



*Conecte su empresa a Europa*

# Enterprise Europe Network

Supporting innovation in enterprises

11th April 2013



# An initiative of the European Commission

- Network promoted by DGEnterprise (2008).
- Part of the UE's Competitiveness and Innovation Framework Programme (CIP).
- Built on previous work by two networks:
  - Innovation Relay Centres (*IRCs*)
  - Euro Info Centres (*EICs*)



## What is EEN?

- **Main Objective:** supporting enterprises for developing their innovation potential and capacity through technology transfer, internationalisation and access to UE projects and financing.
- The largest support network on European issues for SMEs (600 organisations and more than 4.000 people in 54 countries).
- **Servicio Empresa e Innovación en el Mediterráneo Español (SEIMED)** is part of EEN, covering Valencia and Murcia regions.

# Objetives

- Supporting enterprises for developing their innovation potential
- Promoting entrepreneurial cooperation and internationalisation
- Improving understanding of the policies of the European Commission
- Encouraging participation in R & D programs funded by the EU
- Facilitating SMEs' access to these services

# Network coverage (I)

- 600 organisations
- More than 4.000 experts
- 2,5 million SMEs
- Nodes in 54 countries


 • Alemania	 • Finlandia	 • Malta
 • Austria	 • Francia	 • Polonia
 • Bélgica	 • Grecia	 • Portugal
 • Bulgaria	 • Holanda	 • República Checa
 • Chipre	 • Hungría	 • Reino Unido
 • Dinamarca	 • Irlanda	 • Rumanía
 • Eslovaquia	 • Italia	 • Suecia
 • Eslovenia	 • Letonia	
 • España	 • Lituania	
 • Estonia	 • Luxemburgo	

UE

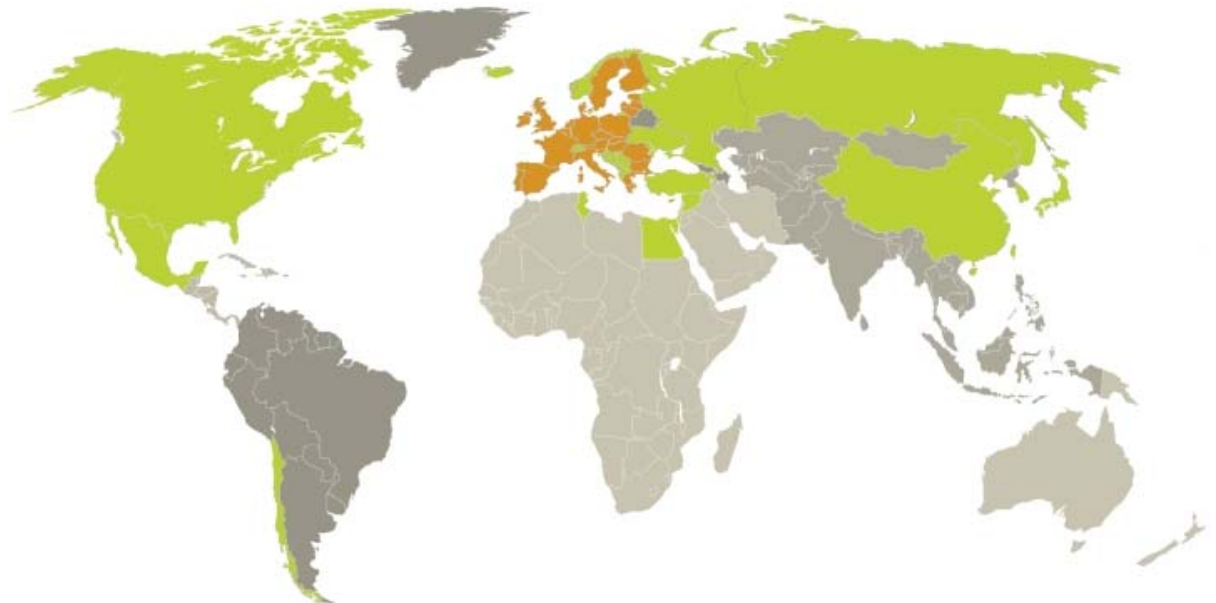


## Network coverage (II)

- Nodes in 54 países

- |  |  |   |   |
|--|--|---|---|
|  • Albania                                  |  • Japón      |  • Noruega |  • Suiza   |
|  • Antigua República Yugoslava de Macedonia |  • Marruecos  |  • Rusia   |  • Túnez   |
|  • Armenia                                  |  • México     |  • Serbia  |  • Turquía |
|  • Bosnia y Herzegovina                     |  • Moldavia   |  • Siria   |  • Ucrania |
|  • Canadá                                   |  • Montenegro |   |   |
|  • Chile                                    |  |   |   |
|  • China                                  |  |   |   |
|  • Corea del Sur                          |  |   |   |
|  • Croacia                                |  |   |   |
|  • Egipto                                 |  |   |   |
|  • Estados Unidos                         |  |   |   |
|  • India                                  |  |   |   |
|  • Islandia                               |  |   |   |
|  • Israel                                 |  |   |   |

In the  
World



## National coverage (Spain)

- ACTIS [www.infoactis.es](http://www.infoactis.es)
- BALEARS EUROPA [www.empresaeuropa.com](http://www.empresaeuropa.com)
- BASQUE [www.eenbasque.net](http://www.eenbasque.net)
- CATCIM [www.een.cat](http://www.een.cat)
- CESEAND [www.ceseand.net](http://www.ceseand.net)
- EEN Canarias [www.een-canarias.org](http://www.een-canarias.org)
- GALACTEA PLUS [www.galacteaplus.es](http://www.galacteaplus.es)
- MADRI+D [www.madrimasd.org/empresas/een](http://www.madrimasd.org/empresas/een)
- SEIMED [www.seimed.eu](http://www.seimed.eu)

