



*Business Support at Your Doorstep*

# Enterprise Europe

*How can we help?*



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# Enterprise Europe: a network of excellence

- For the first time ever, **all major players** of the business support community join forces to offer a one-stop service for enterprises. **Over 500 organisations** involved in the EEN (a good mix of regional chambers of commerce and industry, technology and innovation agencies, sector associations and host organisations for cluster initiatives)
- The largest European network offering high quality services, mainly to the benefit of SMEs. Present in EU27, European Economic Area [Norway, Iceland], Candidate Countries [Turkey, FYROM], Switzerland, other third countries [Israel, Armenia]
- Implementation of the '**No-wrong-door**' principle
- **The broadest** range of **tailored services** for SMEs in the EU and beyond

# Why this network?

- Many SMEs have only limited resources to search for **EU-related information**, to explore **new business opportunities** and embrace the **newest technologies** – the network will offer **active support**, creating **regional business gateways**
- Business support with an **integrated aspect** innovation/technology services and business information/development services ) will be brought together to the **‘doorstep’** of the enterprises
- **Proximity** and the **‘No-wrong-door’**-principle are distinctive and decisive factors for the Enterprise Europe Network
- **Contribute to the SMEs feedback** in consulting businesses and obtaining their opinion on Community policy options

# Services of Enterprise Europe Malta

- A. Support for internationalisation**
- B. Support for innovation**
- C. Support for access to EU projects and programs**
- D. Making SMEs the sounding board for possible future EU policies through feedback functions [consultation via website]**

# Support for internationalisation

## A. Support for internationalisation :

- awareness raising and access to information on Community legislation [Free Enquiry Service]
- helping SMEs to tap new markets, to find cooperation partners, to fully exploit the opportunities of the internal market [Partner Search, Newsletter, Tenders Alert, Brokerage Events, Tax Credit Schemes]

# Support for innovation



## B. Support for innovation :

- facilitating technology and knowledge transfer, partnership building between the various actors [Technology Watch]
- stimulating the capacity of firms to innovate [Tax credit schemes and business advisors]
- assist companies through the process leading from the introduction of new products/processes to their successful commercialisation [Intermediary and Negotiation]
- collaboration types: technical adaptation, joint venture, licensing, manufacturing and sub-contracting

# Innovation through the ages



## ***1900 – The Paper Clip***



# ***1913 – The Zipper***

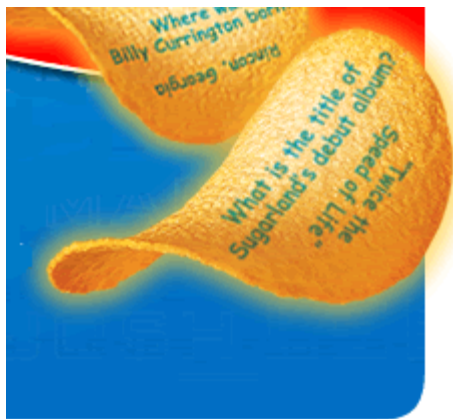


# Velcro - 1948





# ***1957 – The Frisbee***



# Pringles - 1968



# 1980 – The Post-it Notes

# Support for access to EU programs

## C. Support for access to EU projects and programs

- The Exploratory Award Scheme will cover 60% of the total eligible costs of the preparatory proposal up to a maximum of € 10,000 and covers costs related to personnel, technical advisors and traveling
- The Business Advisory Scheme aims to provide tailored business advice on EU projects through advisors selected by Malta Enterprise [10 hours of an advisor's intervention on a specific project/task is financed by Malta Enterprise]



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# Possible Scenario

5.3 Total Costs	
Description of planned programmes	Total Costs (€)
Total Personnel Costs	2388.19
Technical Consultants	2329.37
Total Travel Costs	655.09
<b>TOTAL Costs</b>	<b>5372.65</b>

€ 3,223.59

60% of the TOTAL COSTS  
will be refunded (Capped at  
€ 10,000)



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# Funding Opportunities Alert

**FUNDING OPPORTUNITIES!**  
ISSUE 32

9th May:  
E.U. Day

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5TH MAY 2008

•Calls for SMEs

•Partner Searches

•Business and Tender Opportunities

•News and Events

•Malta Enterprise Schemes

•Link to Europe

•EU Finding Info-Video

•ASK ME – Post a Query

Latest information on European funding initiatives, according to your area of interest direct to you via email.



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# Thank you

You're welcome to contact us on  
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And in the coming days do visit our website  
[www.enterprise-europemalta.com](http://www.enterprise-europemalta.com)  
and become a registered user