

Helping ambitious SMEs innovate and grow internationally

BLUEMED Week

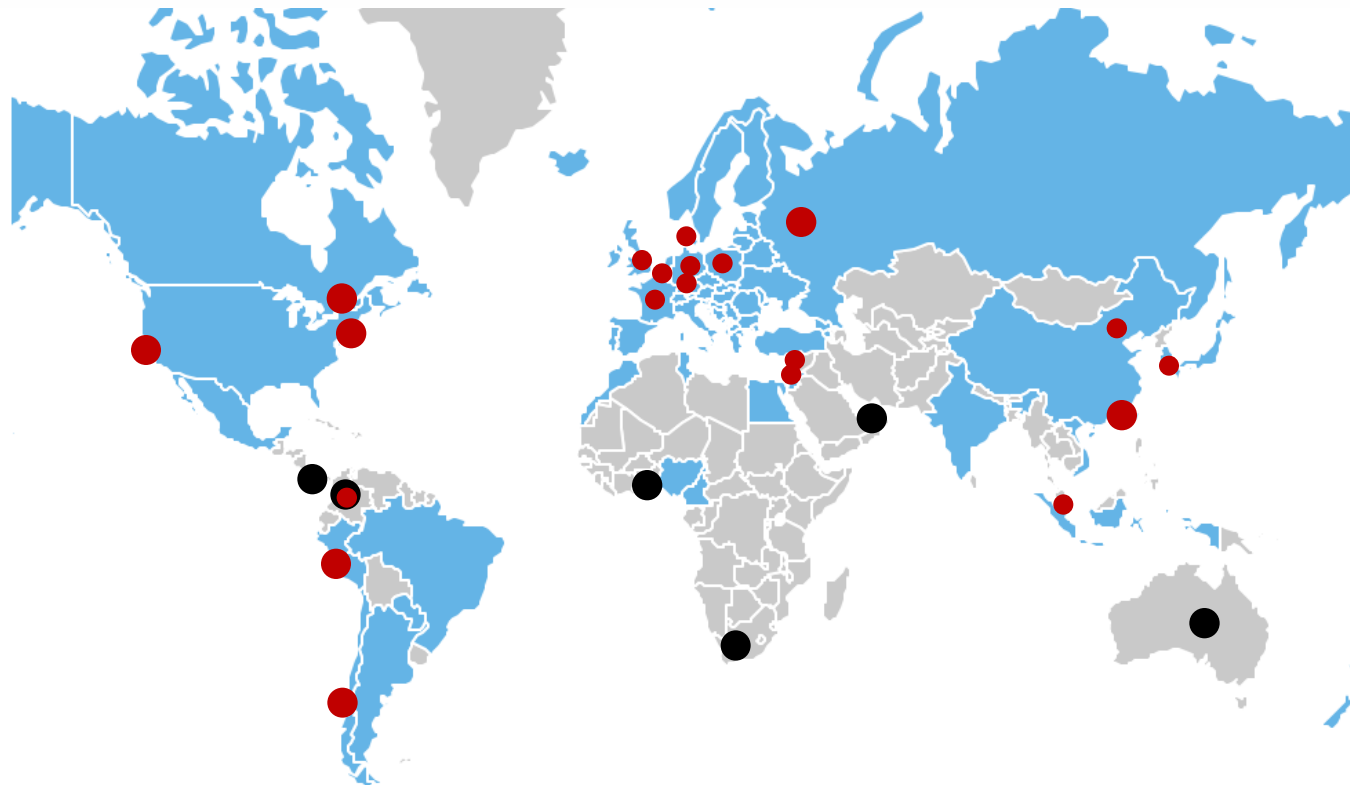
23 – 25 October 2018,

Palau Reial de Pedralbes, Barcelona, Spain

Jennifer Ruiz

ACCIÓ- Catalan Agency for Business Competitiveness

Catalan Government's Trade & Investment & EEN Offices



Xarxa Enterprise Europe Network


+600
organisations


+3.000
professionals


66
countries

ACCIÓ



40 Offices



9 Antennas/
12 Innovation
managers

Find a local Network contact point

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Helping companies innovate and grow internationally



International partnerships

Expertise, contacts and events to connect you with the right international partners to grow your business.



Advice for international growth

Expert advice for growth and expansion into international markets.



Support for business innovation

Solution-driven services to help you turn your innovative ideas into international commercial successes.



