

# Enterprise Europe Network EU Single Market Success stories



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# Introductory Note

**Enterprise Europe Network** is the largest network in the world supporting innovative small and medium-sized enterprises to scale-up their business and internationalise within the Single Market and beyond.

Enterprise Europe Network's group of experts on the **Single Market** is a dedicated group of specialists committed to facilitating the exchange of expertise and knowledge. These experts are passionate about tackling the challenges and complexities of the Single Market, aiding companies in their endeavours abroad, and fostering an understanding of the legislative intricacies that govern the market.

In 2023, the **EU Single Market marks its 30th anniversary**, a significant milestone in the realm of international commerce. To celebrate this achievement, our experts have curated the Single Market Success Stories Brochure, a collection of inspiring narratives that showcase the tangible benefits reaped by businesses, particularly small and medium-sized enterprises (SMEs) and self-employed individuals, within the EU Single Market.

The stories featured in this brochure illuminate how the four fundamental freedoms of the Single Market free movement of goods, persons, services, and capital have

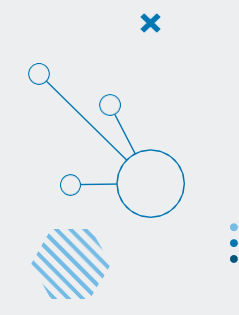
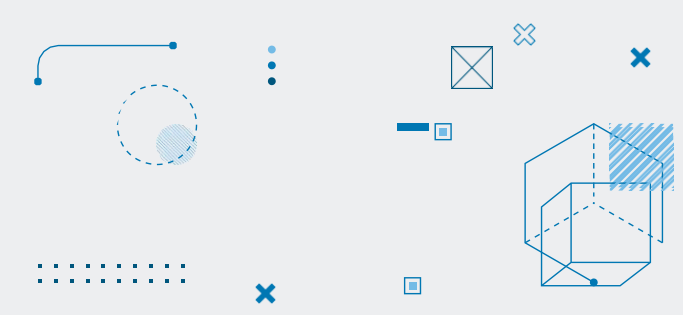
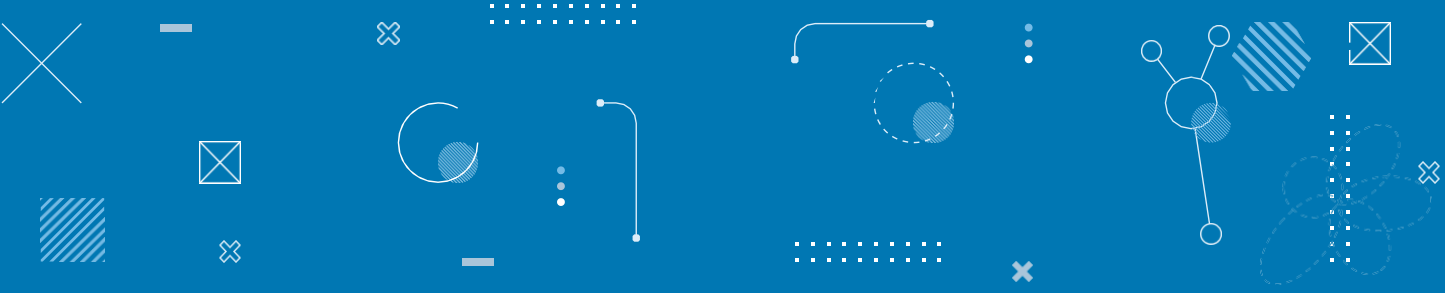


simplified daily business operations, fuelling growth and prosperity across the European Union. These success stories, totalling 70 from 18 EU Member States and Iceland, are a testament to the impactful collaboration within the Network, exemplifying its strength and functionality.

Through this publication, our goal is to empower potential and current client companies, providing them with valuable insights and encouragement to thrive within the EU Single Market. By sharing practical examples of successful ventures, we aim to demystify the process of conducting business abroad and highlight the supportive role of the Network experts.

This brochure is not merely a compilation of stories; it serves as inspiration for anyone seeking to engage with the EU Single Market. With the Network experts on the Single Market by their side, SMEs and entrepreneurs can embark on their international business journeys with confidence.

We extend our heartfelt gratitude to all the dedicated consortia and Communication Champions who made this publication possible. Together, we celebrate the triumphs of businesses within the Single Market and look forward to inspiring countless others on their path to success.



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### Enterprise Europe Network - Single Market Success stories

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## Custom made mattresses for **easygoinc.** EASY. FREE. moving

**David Lugmayr (AT), CEO easygoinc.:**



*“We have learned a lot from our new business partner and have benefited from the perspective of the Slovakian company. We are convinced of the high quality and precise working methods of this manufacturer and appreciate his mutual feedback culture. Many thanks to Anna Thaller from the Enterprise Europe Network-Team at WKOÖ (Austria) for arranging this valuable longstanding business contact.”*

It all started 10 years ago when easygoinc. CEO David Lugmayr and CTO Martin Erbler decided to rent office space in the carpentry company of Lugmayr's parents. Since then, the company easygoinc. has evolved quite a bit and transforms family vans or panel vans (brand-independent) into flexible mobile homes and offers vanlife modules as well as complete campers on a new vehicle basis. When the company was looking for manufacturers of custom-made mattresses who could fulfil the wide range of flexibility in shape and size required by easygoinc. the EEN-team of the Economic Chamber of Upper Austria (WKOÖ) entered the stage. Short transport routes were and still are very important for easygoinc. That's why the EEN team from

WKOÖ was looking for manufacturing companies in Austria's neighbouring countries. Together with a mattress manufacturer from Slovakia, easygoinc. optimised and significantly developed the design and shape of the mattresses for their ROAMER and TRAMPER motorhomes as well as for the BIKE and SPORT Vanlife modules. Meanwhile easygoinc. counts 40 employees and founded a subsidiary in Switzerland.



## You gotta get **Lotta.** Lotta curls - no heat.

**Claudia Bauer (AT), Founder of Lotta Curls:**



*“The EEN marketplace is a super easy way to look for new producers!”*

“Curly hair overnight without heat” is the marketing concept of Christina Niederl and Claudia Bauer, who founded the company Lotta Curls in Styria (Austria) in 2021. Their lifestyle product, which is in high demand, is a hair band available in different colours.

This unique product can be used to style curls overnight in an uncomplicated way by simply wearing it. It does not require any heat or complicated heat treatment. The start-up company was looking for bags to store their stylish hair bands. They got in touch with Michaela Ahlgrimm-Siess, the EEN-expert at the Austrian EEN-partner Internationalization Center Styria (ICS) who published a business request for printed sustainable fabric bags produced in Europe.

Within a few weeks, Michaela had to deal with a huge volume of offers from Enterprise Europe Network partners leaving her two clients with lots of options to choose from. The two founders are

now constantly working on new hairband variations and other accessories to steadily diversify their product portfolio. And Christina Niederl and Claudia Bauer keep coming back to receive the tailor-made support that the Enterprise Europe Network offers free of charge!



## Opening up the French market

*“Given the size of the company, we do not have the internal resources to access reliable legal information when we want to enter new markets. The EEN’s help in this respect has been very important for us, as it has enabled us to call on experts at no cost and to structure our internationalization strategy by targeting the right market.”*

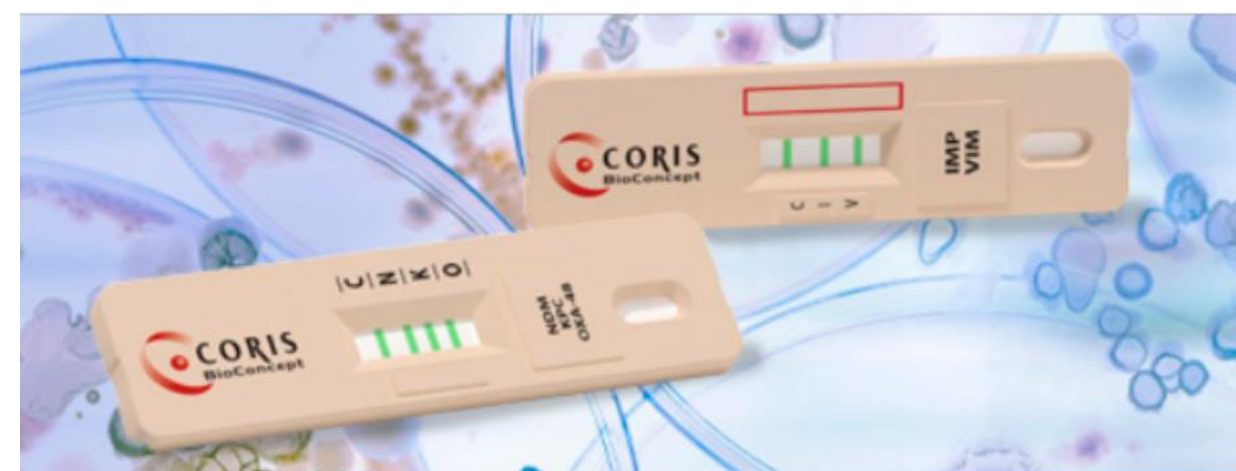


**ALVENAT** is a Belgian SME specializing in the production of rapeseed and sunflower oil. The company, which has already been in contact with EEN Wallonia for other projects, contacted AWEX to find out if there were any taxes or duties applicable to the export of sunflower oil to France for a client in the cosmetic sector. The company was aware of a tax applied by France to oils for human consumption. After internal research and contact with one of our French EEN partners, AWEX was able to confirm to the company that there were no customs duties or taxes applied. The special tax on oils for human consumption was abolished in 2020.

There was, however, another tax, which had been introduced for the development of the vegetable and animal fats processing industry, and which is managed by the “Institut des corps gras” (ITERG), but the company was not concerned by this specific tax. Indeed, the French legislation does not foresee the application of this tax to imports from other member states of the European Economic Area (EEA). This specific information has enabled the company to structure its export strategy and focus on this market for the coming year.

## A positive outcome after feedback

*“AWEX, through the EEN, was able to raise our issue with the European Commission quickly and efficiently.”*



**CORIS BIOCONCEPT** is a small Belgian company that develops, manufactures, and markets rapid diagnostic tests for the detection of pathogens responsible for enteric, respiratory and gastric diseases. The company contacted AWEX, partner of EEN Wallonia during Fall 2022 to report issues regarding a new European regulation related to InVitroDevices certification. The company pointed out that the regulation imposed a set of constraints that were difficult to comply with for smaller companies, leading not only to higher costs but also to a longer time-to-market.

As a first step, the team of EEN Wallonia at AWEX duly reported the case to the European Commission using the feedback channel. But they also investigated at Belgian and European levels to find effective ways to support the company. It appeared that the feedback of the company has been added to those reported by several other companies, stakeholders but also by European Member States, contributing therefore to be assessed as relevant and important by the European Commission. An amendment was quickly adopted in March 2023 providing a partial solution for the company.



