



Xarxa de Pimes Europea **Enterprise Europe Network (EEN)**



ACCIÓ



Consell General de Cambres
de Catalunya



*Apropem Europa
a la teva empresa*



Índex de la presentació

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2. Xarxa de pimes europea (EEN) a Catalunya
3. Serveis EEN i suport directe a les Pimes
 - I. Events regionals/ Serveis d'assessorament/ trobades empresarials (Brokerage events)
 - II. Col.laboració empresarial i tecnològica
4. EEN – Oportunitats de negoci
5. Qui pot beneficiar-se dels serveis de la xarxa EEN? I com entrar a forma part d'ella?
7. Principals resultats de la xarxa EEN



Com puc trobar
nous mercats pels
meus
productes/serveis?

Necessito un soci en un altre
país...

Com puc vendre les meves
idees/productes/serveis...?



1. Extensió geogràfica de la xarxa de pimes europea (EEN)

600 organitzacions en
54 països

4.500 experts locals

11.500 acords de
col.laboració

63.000 oportunitats de
negoci

1,3 millions de pimes
informades



WE CAN HELP YOU DO BUSINESS IN:

Europe
Middle East
Asia
Africa
North America
Latin America



1. Extensió geogràfica de la xarxa de pimes europea (EEN)

- 54 països

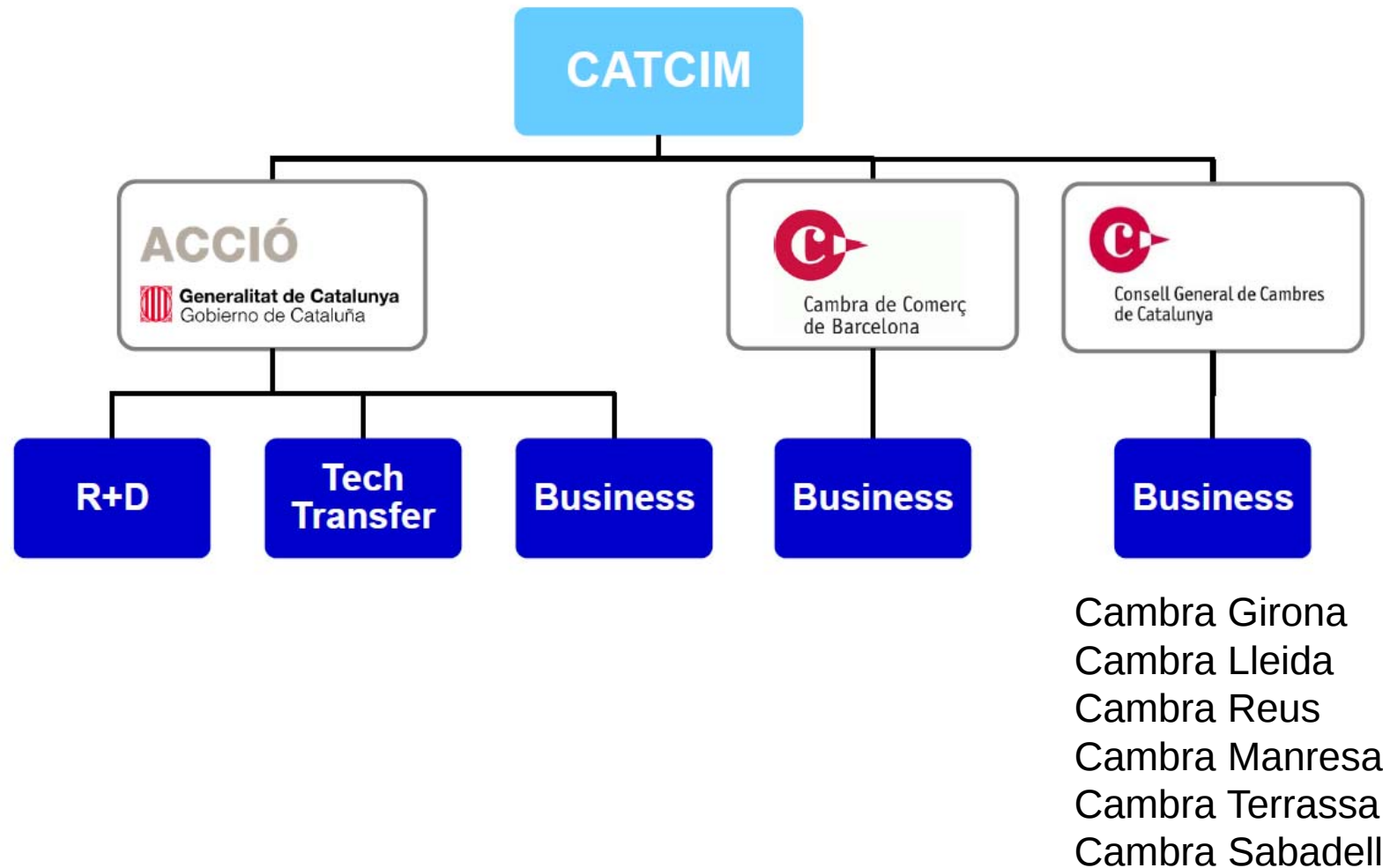
EU countries

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

Non-EU countries

 Albania, Republic of	
 Argentina, Argentine Republic	
 Armenia	 Moldova
 Bosnia and Herzegovina	 Montenegro
 Brazil, Federative Republic of	 New Zealand
 Canada	 Norway
 Chile	 Peru, Republic of
 China	 Russia
 Egypt	 Serbia
