

# Helping ambitious SMEs innovate and grow internationally

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EEN ESTONIA Representative



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# The world's largest support Network for SMEs with international ambitions



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[een.ec.europa.eu](http://een.ec.europa.eu)

# Boosting growth and jobs

1

The Enterprise Europe Network is a key instrument in the EU's strategy to boost growth and jobs.

2

Launched in **February 2008** by the Commission's DG GROW (previously "Enterprise and Industry" ENTR)

3

Co-financed under the EU's **SINGLE MARKET PROGRAMME**

4

Relaunched from 2022

New focuses:

- **Sustainability**
- **Digitalisation**
- **Restoring resilience**



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**3000**

LOCAL  
EXPERTS



**600+**

LOCATIONS



**60+**

COUNTRIES  
WORLDWIDE



- NON-EU
- ALBANIA
  - ARGENTINA
  - ARMENIA
  - BOSNIA AND HERZEGOVINA
  - BRAZIL
  - CAMEROON
  - CANADA
  - CHILE
  - CHINA
  - EGYPT
  - GEORGIA
  - ICELAND
  - INDIA
  - INDONESIA
  - ISRAEL

- JAPAN
- JORDAN
- KOSOVO
- MEXICO
- MOLDOVA
- MONTENEGRO
- NEW ZEALAND
- NIGERIA
- NORTH MACEDONIA
- NORWAY
- PERU
- QATAR
- SERBIA
- SINGAPORE
- SOUTH KOREA
- SWITZERLAND
- TAIWAN
- TUNISIA
- TURKEY
- UKRAINE
- UNITED KINGDOM
- URUGUAY
- USA
- VIETNAM

*Find most suitable partner around the world*



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Based in your region  
and connected to the world. Estonian local  
contact points are:

- Tallinna Teaduspark Tehnopol
- Tartu Teaduspark
- Invent Baltics OÜ
- Baltic Innovation Agency OÜ
- Ettevõtluse ja Innovatsiooni Sihtasutus (EAS)
- Eesti Kaubandus-Tööstuskoda



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# A broad range of services for growth-oriented SMEs

## INTERNATIONAL PARTNERSHIPS

Partnership database

Brokerage events

Company missions

## ADVISORY SUPPORT

Advice on EU laws and standards

Market intelligence

IPR expertise

## INNOVATION SUPPORT

Access to finance and funding

Innovation Management Services

Technology transfer



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# How it works: international partnerships

The Network's business database contains thousands of company profiles to find the perfect match. In addition we organise:

**Matchmaking events** across Europe where SMEs can meet potential business partners in person.

**Company missions** where we set up and prepare you for targeted international meetings with strong business prospects





# How it works: advisory support

## The Network's experts provide tailor-made advice



- Practical advice on doing business in another country
- Identifying the best market opportunities for your business
- Information on EU laws and standards
- Advice on intellectual property
- Facilitating SME feedback on EU rules



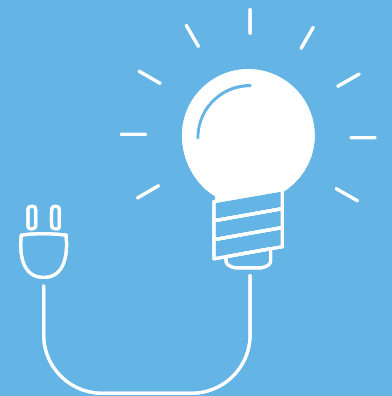
# How it works: innovation support

**Tailored support packages to steer you onto the fast track to success.**

- **Advice and help for innovative SMEs to access R&I funding (Horizon Europe, EIC Accelerator ...)**

*starting from idea evaluation all the way to helping companies to design their business plans. We have supported over 40 successful projects (including SME Instrument projects, the predecessor of the EIC Accelerator).*

- **Personalized support to help shape innovation potential into international commercial success**
- **Help in finding the right technology to improve your innovation**
- **Help in finding the finance it needs to grow.**





Sinu ettevõtlustugi Euroopas



Anname nõu

Kuidas uutele turgudele laieneda



Leia uusi välis

Tutvu maailma rahvusi kontaktide loomise põnevate üritustega



## THE SUPPLY CHAIN RESILIENCE PLATFORM



Welcome How it works Live Sessions (Vilnius 04-27) FAQ Contact

Welcome to

## The Supply Chain Resilience platform

powered by the Enterprise Europe Network in collaboration with the European Cluster Collaboration Platform, with the support of the European Commission and EISMEA

Register your business to connect with new partners and secure your international supply chain!

Europe is facing a number of economic, environmental and social challenges, most notably the crisis in Ukraine, with businesses severely affected by supply chain disruptions. To address these challenges, the European Union (EU) has launched new measures to strengthen and globally compete.

Enhancing the ability to cope with crises is crucial for businesses after a pandemic and for joint efforts.