## Arcsec, Safer navigation of the space junkyard

*Tjorven Delabie, CEO and cofounder of arcsec*

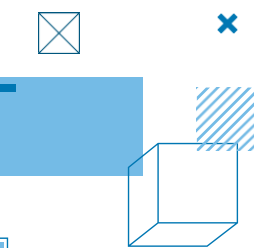
*“The first dry pitch was a vital eye-opener: our presentation didn’t go as smoothly as it should, and we flunked the Q&A. We took Enterprise Europe Network Vlaanderen’s critical feedback to heart and aced the second run a few weeks later.”*

Space tech startup arcsec hauled in EUR 1.3 million in funding from the prestigious EIC Accelerator program. The Flanders-based team confidently completed the application in under six months and received the first payment just days after the grant signature.

Rocket-launching material, disused satellites, bits of debris from collisions... There’s an enormous amount of space junk orbiting Earth. [According to the European Space Agency](#), about 34,580 of those objects are currently being tracked. But there are tons more that – quite literally – fly under the radar because they are too small to be detectable by current equipment. In a world first, the tech that’s being developed by arcsec will be able to detect tiny pieces of space debris of 3 cm. This is a major step forward. Because no matter how small the fragments, they can still prove disastrous if they hit satellites, spacecraft and the like.

To prepare for the final pitching panel, Arcsec reached out to Enterprise Europe Network Vlaanderen to make use of the free guidance they provide for European grant applications. During 2 test pitch sessions, they rehearsed the jury interview just as if it were the real thing: This exercise provided them with hands-on feedback on how to improve their pitches so as to convince the actual jury.

After working with EEN-Vlaanderen for their EIC-Accelerator success Arcsec use the other services of the EEN to establish contacts and link up with partners throughout Europe via participation in matchmaking activities at the Le Bourget Fair, the Commercial Space Days in Luzern and the Space Tech Expo in Bremen so that they can make themselves known in the exciting and challenging sector that is Aerospace.



## Successful voluntary settlement of a commercial dispute case between a Bulgarian and a Lithuanian company

*“I have contacted the EEN-Ruse regarding a late payment due by a Lithuanian forwarding company. We received tremendous support from Mrs. Iliana Draganova, who helped us to receive the payment. Without the help of the EEN, we would not have been able to deal with the situation so quickly and smoothly.”*



In mid-January 2023 company Transgarant Ltd approached EEN-Ruse regarding a case with an overdue payment by a Lithuanian (LT) company. The EEN client is a transport company, which has signed a contract to provide transport services to a Lithuanian company. The LT company owed the BG company the amount of EUR 2 400 without interest for a transport service under a transport contract, which was 4

months overdue. EEN-Ruse analyzed the situation and before making official and/or legal measures, EEN-Ruse offered the company the option of assisting it with a voluntary payment by the LT company using the resources of the Enterprise Europe Network.

Mrs. Irma Taparuskienė from the EEN member at Kaunas Chamber of Commerce, Industry, and Crafts offered their support on the case. After advising the LT company on the options, Mrs. Taparuskienė has received a confirmation from the LT company that they will voluntarily make the due payment to Transgarant Ltd.



InnoForward, RIC “Ambitious Gabrovo”

## A successful partnership between Bulgarian and Italian companies

*“We were very impressed by the RIC EEN team at the event we attended and grateful for the partnership and the new clients that we found thanks to it.”*



In 2022, RIC played a pivotal role in organizing an event where the team showcased the extensive range of services offered by the EEN. During this event, Perfect Ltd expressed a keen interest in EEN services, sparking the beginning of their journey as EEN client. Notably, Perfect Ltd boasts a state-of-the-art digital studio, specializing in a broad spectrum of services.

After several productive meetings, the EEN team’s efforts put in finding potential partners generated significant interest from companies across Europe. A noteworthy moment arrived when the EEN team received a conspicuous expression of interest from Mrs. Onorina Mussini, representing AZIENDA SPECIALE S.E.R.M. - SVILUPPO ECONOMICO DELLA REGIONE MOLISE - DELLA CAMERA DI COMMERCIO DEL MOLISE, Italy, on behalf of Milestn Srl, an innovative Italian digital marketing company. Milestn’s mission revolves around assisting client companies in expanding their market share. The outcome was a collaborative partnership agreement between Perfect Ltd. and Milestn Srl. At present, both companies are seamlessly delivering services to clients in Bulgaria and Italy.



EEN Croatia, Croatian Chamber of Economy

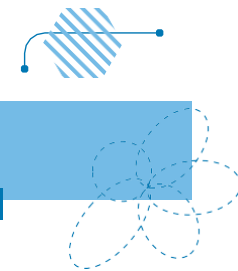
## Finding an international business partner in only three days with the EEN’s help

*“With EEN, we successfully placed our products in foreign markets. The EEN team was of great help to us in the internationalization of our business.”*



Croatian company STUDIO NINE Ltd. produces high-quality solutions for treating all optical and other sensitive surfaces. The company owns formulations of biodegradable products without alcohol, which gives it an advantage over competing products and emphasizes the “green story” that has been pursued since the first day of development. The first specialized product they developed was the MAGIC CLEANER (100% Croatian product), used to clean all sensitive surfaces such as glasses, mobile phones, laptops, all types of screens and touch screens, photo lenses, etc. and is entirely biodegradable.

Wanting to grow their business and expand to the Single Market, the company turned to the EEN Croatia consortium leader, the Croatian Chamber of Economy. The company’s business profile was created in the Business Cooperation Database with detailed product characteristics. After only three days, EMEA Ltd., a representative and distributor of medical products from Slovenia, called. Negotiations soon began, cooperation was agreed upon, and subsequent representations for countries in the region. The company continues to launch new products to the Single Market and is supported by EEN Croatia every step of the way.



## Fast expansion to the Polish market

*The best thing you can do in business is to expand your network. A wide network brings a lot of new people. A lot of people are bringing new ideas. New ideas are bringing new products. New products bring new and higher revenue. Trust the network.*



Croatian [SME Infinity Luxury Ltd.](#), established in 2017, provides clients with unique outdoor shower solutions. In 2022, it made a couple of changes, one of which was the total rebranding of the company. The company wanted to have a complete story that connects the company, the place where it comes from, its products, its legacy, and its lifestyle. That's how it created the [KORTA brand](#).

The company wanted to penetrate the Polish market but could not find a partner there. The EEN connected it with the Polish company Radecom Ltd., which became one of its crucial European partners. This partnership has quickly resulted in the company's increased sales numbers, brand value and recognition.

## Successful posting of workers

*Company CZECH MONTAGE is always pleased to have such a partner to discuss each posting to many different countries. Cooperation with EEN is wonderful and great advice is given. Thanks to this support we can join new markets quite easily.*



CZECH MONTAGE is dealing with assembly of shelving and racking systems for warehouses in various EU Member States, for this purpose they post workers there. Rules for posting of workers are complicated and differ from country to country considerably. That is why they always contact EEN and ask them for

assistance. EEN assistance covers all aspects and procedures connected with posting of workers to particular EU Member States: working conditions (including remuneration), obligatory social and health insurance rules, rules for VAT and income taxes, notification procedures (for posted workers and for qualification regulated in the host EU Member State) and required documentation including obligatory translations. Thanks to the obtained advisory services, CZECH MONTAGE can enter new markets and thus increase turnover and market share. In addition, this support prevents the company from paying high fines or penalties, which are often issued by authorities of other states in case the companies don't meet relevant rules and conditions.





## Successful entry into the Single Market and establishment of a branch office

“Thanks to long-term cooperation with Trafin Oil, EEN has become a guaranteed reliable partner for our company in developing our business. When we need consulting services related to foreign markets, digitization, and other matters, we turn with confidence to the EEN team. They are currently helping us bring more and more oils back into play in the Single Market. We are on the same boat.”



Trafin Oil has been using sophisticated logistics for more than 15 years to be able to collect used cooking oils from restaurants, gastro businesses, as well as municipalities and citizens from the ever-increasing number of bins. All these collected waste oils and fats are then processed at their own factory for secondary use. Through gradual mechanical purification, the company produces clean raw material used in the production of

modern fuels. When expanding to other Single Market countries, the company faces many challenges, and therefore welcomes help from EEN on acquiring new business contacts or other advisory and consulting services. The company has decided to establish a subsidiary in Austria, and they appreciated EEN help in obtaining more detailed information regarding waste management permits, necessary licenses, and other documents to make their business compliant with Austrian laws. At the same time, they were also assisted in researching the markets of used oils in Spain and Italy. Thanks to the cooperation with EEN, the company had the possibility to expand their activities in those countries as well.



## Finnish startup networked with the help of EEN research profile

“Ainak is excited about the opportunities EEN offers for finding European-wide business partners. Finding partners is always challenging and EEN is a great platform that has already proven to be successful.”



Finnish startup Ainak creates AR and AI based solutions for redesigning interior spaces. Using the AR based platform, the client can quickly sketch and visualize new layout designs for home, office or factory spaces.

The company turned to EEN when they were looking for partners to join the RE-CENTRE Eurocluster project. A research profile was made, Italian EEN colleague noticed the profile and informed her client who got interested. The companies made a proposal and received the funding. Ainak continues to use the EEN services, and a business offer profile for commercial partner search is under preparation.



## Support to **Galleria Green**, a Fine Art Photography online gallery

*Enterprise Europe Network's useful and practical advice helped to clarify consumer law and VAT rules in the EU Internal Market.*

### Galleria Greer

Soon to be launched, Galleria Green is an online Fine Art photography gallery specializing in offering pre-ordered high-quality artwork for purchase and showcasing the distinctive creations of photo artist Irina Hurme. The entire process, from artwork creation to printing in collaboration with top European printing labs, is an integral part of the artist's approach.

Galleria Green reached out to EEN to seek clarification on EU consumer law and VAT rules as the innovative pre-ordering concept and delivery of the finished, handcrafted artworks worldwide by external Fine Art photography printing services had to be aligned with the EU law. The invaluable information and advice received from the Enterprise Europe Network played a pivotal role in finalizing Galleria Green's business model.



## MAISON **LA FUMÉE**

*My EEN advisor helped me to understand the market and prepare for our BtB appointments.*



Maison la fumée is a family business that was driven by the love of taste. This project was born in 2020. Combining tradition and culinary innovation, MAISON LA FUMÉE surprises with unusual compositions based on local products and spices. It is with care that Marc Paturet, its founder, and artisan smoker offers a variety of products and quality food products from an artisanal manufacture.

International buyers from the food & spirit industry from Canada and the United States visited the islands of Guadeloupe to meet local producers, taste new products and visit sites.

With the help of the local EEN Team, they were able to choose themselves the products by going to the producers' production centres and meeting them in person, to gain a better understanding of the region and its specificities. It was agreed with them to organise a buying trip to select products that the American and Canadian shopkeepers considered to have high potential and to check their compliance before they were put on the market.

Thanks to this program and EEN consortium, Maison la fumée was able to sign his first contract in Canada.

## KADALYS

“Do not hesitate to ask CCI Martinique, Team France Export and EEN member, to support you, as they provide good advice!” says Shirley Billot, KADALYS CEO, a biotechnology company specialized in health and beauty.

