



La rete Enterprise Europe Network (EEN) e i suoi servizi

Speaker

Marcello Panzone – Project Manager

12 giugno 2024

About Us



La più grande rete mondiale di
supporto a PMI con ambizioni
internazionali,
co-finanziata dal Single Market
Programme



La Rete in cifre



+450

Organizzazioni



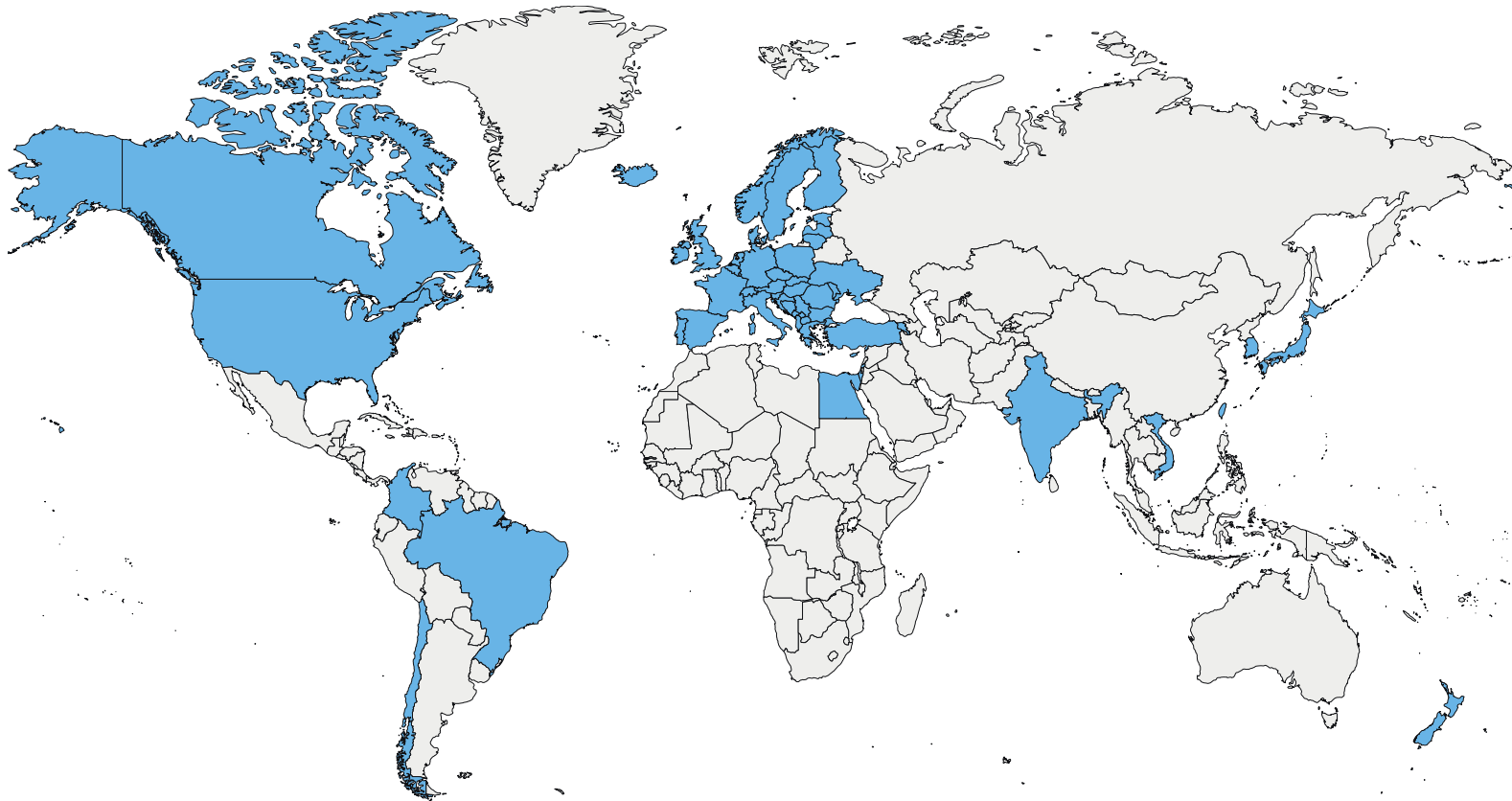
+40

Paesi



€164.5

Milioni per 3 anni



EU-27

- 📍 Austria
- 📍 Belgium
- 📍 Bulgaria
- 📍 Croatia
- 📍 Cyprus
- 📍 Czechia
- 📍 Denmark
- 📍 Estonia
- 📍 Finland
- 📍 France
- 📍 Germany
- 📍 Greece
- 📍 Hungary
- 📍 Ireland
- 📍 Italy
- 📍 Latvia
- 📍 Lithuania
- 📍 Luxembourg
- 📍 Malta
- 📍 Netherlands
- 📍 Poland
- 📍 Portugal

- 📍 Romania
- 📍 Slovakia
- 📍 Slovenia
- 📍 Spain
- 📍 Sweden

International

- 📍 Albania
- 📍 Armenia
- 📍 Bosnia and Herzegovina
- 📍 Brazil
- 📍 Canada
- 📍 Chile
- 📍 Colombia
- 📍 Egypt
- 📍 Iceland
- 📍 India
- 📍 Israel
- 📍 Japan
- 📍 Korea
- 📍 Kosovo

- 📍 Moldova
- 📍 Montenegro
- 📍 New Zealand
- 📍 Northern Macedonia
- 📍 Norway
- 📍 Serbia
- 📍 Singapore
- 📍 Switzerland
- 📍 Taiwan
- 📍 Türkiye
- 📍 Ukraine
- 📍 United Kingdom
- 📍 United States
- 📍 Vietnam

Disclaimer: gli accordi di alcuni Paesi potrebbero essere ancora in fase di firma

EEN in Italia

La rete italiana opera attraverso associazioni industriali, camere di commercio, agenzie regionali per lo sviluppo e centri tecnologici universitari selezionati dalla Commissione Europea e raggruppati in **6 Consorzi**.