Find a local Network contact point

Get in touch with your local Network contact point by selecting the country and city closest to where your business is based. They can help you with advice, support and opportunities for international partnerships.

Search EU country 

OR

Search non-EU coun 



Find an international partner

Search for partners to manufacture, distribute co-develop and supply your products and ideas.

[Register to receive email alerts](#)

[SEARCH CURRENT OPPORTUNITIES](#)

<https://een.ec.europa.eu/>

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ACCIO

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Business Support on Your Discovery


European
Commission

BCCs (Business Cooperation Centres-third countries)

➤ List of Business Cooperation Centres (Network contact points in third countries)



Your contact in EASME: [Thomas STEIERT](#)

With regard to the increasing importance for SMEs to internationalise their business, the Enterprise Europe Network has started to set up contact points, so-called 'Business Cooperation Centres', in major international growth markets, such as Brazil, Russia, China and India. These Business Cooperation Centres do not receive any European grants and finance all Network activities with national and/or host structure funds. They operate under Article 7 of the COSME regulation and sign a Cooperation Agreement with EASME. Their main focus lies on business, technology and research partnering activities.

GROWTH MARKETS (BRIC)	ASIA	MAGREB & MIDDLE EAST	AFRICA	LATIN AMERICA	NORTH AMERICA & OCEANIA	EUROPE (NON-EU) & CAUCASUS
Brazil	Japan	Egypt	Cameroon	Argentina	United States	Georgia
Russia	South Korea	Israel	Nigeria	Peru	New Zealand	Belarus
India	Singapore	Jordan		Mexico		Switzerland
China	Taiwan	Qatar		Chile		Norway
	Indonesia	Tunisia				
	Vietnam					

The EEN services

A broad range of services for growth-oriented SMEs

INTERNATIONAL PARTNERSHIPS

Partnership database

Brokerage events

Company missions

ADVISORY SUPPORT

Advice on EU laws and
standards

Market intelligence

IPR expertise

INNOVATION SUPPORT

Access to finance and funding

Innovation Management
Services

Technology transfer

IPR Helpdesk



European
IPR Helpdesk

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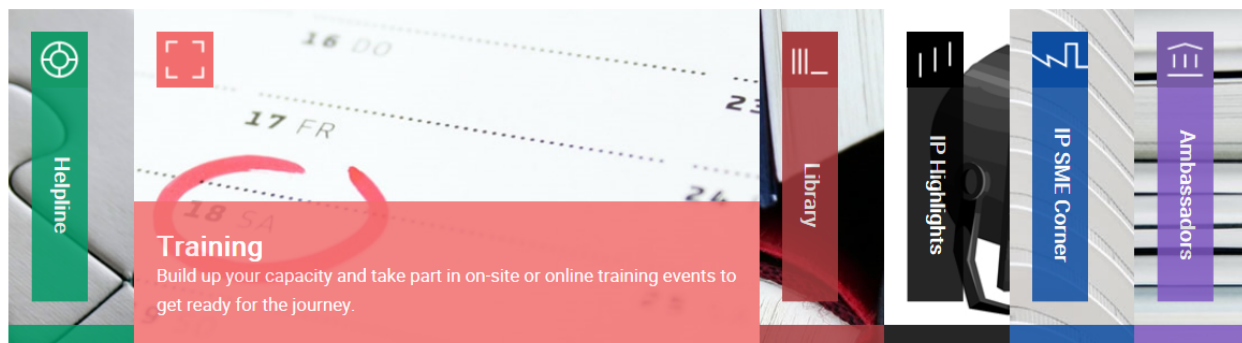
Helpline

