

enterprise  
europe  
network

# Conferencia Interredes III

Madrid, 3 octubre 2019

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



FUNDACIÓN  
Parque Científico  
de Madrid



*Business Support on Your Doorstep*



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



# Enterprise Europe Network



**3000**

LOCAL  
EXPERTS



**600+**

LOCATIONS



**60+**

COUNTRIES  
WORLDWIDE



## Boosting growth and jobs

1

The Enterprise Europe Network is a key instrument in the EU's strategy to boost growth and jobs.

2

Launched in **February 2008** by the Commission's DG GROW (previously "Enterprise and Industry" ENTR)

3

Co-financed under the EU's **COSME** and **HORIZON 2020** funding programmes - encouraging competitiveness and innovation of European SMEs

4

Total funding of over **180 million EURO**



## 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

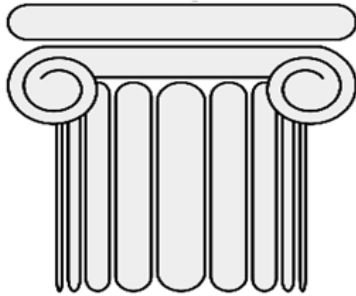
Access to finance and funding

Innovation Management Services

Technology transfer

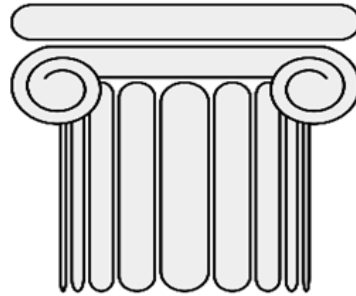
# Enterprise Europe Network

cooperación  
**empresarial**

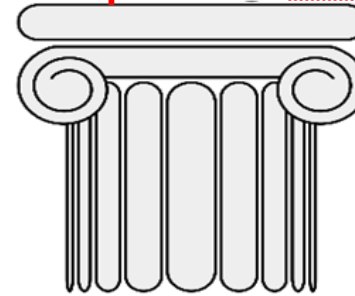


Jornadas de información y formación

cooperación  
**tecnológica**



participación en  
proyectos  
europeos de **I+D+i**



Misiones empresariales y grupos  
sectoriales

## Búsqueda de socios para proyectos

Acceso a oportunidades de cooperación para **unir oferta y demanda**

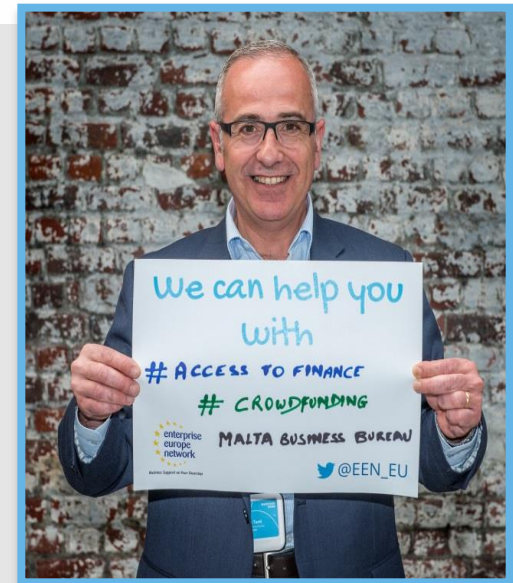
Información y edición de **boletines, folletos, guías**