Camera di Commercio di Torino

- Camera di Commercio Riviera di Liguria
- Confindustria Piemonte
- Fondazione Piemonte Innova
- Regione Liguria
- Sportello Spin2
- Unioncamere Piemonte
- WTC Genova



Consiglio Nazionale delle Ricerche

- APRE (Agenzia per la Promozione della Ricerca Europea)
- Confindustria - Imprese per l'Italia
- Confindustria Sardegna (Cagliari)
- Lazio Innova
- Sardegna Ricerche (Pula - Cagliari - CA)
- Unioncamere Lazio
- Università degli studi di Roma «Tor Vergata»



S.I. IMPRESA

- Agenzia di Sviluppo, Azienda speciale CCIAA di Chieti Pescara
- Azienda Speciale S.E.R.M. della Camera di Commercio del Molise
- Camera di Commercio I.A.A. della Basilicata
- CCIAA GranSasso
- CETMA
- ENEA
- Sicindustria
- SPIN - Ricerca Innovazione e Trasferimento Tecnologico S.r.l.
- Unione Regionale delle Camere di Commercio I.A.A. della Calabria
- Unione Regionale delle Camere di Commercio I.A.A. della Campania
- Unione Regionale delle Camere di Commercio I.A.A. della Puglia
- Università degli Studi di Palermo



Unioncamere del Veneto – Eurosportello Veneto

- Area Science Park
- ARIES scarl - CCIAA Venezia Giulia, Trieste - Gorizia
- Camera Di Commercio Pordenone - Udine
- ConCentro Azienda Speciale - CCIAA Pordenone-Udine
- INFORMEST Consulting
- Istituto per la Promozione dello Sviluppo Economico - IPSE
- NOI Techpark Südtirol / Alto Adige
- Trentino Sviluppo S.p.A.



