

# network

## enterprise europe



Business Support on Your Doorstep

## I Servizi della rete Enterprise Europe Network 23 giugno 2016 - Como



*This project has received funding from the European Union's COSME Programme 2014 – 2020 Under GA n° 671829*

# Enterprise Europe Network

Paesi Ue: i 28 paesi membri

Paesi extra-Ue:

Albania, Armenia, Bosnia-Erzegovina, Brasile, Canada, Cile, Cina, Corea del Sud, Egitto, Giappone, India, Islanda, Israele, Marocco, Messico, Moldavia, Montenegro, Norvegia, Repubblica di Macedonia, Russia, Serbia, Svizzera, Tunisia, Turchia, Ucraina, USA

The infographic is titled "The way to new markets: Enterprise Europe Network" and features the European Commission logo at the top. It is divided into several sections: "We help SMEs to:" with three icons (magnifying glass, double-headed arrow, lightbulb) and corresponding text boxes; "Who we are:" with a world map and statistics; "Our results:" with a bar chart; and "We can help you!" with a QR code and contact information. The bottom right corner features the "simpler" logo.

**The way to new markets:**  
Enterprise Europe Network

**We help SMEs to:**

- ACCESS EU FUNDING  
GRASP EU RULES
- MAKE INTERNATIONAL CONNECTIONS
- BRING YOUR INNOVATIONS TO MARKET

**Who we are:**

- more than 50 countries
- × 600 offices over 4 continents
- × 4500 local experts

**WE CAN HELP YOU DO BUSINESS IN:**  
Europe  
Middle East  
Asia  
Africa  
North America  
Latin America

**WE HAVE SPECIALISTS IN:**  
European legislation  
EU standards  
Technology transfer  
Access to finance  
CE marking & VAT

**Our results:**

- EU & business questions answered each year: 125 000
- Expressions of interest in EU SMEs since 2008: 250 000
- SMEs receiving support for financing their projects since 2008: 76 000

**We can help you!**  
There is a contact point near you. Visit our website:

**Enterprise and Industry**

**simpler**  
Servizi per l'innovazione e la competitività delle imprese in Lombardia e in Emilia Romagna

# Servizi Offerti

- Informazione e assistenza **one to one** su **politiche europee e finanziamenti comunitari** di interesse per le imprese;
- Organizzazione di **eventi informativi e di matchmaking tra imprese** (B2B);
- Servizi di **supporto all'innovazione e internazionalizzazione** per le PMI;
- Opportunità di **ricerca partner commerciali, tecnologiche e per progetti europei**

# I Destinatari

Aziende e PMI

Università

Centri di Ricerca

Cluster

Istituzioni Pubbliche

# Accesso ai Programmi Europei di R&S

Informazioni e supporto per la partecipazione a programmi europei di R&S (Horizon 2020, SME Instrument, Partenariati Pubblico Privati ecc.)

- **Primo orientamento e screening dei bandi europei**
- **Verifica preliminare e revisione proposte progettuali**
- **Ricerca partner**
- **Capacity Building** (p.es. accesso Participant Portal)

Programma SME Instrument:

innovation assessment delle PMI



Horizon 2020's  
**SME Instrument**  
Looking for Europe's next innovation leader

# Un caso di successo: **Prophos Chemicals**

Confindustria Lombardia nell'ambito del progetto **SIMPLER-Enterprise Europe Network** ha supportato l'azienda **Prophos Chemicals**, prima azienda lombarda finanziata nel 2016 nel bando STRUMENTO PMI FASE II, si è aggiudicata un **contributo di quasi 2 mln €** con **PHOSave**, un progetto innovativo per il recupero di fosfato da polveri estinguenti esauste.

## La Testimonianza dell'Imprenditore

Pro**PHOS**<sup>®</sup>  
CHEMICALS

**Eventi di brokeraggio e missioni** dove è possibile realizzare incontri one-to-one con potenziali partner internazionali.

Modalità di partecipazione:

- registrazione sul sito dell'evento inserendo un profilo di cooperazione
- richiesta degli incontri selezionando i profili di interesse
- partecipazione all'evento con un'agenda di incontri predefinita



# Ricerca Partner – Banca Dati

Database con oltre 10.000 profili internazionali per la ricerca e offerta di collaborazioni.