Encuentros empresariales bilaterales en  
grandes eventos

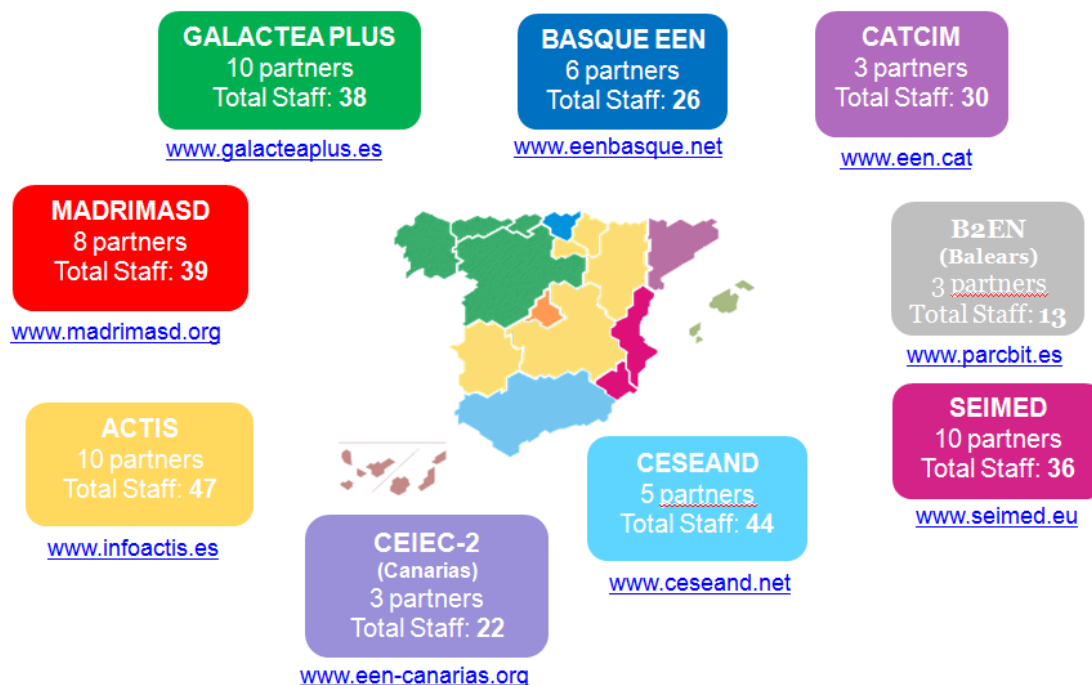




## Our #EENCanHelp services



## Based in Spain and connected to the world





# Enterprise Europe Network

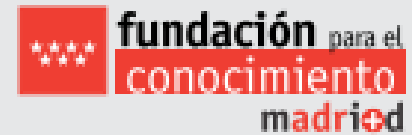
## Based in Madrid and connected to the world

### CONSORCIO

#### SOCIOS



### COORDINADOR



een@madrimasd.org

[www.een-madrid.es](http://www.een-madrid.es)

een.ec.europa.eu



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## How it works: international partnerships

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

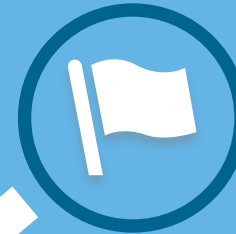
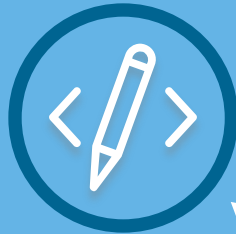
**Matchmaking events** across Europe where SMEs can meet potential business partners in person.

