

network enterprise europe



Business Support on Your Doorstep

I Servizi della rete Enterprise Europe Network



Lecco, 14 ottobre 2015



CONFINDUSTRIA
Lombardia



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

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

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: 1. "We help SMEs to:" with three main pillars: "ACCESS EU FUNDING GRASP EU RULES" (blue box with a magnifying glass icon), "MAKE INTERNATIONAL CONNECTIONS" (green box with a double-headed arrow icon), and "BRING YOUR INNOVATIONS TO MARKET" (orange box with a lightbulb icon). 2. "Who we are:" featuring a world map with location pins and statistics: "more than 50 countries", "x 600 offices over 4 continents", and "x 4500 local experts". It also lists regions where they can help: Europe, Middle East, Asia, Africa, North America, and Latin America. 3. "WE HAVE SPECIALISTS IN:" listing European legislation, EU standards, Technology transfer, Access to finance, and CE marking & VAT. 4. "Our results:" showing three upward-trending arrows with data: "EU & business questions answered each year" (125 000), "Expressions of interest in EU SMEs since 2008" (250 000), and "SMEs receiving support for financing their projects since 2008" (76 000). 5. "We can help you!" with the text "There is a contact point near you. Visit our website:" and a QR code. The bottom right corner features the "simpler" logo and the text "Servizi per l'innovazione e la competitività delle imprese in Lombardia e in Emilia Romagna".

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
- x 600 offices over 4 continents
- x 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

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 (*coordinatore*)
- 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**.

SIMPLER

- Finlombarda Spa (Mi) (coordinator)
- Innovhub-SSI – Az.Spec. CCIA Milano
- FAST (Milano)
- Unioncamere Lombardia (Milano)
- **Confindustria Lombardia (Milano)**
- CNA Lombardia (Milano)

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



Con il supporto di:

- Regione Lombardia
- Regione Emilia-Romagna



I DESTINATARI

Aziende e PMI

Università

Centri di Ricerca

Cluster

Istituzioni Pubbliche

Attività in **stretta sinergia** con le 11 Associazioni Territoriali Lombarde e il Sistema Confindustria



Moltiplichiamo per
11 i nostri servizi

Associazioni
Territoriali

Confindustria
Lombardia

Confindustria
Confindustria BXL

#Europa
#Sinergia
#Collaborazione

CONFINDUSTRIA LOMBARDIA e i CLUSTER LOMBARDI

Aerospazio



www.aerospacelombardia.it

Cleantech e Energia



Agrofood



www.clusteragrorooaiombardia.eu



Chimica verde

www.chimicaverdelombardia.it



Mobilità



www.clusterlombardomobilita.it

Tecnologie per gli ambienti di vita



www.clustertav.lombardia.it

Fabbrica Intelligente



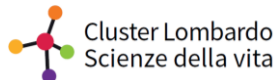
<http://www.afil.it>

Smart cities



www.clusterscclombardia.it

Life science



www.lombardialifesciences.it

SERVIZI OFFERTI

- Informazione e consulenza 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

La Newsletter

NEWS dall'EUROPA

Ultime news e statistiche su temi europei di interesse

FOCUS EUROPA

Newsletter n°4 – Settembre 2015

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EVENTI e B2B

Eventi e B2B promossi dalla rete EEN

BANDI EUROPEI

Monitoraggio opportunità in bandi europei

FOCUS

Approfondimenti tematici su opportunità europee

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

Ricerca partner - Brokerage Event

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 **23.000** 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**

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



Going International

Confindustria Lombardia ha fatto una selezione dei profili più recenti divisi per area tematica dei **Cluster Tecnologici Lombardi**.

Cluster	Titolo	Tipologia	Paese
Aerospace	German company, provider for high-precision drives and systems, is looking for manufacturing agreement.	Business Request	Germany
Agrofood	Hungarian company is requesting healthy, easy-to-store food products from distributors or producers in order to widen their product range	Business request	Ungheria
TAV	Seeking distributors of a rehabilitation serious game platform for the elderly	Business Offer	Francia
Chimica Verde	OEM biomass boiler manufacturers sought to supply one of the UK's largest boiler manufacturers	Business Request	UK
Energy e Cleantech	Croatian company searches for manufacturers of ecological products for sustainable and environmentally friendly buildings who are interested in sales representative on Croatian and Bosnian market.	Business Request	Croatia

Cluster	Titolo	Tipologia	Paese
Fabbrica Intelligente	<u>Distributor is seeking robotics and automation manufacturers interested in entering the North American market</u>	Business Request	Canada
Life Science	<u>Czech SME is offering distribution services of medical devices and aids in medical sphere.</u>	Business Request	Rep. Ceca
Smart Cities	<u>Proven open-source platform and technical support for Smart City solutions</u>	Technology Offer	Spagna
Mobilità	<u>Remote controlled hybrid car-quadcopter – search for a European manufacturer</u>	Business Request	Polonia
Altro	<u>Greek organic canned fish company seeks subcontractor and/or joint venture partner in Italy</u>	Business Request	Grecia

<http://www.confindustria.lombardia.it/een-europa/informazione-e-assistenza/going-international-news-ricerca-partner>

Il 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-pa>

Opportunità Business e Technology

Parola chiave: MACHINERY 1.577 records !!