# KADALYS

KADALYS is a pioneering French cosmetic brand based in Martinique that has become a worldwide reference in banana expertise. For years now, the company has been prospecting and selling its products in Europe, the United States and Asia, with 60% export sales and sales over 1.5 million euros in 2022. The company wished to pursue its development on the African market and asked us to support its project. Shirley

joined the support program called “Booster Afrique”, which included advice sessions, a prioritization study of three markets: Côte d’Ivoire, Nigeria and Senegal, and then detailed prospection of the Ivorian market to validate her potential in Côte d’Ivoire. Out of some 15 prospects identified and having expressed an interest in the KADALYS offer, 5 B2B meetings were held during the prospecting mission in June 2023. Few weeks after, KADALYS was finalizing contractual terms and the creation of its catalogue with a leading pharmaceutical wholesaler and is also in contact with a major pharmacy. The launch of the brand is scheduled for the end of the year.

## JCH INTERNATIONAL

**Philippe Cordier – JCH International**

“Thanks to the regulatory audit carried out by the Enterprise Europe Network, we understood the importance of getting more involved in making our products compliant, and we became aware of what we needed to do in a concrete way to increase transparency with our customers.”



Valérie and Philippe Cordier, experts in beauty care, took over JCH International in 2006, and now offer quality beauty accessories. Thanks to their high standards, their products were mainly sold to health and beauty professionals, mostly in France. But they were quick to consider international expansion. A regulatory audit carried out by Enterprise Europe Network Hauts-de-France clarified their European legal duties in terms of product compliance. EEN also adapted their terms and conditions for international use when they launched their websites.

Today, 25% of JCH sales are made abroad, involving the EU, Dubai, Australia, and Colombia. Their exchanges with foreign partners and customers are secured thanks to EEN’s advice. Since then, the JCH team has grown to about fifteen employees at headquarters and in the warehouses.

This success story reflects the essential support provided by Enterprise Europe Network, a catalyst for JCH International’s international expansion, marked by regulatory compliance of their products and website and the development of solid partnerships.

## Sylvaine Duval SARL

*The EEN team, with its very detailed knowledge and expertise in business development on the European territory, enabled me to tackle regulatory and technological subjects in a personalized and in-depth way, in a rather short timeframe.*



SYLVAINE DUVAL SARL, a landscaping agency with 23 years of expertise, has created a vegetal bio-filter to purify indoor air in businesses. How? Walyzeo neutralizes pollutants, generates oxygen, and restores electrostatic balance by harnessing the power of plants! Led by Sylvaine WILLEMS, the company aims to enhance workspaces and add value to buildings through vegetation, without toxic waste. With support from Enterprise

Europe Hauts-de-France, Sylvaine secured her project, adhering to European standards. This involved a regulatory audit, intellectual property pre-diagnosis, and adding the company's profile to the POD for identifying new clients and suppliers in over 50 countries. Thanks to this, Sylvaine has successfully developed her project, installing numerous large-scale vegetal walls in France.

## When resilience rhymes with compliance

*“You have convinced us to take the decisive steps to market our product in compliance with current legislation.”*



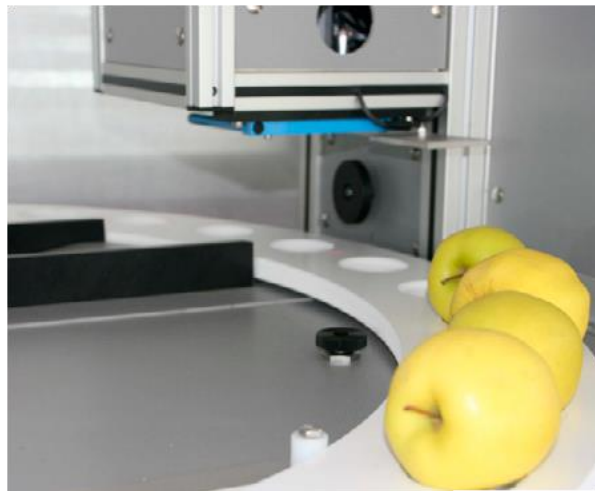
During the COVID-19 sanitary crisis, OXY, a French industrial company specialised in marking and signage, decided to respond to the fall in the level of activity by manufacturing face protections. Having the necessary resources, materials, machinery and staff, the company launched a first version. To identify customers in the EU, OXY contacted EEN at the regional Chamber of Commerce and Industry, but

very quickly the problem of compliance arose. OXY didn't know that the product had to comply with CE marking rules for Personal Protective Equipment.

EEN explained to the company the benefits of the harmonised European standards, informed it on the regulatory relaxations implemented in response to the health emergency, and put it in touch with an official conformity assessment laboratory. Within two months, the product was able to obtain CE marking and be placed on the EU market. Company's resilience enabled it to maintain its activity and thus preserve jobs, while offering a safe and useful product in a context of health crisis.

## Spanish public procurement open to French innovation

*“You were there when we needed you. Thank you so much for your help !”*



In May 2023, SETOP decided to respond to a public tendering issued by a Spanish laboratory. As one of Europe's leading suppliers of fruit quality control equipment, SETOP had good chance of winning. The company began the procedures on the dedicated website but was quickly blocked by a request for Spanish identification numbers. SETOP then turned to its EEN correspondent at the regional Chamber of Commerce and Industry to find out how to obtain these

documents. EEN contacted the Spanish Consulate, but unfortunately, it took two months to provide the ID numbers and as a result, SETOP was unable to respond to the tender before the deadline. EEN nevertheless encouraged the company not to give up because the public procurement legislation offers procedures in case of unsuccessful tender.

Considering the quality of SETOP's products and the lack of European competitors for this type of equipment, it was in SETOP's interest to stay in the race. As was to be expected, the tender has been unsuccessful, SETOP contacted the laboratory which finally acquired its innovative fruit quality control equipment. This experience has enabled the company to better understand how public procurement works in the EU and it should be useful for future opportunities.

## VECTURA SYSTEM - Entering German market with innovative technology for hybrid retrofit

*“Thanks to the support of EEN, doors opened quickly to help us develop our business in Germany. Networking is fast and efficient. The support we have received in France and Germany is powerful for a young start-up.”*



French start-up Vectura System's journey to introduce their ground-breaking hybridisation retrofit system for light commercial vehicles into the German market showcases the indispensable role played by the Enterprise Europe Network. Hindered by domestic regulations, Vectura System turned to the EEN for guidance. With our expert legal advisers, seamless collaboration between EEN partners, and a strategic approach, Vectura System not only gained vital insights into German regulations, but also established a flourishing presence in Hamburg.

## Cahute - Entering European market with the 1<sup>st</sup> eco-friendly and 100% handmade in France

*“This legal counselling permitted substantial time saving for a young company! In addition, it helped us to innovate and to access new international markets.”*



French SME, [Cahute](#) is the first hand-built caravan that is eco-friendly and fully registered in Europe. To make this happen, the young company received support from Enterprise Europe Network on EU regulations and standards to support their international developments. Cahute has been advised by the legal expert to ensure compliance of the product with European regulations and standards (CE marking).

Indeed, a legal diagnostic was established emphasizing the different legal obligations imposed to the Company and a concrete action plan described the different key steps to respect in order to certify the product with the main EU regulations: General product safety, ROHS, REACH, waste packaging, waste recycling. The recommendations were compiled in a guidebook: “Check UP S&R” (standards & regulations).

## Portuguese 100% eco-friendly educational toys for children enter the French market with the support of the Enterprise Europe Network

*“Good for children, good for the Planet.”*



The Portuguese startup Elou Cork saw great potential in the global marketplace and, with the help of AEP CCI, published a business profile to find partners under a distribution or a commercial agency services agreement.

In late 2021, the French company Valoris, a lever of growth for the eco-responsible toy sector, expressed its interest in the business profile of Elou Cork. In early 2022, the French company visited Elou's facilities onsite, and the details of a potential business agreement was drawn.

Thanks to the support of the Enterprise Europe Network, both companies managed to find the right partner and had the opportunity to exchange their ideas and ambitions to distribute the Portuguese natural products on the French market, in line with an eco-responsible strategy.

## Supporting the French leader in early preclinical 3D cell culture from financing to market positioning

*Cherry Biotech! Why Cherry? Because Apple's already taken!*



Cherry BioTech is a highly innovative start-up which brings on the market a new generation of products, alternative to animal experimentation. It can better predict efficacy and safety of any molecule based on human tissue. Cherry Biotech benefited from a holistic client journey with the Paris region Chamber of Commerce and Industry and three EEN experts: member of the Thematic Group

Research and Innovation on the EU Funding, co-chair of the Health Sector Group on partnerships and EU legislation expert.

Enterprise Europe Network advisors provided a wide range of valuable legal advice, effective partner search and a high-quality support for EU funding for their project, along the entire client journey from research to innovation and to markets. Cherry Biotech was selected and funded under the highly competitive EIC Transition program of the European Commission in September 2022. EEN assisted them in submitting their application. They received advice on how to write a good proposal and were helped to prepare their pitch. Cherry Biotech's CEO Jeremy Cramer was invited speaker at the Health Info Day in February 2023. The objective was to share their best practices with companies interested in the European funding.

## A successful launch for Sandy Society

*EEN support I received was an essential lever for the projection of my brand on the export market. Indeed, in my opinion, the international market is a determining factor in the development of a cosmetics company.*



This company was created in December 2021 and the brand was launched in November 2022. The team is made up of the founder, Sandy BOGET, who works with several designers and commercial assistant trainees. The products are now sold to hotel-spas, institutes, luxury perfumeries and department stores in Italy, Switzerland, the Nordic countries, and Benelux.

SANDY SOCIETY company sells cosmetic products under the SAND RARITY brand. The products are a range of treatments with organic prickly pear seed oil which is the rarest oil in the world. The company requested the EEN support from the start, to be able to launch its brand both in France and internationally.

## Portalp is ready for UKCA marking thanks to the support of the EEN

*“The EEN support allowed us to comply with the UKCA marking requirements and remain active on the British market to increase our presence in the following years, says M. De La Chaise, territory sales manager North Europe at Portalp. This is one of our biggest markets in Europe.”*



Portalp is the French leading manufacturer of automatic pedestrian doors offering a wide range of products and services for the security and access to buildings.

This is a family-owned business founded in 1962. With subsidiaries in Austria,

Belgium, Spain, Italy, Luxembourg and United States, and partners in more than 30 countries, including United Kingdom, 30% of the company's turnover is made from export.

M. De La Chaise, territory sales manager North Europe at Portalp, contacted the EEN because following Brexit a new UK product marking, called UKCA, has been implemented for goods being placed on the market in Great Britain. It became mandatory on the 1st of January 2023. Portalp needed assistance in analysing official sources of information for the UKCA marking to be ready for the deadline.

Chloé Rouland, an EEN Auvergne-Rhône-Alpes advisor based in Grenoble, supported the company.

## EEN helped Tournaud Mecanique Generale develop a new range of products



As part of the development of one of the new products, the company took an active approach to analyse patents, both on the competitors' side and on the technological areas concerned. They encountered a difficulty in interpreting and using evidence of an earlier patent on a competitor's patent in the field of forestry equipment. The IP experts of the EEN analysed the situation and proposed an action plan to remove this obstacle to the

development of the product. They took the opportunity to take stock of the company patent analysis related to the field of activity concerned, to provide with additional insight. A patent search on 2 competitors has been launched, in order to enrich the sector analysis. The help of the EEN was appreciated because it allowed the company to find an answer on a blocking point, requiring a certain degree of expertise in industrial property. The EEN has also opened the doors to European funding, presenting Tournaud with the financing arrangements most suited to their situation and development objectives. This was important to help the company diversify their sources of financing for the development of innovative products.