Offerte & richieste partnership **commerciali**

Offerte & richieste di partnership **tecnologiche**

Ricerca partner per **progetti europei di R&S**

*Vuoi inserire il tuo profilo ?  
CONTATTACI !!*





# II Database

## Ricerca Partner

### Partnering Opportunities

Search:



Any word



All words

Compact View



Search

#### Profile type(s):

- Business Offer
- Business Request
- Research & Development Request
- Technology Offer
- Technology Request

#### Profile country of origin:

Albania, Republic of  
Argentina, Argentine Republic  
Armenia  
Austria  
Belgium  
Bosnia and Herzegovina  
Brazil, Federative Republic of  
Bulgaria  
Canada  
Chile

#### Client requested:

Albania, Republic of  
Argentina, Argentine Republic  
Armenia  
Austria  
Belgium  
Bosnia and Herzegovina  
Brazil, Federative Republic of  
Bulgaria  
Canada  
Chile

<http://www.confindustria.lombardia.it/een-europa/ricerca-partner>

# Opportunità Business e Technology

Parola chiave: **TEXTILE 483** records !!

Manufacturer in Europe to produce disposable slippers for children with advertising messages for French SME	France	Bus. Request	2016-02-18
Young Dutch fashion label for anti-odour clothing seeks manufacturing partners	Netherlands	Bus. Request	2016-06-22
Italian company specialized in the production of men's outerwear is looking for distributors	Italy	Bus. Offer	2016-06-22
Russian machine-building company seeks distributors and agents	Russia	Bus. Offer	2016-06-20
German SME seeks technical cooperation partner for the deformation of vulcanized fiber in trapezoidal shape	Germany	Tech. Request	2016-06-20
A long established UK manufacturer of formes and punches for die cutting seeks a commercial agent	United Kingdom	Bus. Offer	2016-06-17
Turkish software company seeks partners especially for SaaS solutions	Turkey	Bus. Request	2016-06-17
A special feature labeling production machine.	Poland	Tech. Request	2016-06-16
Natural textile with inherent flame-resistant, waterproof, stretchable and hypoallergenic properties.	Spain	Tech. Offer	2016-06-15
Russian manufacturer of cases and covers for mobile phones seeks distributors	Russia	Bus. Offer	2016-06-14
Russian producer of soft stuffed toys and kids' knitwear seeks distributors	Russia	Bus. Offer	2016-06-14
Woven or nonwoven fabric aimed at improving acoustic performance of automotive insulator panels	Spain	Tech. Request	2016-06-14

### Polish clothes manufacturing company is looking for manufacturers of fabrics, haberdashery and textile printing companies

Description	A Polish manufacturer and distributor of clothes for women is willing to establish cooperation with manufacturers of fabrics, haberdashery, metal haberdashery and textile printing companies under a subcontracting agreement or manufacturing agreement.
Type of Partner	The company is looking for SMEs operating in the field of production of fabrics and haberdashery for clothing manufacturers. Additionally the company is looking for services of textile printing. Under a manufacturing agreement a partner is expected to manufacture textile products- fabrics and haberdasheries. Under subcontracting agreement a partner is expected to provide textile printing services.

Per consultare il profilo [clicca qui](#)

Polonia

## High performance low micron fibres sought to improve thermal performance of insulation products

Description	An internationally trading UK SME looks to <b>improve the thermal performance of their insulation products to greater than <math>\lambda</math> 0.032</b> . It seeks theoretical and practical support from research institutions and <b>materials manufacturers to mix their current glass fibre thermal insulation with high performance, low micron, fibres</b> . The company seeks new material opportunities with which to conduct research studies resulting in technical cooperation and and possibly <b>joint ventures</b> with suitable partners.
Type of Partner	University / College with expertise in thermal insulation and possible <b>manufacturing / blending experience to provide theoretical input</b> . Existing manufacturer with experience in <b>blending fibres or experience in thermal insulation to provide fibres and technical expertise in their blending</b> .

