

Performance Report 2013-14

Business Cooperation Centres of the Enterprise Europe Network

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European Commission

Executive Agency for Small and Medium-sized Enterprises (EASME)

Unit A.1.2 – Business Services

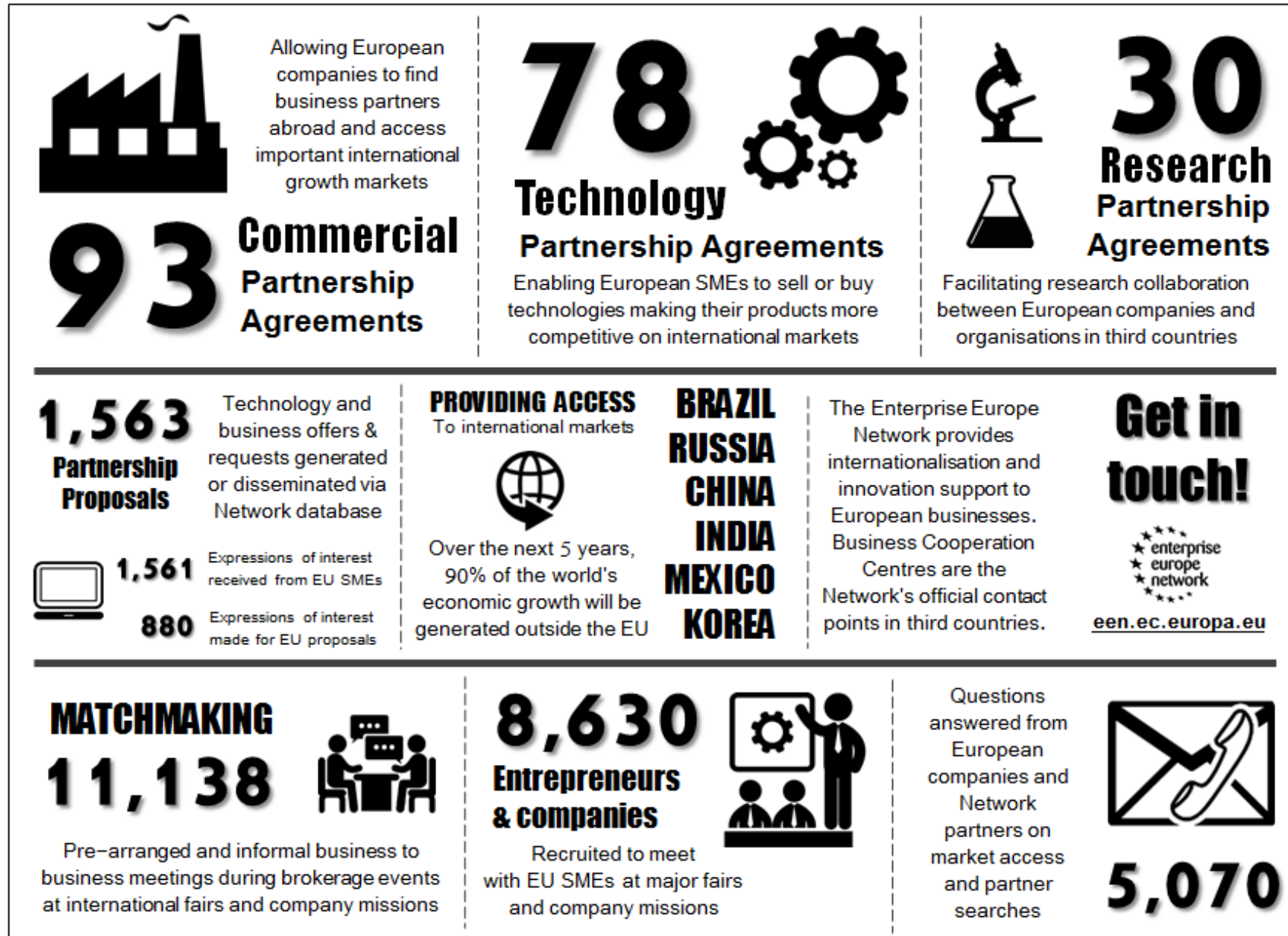
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European Commission

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1. MAIN ACHIEVEMENTS OF THE BUSINESS COOPERATION CENTRES IN 2013-14



2. INTRODUCTION



The 'Enterprise Europe Network' is a European Union initiative aimed at providing business and innovation support to small and medium sized enterprises (SMEs) in Europe. The Enterprise Europe Network remains the world's largest business and innovation support network and currently consists of 600 partner organisations located in 63 countries. More than 4500 internationalisation experts and technology transfer practitioners offer a wide range of business and innovation support services to enterprises. The members of the Enterprise Europe Network are chambers of commerce, regional development organisations, SME organisations, research institutes, universities, technology centres and innovation centres. Their specialised knowledge of the local and regional business environment ensures that their services offer real added-value to their clients, mainly SMEs.

It is assumed that in the next 5 years, 90% of the world's economic growth is generated outside the European Union. With regard to the growing importance for SMEs to internationalise their business, the Enterprise Europe Network has started to set up contact points, so-called *Business Cooperation Centres*, in major international growth markets, such as Brazil, Russia, China, India, etc. These Business Cooperation Centres do not receive any European grants but finance all Network activities with national and/or host structure funds. They operate under Article 7 of the COSME regulation and sign a *Cooperation Agreement* with EASME. They focus on business, technology and research partnering activities, e.g. the organisation of b2b events and/or company missions. This paper provides an overview on the performance of the Business Cooperation Centres of the Enterprise Europe Network in third countries in the contractual period 2013-14 (1 January 2013 – 31 December 2014).

3. ASSESSMENT

Business Cooperation Centres are assessed on their capacity to facilitate business cooperation, technology transfer and research cooperation between European companies and enterprises in third countries. In order to establish lasting cross-border agreements between SMEs, the Business Cooperation Centres carry out the following activities in the framework of the Enterprise Europe Network:

- **Organisation of brokerage events** (i.e. international b2b matchmaking meetings) and company missions
- **Generation and dissemination of partnership proposals** using the Network's Partnership Opportunities Database (POD)
- **Exchange of market intelligence** with European Network partners and SMEs (e.g. on rules & regulations, standards, customs issues or partner searches, etc.)

The assessment covers the contractual cycle from 1 January 2013 – 31 December 2014 (24-months). The performance of the Business Cooperation Centres is measured on the number of business deals or lasting partnership agreements they have established between EU SMEs and companies from their countries. Partnership Agreements remain the most important performance indicator and deliverables of the Business Cooperation Centres. They are the outcome of a lengthy partnering process from identifying SMEs with internationalisation potential, preparing the company for attending an international b2b matchmaking meeting or drafting a partnership proposal for the Network's database and possibly supporting the client negotiating the contractual terms with a new business partner abroad.

Most of the data on the main performance indicators were extracted from our databases. Hence, the data is accurate and verified by our IT experts. However, some databases were only launched in mid-2013, i.e. our actual data for number of partnership proposals encoded and expressions of interest made/received might be slightly higher than indicated in the tables below. The number of clients recruited for b2b events, number of meetings and number of questions answered to EU partners on market access information were reported by Network members on consortium level. The accuracy of the figures could not be verified by EASME.

4. BUSINESS COOPERATION CENTRES UNDER THE COSME PROGRAMME

The paper assesses the performance of the Business Cooperation Centres on consortium level during the CIP period. After the end of the CIP period, the Network underwent a considerable restructuring, i.e. several consortia were not re-admitted and consortia from new countries joined the Network. As this paper is meant to be *forward-looking*, the section below shows the restructured Business Cooperation Centres network in third countries (as of 15 March 2015 under COSME after the second cut-off date for

the call of expressions of interest). Only re-admitted or new consortia are included. It should also be noted that countries such as Albania, Moldova or Bosnia have become associated to COSME and will participate under Article 6 and thus be eligible for receiving European grants. On the other hand, policy makers in Norway and Israel have decided to change their status and to participate in the Enterprise Europe Network as self-financed Business Cooperation Centres (under COSME Article 7).

4.1. Overview

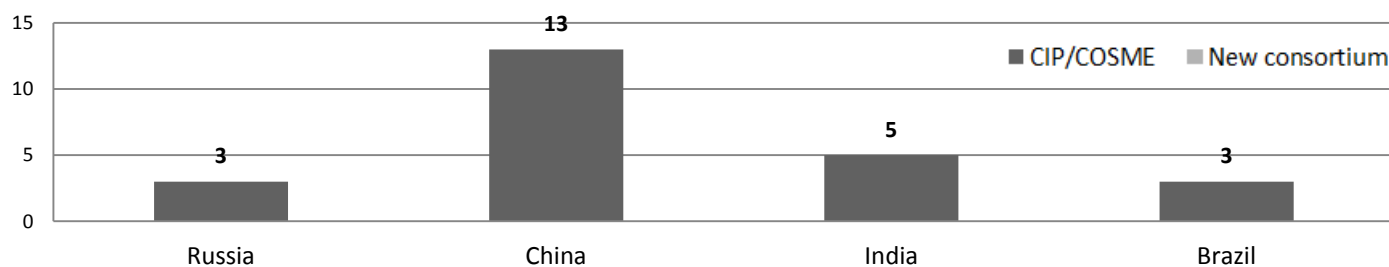
As of 15 March 2015, the Enterprise Europe Network maintains local contact points, so-called *Business Cooperation Centres*,

- in **29** countries,
- grouped in **31** consortia,
- amounting to a total of **101** self-financing Network partners in third countries under Article 7 of the COSME regulation.

With exception of China, each country is covered by a single consortium. The name of the organisations and contact person in each country is available on the Enterprise Europe Network website¹ or in the annex of this report below.

4.1.1. BRIC countries²

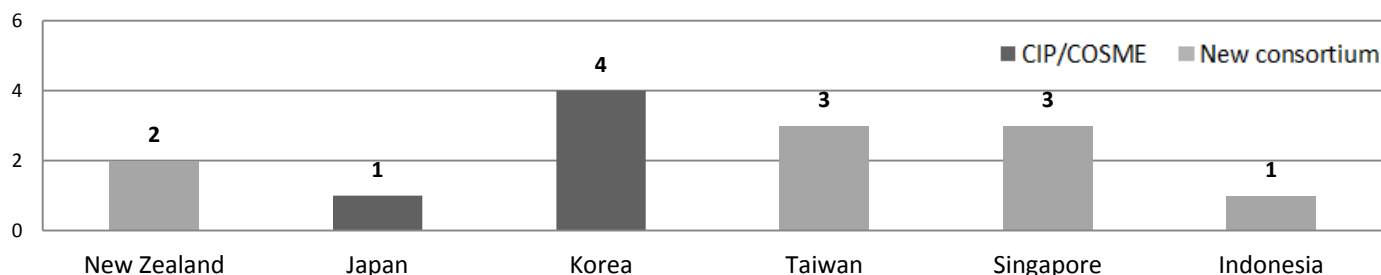
Number of Business Cooperation Centres (organisations) in BRIC countries



China is currently covered by 3 consortia, i.e. EEN West & North China (Beijing), EEN Central China and EEN East China (Shanghai). The size of the Chinese Network has halved as compared to the CIP period with 5 consortia and nearly 30 partners. All BRIC countries are covered under COSME like during the CIP period.

4.1.2. Asia & Australasia

Number of Business Cooperation Centres (organisations) in Asia and Australasia



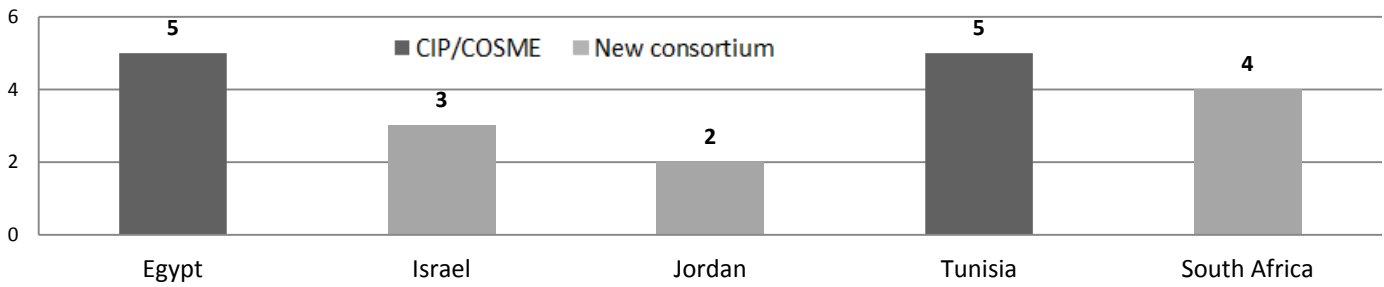
EEN New Zealand, Taiwan, Singapore and Indonesia have joined the Network in 2015 reflecting the growing importance of South-east Asian markets.

¹ Names of organisations: <http://een.ec.europa.eu/about/branches>

² Brazil, Russia, India and China

4.1.3. Africa & Middle East

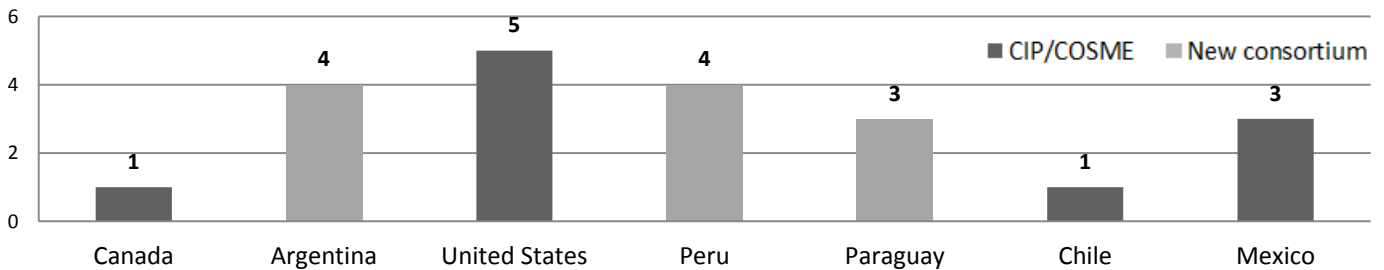
Number of Business Cooperation Centres (organisations) in Africa and the Middle East



EEN Israel now participates in the Enterprise Europe Network as self-financing Business Cooperation Centre. Egypt and Tunisia successfully re-applied while EEN Jordan and EEN South Africa are new members of the Network.

4.1.4. Americas

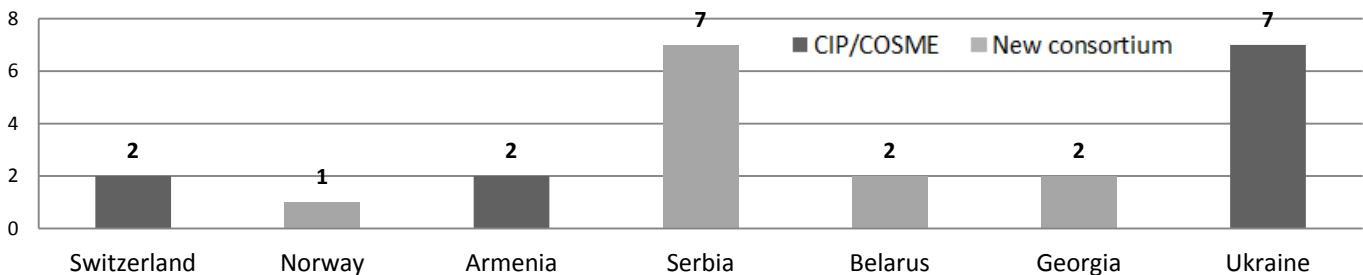
Number of Business Cooperation Centres (organisations) in countries on the American continent



EEN Canada, United States, Chile and Mexico successfully re-applied. Argentina, Peru and Paraguay are new members since 2015. It is expected that further consortia from Latin American countries will join the Network in the coming year (e.g. Columbia).

