

**EEN:** helping SMEs innovate  
and grow internationally

**ETPOA meeting** – 30 June 2020

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# The world's largest support Network for SMEs with international ambitions

# Boosting growth and jobs

1

The Enterprise Europe Network is a key instrument in the EU SME strategy **for a sustainable and digital Europe**

2

Launched in **February 2008** by the European Commission to encourage the competitiveness and innovation of European SMEs

3

Currently co-financed under the **COSME** and **HORIZON 2020** funding programmes. To be continued under the **SINGLE MARKET PROGRAMME**

4

Total funding of over **356 million EURO** (2014 – 2020)  
Under definition for 2021 – 2027



**3000**

LOCAL  
EXPERTS



**600+**

LOCATIONS



**60+**

COUNTRIES  
WORLDWIDE

# A Network based in your region





# How does the Network help?



The Enterprise Europe Network combines **international business expertise** with **local knowledge** to take SMEs into new markets and tap on innovation support

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# A broad range of services for growth-oriented SMEs

## INTERNATIONAL PARTNERSHIPS

Partnership database

Brokerage events & company missions

FTA support

## ADVISORY SUPPORT

Advice on EU laws, standards & IPR

Market intelligence

new Sustainability advisers

## INNOVATION SUPPORT

Access to finance and funding

Innovation Management Services

Technology transfer



# How it works: international partnerships

The Network's business database contains thousands of company profiles to find the perfect match. In addition we organise:

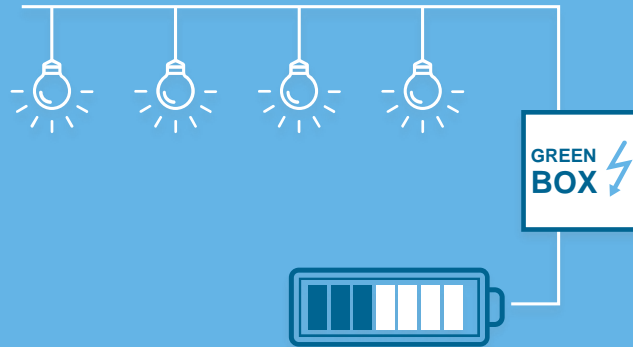
**Matchmaking events** across Europe where SMEs can meet potential business partners in person.

**Company missions** where we set up and prepare you for targeted international meetings with strong business prospects



# How it works: international partnerships

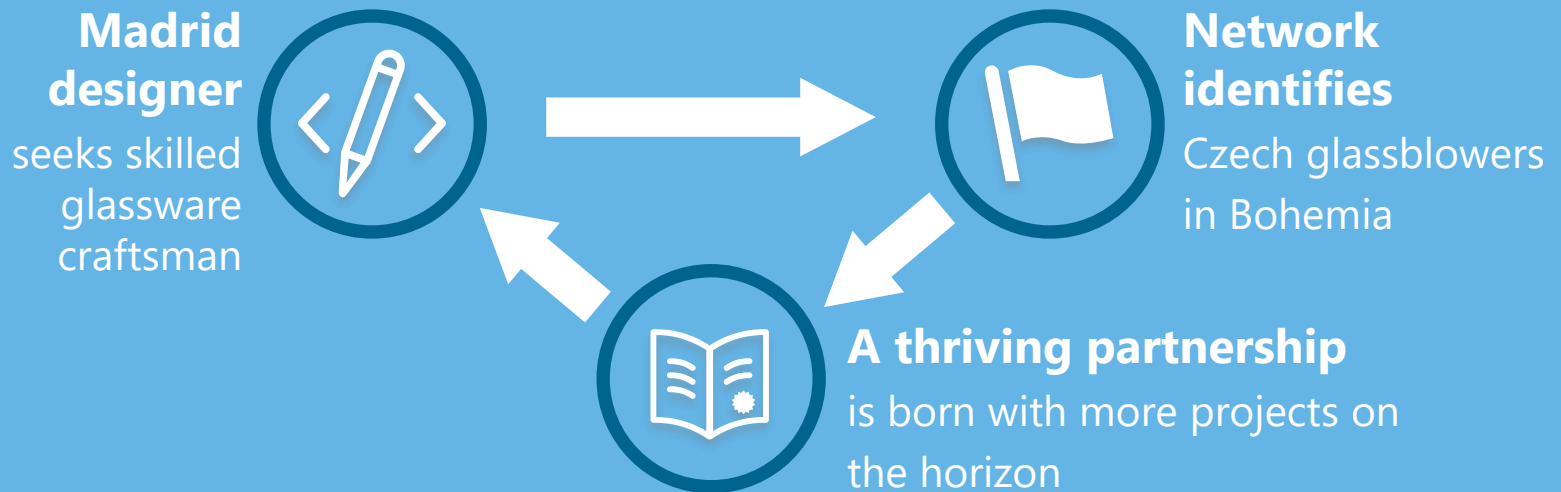
Results in a joint venture in Lithuania to license Wattguard's technology in the Baltic markets



