

enterprise  
europe  
network

I servizi del **sistema confindustriale**  
e della rete **Enterprise Europe Network**  
per l'innovazione delle imprese piemontesi

Chiara Pisani - **Confindustria Piemonte Enterprise Europe Network**

Biella, 9 maggio 2018



La rete **Enterprise Europe Network** è una realtà mondiale:

- ✓ diffusa in oltre 50 Paesi (UE e extra UE)
- ✓ 600 centri selezionati dalla Commissione Europea
- ✓ oltre 3.000 esperti del settore



# 10 ANNI DELLA RETE ENTERPRISE EUROPE NETWORK



## Italy



2008-2018  
Over 10 years

**238,699**

SMEs benefitted from  
key  
Network services

**192,963**

SMEs benefitted from our  
information services and  
training sessions

**21,149**

SMEs got advice from our experts  
to help them innovate  
and grow internationally

**23,435**

SMEs participated in our  
brokerage events where they held  
68,218 business meetings

**1,152**

SMEs benefitted from our tailored  
innovation support packages

Gli sportelli della rete Enterprise Europe Network supportano gratuitamente le imprese, in particolare PMI, con l'obiettivo di promuovere percorsi di:

- ✓ **internazionalizzazione**
- ✓ **innovazione**
- ✓ **trasferimento tecnologico**

## COME?

### Offrendo i seguenti servizi

- ✓ Assistenza per l'accesso ai programmi europei e finanziamenti comunitari;
- ✓ Eventi di matchmaking tra imprese (B2B), company mission e **servizio di ricerca partner internazionale**;
- ✓ Sviluppo **Innovation Management** per PMI;
- ✓ Key Account Management (**KAM**) per beneficiari SME Instrument;
- ✓ Assistenza normativa (es. Reach)

# DATABASE DELLE OPPORTUNITÀ DI PARTNERSHIP

- ✓ Il **Partnering Opportunities Database** - POD permette di diffondere, gratuitamente, a livello internazionale, una ricerca o una offerta di partenariato commerciale, tecnologico o di ricerca nell'ambito dei programmi europei (H2020, ad esempio) avvalendosi dei nodi EEN presenti nei paesi coperti dalla rete;
- ✓ 23.000 profili – europei ed extraeuropei - sono al momento disponibili e consultabili all'interno del database;
- ✓ Il **database è altamente sicuro**: il POD è gestito dalla Commissione europea ed è accessibile unicamente alla rete Enterprise Europe Network;
- ✓ Le ricerche e offerte di partnership sono inseriti partendo dalle informazioni fornite dalle imprese nel loro profilo di cooperazione, solo e soltanto avvalendosi del supporto di un nodo EEN (bottom – up)

# DATABASE DELLE OPPORTUNITÀ DI PARTNERSHIP

## Destinato alle imprese che

- **ricercano agenti, distributori, accordi di joint venture, produzione** *Business Offer*
- **propongono accordi di rappresentanza commerciale** *Business Request*
- **offrono tecnologia** *Technology Offer*
- **ricercano tecnologia** *Technology Request*
- **ricercano partner per la partecipazione a progetti di ricerca nell'ambito di programmi europei** *Research and Development Request*



## 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.

<https://een.ec.europa.eu/>



### 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.

OR



### 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



# DATABASE DELLE OPPORTUNITÀ DI PARTNERSHIP

Search Sign in Help

## 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:**

- Egypt
- Estonia
- Finland
- France
- Germany
- Greece
- Hungary
- Iceland
- India, Republic of
- Ireland

**Client requested:**

- Hungary
- Iceland
- India, Republic of
- Ireland
- Israel
- Italy
- Japan
- Latvia
- Lithuania
- Luxembourg
- Macedonia, The former Yugoslav Rep...

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Search

Help

# 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:

- Denmark
- Egypt
- Estonia
- Finland
- France**
- Georgia
- Germany**
- Greece
- Hungary
- Iceland

### Client requested:

- Hungary
- Iceland
- India
- Indonesia
- Ireland
- Israel
- Italy**
- Japan
- Jordan

We found 2 record(s) for your query.

### Last Modified:

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

Title of Profile	Country	Type	Publish Date
A French clothing designer is looking for fabric manufacturers or retailers	France	Bus. Request	2018-02-19
French craft studio is looking for subcontractor in wood working and/or carpentry in Eastern European countries	France	Bus. Request	2018-02-26

## Profile View

### A French clothing designer is looking for fabric manufacturers or retailers

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:	A French clothing designer is looking for fabric manufacturers or retailers
POD Reference:	BRFR20161208001
Summary:	A French West Indies designer and distributor of clothing and accessories for women wishes to establish cooperation with fabric manufacturers or retailers under a manufacturing agreement.
Description:	<p>This company is a French caribbean clothing brand, created in 2011. The company designs, manufactures and sells women's accesories and apparel including bags, blouses, pants, skirts, jackets and dresses. The company uses high-end fabrics.</p> <p>The company was awarded with a number of fashion prizes, and its collections have been published in prestigious fashion magazines and online portals.</p> <p>The company is looking for cooperation under a manufacturing agreement in the field of products designed for the clothing industrv.</p>

#### Client

Type and Size of Client:	Industry SME <= 10
Year Established:	2011
Turnover (euro):	<1M
Already Engaged in Trans-National Cooperation:	No
Additional Comments:	The company is willing to partner with new suppliers of high quality fabrics that may be used in its manufacturing process.
Languages Spoken:	French
Client Country:	France

#### Dissemination

Sector Group: Textile and Fashion

[Close](#)[Request More Information](#)