L'Europa alla portata della vostra impresa
friend europe

Finlombarda S.p.A.

- ART-ER
- CNA Emilia Romagna
- CNA Lombardia
- Confindustria Emilia-Romagna
- Confindustria Lombardia
- FAST - Federazione delle Associazioni Scientifiche e Tecniche
- Innovhub - Stazioni Sperimentali per l'Industria srl
- Promos Italia Scrl- Unità locale di Ravenna
- Unioncamere Emilia-Romagna
- Unioncamere Lombardia



Sviluppumbria Spa

- Camera di Commercio dell'Umbria
- Compagnia delle Opere Pesaro Urbino
- Confindustria Toscana
- Eurosportello Confesercenti
- LINFA Azienda Speciale Camera di Commercio delle Marche
- Unioncamere Toscana



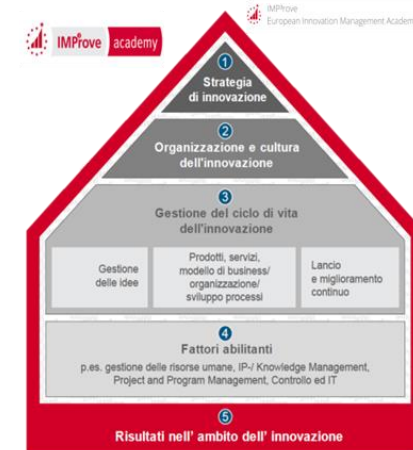
Un'ampia gamma di servizi gratuiti per PMI e start-up orientate alla crescita



Supporto all'innovazione, sostenibilità e digitalizzazione

- Assistenza per l'accesso ai **finanziamenti UE diretti e indiretti**
- Supporto sui **programmi europei di finanziamento** (es. Horizon Europe, LIFE Programme etc.)
- Analisi e miglioramento delle capacità di gestione dell'innovazione – **Innovation Assessment**
- Miglioramento della sostenibilità – **Sustainability Assessment**
- Supporto al **trasferimento tecnologico/open innovation**
- Supporto alla **digitalizzazione**

Innovation Management Assessment (IMA)

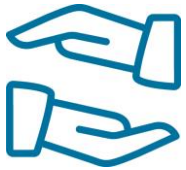


Corporate Sustainability Navigator (CSN)

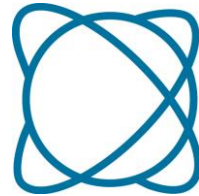


Ricerca partner internazionali

Il database di ricerca partner della rete contiene **migliaia di profili aziendali** per instaurare collaborazioni internazionali.



oltre **5.000** opportunità di
collaborazione internazionale



da più di **40 Paesi**



3 categorie di profili:
Business, Technology transfer, R&D

Ricerca partner internazionali: database

Partnering opportunities

Filter by

Keywords

Type of profile

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

Type of partner

Type of partnership

Stage of development

- Already on the market
- Available for demonstration
- Concept stage
- Lab tested
- Under development

Technology keywords

Market keywords

Target countries

Partnering opportunities (5786)

Showing results 1 to 10

Technology offer | TOBE20231122003

A Belgian SME specializing in the Energy transition deploys an innovative platform for energy transition & decarbonation

EASEE is a web application that enables energy transition and decarbonation for industries and public authorities. With our application you can carry out energy and CO2 assessments, build action plans, prioritize investments, monitor your energy consumptions & follow the KPIs of your energy transition with respect to various regulation (IPMVP, ISO 50001, ISO 50006, ISO 50015, etc.). EASEE was born from the ambition...