Title of Profile	Country	Type	Date
A Serbian company specialized in design and production of balancing machines and vibrodiagnostic diagnostic equipment...	Serbia	Bus. Offer	2015-05-18
A Serbian company focused on unmanned aerial vehicle and composite material design offers to distribute similar products...	Serbia	Bus. Offer	2015-05-18
Axially and radially cooled brake disc with cover	Czech Republic	Tech. Offer	2015-09-24
Production technology of sheet metal strips with an ultrafine structure	Czech Republic	Tech. Offer	2015-09-24
Food disinfection system using ultraviolet germicidal radiation	Spain	Tech. Offer	2015-09-23
Functional coating with compact lab and test unit	Germany	Tech. Offer	2015-09-23
Wireless sensor networks for condition monitoring and predictive maintenance in e.g. the oil and gas and wind energy...	Netherlands	Tech. Offer	2015-09-23
Contactless rotary joint – contactless sealing system		Tech. Offer	2015-09-23
Mechanical devices and testing instruments for paints and varnishes	Germany	Bus. Offer	2015-09-23
German supplier of spare parts for passenger cars, trucks and busses, heavy equipment, cement industry supplies as well...	Germany	Bus. Offer	2015-09-23
Swedish company, specialized in weather seal for trains, is offering to be subcontractor for its innovative product to...	Sweden	Bus. Offer	2015-09-22
Distributors sought for gardening, landscape and green space maintenance equipment	France	Bus. Offer	2015-09-22

Come cercare un profilo

Modalità Ricerca Semplice

- Ricerca libera – Free text search

Modalità Ricerca Avanzata

- Criteri di ricerca
 - Keywords tecnologiche e commerciali
 - Area Geografica
 - Tipologia di collaborazione
 - Tipologia di cliente
- Impostazione di chiavi di ricerca personalizzate
- Ricezione automatica di profili

**NECESSARIA
REGISTRAZIONE !!**

Ricerca Partner per Ricerca e sviluppo

H2020-EE-15-2017: Companies and R&D institutions experienced in demand response and energy management in buildings

A group of 3 Spanish partners (a University, an engineering company and an architectural firm) is willing to submit a proposal to H2020-EE-15-2017 call: **Demand response and energy management in buildings.**

The goal is to promote energy automation, control and monitoring tools for an efficient heating, cooling, storage, and other building systems while ensuring a high quality indoor environment.

The group seeks **companies and R&D institutions** experienced in this field to complete the consortium.

Ricerca Partner **commerciale**

German supplier of spare parts for cars, trucks, busses, heavy and drilling equipment, cement industry is offering the trade of such spare parts

A German company is specialising in the **trade of spare parts for passenger cars, trucks and buses, heavy equipment, cement industry** supplies as well as drilling equipment for open pit and underground mines (genuine parts as well as OEM parts).

It is looking for **suppliers of further spare parts** to expand its product line and is offering distribution services agreement.

Ricerca Partner per **trasferimento tecnologico**

Looking for an electric and thermal energy system technology

Spanish SME in the field of **building automation management** is requesting an **electric and thermal energy management technology** to integrate in their control system of the building's heating, ventilation, air conditioning and lighting, for licensing or technical cooperation agreement.

ESEMPIO

SCHEDA ricerca partner

Details

Title

Summary

Description

Technical Specification or Expertise

Stage of Development

Technical Keywords

Client

Type and Role of Partner Sought

Type of Partnership Considered

Type and Size of Client

Come **contattare** il partner

Scegli il profilo che ti interessa

Clicca su «**Request more information**»

Compila il form in inglese inserendo i tuoi dati

Scegli il partner EEN/Confindustria Lombardia per assisterla nel servizio

Inoltra la tua richiesta !

Se avrai inserito correttamente i tuoi dati riceverai un feedback dal **partner EEN** scelto che ti aiuterà ad **entrare in contatto con l'azienda di tuo interesse**

Inoltre il partner EEN sarà a tua disposizione per qualsiasi tipo di supporto e per **facilitare i contatti con l'azienda**

Vuoi inserire il tuo profilo ?
CONTATTACI !!

