



Business and innovation support for SMEs

BILAT-USA Symposium on Transatlantic EU-US Innovation
Cooperation

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EU SME Policy Context

Competitiveness and Innovation Framework Programme (2007-2013): to contribute to the competitiveness and innovative capacity of the Community, paying particular attention to the needs of SMEs

‘Europe 2020’ flagship initiative on an industrial policy for the globalisation era: to improve the business environment, notably for SMEs, and to support the development of a strong and sustainable industrial base able to compete globally.

Small Business Act (SBA): package of 10 politically-binding principles with legislative and non-legislative measures covering SME priorities and more. European Council supports the full implementation of the SBA Action Plan.



SME facts and figures

- EU has 21 million SMEs (<250 persons)
- 99% of all EU enterprises
- 58% of the Union's total economic added value
- 90 million jobs (67% of private employment)
- SMEs are
 - adaptable with flexible structures
 - key generators of employment
 - important source of innovation
- but Europe still lacks entrepreneurship

Enterprise Europe Network: a network of excellence

- **The largest European network** offering high quality business and innovation support services, mainly to the benefit of SMEs
- For the first time ever, **all major players** of the business support community join forces to offer a one-stop service for enterprises
- Implementation of the '**No-wrong-door**' principle
- **The broadest** range of **tailored services** for SMEs in the EU and beyond