1 hour 28 minutes ago

Belgium

Type of partnership
Commercial agreement with technical assistance

Technology keywords
004006001 - Energy management • 004006003 - Process optimisation, waste heat utilisation

Market keywords
06006002 - Metering and monitoring

Business Offer | BOKR20231122001

A Korean biotech is looking for healthcare distributors to hospitals and/or to private and research laboratories interested in NGS-based genetic testing for rare genetic diseases

A laboratory based in South Korea offers NGS-based genetic testing including Whole Genome Sequencing and Whole Exome Sequencing for rare genetic diseases. They are the most comprehensive tests for 7,000 and more rare genetic diseases by sequencing 20,000 protein-coding regions or the entire genome of the patient. The Company provides a one-stop service from sample pickup to the clinical-level report for doctors. The...

7 hours 57 minutes ago

South Korea

Type of partnership
Commercial agreement • Outsourcing agreement • Supplier agreement

Technology keywords
06001005 - Diagnostics, Diagnosis • 06003001 - Bioinformatics

Market keywords
05001001 - Diagnostic services • 05001005 - Molecular diagnosis

Partner Opportunity: BOIT20230612023

Italian leader company in the design and manufacture of patented glass and aluminium balustrades is looking for partnerships among glaziers, aluminium distributors, general contractors, window and door suppliers.

Summary

| Profile type | Company's country | POD reference |
|----------------|----------------------------|--------------------|
| Business Offer | Italy | BOIT20230612023 |
| Profile status | Type of partnership | Targeted countries |
| PUBLISHED | Commercial agreement | • World |
| Contact Person | Time of validity | Last update |
| Alice MOROSINI | 19 Jun 2023 18 Jun 2024 | 19 Jun 2023 |

General Information

Short summary
An Italian SME based in Northern Italy and founded in 2014, part of a group with a strong expertise in the manufacture, sale, and installation of glass systems. The SME is quickly growing and becoming a benchmark in the sector of glass and aluminium balustrades for interiors and exteriors, both in Italy and internationally. It is looking for potential partners, glaziers, aluminium distributors, general contractors, window and door suppliers, installers and architecture studios.

Full description
The Italian SME, based in Lombardy and active in the sector of balustrades since 2014 as a spin-off from a consolidated group, is one of the most prominent firms for the design and manufacture of patented glass and aluminium balustrades. The SME wants to propose two of its key products. In particular:
1) balustrades that can ensure optimum clarity in building design in new constructions and renovations. They are available with or without handrails in various architectural and chromatic combinations, according to a

Profile BOIT20230612023 Page 1 of 6
Expires: 23 November 2023

Partner Opportunity: BOIT20230612023

configurable system. This solution, which has been tested by accredited laboratories, is made up of several pieces (profile, fastening system, casing, laminated and tempered glass), all of which are designed to ensure ease of assembly and an aesthetic outcome. The casings are anodized for a finish with attractive and, above all, protective features that can endure exposure to hostile urban or marine environments. The anodization on the profiles is 20 microns. The casings are offered in distinct finishes, with options for anodized features in the various colors or painting to RAL tables. This system can accommodate various thicknesses of laminated and tempered glass, all of which have been tested to withstand dynamic impact. The finished product is available in a variety of chromatic combinations and surface treatments, including frosted, low-iron, energy transmittance and a variety of other hues, screen-printed with full or partial covering or tinting to ensure privacy. Each solution can be paired with the usage of LEDs to produce a particularly pleasing lighting effect. It has completed laboratory tests for dynamic and static loads up to 4.5 kN/m (with a thrust of up to 300 kg/m).

