

ENTERPRISE EUROPE NETWORK

# IMPACT

# REPORT 2022 - 2025



# Disclaimer

Enterprise Europe Network - Impact Report 2022-2025  
EISMEA - European Innovation Council and SMEs Executive Agency  
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# 1. Words by our Directors



**Anna ATHANASOPOULOU**  
Director for Simplification and Networks,  
European Commission, DG GROW

*“At a time of successive crises and high global volatility, the Enterprise Europe Network has delivered impact for European SMEs felt on the ground. More than 250,000 SMEs each year received tailored guidance and capacity building services to help them navigate our internal market, access international markets, find business partners to build value chains and become more innovative. With the ‘client journey’ at its core, the Enterprise Europe Network has become one of the key business support ecosystems at European level. 99% of satisfied client SMEs each year is a token of this.”*

*“The Enterprise Europe Network’s Impact Report highlights the remarkable value of the Network for SMEs across Europe and beyond. It demonstrates how tailored support, expert guidance and cross-border cooperation have strengthened competitiveness, innovation and resilience, providing clear evidence of the Network’s vital contribution to Europe’s sustainable economic growth.”*

**Momchil SABEV**  
Director EISMEA  
(European Innovation Council and SMEs Executive Agency)



## 2. Executive summary

The Enterprise Europe Network’s impact report for the 2022-2025 period underscores the significant impact of its comprehensive business support services for small and medium-sized enterprises (SMEs). As the world’s largest business support network, the EEN provides a dynamic platform for SMEs to thrive amid digital and sustainability transitions, supply chain vulnerabilities, and rapidly evolving market opportunities.

Throughout 2022 to 2025, SMEs faced economic uncertainties and global volatility, including post-COVID recovery, supply chain disruptions, the military aggression against Ukraine and an accelerated digital and green transition. SMEs faced an increased need for resilience, access to funding, and market expansion within the Single Market and beyond.

- Through its client-centric approach, the Network offers tailored solutions, guiding companies from initial contact to sustained growth and innovation. This approach includes a structured needs assessment and the development of a customised action plan, followed by implementation and continuous support, ensuring alignment with growth trajectories.

The Network empowers businesses through its provision of specialised services on access to finance, digitalisation, sustainability, risk management, internationalisation, and innovation, helping them remain resilient and competitive. The Network’s ability to pool resources and expertise from across Europe and beyond provides SMEs with unparalleled access to diverse industrial ecosystems and global markets.

The Network has established nodes in fast-growing international markets where the EU has concluded comprehensive free trade agreements or developed close research and innovation partnerships, notably through European research framework programmes such as Horizon Europe. Through these contact points in Japan, Singapore, Brazil, South Korea, India or the United States, the Network helps to extend the reach of the EU Single Market to key global markets of strategic interest for European SMEs and start-ups. The impact is tangible: the Network’s International Network Partners have helped thousands of European businesses access market opportunities across the world.

Survey results highlighted in the report reveal substantial achievements for the whole EEN, with over 80% of participating SMEs reporting increased competitiveness and resilience. Additionally, nearly 70% of SMEs cited significant improvements in innovation capabilities, while more than half expanded their market reach and opened new international partnerships.

Overall, the Enterprise Europe Network’s strategic guidance equips SMEs with the necessary tools to navigate challenges, seize market opportunities, and achieve sustainable growth. This impact report highlights the Network’s commitment to fostering resilient businesses and strengthening Europe’s innovation landscape, demonstrating its pivotal role in spearheading SME success.

### 3. What is the Enterprise Europe Network?

In today's global economy, small and medium-sized enterprises (SMEs) are central to innovation, job creation and sustainable growth. Yet many encounter barriers when they try to innovate, expand, or enter new markets. The Enterprise Europe Network (EEN), a key instrument of the European Union, helps overcome these challenges. Since 2008, it has become the world's largest business support network, helping companies to innovate and grow internationally.

Co-funded by the European Commission under the Single Market Programme, the Network brings together over 560 organisations and more than 3,000 experts in over 55 countries. Its members include chambers of commerce, regional development agencies, innovation hubs, technology centres, and universities.

Through local contact points across the EU and beyond, the Network combines regional knowledge with global reach. It operates in every EU member state, in neighbouring countries such as Turkey, the Western Balkans, and Ukraine, and in select global markets including the USA, South Korea, and Singapore. This structure allows it to tailor its services to local needs while connecting businesses to international opportunities.

The Network's advisers provide personalised guidance, helping companies to navigate regulations, find business partners and access funding. Its core services focus on four areas: internationalisation, innovation support, advice on EU legislation, and access to finance. Activities include identifying suitable partners abroad, facilitating technology transfer, supporting R&D collaboration, and promoting the uptake of digital and sustainable solutions.

Innovation and sustainability are central to the Network's mission. It supports companies in developing and commercialising new products, accessing programmes such as Horizon Europe, and integrating circular economy practices and digital technologies in line with EU priorities like the European Green Deal and the EU Digital Strategy.

The impact of the Enterprise Europe Network is tangible. Each year, thousands of SMEs report increased turnover and job creation thanks to its services. By helping companies to access funding, establish partnerships, and expand internationally, the Network strengthens Europe's competitiveness and resilience.

More than just a support initiative, the Network drives growth, innovation, and international cooperation. By combining local expertise with a global network, it provides European SMEs with the tools to succeed and helps advance the EU's industrial and innovation priorities. In doing so, the Network supports the implementation of the updated EU industrial strategy and its transition pathways, as well as flagship initiatives such as the European Green Deal and the EU's digital strategy.



### 4. How do we support businesses?

The Enterprise Europe Network has emerged as a transformative force for European SMEs, particularly in the context of global economic uncertainties and the accelerating digital and green transitions.

At the heart of the Network's effectiveness lies a fundamental commitment: placing the needs of its clients, European SMEs, at the centre of everything it does. Due to its proximity and personal contacts with client companies, the Network is able to understand the unique circumstances of each business and to design a tailor-made support strategy for every client it works with.

Rather than offering one-size-fits-all solutions, the Network crafts services from the perspective of individual SMEs, addressing their specific challenges and unlocking their potential. This client-centric philosophy means that a family-run manufacturer seeking to enter new markets, a tech start-up needing investment guidance, or an established firm pursuing digital transformation, will each receive support designed specifically for them.

The main objective of this approach is to build strong, impactful, and lasting relationships with all Network clients. Success is measured in terms of genuine growth of the businesses through unlocking new markets, facilitating innovation and finding suitable business partners.

## 4.1 The Network's Client Journey

The Enterprise Europe Network (EEN) helps SMEs (clients) grow, innovate, and expand internationally through a clear client journey, guiding them with tailored support.

I want my company to grow internationally, but where do I start?



### 1 Initial contact and needs assessment

Every journey begins with a conversation. A local EEN adviser listens closely to understand the company's business goals, challenges, and capacity for growth.



### 2 Understanding the businesses' needs

The adviser assesses the company's needs to see what is the best direction to take. It identifies strengths, weaknesses, gaps, and opportunities.

### 3 Preparing an action plan

After analysing the findings, the local Network adviser proposes a set of services and, together with the company, drafts a tailored action plan with concrete support actions. The plan can cover a wide range of services in several domains, including sustainability, digitalisation, accessing finance, innovation, intellectual property and internationalisation.



### 4 Implementation and ongoing support

The adviser guides the SME during the action plan's execution. This includes involving other experts when needed, building connections with other companies and ensuring participation in impactful events.



### 5 Review, adjustment, and scaling

As the business grows, the plan evolves. The Network advisers review progress, introducing new initiatives for emerging priorities.



Success!





## 4.2. Our collective Expertise

One of the Enterprise Europe Network's main strengths lies in its collective expertise and knowledge. To maximise this experience for clients, our experts operate under the 'hub and spoke' model, where all organisations and external stakeholder pool resources to provide top-notch, customised services.

Each Enterprise Europe Network partner organisation functions independently but collaborates towards a common goal: delivering exceptional support to clients. Organisations work together seamlessly, sharing resources and expertise to ensure every client receives the best possible service.

In the 'hub and spoke' model, different entities (Network partners and external stakeholders), each remaining individually managed and accountable under their contracts, pool their assets together contributing to one central goal: providing high-end customised services to a Network client. All Network partners should have this same objective and work with each other and external stakeholders in the same way.

This working method implies that while there is one 'lead' Network partner for each client in the client journey (the "hub"), individual services which do not fall into the hub's key competence will always be provided by the Network partner or external stakeholders best suited and best placed to deliver high quality support to the client (the "spoke").

Within their role of Network hubs, Network partners provide tailor-made advisory and partnering services and pull together the complementary services of the spokes, i.e. partners of the same consortium, partners from other consortia in the same country, partners from other countries, or external stakeholders.

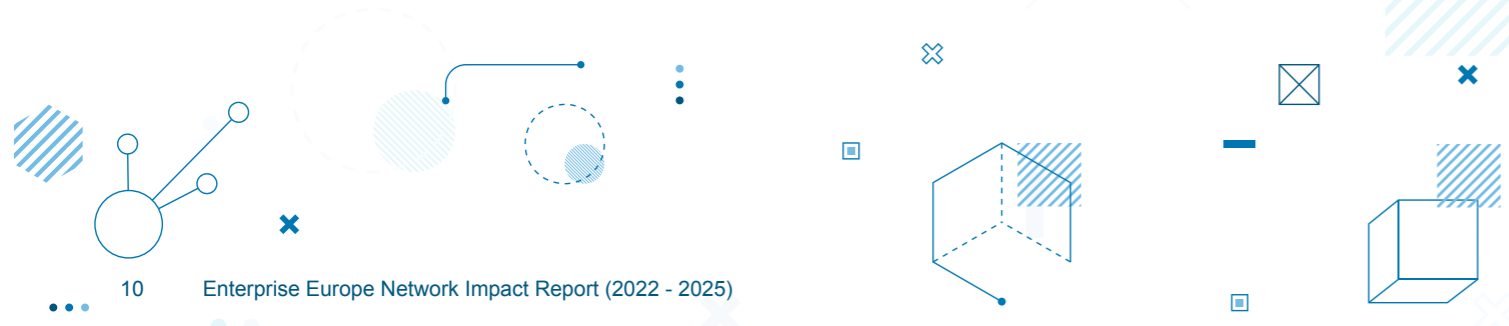
This means that Network partners will be acting as spokes for companies who are in a client journey of a different Network partner, and companies who are not based in their region or country. In line with the common principles of the Network, this support will remain free of charge when offered by Network partners.

All Network partners plan resources for the provision of services to SMEs as a "spoke", which may mean that the client company is located in a different region or country than the Network partner. Such support activities are recognised as contribution to the quality of the Network's services and are reflected in the key performance indicators.

The 'hub and spoke' model ensures that Network partners make the best use of their resources and work better together to use and share services across the Network and across the local, regional, national and/or the EU ecosystem.

The 'hub and spoke' model brings together knowledge, excellence and competence to deal with the complex challenges the Network clients face. It brings at the forefront the Network effect as enabler deriving from the connection of partners.

The Network's greatest strength lies in the combined knowledge and expertise of all Network partners. To put this to the best possible use for Network clients, all Network consortia are expected to play an active part in the Network's 'hub and spoke' model.



# 5. Impact of the Network activities during the 2022-2025 period

Enterprise Europe Network is the world's largest innovation and internationalisation support Network for small and medium-sized enterprises. Some 3000 people in over 560 proven and established business support organisations throughout the European Union, other European countries and across the world come together every day to help companies develop and grow their business.

The Network enables companies to make the most of the European Single Market, facilitates worldwide international trade for small businesses, supports innovation in SMEs and helps them access European funding opportunities. Since its creation in 2008, over 4.5 million European SMEs have trusted the Enterprise Europe Network with their European or global ambitions, from simple requests for information to complex innovation projects, and from simple partner searches to building international technology joint ventures.

By providing high quality tailor-made services, Enterprise Europe Network brings tangible economic impact to European SMEs, such as access to new markets; the development of new products through innovation; the implementation of more sustainable and resilient business models; or improved access to EU and other funding sources. This leads to significant increases in turnover, job creation and boosted competitiveness.

Over **13,464** jobs were created or maintained by SMEs thanks to the Enterprise Europe Network.

Companies that are able to put concrete figures on the economic impact of the Network support **have increased their turnover** by an average of 19.6% thanks to Enterprise Europe Network.

**19%**

Over the latest framework period of the Network (2022-2025):

**84%**

of companies requesting Enterprise Europe Network support to access new international markets **successfully introduced a product or service in a new country**. Target markets are primarily other EU markets (79%), thus showing the Network's value in helping SMEs make the most of the Single Market.

of companies requesting Enterprise Europe Network support to carry out significant product or service innovations **have introduced a new or significantly improved product/service**, or have significantly improved their production processes, their use of technology or their strategic approach to innovation.

**90%**

**91%**

of companies requesting Enterprise Europe Network support to implement more sustainable business practices have begun to **address their environmental impact**, mostly through energy efficiency measures, reduction of emissions/waste or the use of renewable energies.

of companies requesting Enterprise Europe Network support to implement digital business solutions have implemented **new digital business solutions** such as e-commerce, better online presence and better digital management of business and production processes.

**88%**

**78%**

of companies requesting Enterprise Europe Network support to access funding opportunities were able to **secure funding through EU programmes**, primarily Horizon Europe, regional projects under the ERDF and other public or private investment programmes.

Unsurprisingly, in view of these figures, satisfaction rates with the Network are extremely high within the SME community. With 99% of companies agreeing that Network services are of high or good quality, and 91% of client SMEs stating that the Network met their needs extremely or very well, it is not surprising that 99% of existing clients would recommend the services of the Network or would be happy to work with us again.

The Network's impact and visibility is also reflected in the impressive number of matchmaking events organised for SMEs along fairs (831) and company missions for smaller amounts of SME (630), which generate partnering opportunities for Network clients and eventually lead to business deals.

Good examples of the Network's impact are the success stories awarded at the Enterprise Europe Network Awards, which take place every two years at the Enterprise Europe Network's Annual Conference.