 Iceland	 South Korea
 India, Republic of	 Switzerland
 Israel	 Tunisia
 Japan	 Turkey
 Macedonia, The former Yugoslav Republic of	 Ukraine
	 USA

2. Enterprise Europe Network a Catalunya



3. Serveis EEN i suport directe a les Pimes





Events regional i locals:

- **Events informatius:** Sensibilització vers la xarxa-
Tòpics i finançament europeu
- **Tallers formatius:** Internacionalització-innovació-
IPR, etc

Serveis d'Assessorament individual:

- **Internacionalització**, innovació – IPR – negoci &
tecnologia, competitivitat, accés a mercats, etc.
- **Accés al finançament**, mentoring, programes
europeus, tòpics, propostes de projectes.



Col.laboració empresarial

- Brokerage events / Company missions
- Perfils empresarials (Oferta/Demanda)
- EOIs – Expression of Interest Received / Made

Perfils empresarials

- Ofertes i Demandes comercials/ transferència tecnològica/cerca de socis per proposta europea (>63.500);
- Visible en la base de dades de la xarxa amb més de 600 socis i totes les empreses de 54 països ;
- Expressions d'Interès revisades i valuades pels tècnics locals abans de presentar-les a l'empresa;
- Ajut directe per finalitzar l'acord i gestionar temes de protecció intel.lectual o concessió de licències, etc.

4. EEN – Oportunitats de Negoci

Extensiva base de dades amb Oportunitats de Negoci actualitzada

- 63.500 Oportunitats de col.laboració/negoci
- 288.000 Expressions de Interès
- 11.500 acords de col.laboració (30% comercials; 32% transferència tecnològica; 38% R+D)