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



# How it works: international partnerships

**London designer**  
seeks skilled  
glassware  
craftsman

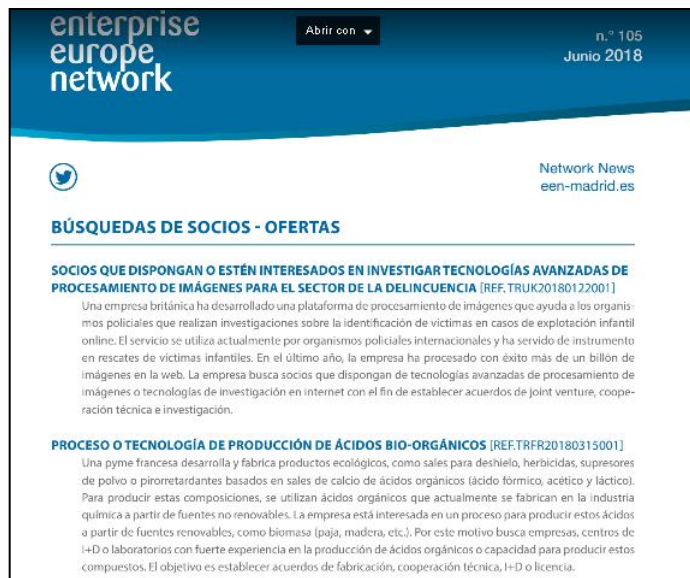


**Network identifies**  
Czech glassblowers  
in Bohemia



**A thriving partnership**  
is born with more projects on  
the horizon

## Boletín mensual EEN madri+d



Boletín de la red Enterprise Europe Network madri+d

- [Boletín nº 104 mayo 2018](#)
- [Boletín nº 103 abril 2018](#)
- [Boletín nº 102 marzo 2018](#)
- [Boletín nº 101 febrero 2018](#)
- [Boletín nº 100 enero 2018](#)
- [Boletín nº 99 diciembre 2017](#)
- [Boletín nº 98 noviembre 2017](#)
- [Boletín nº 97 octubre 2017](#)
- [Boletín nº 96 septiembre 2017](#)
- [Boletín nº 95 julio - agosto 2017](#)
- [Boletín nº 94 junio 2017](#)
- [Boletín nº 93 mayo 2017](#)
- [Boletín nº 92 abril 2017](#)
- [Boletín nº 91 marzo 2017](#)
- [Boletín nº 90 febrero 2017](#)

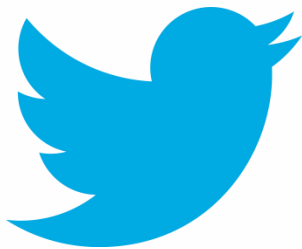
<https://www.madrimasd.org/europa/enterprise-europe-network>