Business Support on Your Doorstep



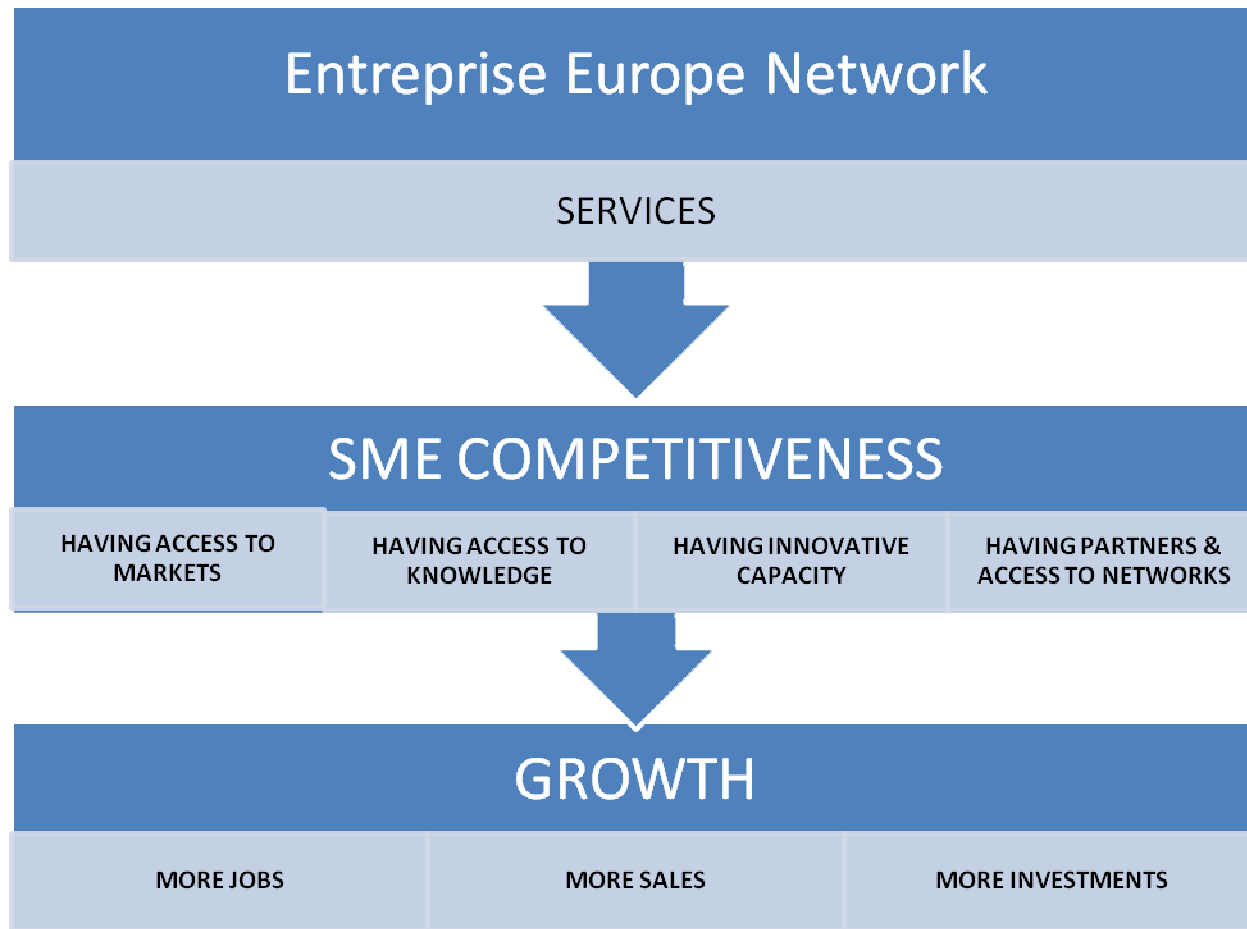
Key facts and figures on the Network

- Start: 2008, **long-term perspective** until 2013
- **600 organisations** involved in the Network: mix of regional chambers of commerce, technology and innovation agencies, sector associations, development agencies.
- **Centres in 48 countries** including EU27, European Economic Area (Norway, Iceland), Candidate Countries (Turkey, Croatia, FYROM), other countries including Bosnia Herzegovina, Montenegro, Switzerland, US, Russia, China, South Korea, Japan, Israel, Chile, Egypt, Syria, Armenia, Morocco, Mexico.
- More than **4.000 experienced staff**
- **2.000 partnership agreements** concluded annually
- **4.000 local events** organised annually on SME-related topics
- **€320 Million** Community contribution for supported projects until 2013

Key Network services

- Facilitating SMEs' **awareness raising** and **access to information** on Community legislation and programmes and **promotion** of SME participation in them
- Making for SMEs the **sounding board** for future EU policies through feedback functions
- Disseminating **best practices, innovative ideas**
- Helping SMEs to **expand to new markets**, to **find cooperation partners**, to fully exploit the opportunities of the internal market
- Facilitating **technology and knowledge transfer**, partnership building between the various actors, innovation services, improving innovative capacity of SMEs
- Increase R&D activities of SMEs by assisting **participation in FP7**

The Network's value chain





The Network's results since 2008

- Helped businesses to sign over **4,300 partnership agreements**
- Organised international **brokerage events for over 30,000 companies**
- Local **events for half a million companies**
- Over **250,000 technology and company reviews**, IPR, financing & funding
- **9000 SMEs consulted** via feedback and panels
- Information and **services used by over 2.5 million SMEs**



Unique worldwide coverage

- Full coverage throughout **all EU regions**
- Partner offices in **key markets for EU SMEs** (e.g. China, Russia, Japan), many established without funding under Art. 21.5 (CIP)
- Current coverage of **48 countries**: EU27, EEA (Norway, Iceland), Candidate Countries (Turkey, Croatia, FYROM), Bosnia Herzegovina, Montenegro, Serbia, Switzerland, US, Russia, China, South Korea, Israel, Chile, Egypt, Syria, Tunisia, Armenia, Mexico, Japan.

the map or by selecting your country from the lists.