4.1.5. Europe

Number of Business Cooperation Centres (organisations) in countries in Europe (non-EU)



Norway is now participating in the Network as Business Cooperation Centres. Armenia, Serbia and Ukraine are likely to change their status as COSME associated countries in the course of 2015. Belarus and Georgia are new members of the Network since 2015. While being associated to the H2020 programme, Switzerland participates in the Network as self-financing Business Cooperation Centre.

5. PERFORMANCE

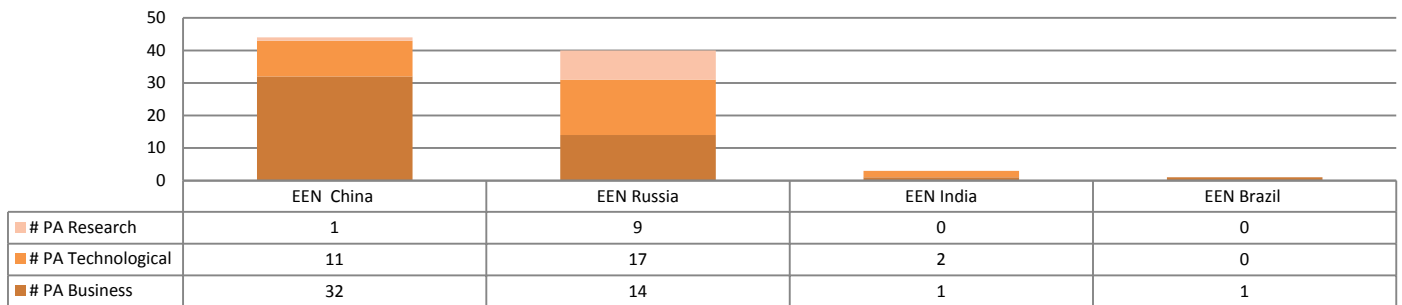
5.1. Partnership Agreements



Partnership Agreements (PA) are cooperation agreements between two companies (or other Network clients) from different countries. PAs remain the most important performance indicators as they demonstrate the Business Cooperation Centres' capacity to successfully facilitate business & research cooperation as well as technology transfer. The figures below show the number of business deals established by the Business Cooperation Centres in BRIC states (Brazil, Russia, India and China) as well as the other countries covered by the Network.

5.1.1. BRIC countries

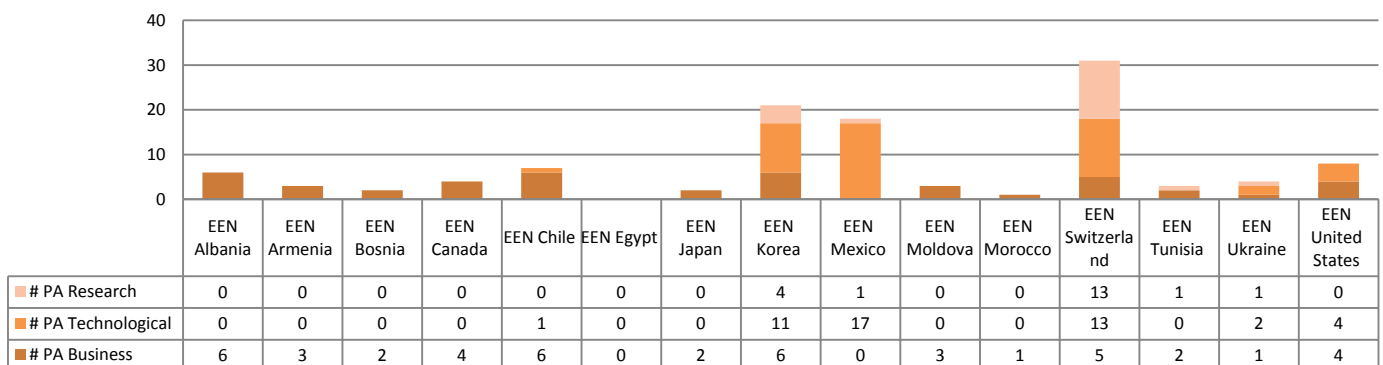
Partnership Agreements established by Business Cooperation Centres from BRIC countries



EEN China has made the greatest progress among all Business Cooperation Centres in BRIC countries (44 PAs). Compared to contractual cycle 2011-12, the number of PAs established increased considerably. However, it should be noted that over 70% of the PAs were achieved by 2 Chinese organisations, namely EU Project Innovation Centre (EUPIC) and Shanghai Technology Transfer and Exchange. In 2013-14, EEN Russia remained one of the main contributors of PAs in third countries (41 PAs). On the other hand, EEN Brazil and EEN India still find it difficult to generate concrete results from their Network participation. In total, both consortia achieved merely 3 and 1 Partnership Agreements respectively within the 2-years period.

5.1.2. Other countries

Partnership Agreements established by Business Cooperation Centres from all other countries



Among the other countries, EEN Switzerland facilitated 31 business, technology or research agreements. Equally well performed the Business Cooperation Centres in Korea (21 PAs) and Mexico (18 PAs).

5.1.3. Share of total number of Partnership Agreements achieved in 2013-14

In the contractual period 2013-14, the overall Network including also the European partners achieved

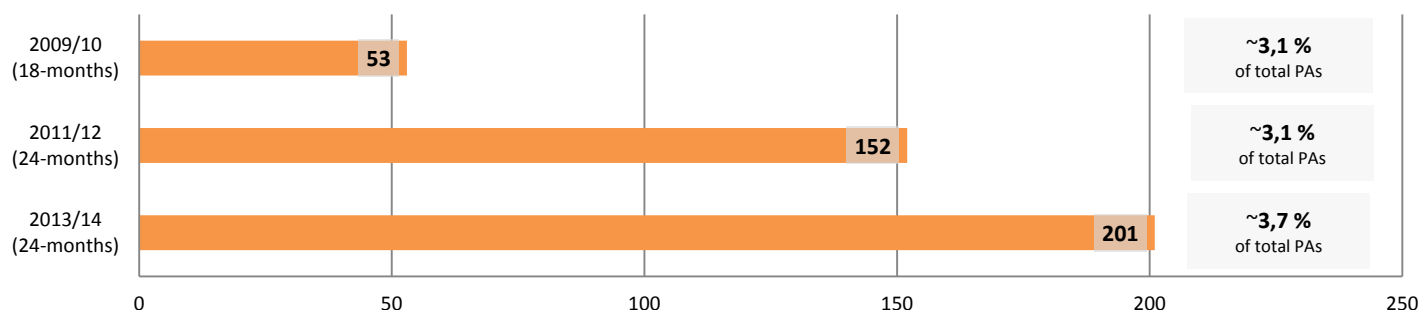
- 4300 PAs with 2 Network partners involved
- 1200 PAs with 1 Network partner involved

This makes a total of

- 5500 PAs in total³

Out of these 5500 PAs, 201 Partnership Agreements were achieved with the help of the Business Cooperation Centres. This accounts for 3,7% of all PAs. As compared to the previous contractual periods, the share of PAs achieved with the support of the Business Cooperation Centres keeps on growing. It should be noted that Business Cooperation Centres can only report Partnership Agreements, which were established together with European Network partners.

Evolution of number of PAs achieved by Business Cooperation Centres and % of total



5.2. Organisation of Brokerage events and company missions



One of the main activities of the Business Cooperation Centres is the organisation of brokerage events (b2b events) and company missions together with EU-based Enterprise Europe Network partners. These brokerage events usually take place at major international fairs within the European Union or third countries. Joint brokerage activities are encoded and promoted via the Network's event calendar⁴. The main beneficiaries of these events are European SMEs and companies in third countries.

The main performance indicators assessed are:

- **Clients in brokerage events and company missions:** Number of local companies recruited for brokerage events (b2b events) and/or company missions organised with European Network partners

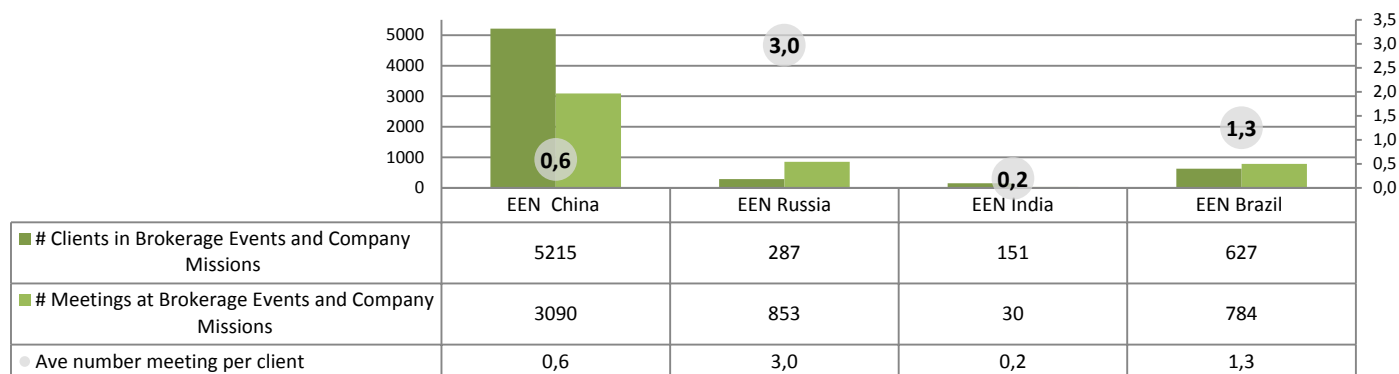
³ Figures are rounded for simplicity

⁴ Link to the Enterprise Europe Network's Event Calendar: <http://een.ec.europa.eu/tools/services/EVE/Event/ListEvents>

- **Meetings at brokerage events and company missions:** Number of meetings organised/facilitated for companies recruited for brokerage events/company missions

5.2.1. BRIC countries

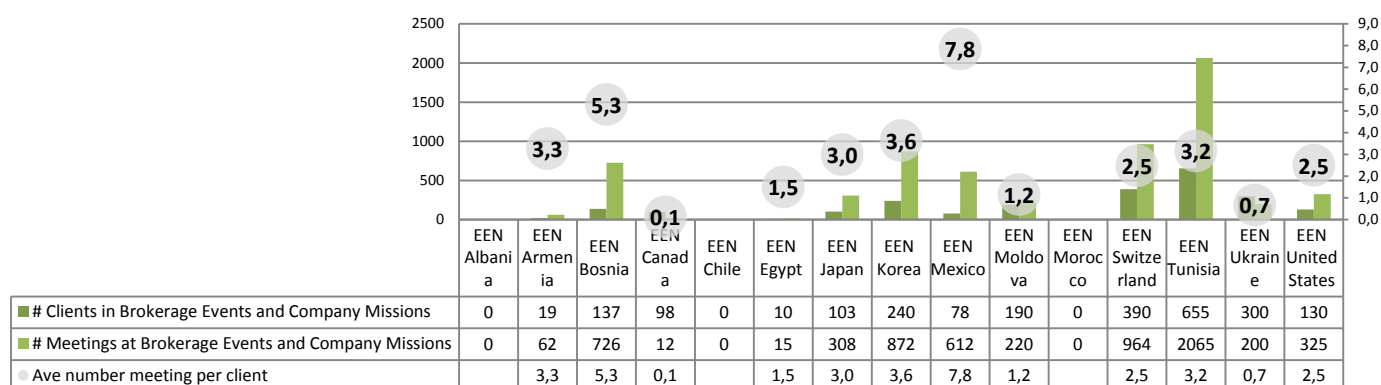
Number of companies recruited and meetings held



In total, EEN China recruited over 5000 Chinese companies or entrepreneurs to attend brokerage events organised in the framework of the Enterprise Europe Network. Overall, 3000 meetings or business connections were established with European SMEs. A large percentage of these figures were achieved by the EU Project Innovation Centre (EEN West & North China) during their annual business & technology fair in Chengdu. All EEN consortia in BRIC countries have made at least a satisfactory contribution to the Network's brokerage activities in 2013-14. EEN China and EEN India remained below the benchmark of at least 1 meeting per client recruited for a brokerage event or company mission.

5.2.2. Other countries

Number of companies recruited and meetings held



EEN Korea, Switzerland, Mexico, Tunisia and the United States can be regarded as regular co-organisers of international b2b matchmaking meetings with European Network partners.

5.3. Generation and dissemination of Partnership Proposals

1,563
Partnership Proposals

Technology and business offers & requests generated or disseminated via Network database



1,561

Expressions of interest received from EU SMEs

880

Expressions of interest made for EU proposals

Generation and dissemination of Partnership Proposals

Partnership Opportunities Database (POD)

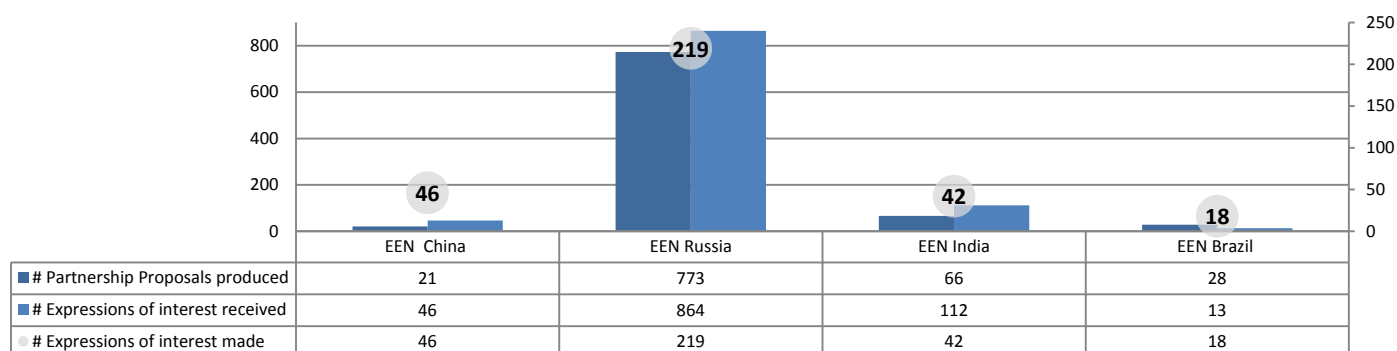
The Enterprise Europe Network maintains an online database with several thousands of business, technology and research partnership proposals, the so-called *Partnership Opportunities Database (POD)*⁵. Network partners meet with selected local businesses to assess their internationalisation and innovation potential. Further to this needs assessment, Network partners encode partner searches, e.g. for joint commercial or research collaboration in the database or insert a particular technology need or offer. These partnership proposals are then disseminated to all regions covered by the Network. European Network partners and Business Cooperation centres in third countries disseminate these proposals via email alerts or translated profiles in their host structure newsletters or homepages.