Per consultare il profilo [clicca qui](#)



## ESEMPIO – Progetti Europei

H2020 partner search: Looking for water supply utilities for a project proposal on critical infrastructure defense for water supply systems.

Description	<p>A Greek-Maltese company is looking for <b>additional partners in order to submit a proposal under H2020-CIP-01-2016-2017 topic</b>. The aim of the project is to develop a <b>critical infrastructure protection platform aimed to defend, and offer integrity of performance for, drinking water supply systems threatened by multiple hazards</b>. The partners sought are water supply utilities that will utilise the innovative system to be developed in the context of the project and demonstrate its effectiveness.</p>
Type of Partner	<p>The consortium is looking for <b>water supply utilities from Europe that will utilise and develop the innovative system according to the project's needs and demonstrate its effectiveness</b>.</p>
Call	<p><u><a href="#">CIP-01-2016-2017: Prevention, detection, response and mitigation of the combination of physical and cyber threats to the critical infrastructure of Europe.</a></u></p>

Per consultare il profilo [clicca qui](#)

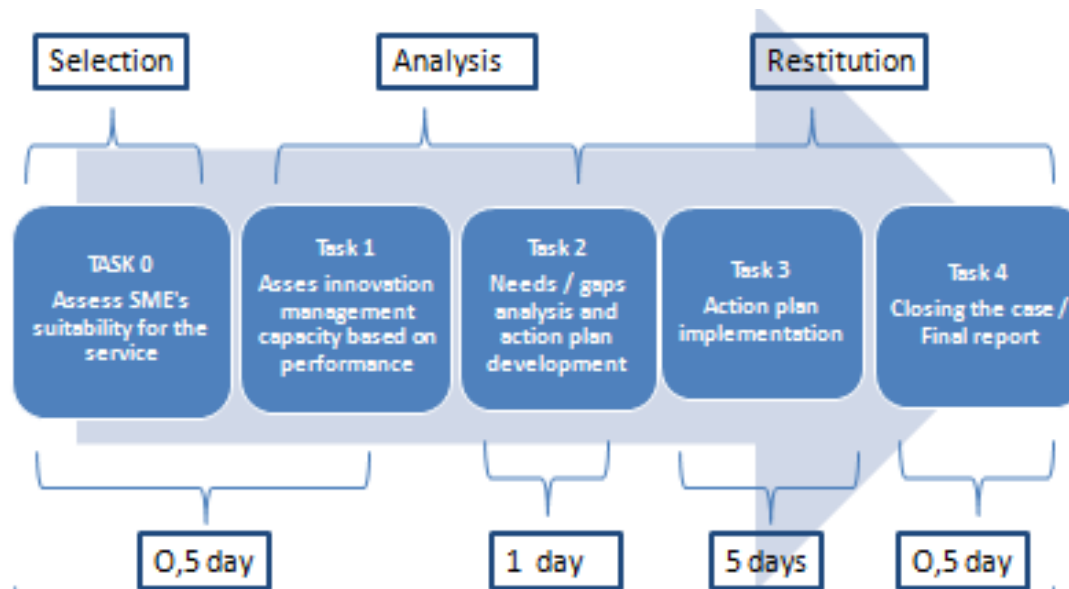
Grecia

# Supporto all'innovazione IMP3ROVE

## Potenziamento Innovation Management Capacities delle SME

- Valutazione della capacità innovativa
- Need/Gap analysis e definizione Action Plan
- Implementazione Action Plan