# Enterprise Europe Network



<https://www.youtube.com/user/enterpriseeurope>



@pcmMadrid

@een\_madrid

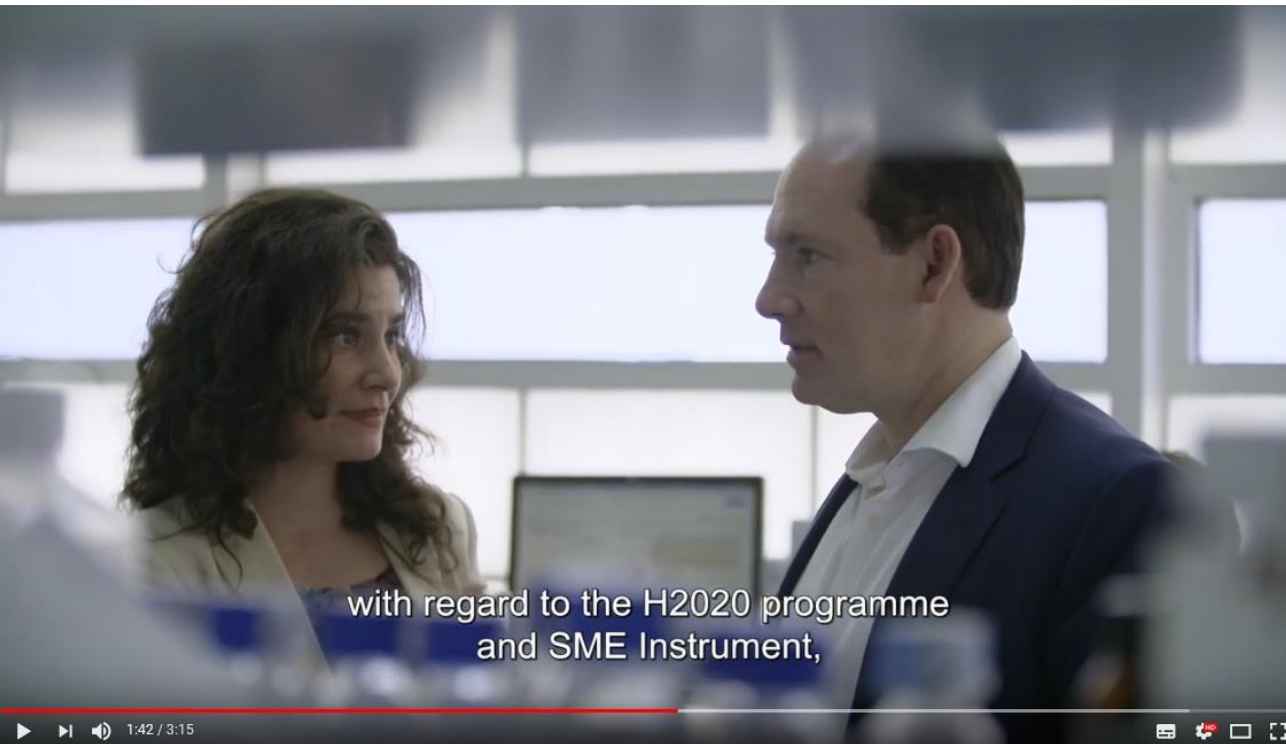
@EEN\_spain

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[www.een-madrid.es](http://www.een-madrid.es)

[www.eenspain.es](http://www.eenspain.es)





<https://youtu.be/SwjMupDfOzs>

## Caso de Éxito Life Length

3,1 M€ H2020  
(SME Inst. Fase 2)  
para su proyecto  
ONCOCHECK  
que financiará los  
estudios clínicos  
de este valioso  
biomarcador en el  
tratamiento del  
cáncer

## It works! Satisfied, successful SMEs



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



**3%**  
**points**  
more than those  
who don't.



## Boosting growth and creating jobs in the EU (2008 – 2014)



**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 (2008 – 2014)



**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





# Enterprise Europe Network – Jornada Informativa FPCM




How can we help you?




## ¿Por dónde empezar? [een.ec.europa.eu](http://een.ec.europa.eu)

HOME THE NETWORK ADVICE AND SUPPORT PARTNERSHIP OPPORTUNITIES EVENTS SUCCESS STORIES Login


### 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 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**



### 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 country



### 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**

# POD

# Enterprise Europe Network

HOME THE NETWORK ADVICE AND SUPPORT PARTNERSHIP OPPORTUNITIES EVENTS SUCCESS STORIES



Home / Find a partner abroad for your business

## Find a partner abroad for your business

The Network manages Europe's largest online database of business opportunities.

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

Find a partner in three steps:

1. Search our global partnership database based on your criteria
2. Express your interest by telling us about your company
3. We put interested partners in touch

Search by keyword, e.g. plastic, food



Be informed about new events matching your search criteria: [register for personalised email alerts](#)

SHOW RESULTS

RESET

### Filter

#### I'm looking for a partner ...

- To buy from (business offer) 4322
- With tech/expertise that I need (technology offer) 1205
- To sell to (business request) 505
- That needs my tech/expertise (technology request) 192
- To collaborate with/co-develop with (research and

Sort by : [Deadline](#)

6261 opportunities found

### Macedonian SME offers IT services to potential partners with outsourcing, subcontracting and service agreements

A Macedonian IT consulting company is offering cooperation to foreign partners with outsourcing, subcontracting and service agreements. The company of... [See more](#)

MACEDONIA, THE FORMER YUGOSLAV REPUBLIC OF | 1 year ago | expires in 2 months

### Slovenian manufacturer of machine tools, cutting tools and equipment for machining offers its subcontracting services

## Consulta de oportunidades

- Socio
- Tipo perfil
- Por país



# Enterprise Europe Network

## Edit my account

### Edit My Account

Changes to your account will take effect following approval by Enterprise Europe Network. You will receive a notification email to confirm the change.

From the **Queries and Saved Searches** section below, you can edit, delete and preview your current queries. Click the Add new query button below to create a new query.

From the My Expressions of Interest section below you can see the profiles for which you have requested additional information.

All fields marked with an asterisk (\*) are mandatory.