Partnering Opportunities

Search: ☐ Any word ☒ All words Compact View

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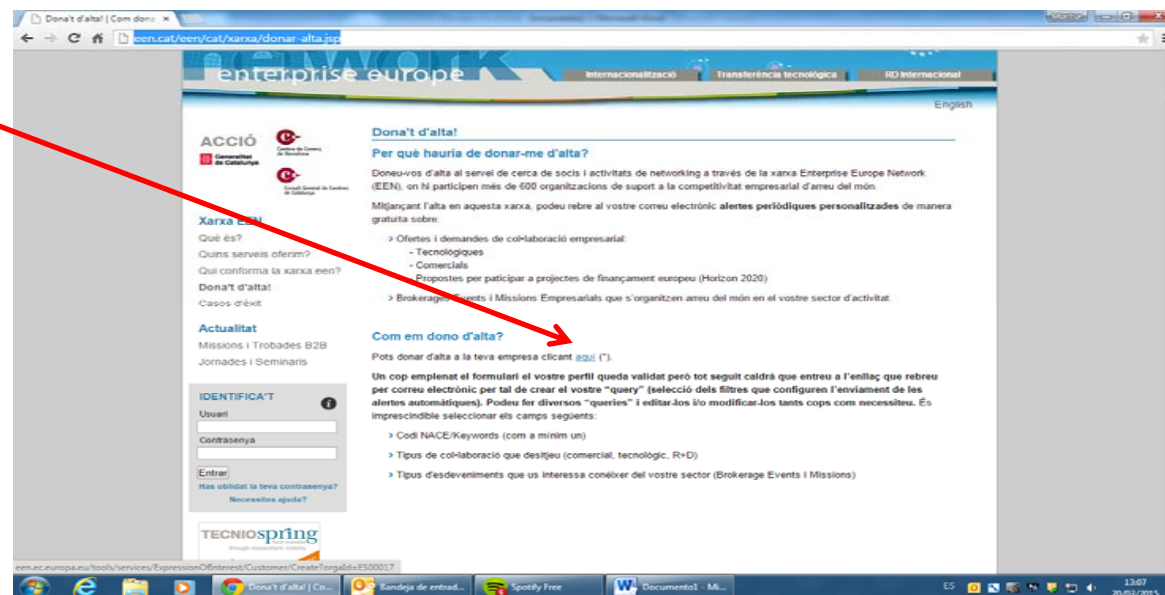


6. Qui pot beneficiar-se dels serveis de la xarxa de pimes europea? I com entrar a forma part d'ella?

- PIMES
- Start-ups
- Emprenedors
- Centres de Recerca
- Universitats & Instituts de Tecnologia
- Organitzacions empresarials
- Clusters industrials

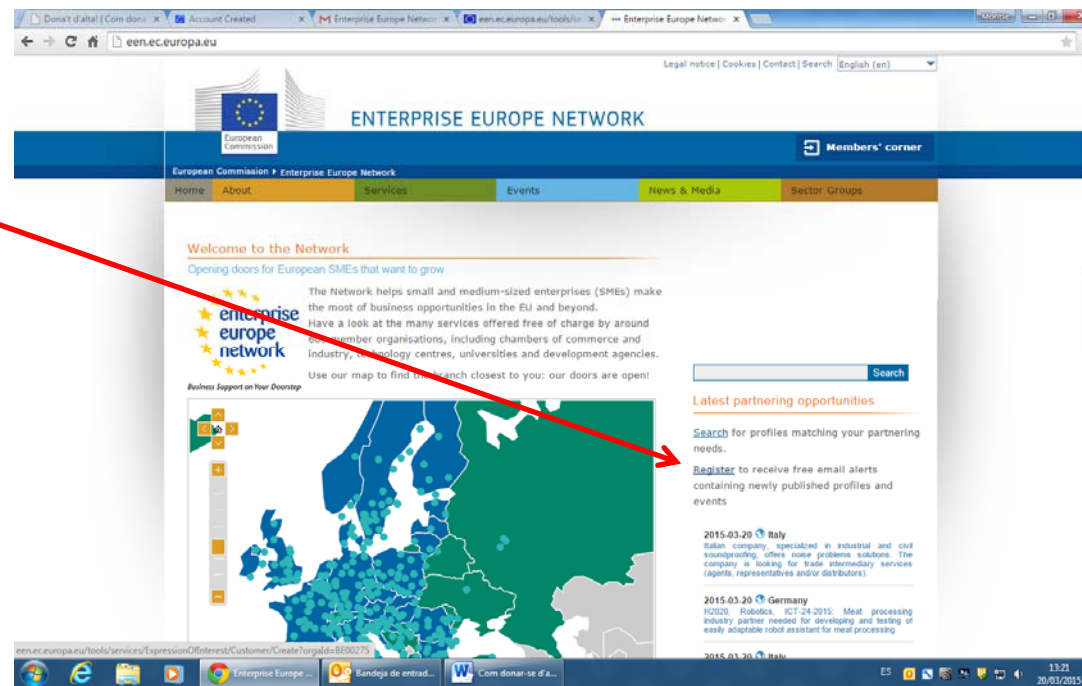
Com donar-se d'alta a la xarxa EEN?