Contact

Check our September/October's Highlight: Managing Trade Secrets for SMEs

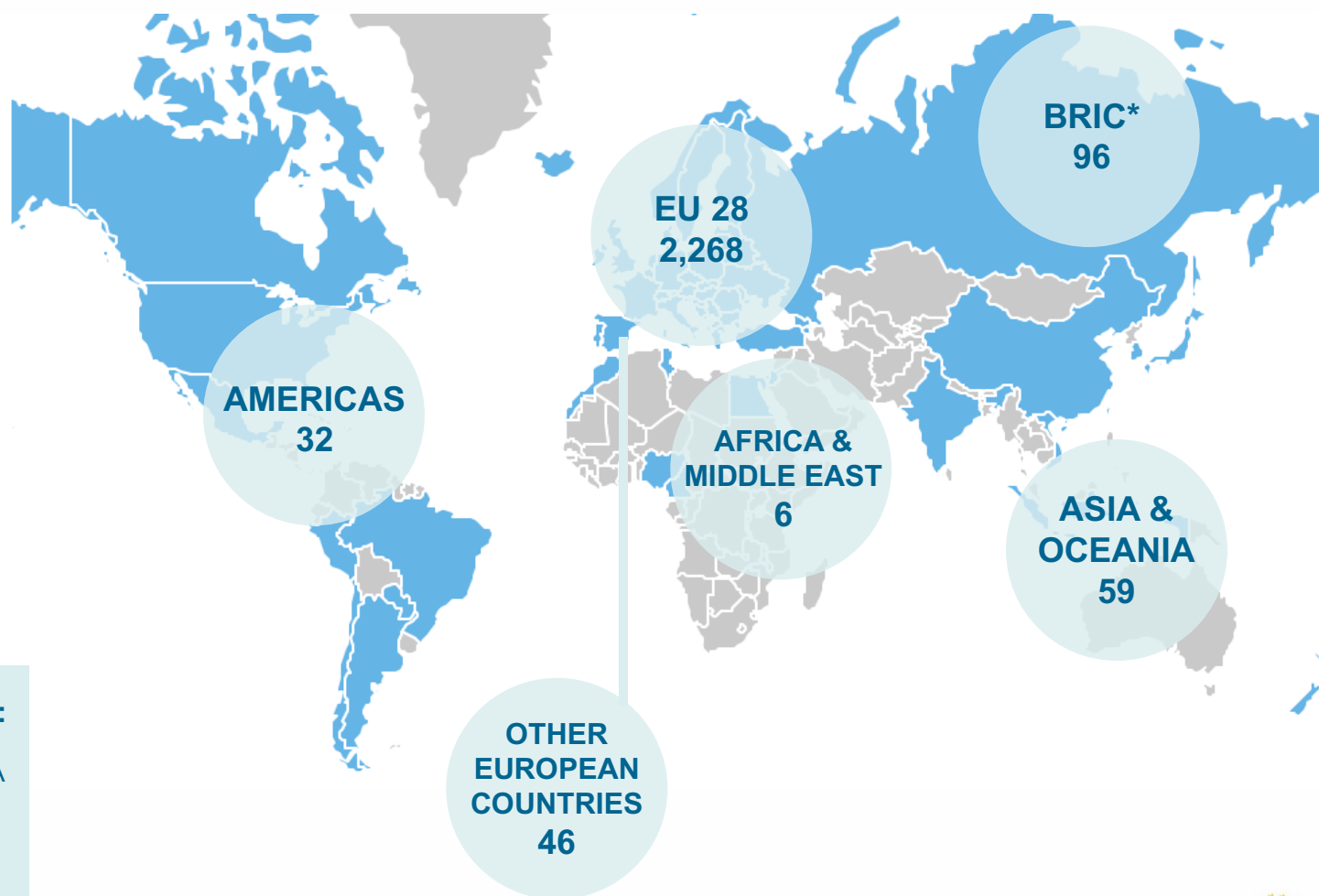
About the European IPR Helpdesk

We believe that knowing how to manage and exploit Intellectual Property (IP) is the ticket to innovation and competitiveness in Europe. The European IPR Helpdesk offers free-of-charge, first-line support on IP matters to beneficiaries of EU-funded research projects and EU SMEs involved in transnational partnership agreements.



<https://www.iprhelphdesk.eu/>

Partnership agreement



Most active countries: PA*/country

Most active EEN countries



• **SPAIN**
270 PAs



• **UNITED KINGDOM**
262 PAs



• **GERMANY**
226 PAs



• **ITALY**
173 PAs



• **POLAND**
160 PAs

Most active no EEN countries



• **RUSSIA**
56 PAs



• **CHINA**
38 PAs



• **SWITZERLAND**
22 PAs



• **SINGAPORE**
19 PAs



• **CHILE**
15 PAs

*PA: Partnership agreement

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ACCIO

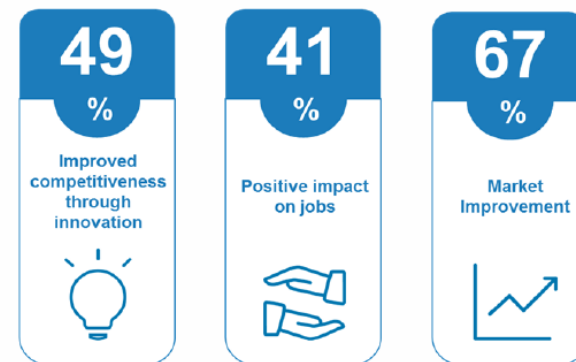
 **Generalitat
de Catalunya**


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europe
network
Business Support on Your Doorstep