#### Login details

Email: *	<input type="text" value="info.eenspain@gmail.com"/>
Password:*	<input type="password" value="....."/>
Confirm password:*	<input type="password" value="....."/>

#### Personal data and contact information

Title:	<input type="text" value="CCO"/> 125 characters left
First Name: *	<input type="text" value="Carmen"/> 122 characters left
Last Name: *	<input type="text" value="Gilabert"/> 120 characters left
Gender: *	<input type="text" value="Mrs. ▾"/>
Company: *	<input type="text" value="Prueba"/> 122 characters left
Street:	<input type="text" value="C/Prueba"/> 1016 characters left
Postcode:	<input type="text" value="28040"/>

# Registro















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## Queries and saved searches

Query name	Edit	Delete	Preview Profiles	Preview Events
Communication				
ENERGY				
Renewable Energy				

[Add new query](#)

## My expressions of interest

Profile title	Expression of Interest
---------------	------------------------

You currently have no expressions of interest.



# Enterprise Europe Network

## Create or edit a query

### Create or edit a query

Fill in the form and the required options in order to create a new query.  
A query is a saved search that you can use to get information about new events and business opportunities.  
You can have as many queries as you need, and delete them when they are not longer relevant

# Crear y Editar Alertas

**Query Information** Profile Query Event Query

**Query Information** Keywords

Query name: \* ENERGY

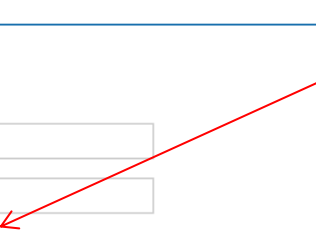
Free text search: Energy Storage

Free text search option:  All words  Any word

Profile status(s):  Published  Expired  Archived

Receive Emails:  Daily  Weekly  Monthly  None

Cancel Save



# Enterprise Europe Network

## Create or edit a query

### Create or edit a query

Fill in the form and the required options in order to create a new query.  
A query is a saved search that you can use to get information about new events and business opportunities.  
You can have as many queries as you need, and delete them when they are not longer relevant

### Query Information Profile Query Event Query

#### Query Information Keywords

Technology keywords:

Market keywords:

#### Select keywords

- 04 ENERGY
- Select -
- Select -
- 004008 Energy efficiency*
- 04001 Energy storage and transport
- 04002 Energy production, transmission and conversion
- 04003 Fossil Energy Sources
- 04004 Nuclear Fission / Nuclear Fusion
- 04005 Renewable Sources of Energy
- 04006 Biogas and anaerobic digestion (AD)
- 04007 Energy efficiency
- 04008 Other Energy Topics
- 04009 Carbon capture and energy

cancel save

# Keywords (sector - subsectores)

## Create or edit a query

### Create or edit a query

Fill in the form and the required options in order to create a new query.

A query is a saved search that you can use to get information about new events and business opportunities.

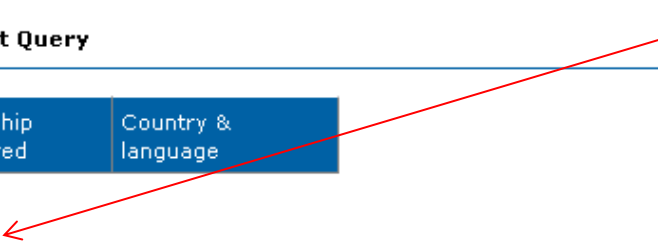
You can have as many queries as you need, and delete them when they are not longer relevant

# Información que se busca

Query Information **Profile Query** Event Query

Types	Client	Partnership considered	Country & language
<input checked="" type="checkbox"/> Business Offer			
<input checked="" type="checkbox"/> Business Request			
<input checked="" type="checkbox"/> Research & Development Request			
<input checked="" type="checkbox"/> Technology Offer			
<input checked="" type="checkbox"/> Technology Request			

Cancel Save



# Enterprise Europe Network

## Profile View

**French company with innovative products combining wind turbines with photovoltaic panels is looking for distributors and industrial partners**

If you would like more information about the profile please click **Request More Information** . You will be directed to a new page where you will need to provide some information about yourself/your business cooperation needs and submit your expression of interest in the profile . A Network Partner will then contact you to discuss your interest in greater detail.