The Enterprise Europe Network Awards 2025 recognised client success powered by Network support. The 2025 Inspiring Client Journey Award went to Cilcare, a French biotech company acknowledged for their strategy that combined scientific excellence with targeted international partnerships. With guidance from Network partners at CCI Occitanie and the EU-Japan Centre for Industrial Cooperation, Cilcare built a long-term approach to expanding their activities in Japan that led to a €15 million upfront licensing agreement with Shionogi in 2024, with potential milestone payments up to €400 million. Network mentoring also supported multiple steps of the company's EIC Accelerator journey.

Two other finalists were also recognised for their strong international growth trajectories, supported by the Enterprise Europe Network:

- **CAEmate**, an Italian startup scaling digital-twin technology for infrastructure monitoring, secured both EU funding and private investment and received the European Commission's Seal of Excellence to accelerate its growth.
- **Hacker School**, a non-profit organisation expanding coding education for young people across borders, meanwhile successfully established a local presence in Austria and formed new partnerships that are helping the organisation reach more young learners.

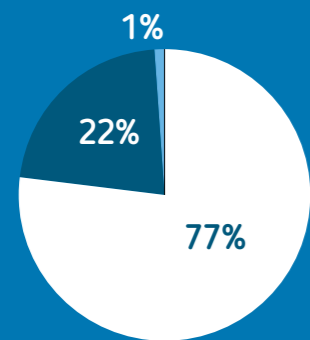
In 2023, the EEN Award for Inspiring Client Journey Award went to STABILPLASTIK, a Czech company transforming plastic waste into high-value, fully recyclable pallets. With vital assistance from Enterprise Europe Network partners, STABILPLASTIK secured strategic international collaborations, including a key partnership with Danish firm Nortech Solutions, that helped turn their circular economy vision into market-ready solutions and significantly reduce plastic waste across supply chains.

Two other finalists were also recognised for their dynamic growth stories, enabled by Network support:

- **Fortissimo Education**, an Italian SME revolutionising classical music education, expanded internationally by harnessing Enterprise Europe Network matchmaking and funding guidance to secure significant EU financing and build a consortium spanning 14 European countries.
- **BATARYASAN**, a Turkish innovator in hydrogen and battery technologies, leveraged the Network's advisory support to access critical finance and enter new markets in Germany, France, Belgium, and the United Kingdom, strengthening its position in the sustainable energy sector.

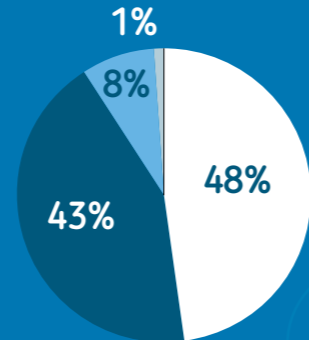
Award winners and finalists showcase how tailored EEN services, from partner-search and funding support to strategic internationalisation advice, help ambitious SMEs innovate, scale and enter new markets.

### How would you describe EEN's services?



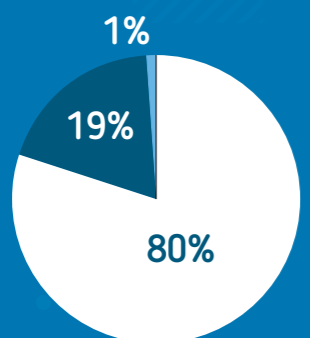
- High quality and customised
- Good quality but unspecific
- Poor quality and customised

### How well did EEN meet your needs?



- Extremely well
- Very well
- Somewhat
- Not so well

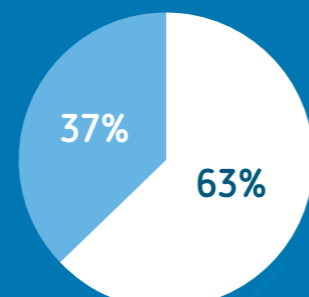
### Would you recommend EEN or work with EEN again?



- Very likely
- Somewhat likely
- I would not recommend EEN

### Turnover increase\*

(\*only some responding clients provide information)



- Yes
- No

Data source: surveys of approximately 9,000 existing SME clients of Enterprise Europe Network who have received services from one or more local Enterprise Europe Network partners between 2022 and 2025. All data reflects the information provided by the surveyed SMEs.



# 6. Tailor-made services



## 1. Access to finance and EU funding

Advisers guide SMEs through EU and private funding opportunities, including Horizon Europe grants, the European Innovation Council, the European Defence Fund, regional funds, green transition schemes, and investment networks. Each recommendation is tailored to a company's goals and profile.

## 2. EU Single Market

The Network is committed to helping businesses thrive in the dynamic landscape of the EU Single Market. The dedicated team of experts provides tailored advice on EU legislation and policies, enabling SMEs navigate and overcome the intricacies of international operations.



## 3. Internationalisation and market entry

Through extensive international partnerships within EU and beyond, the Network provides market research, partner identification, and regulatory guidance. SMEs can join trade missions, meet investors, and receive support during negotiations to expand safely into new markets.

## 4. Innovation

Network advisers help to define innovation strategies and connect companies with research institutions. Support includes technology transfer, collaborative innovation, and start-up acceleration for faster growth.



## 5. Resilience and risk management

The Network helps identify supply chain vulnerabilities, prepare continuity plans, and diversify both markets and suppliers. Guidance also covers crisis preparation to improve recovery from future disruptions.

One of the Enterprise Europe Network's defining characteristics is the depth and extent of services available, all delivered with a commitment to customisation. These are the core services categories.

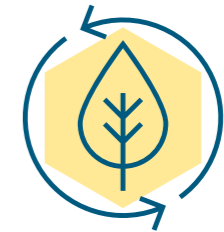


## 6. Digitalisation support

The Network assesses digital maturity, defines strategic roadmaps, and supports technology adoption, from e-commerce to artificial intelligence. It helps businesses to strengthen cybersecurity and develop key digital skills.

## 7. Sustainability and circular economy

Services include sustainability assessments, circular economy guidance, and energy efficiency planning. Advisers assist with compliance, certification, and access to green finance, helping SMEs reduce environmental impact and enhance resilience.

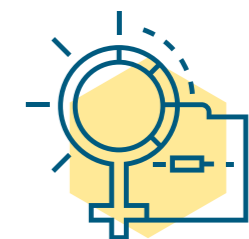


## 8. Start-ups and Scale-ups

Start-ups and scale-ups are among the main catalysts of innovation. The Network supports with professional advice to help find the right cooperation partners, enhance their pitching skills, and ensure they access the right sources of funding, while scaling their businesses internationally.

## 9. Women entrepreneurs

A dedicated group of experts on women's entrepreneurship connects women entrepreneurs to the Network's business and innovation support activities and provides concrete services, such as business partnering, access to foreign markets, cooperation with local networks, as well as access to EU funding.



## 10. Intellectual property

The Network ensures tailor-made intellectual property support to companies. This includes specialised guidance on IP protection and strategy, invaluable expertise in EU IP rights, patents, and trademarks, and pinpointing towards learning opportunities, tools and best practices on IP management.



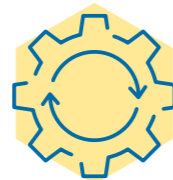
## Your experts in Access to Finance



### We can help you with...



**Assessing your investment strategy** and needs, and advise you on the most suitable financial instruments, including grants, loans or equity solutions



### Facilitating and establishing contacts

with potential financial providers at regional, national and European levels, including participation in high-impact Business2Investors events to network with new customers and project partners



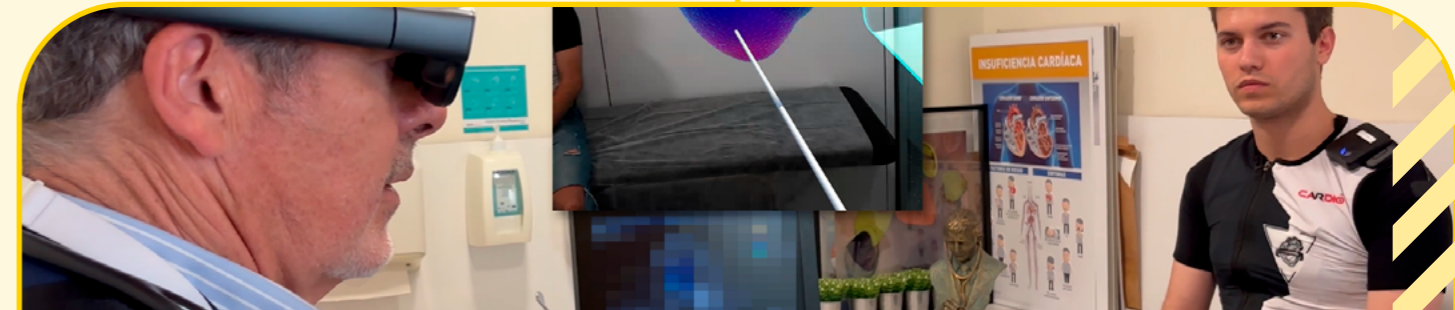
**Support in finding the right partner** to apply for European direct or decentralised funding programmes and calls for proposals



### Providing in-depth knowledge on financing

through banks, institutions, agencies and investors, including business plans and other collaterals

## Virtual reality: a game-changer in cardiac care



SPAIN | FUNDACION PARA EL CONOCIMIENTO MADRIDASD  
Spika Tech | <https://www.spikatech.com/>

Spika Tech is a user-centric Spanish technology company founded in 2015 that developed VR-CARDIO, a cardiac navigation system that helps clinicians analyse heart function and plan treatment while reducing reliance on invasive catheterisation. The company began as a research laboratory at Universidad Rey Juan Carlos and later grew into a developer of custom software solutions, with applications extending beyond healthcare into fields such as telecommunications, aeronautics, and defence.

The company's origins are tied to a personal experience, after Carlos Zúñiga suffered a heart attack, his family's involvement in his recovery helped inspire an initiative, led and managed by three women, focused on improving the diagnosis and treatment of cardiac arrhythmias. VR-CARDIO is positioned as a tool for planning and decision-making before interventions, aiming to avoid unnecessary procedures for patients without arrhythmias, while also reducing operation time and improving precision during ablation procedures.

Technologically, VR-CARDIO provides a 360-degree view inside the heart and uses mixed reality, combining physical and digital elements through interactive 3D holograms. The system is designed for clinical professionals, with an interface intended to be learned quickly, allowing users to become comfortable with its functions within a few hours.

Spika Tech's path to market was supported by the Enterprise Europe Network, including guidance from partner organisations in Madrid that helped the company prepare its European Innovation Council Accelerator application, refine its proposal, and train for the jury interview process. In December 2022, Spika Tech received EUR 6 million in EIC Accelerator funding, which contributed to growth in international visibility, team size, and further technology development, including work connected to European Defence Fund projects.

### Our Initiatives



#### EBAN Annual Events – Annual Congress & European Angel Investment Summit

Through its consolidated collaboration with the European Business Angels Network (EBAN), the Enterprise Europe Network group of experts in Access to Finance actively supports SMEs participation in EBAN's flagship events. These high-level gatherings connect entrepreneurs directly with investors, offering visibility, networking opportunities, and access to funding for innovative companies.

More info:  
[europeanangelsummit.com](http://europeanangelsummit.com)





## Your experts in the EU Single market



### We can help you with...



#### Complying with EU rules

We help ensure your products follow EU regulations and standards and help you understand them



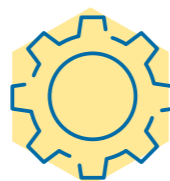
#### Selling and working in other countries

We guide you on how to sell your products and services across Europe and manage your employees in different countries



#### Cooperation with EU stakeholders

We work with other expert networks such as SOLVIT, Your Europe Advice and EU Sanctions Helpdesk to provide you with the best advice and help solve any challenges you come across



#### Guidance on European tools designed for SMEs

We guide SMEs through the EU ecosystem to help overcome barriers, ensure compliance, and grow across markets

## Cross-border networking brings bespoke wooden boxes to a growing market



IRELAND | DONEGAL COUNTY COUNCIL  
LITHUANIA | KAUNO PREKYBOS, PRAMONES IR AMATU RUMAI  
HanaLee Studios | <https://hanaleestudios.ie/>

HanaLee Studios, a family-run Irish business founded by Carol Curtis in 2018, creates personalised keepsakes for life's milestones and has grown from one product to over 200 items. Based on values of creativity, customer service, sustainability, and long-lasting quality, the company expanded with support from the Local Enterprise Office in Meath, including training and website/SEO vouchers that helped drive a 700% sales increase after the website launch.

As the business grew, Carol wanted to add Christmas-themed wooden keepsake boxes but couldn't find Irish suppliers that met her standards. Her adviser and the Local Enterprise Office recognised the need to search internationally and connected her with Enterprise Europe Network (EEN) partner John O'Hara at Donegal County Council. John helped Carol craft a detailed business request — covering specifications such as dimensions, finishes, quality, and minimum orders — and submit it to EEN's partnership database.

The request received 14 expressions of interest. With John's neutral, transparent guidance, Carol assessed options objectively and chose Mfurniture, a Lithuanian manufacturer of custom wooden products, supported by EEN partner Kaunas Chamber of Commerce. HanaLee placed its first order in September 2024, exceeding expectations for craftsmanship and ethical, environmentally sustainable production, followed by a second order in February 2025.

Carol credited EEN with broadening access to bespoke suppliers she might not have found otherwise. The collaboration demonstrates EEN's role in helping Irish SMEs overcome supply-chain barriers, build trusted international partnerships, and strengthen prospects for international growth.

### Our Initiatives



#### Monthly EU Single Market Regulatory Watch

We produce a monthly regulatory watch covering key EU Single Market developments, including product compliance, digital regulation, sustainability, and market access, to support EEN advisors and SMEs with up-to-date, practical insights.

#### EU Regulatory Webinars

We organise webinars on hot regulatory topics for EEN advisors and SMEs, featuring speakers from the European Commission and other key EU stakeholders, to clarify new rules and their concrete business impacts.

#### EU Single Market Tools for SMES

We promote European tools designed for SMEs, such as Single Market Obstacle Tools, the EU AI Act Compliance Checker, the Food Labelling Information System, and AI-based multilingual services.