The main performance indicators assessed are:

- **Partnership proposals produced:** Number of partnership proposals from local companies encoded in the Network's Partnership Opportunities Database (POD), i.e. business offers/requests, technology offers/requests or research partnership proposals
- **Expressions of interest received:** Number of expressions of interest received from companies in Europe for partnership proposals encoded in the POD
- **Expressions of interest made:** Number of expressions of interest made for European partnership proposals from local companies

5.3.1. BRIC countries

Number of profiles encoded in POD and expressions of interest received/made

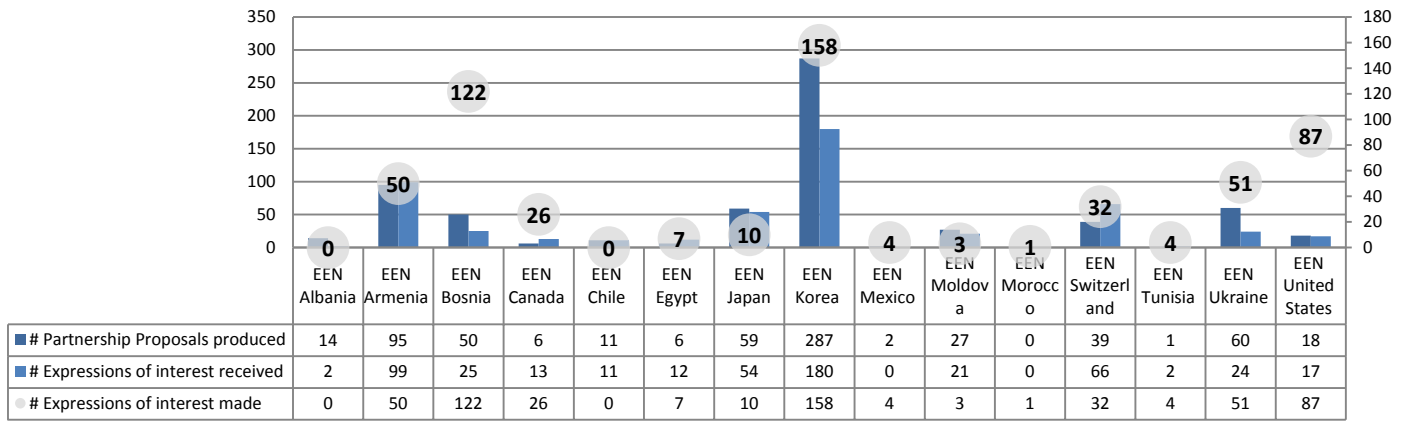


EEN Russia remains a frequent user of the POD. The Russian consortium covers the entire country with the help of a vast sub-network, including also remote regions in Siberia. Within the 2-years period, EEN Russia encoded nearly 800 profiles. The interest among European SMEs for partnership proposals from Russian and other major growth markets such as China and India companies remains high. Each profile triggered at least 1 expression of interest from an EU SME. The partnership proposals from China, Russia and India are at least partly technology oriented while EEN Brazil seems to focus on the encoding of commercial proposals, e.g. search for distributors of Brazilian agricultural goods in Europe. With exception of EEN Russia (219 expressions of interest made on behalf of Russian SMEs), the other BRIC consortia will be asked to improve the dissemination of European partnership proposals in their countries.

5.3.2. Other countries

Number of profiles encoded in POD and expressions of interest received/made

⁵ Link to the Enterprise Europe Network Partnership Opportunities Database (POD): <http://een.ec.europa.eu/services/technology-transfer>



EEN Armenia, Japan, Korea, Switzerland and Ukraine are frequent users of the Partnership Opportunities Database. Consortia such as EEN Mexico and Tunisia seem to focus their Network activities on the co-organisation of b2b events and are somewhat neglecting the use of the POD. The dissemination strategy of European partnership proposals in Canada, Chile, Egypt, Japan, Mexico and Tunisia needs to be further improved. Only very few expressions of interest were made for EU partnership proposals.

5.4. Exchange of market intelligence



5,070

Questions answered from European companies and Network partners on market access and partner searches

PROVIDING MARKET INFORMATION
For international markets



**BRAZIL
RUSSIA
CHINA
INDIA
MEXICO
KOREA**

Exchange of market information with EU partners

e.g. rules & regulations, customs, standards, partner searches, etc.

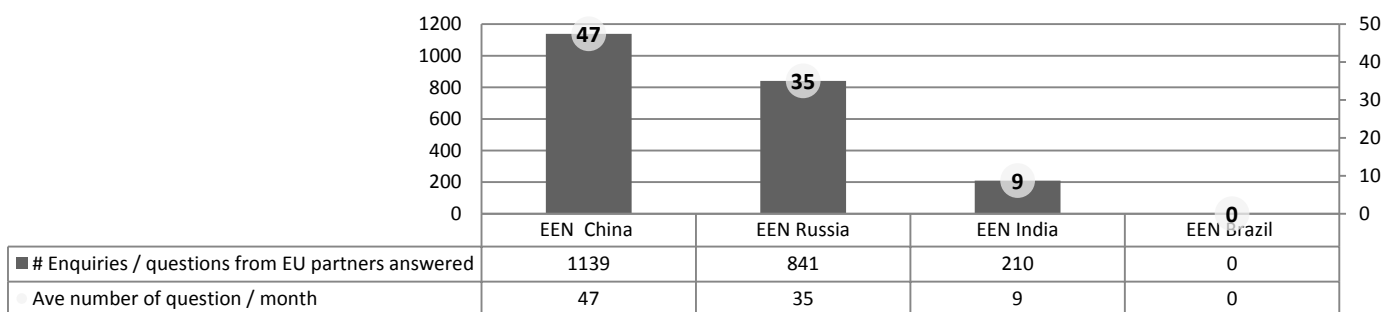
Business Cooperation Centres remain important first contact points for European Network partners and SMEs. Business Cooperation Centres provide first hand market information on rules & regulations, standards, customs issues and often offer background checks on the trustworthiness of potential local business partners for European SMEs.

The main performance indicator assessed is:

- **Network questions answered:** Number of questions answered from European SMEs on partner searches, market access matters, regulatory issues or standards

5.4.1. BRIC countries

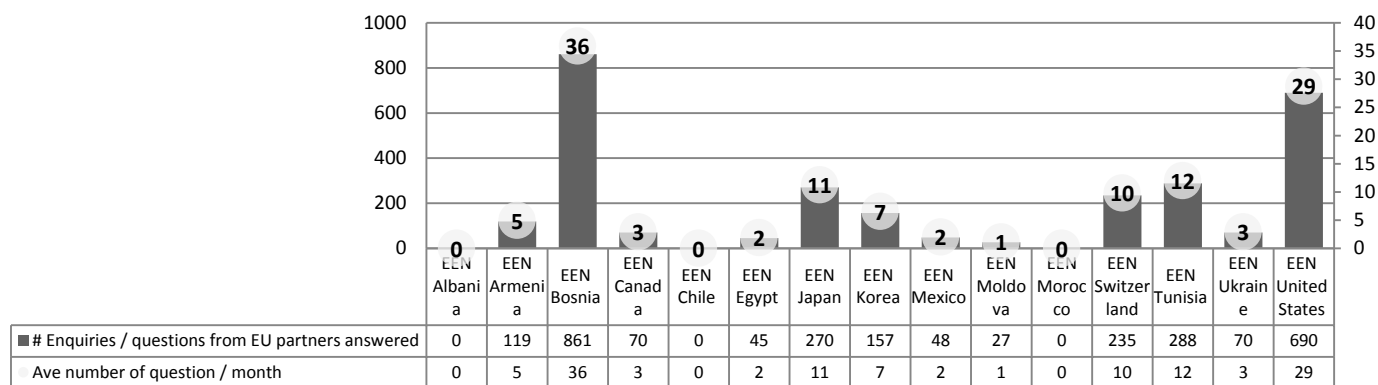
Number of answered questions coming from EU SMEs



EEN China and Russia answered nearly 40% of all questions received by Business Cooperation Centres. This amounts to approx. 40 questions on average per month from European Network partners and SMEs.

5.4.2. Other countries

Number of answered questions coming from EU SMEs



EEN Bosnia, Japan, Switzerland, Tunisia and the United States are some of the Business Cooperation Centres most frequently contacted by the European Network partners and EU SMEs.

6. CONCLUSIONS

The figures reported and extracted from the Network's databases show a positive trend with regard to the overall performance of the Business Cooperation Centres. The total number and share of Partnership Agreements or business deals (201 PAs) established with the support of the Business Cooperation Centres continues increasing and attained 3,7% in 2013-14 (3,1% in previous periods). With a growing number of countries and Business Cooperation Centres, particularly in Asia but also other important growth markets, a share of 5 to 7 % of total Partnership Agreements seems realistic by the end of the COSME programme period in 2020. However, further training and animation activities from EASME are required to fully integrate the Business Cooperation Centres into the Enterprise Europe Network.

End of report

7. ANNEX – LIST OF BUSINESS COOPERATION CENTRES OF THE COSME NETWORK

7.1. BRIC



BRAZIL

National Confederation of Industry (CNI) **Confederação Nacional da Indústria**

- Location: [Brasília](#)
- Type of organisation: Regional/National Development Agency
- Main area of expertise: the organisation has a proven track record of facilitating cross-border commercial cooperation
- Get in touch with [Ms Ludmila Jesus da Silva Carvalho](#): icarvalho@cni.org.br

CNI is the highest entity representing Brazilian industry. Created in 1938, it coordinates a system consisting of Industry Federations in 27 states, to which over 1,250 employers' unions are affiliated. One of the main roles of CNI is to lead and strengthen joint actions in the Industry System. CNI also coordinates the Brazilian Network of International Business Centers, the CIN Network, which provides support services for the internationalization of Brazilian companies nationwide. It has a network of 25 Regional Innovation Centers in partnership with SENAI, the Euvaldo Lodi Institute (IEL) and SEBRAE. The institution coordinated the MCV Consortium at AI-Invest and the 2013-2014 ENN Brazil.

National Service for Industrial Training (SENAI) **Serviço Nacional de Aprendizagem Industrial**

- Location: [Brasília](#)
- Type of organisation: University/Research Institute
- Main area of expertise: the organisation has a proven track record facilitating cross-border technology transfer
- Get it touch with [Mr Frederico Lamego de Teixeira Soares](#): lamego@cni.org.br

SENAI is the largest professional and technological education center in Latin America, training more than 2.3 million workers each year. It is a legal entity of private law classified as social service. It provides support to companies in 28 industrial areas by training and rendering technical and technological services such as consultancy to the production sector, laboratory tests, applied research and technological information. It has 809 fixed and mobile operation units in the 27 states and a certified network of 208 laboratories. It supports new industries and technology centers in investing in Brazil, promotes product adaptation, technology transfer and R&D&I partnerships.

Brazilian Institute of Information on Science and Technology (IBICT) **Instituto Brasileiro de Informação em Ciência e Tecnologia**

- Location: [Brasília](#)
- Type of organisation: Government Institution
- Main area of expertise: the organisation has a proven track record facilitating cross-border research collaboration
- Get in touch with [Mr Paulo Egler](#): pegler@ibict.br

The IBICT is the branch of the Ministry of Science, Technology and Innovation (MCTI) engaged in prospecting and disseminating information in the field of Science, Technology and Innovation (ST&I). It works to expand and promote access to national and international databases. Among its projects, special mention should be made of the New Brazilian Bureau for Enhancing International Cooperation with the European Union (Project BB.Bice-2007-2011), which supported cooperation activities in science, technology and innovation between Brazil and the EU through technical assistance, in the pursuit of Brazilian and European partners, as well as in the preparation of proposals.



RUSSIA

The Foundation for Assistance to Small Innovative Enterprises (FASIE)

Фонд содействия развитию малых форм предприятий в научно-технической сфере

- Location: [Moscow](#) & 65 Russian regions
- Type of organisation: Government Institution
- Main area of expertise: the organisation has a proven track record facilitating cross-border technology transfer
- Get in touch with [Mr Nikolay Kapranov](#): kapranov@fasie.ru

FASIE's mission is financial, infrastructure, information, promotion & other support for innovative SME set to produce high-tech & knowledge-based products & services implementing their own intellectual property; development & maintenance of national & regional infrastructure for innovative SME support & capacity building; leverage private investments to innovative SME; facilitate international cooperation & technology transfer for SME, research collaboration. FASIE takes part in a number of bilateral & multilateral international programs such as EUREKA; it served as National Contact Point for the EU FP7 & has been just appointed as the Horizon 2020 National Contact Point in Russia.

Russian Union of Innovation & Technology Centers (RUITC)

Союз инновационно-технологических центров России

- Location: [Moscow](#) & 19 regions of Russia
- Type of organisation: Professional Association
- Main area of expertise: the organisation has a proven track record facilitating cross-border technology transfer and research collaboration
- Get in touch with [Mr Lyubomir Trifunovich](#): ltrifunovich@unicm.ru

Created in 2000 RUITC supports activities of innovation & technology, engineering & technology centers, science parks, business incubators engaged in SME high tech & commercialization. It aims at stimulation of SME innovation activity, setting of relevant innovations support infrastructure, technology transfer, facilitation of the establishment & funding of the R&D & innovation internationalization including such EU program as FP7. It participates in Gate2RuBIN project. It supported creation of 1800 SME & implemented 3500 innovation projects, 52 international brokerage events, 14 international conferences, 110 business schools, 30 business missions, 10 international exhibitions.

Russian Agency for Small & Medium Business Support (RASMB)

Российское агентство поддержки малого и среднего бизнеса

- Location: [Moscow](#) & 46 Russian regions
- Type of organisation: Private Consultancy Company
- Main area of expertise: the organisation has a proven track record of facilitating cross-border commercial cooperation and technology transfer.
- Get in touch with [Mr Alexander Ermoshin](#): ermoshin@siora.ru

Created in 1992 RASMB has as its main activity information & consultancy support for SME, study of their needs & demands & development of respective support & development programs & strategies, internationalization & technology transfer, creation & development of favorable environment, cooperation with relevant federal government authorities & development institutions, arrangement of international & interregional broker events, conferences & business missions. For the last 5 years RASMB supported more than 4500 SME to solve economic, financial, legal, organisational & management issues.



INDIA

European Business and Technology Centre (EBTC)

- Location: [New Delhi](#) - Head Office, [Bengaluru](#), [Kolkata](#) & [Mumbai](#)
- Type of organisation: EU-financed business centre
- Main area of expertise: the organisation has a proven track record of facilitating cross-border commercial cooperation and technology transfer
- Get in touch with [Mr Joerg Uehlin](#): uehlin@ebtc.eu

Launched in 2008, the European Business and Technology Centre (EBTC) is a programme co-funded by the European Union and coordinated by EUROCHAMBRES. Our mission is to assist the Business, Science & Research Community - in Europe and India - to work together towards generating new business opportunities in clean technology transfer, and establishing business relevant cooperation in the field of research, science and technology. Our focus is to become a reference point for promoting European clean technologies in India and to be recognised for the quality of its services, its knowledge of the Indian market and its capacity to reach out to the entire European business and research community.

Steinbeis Centre for Technology Transfer India (SCTI)

- Location: [Hyderabad](#)
- Type of organisation: Private Consultancy Company
- Main area of expertise: the organisation has a proven track record facilitating cross-border technology transfer and research collaboration
- Get in touch with [Mr Goyal, Vineet Kumar](#): vineet@steinbeisindia.com

Steinbeis is a Technology Service Provider to industries - mainly SME's, across the globe. Steinbeis Network consists of over 1000 Transfer Centres and partners in 58 countries. The service portfolio comprises of Technology Consulting, Scouting, Evaluation, Applied Research & Development, Transfer, Training and Further Education. Apart from a Technology Network of 20 Centres and Consultants in India, Steinbeis India is also tied-up with various Technology Transfer Organisations in Russia, Hungary, North America, South Korea, Singapore, China and Australia.