**IMP3Rove  
Assessment Tool**

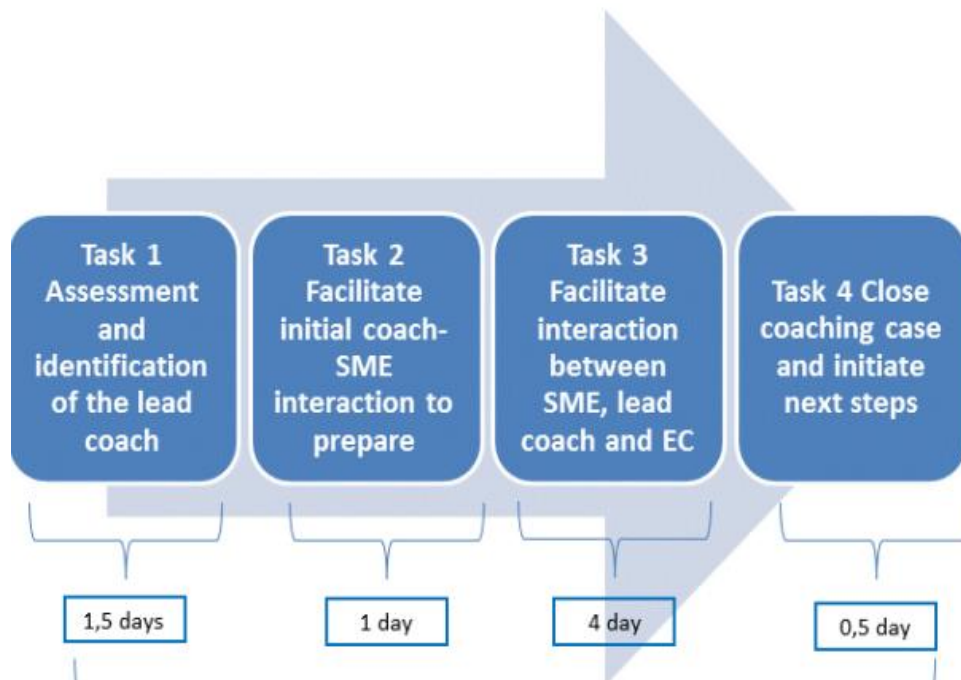


# Supporto all'Innovazione

## Key Account Management - KAM

Supporto alle imprese beneficiarie **SME Instrument** (Horizon2020)

- Assessment e valutazione dei bisogni dell'impresa
- identificazione del coach più adatto ai bisogni delle imprese e facilitazione del rapporto coach/impresa



# I 6 Consorzi EEN in ITALIA 2015 - 2016

## SIMPLER

- Finlombarda Spa (Mi) (*coordinator*)
- Innovhub-SSI – Az. Spec. CCIA Milano
- FAST (Milano)
- Unioncamere Lombardia (Milano)
- Confindustria Lombardia (Milano)
- CNA Lombardia (Milano)
- ASTER (Bologna)
- Unioncamere Emilia Romagna (Bologna)
- SIDI Eurosportello – Az. Spec. CCIAA (Ravenna)
- Confindustria Emilia Romagna (Bologna)
- CNA Regione Emilia Romagna (Bologna)
- ENEA (Bologna)

## ALPS

- CCIAA Torino (*coordinator*)
- Unioncamere Piemonte (Torino)
- Confindustria Piemonte (Torino)
- Regione Piemonte (Torino)
- Unioncamere Liguria (Genova)
- Regione Liguria (Genova)

## SME2EU

- Promofirenze / Az. Speciale CCIAA Firenze (*coordinator*)
- Eurosportello Confesercenti (Firenze)
- Confindustria Toscana (Firenze)
- CCIAA Ascoli Piceno
- Compagnia delle Opere di Pesaro Urbino
- Umbria Innovazione (Terni)
- Centro Estero Umbria (Perugia, Terni)

## ELSE

- CNR (Roma) (*coordinator*)
- APRE (Agenzia per la Promozione Ricerca Europea) (Roma)
- BIC Lazio (Roma)
- Confcommercio (Roma)
- Unioncamere Lazio (Roma)
- Università di Roma «Tor Vergata»
- Sardegna Ricerche (Pula – CA)
- Confindustria Sardegna (Cagliari)

## FRIENDEUROPE

- Unioncamere del Veneto (Venezia Mestre) (*coordinator*)
- Veneto Innovazione (Venezia)
- ENEA (Venezia)
- AREA Science Park (Trieste)
- ARIES / Az. Speciale CCIAA Trieste
- Concentro / Az. Speciale CCIAA Pordenone
- I.TER. / Az. Speciale CCIAA Udine
- Informest Consulting (Gorizia)
- TIS Innovation Park (Bolzano)
- Trentino Sviluppo (Rovereto - TN)