Comhairle Contae  
Dhún na nGall  
Donegal County Council



KAUNAS CHAMBER  
OF COMMERCE,  
INDUSTRY AND CRAFTS



Local Enterprise Office



## Your experts in Internationalisation

### We can help you with...



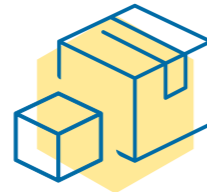
**Identify**  
and unlock growth markets  
beyond the EU



**Navigate**  
third-country rules & tariffs  
via our 'Embracing Global  
Markets' webinar series



**Connect**  
with global innovation  
partners and build trusted  
partnerships



**Export**  
smarter by leveraging  
trade agreements and  
the EU Trade Portal  
'Access2markets'

## French biotech with advanced expertise in hearing loss tackles ageing ears in Europe and Japan



FRANCE | CHAMBRE DE COMMERCE ET D'INDUSTRIE DE REGION OCCITANIE  
Cilcare | <https://www.cilcare.com/>  
EU/JAPAN | EU-JAPAN CENTRE FOR INDUSTRIAL COOPERATION | <https://www.eu-japan.eu/>

Cilcare is a French biotech SME, founded in 2014 by three women entrepreneurs, working on new treatments for hearing disorders such as tinnitus and cochlear synaptopathy. With early help from the Enterprise Europe Network (EEN), the company improved its international plan by using partner search and expert advice to build the right collaborations.

As the company grew, Japan became a key target market, and Cilcare invested time in understanding local business culture to build trust and long-term relationships. The EUJapan Centre's Biotech Missions to Japan helped Cilcare meet important biotech players and speed up connections that support real business deals.

This step-by-step international work led to a major result: Cilcare signed a licensing agreement with Japanese pharmaceutical company Shionogi, reported as €15 million upfront in 2024, with possible milestone payments up to €400 million. Network mentoring also supported several stages of Cilcare's EIC Accelerator journey, helping the team prepare applications and pitches.

Cilcare's progress was recognised at the Enterprise Europe Network Annual Conference 2025, where it won the 2025 Inspiring Client Journey Award at the Enterprise Europe Network Awards 2025. The story shows how focused support from CCI Occitanie, the EU-Japan Centre for Industrial Cooperation, and the wider EEN can help a specialised biotech scale global and bring new hope to people living with hearing loss.

### Our Initiatives



- **Embracing Global Markets Webinar Series**
- **Practical FTA and Access2Markets Master Classes**
- **The Internationalisation Academy**, an annual "must-attend" flagship event of the Network group of experts in Internationalisation aiming to exchange good practices, peer learning and networking. It strengthens ties across the Network and supports the integration of its new International Network Partners.





## Your experts in funding Research & Innovation



### We can help you with...



**Guidance** through regional, national and European funding programme to find the most fitting programme for your specific R&D&I needs.



**Finding** the most promising international B2B events for researchers and innovators that will help you connect to projects partners from all over Europe and beyond.



**Getting** in contact with the most fitting partners for international collaborative R&D&I projects, be it start-ups, SMEs, industry of research institutions and universities.



**Upgrade** your organisations innovation capabilities using the Enterprise Europe Network's unique Innovation Angels approach.

We support innovators in enhancing their competitiveness for innovation procurement procedures, ensuring they are well-prepared to succeed in these strategic opportunities.

## Touch-free innovation: IDloop's journey to global biometric leadership



GERMANY | STIFTUNG FÜR TECHNOLOGIE INNOVATION UND FORSCHUNG THÜRINGEN  
IDloop | <https://www.idloop.com/>

IDloop, a start-up from Thuringia, Germany, is advancing biometrics with a contactless 3D high-resolution fingerprint imaging technology that captures fingerprints without touching a scanner, improving hygiene and operational convenience while staying compatible with fingerprint databases used by authorities.

The company says its advantage comes from how the technology is applied to real security and efficiency needs, enabling fast, hygienic identity authentication and verification. CEO Jörg Reinhold describes it as a novel biometric 3D high-resolution imaging approach for contactless fingerprint capture and processing, a capability that has become especially relevant as organisations try to reduce unnecessary physical contact.

IDloop's path to broader market visibility accelerated through support from the Enterprise Europe Network. After presenting at the Thuringian Regional Innovation Programme demo day in February 2022, the Network helped the team understand funding requirements and prepare for market readiness. Beate Schmalfluss from the Thuringia Network office highlighted the technology's disruptive potential and encouraged an application to the EIC Accelerator as a promising co-financing route.

With this guidance, IDloop secured EUR 10 million in grant and investment financing in December 2022. The funding helped the company scale from 4 to 25 employees, invest in advanced equipment, and expand operations. Since pre-financing in spring 2023, IDloop has continued hiring, enlarging its premises, and starting development projects.

Next, IDloop plans further technical upgrades and broader international expansion, including outreach to Japan and planned entry into the US market, positioning itself for global leadership in biometric authentication.

### Our Initiatives



The provision of the new and improved innovation audit tool **ICAT** - (Innovation Concept and Innovation Capability Analysis Tool) to systematically support innovation in organisations.

Before every new EU Framework Programme, the **Network group of experts in R&I** collects ideas on possible improvements to make it more accessible for Network clients. In 2025 this exercise was done for the upcoming FP10. At every meeting, the group invites a client to pitch their **EIC Accelerator project** and provides structured feedback to them. Clients and Network experts profit directly from this exercise. During the R&I group meetings, local companies present their own profiles and the cooperation opportunities they are looking for. Moreover, members of the group of experts in R&I also present client profiles as potential partners for EU consortia or coordinators looking for partners.





## Your experts in Resilience



### We can help you with...



#### Assess

your business resilience and preparedness for disruption



#### Strengthen

supply chains, operations, and risk management



#### Adapt

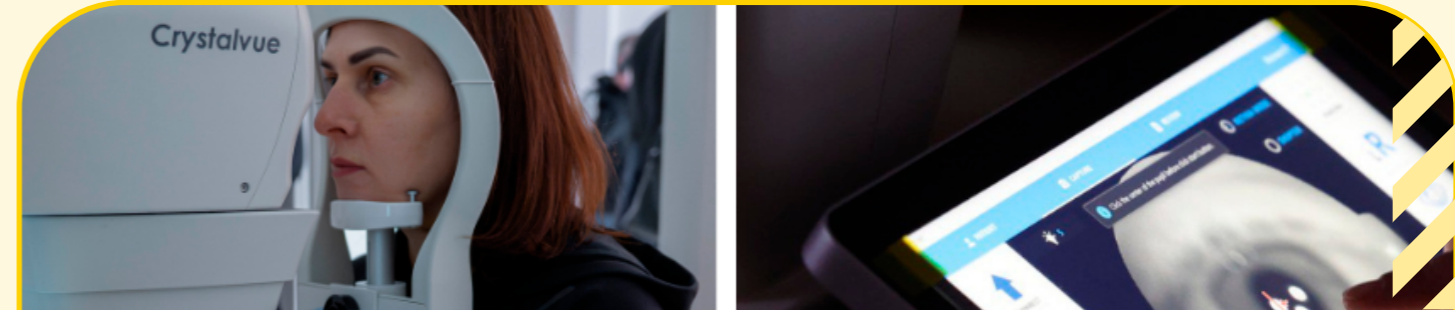
through digital, green, and organisational transitions



#### Prepare

for geopolitical, energy, and market-related challenges

## AI-powered retinal screening makes early detection of chronic diseases more accessible



UKRAINE: INSTITUTE OF PHYSICS OF NATIONAL ACADEMY OF SCIENCE OF UKRAINE & STEINBEIS 2I GMBH

CheckEye : <https://een.ec.europa.eu/success-stories/ai-powered-retinal-screening-makes-early-detection-chronic-diseases-more-accessible>

Ukrainian healthtech startup CheckEye developed an AI-powered retinal screening platform that makes early detection of chronic diseases more accessible, even under the most challenging circumstances. Founded in 2022 just weeks before Russia's aggression, the team worked from shelters, treated patients by day, and annotated thousands of retinal images by night to train their AI. "The success of our effort demonstrated that the CheckEye solution was so robust even a war could not stop its successful launch."

Scaling into the EU required expert guidance. "When we decided to scale into the EU, it was clear we needed a strong partner. Enterprise Europe Network became exactly that: a crucial bridge allowing us to participate in European events, establish the right contacts and quickly navigate the European healthcare market," said CheckEye CEO Kyrylo Goncharuk.

EEN Ukraine, through the **Institute of Physics of the National Academy of Sciences of Ukraine**, evaluated CheckEye's potential and nominated it for key initiatives in Germany's Baden-Württemberg innovation hub. With support from **Enterprise Europe Network Ukraine** and **EEN Baden-Württemberg**, CheckEye took part in the **BW Summit**, **Discovery Tour** and **Metaverse Congress XR 2025**, gaining visibility and strategic connections across Europe.

These engagements, implemented by **Steinbeis Europa Zentrum** (EEN partner in Baden-Württemberg), led to a collaboration with Gesundheitskiosk24 by Aspilos GmbH, a German company providing self-test health kits. "By bringing together expertise from Ukraine and Germany, the Network created a bridge that helped CheckEye access new markets, showcase its innovation, and secure a cooperation agreement," said Olga Marschalek of Steinbeis.

CheckEye's journey is a testament to resilience and innovation, demonstrating how strong local networks and cross-border support can help breakthrough technologies thrive despite adversity.



## Our Initiatives



### Supply Chain Resilience Platform: connecting SMEs to secure supply chains

The Enterprise Europe Network has launched the Supply Chain Resilience platform, a dedicated matchmaking tool designed to help SMEs maintain, restructure or replace supply chain links disrupted by global shocks. The platform enables businesses to: find new suppliers and buyers, showcase innovative products and technologies, and establish cross-border contacts with partners, support organisations and key stakeholders. By facilitating strategic connections, this initiative strengthens business readiness against current and future supply-chain instabilities.



## Your experts on Digitalisation



### We can help you with...



#### Digitalisation & Trend Insights

Discover new digital opportunities and stay ahead with market trends



#### Funding & Innovation Support

Get support for accessing public and private funding to drive ambitious digital and R&D projects



#### Partnership & Networking

Find top international partners and connect at major European events



#### Regulatory & Compliance Guidance

Get expert advice on EU digital regulations, AI, cybersecurity, and international standards

## Greek tech talent turns local start-up into a European AI player



### GREECE | ANKO WESTERN MACEDONIA S.A. - ORGANISATION FOR LOCAL DEVELOPMENT Innovation Bee | <https://innovationbee.gr/>

Founded in 2022 in Kozani, northern Greece, Innovation Bee is a deep-tech start-up created by young engineers from the University of Western Macedonia. Specialising in artificial intelligence, machine learning and advanced computing systems, the company aims to make AI accessible and impactful for both public and private sector users, particularly in under-represented regions. Innovation Bee's vision challenges the idea that high-impact innovation must originate from major urban hubs.

Operating from a regional base, however, brought significant challenges. According to co-founder and CEO Christos Roumeliotis, the start-up struggled with limited access to funding, partnerships and international visibility. A turning point came in 2024 at Startup Europe Week Kozani, where Innovation Bee connected with the Enterprise Europe Network through its regional partner, ANKO.

Recognising the start-up's technical strength and clear market vision, ANKO provided targeted, strategic support. The Network first connected Innovation Bee with regional authorities, leading to its first public sector contract with the Region of Western Macedonia. The company deployed its AI chatbot, Askity, at the Regional Investment Support Centre, offering round-the-clock assistance and lead generation. This milestone boosted regional credibility and demonstrated the practical value of AI in public services.

Building on this success, the Network supported Innovation Bee's participation in innovation programmes, competitions and international events, including business matchmaking and technology expos. As a result, the start-up secured pre-seed angel funding, expanded its team by 30%, and invested in IT companies in Bulgaria and Estonia.

Looking ahead, Innovation Bee plans to expand Askity into a multilingual AI assistant, enter new EU markets, develop research partnerships in AI ethics and transparency, and pursue further EU funding, with the Enterprise Europe Network continuing as a key growth partner.



## Our Initiatives



### Our presence at the Web Summit in Lisbon

Every year, the Enterprise Europe Network's Group of Experts in Digitalisation is present at the Web Summit in Lisbon, Europe's largest technology marketplace held annually in Lisbon. Through this presence, the Network invites a selection of some of its most innovative SME clients to attend as ambassadors, demonstrating firsthand how the Network helps ambitious businesses innovate and grow internationally.

These SME ambassadors, representing companies from across Europe, take part in dedicated workshops and networking sessions, while Network advisers are on hand at an information stand to explain the full range of support available to small and medium-sized enterprises.



## Your experts in Sustainability

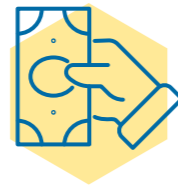


### We can help you with...



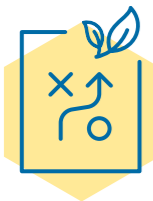
#### Training

opportunities and knowledge to infuse sustainability in your daily business



#### Searching

for opportunities in sustainable finance



#### Elaborating

strategies and sustainability plans for your company



#### Advisory

services on sustainability reporting and EU standards compliance

## A smart, green future for plastic



**CZECHIA | TECHNOLOGY CENTRE PRAGUE**  
**STABILPLASTIK | <https://stabilplastik.cz/en/>**

In 2018, Patrik Luxemburk, CEO of Czech company STABILPLASTIK, set out to turn plastic waste into new products, focusing mainly on plastic pallets. Backed by in-house expertise in plastics processing and pallet manufacturing, he anticipated future trends and prepared the business for international growth. According to Silvia Jiraskova of BISON3T (Technology Centre Prague) and STABILPLASTIK's local Enterprise Europe Network contact, the initial needs assessment revealed a highly motivated, goal-oriented leader with a strong grasp of upcoming market developments.

The company aimed to fill production capacity and cut costs by up to 30% through intensive business development, targeting logistics chains connected to large companies, especially in Nordic markets. Early progress was hindered by practical constraints, including workforce shortages, limited access to plastic granulates, high costs for moulds and production lines, and technical limits (such as the need for newly made pallets to "air out").