## Bringing back to operation **out of fuel satellites!**

*“EIC is a great mechanism to catalyse innovation into services and we really got supported by the Enterprise Europe Network, and all the local and national actors for the preparation.”*



Satellite life extension is what the French start-up Infinite Orbits, located in Toulouse, aims at: building on innovative spacecraft powered by autonomous vision-based navigation software. Although the company was already gaining revenues, a larger investment was needed to develop the docking life extension platform and reach widely the market. Infinite Orbits applied to the EIC Accelerator with the EEN support in 2022. The proposal was successfully assessed at steps 1 and 2, and the founders were then invited to the interview session in November 2022. Thanks to their close collaboration, the Enterprise Europe Network and the French National Contact Point for SMEs offered the company support for the pitch interview

preparation. The EEN advisors carefully read the full-application proposal, the pitch deck, and the evaluators' comments in order to prepare a set of challenging questions for the interview session. After the mock

interview, a debrief was made, addressing all the strengths and weaknesses of the interview, and providing advice to improve the speech. They also highlighted the importance of designating a key speaker complemented by the top management experts during the Q&A session.

The European Commission released in December the evaluation results and Infinite Orbits ENDURANCE project was among the 78 high-potential selected SMEs in this highly competitive scheme. ENDURANCE project is a €2.2 million grant aiming at the development of the servicer. The demonstrator of the full servicer for life extension is expected in early 2025.

## Making full benefit of the **Single Market**



Benoit Systemes has been offering innovative products, serving wheelchair users' mobility and autonomy for more than 25 years, such as power add-ons for wheelchairs. The company has been followed up and advised by EEN throughout its growth pathway, in particular regarding internationalisation throughout the European Union. EEN helped the client to develop a strategy and assisted its employees to improve some of their working processes. They trained the company on internationalisation and the different prerequisites before going abroad and reaching new markets. This

included IPR topics, such as patents and the Single Market regulation. EEN delivered a personalized coaching intended to verify or define the legal and fiscal arrangements / procedures that the company implement concerning its intra-Community / international transactions. EEN also assisted the company to comply with General Data Protection Regulations for their customer relations through e-commerce. Number of them were located in foreign countries.

All EEN advisors, each with their own expertise, assisted Benoit Système to conquer the Single Market and the company is now present in Belgium, Netherlands, Switzerland, Spain, Germany and the UK.



## Take heart! Go international!

**Katja Schroll, [Franz Schroll GmbH](#)**

*When I joined the company, it was like jumping into cold water. I had little idea about working across the border, but the EEN experts of the Chamber of Trade and Crafts for Munich and Bayern Handwerk International helped quickly and competently wherever they could.*



and spa areas made of fine wood. During the difficult pandemic years, the crafts company designed and manufactured a so-called wellness cube that won the "Bavarian Export Award 2021". Their core competence is 3D planning of relaxation and sauna areas in hotels and private spaces and their instalment. After some orders in third countries, the order books started being mainly filled with orders from European countries such as Italy and Scandinavia. The Bavarian EEN experts advised and supported the company on the topics of 'posting of workers' as well as participation in trade fairs abroad.

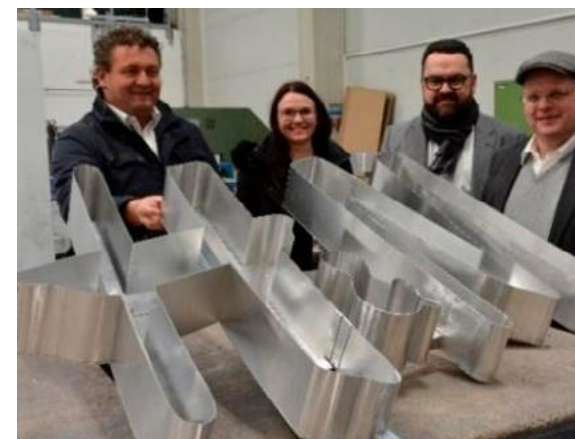
The company started as a carpentry producing high-end furniture for interiors such as traditional Chiemgau parlor furnishings. Today, Franz Schroll GmbH from Chieming in Bavaria is a successful, globally sought-after production facility for high-quality wellness



## Ikea, Rolex or H&M are ordering from this skilled crafts company

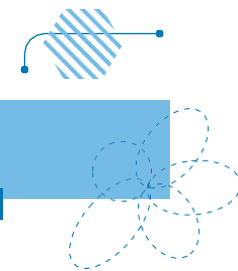
**Sebastian Gemählich, [Maas + Roos Signage](#)**

*It's not the size of a company that matters. Our enthusiasm for crafts helps us being successful abroad. Thanks to the EEN Team of Bayern Handwerk International (BHI) for the individual support about the Single Market*



Probably in every household in Europe people can find products from the Swedish furniture store IKEA. Their four bright yellow letters are known all over the world. Maas and Roos in Hilpoltstein (Bavaria) is the company behind these letters, specialized in illuminated advertising systems worldwide.

The unique selling point of the company is a worldwide network and the technical know-how to produce and assemble large-six-metre-high illuminated letters. To do this, metalworkers, electricians, and structural engineers work all together hand in hand. EEN-experts of BHI provided Maas and Roos with special support for an installation in Spain, where a registration for workplace safety (REA) was required. In addition, they supported with webinars to enhance the company's knowledge.



## German company opens a development center in Cluj-Napoca

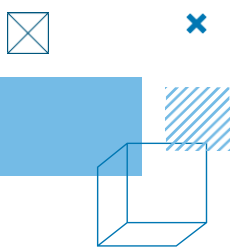
**Dimitri Pritzkau**, Head of R&D at FRABA GmbH, Aachen, Germany

*As a provider of solutions in the field of automation, an international presence and R&D cooperation is a decisive competitive advantage for us. Researching and preparing important country information and framework conditions in the target countries enables us to make decisions about our investments. We are grateful that the EU supports us with the EEN advisors on our path to growth.*



FRABA GmbH is a well-established German company from the automation sector that approached ZENIT while planning to open an office abroad. The market research delivered by ZENIT helped the company to make the decision on setting up a company in Cluj-Napoca, Romania and opening there the second development department that would act

world-wide. FRABA's target was to hire 20 specialists in the first step. Within 5 years, the company planned to expand and hire approximately 80 highly qualified employees in the area of IT, software and electronics development and quality management. ZENIT approached the Enterprise Europe Network partner in Cluj-Napoca (INSTITUTUL NATIONAL DE CERCETARE DEZVOLTARE PENTRU OPTOELECTRONICA INOE 2000) and asked for support in finding regional IT specialist recruiters. To secure the necessary skills, a HR company focused on the recruitment of IT specialists was integrated into the process. The German company took advantage of the free movement of goods and workers in the Single Market.



## Successful German-Polish Single Market Cooperation in the Food Sector

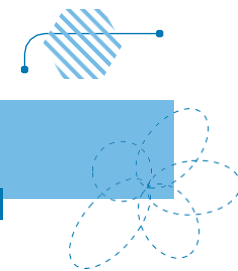
**Heinz Düpmann**, CEO, Düpmann GmbH & Co. KG

*We are very pleased that we have found such a reliable partner in Poland within the Single Market. Without the support of the Enterprise Europe Network and ZENIT the search for a suitable supplier would have been much more difficult. For me, it is important that my customers are satisfied. This also ensures the success of our family business for the next generation.*



Düpmann GmbH & Co. KG is a German company that has been producing vegetables for the food industry for four generations. At the beginning the company was specialised in the production of onions and for 20 years it has extended its product portfolio.

ZENIT got to know the company Düpmann GmbH & Co. KG in February 2015 during the members' general meeting of the association Food Processing Initiative – a stakeholder of NRW.Europa. Their Polish partner Fruit and Vegetables Processing Plant in Środa Wlkp. Sp. z o.o. was one of the biggest producers of frozen vegetables and fruit in Great Poland. The company offered raw materials of the highest quality. All products came from the local producers. Both companies appreciated the benefits of the European Single Market and the free movement of goods and services.



## Expansion of business in and outside Europe

*“As a partner of Enterprise Europe Network, our target to internationalize was successfully reached.”*

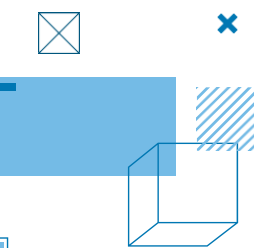


Established in 2020, during the Corona pandemic, ProActive Air’s vision was to offer public health, educational institutions, a safe working environment, to prevent being forced to stop their service. This way, air cleaning and air treatment solutions had been developed. Sales on the German market picked up fast and the company started to look for new market opportunities and for this reason ProActive Air approached EEN-partner CCI Stuttgart Region. The challenge of the company was to identify specific EU-wide product regulations which the company must

comply with, when selling its air cleaners in other markets. CCI Stuttgart advised on this subject, making the company aware of the network’s full-service range, especially about identifying distribution partners abroad. Today, the devices are in use in Germany, Austria, Switzerland, the Netherlands and Denmark. Furthermore, the company has sales partners in

England, Sweden, Finland, Norway, Canada, and USA. After the crisis, they developed air treatment equipment for industries, hospitals, and public buildings, ending in treatment of production air to save up to 90% energy used for cleaning.

ProActive Air has a strong focus on sustainability by following five of 17 UN’s Sustainable Development Goals (SDGs) and three principles of the regional WIN!-Charta and as an active partner of the climate alliance of the state of Baden-Württemberg.



## How to successfully target Europe’s railway industry as an SME

### Dürr Technik

*“To be successful on the railway market you need patience and steadily increase brand awareness. Thanks to the joined company booth on one of Europe’s leading railway fairs in Europe – TRAKO, today we are well known on the market and could recently even agree cooperation with an OEM.”*

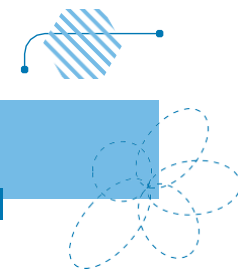


Dürr Technik is a specialist in oil free and maintenance-free piston compressors with a high life cycle. As the railway market, is one of the key markets for sustainable mobility, the company would like to make the

best possible use of this potential since they offer a wide range of high-quality solutions for the railway sector.

The TRAKO fair is one of Europe’s leading railway fairs. The Enterprise Europe

Network Baden-Württemberg has organized a joined company booth for SMEs from the region since 2017. This SME oriented service gave the company the opportunity to present their solutions and increase their visibility on the railway market with low time and money expenditure. They have been present at the joined company booth from the very beginning and today they are not only well known on the Polish and European railway market but have been recently able to sign a cooperation agreement with an important OEM.