EU countries

- Austria
- Belgium
- Bulgaria
- Cyprus
- Czech Republic
- Denmark
- Estonia
- Finland
- France
- Germany
- Greece
- Hungary
- Ireland
- Italy
- Latvia
- Lithuania
- Luxembourg
- Malta
- Netherlands
- Poland
- Portugal
- Romania
- Slovakia
- Slovenia
- Spain
- Sweden
- United Kingdom

Non-EU countries

- Armenia
- Bosnia and Herzegovina
- Chile
- China
- Croatia
- Egypt
- fYRoM
- Iceland
- Israel
- Mexico
- Montenegro
- Norway
- Russia
- Serbia
- South Korea
- Switzerland
- Syria
- Turkey
- USA



Enterprise Europe Network in the USA

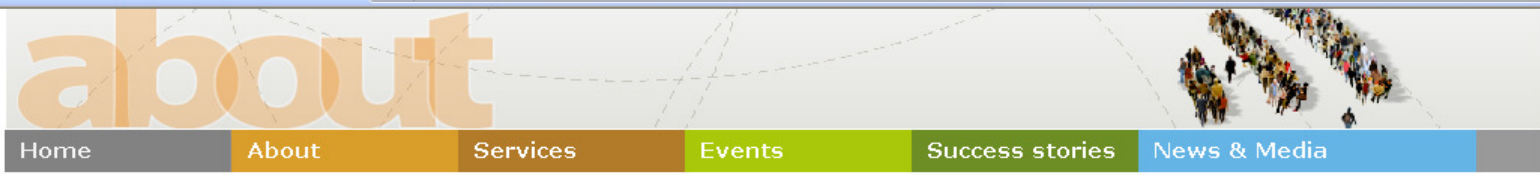
The Enterprise Europe Network currently has **four partners** covering the USA:

- **RTI International**
- **NineSigma**
- **European American Business Organization**
- **Intrasoft International**



Future extension

- **Latest additions:** Japan, SE China, W China
- Proposals in **pipeline:** Ukraine, Canada, Australia, Brazil, Morocco, Moldova
- Internationalisation of the Network: immediate **priorities** are submissions from remaining BRICs and ENP countries



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- Supporting organisations**
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- Tenders
- Get in touch



Our supporting organisations

A number of different organisations help us to support your company.

Associate Members and Affiliates of the Enterprise Europe Network

We have teamed up with several European and national business organisations, foundations and other bodies whose sectoral expertise is of particular relevance to our activities. These partners help us to optimise our services to business, provide us with sectoral advice and information, and cooperate with us in joint events, training sessions and projects.



[Full list of Associate Members and Affiliates](#)

European Space Agency (ESA)

Your company can benefit from ESA's research work too. Every year, ESA makes available around 100 new technologies that can be exploited in applications outside the space sector, for example in the food industry.



Joint Research Centre (JRC)

The European Commission's Joint Research Centre provides us with around 50 technology offers and requests per year that your business may benefit from.



Search

Members' corner

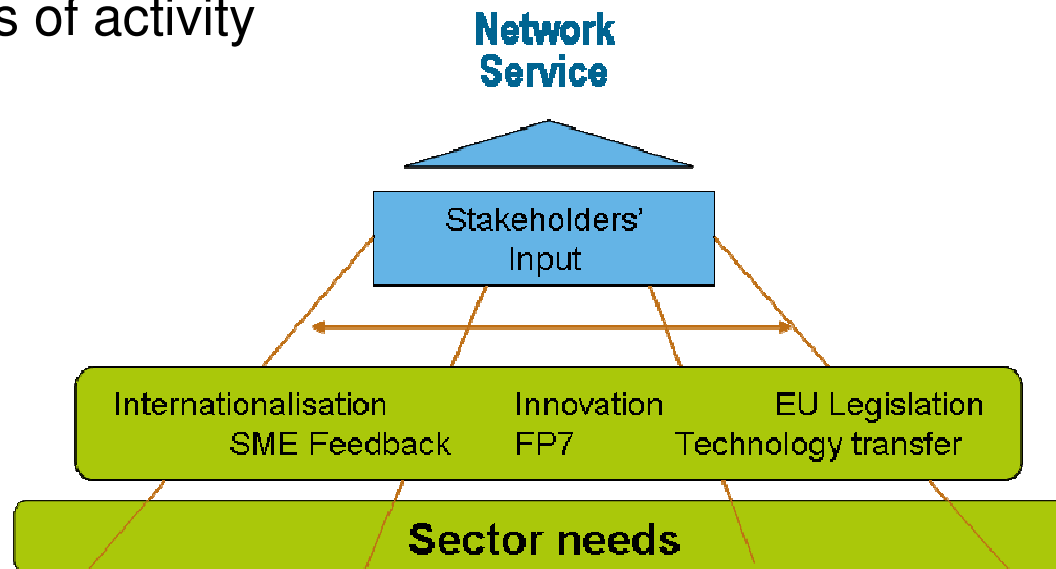
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Log in