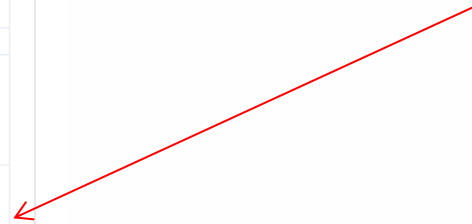
Close

Request More Information

### Details

Title:	French company with innovative products combining wind turbines with photovoltaic panels is looking for distributors and industrial partners
POD Reference:	BOFR20180726001
Summary:	A French company developing a range of innovative solutions producing electricity by extracting renewable energies - wind and solar - seeks distributors and industrial partners for financial agreements in Europe.
Description:	<p>The French start-up registered in 2013 is a member of the European Climate-KIC program because its activity contributes to the reduction of greenhouse gases and consequently preserves the environment. The company has a dedicated Research and Development department with a prototyping and assembly workshop. It has also its own wind tunnel to be able to test and validate product performances.</p> <p>The company commercializes a unique combination of an innovative urban wind turbine with photovoltaic panels. This product can be easily installed on flat roof buildings to enable a smooth electricity production by extracting wind and solar energy. Based on a disruptive technology, the urban wind turbine features a vertical axis and movable blades.</p>

# Resultados de búsqueda



## ¿Cómo expresar interés en un perfil?

**Standard questions**

What kind of cooperation are you looking for? \*

Please indicate what you can offer to other organisations/companies to help them further their activities and/or what you would like to gain in order to further your organisation/company activity. (Max. 600 characters)

600 characters left

Which information is missing or unclear? \*

Please provide detailed information about what is missing or unclear from the profile that you would like to make an expression of interest for. You will receive much faster feedback and improved your chances of securing an agreement with the more information that you provide. (Max. 600 characters)

600 characters left

Some facts about your company \*

Please include any supporting information about your company. Include information such as: Type of your organisation, year founded, size and if you are already engaged in cross border agreements. (Max. 600 characters)

600 characters left

[Back To Profile](#) [Submit](#)

### Create expression of interest

#### Create expression of interest

You are about to express your interest in the profile **French company with innovative products combining wind turbines with photovoltaic panels is looking for distributors and industrial partners.**

Please answer the questions below and click **Submit**. You will then be contacted by someone from Enterprise Europe Network.

All fields marked with an asterisk (\*) are mandatory.

# EOI



## El proceso interno - POD



# Business/Technology Offer - Template

<b>PERFILES COMERCIALES</b>	1. Oferta de Negocio (BO)
	2. Demanda de Negocio (BR)
<b>PERFILES TECNOLÓGICOS</b>	3. Oferta tecnológica (TO)
	4. Demanda tecnológica (TR)
<b>PERFILES DE INVESTIGACIÓN Y DESARROLLO</b>	5. Demanda de Investigación y Desarrollo (RDR)



# Business/Technology Offer - Template

Una **Oferta Comercial (BO)** debe presentarse cuando:

- El cliente busca intermediarios comerciales (distribuidores/agentes /representantes) o socios franquiciados para distribuir, representar u ofrecer sus productos o servicios en mercados externos;
- El cliente ofrece sus servicios en mercados externos mediante subcontratación, outsourcing, acuerdo de fabricación o joint venture;
- El cliente quiere vender acciones de la empresa;
- El cliente tiene un proyecto en mente y busca inversores o socios con los que colaborar.



## Business/Technology Request - Template

Debe presentar una **Demanda Comercial (BR)** cuando:

- El cliente solicita los servicios/productos de otra compañía;
- El cliente está buscando productos que complementen su gama de productos existentes que pueda distribuir o representar en su propio país u otros países/territorios;
- El cliente está interesado en comprar acciones de otra compañía; o el cliente busca nuevos proyectos donde invertir.



# Contact us

Visit [een.ec.europa.eu](http://een.ec.europa.eu)  
to find the Network near you

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