## Internationalization and the irreplaceable added value of personal contacts

**Tilo Stolzke**, owner and CEO of sananet

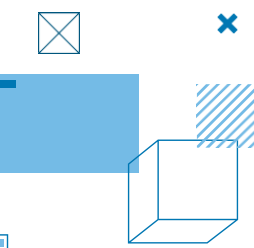
*In the current project, I participated in the Baltikumsprechtage (Baltic Sea Consultancy Days) organized by WT.SH and IB.SH. Within this framework, targeted online meetings were organized with the respective contact persons in three Baltic states, which included numerous contact opportunities. I had an additional contact through the Estonian Chamber of Commerce and Industry, and in the end, the entire exchange led to two new customers for sananet in Estonia. This evolved surprisingly quickly for me; usually, the lead time for projects and firm business contacts is much longer for us. The fact that two new orders and thus business connections were established within just a few weeks after the initial talks, was an overwhelming success.*



Founded in 2000 for the healthcare market, sananet is a Lübeck-based management consultancy specializing exclusively in the field of medical technology, including the related areas of biotechnology, life science, and health IT. In addition to business planning and market analysis, sananet's goal and focus is to assist start-up and growing companies in the medical sector from all over the world and prepare them to successfully enter the European market, especially in the core region of German-speaking

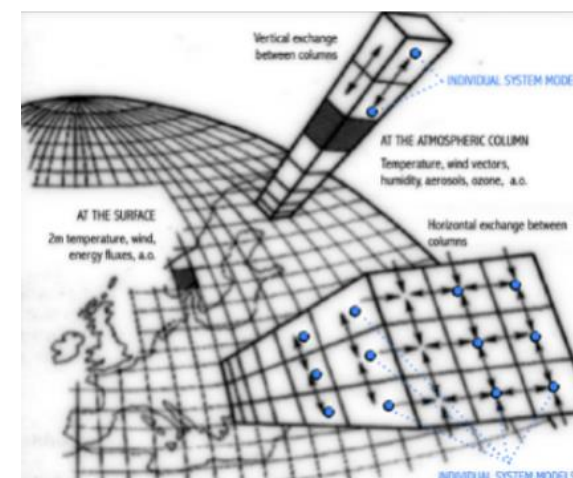
countries. In addition, another goal is to successfully search for sales as well as strategic partners. Within the Sananet's client base there is the Israeli Ministry of Economy, the IEI of the Foreign Trade Administration, and local trade offices the Taiwanese economic development agency Taitra and several companies, from France, Italy and even overseas. Sananet successfully supported this very diverse client base in their search for distributors and sales channels in Germany.

sananet participated in the Baltikumsprechtage (Baltic Sea Consultancy Days) organized by WT.SH and IB.SH in February 2023 and was able to quickly establish two business contacts in Estonia as a result.



## Intelligent geo-forecasting to stop Climate Change, to foster Renewable Energy, and to adapt Agriculture

*Yes, the business coach has answered our open questions very extensively, in detail, competently and informatively. Really helpful and with a new perspective on these issues. In short: very good, helpful, competent and professional coaching. It was really a good choice.*



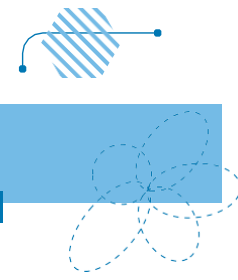
Example of spatial 3D grid of individual system models running a digital twin of the atmosphere @geopredict

Geopredict GmbH is a start-up company that aims to address industrial and societal challenges at the intersection of satellite and earth observation data as well as prediction. The fruitful collaboration with EEN M-V started in 2018 through an innovation audit and support in coaching and implementation of the SME

instrument project. The start-up reached milestones in its company development and participated in EU-funded projects such as Horizon Europe, supported by the EEN partner Steinbeis who informed about the programme and actively sought for partners. Besides international activities, Geopredict creates synergies with 3 regional universities and ~60 companies in MV to the topic "artificial tools in farming". The company also received numerous expressions of interest (EOI) to its EEN technology profile: advantageously, the IT product has several application areas and EU partners from Spain and Austria, but also India and Norway are interested in using Geopredict's product innovation: an inductive modelling technology for a reliable weather forecast.



EEN M-V



## Company Mission to the **European Robotic Forum** in Odense, Denmark

**Tobias Gebhardt**, Founder of the company GWA Hygiene GmbH

*“Robotics is a megatrend that will significantly change existing value chains and business models. This company mission expressed this in a very inspiring way.”*



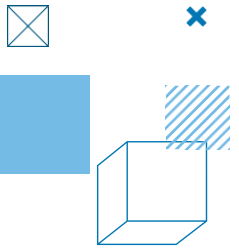
“Odense is the place where robot heroes grow,” these are the words that Odense Robotic Cluster uses to describe the city of Odense. This year, Odense was the venue for the European Robotics Forum (ERF) with over 1.000 participants, which took place in March 2023. The EEN partner, IHK zu Rostock, took the lead in organizing a company mission to the ERF in Odense. 18 participants

- including company representatives, economic developers, scientists and multipliers – joined the company mission. All participants had the opportunity to participate in a B2B matchmaking event, and to visit world leading companies in the field of robotics like Universal Robots or MIR. One of the outputs of the company mission was the event Robot Day at the Fraunhofer institute IGP in Rostock, in cooperation with sales and integration partner from Universal Robots in Germany, which took place in September 2023.

IRELAND



Ireland, Cork Chamber of Commerce



## Irish start-up partners with Portuguese company to deliver English language **learning solutions.**

*“Working with Grace and the team at EEN Cork Chamber has been invaluable for Everywhere English. EEN has given us the platform and network to build partnerships abroad. We secured a partnership with WeBrand Agency in Portugal through one of the events they organised. Thank you!”*



Kate and Becky Popova are the founders of Everywhere English, an English language learning solution company, aimed at supporting businesses to

maximise profits by helping their teams to reach their full potential. Kate and Becky worked closely with EEN Advisor, Grace Kelleher, who has been providing guidance on expanding internationally. Kate and Becky attended the “Portugal Meets Cork 2023 – Company Mission”, organised by EEN Cork Chamber in collaboration with EEN CEC. This event resulted in Everywhere English signing a contract with a participating Portuguese company. Everywhere English commenced delivering their services to the Portuguese company in January 2024.

## Finding International partners for Irish Gifting company

*“Through the EEN, Loftus found textile suppliers in Turkey and a ceramics manufacturer in Poland. “By going through the EEN, there’s an element of safety that they’re not going to scam you,” he says. “You can see the company’s accreditations on their EEN profile. It worked really well and saved me time and money.”*

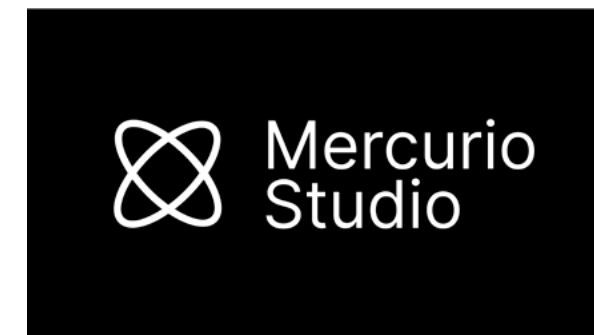


When Mark Loftus set up his business, it soon became clear that he would need to import his gifting items. He wanted a secure supply with a good quality product originating from the sustainable production. This is how

he engaged with Dublin Chamber for the supply of his products. Dublin Chamber developed a profile for his needs and put a business request onto the dashboard. A lot of expressions of interest (EOI) came through and Dublin Chamber connected Mark with the EEN partner and their client in Poland and Turkey. Mark looked for samples and eventually signed two Partnership Agreements with other companies. Mark is very happy with his supply and continues to use the EEN database for new and interesting products.

## The perfect match to penetrate the Italian market

*“The Italian company Mercurio Studio is thrilled to receive support from EEN in finding commercial partner in the EU Single Market and develop a string network and a client portfolio to perceive their internationalisation goals. The participation in brokerage events will give them more and more visibility and the opportunity to easily approach EU partners.”*



Mercurio Studio is an Italian company specialised in brand design & media content. They focus on research and developing strong brand purposes, proving both creative and functional solutions for clients’ communication and branding. The company is interested in both expanding its marketing services abroad and help EU partner in penetrating the Italian market. They approached EEN asking for information and advice. In particular, the company requested EEN support to identify potential partners and initiate commercial negotiations. The company was supported in the creation of a Business Offer cooperation profile

and in the participation at the brokerage event “International B2B Software Days 2023 - the Future of Digital Business”, organised by EEN Austria. During the B2B, Mercurio Studio got in contact with the Austrian company easySAAS GmbH. The company focused on the software development in the mechanical field for management & billing. Their main goal has been to expand the business in the Italian market. They were in fact interested in getting information about their market positioning, google positioning, brand awareness and reputation in Italy, whilst having a partner with an integral agreement for the management of marketing activities. The Italian company with its services was therefore the perfect match. The expected impact of the Partnership Agreement for Mercurio Studio is the creation of an additional job. This will be a case study for the company for approaching other clients in the DACH market later on and will have a positive impact on their turnover.

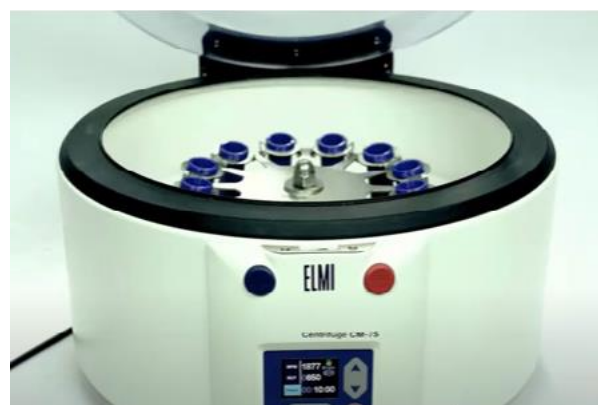


Partner Latvijas Technologiskais centrs nodibinajums

## Transforming synergy to sustainability with EEN

**Ivans Mironovs**, director of ELMI Ltd.

*Sometimes I have a feeling our EEN friends know what we need even before we know it ourselves. That is why we did not hesitate to take advantage of the opportunities available in several projects they offered. EEN really can help.*



more than ever. Elmi Ltd. felt Industry 4.0 was the direction to go. Eventually, it transformed into Industry 5.0. Ints Vīksna, director of Latvian Technology Centre: "Due to the extensive experience of our specialists and wide knowledge of the innovation eco-system, we created a synergy of several EU projects, including EEN, and offered it to the company as a joint solution towards Industry 5.0." According to the specific targets and the audit results, EEN specialists attracted project partners with whom a project PROSPECT 5.0 was submitted under the Horizon Europe programme. It is already known that the project has been granted financing for Industry 5.0 development. Moreover - this project received 15 out of 15 points in the evaluation which is very rare.