- <http://een.cat/een/cat/xarxa/donar-alta.jsp>



Com donar-se d'alta a la xarxa EEN?

- <http://een.ec.europa.eu/>





Don't forget to log in | EEN.eu

Search | Sign in | Help

Create my account

Please enter your email address in the form below and choose a password that is memorable to you but which cannot be easily guessed by anyone else. Your password must contain:

- at least 6 characters
- at least 1 uppercase letter
- at least 1 lowercase letter

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

Once you have completed the form below, including the Code Verification field, click the **Submit** button. A registration confirmation will be sent to the email address you provided, containing an account activation link. As soon as you activate the account, you can sign in to begin setting up your email alerts.

Please note that any email alerts you create will only become active after they have been approved by an EEN Partner.

Login details

Email: * Email is required

Password: * The Password field is required.

Confirm password: * The Confirm password field is required.

Personal data and contact information

Title: * 128 characters left

First Name: * 32 characters left The First Name field is required.

Last Name: * 128 characters left The Last Name field is required.

Qüestionari d'empresa

Selecció partner
CATCIM

Don't forget to log in | EEN.eu

Search | Sign in | Help

Partner: 128 characters left The First Name field is required.

Gender: 128 characters left The First Name field is required.

Company: 128 characters left The Company field is required.

Street: 128 characters left

Postcode: 64 characters left

Country: Spain

City: Barcelona

Partner: 128 characters left The First Name field is required.

Client Type: 128 characters left The First Name field is required.

Size: 128 characters left The First Name field is required.