## BRIDG€conomies

- Eurosportello / Az. Speciale CCIAA Napoli (*coordinator*)
- Agenzia di Sviluppo / Az. Speciale CCIAA Chieti
- CCIAA Teramo
- Unioncamere Basilicata (Potenza)
- ENEA (Portici – NA)
- Unioncamere Campania (Napoli)
- Unioncamere Calabria (Lamezia Terme)
- Consorzio SPIN (Rende – CS)
- Unioncamere Molise (Campobasso)
- Unioncamere Puglia (Bari)
- Consorzio Catania Ricerche (Catania)
- Consorzio ARCA (Palermo)
- Confindustria Sicilia (Palermo)





# Opportunità per le Imprese



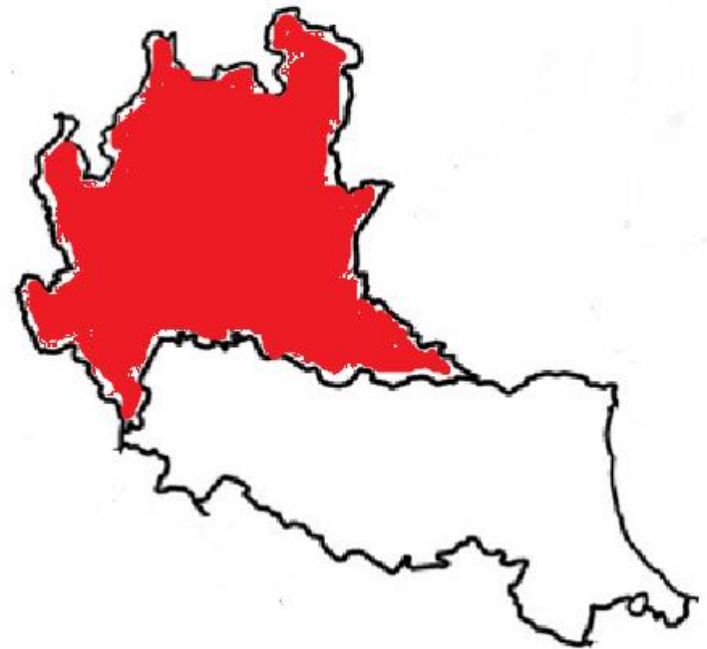
SIMPLER  
ALPS  
FRIENDEUROPE  
SME2EU  
ELSE  
BRIDG€conomies



In Lombardia i servizi di Enterprise Europe Network sono erogati dal consorzio **Simpler**.

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- Confindustria Emilia Romagna (Bologna)
- CNA Regione Emilia Romagna (Bologna)
- ENEA (Bologna)



Con il supporto di:

- Regione Lombardia
- Regione Emilia-Romagna



Attività in **stretta sinergia** con le 10 Associazioni Territoriali  
Lombarde e il Sistema Confindustria



Moltiplichiamo per **10**  
i nostri servizi

Associazioni  
Territoriali

Confindustria  
Lombardia

Confindustria  
Confindustria BXL

#Europa  
#Sinergia  
#Collaborazione

# Confindustria Lombardia e i CLUSTER LOMBARDI

## Aerospazio



[www.aerospacelombardia.it](http://www.aerospacelombardia.it)

## Cleantech e Energia



## Agrofood



[www.clusteragrofoodlombardia.eu](http://www.clusteragrofoodlombardia.eu)



## Chimica verde

[www.chimicaverdelombardia.it](http://www.chimicaverdelombardia.it)



## Mobilità



[www.clusterlombardomobilita.it](http://www.clusterlombardomobilita.it)

## Tecnologie per gli ambienti di vita



[www.clustertav.lombardia.it](http://www.clustertav.lombardia.it)

## Fabbrica Intelligente



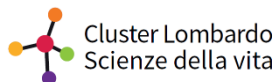
<http://www.afil.it>

## Smart cities and communities



[www.clusterscclombardia.it](http://www.clusterscclombardia.it)

## Life science



[www.lombardialifesciences.it](http://www.lombardialifesciences.it)





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[www.simplernet.it](http://www.simplernet.it)