

enterprise europe network

Helping ambitious SMEs
innovate and grow internationally



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



3000

LOCAL
EXPERTS



600

LOCATIONS
+



60+

COUNTRIES
WORLDWIDE

Based in your region and connected to the world



17 key sectors

Network experts in 17 key sectors have teamed up to provide you with customised support.



Aeronautics
and space



Agrofood



Automotive,
Transport and
Logistics



BioChemTech



Creative
Industries



Environment



Healthcare



ICT Industry
& Services



Intelligent
Energy



Maritime
Industry and
Services



Materials



Nano and
micro
technologies



Services and
Retail



Sustainable
Construction



Textile & Fashion



Tourism and
Cultural
Heritage



Women
Entrepreneurship

How do we help?



...Taking your **innovation** into **new** **markets**

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

**Think bigger – Think
digital
Go further**

Think Bigger..

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.

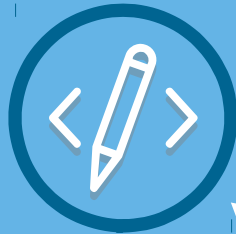
Company missions where we set up and prepare you for targeted international meetings with strong business prospects



Think Bigger..

How it works: international partnerships

London designer
seeks skilled
glassware
craftsman



Network identifies
Czech
glassblowers
in Bohemia

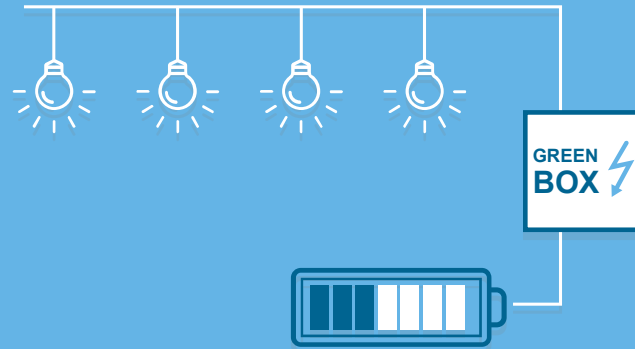


A thriving partnership
is born with more projects on
the horizon

Think Bigger..

How it works: international partnerships

Results in a joint venture in Lithuania to license Wattguard's technology in the Baltic markets



Swedish SME Wattguard's easy-to-install "green box" monitoring device reduces the energy needed to power lights and helps to save money

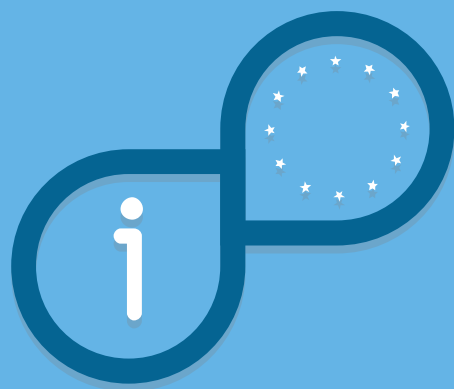
Participates in a Network company mission for energy saving and green technologies

Think Digital..

How it works: advisory support & information towards

digitilisation

The Network's experts provide tailor-made advice

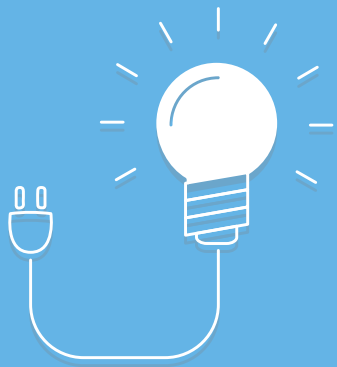


- | Practical advice on doing business in another country
- | Identifying the best market opportunities for your business
- | Information on EU laws and standards
- | Advice on intellectual property
- | Advice on **digital** technologies that can enhance your potential

Think Digital..

How it works: innovation support

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



Help in finding the finance it needs to grow;

Advice and help for innovative SMEs to access R&I funding (H2020, SME Instrument)

KAM services for SME Instrument beneficiaries

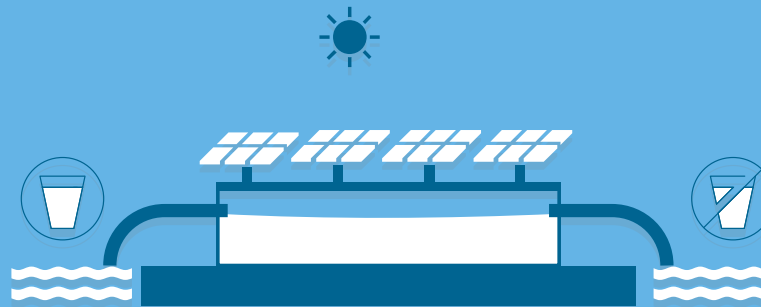
Personalised support to help shape innovation potential into international commercial success

Help in finding the **right technology** to improve your innovation

Think Bigger... Think Digital..

How it works: innovation support

SOLWA teams up with a **Spanish research centre** with **complementary expertise**. **Enhanced technology wins multiple awards.**



Italian start-up SOLWA SRL developed a **green technology** to **treat polluted or sea water** using **solar energy**

Network organises high level institutional delegation in Portugal to raise its profile and meet other companies working in the international markets.

Think Bigger... Think Digital..

How it works: innovation support

Growth and international success

In 3 years, Crypteia's annual turnover increased x 20 and its workforce quadrupled



Greek SME

Crypteia wanted to turn research results on digital security into a commercial business

Network provided **business mentoring, coaching, help to draft a business plan, advice on patents in different markets. Access to Venture Capital partners in**

Think Bigger... Think Digital..

It works! Crypteia

Number of employees

6 (2012)
2 (2015)
6

Turnover

€23.00 (2012)
up to €241.00 (2014)
estimated at €500.00 (2015)
0

Markets they have entered

U.S.A, Africa,
Middle East,
Europe (UK,
Germany, Cyprus,
Greece + more),
Balkans, Hong
Kong, Latin
America

Number of clients they have gained

More than
30 new
enterprise
clients



GTB - Global Telecoms Business Innovation Awards
2015: Business service innovation (Global network threat
identification for enterprises)



October 20, 2014 PCCW Global, the international operating
division of HKT, Hong Kong's premier telecommunications
service provider, has acquired Crypteia Networks.

It works! Satisfied, successful SMEs



SMEs
who use the
Network
**grow on
average**



Boosting growth and creating jobs in the EU (2008 – 2014)



**11,000
companies**

have signed
business,
technology or
research
partnerships



**90,000
companies**

attended
international
brokerage events
and company
missions



**1.7
million**

people
participate
d
in events



**70,000
targeted**

business
meetings
every year



**600,000
questions**

on EU issues
answered

Boosting growth and creating jobs in the EU (2008 – 2014)



**13,000
Business
Connections**

Via B2B
matchmaking with
companies outside
the EU



**10,000
Technology**
and business
offers & requests
available



**7,000
SMEs**
Connecting
every month



**13,000
Technology**
audits and
business reviews
per year



How can we help you?

Contact us

Visit www.enterprise-hellas.gr

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