The company has been established right after the restoration of the independence of Latvia in 1991 and has seen it all: the wild 90-ties and the promising 00's. They have being pioneers in everything and they have built their business from scratch. Last year Elmi Ltd. celebrated 30 years anniversary in the IT and technology market. With the late energy crisis and disruptions of supply chains the need for reorientation and digitalization has been important



CUBE MT (EEN Malta)

## Maltese and Polish company in collaboration thanks to EEN

*I would like to express my sincerest satisfaction with the opportunity that the Erasmus for Young Entrepreneurs Programme and EEN has given me. During my 6-month stay in Valencia, I perfected my skills under the supervision of an experienced entrepreneur in the permanent make-up industry. Thanks to this knowledge, I will be able to provide an even more professional service to my clients.*



'Yoanka Semi Permanent Makeup', an SME and a client of EEN Malta Enterprise, always wanted to broaden its horizons. Following the successful and fruitful participation in the EU-funded Erasmus for Young Entrepreneurs programme, the SME reached out to Malta Enterprise for assistance through EEN Malta and expressed their wish to expand internationally. Following the discussions with Nathalie Adamson, Advisor within EEN Malta, a request was made to other EEN Advisors based in Poland, which supplied numerous potential matches and partners for further collaboration.

Following the Business Request through EEN, 'Semi Permanent Makeup' was introduced to Maderm Esthetics who liked their business goals and decided to take a step further and initiate a cooperation. They provided training of their equipment in order to support them in becoming an international trainer of the Maderm Permanent Makeup brand.

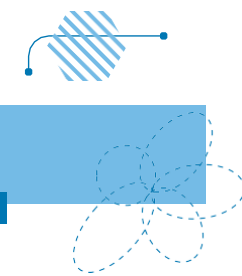


'Yoanka Semi Permanent Makeup' was also able to set up an official and unique online shop featuring all Maderm equipment, the first one to do so in Malta. Thanks to EEN, 'Yoanka Semi Permanent Makeup' was able to expand her business and fulfil her vision.





RVO (Netherlands Enterprise Agency)



## Advice on **EU law and regulation** (CE marking)

*“With the help of EEN we can safely import from outside the EU”*



“Do you, as a company, import products from a country outside the EU? Then there is a good chance that you will have to deal with an enormous amount of administration and arrangements. Especially with toys and food/drink related products, you must take into account many EU directives and/or regulations, CE markings and documents to be

supplied” said the buyer Maria Moerland of YourSurprise. The Enterprise Europe Network was able to support her.

“Initially we had questions about CE marking and other products’ legal regulations for the import and sale of cuddly toys. But we subsequently returned to RVO several times for advice and assistance with other consumer products. We sell gifts made from different materials. Different rules and therefore also other EU directives and/or regulations apply to wood, glass and textiles. A lot of information is needed for one product. RVO has always helped us in this.”



RVO (Netherlands Enterprise Agency)



## See how EEN supports companies active in the textile sector with **international circular entrepreneurship.**

*“EEN helped us with business coaching and finding sustainable business partners”*



Fibershed Nederland is part of a worldwide network, and they work together with farmers and weavers to convert as many locally made materials into sustainable textiles and clothing. After the end-of-life of the garment, it can go into the ground again. The EEN really helped them by

coaching on sustainable business models and partner searches. A video was made during the Circular Textile Days.



EEN - Central Poland , DELab UW

## Virtual cybersec assistant for SMEs

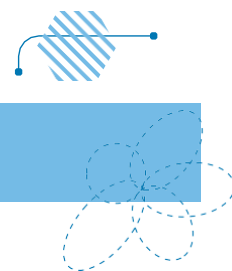
**Antoni Omondi**, CEO and co-owner of Sagenso

“As a young company we couldn’t afford to build our own R&D team from scratch, so cooperation with Enterprise Europe Network researchers at Warsaw’s University DELab UW and support we received were extremely helpful.”



The startup's origins can be traced back to 2018 when Antoni Omondi and Bartosz Kozłowski decided to design, develop, and market cybersecurity SaaS platform Cyberstudio dedicated especially to SMEs. The EEN's researchers at DELab UW helped Sagenso to develop advanced module aiming at identifying hard to predict cyber security hazards, based on AI algorithms and deep learning. The EEN also enabled the company to identify the most promising

foreign markets, and last but not least: successfully engage in talks with the investors. Since the launch of the product, the company's year to year turnover increased substantially – last year they grew by 700 % YoY. During that period Sagenso workforce doubled from 7 to 15 people, strengthening its sales and marketing department. Currently they are working on opening its branches in Italy and Spain.



EEN East Poland, Lublin Development Foundation

## Polish natural honey-based isotonic and gels on the Croatian market

**Bartosz Marcinkowski**, succession manager in Apimar

“Thanks to cooperation with the Lublin Development Foundation, we managed to acquire a distributor on the Croatian market who will offer products of our new Honey Bee Power brand.”



Thanks to the cooperation between two Enterprise Europe Network centres - Lublin Development Foundation and Croatian Chamber of Economy CCE in Zagreb - the Croatian company Apimar became the exclusive distributor of the Polish energetic products on the

Croatian market. Mr. Bartosz Marcinkowski, succession manager in Apimar, described the cooperation between his company and Enterprise Europe Network at Lublin Development Foundation: “We signed an exclusive contract for a period of 3 years. For 6 months, we have managed to sell several thousand gels and isotonic drinks to the Croatian market, which went to professional sports clubs and players. At the end of October, we also participated, together with our Croatian partner, in talks with Croatian sports associations. We hope that our products will reach leading Croatian tennis and handball athletes. Cooperation with the Lublin Development Foundation has been very fruitful for several years. This is the second partner we have acquired thanks to this cooperation. We previously acquired a client from Latvia.”



## IPR service delivered

**Marek Langalis**, president of OLFOR

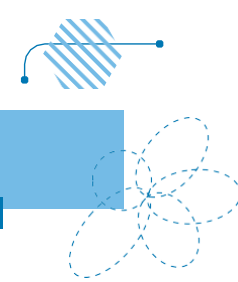
“It is worth using the services of the EEN”

# Olfor

The company OLFOR established in 2008 specializes in the sale of elements for riveting, welding, and pressing. The firm is a fast-growing manufacturer of colour-blind rivets and a wholesaler of rivet nuts, pneumatic and tools RivOl, solar accessories and self-drilling screws OLVER. The company has already been trusted by 500 clients from various industries in 15 countries in Europe and one in Asia. It stands out on the international market by offering its products in any colour. It delivers them to producers of premium products, where aesthetics is important and every detail counts. Olfor has been an EEN client since 2021.

Thanks to the EEN advisory services, in June 2023, the company submitted a patent application for metal screws that can be screwed in with one hand.

They are primarily intended for mounting photovoltaic panels. Due to the difficult working conditions on the roof, innovative screws will affect the speed and safety of work. The patented screw has a fine thread for quick screwing. Olver coating protects against rust, magnetic head for easy installation, which takes 1.02 seconds without prior drilling.



## One robot, endless possibilities.

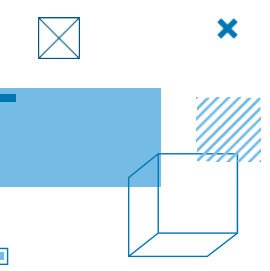
### Oviso Robotics concludes distribution agreement for the French market and registers its trademark at European level

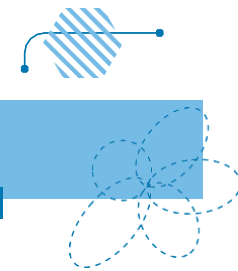
Through the dedication and competence of its advisors, EEN has provided valuable support for developing our business by growing our partner network.



Oviso Robotics, a Romanian robotics company, aims at facilitating the transition to industry 4.0, by providing both personalized automation solutions for complex production and logistic processes and plug-and-play multi-purpose robots. In January 2022, the company became

client of the EEN and benefited from tailored partnering and advisory services to identify new clients and distributors, access EU funding and protect its trademark. A year later, the company signed a distribution agreement for robotic systems on the French market and has been granted SME support for EU trademark registration. Consequently, its EUIPO trademark application is currently under review. Fully aware of the active contribution of the EEN to its growth journey, the company is looking forward to exploiting new business and innovation opportunities in the Single Market and beyond.





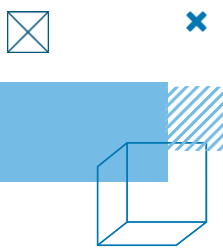
## SMEs in rural tourism ready to enhance their sustainability performance: a success story with Enterprise Europe Network's support

“The valuable information EEN advisors provided us, got us closer to our goal of becoming more competitive on the EU tourism market.”



Fresh Vald SRL (Valtoarea) from Gura Raului, XUX Investment SRL (The River Chalet) from Sibiel and Trail Trips from Rășinari, are three small companies from the beautiful rural area of Mărginimea Sibiului in Transylvania (2 hotels and a tourism agency), with the ambition of becoming more competitive on the global tourism market. Their first contact with Enterprise Europe Network was in May 2023 when they have been informed about available funding opportunities for the development and integration of sustainable innovations in their business

practice. Taking into account their specific needs in terms of sustainability performance and their goals to become more competitive on the international tourism market, the EEN adviser identified a call, launched within the Single Market Programme, in the framework of TRACE project as a potential source for capacity building. The enterprises, supported by EEN advisor, took advantage of this opportunity, and submitted successful applications, accepting the challenge of sustainable tourism, and aiming to become more competitive.



## Solargis: digitizing solar power plants

“We are grateful that EEN partners at BIC Bratislava helped us develop our innovation strategy. Until then, it was enough for us to outline it “on a few sheets of paper”. The whole process took over a year and we used several methodologies. The result is a detailed roadmap for the development of the new product, in which we defined, among other things, 30 sub-areas, teams, sub-tasks and a budget.”

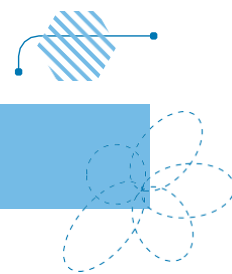


Solargis, a Slovak high-tech company, has developed platforms enabling fast access to historical, recent, and forecast data for almost any location on the Earth. With hundreds of customers worldwide, using their photovoltaic software applications and web-based solutions to optimise construction, evaluation and management of solar power assets, their solar resource database has been independently verified as the most accurate and reliable on the market.

EEN Partners in Slovakia at BIC Bratislava have supported Solargis in applying for the EIC Accelerator funding programme. The company was granted a Seal of Excellence and a grant of 1.4 million EUR which has accelerated the development of the integrated platform and the scale up process. Solargis has launched its subsidiaries in North America and Southeast Asia and has thus become a global company speeding up the growth of solar power plants worldwide, while increasing their energy output.



SPIRIT Slovenia



## Journey to Innovation: Biosistemika's Triumph at EIC Calls

*Facing the complexity of the EIC Pathfinder call, EEN's assistance in forming the right consortium was pivotal. Their support played a crucial role in our project's success.*



Navigating the intricacies of the EIC Pathfinder call presented to Biosistemika certain challenges in consortium formation. The need for strategic partnerships and alignment was imperative for success. This is where the Enterprise Europe Network stepped in. With their extensive network and understanding of industry dynamics,

EEN connected Biosistemika with the right partners, enabling the formation of a strong consortium. This collaboration was instrumental in securing success in the EIC Pathfinder call, showcasing the invaluable role that EEN plays in bridging partnerships and fostering innovation.