European
Commission

Results 2017

Boosting growth and creating jobs in the EU



**2,507
partnership
agreements**

Business, Technology, RD signed



**30,383
clients**
attended international
brokerage events and
company missions



**41,496
advisory services
delivered**



**1,534
advisory service
outcome (ASO)**

Catalonia. Some Data.

- ✓ Area: 32,108 sq km
- ✓ Population: 7.5 million (2016)
- ✓ GDP: € 214.92 billion (2015)
- ✓ GDP per capita: € 28,929/year (2015)
- ✓ Companies: 596,196 (2016)
- ✓ Industrial companies: 35,698 (2016)
- ✓ 17.4 million foreign tourists/year (2015)
- ✓ € 65.1 billion exports (2016)
- ✓ € 77.8 billion imports (2016)
- ✓ 16,929 regular exporting companies (2016)
- ✓ 6,454 foreign companies (2015)
- ✓ € 4,905 million foreign investment (2015)
- ✓ 8,346 Catalan companies abroad (2015)
- ✓ 9,449 innovative companies (2015)
- ✓ 1.52% of GDP dedicated to R&D (2015)
- ✓ 1.0% of world's scientific production (2014)

16%

OF SPANISH
POPULATION

20%

OF SPANISH GDP

23%

OF SPANISH INDUSTRY

26%

OF SPANISH BUSINESS
ENTERPRISE R&D
EXPENDITURE

34%

OF SPANISH REGULAR
EXPORTING
COMPANIES

45%

OF SPANISH FOREIGN
MULTINATIONALS

The Catalan Competitive Mix

Catalonia enjoys a dynamic, industrial, diverse and extremely business friendly economy

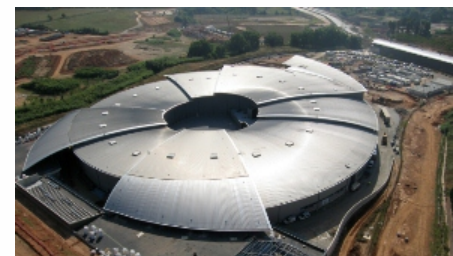
Competitive Economy



International and Global



Innovation Culture



Talent and Education



Creativity and Entrepreneurship



Business Mindset



What is ACCIÓ?



What Does ACCIÓ Do?

Connects you to the world

- **Services to help begin exporting**
- **Market expansion services**
- **Foreign set-up services**



Connects you to innovation and technology

- **Cross-cutting innovation services**
- **Technology integration services**
- **Global innovation services**
- **Infrastructure for innovation: TECNIO and EURECAT**