The Confederation of Indian Industry (CII)

- Location: [New Delhi](#), [Bangalore](#), [Hyderabad](#), [Mumbai](#) & [Kolkata](#)
- Type of organisation: Chamber of Commerce
- Main area of expertise: the organisation has a proven track record of facilitating cross-border commercial cooperation
- Get in touch with [Ms Seema Gupta](#): seema.gupta@cii.in

CII is a non-government, not-for-profit, industry-led and industry-managed organization, playing a proactive role in India's development process. Founded in 1895, India's premier business association has over 7200 members, from the private as well as public sectors, including SMEs and MNCs, and an indirect membership of over 100,000 enterprises from around 242 national and regional sectoral industry bodies. With 64 offices, including 9 Centres of Excellence, in India, and 7 overseas offices in, as well as institutional partnerships with 312 counterpart organizations in 106 countries, CII serves as a reference point for Indian industry and the international business community.

Global Innovation & Technology Alliance (GITA)

- Location: [New Delhi](#)
- Type of organisation: Public Consultancy Company
- Main area of expertise: the organisation has a proven track record facilitating cross-border technology transfer and research collaboration
- Get in touch with [Mr. Sona Pradeep](#): sona.pradeep@gita.org.in

GITA is a "non-for-profit" Section-25 Public Private Partnership (PPP) company promoted jointly by the Technology Development Board (TDB), Department of Science & Technology (DST), Government of India (GoI) and the Confederation of Indian Industry (CII). GITA was institutionalized as a legal entity and incorporated as a private limited company. GITA is an Innovative mechanism between Government of India and Indian industry for attracting Indian industry's investment in technology by Mapping technology gaps, Evaluating technology offers across the globe on appropriateness from techno-economic perspective for India.

The Federation of Indian Export Organisations (FIEO)

- Location: [New Delhi](#), [Bangalore](#), [Kolkata](#), [Hyderabad](#) & [Mumbai](#)
- Type of organisation: Professional Association
- Main area of expertise: the organisation has a proven track record of facilitating cross-border commercial cooperation
- Get in touch with [Mr Chandranath Som](#): csom@fieo.org

FIEO is a nonprofit organisation set up by the Ministry of Commerce, Govt. of India in the year 1965 to co-ordinate and focus the efforts of all organisations in the country engaged in export promotion. The Federation has evolved into a key player in the promotion of trade, investment and collaboration. FIEO members representing large, medium & small scale exporting units contribute around 70% global exports of India. Its membership comprises of exporting firms with strong credentials, called Government-recognised Export House, Star Export House, Trading House, Star Trading House and Premier Trading Houses besides Consultancy firms. Currently the FIEO membership stands at approx 20000.



CHINA

West & North China

- Your contact in EASME: [Thomas STEIERT](#)
- European mentors: [Roland Billing](#) (Enterprise Europe Network Germany) & [Giovanna Ferraro](#) (Enterprise Europe Network Italy)

Geographical coverage

- The consortium covers all regions of Western and Northern China, incl. Beijing and Chengdu

EU Project Innovation Centre (EUPIC)

欧盟项目创新中心 (成都)

- Location: [Chengdu](#) with regional branches in Beijing, Brussels & Qingdao
- Type of organisation: Private Consultancy Company
- Main area of expertise: the organisation has a proven track record of facilitating cross-border commercial cooperation and technology transfer
- Get in touch with [Ms Silver Tian](#): silver_tian@eupic.org.cn

EUPIC promotes commercial, technological and research internationalisation services among organisations of all levels, ranging from companies, universities and RTD institutes, science and technology parks, industrial clusters and governmental organisations. Since joining the EEN in year 2011, EUPIC has successfully supported more than 50 EU businesses to establish in China and welcomed more than 3.000 business visitors. EUPIC has also organized over 100 face-to-face meetings between European businesses with companies in Western China. EUPIC also acts as a project partner in a lot bilateral and multilateral development programmes funded by both the Chinese government and the EU.

EU SME Centre

欧盟中小企业中心

- Location: [Beijing](#)
- Type of organisation: EU-financed business centre
- Main area of expertise: the organisation has a proven track record of facilitating cross-border commercial cooperation

- Get in touch with [Mrs Anne-Laure Maddy: anne-laure.maddy@eumecentre.org.cn](mailto:anne-laure.maddy@eumecentre.org.cn)

The EU SME Centre helps European SMEs get ready for China. The Centre offers a comprehensive range of support services for SMEs looking to export to China or invest in the market, including business advice, technical assistance, market studies, training workshops, networking, and B2B matchmaking. The Centre also works on advocacy and feeds into European-level dialogues to promote SME's business interests.

East China

- Your contact in EASME: [Thomas STEIERT](mailto:Thomas.STEIERT@eumecentre.org)
- European mentors: [Nicoletta Marchiandi](mailto:Nicoletta.Marchiandi@eumecentre.org) (Enterprise Europe Network Italy) & [Nikola Balic](mailto:Nikola.Balic@eumecentre.org) (Enterprise Europe Network Croatia)

Geographical coverage

- Shanghai, Jiangsu province, Zhejiang province, Guangdong province & Fujian province

Shanghai Technology Transfer and Exchange (STTE)

上海技术交易所

- Location: Shanghai
- Type of organisation: Government Institution
- Main area of expertise: the organisation has a proven track record facilitating cross-border technology transfer and research collaboration
- Get in touch with [Ms Zheng Bi: zhengbi@stte.sh.cn](mailto:zhengbi@stte.sh.cn)

Shanghai Technology Transfer and Exchange is China's first permanent state-level technology market, jointly founded by the Ministry of Science & Technology and Shanghai Municipality in December 1993. As a public S&T service organization, its mission is to promote the trade of technology and hi-tech products between different regions, industries and organizations and facilitate the industrialization and commercialization of S&T achievements. STTE strives to support SME innovation and development with customized solutions that meet their demands of businesses, technological innovation, scouting for partners.

Jiangsu Province High-Tech Innovation Service Center (JSHISC)

江苏省高新技术创业服务中心

- Location: Nanjing, Jiangsu Province
- Type of organisation: Government Institution
- Main area of expertise: the organisation has a proven track record of facilitating cross-border commercial cooperation and technology transfer
- Get in touch with [Ms Xie Xiuhong: xie-xiu-hong@163.com](mailto:xie-xiu-hong@163.com)

Jiangsu Province High-Tech Innovation Service Center was established in 1996 and was certified as a state-level hi-tech innovation service center by the Ministry of Science and Technology of China. In 2001, it was certified as Jiangsu Technology Property Exchange (current partner of EEN East China 2012-2014), Jiangsu Torch Plan Management Center. Since it was approved as Jiangsu regional station of China Innovation Relay Center in July 2012, it has established an Innovation Relay Center system with 13 city-level branches and 70 service offices in Jiangsu.

Hangzhou Productivity Promotion Center (HPPC)

杭州市生产力促进中心

- Location: Hangzhou, Zhejiang province
- Type of organisation: Public Consultancy Company
- Main area of expertise: the organisation has a proven track record of facilitating cross-border commercial cooperation and technology transfer
- Get in touch with [Ms Li Yixiao: liyx0810@sina.com](mailto:liy0810@sina.com)

Hangzhou Productivity Promotion Center was established in 1999, composed of departments dedicated to technology consultancy, enterprise communication, technology information and contract registration, providing various technology services for enterprises. Besides, the center is responsible for the operation and management

of several online platforms, including Hangzhou Division of Zhejiang Online Technology Market and Hangzhou Science and Technology Intermediary Service Platform, Hangzhou Knowledge Market, altogether serving over 1500 enterprises. The center has built a supporting system of S&T intermediary service and formed a collaboration network of S&T intermediary services.

Guangzhou Torch Hi-Tech Innovation Center (GTHIC)

广州火炬高新技术创业服务中心

- Location: Guangzhou, Guangdong province
- Type of organisation: Government Institution
- Main area of expertise: the organisation has a proven track record of facilitating cross-border commercial cooperation and technology transfer
- Get in touch with [Ms Wu Xiaojing: gz_torch@126.com](mailto:gz_torch@126.com)

The Guangzhou Torch Hi-Tech Innovation Center was established in 2001 as the state-level hi-tech innovation service center certified by the Ministry of Science and Technology of China. The center is devoted to integrating various S&T innovation resources, building regional innovation systems, overall planning and coordination. GTHIC provides SMEs with innovation and industrialization service. To address the core issues of capital, technology and talent facing the development of SMEs, GTHIC is building three integrated service platforms featuring investment and financing service, technology R&D and S&T intermediary service respectively.

China Council for the Promotion of International Trade Fujian Sub-Council (CCPIT, Fujian Sub-Council)

中国国际贸易促进委员会福建省分会

- Location: The organisation is located in Fuzhou, the capital city of Fujian province
- Type of organisation: Chamber of commerce
- Main area of expertise: the organisation has a proven track record of facilitating cross-border commercial cooperation and technology transfer
- Get in touch with [Ms Cai, Lihong: lihong_cai2000@163.com](mailto:lihong_cai2000@163.com)

CCPIT Fujian Sub-Council is a provincial governmental economic and trade promotion organization, which mainly serve enterprises and entities from Fujian's economic and trade sector. It's a provincial sub-council of the national CCPIT. It aims to promote international cooperation in trade, capital utilization and advanced technology transfer through the method of participating or organizing international business conference, brokerage events and fairs etc. Legal service is another important function of CCPIT Fujian. CCPIT Fujian Sub-Council operates 8 branches, 4 industrial branches and 43 county-level organizations for the promotion of international trade province-wide, with 3,600 member enterprises.

Central China

- Your contact in EASME: [Thomas STEIERT](mailto:Thomas.STEIERT@eumecentre.org)
- European mentor: [Mr Kenneth Gordon](mailto:Mr.Kenneth.Gordon@eumecentre.org) (Enterprise Europe Network United Kingdom)

Geographical coverage

- The consortium covers three provinces in Central China, which are Hunan, Henan and Hubei.

China Council for the Promotion of International Trade Hunan Sub-council (CCPIT Hunan)

- Location: Changsha; 14 branches located respectively in Changsha, Zhuzhou, Xiangtan, Hengyang, Shaoyang, Yueyang, Changde, Zhangjiajie, Yiyang, Chenzhou, Yongzhou, Huaihua, Loudi and Xiangxi.
- Type of organisation: Chamber of Commerce
- Main area of expertise: the organisation has a proven track record of facilitating cross-border commercial cooperation
- Get in touch with [Mrs. ZHENG Oiwen \(Phoebe\): zhengqiwen@hncppit.org](mailto:Mrs.ZHENG.Oiwen@hncppit.org)

CCPIT Hunan is now using its own OA tool composed of an office automation system and a data processing system, including modules of management of business cooperation supply and demand projects (over 5000 pieces), business profile databases, successful cases, information of experts and brokers and intermediate service

organizations. The users can search for and browse information in the database using keywords or industry categories as filters. With the contact information provided in the system, they can contact the owners of projects they are interested in. CCPIT Hunan has served more than 3000 local companies and organizations.

Hunan Institute of Science and Technology Information (HISTI)

- Location: [Changsha](#)
- Type of organisation: University/Research Institute
- Main area of expertise: the organisation has a proven track record of facilitating cross-border technology transfer and research collaboration.
- Get in touch with [Ms LI Weisi](#): hnciinter@163.com

Founded in 1959, HISTI is a non-profit public research institute, which is directly subordinate to Hunan Department of Science and Technology. It is the biggest comprehensive sci-tech information collection, storage, processing and transmission service institute in Hunan as well as a sci-tech information consulting service center. It has rich project resources from universities, colleges and research institutes. In addition, they have established a China-France Technology Cooperation Platform which has successfully operated for several years. In 2015, a big project named Hunan International Technology Transfer Platform will be launched by HISTI which supported by local government.

Changsha High-tech Zone Innovation Service Centre (CHISC)

- Location: [Changsha](#)
- Type of organisation: Public Consultancy Company
- Main area of expertise: the organisation has a proven track record of facilitating cross-border technology transfer and research collaboration
- Get in touch with [Ms. Chen Ying](#): cssattc@gmail.com

Changsha High-tech Zone Innovation Service Center was founded by Changsha National High-tech Industrial Development Zone Hunan Province China in 1999. Its service mainly focuses on integrated service for SMEs. To help the SMEs grow up, CHISC has settled several platforms as the access to government backed public resources. Through these platforms enterprises can obtain incubate services such as company registration, office & factory leaseing, financial support, government funding, cross-country technology & business cooperation support. It has established China-Italy Technology Transfer Platform which promotes the technology cooperation between the two countries.

Wuhan Science & Technology Transfer Center (WSTTC)

- Location: [Wuhan](#)
- Type of organisation: Public Consultancy Company

- Main area of expertise: the organisation has a proven track record of facilitating cross-border technology transfer and research collaboration
- Get in touch with [Mr Fu Zhengbing](#): 438770551@qq.com

Wuhan Science & Technology Transfer Center WSTTC was founded in 1984, which is a nonprofit institution for public benefit. It has established long-term cooperative relationships with well-known universities, institutes, and technology transfer service agencies in Hubei region. It provides the most innovative solutions to their customers and collaboration partners in the area of machinery, electronics, chemistry, materials, mechatronics, biotechnology, agriculture, forestry, economy, etc. They also hold some B2B meetings, training sessions, company missions or seminars for SMEs concerning the international technology transfer and cooperation.

China Council for the Promotion of International Trade Henan Provincial Committee (CCPIT Henan)

- Location: [Zhengzhou](#)
- Type of organisation: Chamber of Commerce
- Main area of expertise: the organisation has a proven track record of facilitating cross-border commercial cooperation
- Get in touch with [Mr LEI Baoping](#): leibaoping@aliyun.com

Founded in 1984, CCPIT Henan is a provincial foreign trade and investment promotion organization, composed of well-known persons, enterprises and organizations in economic and trade circles under the leadership of People's Government of Henan Province and CCPIT in Beijing. It began to use the title of China Chamber of International Commerce Henan Chamber of Commerce concurrently from 1988. The simultaneous use of the two names indicates that it takes double responsibilities: an international business and trade promotion organization under the direct leadership of Henan Provincial People's Government, and also a local international chamber of commerce with more than 2,000 members.

China Council for the Promotion of International Trade Hubei Sub-Council (CCPIT Hubei)

- Location: [Wuhan](#)
- Type of organisation: Chamber of Commerce
- Main area of expertise: the organisation has a proven track record of facilitating cross-border commercial cooperation
- Get in touch with [Mr Yu Jiazhu](#): yjz30999@126.com

CCPIT Hubei was founded in 1957. It aims to promote foreign trade, attract and utilize foreign capital, introduce advanced foreign technology and foster various forms of economic and technical cooperation with foreign countries in accordance with the government's policies and laws so as to strengthen Hubei's economic and trade relations with other countries and regions. Their main business scope includes organizing exhibitions and various trade and investment events domestic and abroad, legal service, information consultancy and training, working as bridges between enterprises and government, enterprises and enterprises, and enterprises and foreign markets, soon.

7.2. Other countries

Maghreb & Middle East



EGYPT

Industrial Modernization Center (IMC)

- Location: [Cairo](#)
- Type of organisation: Regional/National Development Agency
- Main area of expertise: the organisation has a proven track record of facilitating cross-border commercial cooperation

- Get in touch with [Mr Amr Taha](#): amrtaha@imc-egypt.org

The Industrial Modernization center (IMC) objective is to be the prime development organization for industry modernization, contributing to Egypt's sustainable economic growth. IMC started delivering services since 2002 and built up its portfolio based on a demand driven basis to accommodate with the continuous needs and ongoing challenges of the industry. IMC has: 18 regional offices; A team of 270 well developed/professional staff; Over 13,000 Clients, more than 100,000 services provided across 9 industrial sectors. Currently IMC is offering the following services: Business Development services; Accumulative (Industrial & Business) knowledge base; Sectoral development studies.