While wider acceptance of repurposing plastic waste took time, STABILPLASTIK prioritised finding foreign partners. Through the Network's database and support from Food and Bio Cluster Denmark, it connected in 2019 with Nortech Solutions, leading to the creation of the fully recyclable "green pallet" and supporting growth for both firms through 2022. A further breakthrough came with Svenska Retursystems in Sweden, for whom STABILPLASTIK developed a customised pallet. By 2022, this partnership helped divert over 3.5 million kg of plastic waste from landfills and incineration and delivered 10,000 tailor-made pallets.

STABILPLASTIK also launched an RFID-enabled smart pallet to improve tracking and reduce pallet usage. With plans for a northern European factory and high-level recognition in 2023 from Swedish and EU officials, the company continues pursuing digital transition and new markets.



### Our Initiatives



This **cross-sectoral virtual event** is designed to accelerate your sustainability goals and it is organised on a yearly basis. Whether you're a solution seeker or provider, this is your chance to:

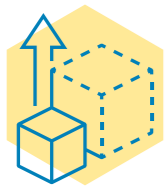
- **Attend inspiring keynotes** from EU experts and innovators
- **Explore sector-specific pitching sessions** on textiles, health, AI, food waste, packaging, and more
- **Engage in B2B matchmaking** to find partners who can help you implement real, impactful solutions



## Your experts in Start-ups & Scale-ups



### We can help you with...



**scaling**  
your business internationally



**access**  
to finance and (EU) funding



**finding**  
the right international  
cooperation partners



**training**  
your pitching skills



### Our Initiatives

#### Peers4Growth

Our initiative Peers4Growth is changing the way start-ups and scale-ups connect and grow. Since 2019, we've helped dozens of businesses learn from each other, share successful strategies, and tackle challenges together. The goal? To boost the global competitiveness of European small companies and accelerate their growth.

#### Contribution to the EU Start-up and Scale-up strategy (May 2025)

Since 2017, the Network has included dedicated Scale-up Advisors, supporting SMEs and startups in their rapid growth phase, both on access to finance and on innovation support.

## Breaking new ground in cancer diagnostics



PORTUGAL | ANI - AGENCIA NACIONAL DE INOVACAO, SA  
expressTEC | <https://expresstec.pt/>

expressTEC, co-founded in 2022 by scientists Ana Teresa Maia and Joana Xavier, is developing RNA-based companion diagnostics for precision oncology, combining RNA allelic expression with machine learning to identify active tumour mutations and guide more personalised treatment choices. The main challenge was turning promising research into a regulated, fundable, scalable business while also building a team, accessing clinical data, and navigating in vitro diagnostic requirements.

Enterprise Europe Network support, delivered through its partner ANI, became a central accelerator for the start-up. ANI provided strategic mentorship to clarify the regulatory pathway, sharpen market positioning, and improve communication with potential partners. It also connected the founders to experienced mentors in the in vitro medical devices space and encouraged practical skill-building through start-up events, workshops, pitch training, and exposure to relevant accelerator options.

With this guidance, expressTEC secured early financing and credibility, including EUR 100,000 in private investment, EUR 175,000 in grants, and EUR 1.1 million in public funding to advance development. The company also formalised partnerships with a leading European research centre and two Portuguese hospitals, while continuing discussions with additional hospitals and pharmaceutical partners. Network-backed progress supported a successful application to Women TechEU, enabling a co-founder to move into full-time leadership, and helped the team refine its business model through the EIC T2M Business Idea Validation Bootcamp.

Ongoing mentorship continues to shape strategy, including a shift from a single-test product to a multi-gene RNA platform, as expressTEC works toward prototype validation, service launch via partner labs, and expansion to additional cancer types by mid-2026.





## Your experts in Women Entrepreneurship



### We can help you with...



**Finding clients**  
and co-operations  
partners for their  
products and processes



**Informing** about  
EU programmes and  
assisting in application  
procedures for EU grants



**Providing**  
support  
for access  
to finance  
for women  
entrepreneurs



**Accessing**  
innovation  
services



**Pitching**  
events for  
women  
entrepreneurs  
with business  
angels

## Our Initiatives



- EEN-Power-Her Learning & Pitching Event** – focus on pitch refinement and investor matchmaking. The aim of this event is to provide the Network’s female clients with the opportunity to learn, practice and be better prepared for the real pitching event, with the possibility to raise funds from the investors
- “Match2Achieve – Women in Tech for Food”** – focus on innovative solutions of women-led companies in AgriFood and Digital Sector
- “3 Minute Pitch e-Catalogue 2025”** – aiming to get more visible and to promote successful women-led companies across EU
- “SheAdvisory Bootcamp”** with the goal to help Network advisors to better support women-led businesses

## Empowering kids with code



Austria | Innovation Salzburg GmbH | WIRTSCHAFTSKAMMER ÖSTERREICH  
Germany | TUTECH INNOVATION GMBH  
Hacker School | <https://hacker-school.de/>

Hacker School is a Hamburg-based non-profit led by Dr Julia Freudenberg that helps children and teenagers discover coding through sessions supported by real-world IT professionals, called “inspirers”, who act as relatable role models. It runs both in-person and online programmes for schools and also collaborates with companies and universities, linking digital education with employee volunteering and student engagement.

Enterprise Europe Network support was pivotal to Hacker School’s first international expansion into Austria. After marking its 10th anniversary in 2024 and setting Austria as the first target market, the team faced unfamiliar questions about legal set-up, market entry, and finding the right local partners. Through cross-border coordination between Network partners in Germany and Austria, the organisation received structured guidance, from introductions and local stakeholder mapping to practical support for establishing operations.

In Austria, the Network helped steer the team through creating a legal structure suited to a non-profit mission and connected them with relevant experts, funding opportunities, and education stakeholders. Links into local STEM and EdTech ecosystems opened doors to school authorities and institutions willing to host Hacker School courses, accelerating adoption.

Since launching in Austria, Hacker School has taught thousands of children across almost every region, built a small local team, and set ambitious growth targets. They were also finalists in the Enterprise Europe Network Awards 2025, reflecting the wider recognition of their cross-border impact and scalable approach.

The collaboration with the Enterprise Europe Network continues as Hacker School explores further expansion and scales its impact.





## Your experts in Intellectual Property



### We can help you with...



**Guidance**  
on IP protection and strategy  
for SMEs



**Expertise**  
in EU IP rights, patents,  
and trademarks



**Networking**  
with EU IP offices and  
international helpdesks



**Training**  
tools, and best practices  
on IP management

### Our Initiatives



The Enterprise Europe Network group of experts in Intellectual Property:

- Maintains direct contact with the EU and International IP Helpdesk Ambassadors, EUIPO, European Patent Office and national IP offices, facilitating smoother procedures and quicker issue resolution.
- Provides guidance and first-hand assistance on IP protection, IPRs, licensing and patenting to SME clients.

## Bee guardian: innovative ecological and automatic device protects bees from Varroa mite



**SERBIA | POSLOVNI INKUBATOR NOVI SAD - BUSINESS INCUBATOR NOVI SAD DRUSTVO SA OGRANICENOM ODGOVORNOSCU NOVI SAD**  
Ecohive | <https://www.ecohive.rs/>

Eco Hive, a start-up from Belgrade, Serbia, developed an ecological, automatic device to protect honeybee colonies from Varroa, a parasitic mite that is one of the most damaging pests in beekeeping. Varroa infestations can cause major colony losses and significant economic damage per hive, and common treatment options can have limitations, chemical treatments may lead to resistance over time and can require waiting periods for bee products, while manual ecological methods can be less effective and may raise hive temperature.

Eco Hive's patented approach uses an automated formic acid application and is designed to remove Varroa mites with very high efficiency, while avoiding resistance and eliminating the need for a grace period, with only a single day of on-site intervention needed at the apiary. The solution was created by two young entrepreneurs, who emphasised that early external guidance helped them move faster than would normally be possible at their stage.

Enterprise Europe Network support became a turning point as the company was being set up and needed funding, market clarity, and international connections. Step by step, advisers helped Eco Hive clarify what makes the product innovative, shape a clear value proposition for target customers, and position it against competing approaches. The support also covered business model development, an intellectual property strategy, identifying grants to apply for, and searching for international partners.

As a result, Eco Hive secured key regulatory and protection milestones, raised a combined package of private investment and grants, expanded its team, and scaled manufacturing to hundreds of units with pre-orders and sales agreements. The company also advanced export plans, including work toward an exclusive distribution arrangement in France, negotiations in the Netherlands, and a broader strategy to enter additional European and southern hemisphere markets to reduce seasonality.

**POSLOVNI  
INKUBATOR**  
NOVI SAD



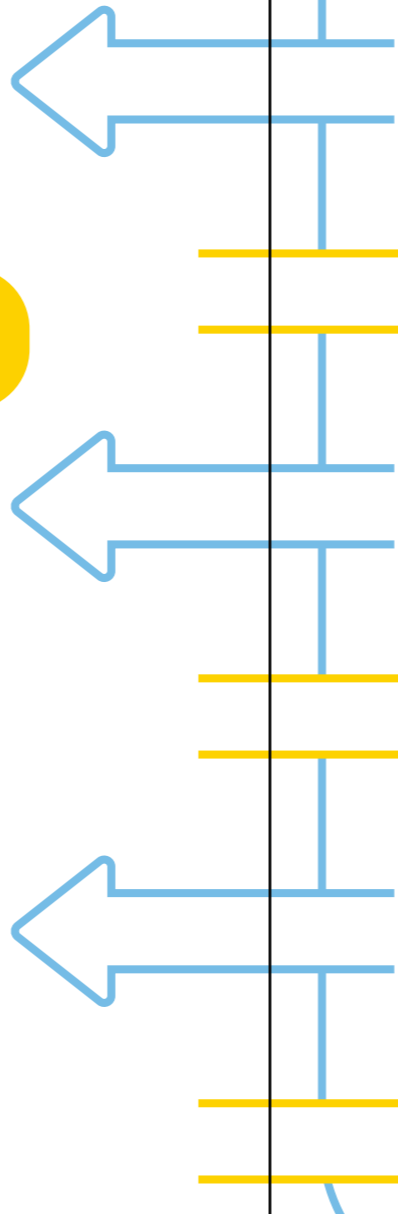
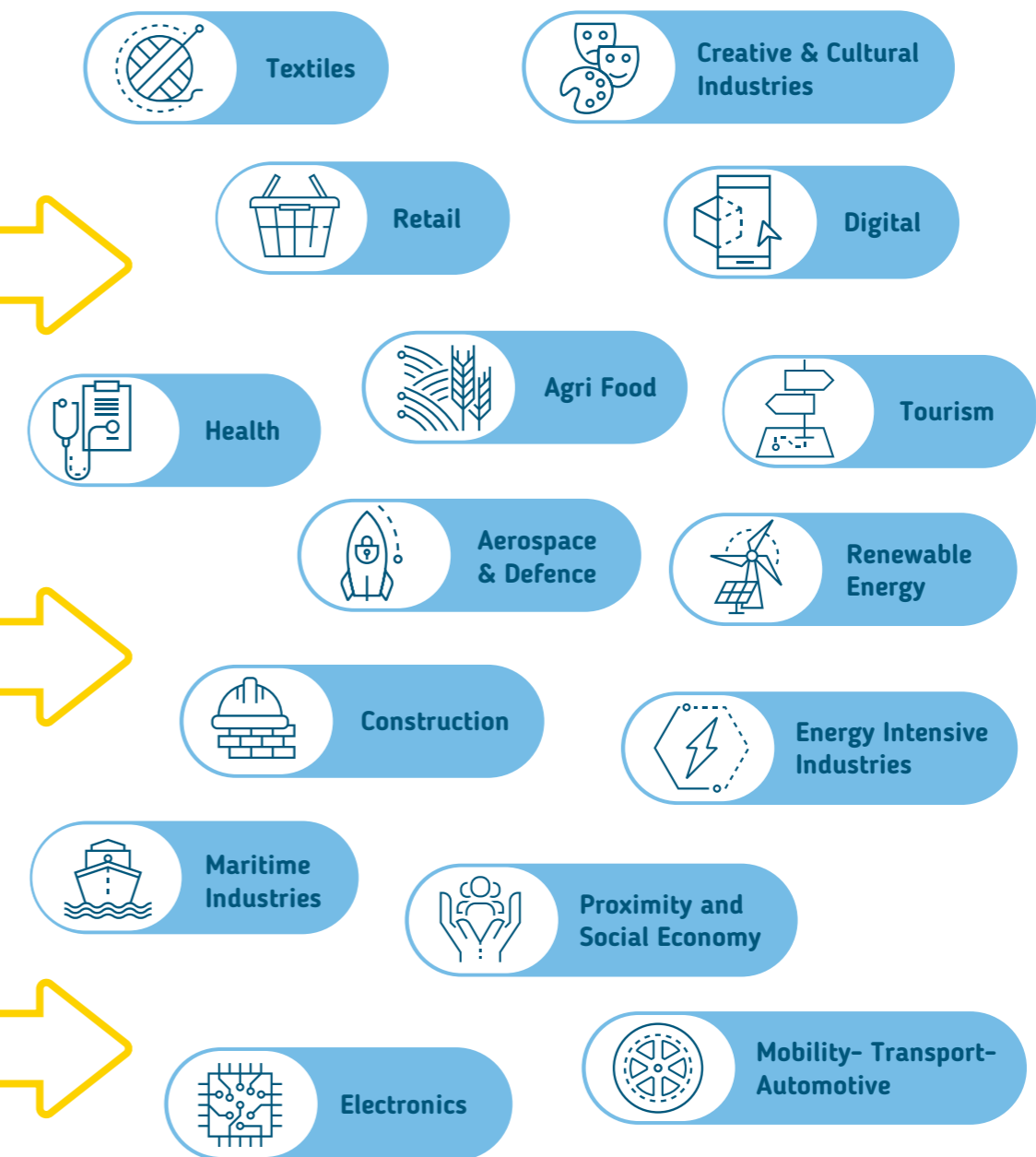
# 7. Supporting Industrial Ecosystems

The Enterprise Europe Network offers unparalleled access to Europe's diverse industrial eco-systems, providing expertise across a wide range of sectors to drive businesses forward. Network experts possess a profound outreach and deep knowledge in these specific industries, working collaboratively to meet the needs of business clients.