Connects you to clusters



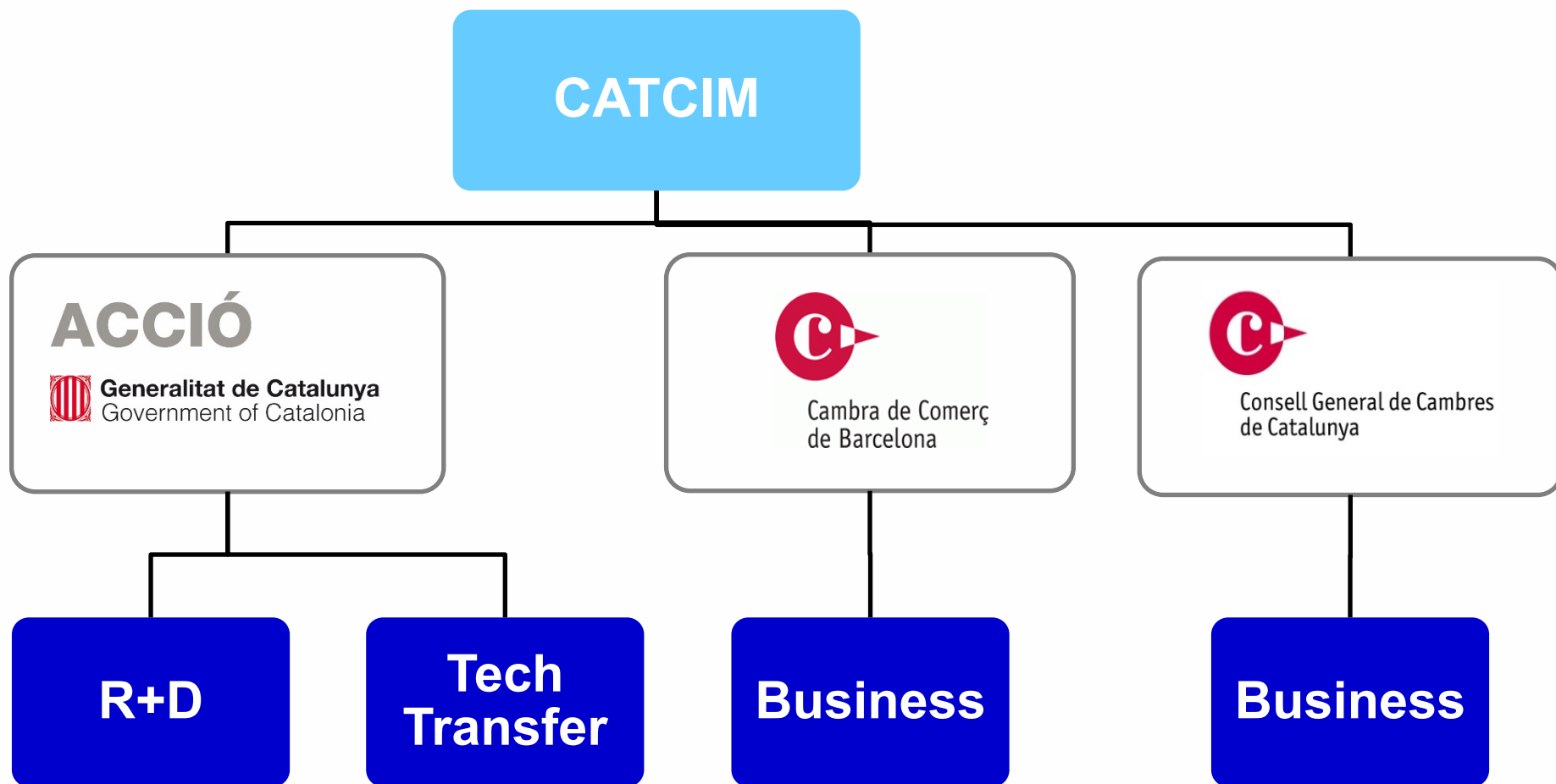
Connects your start-up to the market



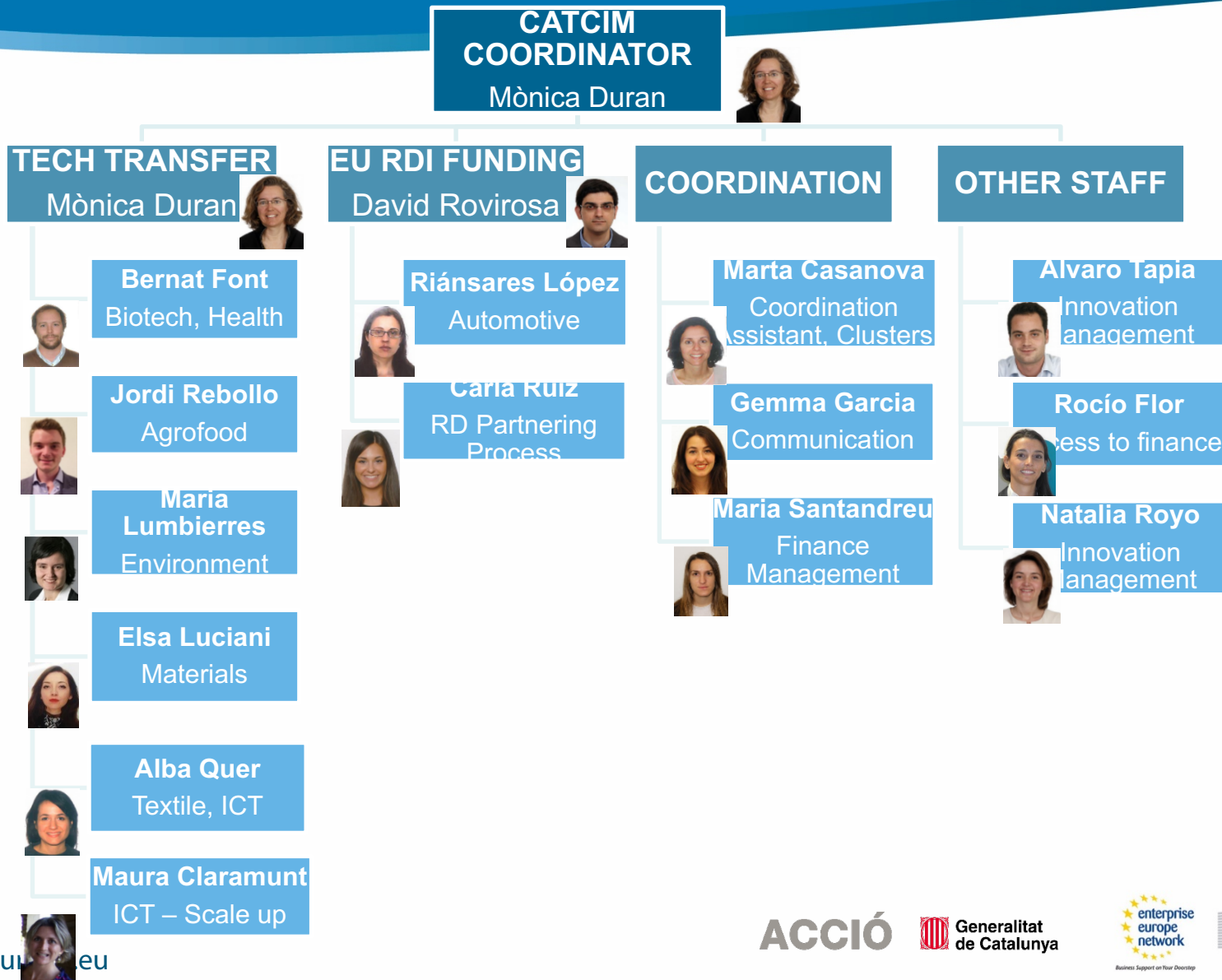
Connects you to financing options



The network in Catalonia



EEN ACCIÓ team



The impact of the EEN in Catalonia 2017



54 partnership
agreements
intermediated



58 profiles
published



621 new clients
at the EEN
services



725 Catalan
participants at
Brokerage Events

Main events organised in Barcelona 2017-2019



Edició 2018

- ✓ 439 Participants
- ✓ 39 Països
- ✓ 1.395 Reunions internacionals



Edició 2017

- ✓ 409 Participants
- ✓ 36 Països
- ✓ 1.412 Reunions

Coming event:

13-15 November 2018

<https://smartcity2018.b2match.io/>



Edició 2017

- ✓ 246 Participants
- ✓ 28 Països
- ✓ 731 Reunions

Past event:

16-17 October 2018

www.b2fair.com/iot2018

10.000 cooperation profiles on average in our EEN data base..

Use the Partner Search directly

enterprise europe network

SERVEIS FINANÇAMENT ESDEVENIMENTS CASOS D'ÈXIT QUI SOM

A prop teu per fer-te créixer internacionalment

Dona't d'alta

Identifica't

TROBADES B2B I MISSIONS

Sobre Brokerages Events i Missions internacionals

11/09/2017 Missió Institucional i Empresarial dels Quatre Motors a Escandinàvia

19/09/2017 Missió a Singapur: TechInnovation 2017

03/10/2017 Brokerage Event del IOT Solutions World Congress

Veure'n més +

JORNADES I SEMINARIS

Tallers d'innovació

Tallers de cooperació empresarial

Esborzars d'innovació

Esborzars de finançament

QUÈ ÉS LA XARXA EEN?

Es tracta d'una xarxa formada per suport a l'empresa, present a més de 27 estats membres de la Unió Europea.

Esdeveniments

Partnering Opportunities

Search: ☐ Any word ☒ All words Compact View ▾

Profile type(s):

☒ Business Offer

☐ Business Request

☐ Research & Development

Request

☐ Technology Offer

☐ Technology Request

Profile country of origin:

South Korea

Spain

Sweden

Switzerland

Tunisia

Turkey

Ukraine

United Kingdom

USA

Client requested:

Albania, Republic of

Armenia

Austria

Belgium

Bosnia and Herzegovina

Brazil, Federative Republic of

Bulgaria

Canada

Chile

We found **179** record(s) for your query.

