

# The Network in action

## Finding business partners

### Sharing the fruits of knowledge

**Mike Back, managing director of Bacchus and Beyond Wine Tours, has years of experience in the wine industry and loves the Piedmont wine region. The Enterprise Europe Network in Scotland helped him bring these two passions together to create the 'King of Wine Tours' in Italy.**

Setting up a new business can be difficult, especially when it involves working with a foreign country. Network expert Sarah McSkimming, based in Scottish Enterprise in Glasgow, gave Back vital information on the VAT implications of working in Italy and a list of English-speaking accountants in the Piedmont region.

The Network really came into its own when it came to finding Back a commercial minibus partner in Italy. The unique European nature of the Network meant that it succeeded where other business organisations had struggled. Back received a list of 15 potential partners and has already agreed a deal with one of them.



## Entering new markets

### Plumbing tax problems

**Family firm Richard has been solving sanitation and drainage issues in Mexy, a small town in north-east France, for almost 20 years. Eventually owners Marc and Estelle Richard, and their 11 employees, decided to take advantage of their border location and expand into providing services in Luxembourg.**

Looking for advice, they got in touch with their local Enterprise Europe Network member, based in the Conseil Régional De Lorraine in Metz. Network expert Tiphaine Rocton met the Richards and guided them through the legal requirements for providing services in another EU country.

When they experienced difficulties with the tax regulations, it was Rocton who got them back on track. Her specialist knowledge of the ins and outs of tax legislation in the EU quickly helped resolve the issue. Now the firm does a quarter of its business across the border.

# The Network and you

» “Thanks to the Enterprise Europe Network, the Munich Chamber, we got into contact with the Dutch partner in the Netherlands which helped us to set up a new business. It would not have worked out that well without their professional support.”

*Werner Kubitscheck, Zieltraffic, Munich, Germany, was helped by the Chamber of Commerce and Industry for Munich and Upper-Bavaria*

» “Thanks to the Network we were thoroughly informed about possible sources of financing for our ideas. Their experience and advice had a great impact on our success with our application for European funding.”

*Grzegorz Kozak, Virtual People, Szczecin, Poland, was helped by the West Pomeranian Economic Development Association*

» “Whatever question we have on EU tenders or new export markets and partners, we get the same fast, precise and effective help from all the Enterprise Europe Network offices in Hungary.”

*Bognár Miklós, Bognár KFT, Hungary, helped by ITD Hungary*

**Contact the Network now:**  
[ec.europa.eu/enterprise-europe-network](http://ec.europa.eu/enterprise-europe-network)

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# All your business needs



**Business Support on Your Doorstep**



# Enterprise Europe Network: Your business partner

## Want to enter new markets?

"I could sell this in another European market, all I need to know is how." The Network can help find you business partners and markets.



The Enterprise Europe Network is made up of 570 business support organisations in the EU and beyond. So it's well placed to help you find suppliers, distributors, trustworthy export partners and ways to source or sell technology. Expert advice and practical support from local experts, in your language, are just a phone call away.

## Not sure how to improve your business?

"We're almost there, but something is not quite right." The Network can give you tailor-made advice to suit your particular business.



If you feel that you could be doing better but you just can't put your finger on what you need to change – call the Network. Its experts can visit you to work out exactly what your needs are and how you can make the most of the opportunities on offer. Expert advice can shine a new light – and it is all free.

## Looking for help with technology?

"I need to find a market for this brand new technology we have developed." The Network puts you in contact with other SMEs who can provide you with an application for your technology or with the missing element you need.



If you need a certain technology to improve your business or a way to profit from your innovation, the Network can help you find it. Using the world's largest database of technology offers and requests, containing around 7,000 profiles, the Network brings research and commercial applications together.

## Lost in EU laws?

"Working out how to export my product is so complicated and time-consuming." Let the Network guide you through the maze of EU legislation and break down the barriers.



Interpreting European legislation and directives can be hard. The Network will strip out the jargon and tell you how it affects your business. If you have a question on EU law or policies, the Network can offer a direct interpretation for the specific needs of your company.

## Need funding?

"The concept is really sound, now I have to research it. But that'll take time and money!" The Network has a proven track record in helping people like you increase their chances of winning a tender or getting EU funding.



Talk to our experts about how you can access European finance and funding for research & development, innovation, investment, consulting services, employment, training or exporting. Winning public sector contracts is no easy task, but we can help and support you along the way.

## Don't know where to begin?

"I have to find a lawyer, and a distributor, possibly a partner and I have to lay my hands on that missing bit of technology. Where am I going to start?" Call the Enterprise Europe Network, your one-stop shop for everything your SME needs to really take off.



The Network is a one-stop shop for all your needs. If we can't answer your question directly, we will find the person who can. We have strong links with the EU institutions and act as an intermediary between them and local actors like regional authorities, tax authorities, or customs and excise. If you just don't know where to begin, a call to us will put you on the right road.