The Knowledge and Technology Transfer Office at the University of Maribor and WatchBuilt Collaboration



## Blueprints of Success: How Enterprise Europe Network Transformed a Researcher's Vision into WatchBuilt

*In our pursuit to revolutionize civil engineering, EEN's expertise was instrumental. Their guidance in our commercialization journey helped WatchBuilt transition from a lab concept to a market-ready solution.*

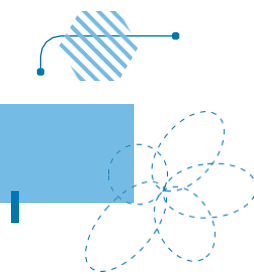


When WatchBuilt planned to bring their digital solutions to civil engineering, the path from a laboratory idea to a market-ready product was fraught with challenges. The Enterprise Europe Network recognized the potential of WatchBuilt's unique solution and stepped in to assist. Through EEN's commercialization program, they provided support ranging from IP protection advice

to financial and market outreach guidance. This collaboration was key for the rapid transformation of WatchBuilt from a research idea to a successful enterprise, cementing EEN's role in driving innovation and business growth.



EEN Madrid



## Spika Tech - “VR-CARDIO” EIC Accelerator funded project, a synergy with the TG Research & Innovation

“EEN partner madrimasd has helped us to improve our performance in the EIC Accelerator program.”



In December 2022, the company Spika Tech S.L., EEN Madrid client, was selected for funding under the EIC Accelerator call. They obtained 2.5 million euros in grant and 3.4 million euros in equity, thanks to the global support service EIC Mentoring.

Fundación para el Conocimiento Madrimasd offered a global support service to participants from Madrid Region in the European Innovation Council (EIC) Accelerator program. This service

consisted of three phases in line with the different stages of the instrument. Reyes Sansegundo, EEN advisor based in Madrid, has always been guiding and supporting Spikatech during the preparation of the proposal and the implementation of the project (Grant Agreement signature, EIC fund negotiations).



EEN Madrid



## UTEK delivers the Unmanned Surface Vehicle “Kunai” to the Spanish Ministry of Defense after participating in NATO exercises

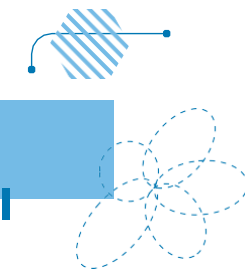
“EEN partner FPCM has helped to reach out for potential clients in Middle East and increase our corporate visibility”



Utek is a company specialized in the development of unmanned surface vehicles (USV). These vehicles provide with clear advantages compared to traditional boats, such as the elimination of risks for crews, the possibility of operating without any fuel and the reduction of operational costs. In addition, it can be used both in the civil and defence field.

The EEN partner FPCM has closely work with UTEK

through different advisory services in 2022, such as those regarding corporate communication with the mission to disseminate UTEK's potential among stakeholders from the safety, security, and marine R&D sectors, through tailored contents for generalist and specialized media. Moreover, the FPCM has put them in touch with the organizers of the UMEX22 Fair, which has provided them with further contacts from potential buyers and investors from the Arab Emirates. The constant support throughout 2022 and previous years has led them to reach out for the regional and national administration with whom they are collaborating at present. In addition to this, the company has drawn full proposal through the EIC Mentoring, with the help of partner members Fundación para el Conocimiento Madrimasd.



## Access to finance and innovation services for a proactive company

*“The services provided by the EEN help us to innovate and “grow internationally”*

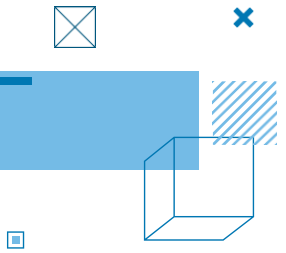


with the full range of EEN services was drafted.

The company has carried out an innovation assessment assisted by the EEN. An action plan has been defined and agreed with the company and some of the proposed actions such as the ISO systems have been implemented by ATEGLOB.

For the implementation of these activities, the company has also been advised to access to regional funding, which they eventually received.

The company ATEGLOB contacted the EEN regarding its participation in the Mind the Gap program (cascade funding). The project submitted was granted and from that moment, given the technological nature of the company and its interest in internationalization, the client journey



## Internationalisation of Leon Research

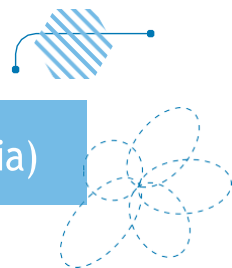
*“The services provided by the EEN help us to innovate and grow internationally”*



and other CROs. Leon Research wanted to grow internationally, to find new collaborators in the Single Market and beyond. The company has participated actively in EEN partnering activities as brokerage events or publication of cooperation profiles.

Thanks to the EEN, Leon Research was able to sign two cooperation agreements, improving their positioning on the market. The company expects increasing the turnover, the added value associated with their products and developing the company’s potential to access new markets. This collaboration will allow to maintain international business development staff.

Leon Research is a Spanish clinical research organization - CRO - that offers outsourcing services for the pharma industry, biotech companies, medical device manufacturers, the food industry



## AESSIR

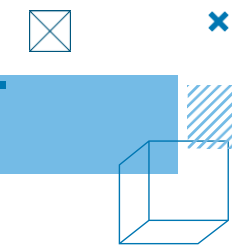
*We are grateful to the EEN for helping us find new customers. Moreover, we also thank them for letting us tell this success story.*



Bodegas Aessir is a winery company that works several hectares of different indigenous varieties of the best areas of the wine valley in Barcelona. They contacted the Valls Chamber of Commerce because they needed a reliable importer of their wines in the Netherlands, and the Chamber supported to find one. For three months, they were provided with information about potential importers. Finally, they were able to meet them in an wine mission, where

several importers from the Netherlands and Belgium were invited to meet with local producers.

As a result, the client has shipped 50 boxes of wine to the Netherlands now (expected to be more soon) and the EEN is still collaborating with them, helping them overcome any export problem/question they might have.



## Ebredrone

*We really appreciate the role of the Enterprise Europe Network, that has brought us many opportunities to grow up our revenues.*

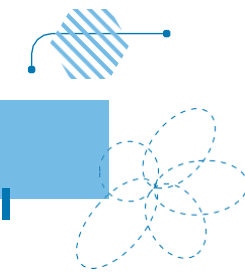


EbreDrone is a drone operator company specialised in data capturing. They were advised to participate in the conference and matchmaking event DroneDays 2.0, organised by the EEN partner Hub Brussels. During the event, Ebredrone met with a Swiss enterprise, and they agreed on a Cooperation agreement. Also, they were invited to participate in ACCIÓ's annual investment forum in 2020, where they were selected among 21 startups to pitch in front of a panel of Spanish and Dutch investors. In addition, in 2021, Ebredrone participated again in the DroneDays 2.0 matchmaking event

resulting on a partnering for the Galatea Horizon Europe project and submitted a joint proposal. In 2022, the NEXT GENERATION programme ACTIVA STARTUP was launched, a programme that offers SMEs grants up to 40,000 euros to drive digital transformation through collaboration with startups. Ebredone was informed about the call and was guided in applying.

They have been awarded the grant to foster collaboration with an engineering company that manufactures composite blades for wind turbines.





## Access to Cascade Funding

*“The involvement and support provided by the Enterprise Europe Network has allowed us to obtain European funding to carry out actions perfectly aligned with our business model and with high impact in our development as a company.”*

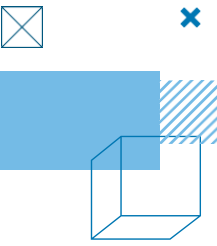


gaining knowledge of some European projects and eventually obtaining European funds. dMillennial received training in EU funding and participated in the European company mission to Brussels called ‘Europa+Cerca’, organized by the EEN. Some months later, EEN informed them about a European Cascade Funding Call and supported them with their application.

In 2022, dMillennial, was a recently created company, in need of assistance in terms of finances and without any knowledge concerning European Programs.

Enterprise Europe Network staff at ADER drafted an action plan for them aimed at

Thanks to the support of the EEN, they are one of the winners of the dRural Open Call for Mirror Regions closed on 20 April 2023. The project has been granted with 120.000€ to build the business ecosystem and to set up the platform in La Rioja as a mirror region and it will be crucial for their business development.



## Access to new markets and new clients

*“This partnership agreement supported by Enterprise Europe Network has allowed our company to introduce our safes in the Italian market. We expect to improve our positioning in the European market and increase the added value associated with our products and sales in Europe.”*



As a result, an Italian company, specialized in risks prevention, was looking for a suitable manufacturer of innovative safes and vaults with the right quality/price ratio in order to conclude an exclusive distribution agreement for the Italian territory.

They met with the Italian company in Madrid (Spain) during “SICUR 2022”, Spain’s leading international security event, held from in February 2022, where negotiations between the companies began. In May 2022, they signed a partnership agreement for the distribution of COBRA safes in Italy.

The Enterprise Europe Network support services had a very positive impact and helped the company reach new markets and new clients.

COBRA SAFES, specialized in manufacturing innovative high security safes, sent to Toledo Chamber of Commerce an expression of interest (EOI) for the EEN Partnering Opportunities Database (POD) published in their monthly newsletter “Toledo Exporta”.



## Valencian Textile soft fabrics for children “Made in Spain” available in Portugal

*“The involvement and support provided by the Enterprise Europe Network has allowed us to obtain European funding to carry out actions perfectly aligned with our business model and with high impact in our development as a company.”*



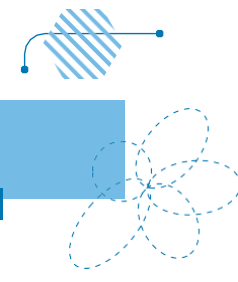
Ramón Espi, SL, (Rapife) is a Valencian company specialising in the manufacture of children’s textile clothing, which is strengthening its presence in Portugal thanks to EEN-SEIMED.

With more than 50 years’ experience, the company controls the entire manufacturing process, from the yarn used for its garments, to the dyes, cutting, design and marketing. All this process is controlled and ‘Made in Spain’ verified, so the carbon footprint in the manufacture

of their garments is completely reduced. The products are based on combed cotton garments, soft fabrics and antibacterial finishes for children, certified with Oko Tex tests.

The company participated in the FIMI 2022 edition in Valencia in June, where the EEN-Cámara Valencia, in collaboration with other European EEN partners and stakeholders (ASEPRI association), organised a trade mission for international buyers from all over the world.

During this event, Rapife and a Portuguese agency João Amado Representações Unipessoal LDA met and agreed to represent the Spanish company in Portugal.



## Helping to do new business with paprika from Murcia (Spain) to Greece

*“Murcia spice company Lord Spices Group S.L.”*



Spanish paprika from the Region of Murcia arrives in Greece thanks to the internationalisation services of the EEN-SEIMED network provided by INFO MURCIA.