Sector Groups

- Structured support to SMEs in specific sectors
- Sectoral approach, demand-driven, bottom-up
- Principle of “No wrong door”: SMEs can contact any Network partner to get access to all the services of the Network
- In addition, specialised services provided for companies in specific sectors of activity





The Network's 17 Sector Groups

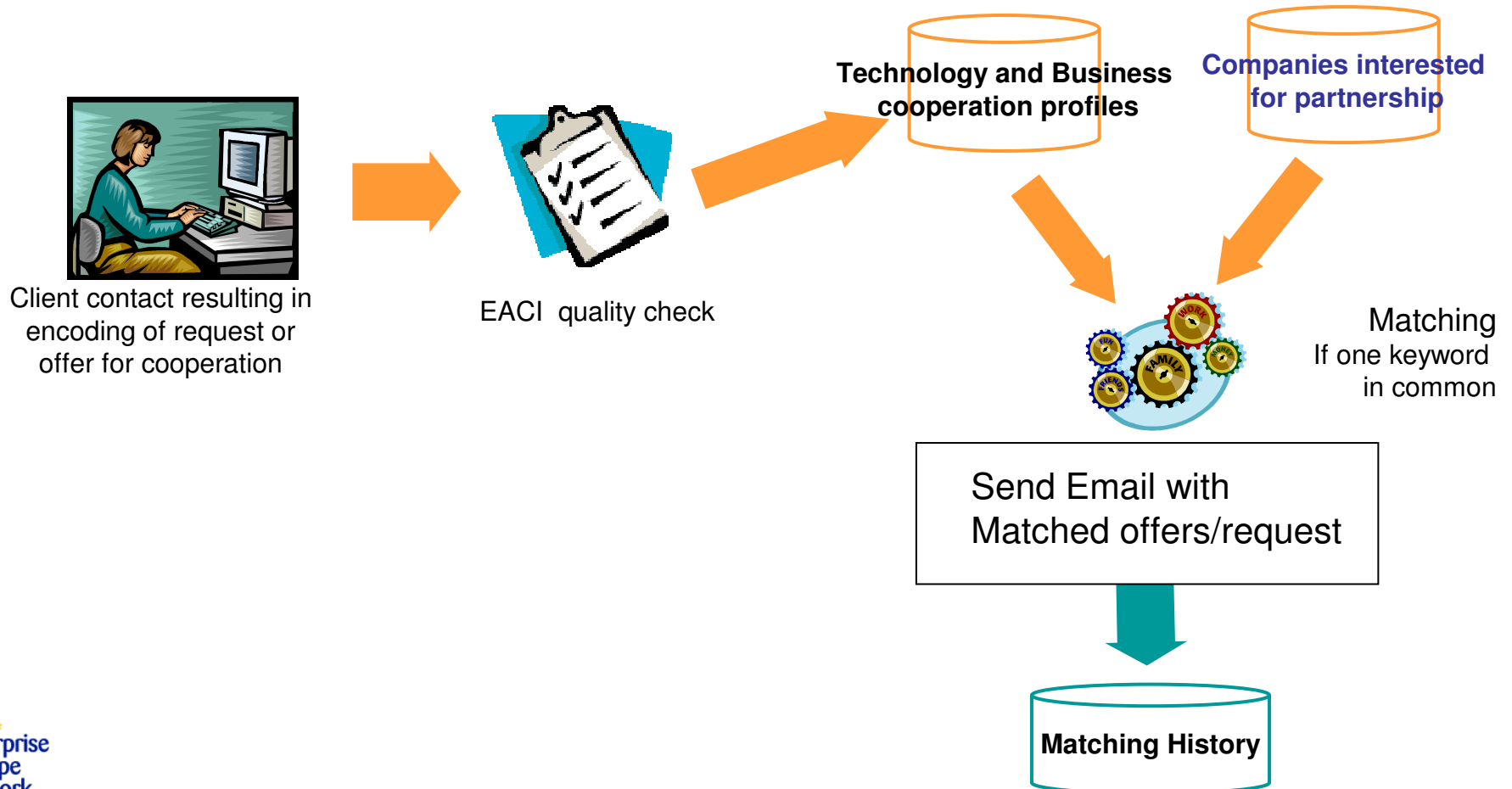
- Agrofood
- Automotive, Transport and Logistics
- Biotech, Pharma and Cosmetics
- Chemicals
- Creative industries
- Environment
- Healthcare
- ICT Industry and Services
- Intelligent Energy
- Maritime Industry and Services
- Materials
- Nano- and Microtechnologies
- Services and Retail
- Space and Aerospace
- Sustainable Construction
- Textiles
- Tourism and Cultural Heritage