### Main goals

- Publish offers for raw materials, parts, components and/or (semi-)finished goods or services;
- Promote requests from European companies to sustain their supply chains;
- Match international suppliers with buyers of goods and services;
- Establish cross-border contacts between businesses, industries, support organisations, academia, important stakeholders and key decision-makers.

### Key topics

The platform focuses on the following sectors:

- Agri-Food
- Construction
- Digital
- Electronics
- Energy-Intensive Industries
- Health
- Mobility, Transport, Automotive
- Raw materials
- Renewable energy
- Textile

## The Supply Chain Resilience (SCR) platform

Register now

ORGANISED BY



## Üritused ja teave

18.05.2022 | Registreerimine avatud kuni 20.04.22  
Med2Meet 2022: virtuaalne tervishoiu valdkonna kontaktkoostumiste üritus

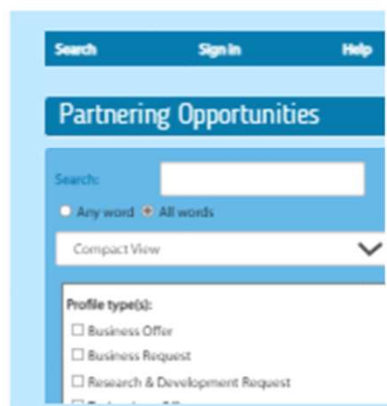
04.05.2022 |  
Textile Connect 2022: tekstiili ja jalatsitööstuse kontaktkoostumiste üritus

27.04.2022 |  
Speed-Match 2022: lennu-, raudtee- ja autotööstuse valdkonna kontaktkoostumiste üritus

16.03.2022 | AVATUD  
Tarneahela vastupanuvõime online platvorm – uute rahvusvaheliste kontaktide loomiseks

Vaata teisi üritusi

## Koostööpakkumiste a



## Uudised

18.03.2022

### Tarneahela vastupanuvõime online platvorm – uute rahvusvaheliste kontaktide loomiseks

16.03.2022 avaldatud uute kontaktide loomiseks loodud platvormi eesmärk on aidata ettevõtetel sällitada, ümber struktureerida või asendada olemasolevaid tarneahelaid, samuti hankida toorainet, osi, komponente, või teenuseid, mida vajatakse tootmise või tegevuste jätkamiseks. Kutsume Olesse platvormil registreerima oma ettevõtte profiili ja huvide, et luua uusi koostöö kontakte ja kindlustada oma rahvusvaheline tarneahel. Platvormi fookusvaldkonnad: põllumajandus ja toit, [...]

AI abil tulevikuval  
09.02.2022

Innovatsiooni toetavate toetusvoorude Infoseminar, 25.01.  
11.01.2022

Inglise keel suhu e-õppe  
15.12.2021

Horizon Europe Accelerator – tootearendus ja turule mine  
ettevõttele  
23.08.2021

Uudised >

## Helping companies innovate a



### 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 expansion into international markets.



## 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.

Search EU country

OR

Search non-EU country

Search

Search by keyword

SHOW RESULTS

RESET

Filter

Date

Next 12 months

Type

Brokerage Event

Company Mission

Fair/Exhibition

Country

GERMANY

ITALY

FRANCE

5

1

4

4

3

1

Search by keyword, e.g. plastic, food

SHOW RESULTS

RESET

Filter

I'm looking for a partner ...

To buy from (business offer) 2540

With tech/expertise that I need (technology offer) 714

To sell to (business request) 269

That needs my tech/expertise (technology request) 94

To collaborate with/co-develop with (research and development) 1

Country of origin

EU 2387

NON-EU 1227

ITALY 334

FRANCE 1



26 events found

12 Apr

France, Strasbourg  
**Innovation Day Upper Rhine - KTUR (Knowledge Transfer Upper Rhine)**

Innovation Day Upper Rhine Inspiring plenary sessions, impactful workshops and targeted one-to-one meetings to boost technology and knowledge... [See more](#)

13 Apr

Nederland, 's-Hertogenbosch  
**B2B Meet&Match event at Food Technology 2022**

FoodTechnology 2022 is a knowledge and networking event connecting companies and knowledge institutes on high-tech innovations in the food... [See more](#)

19 Apr

Portugal, Porto  
**B2B Health Innovation Market 2022**

ANI in collaboration with the Health Cluster Portugal is promoting the 7th edition of the virtual B2B "Health Innovation Market 2022"; t... [See more](#)



Sort by : [Deadline](#)

3618 opportunities found

**A Macedonian company is looking for distributors for its organic products**

A Macedonian company, dealing with the production of specific products for treatment of soil (regulation of physical-chemical properties) as well as t... [See more](#)

**NORTH MACEDONIA** | 1 year ago | expires in 2 months

**Producer of mineral fertilizers, from North Macedonia, is looking for partners through distribution services agreements**

A Macedonian company that is producing foliar fertilizers, in crystal and liquid form, offers its products to foreign distributors on EU market. These... [See more](#)