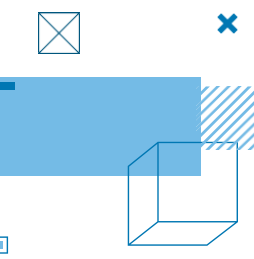
Contacts between the Athens Chamber of Commerce and the Development Agency of the Region of Murcia, INFO MURCIA,

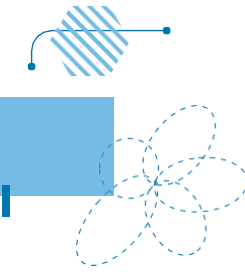
both partners of the Enterprise Europe Network, have facilitated it.

A family-run Greek company, founded in 1925, specialising in the packaging of spices, was interested in finding suppliers of paprika from Italy or Spain.

Thanks to the EEN, the request was managed by the INFO Internationalisation department, which sent the Greek partner a selection of regional paprika producers. Finally, LORD SPICES GROUP S.L. was chosen because of the good quality/price ratio of its products.

This agreement has allowed the Murcian company to introduce its product to the Greek market, to the distributor Apostolou Spices Mpaxarina, while the Greek company has become the distributor of a quality product with a high demand in its country.





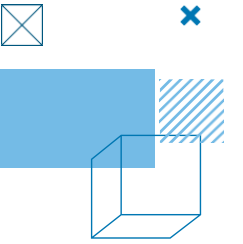
## Access to Finance

*“Thanks to the Cascade funding Urban Tech support provided by the Enterprise Europe Network, we have been able to develop our Energy Sequence IT platform.”*



Bettergy was interested in getting EU funding to develop ‘Use cases’ for their IT platform Energy Sequence. IDEA agency provided a mapping of EU cascade funding opportunities and found that URBAN TECH call included tech challenges for smart cities in relation to energy efficiency.

Thanks to the support received, Bettergy submitted a proposal to the challenge “Electric load forecasting tool”, which received one of the highest scores into the ranking list.



## Access to new markets and new clients

*“We are grateful to have received the special support by the Enterprise Europe Network, which has allowed us to grow internationally with a very positive impact on the company’s turnover and employment.”*

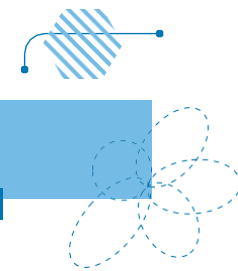


order to identify the concrete needs to be addressed by EEN advisors to help the company to scale-up in the Single Market and to consolidate its business.

As a result of the support services provided by the EEN partners, the company successfully participated in ENI CBC MED fund and raised pre-seed and seed funding.

Cultural Fit has developed a specific platform that effectively identifies the candidate with the ideal mind-set for the position and company culture.

CONSEJO ANDALUZ DE CAMARAS DE COMERCIO, as Hub for the company, implemented a needs assessment analysis in



## Go international, increase international visibility

*“We are grateful for the support concerning our international visibility. The information about markets, events and programs has been incredibly helpful for a small company like ours”*

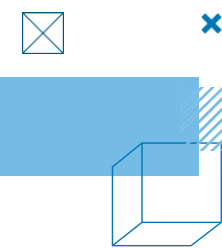
# AXALKO



Axalko is a small company that combines eco-design, innovation, and technology to create the perfect wooden frame for bicycles. The company approached the EEN to go international and to connect

with people and contacts who share the importance of the environment and a sustainable lifestyle by using natural materials such as wood.

Axalko has been able not only to register as participant in the Cycling Europe 2023 Brokerage Event, but also with a speaking role concerning “new materials” at this sectorial leading event. Information provided has helped the company to increase the international visibility especially in France and Germany. Different interesting contacts have been reached through the EEN services and they are looking forward to seeing their bikes in different natural spaces across Europe.



## Access to Horizon Europe

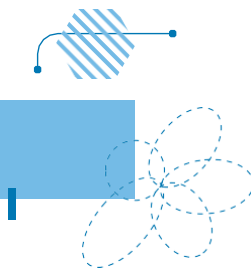
*“Despite the challenges of the application process, the Horizon Europe funding is well worth applying for. EEN has been a key enabler to make the leap into Horizon Europe, providing us with training and guidance. Do not hesitate to take advantage of the EEN to help you along the way.”*



Ludus TECH is a Basque SME specialized in digitalisation and innovation for occupational risk prevention. They are an active client of the Basque EEN since 2017, and its support has allowed them to seize EU funding opportunities in research and innovation (R&I). Their participation in Innobasque’s advanced course on the preparation of R&I proposals for Horizon Europe in November 2022 helped them to improve

their skills to write a winning proposal. In December 2022, Innobasque provided Ludus TECH with tailor-made advice to define the steps to internationalise their R&I activities and HORIZON-CL4-2023-HUMAN-01-21 competitive call was identified as a potential entry point to access Horizon Europe funds. Their proposal has been recently selected for funding.

Ludus TECH will continue to use EEN services to innovate and grow internationally. They will take part in the training on the management and reporting of R&I projects in Horizon Europe organized by Innobasque in November 2023, which will for sure contribute to a smooth management and reporting of new Horizon Europe project and of those yet to come.



## The challenge of taking part in the submarine telecommunications cable project

*“The support of the EEN allowed us to have a prominent place in the realisation of this important international project.” B&S General Cargo*



The submarine cable transshipment project, led by Boluda & Suárez Mercancía General, SL, and implemented with the support of PROEXCA and the EEN, managed to carry out 14 submarine cable transshipment operations in 2022, including one between the ships MSM DON/ILE DE BREHAT of 2,700km in just 25 days, with 14,218 hours of work by two teams in three shifts of 8 hours each, involving 80 operators and in conditions of total health and safety at work.

Before setting up the project, the company was facing a complicated global situation due to the pandemic caused by COVID-19.

The EEN network offered to the company advisory and business cooperation services, and the organisation of seminars and company missions as well.

As a result, 14 transshipments have been carried out. The beneficiary companies have gone from handling operations to specialized technical support teams. The turnover for the whole value chain was around 5 million EUR per year and it created around 50 jobs. Furthermore, there were significant improvements in the image of the value and service chain.



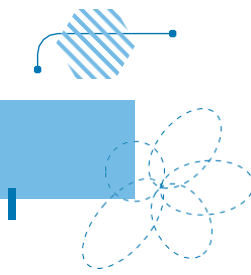
## From the eye to the cloud, changing the rules of surface evaluation

*“The EEN services allow to have an international promotion” Survey and Foresee Technologies (SFtec)*



the client prepared and launched an expression of interest (EOI). The technology request referred to an open innovation challenge, published on the KVK Business Challenge platform. SFtec was finally selected to carry out a proof of concept and other collaboration, under a confidentiality agreement.

SFtec is a startup that develops its business around the evaluation of surfaces using cutting-edge technology. The company carries out a non-destructive and non-conventional assessment of the coating and it was particularly interested in digitalising its evaluation process. The first contact with the EEN was in 2021 when the company took part in a Cascade Funding training and their proposal was selected to apply artificial intelligence and cloud computing to automate the analysis process. In 2022, after the dissemination of a technology request profile



## Agrarian Transformation Society (ATS) Terracor benefits from EU support for innovative projects

*“The participants will meet at the kick-off meeting presentation of the project. Then we will receive the guidelines of the tasks and we will make the study and prepare the statistics. The project lasts three years. We know that it will take us a lot of work, mainly bureaucratic, but we have always wanted to be involved in innovation projects to improve cultivation techniques and we will test, if the technology of pulsed light can help us improve crops or to use fewer products to control pests. For us it is a great impetus to continue researching and innovating.”*



Bit's help, Terracor explored financing opportunities and created an action plan, leading to the successful application and inclusion in the consortium of the "The Circular Economy and Sustainable solutions for Agrifood in the Mediterranean – CESAM" project. This consortium, comprising nine partners from European regions, focuses on Circular Economy and Sustainability in the agrifood sector.

Terracor Grup, a Mallorcan agricultural company, achieved success thanks to the support from the European Union for innovative projects. Seeking assistance from Fundació Bit, Terracor developed a business catalogue and received strategic guidance on financial empowerment, talent acquisition, and innovation promotion. With Fundació

Terracor's collaboration with Asclepios Tech involves testing pulsed light technology, powered by solar panels, to prevent microbiological contamination in fruit trees. The EU is expected to provide approximately 100,000 euros for this project, fostering long-term cooperation among partners and contributing to sustainable agricultural solutions in the Mediterranean.



## Uniform Balearic company visits various textile manufacturers in Istanbul



Photo Textile Factory Istanbul  
Süleyman Karakaya from the Chamber of Industry of Istanbul  
Leyre Mahillo International Product/Design Manager at My Uniform Balears SLU

Balear Uniforms, S.L.U., founded in 1990 in the Balearic Islands, has evolved into a leading distributor of uniforms and workwear. In 2010, a generational transition saw María del Carmen taking charge, steering the company through challenges like the COVID-19 pandemic. The company, rebranded as My Uniform,

achieved remarkable sales growth of 67.84% in 2022 and anticipates 55.85% growth in 2023.

Under María del Carmen's leadership, My Uniform embraced technological advancements, relocated its headquarters, and established a dynamic team. Seeking global suppliers, they collaborated with the European Enterprise Network (EEN) and, despite pandemic

challenges, experienced success.

My Uniform stands out in the industry by digitalising essential processes, providing a comprehensive digital request, management, and customer data system. Addressing sustainability concerns in the textile industry, the company offers eco-friendly options and promotes responsible disposal practices.

In September 2023, My Uniform, in collaboration with EEN and the Chamber of Commerce of Mallorca, visited nine textile factories in Istanbul. This successful venture, facilitated by Süleyman Karakaya from the Chamber of Industry of Istanbul, marked the initiation of manufacturing collaborations.

The company acknowledges the pivotal role of EEN in its success and wish to keep on exploring further

opportunities through its services. Future plans for 2023 included launching the "My Uniform" brand, introducing innovative designs, participating in international events, and leveraging EEN services to achieve the objectives. My Uniform remains dedicated to contributing positively to society through responsible, circular, and digitized operations.



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Innosuisse - Swiss Innovation agency



## The future of **fitness analytics.**

*Valuable support throughout our business journey*



In 2021, Driftline met Enterprise Europe Network, in need of scale-up advice. They took part in proposal clinic to find the right grant for them. As a result of a good cooperation, Eurostars grant was found to be the best fit. In 2022, Driftline joined forces with CSEM of Switzerland ([www.csem.ch](http://www.csem.ch)). The impact of EEN on the company concerned mainly: new connections, funding through Eurostars and an opening to new opportunities.



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ART-ER-SOCIETA CONSORTILE PER AZIONI



## **100% natural** high-quality silica mineral from geothermal water from Hellisheiðarvirkjun.

*Having a service team ready when in need of information on European markets is very valuable*



Enterprise Europe Network first met Geosilica in 2014 by giving advice regarding the company's position and further growth opportunities. Their main challenge was finding a foothold on external markets. In 2021, the EEN helped them attend the B2Match conference at the Natural and Organic Show in London. During the company mission, Geosilica had a meeting with a distributor which is now Geosilica's distributor in Finland. In early 2021, the EEN assisted Geosilica in completing a profile that was later published in the EEN database. In 2022, an expression of interest (EOI) was received from ART-ER, which was a great match for the project.

Prepared by the  
Enterprise Europe Network  
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