## Thematic groups (horizontal services & methodologies)



## Sector groups (groups of experts)





## Your experts in Aerospace & Defense



### We can help you...



#### Identify and connect

with the most relevant aerospace and defence partners across Europe and beyond



#### Expand

internationally through trade fairs, company missions, and tailored market entry assistance



#### Access EU-funded programmes

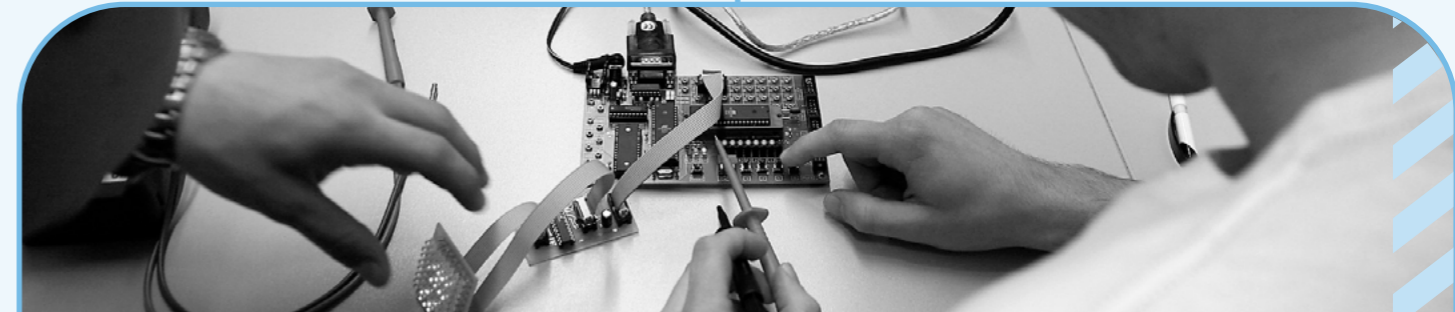
such as Horizon Europe, the European Defence Fund, and Clean Aviation



#### Collaborate

with regional and European clusters to strengthen innovation ecosystems and joint project development

## Providing innovative solutions to help tech companies build strong, lasting business relationships in Europe and beyond



LUXEMBOURG | LUXEMBOURG CHAMBER OF COMMERCE  
APC | <https://apc-eu.com/>

Sustainable strategic growth and diversification are at the heart of Luxembourg-based business development company APC International S.à.r.l. With the support of the Enterprise Europe Network (EEN), APC bridges the gap between technology providers and organisations seeking advanced solutions across multiple sectors.

Founded in 2004, APC specialises in strategic business enablement, business development and network management, helping technology companies enter complex national markets and sectors with high entry barriers. Its core mission has remained consistent: to create strong, long-term business opportunities within its extensive customer network.

Initially focused on supporting suppliers of original equipment manufacturers in the automotive sector, APC has progressively expanded its activities into aviation, defence and aerospace. Leveraging deep industry expertise and trusted relationships with key decision-makers, APC enables suppliers to showcase their innovations directly to influential stakeholders, generating high-impact collaborations.

When APC approached the Luxembourg Chamber of Commerce in 2018, it already had an international footprint in Asia and the United States. EEN support helped accelerate further growth by facilitating international partner searches, brokerage events and tailored advisory services. Through participation in more than 30 partnering events across Europe and Canada, APC has built strong collaborations with Tier 1 and Tier 2 suppliers, supporting their entry into Western European markets, particularly German-speaking countries.

Today, APC has grown from 20 to 50 employees and expanded its portfolio beyond business development to include automation, electronic testing technologies and avionics solutions for the defence sector.

Looking ahead, APC aims to strengthen its position beyond automotive, focusing on aerospace and cybersecurity. Its strategic vision is to drive innovation, resilience and long-term value in these critical and evolving industries.

### Our Initiatives



Our growing community of Aerospace & Defence experts work closely with SMEs, research centres and other key actors in their regional ecosystems in the fields of aeronautics, space, security and defence. All the main European regions linked to aerospace clusters and significant representations of companies in the sector are represented in the group. The group's members are qualified experts with strong track records supporting their clients to find the most relevant business or technological partners for growing internationally. Well experienced in EU-funding programmes, our experts guide their clients in accessing funds specifically oriented towards the development of aviation projects, space-related technologies, dual use technologies or security activities.

**Aerospace & Defence B2Match Events:** The Network organises matchmaking events in the framework of international fairs such as ILA Berlin, Space Tech Expo in Bremen, Paris Air Show, FEINDEF in Madrid or DEFEA in Athens. During these matchmaking events, key actors in those related fields can create their own Marketplace available to showcase partner opportunities and book 20-30 minute meetings with potential partners.





## Your experts in Agri-Food



### We can help you with...



**Expanding**  
into international markets  
through missions  
& matchmaking



**Accessing EU  
funding**  
for research, growth  
& competitiveness



**Driving innovation**  
via digital and sustainable  
agrifood solutions



**Supporting SMEs**  
with tailored training courses  
and capacity building  
opportunities



### Our Initiatives



#### Meet the Buyer – EEN Matchmaking Event

'Meet the Buyer' is one of the most important initiatives of the **Enterprise Europe Network group of experts** in Agri-Food. The event is designed to connect buyers with reliable and innovative suppliers, creating new business opportunities and fostering long-term collaborations. By facilitating direct dialogue between key players, it strengthens international partnerships and supports growth and competitiveness in the agrifood sector.

**More info:**

<https://www.b2match.com/e/meet-buyer-een-matchmaking-event>

## A new recipe for efficiency in the food business



**DENMARK | Food & Bio Cluster Denmark**  
**tracezilla | <https://www.tracezilla.com/es>**

Founded in 2018, tracezilla set out to simplify trading and production processes for small and medium-sized food companies in Denmark through a cloud-based software solution. Co-founders Katrine Søndergård and Rasmus Steen Kristensen brought extensive experience from working with food-sector SMEs and recognised a clear market gap. Many companies needed an integrated system to manage inventory, production and logistics, but developing a custom in-house solution was too costly, time-consuming and risky, with uncertain returns on investment.

tracezilla was designed to address these challenges with a standardised digital solution tailored to the food industry. Although food production differs from other sectors, the underlying requirements are highly uniform. This led the founders to realise that their software could be scaled beyond Denmark, as food regulations and operational needs are similar across many markets.

In 2021, tracezilla began evaluating international opportunities. Aware that choosing the wrong market could be expensive, the founders sought professional guidance to qualify potential markets and partners. They partnered with Food & Bio Cluster Denmark, part of the Enterprise Europe Network (EEN), which provided strategic advice and market insight.

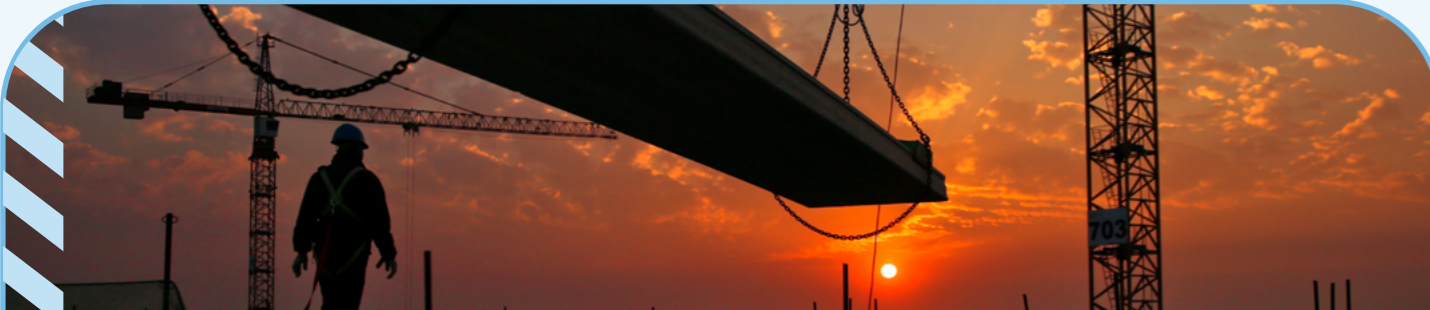
After consultations in late 2021, Sweden was identified as a strong entry market. EEN facilitated key connections within both the food industry and the wider IT ecosystem, including consultancies, accounting platforms and e-commerce systems. Support from Enterprise Europe Network Sweden, and introductions to organisations such as the Foodtech Innovation Network, helped tracezilla establish collaborations and system integrations.

By early 2022, networking efforts were already delivering results, with strong interest from partners and customers. With a Swedish branch in place, tracezilla is now planning expansion into further European markets, with the long-term ambition of becoming a global support platform for food companies.

# tracezilla



## Your experts in Construction



### We can help you with...



#### Finding

international business partners in construction



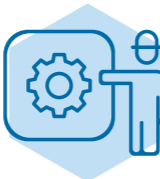
#### Navigating

EU rules and regulations



#### Accessing

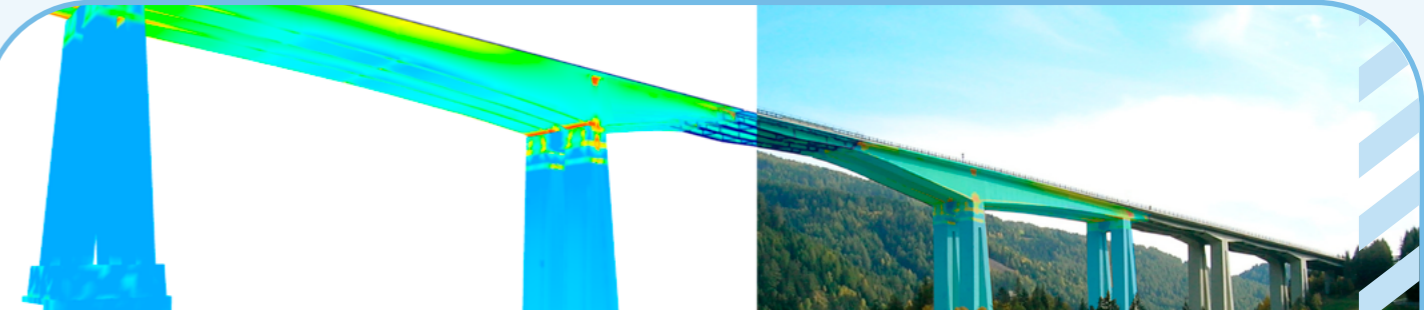
a global network of construction expertise



#### Complying

with national regulations on posting of workers

## The Italian start-up turning raw data into safer roads and bridges



ITALY | NOI SPA

CAEMate | <https://caemate.com/>

Founded in 2017 by brothers Massimo and Matteo Penasa, the Italian start-up CAEMate develops cloud-based diagnostics to monitor the structural health of roads, bridges, tunnels and other critical infrastructure. Responding to Europe's growing need for safer and more efficient infrastructure management, CAEMate addresses the limits of traditional monitoring methods, which are costly, labour-intensive and focused only on a structure's current condition, offering little insight into future risks.

CAEMate combines engineering expertise with advanced software design to deliver AI and simulation-based digital twins for real-time and predictive monitoring. Its flagship solution, the WeStatiX SHM platform, integrates finite element models, artificial intelligence and IoT sensor data to continuously update digital representations of existing assets. This approach enables infrastructure owners to assess both present safety levels and long-term resilience, transforming raw monitoring data into actionable insights. The platform is already used to monitor more than 300 assets in Italy and abroad.

In 2019, CAEMate relocated to NOI Techpark in Bolzano, a Network-affiliated innovation hub. Through its pre-incubation and incubation programmes, and with coaching from the Enterprise Europe Network (EEN), the company refined its business strategy, funding approach and international ambitions. Being embedded in the NOI Techpark ecosystem also facilitated valuable collaborations with research institutions, start-ups and industry players.

With EEN support, CAEMate joined international R&D consortia and secured over EUR 1 million in Horizon Europe and Interreg funding between 2020 and 2023. This progress led to a EUR 3 million seed round in December 2023. In early 2025, CAEMate's technology received the European Commission's Seal of Excellence under the EIC Accelerator, unlocking a further EUR 3 million in public co-financing. Backed by this mix of public and private funding, CAEMate is now scaling rapidly and preparing for global expansion.

### Our Initiatives



#### Build & Connect Brokerage Event in Strasbourg, France

The Build & Connect Brokerage Event in Strasbourg, France, is the flagship biennial gathering of the Sustainable Building Community. In 2024 it brought together 589 participants from 17 countries, including 122 B2B attendees from France, Germany, Luxembourg and Spain, leading to 228 meetings, 66 of them transnational. Discussions focused on decarbonising and renovating buildings, promoting sustainable materials and the circular economy, improving energy systems, and leveraging digitalisation to boost skills and competitiveness.

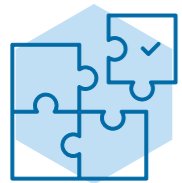




## Your experts in Cultural & Creative Industries



### We can help you with...



#### Guidance

through funding programme and international opportunities



#### Building future-ready talent

through upskilling, reskilling, and digital readiness



#### Embedding creativity

and sustainable design to spark long-lasting economic impact



#### Fostering international partnerships

to scale development from local to global



### Our Initiatives



#### Creativity Meets Clusters

International event and a point of reference for cultural and creative ecosystems to broaden their knowledge and get inspiration.

#### Our newsletters

Every six months, our newsletter delivers the latest sector news, success stories, events, and opportunities across Europe and beyond.

#### How EU creative entrepreneurs can grow

The PULSE podcast focuses on how creative entrepreneurs can grow and brings together experts and entrepreneurs from various fields.

## Fortissimo spreads harmony through the cosmos with classical music



**SLOVENIA | CENTRE FOR DEVELOPMENT AND KNOWLEDGE TRANSFER (CRPZ), UNIVERSITY OF PRIMORSKA | INVIDA | <https://invida.tv/en/> ITALY | NOI TECHPARK (ENTERPRISE EUROPE NETWORK) Fortissimo Education | <https://www.fortissimo.education/>**

Invida, Slovenia's largest animation and production studio, wanted to scale beyond steady growth and limited global visibility, so it turned to the Enterprise Europe Network via the Centre for Development and Knowledge Transfer at the University of Primorska. In parallel, Fortissimo Education - an Italian startup with a bold vision to modernise classical music education - worked with the Enterprise Europe Network at NOI Techpark in Bolzano to identify the right EU funding route for its concept.