Industrial Council for Technology & Innovation (ICTI)

- Location: [Cairo](#)
- Type of organisation: Government Institution
- Main area of expertise: the organisation has a proven track record facilitating cross-border technology transfer
- Get in touch with [Mr Mohamed Samy El Afifi](#): mohamed.samyelaffi@gmail.com

ICTI is a sector within the Ministry of Industry, Trade and SMEs whose role is to advocate policies, design and implement Technological & Industrial Development plans and programs that aim at enhancing the competitiveness of the Egyptian Industry in global markets. The council is the managing and supervising body of 12 technology transfer and innovation centres providing a broad range of services to different industrial sectors in 23 governorates in Egypt. Services include: technology transfer and innovation, technical assistance, product testing and development as well as capacity building.

Egyptian Junior Business Association (EJB)

- Location [Cairo](#)
- Type of organisation: Professional Association
- Main area of expertise: the organisation has a proven track record of facilitating cross-border commercial cooperation
- Get in touch with [Mr Sherif El Sadek](#): sherif.elsadek@ejb.org.eg

EJB is a dynamic organization that works as a forum for business people committed to developing an outstanding culture of excellence while taking an active part in the overall development of Egypt. To be the Leading Business Association enhancing business environment and positively impacting the Egyptian Society towards sustainable development. EJB provides a platform for dynamic business people to drive positive change in the Egyptian society and promote a culture of excellence and ethics; through fostering innovative economic, social and environmental initiative.

Egyptian Organization for Standardization and Quality (EOS)

- Location: [Cairo](#)
- Type of organisation: Government Institution
- Main area of expertise: the organisation has a proven track record in project coordination and management
- Get in touch with [Ms Rehab Abdel Azizi](#): rehabaziz@gmail.com

EOS is the competent and official body in Egypt responsible for standardization activities, quality and industrial metrology aiming at increasing the competitiveness of the Egyptian products in the international and regional markets along with consumer's and environment protection. The EOS is entrusted with a broad range of responsibilities including for example the issuing of Egyptian standards, testing and certification of products and providing technical consultancy and information in the field of standards, quality, and measurements.

Egyptian Commercial Service (ECS)

- Location: [Cairo](#)
- Type of organisation: Government Institution
- Main area of expertise: the organisation has a proven track record of facilitating cross-border commercial cooperation
- Get in touch with [Mr Sherif Eissa](#): ShEissa@ecs.gov.eg

The ECS is a Governmental trade and Investment Promotion organization with 56 offices in the World and 17 offices in the European Union. The ECS objectively gives international trade and investment support to the trade community in Egypt and works within the Government with trade diplomacy and agreements negotiation activities.



ISRAEL

MATIMOP - Israeli Industry center for Research and Innovation (MATIMOP)

ופיתוח למחקר ישראלי תעשייה מרכז - פ"מתימו

- Location: [Tel Aviv](#)
- Type of organisation: Government Institution
- Main area of expertise: the organisation has a proven track record facilitating cross-border research collaboration
- Get in touch with [Mr Ran Arad](#): ran@iserd.org.il

MATIMOP is the executive agency of the Office of the Chief Scientist (OCS) at Israel's Ministry of Economy as well as the official national agency for Industrial R&D. MATIMOP is responsible for promoting technological cooperation, multi-national RTD collaboration and EU related programming in Israel. ISERD, under the umbrella of MATIMOP, is the European platform of the OCS with all industrial R&D activities under its responsibility. MATIMOP-ISERD manages nationally European projects such as Horizon2020, EUREKA, and Enterprise Europe Network. MATIMOP administers several national programs including the Technological Incubator Program and the technological R&D programs MAGNET and TNUFA.

Manufacturers Association of Israel (MAI)

בישראל התעשיינים התאחדות

- Location: [Tel Aviv](#)
- Type of organisation: Professional Association
- Main area of expertise: the organisation has a proven track record of facilitating cross-border commercial cooperation and technology transfer
- Get in touch with [Mr Sima Amir](#): Simaa@industry.org.il

The Manufacturers Association of Israel (MAI) is Israel's largest employer's organization, with a membership of nearly 1,200 companies accounting for over 85% of Israel's industrial output. MAI maintains strong relationships with most of Israel's business community and assists in the growth of Israel's technology sector. MAI is involved in all matters of international industrial cooperation and trade between Israeli and global companies, as well as organizes business seminars, round tables and meetings with foreign delegations. MAI works closely with the European Commission and its financial institutions, industrial associations, Chambers of Commerce, Foreign Trade offices and others.

The Israel Export and International Cooperation Institute (IEICI)

לאומי-בין פעולה ושיתוף לייצוא הישראלי המכון

- Location: [Tel Aviv](#)
- Type of organisation: Professional Association
- Main area of expertise: the organisation has a proven track record of facilitating cross-border commercial cooperation
- Get in touch with [Mr Uri Pachter](#): urip@export.gov.il

IEICI promotes exports through initiatives and programs in many countries. IEICI maintains working relations with commercial attachés and business development representatives in Israel and trade organizations throughout the world. It provides information and consulting services, offers connections and assistance in promoting exports as well as complementary services for the international business community. IEICI organizes commercial delegations as well as national pavilions and information centers at international exhibitions. IEICI operates through two business development divisions, a technology industries division and a consumer goods division, plus professional services units.



JORDAN

Jordan Enterprise Development Corporation (JEDCO)

- Location: [Amman](#) is JEDCO's headquarter with satellite offices in Aqaba, Irbid, Jerash, Karak, Madaba, and Tafeeleh.

- Type of organisation: National Development Agency
- Main area of expertise: the organisation has a proven track record facilitating cross-border commercial cooperation
- Get in touch with Mr Rami Hammad: Rami.Hammad@JEDCO.GOV.JO

JEDCO is a nationally mandated business support organization that builds on accumulated experience in the area of supporting the upgrading, modernization and development of start-ups and SMEs by providing specialized and focused technical assistance, and access to finance. It employs over 80 staff, many of which are engineers who work with hundreds of start-ups and SMEs on upgrading of technology, IT systems, production and services processes, technology, machinery, certification (CE, HACCP, ISO, GMP), quality assurance, marketing, on innovation implementation, on access to finance; and on market and export development. JEDCO provides policy advice to public and private sector stakeholders.

Higher Council for Science and Technology (HCST)

- Location: HCST is located in Western [Amman](#), Jubeiha district.
- Type of organisation: Government Institution
- Main area of expertise: the organisation has a proven track record facilitating cross-border technology transfer & research collaboration
- Get in touch with Ms Rima Ras: [rima@hcst.gov.jo](mailto:rима@hcst.gov.jo)

HCST is a public independent institution established in 1987. It acts as national umbrella to build a national science and technology base. The Government budget is the main source for funding R&D. HCST has the coordinating role for designing and largely implementing R&D policy is entrusted to HCST. It is a policy-making body, which sets and ratifies strategy and funds scientific and technological research, services and activities.



TUNISIA

Agency for the Promotion of Industry and Innovation (API)

Agence de Promotion de l'Industrie et de l'Innovation

- Location: [Tunis](#)
- Type of organisation: Government Institution
- Main area of expertise: the organisation has a proven track record of facilitating cross-border commercial cooperation
- Get in touch with Mr Jelalia Bassem: bassem.jelalia@api.com.tn

The Agency for the Promotion of Industry and Innovation is a public establishment under the Ministry of industry, energy and mines which has for mission to implementation of the Tunisian Government policy relative to the promotion of industry and Innovation as a structure of support to businesses and developers. The API offers services and products in the form of information, support, assistance, partnership networks, and studies at the service of the promoter and the company through these 5 centers, 24 regional offices and its 26 incubators.

The Communication Technologies Elgazala Technopark (Elgazala Technopark)

Pôle Elgazala des Technologies de la Communication

- Location: [Ariana](#)
- Type of organisation: Government Institution
- Main area of expertise: the organisation has a proven track record of facilitating cross-border technology transfer and research collaboration
- Get in touch with Ms Jendoubi Monia: j.monia@elgazala.tn

The Elgazala Pole of Communication Technologies presents itself as an integrated environment for the development of small and medium enterprises as well as for multinationals and major groups in the sector ICTs). Its main purpose is to welcome and support the development of high-tech activities. It also hosts support such as

training and research institutions and with the aim of creating a synergy and a cross-fertilization between these actors. More than 85 companies including 10 Tunisian subsidiaries of major global groups as well as success stories are implanted in Elgazala Technopark.

Confederation of Tunisian Citize Enterprises (CONNECT) Confédération des Entreprises Citoyennes de Tunisie

- Location: [Tunis](#)
- Type of organisation: Professional Association
- Main area of expertise: the organisation has a proven track record of facilitating cross-border commercial cooperation and technology transfer
- Get in touch with Ms Gharbi Douja: douja@topnet.tn

The CONECT is an employers union organisation which brings together small, medium and large private and public enterprises in the various sectors of the Tunisian economy. Its principal mission is to defend the interests of its members, to represent public authorities and various partners and act for the promotion of enterprise and initiative. It is also given as mission to render concrete services to its members as well as any contractor or start ups wishing to launch or develop (access to economic information, access to finance, training, coaching) or participate in business B2B meetings.

Chamber of Commerce and Industry of Tunis (CCITUNIS)

Chambre de Commerce et d'Industrie de Tunis

- Location: [Tunis](#)
- Type of organisation: Chamber of Commerce
- Main area of expertise: the organisation has a proven track record of facilitating cross-border commercial cooperation
- Get in touch with Mr Mohamed Souheib H'Sini: sh.finance@ccitunis.org.tn

The CCI of Tunis is a public economic interest institution with legal personality and financial autonomy and placed under the supervision of the Ministry of Commerce. The CCIT contributes to the promotion of the Tunisian economies in its district especially for the sectors of Commerce, craft industry, small trades, it offers assistance services in international trade operations, development of entrepreneurship and organisation of events (fairs, seminars of awareness...) as well as CM in Tunisia and abroad. CCIT has signed memoranda of understanding with foreign CCI and associations (ASCAME, CPCCAF, Eurochambres) and participated in projects under the ENPI (Med Diet,...).

Tunisian Export Promotion Centre (CEPEX) Centre de Promotion des Exportations

- Location: [Tunis](#)
- Type of organisation: Government Institution
- Main area of expertise: the organisation has a proven track record of facilitating cross-border commercial cooperation
- Get in touch with Mr Hammami Habib: hammami@tunisiaexport.tn

CEPEX is a public Organization that fits into the institutional framework of support to the private sector and acts in the context of national objectives of promotion of exports including specific business-related assistance needs information, coaching and Council, the technical assistance for companies to expand their commercial and promotional activities in the direction of the markets, the Organization of promotional activities (fairs, exhibitions, trade days, business missions, B2B), the assistance to foreign importers, prospecting external markets, the development of training programs.

Asia



JAPAN

EU-Japan Centre for Industrial Cooperation (EUJIC)

日欧産業協力センター

- Location: [Tokyo](#)
- Type of organisation: EU business centre jointly financed with Japanese Ministry of Economy
- Main area of expertise: the organisation has a proven track record of facilitating cross-border commercial cooperation
- Get in touch with [Mrs Jessica Michelson](#): jessica@eu-japan.eu

The EU-Japan Centre for Industrial Cooperation is a unique venture between the European Commission and the Japanese Government aiming at promoting all forms of industrial, trade and investment cooperation between the EU and Japan and at improving EU and Japanese companies' competitiveness and cooperation by facilitating exchanges of experience and know-how between EU and Japanese businesses. Activities: Support services for EU/JP entities (helpdesk, logistic...); Training schemes & sectoral missions in the EU and Japan; R&D and Innovation promotion, National Contact Point for Horizon2020; Training schemes for EU/JP engineering students; Policy Analysis (Seminars, workshops, fellowship...).

See also information pages [EU Business in Japan](#) and [Enterprise Europe Network Japan](#).



SOUTH KOREA

Korea Institute for Advancement of Technology (KIAT) 한국산업기술진흥원

- Location: [Seoul](#)
- Type of organisation: National Development Agency
- Main area of expertise: the organisation has a proven track record facilitating cross-border research collaboration
- Get in touch with [Mr Michael Moon](#): moonmike@kiat.or.kr

KIAT was established in May 2009 as a quasi-government agency, and is now under the supervision of the Ministry of Trade, Industry and Energy (MOTIE). KIAT is entrusted with the implementation of the state R&D budget for industrial technology. Our major activities include medium and long-term planning for industrial technology development, fostering international R&D cooperation, enhancing technology transfer and its commercialization, facilitating. It employs 270 staff members and manages a total budget of \$1 billion. It is home to the Korea EUREKA National Project Coordinator Office since 2009 and as such has organized the annual KOREA EUREKADAY event both in Korea and Europe.

ED Research Co., Ltd. (EDR)

- Location: [Seoul, Daejeon](#)
- Type of organisation: Private Consultancy Company
- Main area of expertise: the organisation has a proven track record facilitating cross-border technology transfer and research collaboration
- Get in touch with [Mr Jewon Lee](#): prist74@edresearch.co.kr

ED Research Co., Ltd.(EDR) is a government-authorized technology transfer company which exploits technology abilities across global networks. Since 2006, EDR has been consulting on technology commercialization strategy to domestic research institutes, universities, and companies for monetization of their technologies. Moreover, EDR has provided the global technology transfer platforms & networks such as Enterprise Europe Network, Steinbeis Consulting, etc to entities. EDR also supports foreign patent/technology searches and applications by co-working with Questel, one of the most recognized IP companies and which is headquartered in France.

DeltaTech-Korea Ltd. (DTK)

- Location: [Seoul, Daejeon](#)
- Type of organisation: Private Consultancy Company
- Main area of expertise: the organisation has a proven track record facilitating cross-border technology transfer and research collaboration
- Get in touch with [Mr Ik Soo Ju](#): jixen@dtk3.com

DTK is an open innovation agency, specialized in technology transfer, research collaboration, valuation and/or growth coaching targeting at technology seekers, suppliers and/or SMEs. Particularly DTK is keen on developing projects such as brokerage events, company missions, training and coaching programs in research and business development as well as innovation management. The industrial sectors DTK currently concentrates on are energy & environment, marine, healthcare and/or internet of things (IoT). Geographically DTK runs 2 liaison offices, i.e., Daejeon, Korea, and Washington D.C., US.

Korea International Trade Association (KITA)

- Location: [Seoul](#)
- Type of organisation: Professional Association
- Main area of expertise: the organisation has a proven track record of facilitating cross-border commercial cooperation
- Get in touch with [Mr Sa Gyo Hong](#): hongsday@kita.net

KITA was established in 1946 with the objective of advancing the Korean economy through trade, and is currently the largest business organization in Korea with over 75,000 member companies. Representing the interests of Korea's global traders, KITA serves a diverse range of roles including: providing hands-on support to trade companies, drawing trade cooperation from the private sector, formulating new trade strategies, nurturing trade professionals and building trade infrastructure. With a widely established network of 12 domestic offices and 9 overseas branches in major cities, KITA has consolidated its position as a leading business organization.



SINGAPORE

Singapore Manufacturing Federation (SMF)

- Location: [Singapore](#)
- Type of organisation: Chamber of Commerce
- Main area of expertise: the organisation has a proven track record of facilitating cross-border commercial cooperation
- Get in touch with [Ms Emmeline Lam](#): emmelinelam@smfederation.org.sg

The Singapore Manufacturing Federation (SMF) was established in 1932 to represent the interests of the Singapore manufacturing community. SMF has consistently helped to promote the sustainable growth of companies in the manufacturing and related sectors through enhancing their competitiveness, promoting their capability development and capacity building, innovation and productivity, upskilling and training, overseas expansion as well as providing assistance and opportunities for companies to collaborate, network, grow and expand both locally and internationally. SMF is supported by 10 Industry Groups representing all the key industries of the Singapore manufacturing sector.