Tools for internationalisation and innovation support

- **Cooperation databases** with over 12,000 active profiles
 - Bulletin Board Services (BBS) to disseminate ***technology offers and requests***.
 - Business Cooperation Database (BCD) to help firms find partners for ***commercial cooperation***
- **Automatic matching tools** and robots to alert over 30 000 clients of matching profiles

Automatic Matching and dissemination





Services

- Going international
- Technology transfer
- Agrofood
- Automotive, Transport and Logistics
- Biotech, Pharma and Cosmetics
- Chemicals
- Environment
- Healthcare
- ICT Industry and Services
- Intelligent Energy**
- Maritime Industry and Services
- Materials
- Nano- and Microtechnologies
- Security
- Services and Retail
- Space and Aerospace
- Sustainable Construction
- Textiles
- Tourism and Cultural Heritage
- Wood and Furniture
- Access to finance
- Research funding

Technology market: Intelligent Energy

Browse thousands of technology offers and requests related to intelligent energy. You can display them by date and by sub-sector or do a detailed search.

Technology Profiles

by Date	by Sectors	Search
ENERGY		
Energy Storage and Transport		280 profiles
Energy Storage and Transport		
Heat storage		41 profiles
Heat transport and supply, district heating		40 profiles
Storage of electricity, batteries		63 profiles
Transmission of electricity		59 profiles
Transport and storage of gas and liquid fuels		26 profiles
Transport and storage of hydrogen		19 profiles
Energy production, transmission and conversion		778 profiles
Energy production, transmission and conversion		
Fuel cell, hydrogen production		91 profiles
Fuel liquefaction, gasification		34 profiles
Furnace technology, construction of heating boilers		45 profiles
Generators, electric engines and power converters		174 profiles

Join our technology market

To have your own technology offers or requests posted on this and many other websites, contact your local Enterprise Europe Network branch.

Our sector experts

Intelligent energy experts from across the Enterprise Europe Network have teamed up to provide you with tailor-made support. Find out more about our Intelligent Energy Sector Group.



SME Feedback to the EC

- Feedback from SMEs on **existing** legislation, policies, programmes, etc.
- **Priority** areas set for 6-month periods
- Feedback on **continuous** basis, screening and transmission of cases to EC by the Network
- **Direct** access to database for EC officials



Business Panels

- **Targeted** consultation of SMEs on **forthcoming** legislation
- Strong **geographical coverage**, high response rates from target group
- For ex-ante impact assessments, SME Test, public consultations, etc.
- Based on bespoke SME-friendly questionnaire
- Panels organised by Network partners

Information & contacts

- **Small Business Portal**
http://ec.europa.eu/small-business/index_en.htm
- **SBA**
http://ec.europa.eu/enterprise/entrepreneurship/sba_en.htm
- **Enterprise Europe Network**
http://www.enterprise-europe-network.ec.europa.eu/index_en.htm