Swedish SME  
Wattguard's easy-to-install "green box" monitoring device reduces the energy needed to power lights and helps to save money

Participates in a Network company mission for energy saving and green technologies

# How it works: international partnerships



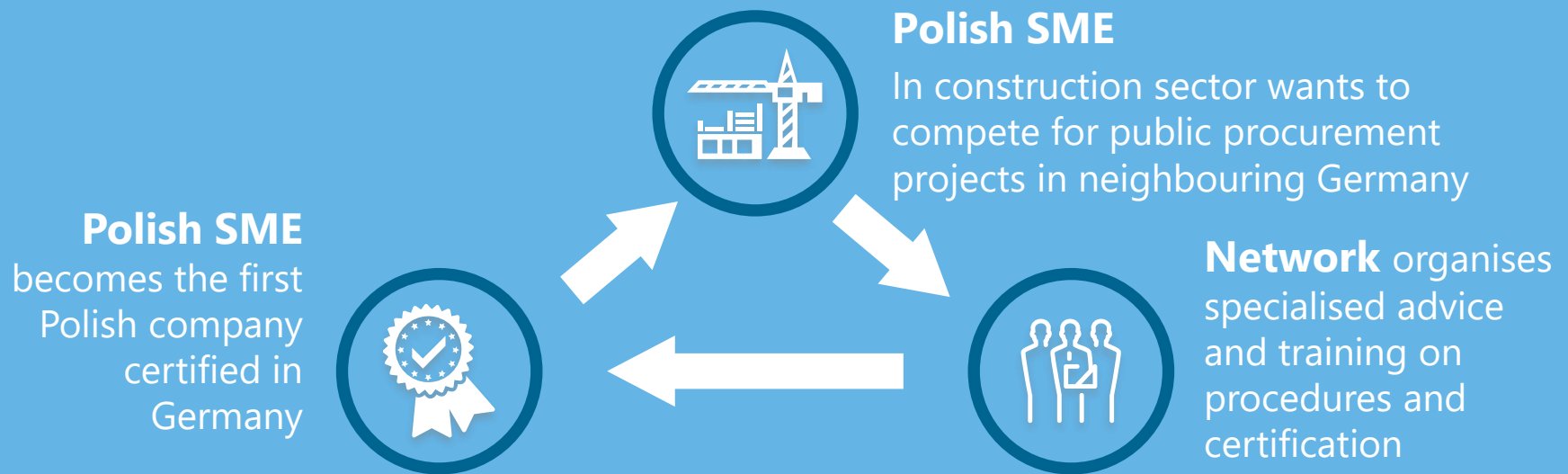
# How it works: advisory support

## for SME clients



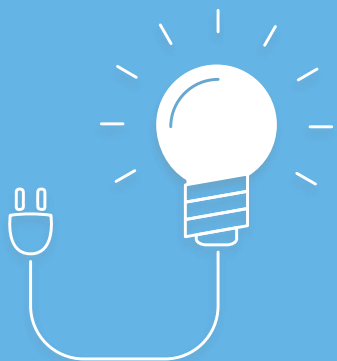
- | Practical advice on doing business in another country
- | Identifying the best market opportunities for your business
- | Information on EU laws and standards
- | Advice on intellectual property
- | Facilitating SME feedback on EU rules
- | Advice on the transition to the Green & Digital economy