International Enterprise Singapore (IE Singapore)

- Location: [Singapore](#)
- Type of organisation: National Development Agency
- Main area of expertise: the organisation has a proven track record of facilitating cross-border commercial cooperation
- Get in touch with [Ms Ho, Anne](#): anne_ho@iesingapore.gov.sg

IE Singapore is the government agency driving Singapore's external economy. We spearhead the overseas growth of Singapore-based companies and promote international trade. Our vision is a thriving business hub in Singapore with Globally Competitive Companies (GCCs) and leading international traders. GCCs are a critical growth engine for the next phase of Singapore's development. Through our Global Company Partnership and Market Readiness Assistance, we work with Singapore-based companies in their various stages of growth towards being globally competitive. With our global network in over 35 locations, we connect businesses with relevant Singapore-based companies.

Intellectual Property Intermediary (IPI)

- Location: [Singapore](#)
- Type of organisation: Public Consultancy Company
- Main area of expertise: the organisation has a proven track record of facilitating cross-border technology transfer and research collaboration
- Get in touch with [Mr Lim, Ming Khai](#): mklim@ipi-singapore.org

IPI assists enterprises in matching enabling technology and capability to meet their innovation needs. Established under Singapore's Ministry of Trade and Industry, we focus on industry needs and translate their innovation objectives into specific technology requirements to enable enterprises to develop new processes, products and services. IPI connects enterprises to innovation through its team of technology specialists with diverse backgrounds, online and physical technology marketplaces and network of global technology partners. Our personalized support brings together the right people and organizations for collaboration and turns innovation objectives into commercial opportunity.



TAIWAN

Taiwan External Trade Development Council (TAITRA) 中華民國對外貿易發展協會

- Location: [Taipei](#); Local branches: Hsinchu, Taichung, Tainan, and Kaohsiung; Overseas branches: 60 offices in 40 countries
- Type of organisation: National Development Agency
- Main area of expertise: the organisation has a proven track record of facilitating cross-border commercial cooperation
- Get in touch with [Ms Chen, Yi-Cheng \(Tanya\)](#): tanya@taitra.org.tw

Founded in 1970, TAITRA is the foremost nonprofit trade promotion organization in Taiwan. Operating 3 exhibition halls and 1 convention center, it, along with its 1200 trained specialists, provides trade services and assistance on trade info gathering, market survey, B2B matchmaking and training, and MICE activities to Taiwanese businesses seeking to improve their global reach. The Taipei World Trade Center (TWTC), a subsidiary of TAITRA, was awarded the Center of Excellence in 8 categories by the World Trade Center Association (WTCA) in 2012. It was the highest number of honors ever attained by a single member.

Industrial Technology Research Institute (ITRI) 工業技術研究院

- Location: [Hsinchu](#); Local branches in Nantou and Tainan; Overseas branches in Silicon Valley, Tokyo, Berlin, Moscow, and Eindhoven
- Type of organisation: Research Institute
- Main area of expertise: the organisation has a proven track record of facilitating cross-border technology transfer and research collaboration
- Get in touch with [Ms. Chuang, Eleanor](#): eleanorchuang@itri.org.tw

ITRI is a nonprofit R&D organization engaging in applied research and technical services. Founded in 1973, ITRI has been dedicated to helping industries stay competitive and sustainable. With around 6,000 employees, including over 1,300 and 3,000 holders of PhDs and master's, respectively, ITRI encourages collaboration among its diverse talents. ITRI has cultivated more than 240 companies, including well-known global semiconductor leaders such as TSMC and UMC. It has also nurtured over 140 CEOs in the local high-tech industry. ITRI has played a vital role in Taiwan's economic growth as it shifted from a labor-intensive industry into a value-added, technology-driven one.

Taiwan Electrical and Electronic Manufacturers' Association (TEEMA) 台灣區電機電子工業同業公會

- Location: [Taipei](#); Local branches in Taichung and Kaohsiung; Overseas liaison offices in Tokyo, Shanghai, Hangzhou,

Dongguan, Xiamen, Dalian, and Wuhan, as well as a representative office in Kunshan.

- Type of organisation: Professional Association
- Main area of expertise: the organisation has a proven track record of facilitating cross-border technology transfer and commercial cooperation
- Get in touch with [Mr. Chou, Vincent](#): vincent@teema.org.tw

Founded in 1948, the Taiwan Electrical and Electronic Manufacturers' Association (TEEMA) represents 90% of Taiwan's EE and ICT manufacturers. To increase the industry's presence on the world market, it organizes international trade shows, missions and seminars, offering members information services and networking platforms. In addition to its headquarters in Taipei and branches in central and southern Taiwan, TEEMA also has liaisons offices in Tokyo and major Chinese cities. With strong strategic collaboration with partners in and out of Taiwan, TEEMA provides 3,022 members with even more opportunities to market products, tap into new selling channels and advance R&D capacities.



INDONESIA

EU-Indonesia Business Network (EIBN)

- Location: [Jakarta](#)
- Type of organisation: Chamber of Commerce
- Main area of expertise: the organisation has a proven track record of facilitating cross-border commercial cooperation
- Get in touch with [Ms Laura Aramo](#): laura.aramo@eibn.org

The EU-Indonesia Business Network (EIBN) is a partnership project between five European bilateral chambers of commerce in Indonesia (BritCham, EKONID, EuroCham, IFCCI, INA) and two counterparts in Europe (EUROCHAMBRES, CCI Barcelona). The aim is to promote Indonesia and ASEAN as high potential trade and investment destinations among companies from all EU28 member states - especially SMEs - and support them in their endeavor to explore the full market potential in Indonesia. The project was initiated and is co-founded by the EU.

Latin America



ARGENTINA

Ministry of Science, Technology and Productive Innovation (MINCYT) Ministerio de Ciencia, Tecnología e Innovación Productiva

- Location: [Buenos Aires](#)
- Type of organisation: Government Institution
- Main area of expertise: the organisation has a proven track record facilitating cross-border research collaboration
- Get in touch with [Mr Hector Pralong](#): hpralong@mincyt.gob.ar

MINCYT is the Argentinean governmental entity responsible of defining objectives and policies of the National System of Science, Technology and Innovation; executing R+D+I plans, programs and projects; and coordinating international cooperation relations in its field of competence. Through its National Directorate of International Relations (DNRI), MINCYT complements and integrates local research capabilities by collaborating with foreign countries, international agencies and multilateral organisms.

Argentine Industrial Unión (UIA) Unión Industrial Argentina

- Location: [Buenos Aires](#)
- Type of organisation: Professional Association

- Main area of expertise: the organisation has a proven track record of facilitating cross-border commercial cooperation
- Get in touch with [Mr Nicolas Elicabe: nelicabe@uia.org.ar](mailto:nelicabe@uia.org.ar)

UIA has the representation of Argentine Industrial Sector, together with provincial and industry sector entities, in order to promote the development of the country in its economic dimensions - social and territorial, through the generation of proposals that consistently improve the sector's competitiveness, technological development and added value, thus strengthening the domestic market and the international integration of the industry.

EuroChamber in Argentina (ECA) **Eurocámara Argentina**

- Location: [Buenos Aires](#) with regional branches in Córdoba, Rosario, Mendoza and Mar del Plata
- Type of organisation: chamber of commerce
- Main area of expertise: the organisation has a proven track record of facilitating cross-border commercial cooperation
- Get in touch with [Mr Claudio Farabola: farabola@ccibaires.com.ar](mailto:farabola@ccibaires.com.ar)

The Euro Chamber (ECA) was conceived as an agency in charge of coordination, outreach and multiplication of European Chambers of Bilateral Commerce in Argentina, thus being the privileged spokesperson representing the interests, aspirations, concerns and proposals of the European business system in Argentina. ECA's mission is to promote bilateral and regional socio-economic relations between Argentina / Mercosur and the European Union, thus generating concrete proposals and opportunities for corporate, institutional and strategic synergies. To carry out this mission it is supported by the experience and ability of each of the binational chambers that led to its formation.

National Council for Scientific and Technological Research (CONICET) **Consejo Nacional de Investigaciones Científicas y Técnicas**

- Location: [Buenos Aires](#)
- Type of organisation: Government Institution
- Main area of expertise: the organisation has a proven track record facilitating cross-border technology transfer and research collaboration
- Get in touch with [Mr Juan Carlos Soria: isoria@conicet.gov.ar](mailto:isorija@conicet.gov.ar)

CONICET Develop a policy of openness and networking with society, by providing socio-economic sectors with expertise in research and development, through the Directorate of Technology Liaison (DVT). To provide this support, DVT acts as the liaison between the demands of different sectors of society -community in general; small, medium and large businesses; public agencies, and teams of researchers, professional and research centres capable of meeting those requirements.



PERU

Lima Chamber of Commerce (LCC) **Cámara de Comercio de Lima**

- Location: [Lima](#)
- Type of organisation: Chamber of commerce
- Main area of expertise: the organisation has a proven track record of facilitating cross-border commercial cooperation
- Get in touch with [Mr Josué Boero: jboero@camaralima.org.pe](mailto:jboero@camaralima.org.pe)

LLC is the most representative trade union in the country with more than 12,500 companies voluntarily associated. The LCC's mission is to promote free enterprise and business development by enforcing its legitimate rights, facilitating new business opportunities, providing assistance and services and improving their competitiveness. The LCC's guiding principles are the defence of the private sector

initiatives, the free enterprise in a social market economy, the fiscal balance, the transparent management of public resources, the legal security, investment and savings, and their adherence to democracy and respect for human rights.

Commission for the Promotion of Peru for export and Tourism (PROMPERÚ) **Comisión de Promoción del Perú para la exportación y el turismo**

- Location: The head office is Located in [Lima](#). In total, there are 19 offices in Peru.
- Type of organisation: Government Institution
- Main area of expertise: the organisation has a proven track record of facilitating cross-border commercial cooperation and technology transfer
- Get in touch with [Mr César Gustavo Freund Escudero: cfreund@promperu.gob.pe](mailto:cfreund@promperu.gob.pe)

It is a specialized technical agency, affiliated to the Ministry of Foreign Trade and Tourism. The agency is responsible for developing, adopting, implementing and evaluating strategies and plans to promote the goods and services for export as well as domestic and inbound tourism, promoting and disseminating the image of Peru. Promperú is in charge of Develop strategies to show an integrated and attractive image of Peru in order to develop domestic tourism and promote it and also, has the function of promoting exports. The main functions are: Design, coordinate and implement policies and actions to promote the image of Peru abroad and promote their exports; Participate in strategic planning

Cámara Nacional de Comercio, Producción, Turismo y Servicios (PERUCÁMARAS)

- Location: [Lima](#) is where the institution has its headquarters, although its members are Chamber of Commerce situated in the entire country
- Type of organisation: Chamber of Commerce
- Main area of expertise: the organisation has a proven track record of facilitating cross-border commercial cooperation
- Get in touch with [Ms Monica Watson: mwatson@perucam.com](mailto:mwatson@perucam.com)

Perucámaras brings together 64 chambers of commerce and it has more than 50,000 associates around the country which generate more than 2'000, 000.00 job positions. The objectives of Perucámaras are to i)Contribute to the strengthening of the Chambers of Commerce of the country to establish itself as a platform for exchange of information, goods and know-how in a globalized environment ii)Promote the development of small and micro enterprises within the country, to stimulate the dynamics of the regional economy and consolidate the decentralization process iii) Transmit the national government issues and proposals of different economic sectors, regions and institutions that shape it.

ESAN University (ESAN) **Universidad ESAN**

- Location: [Lima](#)
- Type of organisation: University/Research Institute
- Main area of expertise: the organisation has a proven track record facilitating cross-border technology transfer and research collaboration
- Get in touch with [Mr Jose Forero: jforero@esan.edu.pe](mailto:jforero@esan.edu.pe)

ESAN School was the first academic Graduate School of Business Administration created in the Spanish speaking world. It was founded in 1963 under an agreement between the governments of Peru and the United States of America. Its organization and implementation was entrusted to the Graduate School of Business of Stanford University. ESAN became University in 2003. Last year (2013), was a year of significant milestones. The Graduate School of Business celebrated its 50th anniversary, the first undergraduate class completed their programs and received their degrees, and ESAN University was accredited by AACSB.



MEXICO

Instituto Tecnológico Y De Estudios Superiores De Monterrey (ITESM)

- Location: [Mexico City](#)
- Type of organisation: University/Research Institute
- Main area of expertise: the organisation has a proven track record of facilitating cross-border research collaboration
- Get in touch with [Ms Paz Díaz Nieto](#): paz.diaz.nieto@itesm.mx

The Monterrey Institute of Technology and Higher Education (in Spanish: Instituto Tecnológico y de Estudios Superiores de Monterrey, ITESM) commonly shortened as Monterrey Institute of Technology (Tecnológico de Monterrey) is one of the largest private and coeducational multi-campus universities in Latin America with over 90,000 students at the high school, undergraduate, and postgraduate levels. Based in Monterrey, Mexico, the Institute has 31 campuses in 25 cities throughout the country and is known for having one of the top graduate business schools in the region and being one of the leaders in patent applications among Mexican universities.

National Council For Science And Technology (CONACYT)

Consejo Nacional De Ciencia Y Tecnología

- Location: Conacyt headquarters are located in [Mexico City](#); Conacyt has local presences in Agascalientes, Baja California Norte, Baja California Sur, Campeche, Chiapas, Chihuahua, Coahuila, Durango, Estado de México, Guanajuato, Hidalgo, Jalisco, Michoacan, Nayarit, Nuevo Leon, Oaxaca, Puebla, Queretaro, Quintana Roo, San Luis Potosi, Sinaloa, Sonora, Tabasco, Tamaulipas, Veracruz, Yucatan, Zacatecas.
- Type of organisation: Government Institution
- Main area of expertise: the organisation has a proven track record of facilitating cross-border technology transfer and research collaboration
- Get in touch with [Mrs Jessica Urueta Quiróz](#): jurueta@conacyt.mx

CONACYT is a public and decentralized organism of the Mexican Public Federal Administration, part of the education sector, is responsible of the promotion of scientific and technological activities, setting government policies for these matters, granting scholarships for graduate studies nationally and abroad, postdoctoral positions and sabbatical leaves and supporting R&I networks (research centres, universities, industries) in different areas to contribute to the competitiveness of the country and to raise the standard of living. CONACYT administers the National System of Researchers (SNI) and the National Registry of Institutions and Businesses in Science and Technology.

PROMEXICO

- Location: [Mexico City](#). ProMéxico has offices located in the entire Mexican Republic
- Type of organisation: Government Institution
- Main area of expertise: the organisation has a proven track record of facilitating cross-border commercial cooperation
- Get in touch with [Ms Susana Duque Roquero](#): susana.duque@promexico.gob.mx

ProMéxico is the Mexican Government institution in charge of strengthening Mexico's participation in international economy. The institution supports the exportation activity of companies established in the country and coordinates actions to attract foreign direct investment to national territory. ProMéxico is a Federal Government Agency dependent on the Secretariat of Economy, it is responsible for coordinating strategies aimed at strengthening Mexico's participation in the international economy; supporting the export process of companies established in the country.