Last Modified:

A week ago

A month ago

A quarter ago

A year ago

Sort by:

Default ▾

Title of Profile	Country	Type	Date
A UK company operating in the food sector is looking for partners in food distribution serving the organic food sector...	United Kingdom	Bus. Offer	2013-04-09
Looking for distributors in food serve and retail sectors	United Kingdom	Bus. Offer	2013-07-23
UK based consulting company offering its services for the sales and marketing of food products in the UK.	United Kingdom	Bus. Offer	2012-07-23
Caribbean foods company is looking for trade intermediaries.	United Kingdom	Bus. Offer	2013-10-03
Established London-based specialist offers agent/representative and reseller partner opportunities in Food Safety...	United Kingdom	Bus. Offer	2012-09-21

Events Search

Use the Event Search directly from

enterprise
europe
network

SERVEIS FINANÇAMENT ESDEVENIMENTS CASOS D'ÈXIT QUI SOM

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per fer-te créixer internacionalment

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Brokerage Event del IOT Solutions World Congress
Veure'n més +

JORNADES I SEMINARIS

Tallers d'innovació
Tallers de cooperació empresarial
Esborzars d'innovació
Esborzars de finançament

Innovació i creixement
internacional per a les



Cerca de socis



Esdeveniments

QUÈ ÉS LA XARXA EEN?



Es tracta d'una xarxa formada per...
suport a l'empresa, present a més de 60 països, incloent els
27 estats membres de la Unió Europea i altres països
associats.

Search

Help

Event Search

Search: food

Search

Free text option:

☐ Any word ☒ All words

Events dates:

From: 2014-05-30 To:

Event type(s):

- ☒ Brokerage Event
- ☐ Company Mission
- ☐ Conference/Seminar/Information Day
- ☐ Fair/Exhibition
- ☐ Sector Group Meeting
- ☐ Training
- ☐ Working Group Meeting
- ☐ Workshop

Countries:

Albania, Republic of
Armenia
Austria
Belgium
Bosnia and Herzegovina
Brazil, Federative Republic of

Industrial Sectors:

Aerospace technology
AGRICULTURAL AND MARINE RESOURCES AND PRODU
Agriculture - Forestry
Automation/Robotics
BIOLOGICAL SCIENCES
Biotechnology

We found 11 record(s) for your query.

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A month ago
A quarter ago
A year ago

2nd Global Innovation & Technology Alliance Platform at KNOWLEDGEXPO 2014

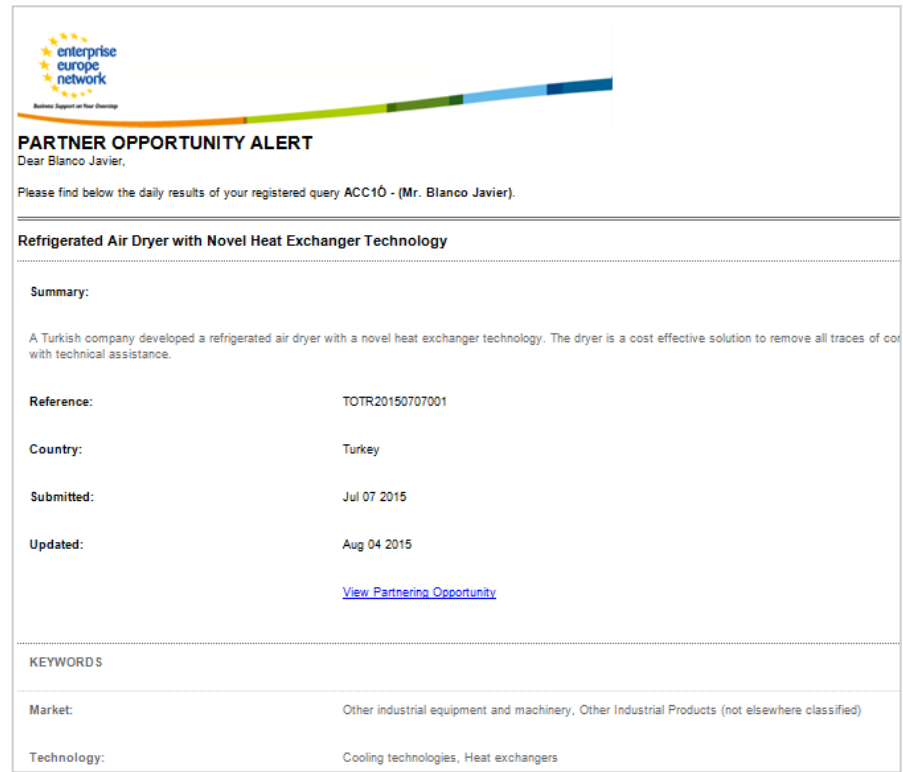
Brokerage Event : Updated last week from **India, Republic of**