Phone Number: 64 characters left

Fax Number: 64 characters left

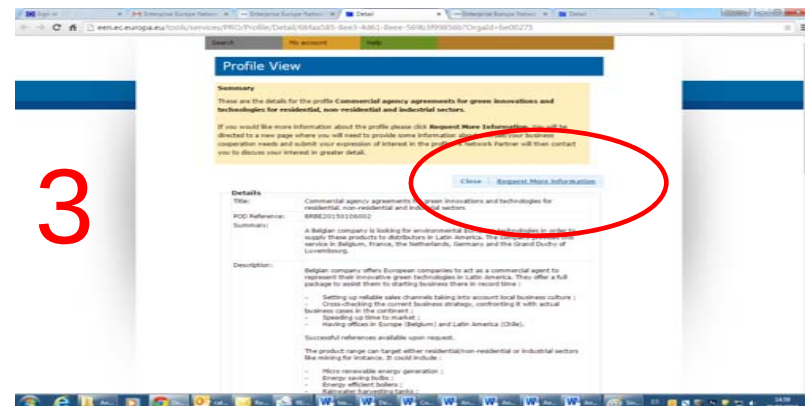
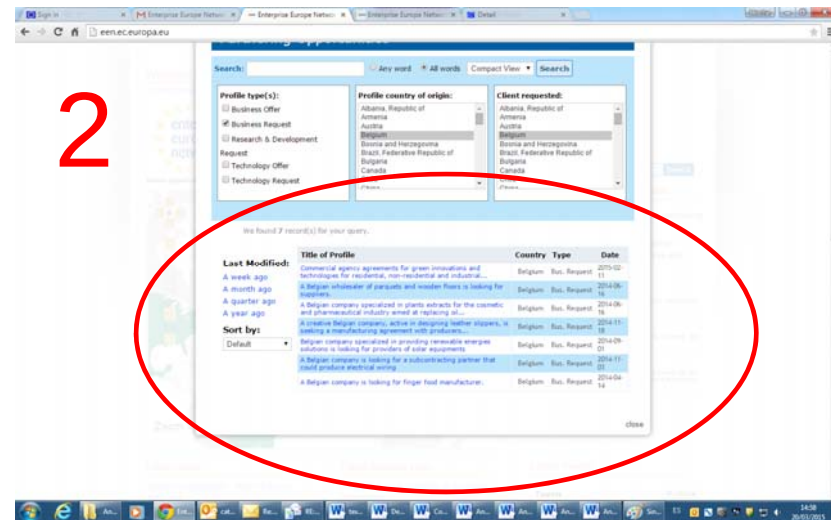
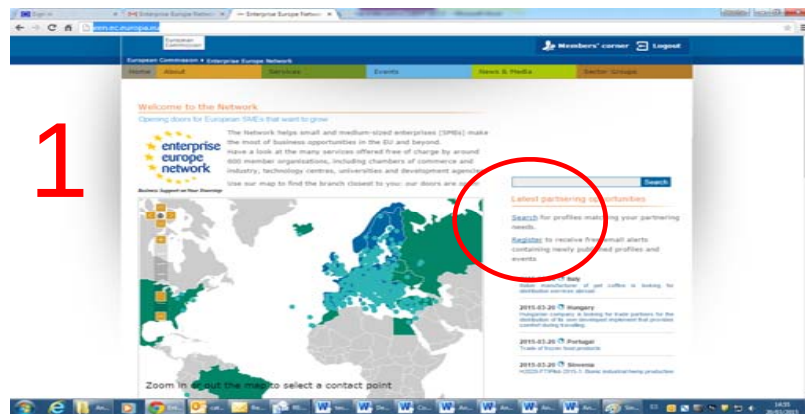
Website: 256 characters left

☐ I have read and agree with the [privacy policy statement](#).

Code verification: What is 74 + 96 = ?

Com fer una cerca de possibles socis?

- <http://een.ec.europa.eu/>





We found **185** record(s) for your query.

Last Modified:

- [A week ago](#)
- [A month ago](#)
- [A quarter ago](#)
- [A year ago](#)

Sort by:

Default ▼

Title of Profile	Country	Type	Publish Date
A polish producer of hand-made soap and other natural cosmetics is offering subcontracting and packaging services in...	Poland	Bus. Offer	2014-12-03
South Korean manufacturer of probiotic cosmetics is looking for a distributor in Europe	South Korea	Bus. Offer	2015-08-06
Polish manufacturer of color cosmetics and skin care is looking for distributors.	Poland	Bus. Offer	2015-08-04
Natural cosmetics manufacturer is looking for trade intermediaries.	Lithuania	Bus. Offer	2015-02-26
Distributors of anti-aging cosmetics wanted	Poland	Bus. Offer	2015-10-23
South Korean cosmetics manufacturer is looking for a distributor in Europe	South Korea	Bus. Offer	2015-08-14
A UK-based own brand cosmetics company is looking for distributors	United Kingdom	Bus. Offer	2015-07-08
Greek company in cosmetics is currently looking for business partners under distributions services agreement	Greece	Bus. Offer	2016-01-25
Commercial partners sought for organic natural cosmetics made from argan oil, prickly pear cactus and hyaluronic acid	France	Bus. Offer	2015-07-29
Romanian company specialized in manufacturing of cosmetics and para-pharmaceutical products is looking for...	Romania	Bus. Offer	2014-10-02
Natural antioxidant cosmetics with healthy properties	Spain	Bus. Offer	2014-07-16
An Indian company engage in manufacturing and supplying of Natural Cosmetics and personal care products is looking for...	India	Bus. Offer	2014-10-28
A South Korean company specializing in B2B platform system offers their service in finding raw materials, factories,...	South Korea	Bus. Offer	2015-08-21
UK manufacturer of perfume and natural cosmetics which repels insects looks for distributors.	United Kingdom	Bus. Offer	2014-04-03