2) a latest-generation parapet with a modern design, suitable for all types of condo facade renovations as well as new constructions. It is intended for rapid and easy on-site installation, thanks to numerous technical advantages for installers. There are two variants available: one that is built on top of the paving and one that is fastened to the front of the floor. The load resistances in the standard or adjustable version are 200 kg/m or 300 kg/m depending on the distance between the uprights and on the kind of anchorage. Each system utilizes aluminum components with highly protective finishes and powder coating to ensure maximum resistance to external atmospheric agents. This technology employs laminated glass that has been dynamically tested to ensure optimal safety. The finished product is available in a variety of chromatic combinations and surface treatments, including frosted, low-iron, anodized, tints, and a variety of various colors, screen-printed with full or partial covering or tinting to ensure privacy. Another architectural variable belongs to the option for corner glass-glass connectivity, which means no external clamps on the corners. Furthermore, the glass sections can be protected with cleaner treatment, which significantly lowers cleaning and maintenance time while minimizing the collector of fingerprints and debris. Laboratory studies have shown that this product can withstand dynamic and static loads of up to 4.5 kN/m (with a thrust of up to 300 kg/m).

The company is already successful in both domestic and international markets. The SME is seeking for new partners worldwide in order to expand its business, with the goal of establishing long-term business relationships. Potential partners can be glaziers, aluminium distributors, general contractors, window and door suppliers, installers and architecture studios.

Advantages and innovations

The technological advantages of the first proposed product are:

- system tested in accredited laboratories
- the surface discourages children from climbing on it
- quick and simple assembly
- noise reduction
- the profile facilitates water discharge
- only cleaning is required for upkeep

Aesthetic advantages include:

- maximum transparency for unique perspectives
- woodgrain lighting for the panorama
- customization of casing and glass finishes and colors
- option to install led light strip

The following technological advantages apply to the second product, namely the latest generation parapet:

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Expires: 23 November 2023

Partner Opportunity: BOIT20230612023

Profile BOIT20230612023 Page 5 of 6
Expires: 23 November 2023

Database consultabile qui:
<https://een.ec.europa.eu/partnering-opportunities>

RICHIESTA COMMERCIALE

Una azienda rumena specializzata nella produzione di uniformi militari e attrezzature di protezione personale cerca partner nell'UE per servizi CMT (taglio, confezionamento, rifinitura) e per partecipare a gare d'appalto pubbliche, cercando di soddisfare i requisiti di produzione e qualità dei progetti di appalto pubblico.

EOI: Aperta

RICHIESTA BANDI UE

Una PMI turca cerca partner Eurostars nei settori aerospaziale, dei compositi, del petrolio e gas, e marino per collaborare su progetti di produzione additiva.

Specializzati nella produzione additiva a filo e arco (WAAM) per componenti metallici di grandi dimensioni, vogliono sviluppare e testare nuovi componenti, per soluzioni di alta qualità, economiche e rispettose dell'ambiente.

EOI: 31 agosto 2024

RICHIESTA TECNOLOGICA

Una PMI tedesca cerca di ottimizzare il gruppo propulsore di un aereo passeggeri elettrico a decollo e atterraggio verticale (eVTOL) per la mobilità aerea urbana (UAM), di cui è prevista la produzione in serie.

Sono alla ricerca di batterie leggere con elevata potenza e stabilità di tensione.

EOI: Aperta

Eventi di matchmaking

EU Techbridge Final Event
NORTH AMERICA - EU MATCHMAKING ENERGY & WATER

• Webinar "BUSINESS OPPORTUNITIES IN THE NORTH AMERICAN WATER AND ENERGY MARKETS"
Thursday 9 February 2023 | 16:00 - 17:30 CET

• 1:1 VIRTUAL MATCHMAKING | Form 9 until 23 February 2023

EU TECHBRIDGE | wateralliance | LEZC | Sustainable Business Hub | vvaesen | CLEAN