Both perspectives converged around Creative Europe's Innovation Lab funding: Fortissimo needed financing and a multinational consortium, while Invida sought international collaboration and a way to showcase its high-end digital storytelling capabilities. With Enterprise Europe Network support (matchmaking, partner search, and guidance on EU calls), Fortissimo secured around EUR 1.7 million and assembled a broad European consortium, while Invida joined as a key production and immersive-content partner.

The funded outcome is a playful, gamified digital tool designed to make classical music accessible to children through an app, teacher lesson plans, and a VR "music house" where learners explore instruments and composition via immersive experiences. Invida delivered animations, 3D virtual environments (using Unreal Engine), and 360° orchestra video capture enhanced with animated elements, helping translate "high culture" into child-friendly digital engagement.

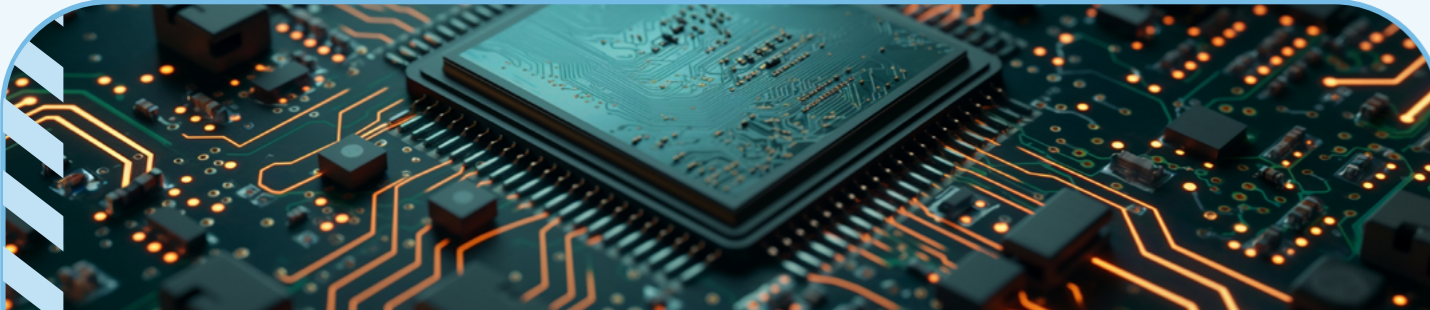
The platform will soon be available in 11 European languages. Fortissimo was awarded the second prize during the annual conference in 2023 for leveraging the Network's services to grow and innovate. The collaboration also strengthened Invida's EU-project know-how and contributed to reported turnover growth and increased international enquiries, while Fortissimo aims to push further into metaverse/AI-enabled features with continued Network support.

**Invida**





## Your experts in Electronics



### We can help you with...



#### Pushing

bold ideas forward, together with cutting edge companies



#### Guiding

you towards the right funding channels



#### Connecting

you with the right partners in Europe and around the globe



#### Finding

calls and challenges where your solution fits in best

## Lighting the path to strategic photonic partnerships



CZECHIA | TECHNOLOGY CENTRE PRAGUE

Argotech | <https://www.argotech.cz/>

Founded in 2006 in the Czech Republic, Argotech is a specialist in semiconductor photonics and microelectronics assembly and packaging, building on expertise rooted in companies such as Siemens and Infineon. As photonics technologies advanced, Argotech faced a major technical bottleneck: the complex and time-consuming simulation required to package photonic integrated circuits (PICs), which are essential for high-speed optical data transmission.

PICs integrate lasers, detectors, modulators and other optical components onto a single semiconductor chip, enabling faster data transfer, lower power consumption and more compact systems. However, integrating these chips posed significant challenges. Argotech struggled with high-frequency signal integration, thermal management and electromagnetic interference. Simulations critical to avoiding cross-talk and ensuring performance at frequencies between 50GHz and 110GHz could take up to eight days, slowing development.

Seeking faster and more efficient solutions, Argotech turned to the Enterprise Europe Network through its partner, the Technology Centre Prague. With EEN support, a clear technology need was defined for advanced computational electromagnetics analysis. This led to collaboration with CST, a German company renowned for electromagnetic optimisation software with experience in space technology projects.

Thanks to CST's advanced tools, Argotech reduced simulation times from over a week to just six hours, dramatically accelerating development and optimisation of PIC packaging. The Enterprise Europe Network played a central role in identifying the right technological field, facilitating cross-border collaboration and guiding Argotech towards relevant innovation partners.

Through this strategic partnership, Argotech strengthened its technical capabilities and demonstrated the value of external collaboration. Looking ahead, the company plans to continue leveraging international partnerships to overcome complex technological challenges and remain competitive in the fast-evolving photonics sector.



## Our Initiatives



### The Electronics Ecosystem Deep Dive

The **Electronics Ecosystem Deep Dive**, spearheaded by the Network group of experts in Electronics, offers clients the opportunity to explore Europe's electronics ecosystems in depth. Twice a year, we invite participants to join a curated delegation trip, where they gain exclusive insights into regional networks and engage directly with key industry players. The programme combines ecosystem knowledge with a unique, high-quality travel experience.

For more info get in touch with your local EEN Adviser.



## Your experts in Energy Intensive Industries



### We can help you with...



#### Finding

technologies/solutions to reduce your dependencies to fossil energy



#### Introducing

you to the right international partners



#### Boosting

your competitiveness thanks to bio-based materials



#### Identifying

funding for the energy intensive industries

### Our Initiatives



#### Biotech Hub Task Force & EU Technological Transfer Organisations Mapping

The Commission launched in January 2025 a new **Biotech and Biomanufacturing Hub** to support SMEs and start-ups to increase their competitiveness and reduce their dependencies on fossil energies. A Task Force led by the Energy Intensive Industry working group in partnership with Health & Agrofood working groups has started in 2025 an EU Mapping of research infrastructures able to support biotech/biomanufacturing R&D. Companies will find practical information. It will be accessible on-line on the Hub portal.

## Radius Machining: leading precision engineering in the Baltics



ESTONIA | MTU EESTI KAUBANDUS-TOOSTUSKODA

Radius Machining | <https://www.radius.ee/en>

Radius Machining is an Estonian family-owned manufacturer that has grown from a small garage operation into an export-oriented precision engineering group, with international partnerships, especially in German-speaking markets, playing a central role in its expansion.

Founded in 2003 in a Viimsi garage, the company scaled rapidly as demand for precision manufacturing increased, opening a new factory in Peetri by 2016 and formally establishing the Radius Group in 2020. Now marking more than 20 years in operation, Radius exports more than 40% of its output to Scandinavia and the DACH region (Germany, Austria, Switzerland).

Radius specialises in computerised machining for manufacturing and hydraulics, with core capabilities in serial CNC turning and CNC milling supported by a modern machine fleet for efficient production of both simple and complex parts. Its main product groups include hydraulic hose and tube assemblies with various hydraulic components, and its CNC tube bending capacity supports accurate series production. Quality and efficient processes are positioned as key priorities alongside international growth.

Eva Laanemäe, Radius' DACH regional manager, credits the Enterprise Europe Network (EEN) as a major catalyst for expanding abroad, highlighting its role in partner search and international cooperation support. A key breakthrough came at the Baltic Sea Consultancy Days in February 2023, where Radius connected with Stäubli Hamburg GmbH, a Swiss industrial and mechatronic solutions provider seeking suppliers for stainless steel and brass parts. With support linked to the Estonian Chamber of Commerce and Industry's EEN services, the companies established contact quickly, signed an NDA, and began cooperation in May 2023.

Despite disruptions from COVID-19 and a broader economic downturn, Radius adapted by staying flexible and customer-focused. Laanemäe sees the strongest growth potential in Germany, Austria, and Switzerland, noting that trust-building partnerships with German companies are especially valuable for reputation and long-term market access.





## Your experts in Health



### We can help you with...



**Contacting**  
hospitals and pilot sites  
across Europe



**Introducing**  
you to the right  
international partners



**Locating**  
relevant life science  
funding opportunities



**Identifying ways**  
to increase sustainability  
across your organisation

## Our Initiatives

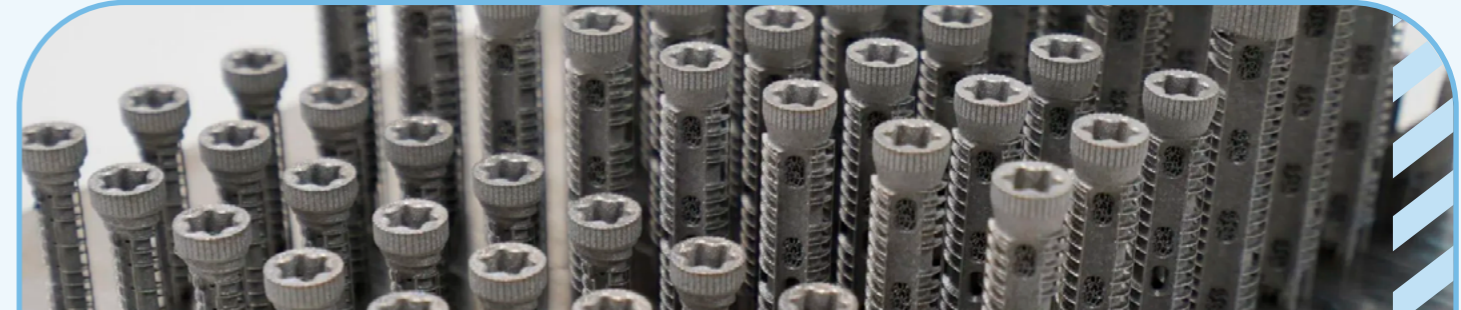


### TEF-Health

TEFs help providers of AI technologies for the healthcare sector to bring their solutions to market faster by providing discounted testing and validation services. TEF-Health comprises nine participating member states and 52 participating public and private entities including notified certifiers, standardization authorities, University Hospitals, and Research Organizations. TEFs are funded by €60m to Dec 2027 from the European Commission.

More info:  
[tefhealth.eu](https://tefhealth.eu)

## Standing tall: from visionary artisanship to a global player in the orthopaedic implants market



IRELAND | ENTERPRISE IRELAND HEALTHCARE  
Croom Medical | <https://een.ec.europa.eu/success-stories/standing-tall-visionary-artisanship-global-player-orthopaedic-implants-market>

Additive Manufacturing (AM), or 3D printing, is reshaping engineering and orthopaedic care by enabling faster prototyping, lower costs and highly customised implants. One company at the forefront is **Croom Medical**, a leading Irish orthopaedic manufacturer supplying high-quality implants to OEMs worldwide.

Founded in 1984 by engineer Patrick Byrnes, Croom Medical initially focused on precision engineering before strategically pivoting to medical devices in 1995, recognising the growing demand for innovative and high-quality orthopaedic implants. Strengthening competitiveness in this highly specialised sector was critical to its growth.

**Enterprise Europe Network (EEN) Ireland played a pivotal role** in supporting this transition and strengthening Croom Medical's innovation capacity. The Network connected the company with **Irish Manufacturing Research (IMR)**, which was developing a Eureka programme application focused on AM. IMR needed an experienced medical device partner to help steer and test the project: a strong fit with Croom Medical's ambition to expand into AM.

"I mentioned the project to Patrick at Croom Medical and he was very interested in hearing more about it. I also introduced him to the team at IMR who were preparing the application and it was agreed that Croom Medical would be invited onto the application," said Network technology expert, Ann Dooley. EEN Ireland supported the consortium throughout the process, assisting with national funding applications and supervising the project's implementation. The programme aimed to deliver a step change in quality, yield and cost competitiveness in metal AM for medical devices.

The collaboration delivered tangible results: a **5 % annual market share increase**, an additional **EUR 250 000 in yearly turnover**, and the recruitment of two AM specialists. Croom Medical significantly enhanced its AM capabilities, improving rapid prototyping, customisation and time-to-market.





## Your experts in Maritime industries and services



### We can help you with...



#### Contacting

the maritime industries and services in Europe and beyond



#### Introducing

you to the right international partners



#### Identifying

funding for maritime industries and services



#### Finding

solutions to improve your business and make it more resilient and sustainable



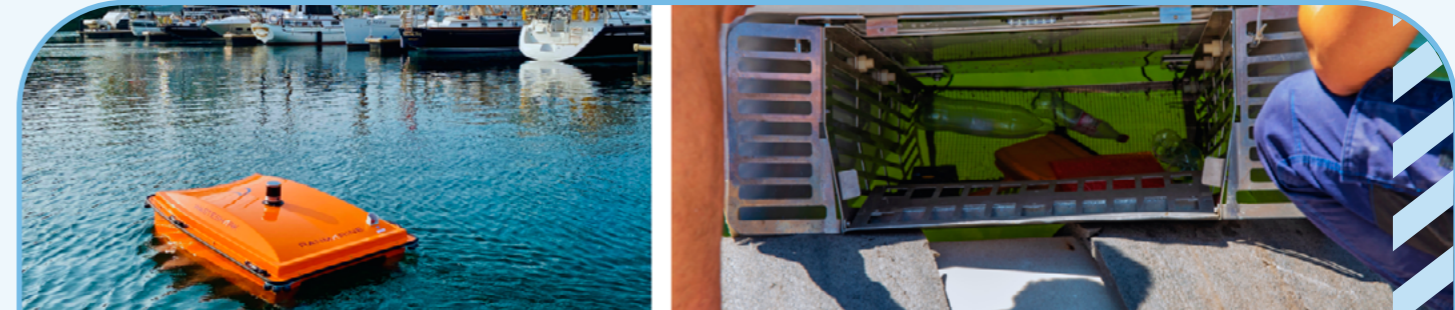
### Our Initiatives



The **Enterprise Europe Network group of experts in Maritime industries** and services has extensive experience in:

- Dealing with key challenges, such as decarbonation, digitalisation, security, resilience, sustainability.
- Designing pitching sessions and matchmaking opportunities at major events (e.g., Boot, SMM, Europort) or webinars (e.g., Sustainable Solutions Match).
- Organising tailored and impactful company missions in various countries.