# How it works: advisory support



# How it works: innovation support

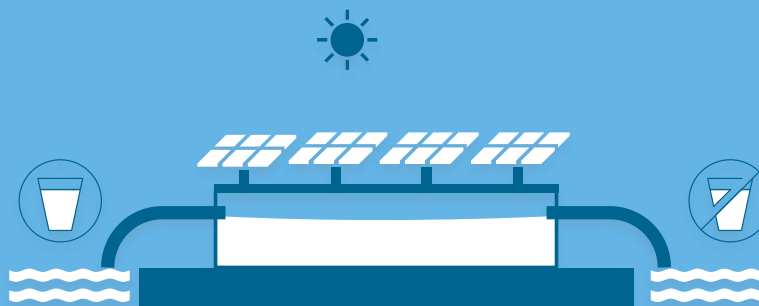
**Tailored support packages to steer you onto the fast track to success.**



- Advice and help for innovative SMEs to access R&I funding (H2020, EIC...)
- KAM services for SME Instrument beneficiaries
- Personalised support to help shape innovation potential into international commercial success
- Help in finding the right technology to improve innovation
- Help in finding the finance it needs to grow.

# How it works: innovation support

**SOLWA teams up with a Spanish research centre with complementary expertise. Enhanced technology wins multiple awards.**



**Italian start-up SOLWA SRL developed a green technology to treat polluted or sea water using solar energy**

**Network organises high level institutional delegation in Portugal to raise its profile and meet other companies working in the international markets.**

# How it works: innovation support

## Growth and international success

In 3 years, Crypteia's annual turnover increased x 20 and its workforce quadrupled



## Greek SME Crypteia

wanted to turn research results on digital security into a commercial business

**Network provided business mentoring, coaching, help to draft a business plan, advice on patents in different markets. Access to Venture Capital partners in Greece and abroad**



# It works! Satisfied, successful SMEs



**SMEs**  
who use the Network  
**grow on  
average**



# Boosting growth and creating jobs in the EU (mid-term review)



**11,000**

**companies**

have signed business,  
technology or  
research partnerships



**90,000**

**companies**

attended international  
brokerage events and  
company missions



**1.7**

**million**

people  
participated  
in events



**70,000**

**targeted**

business  
meetings  
every year



**600,000**

**questions**

on EU issues  
answered

# Boosting growth and creating jobs in the EU (mid-term review)



**13,000 Business  
Connections**

Via B2B matchmaking  
with companies  
outside the EU



**10,000  
Technology**  
and business offers  
& requests available



**7,000  
SMEs**  
Connecting  
every month



**13,000  
Technology**  
audits and business  
reviews per year

# 17 key sectors

Network experts in 17 key sectors have teamed up to provide you with customised support.



Aeronautics and  
space



Agrofood



Automotive, Transport  
and Logistics



BioChemTech



Creative  
Industries



Environment



Healthcare



ICT Industry &  
Services



Intelligent  
Energy



Maritime Industry  
and Services



Materials



Nano and micro  
technologies



Services and  
Retail



Sustainable  
Construction



Textile & Fashion



Tourism and  
Cultural Heritage



Women  
Entrepreneurship

# EEN can quickly adapt to new situations

- Key role of EEN in helping SMEs to recover from the **COVID-19 crisis** and contributing to the exit strategy
- Provision of tailored advice on available financing and public support measures for SMEs
- Help to face disruptions in SMEs supply chains ('Healthcare against COVID' market place)
- Help SMEs working on COVID-19 related innovations (adaptation of manufacturing processes information to get financial support to develop innovations e.g. with EIC COVID grants).

## EEN: what next?

- Call to be launched late 2020/early 2021 to set up EEN consortia under the new MFF
- Terms of reference for the call under the new Single Market Programme currently under definition
- Applications welcomed from business support and SMEs intermediary organisations. TPO role!

# Thank you for your attention!

## Questions?

Visit [een.ec.europa.eu](http://een.ec.europa.eu)

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