20 Nov 2014 - 22 Nov 2014

Global Innovation & Technology Alliance and Confederation of Indian Industry along with the other Enterprise Europe Network-India consortium partners...

E-mail alerts

Local SMEs, universities, tech-centres.. can register as network users and **receive free e-mail alerts on partnership proposals** and upcoming events according to their preferences validated by each network regional partner.



Catalan Cooperation profiles

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Catalan Cooperation Profiles

July 2017



ACCIÓ  Generalitat de Catalunya
Government of Catalonia



Agrofood



BioChemTech



Healthcare



Environment



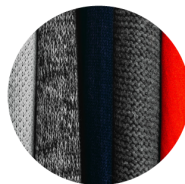
ICT Industry & Services



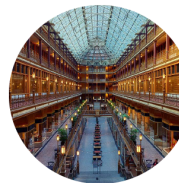
Intelligent Energy



Materials



Services & Retail



Textil & Fashion



<http://een.cat/export/sites/een/.content/documents/cataleg-perfils-2018.pdf>

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Success Stories

The green company, Plásticos Pineda, enters the French market with its value proposition of preserving the environment.

Success case: PLÁSTICOS PINEDA



The green company, Plásticos Pineda, enters the French market with its value proposition of preserving the environment.

Plásticos Pineda is a company specialized in the manufacture of agricultural plastic parts for the wine industry since 1959, a sector that was neglected until then. In addition, they are proud of being a clean company fully committed to protect our environment. Their industrial processes rely solely on renewable energy sources as well as they recycle nearly 100% of the raw materials used in them.

Part experience in the international area, finding the perfect partner and market is the first and most difficult face. In that sense, with the aim to increase its presence worldwide, Plásticos Pineda contacted Enterprise Europe Network, where EEN technician assessed the company about the best suitable international strategy in a program for the International Expansion of SMEs, which would help the company to expand its business.

Improving the quality of water basins, lagoons and reservoirs.

Success case: Deplan



Deplan will commercialize a Danish technology to reduce emissions and odors in water basins, lagoons and reservoirs.

DEPLAN is an environmental engineering and consulting company based in Barcelona offering industrial services and solutions in the areas of waste water treatment and environmental management.

In November 2013 the Brokerage Event AquaMatch 2013, focused in the water sector, was organized in Amsterdam with the support of the Sector Group Environment. ACCIÓ, co-organizer of the Brokerage Event, invited DEPLAN to participate. This event was a good opportunity for the Catalan company to identify new solutions to increase their portfolio. At the Brokerage Event DEPLAN met the Danish company Hexa Cover that had developed an environmental friendly solution for eliminating emission, evaporation, organic growths, odours, UV effects and heat loss. This technology is manufactured from recycled polypropylene without the use of harmful materials and can be used in almost all forms of basins, lagoons, reservoirs, containers, ponds and tanks. After meeting at the brokerage event and exchanging further information, both companies decided to collaborate and signed a commercial agreement with technical assistance in 2015.

DEPLAN's knowledge of the Spanish market and technical background makes the company an ideal partner for the transfer of Hexa Cover's innovative technology to Spain.

"The brokerage events organized by Enterprise Europe Network are excellent initiatives to establish valuable contacts in a fair"
Jorge Vicente, Deplan

<http://een.cat/casos-exit/internacionalitzacio.jsp>

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Success stories

'The Enterprise Europe Network is very helpful since a company can go international in a virtual way and with very low cost'.

Gerard Fernandez

ENGIDI

NEW GENERATION DEVICES

'Innovation has always been in ADELTE's DNA, which is essential to deliver the best possible solutions and providing better service to our clients worldwide. ACCIÓ helped us to improve and enhance our Innovation Strategy and Processes. Today's Innovation Vectors for growth at ADELTE are Automation, IoT and Green Technologies'

Raimon Albiol

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THE BOARDING COMPANY

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