Exemple cerca: CSOMETICS ; origen profile: All EEN;

*We found **185** record(s) for your query*



Details

Title:	Spanish cosmetics manufacturer seeks distributors and agents in Germany, Italy, Turkey, UK and Africa
POD Reference:	BOES20150918001
Summary:	A Spanish company manufacturer of pro-beauty and cosmetic products is looking for trade intermediaries (distributors and commercials agents) in Germany, Italy, UK, Turkey and Africa.The company is located in Barcelona area (Catalonia, Spain) and is high positioned on the national pharmaceutical and cosmetic market. The company offers its pro-beauty and cosmetic products (anti-aging products) made in the EU, according to the latest Cosmetic Directives.

Exemple cerca:Fabricant de cosmètics cerca distribuïdors

*We found **17** Request record(s) for your query*



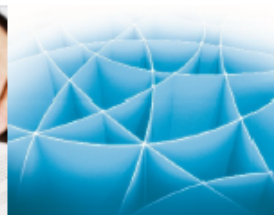
— **Expression of interest** (made on 2/8/2016 5:19:10 PM) —

In what type of technology, business or research collaboration are you interested in?	We are interested in this profile for many reasons .. we have only one cosmetic range on our list and wish to expand our range .. most of our food buyers, buy cosmetics too .. we could be interested in Egypt too.
What type of further information do you need?	None at this stage.
Presentation of the Interested Company	Yalaa Ltd is a small company which is growing fast, with a highly professional team and has experience in FMCG, HORECA & wholesale sectors and international business. Our activities vary from import/export, to distribution and consultancy. The products we work with could be any food & drink products, packaging, ingredients, etc.

Exemple cerca: Expressió de Interès EOI per a la proposta anterior

7. Principals resultats de la xarxa (2008- 2014)

Des de la seva creació (2008-2013)



Publicació de
63.500 perfils de
cooperació que han
generat 288.000
Expressions
d'Interès

Signatura de 11.500
acords de
col·laboració:

- 32% Tech
Transfer
- 38% R+D
- 30% Comercial

137.000
participants en
Brokerage Events i
Missions
Empresarials
internacionals

Organització de
jornades i
seminaris locals
arribant a 1,3
milions de clients

Events internacionals organitzats 2014-2015 (Brokerage Events)



235 Participants
18 Countries
580 Meetings



86 Participants
9 Countries
191 Meetings



299 Participants
36 Countries
807 Meetings



416 Participants
29 Countries
1.349 Meetings



IPR training

250 participants
6 trainings



Business cooperation to compete

120 participants
3 workshops

Activitats internacionals 2015





Com empresa que pots esperar de la xarxa EEN?

- **Ajut en l'obertura de negoci en altres mercats;**
- Identificar **oportunitats de negoci** (fora de les nostres fronteres) i **socis internacionals;**
- Plataforma / instrumentos per afavorir la **cooperació empresarial;** /tecnològica, on trobar la informació adient sobre regularització i normativa.
- **Xarxa** internacional per **trobar solucions de millora** als nostres productes/serveis i poder oferir la nostra expertessa i coneixement;
- Accés a un **finançament públic/privat/alternatiu;**
- Trobar l'encaix en **programes europeus** (iniciació i continuïtat);
- Participar en **Fires especialitzades, Missions** empresarials i tecnològiques (directes i indirectes), trobades empresarials, **agendes** personalitzades, **B2B**, matchmaking events, ...;

Gràcies!

Jaume Ferrer

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www.een.cat

www.een.eu

