

# enterprise europe network

## I servizi della rete EEN a supporto delle imprese



- Creata dalla Commissione europea dal 2008 nel quadro del “Programma Competitività e Innovazione” (CIP), programma sostituito dal 2014 con il «Programma per la Competitività delle imprese e delle PMI» (COSME 2014-2020)
- Supporta le PMI nello sviluppo del loro potenziale, delle capacità di innovazione e imprenditoriali, nel contesto europeo ed extra UE

# La Rete Enterprise Europe Network

600 Centri selezionati dalla  
Commissione Europea  
60 Paesi coinvolti



Aiutare le imprese a  
crescere, innovarsi  
e internazionalizzarsi



Helping ambitious businesses  
innovate and grow  
internationally

# EEN Italia



# Assistenza Imprese

- Supporto nella partecipazione ai **Programmi UE** di ricerca e innovazione (es. Horizon2020), programmi comunitari finanziamento in genere, fondi strutturali comunitari, strumenti finanziari di fonte comunitaria (BEI – FEI)
- **Risposte ai quesiti** in merito alla legislazione europea e agli obblighi da essa derivanti, ai requisiti di base per il commercio comunitario ed extra-comunitario

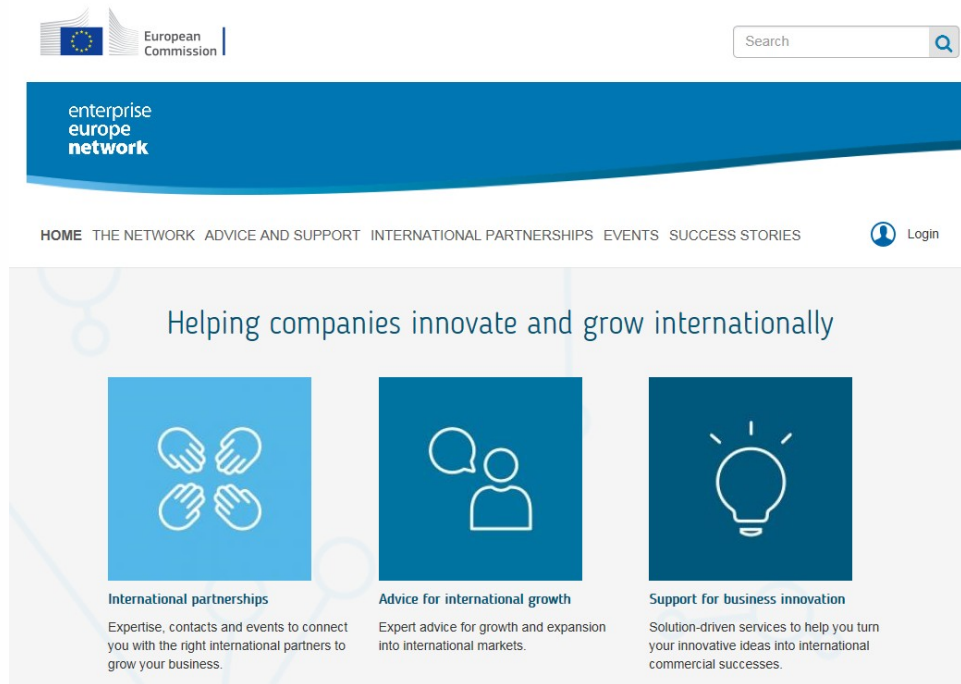
# Assistenza Imprese

- **Risposta a quesiti in tema di:**  
legislazione comunitaria in tema di sicurezza prodotto ,  
prestazione servizi (es. lavori edili, impiantistica) in paesi  
Ue e Svizzera, forme di presenza diretta in altro paese Ue  
ecc.
- Supporto nella **ricerca di partner commerciali e tecnologici**
- **Feedback alla Commissione Europea** sulle  
opinioni di imprese e stakeholder su temi di interesse  
comunitario (es. proposte modifica legislazione)

# Assistenza Imprese

- **Servizio di Ricerca Partner Commerciali e Tecnologici** a livello internazionale con relativa diffusione sul territorio di profili di cooperazione di imprese estere tramite banca dati della Commissione Europea Pod
- Partecipazione ad **eventi B2B (Business to Business)** realizzati nell'ambito della rete: <https://een.ec.europa.eu/>

# EEN website:



<http://een.ec.europa.eu>



# La Banca Dati EEN:

## Helping companies innovate and grow internationally



### International partnerships

Expertise, contacts and events to connect you with the right international partners to grow your business.



### Advice for international growth

Expert advice for growth and expansion into international markets.



### Support for business innovation

Solution-driven services to help you turn your innovative ideas into international commercial successes.



### Find a local Network contact point

Get in touch with your local Network contact point by selecting the country and city closest to where your business is based. They can help you with advice, support and opportunities for international partnerships.

Search EU country



OR

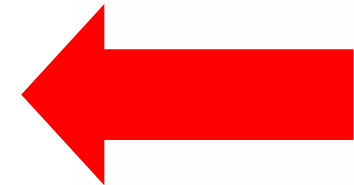


### Find an international partner

Search for partners to manufacture, distribute co-develop and supply your products and ideas.

[Register to receive email alerts](#)

SEARCH CURRENT OPPORTUNITIES



# La Banca Dati EEN:

The screenshot displays the EEN website interface. At the top, the browser address bar shows the URL: [een.ec.europa.eu/partners?f%5B0%5D=field\\_partnertype%3A1254](http://een.ec.europa.eu/partners?f%5B0%5D=field_partnertype%3A1254). The main content area is divided into a left sidebar and a main results pane.