MWC Open Innovation Challenge 2023

ACCIO
Catalunya Trade & Investment
Generalitat de Catalunya
Government of Catalonia

enterprise europe network

May
16/17

#BIONNALE 2023
The Life Sciences Event in Berlin

INDUSTRY 4.0 INTERNATIONAL BUSINESS MEETINGS

La Région | CICES

4S Photonics for International Markets and Applications for Sustainability

Horizon Europe Cluster 1: Health Brokerage Event

HANNOVER MESSE

digitalHealthCapital
BERLIN-BRANDENBURG

Meet #HealthCapitalBB @DMEA 2023

R&B
RESEARCH TO BUSINESS
8-9 GIUGNO 2023
skillsandtalents

digitech | green andurban | creativity and society

pollutec

GREEN DAYS
INTERNATIONAL BUSINESS MEETINGS

CCI AUVERGNE-RHÔNE-ALPES

meet in italy
FOR LIFE SCIENCES
BROKERAGE EVENT 2023

Assistenza sulla proprietà intellettuale (intellectual property - IP)



- **IP assessment** per valutare lo stato della proprietà intellettuale in azienda
- Informativa sui **costi amministrativi** per gestire i **diritti di proprietà intellettuale** (anche estero)
- Supporto per **l'accesso a finanziamenti e agevolazioni** per tutelare la IP (europei, regionali, nazionali)
- Assistenza per il set-up di una **IP strategy aziendale**
- Orientamento e supporto **first-line** per il **deposito di marchi e/o brevetti** e ricerche di anteriorità di base
- Supporto per gestione IP in **progetti finanziati dall'UE** (Horizon Europe, EIC, Life ecc.)
- Fornitura di **modelli di clausole IP** e di **template per NDA**
- Risposta **query generiche e/o specifiche**



CASI DI SUCCESSO



Casi di successo: i bandi europei

PRIMO FINANZIAMENTO

50.000 EURO
2019

Si è aggiudicata un contributo con un SCAT; un progetto che **riduce i costi e aumenta la qualità delle protesi dentarie**

[La notizia e il video](#)



SECONDO FINANZIAMENTO

2 MLN EURO
2024

Si è aggiudicata l'EIC Accelerator con il progetto CFM4Industry per l'industrializzazione della tecnologia CFM

PRIMO FINANZIAMENTO

50.000 EURO
2018

Incubata a ComoNEXT Innovation Hub. Progetto **3Bee Hive-Tech**; un'idea innovativa per la **salvaguardia e il monitoraggio degli alveari**



SECONDO FINANZIAMENTO

988 750 EURO
2019

In seguito si è aggiudicata un **ulteriore finanziamento** (SME Instrument Fase 2) per il medesimo progetto

Casi di successo: matchmaking

Una PMI lombarda ha concluso un accordo di agenzia commerciale con un **partner polacco** della durata iniziale di un anno.

Contatto creato grazie all'utilizzo del **database ricerca partner EEN**.



PMI: componentistica elettronica

Accordo di agenzia commerciale

L'azienda è entrata in contatto con una realtà tedesca specializzata nel trattamento dell'acqua per l'edilizia e l'industria di processo.

Contatto creato grazie all'utilizzo del **database ricerca partner EEN**.



PMI: elettronica analogica e digitale

Accordo di sviluppo tecnologico

#EENCanHelp

Follow us @EEN_EU



Confindustria Lombardia

Via Pantano 9 - Palazzo Gio Ponti, 20122 Milano



Linkedin



<https://confindustria.lombardia.it/een-europa>

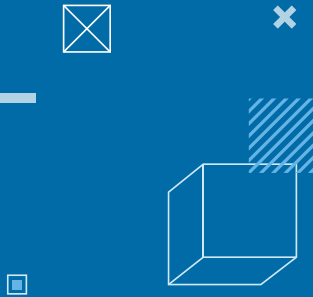
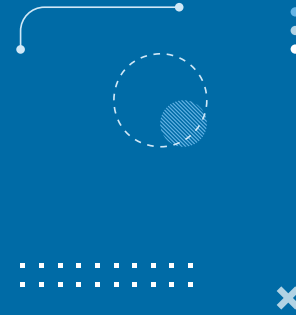


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Grazie



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CONFINDUSTRIA
Lombardia