# DATABASE DELLE OPPORTUNITÀ DI PARTNERSHIP

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

**Contact information**

Name: \*  256 characters left

Company: \*  256 characters left

Country: \*  ▼

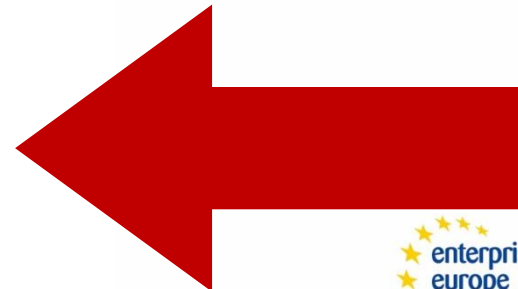
City: \*  ▼

Partner: \*  ▼

Email address: \*  256 characters left

Phone: \*  64 characters left

Per richiedere ulteriori dettagli ed essere ricontattati per dettagli sul profilo individuato, selezionare **Confindustria Piemonte**





# ASSESSMENT INNOVATION MANAGEMENT

IM<sup>3</sup>Prove

La rete EEN fornisce **supporto diretto** ad un selezionato numero di imprese del territorio ad elevato potenziale di crescita.

**Obiettivo:** rafforzare le capacità di gestione dell'innovazione e stimolare una crescita più rapida, anche in vista di una futura partecipazione a bandi di finanziamento europeo.

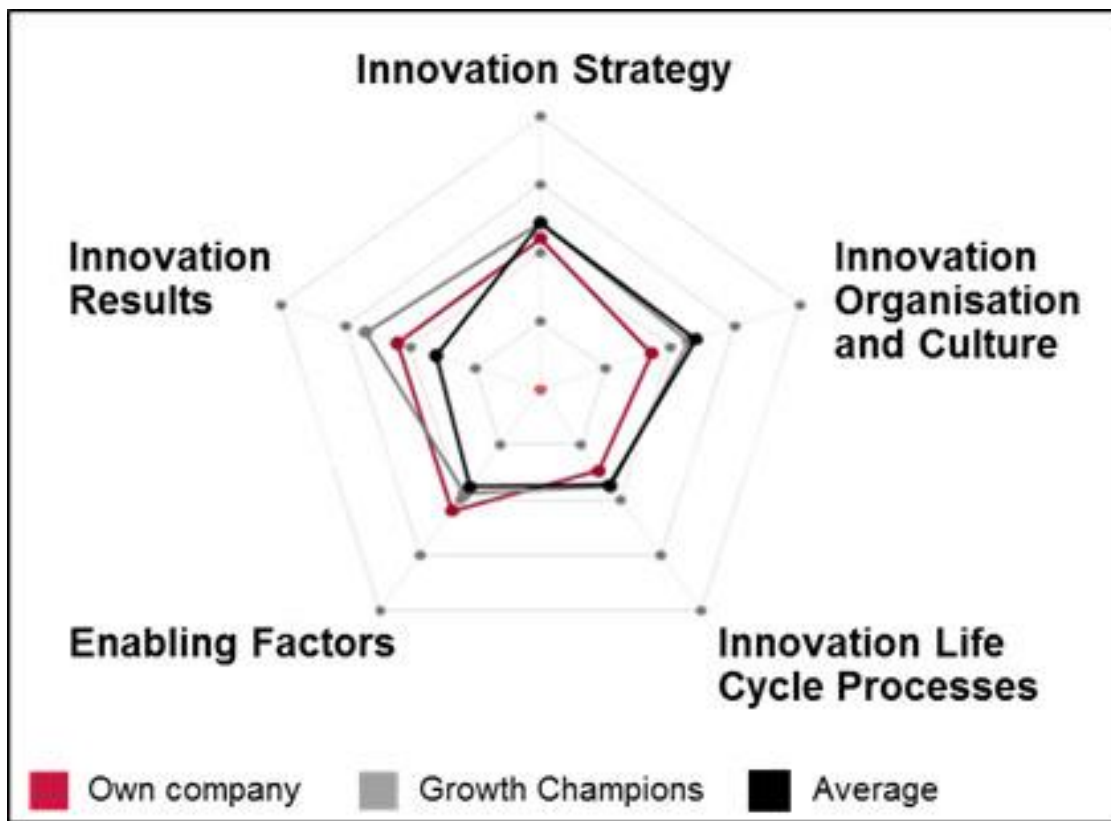
Servizio offerto dall'Enterprise Europe Network: esperto di innovazione messo a disposizione per 9 giorni per ogni PMI selezionata.



- ✓ Utilizzo di strumenti accreditati basati sullo standard tecnico CEN TS 16555-1 che fornisce una guida per stabilire e mantenere attivo un sistema di gestione dell'innovazione (IMS – Innovation Management System).
- ✓ Dal 2014 è in uso il tool **IMProve** sviluppato da AT Kearney

- ✓ Alle imprese non è chiesta **nessuna rendicontazione/report**, ma solo di certificare l'effettivo svolgimento del supporto offerto.
- ✓ E' uno **strumento di benchmarking**: l'analisi fornisce all'impresa un confronto con i principali competitor di settore
- ✓ Basato sull'**analisi di 5 parametri**:
  - ✓ *Innovation strategy*
  - ✓ *Innovation organisation and culture*
  - ✓ *Innovation lifecycle*
  - ✓ *Enabling factors*
  - ✓ *Innovation management success*

## Esempio



# IMProve<sup>3</sup>

# Grazie per l'attenzione!

## Info:

[www.confindustria.piemonte.it/europa-ee](http://www.confindustria.piemonte.it/europa-ee)

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Telefono: 011-549246

### **RETE ENTERPRISE EUROPE NETWORK**

<http://ee.ec.europa.eu/>

### **PARTICIPANT PORTAL**

<http://ec.europa.eu/research/participants/portal/desktop/en/home.html>