PARAGUAY

Ministry of Industry and Trade (MIC) Ministerio de Industria y Comercio

- Location: [Asunción](#)
- Type of organisation: Government Institution
- Main area of expertise: the organisation has a proven track record of facilitating cross-border commercial cooperation
- Get in touch with [Mr Maximo Barreto](#): maximo.barreto@mic.gov.py

The Ministry of Industry and Trade (MIC) aims at contributing to economic growth and development in Paraguay. The MIC is in charge of monitoring commercial and industrial activities, regulating markets, and preventing distortions of competition. The Ministry designs policies and tools for the development of industry, trade facilitation, and improved competitiveness of SMEs in order to enhance their access to local and international markets. The MIC is active in the promotion of its key sectors in order to create new market opportunities and attract foreign investments. The Ministry also encourages the formalization and modernization of SMEs to increase their contribution to the economy.

Paraguayan Industrial Union (UIP) Unión Industrial Paraguaya

- Location: [Asunción](#)
- Type of organisation: Professional Association
- Main area of expertise: the organisation has a proven track record of facilitating cross-border commercial cooperation
- Get in touch with [Mr Felippo, Eduardo](#): eduardo@trafopar.com.py

UIP is the main business association in Paraguay. It counts with more than 1060 members representing all industrial sectors, as well as services, telecommunications and financial services. UIP has developed links with the academic world and is implementing a project with the Paraguayan-German University.

Eurocámara del Paraguay

- Location: [Asunción](#)
- Type of organisation: Chamber of Commerce
- Main area of expertise: the organisation has a proven track record of facilitating cross-border commercial cooperation
- Get in touch with [Mr Fernández, Wilfrido](#): w.fernandez@zafer.com.py

The Eurocámara is the federal entity of all EU bilateral Chambers of commerce in Paraguay. It has since 1998 been dedicated to strengthening joint trade promotion between Paraguay and the countries of the EU. The Eurocámara has developed strong relationships with other Eurocámaras in the MERCOSUR region and with EU counterparts including EUROCHAMBRES.



CHILE

Eurochile Business Foundation (EUROCHILE) Fundación Empresarial Comunidad Europea-Chile

- Location: [Santiago](#)
- Type of organisation: Professional Association
- Main area of expertise: the organisation has a proven track record of facilitating cross-border commercial cooperation and technology transfer
- Get in touch with [Ms Caruz, Manuela](#): mcaruz@eurochile.cl

The Eurochile Business Foundation is a pioneering initiative of the European Community and the State of Chile. The foundation was created to serve as a bridge between Chile and the Member States of the European Union. A bridge for entrepreneurship, technology partnership and exchange of good practices. Nowadays, the concept of mutual benefit is key in the relationship between the European Union and Latin America. To fulfill this role as a connecting bridge, Eurochile

has developed numerous platforms, facilitated many cooperation agreements and joined powerful European and Latin American programs and networks.

North America



UNITED STATES

INTRASOFT International U.S.A. Inc. (INTRA)

- Location: [Boston](#)
- Type of organisation: Private Consultancy Company
- Main area of expertise: the organisation has a proven track record facilitating cross-border research collaboration
- Get in touch with [Dr. Bröchler, Raimund](#): raimund.broechler@intrasoft-intl.com

INTRASOFT International, a subsidiary of ASE-listed INTRACOM Holdings, is a leading IT Solutions and Services Group with a strong international presence, offers innovative and added-value solutions of the highest quality to a wide range of national and international public and private organisations. The company employs more than 1,600 highly-skilled professionals, representing over 20 nationalities and mastering more than 18 languages. Headquartered in Luxembourg, INTRASOFT operates through its branches, subsidiaries and offices in 17 countries in Europe, the Middle East, Asia and U.S.A. More than 500 entities in over 70 countries have chosen INTRASOFT services for their business needs.

Research Triangle Institute (RTI)

- Location: [North Carolina](#), and other US locations: Ann Arbor, MI; Atlanta, GA; Berkeley, CA; San Francisco, CA; Chicago, IL; Rockville, MD; Waltham, MA; Washington D.C.
- Type of organisation: University/Research Institute
- Main area of expertise: the organisation has a proven track record facilitating cross-border technology transfer and research collaboration
- Get in touch with [Mrs Rieth, Kirsten](#): krieth@rti.org

RTI has been helping clients succeed in technology commercialization for more than four decades, creating an extensive network of diverse contacts in large and small companies, universities, and US federal laboratories. The RTI team combines strong technical and business understanding with invaluable commercialization experience. Using a core commercialization team of engineers and scientists with industry experience, RTI provides technology commercialization services to government, academic, research institution, and corporate organizations. RTI uses an extensive network of technical and industry experts, on-site research expertise and facilities, and various research databases.www.rti.org

NineSigma

- Location: [Cleveland](#), OH
- Type of organisation: Private Consultancy Company
- Main area of expertise: the organisation has a proven track record facilitating cross-border technology transfer and research collaboration
- Get in touch with [Ms Monroe, Bronwyn](#): monroe@ninesigma.com

NineSigma helps innovation-driven organizations engage with the global innovation community and enable their organizations to more effectively adopt external knowledge and resources. Organizations such as Kraft, GE, Cisco, Johnson Controls, Kimberly-Clark, Under Armour and the NFL utilize NineSigma's innovation services to solve immediate challenges, fill product pipelines and expand internal innovation capabilities. NineSigma has the largest open global network of solution providers of its kind and an extensive database of existing solutions that spans all industries and technical disciplines.

European-American Business Organisation, Inc. (EABO)

- Location: [New York](#), NY
- Type of organisation: Private Consultancy Company
- Main area of expertise: the organisation has a proven track record of facilitating cross-border commercial cooperation
- Get in touch with [Mr Oehme, Sven](#): oehme@eabo.biz

The European-American Business Organization, Inc. (EABO) is a full-service consulting firm assisting U.S. and European companies that want to do business in the transatlantic market place. It offers all necessary services such as market expansion strategy, international trade show planning, public relations strategies, tax planning and filing, legal assistance and early stage funding. The EABO team comprises decades of experience in these fields and speaks the majority of the EU's principal languages. The company has been operating for almost 15 years. Its affiliate American Business Forum on Europe (ABFE) became the first Euro Info Correspondence Center in North America in 2005.

European-American Enterprise Council LLC (EAEC)

- Location: [San Diego](#), CA
- Type of organisation: Private Consultancy Company
- Main area of expertise: the organisation has a proven track record of facilitating cross-border commercial cooperation
- Get in touch with [Mr Torre, Sebastien](#): storre@eaecouncil.com

The European American Enterprise Council (EAEC) is a private member-driven organization that aims at promoting Cross-Atlantic cooperation, collaboration and business between European and American companies, institutions and economic regions while fostering Innovation, International Trade, Investment and Entrepreneurship. Our goal and main focus of activity is to advise, support and assist both European companies wishing to establish themselves or invest in North America, and American companies wishing to do business or invest in Europe by advising them, offering them access to the decision-making hubs, leading them through the entire process and helping them achieve their goals.



CANADA

Alliance of Manufacturers & Exporters Canada (CME)

- Location: [Mississauga](#), Ottawa, Edmonton, Vancouver, Saskatoon, Winnipeg, Montréal, Riverview, St. John's.
- Type of organisation: Professional Association
- Main area of expertise: the organisation has a proven track record of facilitating cross-border commercial cooperation
- Get in touch with [Mr Philip Turi](#): philip.turi@cme-mec.ca

CME is Canada's largest industry and trade association with over 10,000 members representing all sectors of manufacturing, technology, and international business. There are over 25,000 subscribers annually to CME's business services - available to members and non-members alike. CME has ten offices across Canada and business representatives in the EU, US and Mexico. The Association also provides access to business services including intelligence, networking, and educational programs aimed at helping manufacturers and exporters develop new business opportunities, save money, and adopt best management practices.

Official webpage '[Enterprise Canada Network](#)'

Central Asia & Caucasus



ARMENIA

Fund 'Small and Medium Entrepreneurship Development National Center of Armenia' (SME DNC)

“Հայաստանի փոքր և միջին ձեռնարկատիրության զարգացման ազգային կենտրոն” հիմնադրամ

- Location: [Yerevan](#), Charentsavan, Armavir, Gyumri, Ijevan, Sisian, Vanadzor, Sevan, Vayq, Ararat, Aparan, Noyemberyan, Meghri, Stepanavan
- Type of organisation: National Development Agency
- Main area of expertise: the organisation has a proven track record of facilitating cross-border commercial cooperation
- Get in touch with [Ms Apujanvan Lilit](#): japujanvan@smednc.am

The Fund 'SME Development National Center of Armenia', established by governmental decree in 2002, is a main national structure assigned to implement State Support to SMEs and programmes targeted to development of the sector, ensuring a dialogue between SMEs, government and other structures. The SME DNC of Armenia provides technical and financial assistance to operating SMEs and Start-ups through: Increasing efficiency and competitiveness of SMEs; Ensuring availability of business development services; Supporting their internationalization; Promoting innovations and R&D activities, etc. The head office is located in capital city Yerevan. Branch offices are located in all 10 regions.

National Academy of Science of Armenia (NAS RA)

Հայաստանի գիտությունների ազգային ակադեմիա

- Location: [Yerevan](#), Gyumri, Byurakan, Ashtarak, Abovyan
- Type of organisation: University/Research Institute
- Main area of expertise: the organisation has a proven track record facilitating cross-border technology transfer and research collaboration
- Get in touch with [Mrs Anahit Khachikyan](#): anip@sci.am

The NAS RA was founded in 1943 and is the highest state scientific self-governing organization in the country which unites NAS Members and scientific staff of affiliated scientific and research institutions to carry out basic and applied research in different scientific fields and coordinate research throughout the country. NAS RA is the official scientific consultant to the government and other highest governing bodies of Armenia. NAS RA maintains wide international cooperation within the framework of cooperation agreements with academies and research organizations of around 10 countries. Since 2003 the NAS RA hosts the National Contact Points for EU's FPs, currently of the Horizon 2020.



GEORGIA

Entrepreneurship Development Agency (EDA)

მეწარმეობის განვითარების სააგენტო

- Location: [Tbilisi](#)
- Type of organisation: National Development Agency
- Main area of expertise: the organisation has a proven track record of facilitating cross-border commercial cooperation
- Get in touch with [Ms Ana Mchedlishvili](#): amchedlishvili@enterprise.gov.ge

The agency mission is to support Georgian enterprises in increasing profits, diversifying export structure and increasing competitiveness. The agency's main services to enterprises are coordination of relevant state support programs, easing access to finance, offering consulting, capacity building, business intelligence services (via outsourcing), promotion of Georgian export products and the country itself on international level. The agency is striving to develop entrepreneurship eco-system through PPP. The agency targets value-added manufacturing and service industries. EDA emphasizes close cooperation with International Donors and other stakeholders.

Georgia's Innovation and Technology Agency (GITA)

საქართველოს ინოვაციებისა და ტექნოლოგიების სააგენტო

- Location: [Tbilisi](#)
- Type of organisation: Government Institution
- Main area of expertise: the organisation has a proven track record facilitating cross-border technology transfer & research collaboration
- Get in touch with [Ms Mariam Lashkhi](#): mlashkhi@gita.gov.ge

The agency is mandated to coordinate and mediate innovation and technology development in Georgia. Its main targets are: to provide legal framework for innovation, support knowledge and innovation commercialization process, provide access to finance by grant programs and create infrastructure for innovation, the construction of new physical infrastructure for the creation of new technologies (e.g. technopark, ilabs, fablabs, innovation centers within universities), fostering dialogue between academia and industry. The raise of public awareness regarding innovation and the value of the creation of the human intellect being one of our main initiatives.

Africa



SOUTH-AFRICA

Department of Science and Technology (DST)

- Location: [Pretoria](#)
- Type of organisation: Government Institution
- Main area of expertise: the organisation has a proven track record facilitating cross-border research collaboration
- Get in touch with: to be confirmed

The DST is the national government authority responsible for science, technology and innovation policy in South Africa (SA). The DST includes among its key activities the development of strategic partnerships/collaborations with the international science and technology (S&T) community; the internationalising of SA's S&T capabilities, and improving the quality and depth of information to support development and investment decision-making and driving improvements in the quality of S&T activities against the backdrop of internationally recognized benchmarks. Since 2007, South Africa has participated in more than 200 FP7 projects.

Council for Scientific and Industrial Research (CSIR)

- Location: [Pretoria](#)
- Type of organisation: Research Institute
- Main area of expertise: the organisation has a proven track record facilitating cross-border research collaboration
- Get in touch with: to be confirmed!

The CSIR is one of the leading scientific and technology research, development and implementation organisations in Africa. The institution undertakes directed and multidisciplinary research, technological innovation as well as industrial and scientific development to improve the quality of life of the country's people. The CSIR is committed to supporting innovation in South Africa to improve national competitiveness in the global economy. Science and technology services and solutions are provided in support of various stakeholders, and opportunities are identified where new technologies can be further developed and exploited in the private and public sectors for commercial and social benefit.

Technology Innovation Agency (TIA)

- Location: Pretoria
- Type of organisation: National Development Agency
- Main area of expertise: the organisation has a proven track record facilitating cross-border commercial cooperation & technology transfer
- Get in touch with: to be confirmed!

The Technology Innovation Agency (TIA) is an agency of the Ministry of Science and Technology, established in terms of the TIA Act, 2008 (Act No. 26 of 2008). The objective of the agency is to stimulate and

intensify technological innovation in order to improve economic growth and the quality of life of all South Africans by developing and exploiting technological innovations. The Agency primarily uses South Africa's science and technology base to develop new industries in the following sectors: Advanced Manufacturing, Agriculture, Industrial Biotechnology, Health, Mining, Energy and ICT.

National Research Foundation (NRF)

- Location: [Pretoria](#)
- Type of organisation: Research Institute
- Main area of expertise: the organisation has a proven track record facilitating cross-border research collaboration
- Get in touch with: to be confirmed!

The National Research Foundation (NRF) is an independent government agency, through the National Research Foundation Act (Act No 23 of 1998). The mandate of the NRF is to promote and support research through funding, human resource development and the provision of the necessary research facilities in order to facilitate the creation of knowledge, innovation and development in all fields of science and technology, including indigenous knowledge, and thereby contribute to the improvement of the quality of life of all South Africans.

Australasia



NEW ZEALAND

Callaghan Innovation (CI)

- Location: Head office in [Wellington](#); Local offices [Auckland](#) and [Christchurch](#)
- Type of organisation: Government Institution
- Main area of expertise: the organisation has a proven track record facilitating cross-border technology transfer and research collaboration
- Get in touch with [Mr Cliff Fuller](#): Cliff.fuller@callaghaninnovation.govt.nz

Callaghan Innovation is a government agency that helps businesses overcome barriers to innovation by providing them with access to technical expertise, scientific laboratories, funding, training, networks and partnerships. These services enable firms to realise the value of their ideas faster. Our primary focus is on small and medium sized enterprises in the high value manufacturing and services sectors. CI has its own research and technical facilities for specialised manufacturing and services, manages seven National Technology Networks and coordinates several industry clusters of firms and technology providers.

European Union Centres Network New Zealand (EUCN NZ)

- Location: Geographic coverage in New Zealand is inclusive, involving all New Zealand Universities. The Network is administered by a dedicated Project Team based in [Christchurch](#).
- Type of organisation: University/Research Institute
- Main area of expertise: the organisation has a proven track record facilitating cross-border research collaboration
- Get in touch with [Mr Martin Holland](#): martin.holland@canterbury.ac.nz

The EUCN NZ is a network of all eight New Zealand universities that aims to combine the three elements of research, teaching and outreach under a unique thematic umbrella focused on the impact, role and understanding of the European Union within New Zealand and the wider Pacific region.