**Search Bar:** A text input field contains the placeholder text "Search by keyword, e.g. plastic, food". Below it are two buttons: "SHOW RESULTS" and "RESET".

**Filter Panel:** Titled "Filter", it includes a section "I'm looking for a partner ..." with the following options:

- To sell to (business request)
- To buy from (business offer) **3837**
- With tech/expertise that I need (technology offer) **1067**
- That needs my tech/expertise (technology request) **130**
- To collaborate with/co-develop with (research and development) **17**

Below this is the "Country of origin" section:

- EU **288**
- NON-EU **92**
- POLAND **49**
- ROMANIA **47**

**Main Results Pane:**

- An information icon and text: "Be informed about new events matching your search criteria: [register for personalised email alerts](#)".
- Sort by: [Deadline](#)
- 380 opportunities found
- Opportunity 1:** "Lithuanian company is offering commercial agency or distribution services agreements for construction and restoration products manufacturers or suppliers from Austria, Finland, Germany, Italy and the Netherlands". The description states: "The company from Lithuania is acting as a trade intermediary of products for construction and restoration for more than 15 years. The company wants to..." [See more](#). Metadata: LITHUANIA | 6 months ago | expires in 1 week.
- Opportunity 2:** "A German automotive supplier seeks for a tool manufacturer". The description states: "A German automotive supplier is looking for a tool manufacturer. The toolmaker should be able to produce complex tools for heavy industry machines. Th..." [See more](#). Metadata: GERMANY | 5 months ago | expires in 1 week.
- Opportunity 3:** "Romanian company seeks suppliers for flower accessories under distribution agreements". The description states: "A Romanian company specialises in designing unique flower arrangements for private and corporate events. The company offers all major flower arrangements..." [See more](#).

# La Banca Dati EEN:

Enterprise Europe Network x Guide per l'impresa in Europa | C x +

een.ec.europa.eu/events?f%5B0%5D=field\_eventstartdate%3Anext\_year

Participating in an Enterprise Europe Network event could be your first step towards international business opportunities. The Network organises different types of business-oriented events:

- Brokerage events **?**
- Trade missions **?**
- Conferences and workshops **?**

Search by keyword

SHOW RESULTS

RESET

Filter

Date

Next 12 months

Type

<input type="checkbox"/> Brokerage Event	60
<input type="checkbox"/> Company Mission	9
<input type="checkbox"/> Conference/Seminar/Information Day	2

Country

**i** Be informed about new events matching your search criteria: [register for personalised email alerts](#)

71 events found

**16 Nov** B2B online meetings: New prospects for cooperation: Ukraine - Spain

The Ukrainian Chamber of commerce and Industry as the part of EEN Ukraine consortium with the Embassy of Ukraine in Spain and Camara officia... [See more](#)

**16 Nov** MEDICA Healthcare Brokerage Event

On the occasion of MEDICA 2020 fair, the global No. 1 meeting place for the medical sector, ZENIT GmbH together with the Healthcare Sector G... [See more](#)

# Assistenza Imprese

**Guide** «Unione europea: istruzioni per l'uso:

<https://www.to.camcom.it/guideUE>

- ✓ **ABC dell'import-export**
- ✓ Imprese ed e-commerce: marketing, aspetti legali e fiscali
- ✓ Vendere vino e bevande alcoliche in Italia e all'estero: aspetti fiscali e doganali
- ✓ Sicurezza dei prodotti e marcatura CE
- ✓ Finanziamenti europei per le imprese 2014-2020

# Assistenza Imprese

## **Guida «ABC dell'import-export»:**

E' composta da 6 capitoli e 3 schede di approfondimento

Link diretto iniziale:

<https://www.to.camcom.it/guida-abc-dellimport-export>

# Assistenza Imprese

- **Capitolo 1: Avviare un'attività di import-export**
  - <https://www.to.camcom.it/1-capitolo>
- **Capitolo 2: La scelta del partner commerciale**  
<https://www.to.camcom.it/2-la-scelta-del-partner-commerciale-0>
- **Capitolo 3: Le operazioni commerciali con l'estero**  
<https://www.to.camcom.it/3-le-operazioni-commerciali-con-lestero>

# Assistenza Imprese

- **Capitolo 4: La consegna e la qualità della merce**
  - <https://www.to.camcom.it/4-la-consegna-e-la-qualita-della-merce>
- **Capitolo 5: Il pagamento e l'eventuale recupero del credito**
  - <https://www.to.camcom.it/5-il-pagamento-e-leventual-e-recupero-del-credito>
- **Capitolo 6: Regole settoriali**
  - <https://www.to.camcom.it/6-regole-settoriali>

# Assistenza Imprese

- **Scheda 1 Glossario termini doganali**
  - <https://www.to.camcom.it/scheda-1-glossario-termini-doganali>
- **Scheda 2 Focus sull'origine delle merci**
  - <https://www.to.camcom.it/scheda-2-focus-sullorigine-delle-merci>
- **Scheda 3 Normativa contratto di agenzia in alcuni paesi Ue ed extra-ue**
  - <https://www.to.camcom.it/scheda-3-panoramica-delle-normative-nazionali-sul-contratto-dagenzia-alcuni-paese-ue-ed-extra-ue>



Grazie!

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