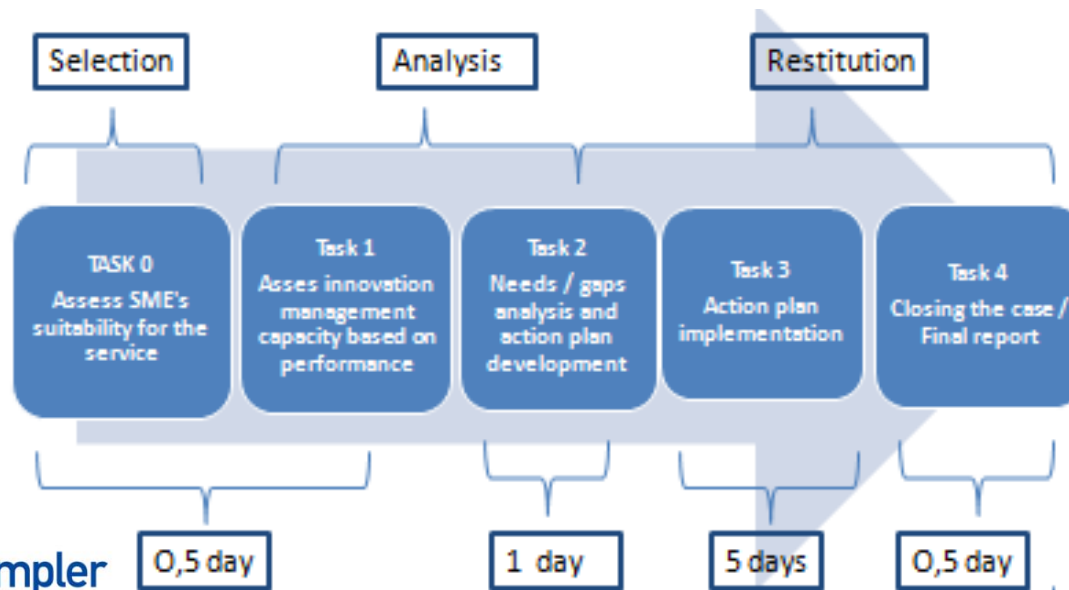


Supporto all'innovazione : **IMP3ROVE**

Potenziamento Innovation Management Capacities delle SME

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

IMP3Rove
Assessment Tool

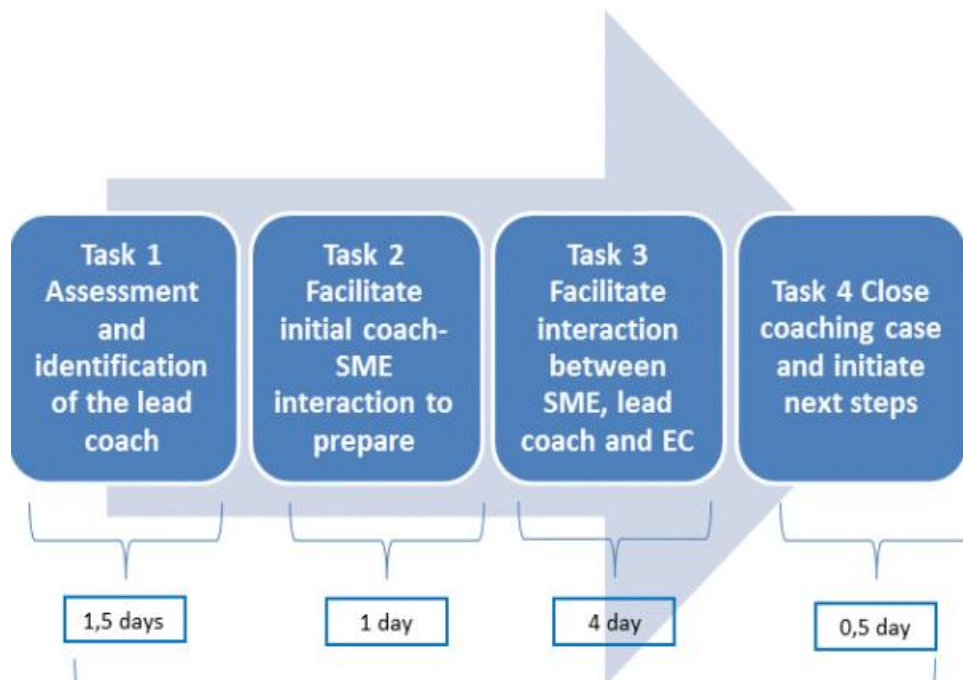


Supporto all'innovazione

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





Confindustria Lombardia

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