**NORTH MACEDONIA** | 1 year ago | expires in 3 months

**New frozen industrial ready-made dishes development and pre-production**

A French industrial SME has specialised in developing and manufacturing of frozen salty ready meals and starters (based on seafood, meat or vegetables... [See more](#)

**FRANCE** | 1 year ago | expires in 4 days



# Praktiline teave ettevõtluseks Euroopas

EC підтримує Україну

EL toetab Ukrainat

## Äritegevus

Intellektuaalomand

Ettevõtte arendamine

Idufirmad

Ettevõtte digiteerimine

## Maksustamine

Aksiis

Käibemaks

Ettevõtlusmaksud

## Müük ELis

Riigihanked

Kaupade ja teenuste müük

Ettevõtetevaheline konkurents

## Inimressursid

Töölepingud

Tööaeg ja puhkused

Transpordisektori töötajad

Lähetatud töötajad

Sotsiaalkindlustus ja tervis

Võrdne kohtlemine ja  
kvalifikatsioonid

[https://europa.eu/youreurope/business/index\\_et.htm](https://europa.eu/youreurope/business/index_et.htm)



- **EU-funded exchange programme for entrepreneurs** from the EU members states and 12 additional countries
- **1-6 months exchange** for new entrepreneur with experienced entrepreneur abroad
- Opportunity to exchange **knowledge, business ideas, contacts and experiences**
- Implemented by 180 organisations all over Europe
- Operational in 45 destinations (39 in Europe and 6 outside of Europe)



# Benefits for Host & New Entrepreneurs

<https://www.erasmus-entrepreneurs.eu/>

Erasmus for Young  
**Entrepreneurs**



## Host Entrepreneur

- Access new skills and innovative knowledge
- Work with a fresh mind contributing new ideas
- Gain 'intelligence' about foreign markets
- Establish new business partnerships with entrepreneurs from other countries

[een.ec.europa.eu](http://een.ec.europa.eu)



## New Entrepreneur

- Get experience & advice from seasoned entrepreneur
- Develop international contacts
- Get knowledge about foreign markets
- Providers, clients, co-venturing opportunities



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# European IP Helpdesk

- Service initiative of the European Commission providing free-of-charge first-line support on IP-related issues
- Helping current and potential beneficiaries of EU-funded projects, researchers and EU SMEs engaged in cross-border business manage their intangible assets

[www.ec.europa.eu/ip-helpdesk](http://www.ec.europa.eu/ip-helpdesk)



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# European IP Helpdesk

<b>12</b> APR 2022	TRAINING AND WORKSHOPS <b>EU - Webinar CPVO Coop: Constraints and opportunities for edited varieties. Is the GMO legal framework impacting the creation of new plants?</b> Live streaming available	<b>13</b> APR 2022	TRAINING AND WORKSHOPS <b>EU - Webinar: IP in EU funded projects with a special focus on MSCA</b> Live streaming available
<b>20</b> APR 2022	TRAINING AND WORKSHOPS <b>EU - Webinar: The new Copyright Directive</b> Live streaming available	<b>27</b> APR 2022	TRAINING AND WORKSHOPS <b>EU - Webinar: IP and Artificial Intelligence - Advance</b> Live streaming available
<b>28</b> APR 2022	TRAINING AND WORKSHOPS <b>EU - Webinar: Freedom to Operate</b> Live streaming available	<b>05</b> MAY 2022	TRAINING AND WORKSHOPS <b>EU - Webinar: IP and Artificial Intelligence</b> Live streaming available
<b>11</b> MAY 2022	TRAINING AND WORKSHOPS <b>EU - Webinar: IP in Biotechnology</b> Live streaming available	<b>12</b> MAY 2022	TRAINING AND WORKSHOPS <b>EU - Webinar: Copyright in collaborative projects</b> Live streaming available

## What we do

- The scope encompasses all forms of IPR
- Providing efficient first-line IP support
- Raising awareness amongst the beneficiaries of EU-funded projects & EU SMEs about the importance of IP management
- Supporting SMEs on IPR issues in cross-border business activities



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# The EC IP Helpdesks

## CONTACT INFO

- Website: [ec.europa.eu/ip-helpdesk](http://ec.europa.eu/ip-helpdesk)
- E-mail: [service@iprhelphelpdesk.eu](mailto:service@iprhelphelpdesk.eu)
- Twitter [@iprhelphelpdesk](https://twitter.com/iprhelphelpdesk)
- LinkedIn [/european-ipr-helpdesk](https://www.linkedin.com/company/european-ipr-helpdesk)
- Contact point in Estonia: Merit Fimberg-Espuch, [merit@koda.ee](mailto:merit@koda.ee)



#IPHelpdesk

**NEW  
WEBSITE**



[ec.europa.eu/ip-helpdesk](http://ec.europa.eu/ip-helpdesk)

To find out more, contact us!

Central page [een.ec.europa.eu](http://een.ec.europa.eu)

Local EEN Estonian page

<https://enterprise-europe.ee/>

Email: [een@koda.ee](mailto:een@koda.ee)