## Navigating clear waters: The RanMarine and Berky success story



**NETHERLANDS | ENTERPRISE EUROPE NETWORK NETHERLANDS**  
**RanMarine | <http://www.ranmarine.io/>**  
**Germany | Enterprise Europe Network Niedersachsen**  
**Berky GmbH | <https://www.berky.de/>**

RanMarine is a Dutch company launched in 2018 with a clear goal: cleaner waterways. Its autonomous surface vehicle is designed to remove floating waste and pollution from places like lakes, ponds, and harbours. Early support from Enterprise Europe Network Netherlands helped the company build momentum, including guidance on funding and connections that supported its development path.

A major step came in 2022, when the Network partner N-Bank introduced RanMarine to Germany's Berky GmbH. The match brought real technical and business gains. By combining strengths, the partners widened clean-up capability to include very small biomass waste, improved efficiency by up to 15%, and increased RanMarine's turnover by about EUR 220,000.

RanMarine's COO, Esther Lokhorst, described the Network support as a strong long-term collaboration built on trust, transparency, and regular communication. The partnership with Berky continues, with the focus going beyond short-term sales: both companies keep improving system performance and operational efficiency while lowering environmental impact.

With ongoing Network backing, RanMarine is also looking at further international partnerships and circular waste-treatment solutions, aiming to grow the positive impact of its technology and help restore marine and freshwater environments.

**RANMARINE**

**BERKY**  
 your key for living waters



## Your experts in Mobility, Transport and Automotive



### We can help you with...



**Partner search and collaboration**  
to identify the most suitable business partners.



**Internationalisation**  
to find opportunities in global markets and understanding regulatory environments in different regions.



**Technology commercialisation & scouting**  
to identify emerging technologies and turning R&D into marketable products.



**Networking**  
to maintain relationships with key industry players, research institutions and government bodies.

## A vision of the future in the headlights of self-driving cars



**BELGIUM | FLANDERS INNOVATION & ENTREPRENEURSHIP (VLAIO)**  
**XenomatiX | <https://xenomatix.com/>**

XenomatiX started about 10 years ago in a garage in Leuven, Belgium, founded by three laser technology researchers with a big aim: create a disruptive way to measure distance using light, and bring better “eyes” to vehicles. The team knew that building a new multi-beam solid-state LIDAR from scratch would take a long time and stable funding, so they worked with the Enterprise Europe Network via VLAIO, which supports R&D, finance and company strategy. According to the company’s advisors, XenomatiX secured its first funding from VLAIO in 2013.

That early support helped XenomatiX pick and develop a strong real-world use case in automotive: the “Flying Carpet”. In this concept, the multi-beam LIDAR measures the road surface ahead, and the car’s suspension automatically adapts so the vehicle “glides” more smoothly over bumps. The company also worked with a suspension manufacturer to develop and demonstrate this application.

As the technology matured, scaling became the next challenge. XenomatiX applied to the European Innovation Council (EIC) Accelerator, receiving practical support to prepare the proposal and, importantly, to craft and rehearse the pitch and answers for the EIC jury-materials that can also help attract investors.

Today, XenomatiX works across two product tracks: automotive LIDAR and road inspection/digital road mapping that gives maintenance firms a “digital twin” of roads. The company grew from three founders to 45 employees, reported turnover of EUR 3-4 million, and export share rising from 76% (2021) to about 85–90%. It also won the Trends Gazellen 2023 award for the second year in a row and, after EIC funding in 2022, is expanding sales, production and new markets globally.

### Our Initiatives



The Enterprise Europe Network group of experts in Mobility-Transport-Automotive brings together a community of experienced advisors working across the full mobility, transport and automotive value chains to support SMEs and other stakeholders navigating the sector’s green and digital transformation. The group fosters cross-border collaboration and internationalisation by connecting companies with relevant business, technology and research partners, supporting market access, and strengthening strategic alliances within Europe and beyond. With strong expertise in technology scouting, innovation uptake and technology transfer, the group helps businesses and organisations protect and valorise intellectual property and turn research results into market-ready solutions. Well versed in EU policies and funding instruments, its members guide companies in accessing finance and opportunities that enhance competitiveness, sustainability, connectivity and digitalisation across the evolving mobility ecosystem.

**XenomatiX**  
True solid state lidar



## Your experts in Proximity and Social Economy



### We can help you with...



#### Identifying

whether your client belongs to the social economy



#### Partnering and exchanging

local good practices with your social economy companies



#### Navigating

the complexity of EU funding opportunities



#### Highlighting

in the political agenda the relevance of social economy, which represents over 4.3 million entities

## Bringing together conscious brands and sustainable manufacturers for social impact



### NETHERLANDS & PORTUGAL

<https://een.ec.europa.eu/success-stories/bringing-together-conscious-brands-and-sustainable-manufacturers-textile-industry>

### bringing-together-conscious-brands-and-sustainable-manufacturers-textile-industry

The textile industry faces serious environmental and social challenges, from pollution to exploitative labour practices. With growing consumer demand for sustainably and ethically made products, new business models are emerging that prioritise both planet and people.

Supported by the Enterprise Europe Network, two circularity-focused platforms – Manufy and re.store – are transforming how European brands connect with responsible manufacturers and promote social inclusion in textile production.

Manufy is a B2B platform that links fashion and accessory brands with sustainable suppliers, helping them assess needs, plan circular strategies and produce ethical collections closer to home. Meanwhile, re.store, developed by Portuguese provider Essential Together, focuses on upcycling textile waste into new products such as bags, cushions and pet accessories.

Beyond environmental impact, re.store has a strong social mission: it has paid EUR 60 000 to social partners and upcycled over 7.1 tonnes of textiles in less than four years. Its founder emphasises the importance of “promot[ing] social inclusion by valuing and paying for the work of people that are often denied a chance to prove their capabilities, such as refugees and social institution patients and so many more...” – placing dignity, fair income and opportunity at the centre of sustainable fashion. This collaboration began at the Hi-Tech-TEX matchmaking event organised by Network partners, where the Enterprise Europe Network helped screen and connect participants, laying the groundwork for ongoing online cooperation through Manufy’s platform.

By enabling conscious brands to find ethical suppliers and bringing socially inclusive manufacturers into international networks, Enterprise Europe Network support has amplified both environmental and social impact in the textile sector. Together, these initiatives are making sustainable fashion truly inclusive – creating jobs, supporting vulnerable communities and ensuring that those too often overlooked have the opportunity to contribute and thrive.



Netherlands Enterprise Agency



## Our Initiatives



### Social Economy



In the past two years we we have successfully performed yearly company missions in Brussels with more than 70 participants from more than 9 countries. The events have been a unique opportunity to gather social economy organisations, identify funding opportunities in this sector, build coalitions and collaborations, and meet relevant stakeholders, from sectorial umbrella organisations to Commission officials. Due to the positive feedback we are looking forward to continue this activity in the upcoming years!

Collaboration with the [European Social Economy Gateway](https://een.ec.europa.eu/xxx)



## Your experts in Renewable Energies



### We can help you with...



#### Finding partners

for your specific energy related needs from R&D projects to the implementation of market ready solutions



#### Picking the best energy related **international B2B events**

to network with new customers and project partners



#### Navigating the **European funding & financing**

landscape to help you finance your path towards the energy transition



#### Finding solutions

from European SMEs and researchers to improve your energy efficiency

## Hydrogen – the energy source for tomorrow and today



**Türkiye | The Scientific and Technological Research Council of Turkey (TÜBİTAK) and Small and Medium Enterprises Development and Support Administration (KOSGEB) BATARYASAN | <https://bataryasan.com/>**

BATARYASAN works on battery-based technologies for hydrogen-related industries, where long-term progress depends on strong funding. One of the key people behind the company is Assoc. Prof. Dr. Mehmet Fatih Kaya of Erciyes University, a well-known researcher in hydrogen and energy conversion systems who leads the Erciyes University H2FC Hydrogen Energy Research Group (over 14 members) and also runs the VoltaCAR electric-hydrogen car project (over 40 members).

Alongside his academic work, Dr. Kaya co-founded BATARYASAN, which focuses on designing and developing parts for energy conversion and storage systems. The company's work includes engineering simulations, material characterisation, and product development to serve different industrial needs.

A major early step came in October 2020, when BATARYASAN was accepted as an incubator company at Erciyes Teknopark. This status brought practical advantages that support R&D-led companies, including office rent benefits, staff fee discounts, and tax/customs advantages, plus direct access to Teknopark support for its hydrogen-focused projects.

With formal entrepreneur status, BATARYASAN also received national R&D and entrepreneurship funding support from TÜBİTAK and KOSGEB. As the company became active within the Enterprise Europe Network, it gained wider visibility and better access to development support, helping it stay motivated and financially supported during its hardest early years.



### Our Initiatives



#### The initiatives of the Network group of experts in Renewable Energy include

The **Energy Solutions Catalogue** is a collection of solutions developed by European SMEs aimed at supporting companies, industry and public procurers in optimising energy use and achieving sustainability objectives. It highlights the technological developments of SMEs within the energy sector and demonstrates the role of European technologies in pursuing regional energy and sustainability targets, with the goal of enhancing economic resilience and reducing reliance on external resources.

Every month the group publishes the **newest Partner Opportunity Descriptions (POD) profiles related to the energy sector**. In this publication you can find partnering opportunities spanning from proposals for joint research projects all the way to market ready energy solutions that are ready to be implemented to serve our clients' energy needs.



## Your experts in Retail



### We can help you...



#### Get in touch

with resellers and/or producers all over Europe



#### Discover

new markets through virtual market places



#### Locate funding

to help your business grow globally



#### Find solutions

to improve your sustainability and digitalisation

## Home produced Latvian sweets find an eager international market



LATVIA | EEN LATVIA - LATVIAN TECHNOLOGICAL CENTER (LTC)  
SKIM Gardumi | [facebook.com/SKIM.Gardumi](https://www.facebook.com/SKIM.Gardumi)

Olga Blumbaha, an exporter and economics lecturer, began her home-producer dream in 2018 with SKIM Gardumi, a natural brand named after her grandson. Starting from one jelly candy, she grew the range to dozens of sweets made with goat's milk, fruits, herb syrups and sea-salt flavours, guided by her commitment to chemical-free growing and a green lifestyle.

In 2020, COVID disrupted Olga's usual sales routes, so she contacted Diāna Zobena at Enterprise Europe Network Latvia / the Latvian Technological Center for help improving innovation management and finding new markets. The support helped uncover new clients and distributors, and demand began to exceed supply, including sales to a packaging-free store in Tallinn that matched Olga's low-waste values.

To build brand awareness and new sales channels, the Network encouraged SKIM Gardumi to exhibit at Riga Food in 2020 despite the pandemic. Participating in the Innovation Booth at Riga Food 2020 and 2021 brought international exposure and led to cooperation with other exhibitors, including Bendiku piena aitas Ltd. and Mārlapiņi Ltd., helping spark new product ideas.

Olga's impact also reached the next generation. In 2022, former student Sintija Pasate launched InkaOGA with Olga's mentorship and Network business guidance, quickly gaining traction through social media and formal registration. Sintija now grows physalis in multiple greenhouses and turns it into jams, jellies and bold savoury combinations, while both entrepreneurs keep developing seasonal flavours and encouraging young farmers to try this niche crop.



## Our Initiatives



### Covered Market Network

The group of experts in Retail has supported the creation of a **European network of historically covered markets**, promoting their digital and sustainable transition while preserving their cultural identity. The initiative involves **over 10 markets** and will culminate in the launch of an **International Association**. Participating markets focus on **shared challenges**: how to modernise infrastructure, improve accessibility, and manage limited budgets - all while preserving their identity. Additionally, they explore ways to adapt traditional retail to the digital age, strengthen ties with local authorities, and support trade organisations.



## Your experts in Textiles



### We can help you with...



#### Going global

showcasing your brand globally and unlocking new markets through top textile fairs and smart matchmaking



#### Mastering EU sustainability & green transition

rules, while embracing circularity in fashion and textiles



#### Building partnerships

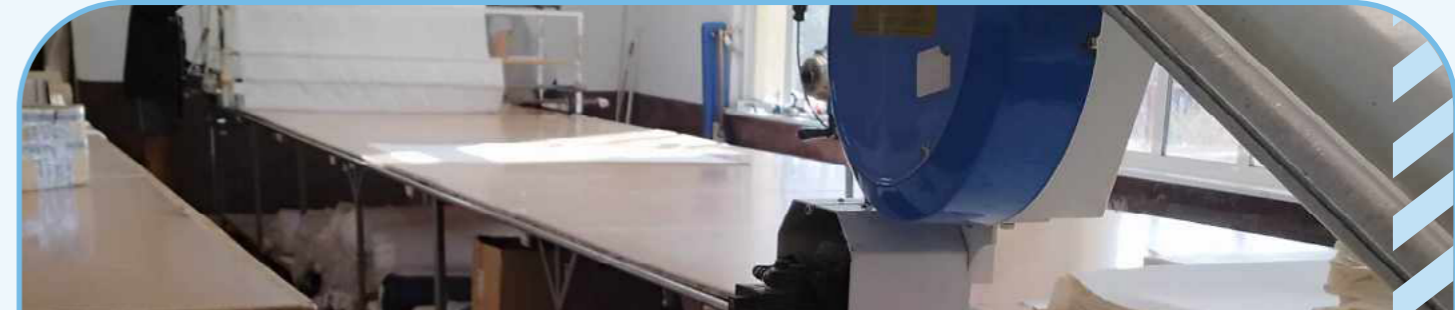
across Europe & beyond, to co-create with partners across continents



#### Accelerate your scale-up with tailored innovation tools

for textile SMEs and EU-aligned strategies powered by EEN support

## Made to order and made to last: a sustainable future for textiles



### BULGARIA | PLOVDIV CHAMBER OF COMMERCE AND INDUSTRY MARINA TEX

MARINA TEX, a Bulgarian clothing maker, wanted to stay competitive while meeting growing demand for sustainable, high-quality garments at prices customers can afford. Like many textile, clothing, leather and footwear firms, it also faced pressure from low-cost global competition and the extra costs that often come with greener production.

