Main Scope:

✓ Increasing competitiveness of SMEs/companies and establishing international partnerships,
✓ Informing members about EU and foreign trade issues,
✓ Advising members for international growth,
✓ Following-up EU negotiation and legislative harmonization process,
✓ Assisting clients to participate EU projects,
✓ R&D, innovation & entrepreneurship consulting,
✓ Access to finance
Enterprise Europe Network

- Funded under COSME Program
- Active in more than 60 countries
- More than 600 member organisations
- More than 3000 experts
- https://een.ec.europa.eu/
EEN Istanbul Consortium Partners

- Istanbul Chamber of Industry (ICI)
- KOSGEB
- Sabancı University
EEN Activities

• **Advisory Services**
  - **Awareness raising activities**
    - Country days, seminars on international trade, innovation, IPR, info days
    - Trainings (Foreign trade trainings, innovation management trainings, project management trainings, H2020 project preparation trainings)
    - Mini MBA Programs (R&D Management, Foreign Trade, Digitalisation)
  
  - Special advisory services: Company visits, consultancy activities
EEN Activities

- **Partnering Services**
  - EEN profile database: Business, Technology, R&D partner search profiles:
    - Register and receive daily/weekly/monthly profile bulletins on selected topics: [https://een.ec.europa.eu/](https://een.ec.europa.eu/)
  - Brokerage events at international exhibitions, conferences
  - Company missions to target countries
  - Follow our website, register to receive event bulletins:
    - [www.een-istanbul.org](http://www.een-istanbul.org)
EEN – SME Instrument

COSME
EEN Services enhancing the competitiveness of SMEs (all standard services, information, feedback, general innovation support, etc.)

Services enhancing the innovation capacity of SMEs, for potentially innovating SMEs
(innovation brokerage; IP services, tech audit; defining projects that might be funded, etc.)

Horizon 2020
Enhancing innovation management capacities (for "innovating SMEs", independent of a concrete project or of SME instrument)

SME Instrument - Key Account Management
SME instrument phase 1+2 Services within a given SME innovation project

Innovation strategy development
EEN – Enhancing Innovation Management Capability

KAM
Key Account Management

- For SMEs funded by SME Instrument, FTI and FTI-Open
- Innovation capacity evaluation tools:
  - IMP³rove, smE-MPOWER, AToMIC...
- Assignment of coaches for SMEs
- Coaching services for 7 days:
  - 2.5-3 days for Phase 1
  - 3.5-4 days for Phase 2
Since 2009

- 30,221 Seminar Participation
- 2,479 Questions/Answers
- 160 IPR Consultancy Service
- 3,379 Company Visits

- 3,115 Participants
- 11,689 B2B Meetings

- 964 Profile
- 1,466 EOI Received
- 1,741 EOI Made

161 Cooperation Agreements
51 Project Partnerships
About 20 million EUR value added
The World’s largest support network for SME’s with international ambitions

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