Europe (non-EU)



BELARUS

Innovation Association "Republican Centre for Technology Transfer" (RCTT)

Инновационная ассоциация «Республиканский центр трансфера технологий»

- Location: RCTT has its headquarters in [Minsk](#); 5 regional offices and 30 branch offices at research organizations, institutes, universities, SMEs in Brest, Vitsebsk, Homel, Hrodna, Lida, Minsk, Mahileu, Novapolatsk and other cities and towns across Belarus.
- Type of organisation: Professional Association
- Main area of expertise: the organisation has a proven track record of facilitating cross-border technology transfer
- Get in touch with [Mr Alexander Uspenskiy](#): uspenskiy@mail.ru

RCTT's MISSION is to promote co-operation between developers, technology-users and investors with the aim of best utilization of the invested resources. RCTT OFFERS ITS SERVICES TO innovation activity agents, foreign companies and investors in the field of technology transfer. RCTT is a member of the ten technology transfer networks, among them: RTTN (Russia), NTTN (Ukraine), AUTM and yet2.com (USA) and others. RCTT has 78 foreign partners in 23 countries. RCTT has participated in the implementation of 23 international projects financed by UNDP, UNIDO.

Association of legal entities «Republican Confederation of Entrepreneurship» (RCE)

Союз юридических лиц «Республиканская конфедерация предпринимательства»

- Location: [Minsk](#)
- Type of organisation: Professional Association
- Main area of expertise: the organisation has a proven track record of facilitating cross-border commercial cooperation
- Get in touch with [Ms Maryna Lebedeva](#): minskinfo@mail.ru

RCE was established in 2007 and presently is the largest SMEs association in the Republic of Belarus. The mission of RCE is to promote the development of small, medium and large businesses, the business environment and business climate, socially useful activities aimed at promoting entrepreneurship and stimulate economic initiative of citizens. The main activities of RCE are: assistance to development of small and medium business in Belarus; protection of members' rights and interests in governmental and other bodies; representation of business community interests in international organizations, etc.



SWITZERLAND

Euresearch Association

Verein Euresearch

- Location: [Bern](#)
- Type of organisation: Professional Association
- Main area of expertise: the organisation has a proven track record facilitating cross-border technology transfer
- Get in touch with [Mr Gerhard Gass](#): gerhard.gass@euresearch.ch

Euresearch - Swiss Guide to European Research and Innovation
Euresearch is the Swiss network mandated by the State Secretariat for Education, Research and Innovation providing targeted information, hands-on advice and transnational partnering related to European research and innovation programmes. The network is composed of a Head Office in Bern and Regional Offices at each University and (Swiss) Federal Institute of Technology.

Switzerland Global Enterprise (S-GE)

- Location: [Zurich](#), [Lausanne](#), [Lugano](#)
- Type of organisation: Private Consultancy Company
- Main area of expertise: the organisation has a proven track record of facilitating cross-border commercial cooperation
- Get in touch with [Mr Sylvain Jaccard](#): sjaccard@s-ge.com

S-GE is a private non-profit organisation that informs, advises and supports companies from Switzerland and Liechtenstein in their international business ventures. It networks companies, specialists and private and public organisations all over the world, enabling effective foreign trade promotion. S-GE has its headquarters in Zurich and branch offices in Lausanne and Lugano.



NORWAY

Innovation Norway (IN) Innovasjon Norge

- Location: [Oslo](#); Regional branches: Vadsø, Alta, Tromsø, Narvik, Bodø, Steinkjær, Trondheim, Molde, Ålesund, Sogndal, Bergen, Stavanger, Kristiansand, Grimstad, Skien, Drammen, Oslo, Halden, Lillehammer, Hamar
- Type of organisation: Regional/National Development Agency
- Main area of expertise: the organisation has a proven track record of facilitating cross-border commercial cooperation
- Get in touch with [Ms Silje Horrisland Whist](#): silje.horrisland.whist@innovationnorway.no

Innovation Norway's vision is "We give local ideas global opportunities" and it is the Norwegian Government's main instrument for innovation and development of Norwegian enterprises and industry, as well as being the Government's official trade representative abroad. Innovation Norway offers financing, networks, promotional-, competence- and advisory services. Innovation Norway has regional development as major task and is present in all Norwegian counties, where the businesses are. Innovation Norway has skills and competencies within a broad range of internationalisation and innovation services targeted at SMEs.



SERBIA

National agency for regional development (NARD) Nacionalna agencija za regionalni razvoj

- Location: Head office: [Zajecar](#); Regional branches: [Belgrade](#), Zrenjanin, Krusevac, Loznica, Novi Sad, Subotica, Vranje, Kraljevo, Lajkovac, Kragujevac, Pozarevac, Novi Pazar, Ruma, Zajecar, Nis, Leskovac, Uzice
- Type of organisation: Regional/National Development Agency
- Main area of expertise: the organisation has a proven track record of facilitating cross-border commercial cooperation
- Get in touch with [Mr Vladimir Jovanovic](#): Vladimir.Jovanovic@narr.gov.rs

National Agency for Regional Development (NARD) is one of the key entities responsible for the creation and implementation of the national policy for the development of SME sector and regional development policy. It performs its role through a set of financial and nonfinancial support programs focused on designing and implementation of the support measures, implementation of development projects, and by providing support for partnership development.

University of Belgrade (UB) Univerzitet u Beogradu

- Location: [Belgrade](#)
- Type of organisation: University/Research Institute
- Main area of expertise: the organisation has a proven track record facilitating cross-border technology transfer and research collaboration
- Get in touch with [Mr Sedmak Aleksandar](#): asedmak@mas.bg.ac.rs

University of Belgrade (UB) is state owned university and the largest university in Serbia, employing more than 4700 people, comprising of 31 faculties and 11 research institutes. The UB covers in all traditional and some new unique disciplines. With over 80,000 students, the UB has unique responsibilities and opportunities towards society through helping its development through the affirmation and promotion of education and creation of new intellectual partnerships within the university and outside it. UB has a very long tradition in academic and cultural exchange, as well as interuniversity and international cooperation with other universities within the country and abroad.

Mihajlo Pupin Institute (MPI) Institut Mihajlo Pupin

- Location: [Belgrade](#)
- Type of organisation: University/Research Institute
- Main area of expertise: the organisation has a proven track record facilitating cross-border technology transfer and research collaboration
- Get in touch with [Mrs Popovic-Pantic Sanja](#): sanjap.pantic@pupin.rs

MPI is a leading Serbian R&D institution in ICT founded in 1946. The institute provides a wide range of products and services such as customized IT solutions, hardware & software outsourcing, technology consulting, engineering, prototyping, and system design & integration. The MPI is also hosting science-technology park. MPI is also involved in the science & technology policy development managed by its Science and Technology Policy Research Centre (STPRC). The researchers in STPRC are the members of the EEN staff since 2008 providing the innovativeness and competitiveness support to Serbian SMEs at the regular basis. The MPI's database contains more than 100 high tech companies, EEN clients.

University of Novi Sad (UNS) Univerzitet u Novom Sadu

- Location: [Novi Sad](#)
- Type of organisation: University/Research Institute
- Main area of expertise: the organisation has a proven track record facilitating cross-border technology transfer and research collaboration
- Get in touch with [Mr Vojin Senk](#): een-srbija@uns.ac.rs

University of Novi Sad is the second largest university in Serbia and the leading one in promoting and encouraging high-tech entrepreneurship among researchers. The proactive attitude of UNS towards investment in research and new technology development contributed to the setting up of the High-Tech Business Incubator at the University. The result of these efforts is more than 100 spin-off companies that are or are becoming leaders in their particular field of expertise (ICT, medical technology, micro- and nano- technology, agro food, etc.).

University of Nis (UNI) Univerzitet u Nišu

- Location: [Nis](#)
- Type of organisation: University/Research Institute
- Main area of expertise: the organisation has a proven track record of facilitating cross-border commercial cooperation
- Get in touch with [Mr Mladenovic Igor](#): igor.mladenovic@eknfak.ni.ac.rs

University of Nis (UNI) is the third largest state-university in Serbia. Thirteen faculties under its auspices cover wide range of scientific and educational areas. Beside its regular educational activities, UNI is, as the local stakeholder, involved in the improving program for better economic and social environment in South-East Serbia. Providing individual SMEs with support services was not among the primary activities of the UNI, but since EEN project that has begun in 2009, UNI is very active in providing these services to SMEs in its Region.

Serbia Investment and Export Promotion Agency (SIEPA)

Agencija za strana ulaganja i promociju izvoza

- Location: [Belgrade](#)
- Type of organisation: Government Institution
- Main area of expertise: the organisation has a proven track record of facilitating cross-border commercial cooperation
- Get in touch with [Mrs Cabarkapa Danijela](#): danijela.cabarkapa@siepa.gov.rs

Serbia Investment and Export Promotion Agency (SIEPA) was created in 2001 by the Government of the Republic of Serbia. SIEPA's mission is to support foreign companies seeking to set up or expand their business in Serbia and Serbian companies doing business abroad. SIEPA provides professional consulting services to firms interested in setting up business operations in Serbia, focusing on all relevant issues in their decision making process. Advising on law, industries, sectors, business practices, and general doing business in Serbia is tailored and, may be, confidential based on the clients' needs and requests.

Chamber of Commerce and Industry of Serbia (CCIS)

Privredna komora Srbije

- Location: Head office: [Belgrade](#); CCIS is the core of national Chamber system comprised of 19 regional chambers based all over the country (Vojvodina, Kikinda, Kraljevo, Krusevac, Leskovac, Novi Sad, Belgrade, Pancevo, Kosovo and Metohija, Pozarevac, Sremska Mitrovica, Zrenjanin, Kragujevac, Sombor, Uzice, Nis, Valjevo, Subotica)
- Type of organisation: Chamber of commerce
- Main area of expertise: the organisation has a proven track record of facilitating cross-border commercial cooperation and research collaboration
- Get in touch with [Mr Kovacevic Marko](#): marko.kovacevic@pks.rs

Chamber of Commerce and Industry of Serbia (CCIS) is an independent, modern and responsible non-budgetary institution, national association of all Serbian business. With 19 regional chambers and 6 representative offices abroad, CCIS is responsible partner and supports business in Serbia by providing services such as business information and consultancy, issuing of documents and certificates, developing economic cooperation with foreign countries, independent proceedings of disputable cases with the Court of Honor and arbitration, as well as education service and representation, protection and promotion of interests of Serbian business in the country and abroad.



UKRAINE

Technology Transfer Department of the Institute of Physics of the National Academy of Sciences of Ukraine (TT-IOP)

Відділ Трансферу Технологій Інституту Фізики Національної Академії Наук України

- Location: Kyiv
- Type of organisation: University/Research Institute
- Main area of expertise: the organisation has a proven track record facilitating cross-border technology transfer
- Get in touch with [Ms Fesenko Olena](#): fesenko@iop.kiev.ua

The Institute of Physics (IOP) being represented in the Consortium by its Technology Transfer (TT) Department (TT-IOP), is non-profit state organization headquartered in Kyiv. The Institute maintains fruitful cooperation with R&D institutions of the world. TT-IOP experts which are mainly involved in the EEN activities have experience in: management of different national projects and program which direct at stimulating technology adoption in SMEs, organization of company missions, international technology meetings, summer schools, international conferences; creation of different websites etc.

Ukrainian Chamber of Commerce and Industry (UCCI)

Торгово-промислова палата України

- Location: Kyiv
- Type of organisation: Chamber of commerce
- Main area of expertise: the organisation has a proven track record facilitating cross-border commercial cooperation
- Get in touch with [Mr Kolomiyets Valeriy](#): kvm-jprg@ucci.org.ua

The Ukrainian Chamber of Commerce and Industry is a non-government non-profit self-governing organisation incorporating on a voluntary basis legal entities and Ukrainian citizens registered as entrepreneurs as well as their associations. Nearly 10,000 enterprises and companies of different forms of property are now members of the Ukrainian Chamber of Commerce and Industry. The main chamber objective is creating favorable conditions for the entrepreneurial activity, assisting all-round development of scientific, technological and trade relations between Ukrainian economic operators and their foreign partners, representing economic concerns of the chamber members in Ukraine and overseas.

State Budget Institution «Kyiv City Center for Investment and Development» (KCCID)

Державна бюджетна установа «Київський міський центр з інвестицій та розвитку»

- Location: Kyiv
- Type of organisation: Public Consultancy Company
- Main area of expertise: the organisation has a proven track record facilitating cross-border commercial cooperation
- Get in touch with [Mr Ushakov Mykola](#): ushakov@investkyiv.gov.ua

KCCID is responsible for implementing the State policy in the sphere of investment activity and management of the National Projects providing technological modernization and development of Ukrainian economy. Mission of the KCCID is attraction of foreign investment to Ukraine and providing the implementation of strategic projects aimed at upgrading technology and developing the basic branches of the economy of Ukraine.

New International Corporation Ltd.(NIC)

ТОВ «НОВА ІНТЕРНАЦІОНАЛЬНА КОРПОРАЦІЯ»

- Location: Kyiv
- Type of organisation: Public Consultancy Company
- Main area of expertise: the organisation has a proven track record facilitating cross-border commercial cooperation
- Get in touch with [Ms Nabius Ivanna](#): nabius@nova.org.ua

NIC aims to provide a complete set of services related with the detection, registration and safeguard of intellectual property rights and implementation of those rights.

Taras Shevchenko National University (TSNU)

Київський національний університет імені Тараса Шевченка

- Location: Kyiv
- Type of organisation: University Institute
- Main area of expertise: the organisation has a proven track record facilitating cross-border technology transfer and research collaboration
- Get in touch with [Mr Bediukh Alex](#): bediukh@univ.kiev.ua

Taras Shevchenko National University (TSNU) is the number-one University in Ukraine. It is a major centre of advanced learning and progressive thinking. It was founded in 1834 and nowadays consists of more faculties and departments than any other University in Ukraine and provides training of specialists in a greater number of fields than any other comparable Ukrainian educational institution and attracts the best students around the country. TSNU employs more than 2000 of academic and about 1000 scientific staff at 158 departments. 82% of the lecturers have academic degrees. There are more than 25 000 BSc and MSc students, 1660 PhD students at TSNU.

Ministry of Foreign Affairs of Ukraine (MUEU-MFA)
Міністерство закордонних справ України

- Location: Kyiv
- Type of organisation: Government Institution
- Main area of expertise: the organisation has a proven track record facilitating cross-border commercial cooperation and technology transfer
- Get in touch with Mr Yevhen Pikalov: e.pikalov@mfa.gov.ua

The Ministry of Foreign Affairs of Ukraine (MFA), namely its structural department Mission of Ukraine to the EU (MUEU-MFA) - is a permanent diplomatic representation of Ukraine to the European Union. MUEU-MFA is a public body responsible for the development of Ukraine - EU bilateral relations in all important spheres. Having the promotion of trade and economic cooperation among its top priorities Mission has vast experience in delivering of the related services to different stakeholders. MUEU-MFA is constantly involved in a number of the Ukraine - EU dialogues, namely in the fields of trade and investments, regulatory framework, SME policy, research and innovations etc.

Ministry of Economic Development and Trade of Ukraine (MEDT)
Міністерство економічного розвитку і торгівлі України

- Location: Kyiv
- Type of organisation: Government Institution
- Main area of expertise: the organisation has a proven track record facilitating cross-border commercial cooperation
- Get in touch with Ms Borysiuk Tetiana: tania.borisiuk@gmail.com

The Ministry of Economy is a leading agency within the system of Ukraine's government agencies and institutions, responsible for implementation of the uniform government policy of national and regional economic and social development and cooperation with the European Union. Among other actions, MEDT aims to facilitate local executive agencies and local self-governing agencies in arranging relations and ties with the European regional organizations and their participation in the European regional programs, engagement of Ukrainian enterprises, institutions and organizations in the participation of branch programs of the EU.