In spring 2024, the Bulgarian Enterprise Europe Network partner Plovdiv Chamber of Commerce and Industry (PCCI) contacted MARINA TEX to discuss its challenges and growth plans. PCCI then connected the company with Danish sportswear supplier CHOPAR, while also offering wider support linked to skills and sustainability initiatives.

To help textile SMEs keep skilled workers and modernise practices, the Network worked alongside Erasmus+ actions and projects such as FEA-VEE and SiT Sustainability, which focus on vocational education and training and more sustainable approaches in the sector. MARINA TEX joined Erasmus+ workshops to discuss training needs and steps toward more sustainable business practices. PCCI also shared opportunities such as the EENergy grant for better energy efficiency and passed along sector requests through its textiles expert channels.

The CHOPAR link quickly turned into real business. After MARINA TEX produced sample items, CHOPAR placed a first order of 1,200 sports garments across six designs, then visited the factory and praised the team's efficiency and professionalism. Both companies are now looking to build a longer-term partnership, helping MARINA TEX fill capacity and keep its workforce in a difficult market.

## Our Initiatives



### Fashion Match: where creativity meets global opportunity

**Fashion Match** is the international matchmaking event where cultures, innovation, and key players from the textile, fashion, and sports industries come together to shape a sustainable future. Since 2016, the **Network Textile & Fashion Group of experts** has developed the successful Fashion Match format, hosting **two annual B2B events** at EU Fashion Match (Modfabriek Fair, Netherlands) & Torino Fashion Match (Torino Fashion Week, Italy). This shared format creates synergy, visibility, loyalty among brands, SMEs, and stakeholders. It simplifies organisation and attracts high-quality participants. Each edition includes B2B meetings, workshops and trade fairs or fashion shows. **Torino Fashion Match**, held alongside **Torino Fashion Week**, benefits from the international spotlight of the fashion show, boosting visibility and success for participating companies. It is a global stage for independent, creative and sustainable fashion. It celebrates niche markets, cultural heritage and visionary brands, while supporting SMEs and recognising fashion icons. TFW has become a launchpad for style revolutions where ambition meets opportunity and international visibility turns into real business growth. Other initiatives are **Textile Connect**, **B2B Sustainable Solutions Match**, **Driving Circular Change in Textiles** and **Collaboration with EEN India Partner Global Business Inroads**.





## Your experts in Tourism



### We can help you with...



#### Facilitating

targeted meetings between companies in the tourism sector, creating opportunities for collaboration and growth through business matchmaking events.



#### Connecting

tourism professionals worldwide, enabling you to expand your global network and foster valuable international partnerships through tailored networking initiatives.



#### In-depth studies

on tourism industry trends, helping you identify new opportunities for growth and development.



#### The adoption

of innovative solutions to enhance the traveller experience and boost the competitiveness of tourism businesses.

## How women kept the trams running in wartime



ITALY | CAMERA DI COMMERCIO DI TORINO  
Associazione Torinese Tram Storici (ATTS) | [www.atts.to.it](http://www.atts.to.it)

In early August 1945, Hiroshima lay in ruins after the first atomic bomb used in war, killing tens of thousands. In the devastation, a tram slowly moved through shattered streets, with a young woman working onboard. Women operating tram services were rare at the time, but wartime need pushed them into roles once considered “men’s work.” That girl later became a symbol of Hiroshima’s recovery and is still used in peace education today.

This is one of the stories uncovered by the volunteer research team of Associazione Torinese Tram Storici (ATTS), which studies and preserves the tramway history of Turin, Italy. A few years ago, ATTS researchers began focusing on women’s roles on trams during the First and Second World Wars, noting how women kept services running, often facing public scandal while also gaining pride, independence and recognition for supporting the city’s transport and economy.

Curious whether similar patterns existed elsewhere, ATTS asked for wider contacts and, with Enterprise Europe Network support, connected with associations worldwide, from Chile to Japan. Belgium’s Flemish Museum of Tramways responded by researching women tram workers in wartime Ghent, including Georgia Turf-Demunter, who started as a ticket inspector in 1943 and later became a Belgian Senator. Another story from 1940s San Francisco described an African American girl who broke both gender and racial barriers as a tram ticket collector, later becoming active in the civil rights movement.

ATTS first contacted the Torino Chamber of Commerce (EEN’s local member) in late 2023 for digitalisation support, then again for advice on the women-in-tramways project. The team is now expanding its archive work and plans to study pay gaps between men and women on tramways - an issue that still resonates today.

## Our Initiatives



### EEN sport itinerary

Launched in 2023, this pilot project promoted the sports ecosystem as a business opportunity. It featured free B2B events, workshops, and learning sessions during major international sports events.

### Tourism stakeholder map

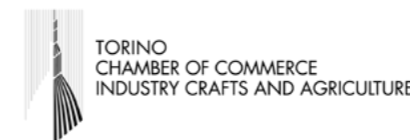
A replicable interactive tool providing an updated overview of tourism ecosystem actors, aligned with EU Tourism Transition Pathways. It fosters sustainability, innovation, and cross-sector partnerships.

### Christmas villages

Creating a network of iconic Christmas Villages across the Enterprise Europe Network ecosystem (Italy-Finland partnership).

### COASTOUR

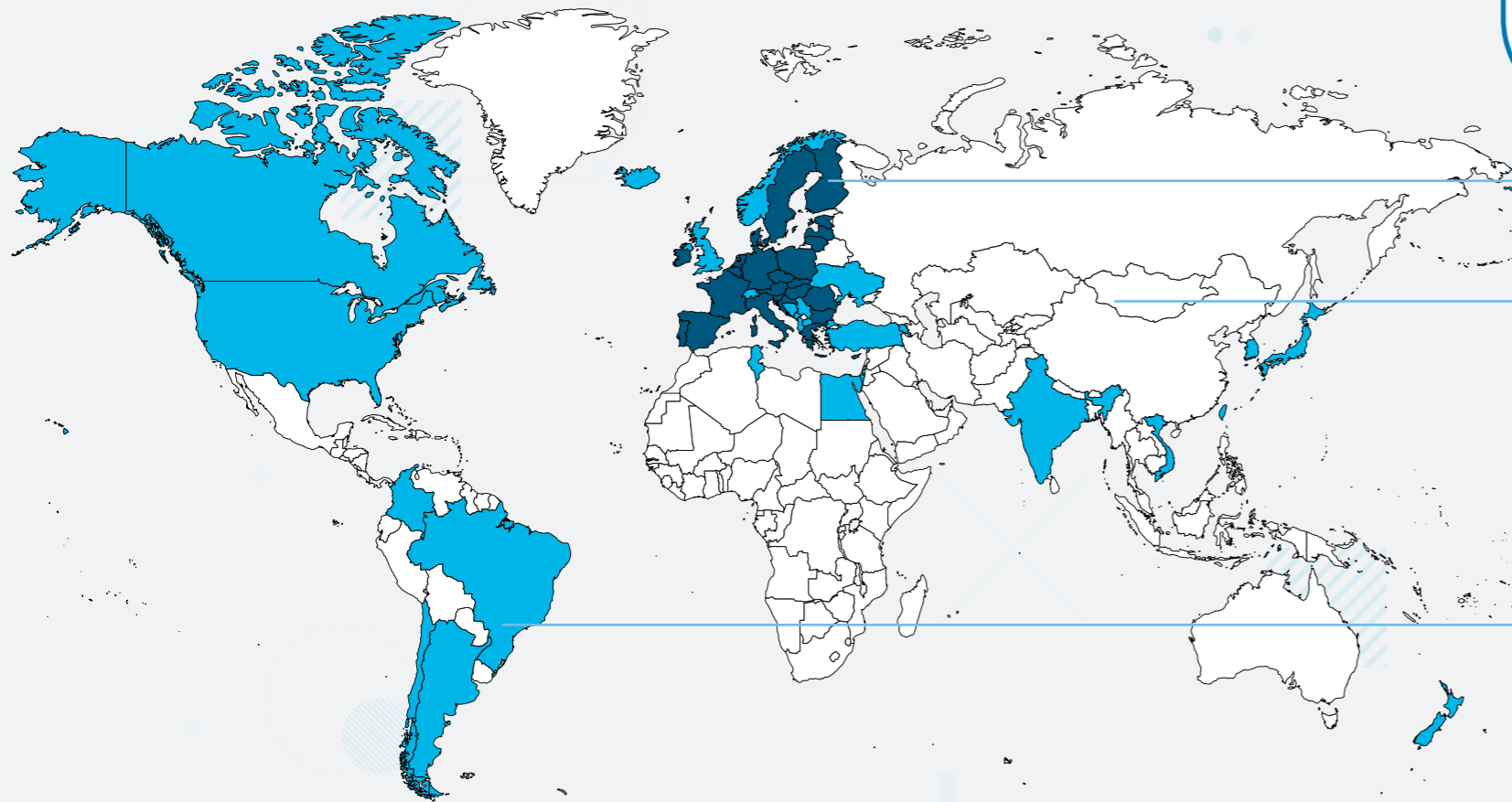
Sustainable and Resilient Transformation of the Rural Coastal Tourism Industry, providing green transition cascade grants to tourism SMEs in Denmark, Italy, Portugal, Lithuania and Slovenia and developing a sustainability self-assessment tool for tourism SMEs and advisors.



# 8. A truly global network: our International Partners (2022-2025)

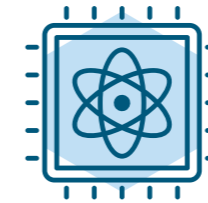
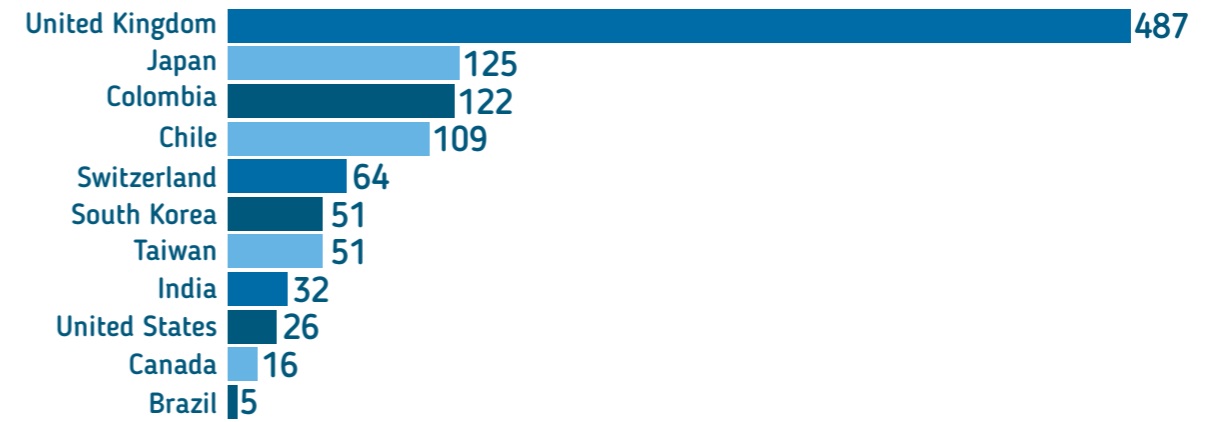
The Enterprise Europe Network not only connects SMEs throughout the European Union and neighbouring countries such as Türkiye or Ukraine, but also reaches into major global markets through its International Network Partners. These are organisations such as chambers of commerce and innovation agencies that provide partner matching, market intelligence, regulatory guidance, and innovation support.

Through these International Network Partners, the Network helps extending the reach of the EU Single Market to key global markets of strategic interest for European SMEs and start-ups.



## Impact: Business achievements

### Top countries by achievements



UK business cooperates with Dutch quantum technology company to develop an integrated quantum processor unit, streamlining manufacturing of cost-efficient quantum computers.



German and Japanese companies jointly pioneer zero-shot antibody technology, blending AI innovation with experimental expertise to drive therapeutic breakthroughs.



Korean startup collaborates with Dutch company to adopt advanced fuel cell catalyst coating technology, driving innovation and cost savings through joint R&D.

### Asia

Strategic hubs operate across high-growth Asian economies, including India, Japan, Singapore, South Korea, Taiwan and Vietnam. Services emphasise technology transfer, joint ventures, supply chain integration and R&D collaborations. The Network is expected to expand to further markets in the Gulf region and South-east Asia.

### Americas and other regions

Operations span the Americas in Brazil, Canada, Chile, Colombia and the United States, prioritising transatlantic trade, sustainable supply chains, sector-specific partnerships and health technologies.

### Europe

In Europe, the International Network Partners connect EU businesses with markets that have long-standing trade relations and strong research and innovation cooperation, notably the United Kingdom and Switzerland.

International Network Partners join through an open invitation from the European Innovation Council and SMEs Executive Agency (EISMEA), demonstrating alignment with Network standards and commitment to service excellence. Without direct EU funding, they connect to over 500 European consortia and the Partnering Opportunities database for global matchmaking.

In the past 3.5 year, International Network Partners facilitated over thousand cross-border business partnerships, generating significant commercial value, contributing to our open strategic autonomy, trade resilience and sustainable growth.

# 9. Start your journey with the Enterprise Europe Network

The Enterprise Europe Network is available to all SMEs seeking growth and reaching out is simple:



### 1. Identify your local EEN contact:

the Network is active worldwide. Find regional contact points at [een.ec.europa.eu](http://een.ec.europa.eu) or through the national EEN coordinator.

### 2. Arrange an initial conversation:

local adviser will discuss business, objectives, and where the Network might provide support.



### 3. Develop an Action Plan:

together with Network advisers, SMEs can create a personalised roadmap aligned with their vision.

### 4. Start the journey:

implementation starts, with Network advisers coordinating access to services and expertise. The Enterprise Europe Network represents more than a collection of advisory services. It embodies a comprehensive philosophy of business support which is client-centric, personalised, coordinated, and forward-looking. Through the Client Journey framework, SMEs gain clarity of direction, access to world-class expertise, and connection to opportunities and partners across Europe and beyond.



In an increasingly complex business environment, where digital and sustainability transitions are accelerating, supply chains face new vulnerabilities, and market opportunities are constantly shifting, having access to experienced advisers who understand businesses and can coordinate expertise across an entire continent is not a luxury. It is a strategic necessity. For SMEs with international ambitions, the Enterprise Europe Network offers exactly that.