## Results of Spanish Network (2011)

- Individuals in local / regional events 25.800
- First company meetings 5.600
- Clients receiving supporting services 11.000
- Clients assisted in missions and brokerage events 2.200
- “one-to-one” meetings in missions and brokerage events 7.300
- Expressions of Interest in spanish profiles 2.200
- Expressions of Interest in other profiles 4.000
- Business Cooperation agreements 56
- Technological Cooperation agreements 60
- Cooperation agreements in european projects 157



# Results of Spanish Network

Cooperation agreements	Spain 2008-2010	EEN 2008-2010	Spain 2011-2012	EEN 2011-2012
Business	221	6%	108	6,5%
Technological	64	12%	130	9,3%
Internac R&D	342	21%	328	17,3%

## ¿What is SEIMED?

- **Servicio Empresa e Innovación en el Mediterráneo Español (SEIMED)** is part of EEN, covering Valencia and Murcia regions.
- **Node in Murcia:** Instituto de Fomento de la Región de Murcia.
- INFO is a member of EEN from 2008, supporting regional enterprises:
  - International information and cooperation
  - Technology transfer
  - Dissemination of 7FP UE

# SEIMED Coverage Region of Murcia



- Instituto de Fomento de la Región de Murcia (INFO)  
*Regional Development Agency*



## SEIMED Coverage Comunidad Valenciana



- Asociación de Investigación de la Industria Agroalimentaria (AINIA)
- Cámara Oficial de Comercio, Industria y Navegación de Valencia
- Confederación Empresarial de la Provincia de Alicante (COEPA)
- Consejo de Cámaras Oficiales de Comercio, Industria y Navegación de la Comunidad Valenciana
- Fundación Comunidad Valenciana - Región Europea
- Instituto Valenciano de Competitividad Empresarial (IVACE)
- Red de Institutos Tecnológicos de la Comunitat Valenciana (REDIT)
- Universidad de Alicante (UA)



# EEN Services on Technology

If a company is **looking for technology solutions** to solve a problem or modernize their business

- **EEN offers .....**
  - A solution tailored to its needs
  - Expert advice to find the best supplier
  - Brokerage services
  - Advise on the closing of the agreement

If a company **has expertise and proprietary technology** to convert in a business opportunity

- **EEN offers...**
  - Market positioning
  - Finding customers
  - Internationalization of technology
  - Industrial Protection of knowledge
  - Advice for contracts
  - Advice for project funding

# KETs Transfer on the EEN:

## Some practical cases in the agrofood sector

# CHUPA CHUPS S.A.

- Problem: Quality Control Processes
- Participated in a Brokerage Event organised by INFO (catalog of profiles)
- Italian company RAYTEC met CHUPA CHUPS
- Later meetings after Murcia's event – Final agreement
- RAYTEC supplies technology using X Rays for detection of manufacturing faults in Asturias (Spain) CHUPA CHUPS' factory.
- **The agreement was made possible thanks to EEN (Italian nodes and Asturias and Murcia nodes, in an EEN event organised in Murcia)**



## Wastewater from liquid sugar manufacturing

- One of the most advanced companies manufacturing granulated sugar, liquid sugar, glucose, in the sectors of juice manufacturing, ice-creams, confectioners, catering, soft drinks, candies, canned food, etc.
- A Polish company offered to Murcia Company an AnoxyMem with the reduction of >90% for the second stage of the process mentioned. This will be followed by a small aerobic plant afterwards. All should fit in 150 m<sup>2</sup>. The anaerobic treatment has recently become a very common technology for treatment of heavily polluted wastewater.
- **EEN SEIMED (Instituto de Fomento de la Región de Murcia (INFO)) organised the Murcia Food Brokerage Event (24-25 October 2011) then this request was published in BBS (11 ES 23C6 3NSE Wastewater treatment from liquid sugar manufacturing), it received 21 EOI, our consortium supported the negotiations until the cooperation agreement.**





## Fast aroma profiling with headspace fingerprint mass spectrometry

- In the breeding work for new melon varieties, one of the major quality criteria is the flavour of the melon. The flavour can be seen as the combined sensations of odour, aroma and taste. The odour and aroma fractions are composed of low molecular weight, volatile molecules such as phenolics.
- A method based on headspace fingerprint mass spectrometry has been developed at the Laboratory for Postharvest Technology of the Catholic University of Leuven. The first application of this new method was the classification of commercial tomato varieties in different market segments.
- A Spanish researcher of the Polytechnic University of Cartagena applied the method for comparison of new near isogenic breeding lines and their parental lines of melons.
- **The first contact was in the Food Brokerage Event, EEN SEIMED facilitated the meeting between the two sides and advised in the negotiation process.**



## Active Packaging based on encapsulation technologies to increase product shelf life, objective and subjective quality

- A company from Aragon (Spain) devoted to the development of coatings for food and pharmaceuticals packaging.
- An Italian small company were looking for innovative processing technologies and in particular they were interested in finding solutions for prolonging shelf life with active packaging and natural preservative.
- **The company attended the Murcia Food Brokerage Event with the support of ITA (preparing the company profile, providing support during the meetings, etc.). When the company decided to present a proposal for a European project, ITA published a partner search and managed all the contacts. ITA also supported the company during all the proposal submission process.**



## Reduce soil and water contamination affecting crops quality and human health by using high quality effluents for irrigation and encourage the use of safe treated wastewater contributing to mitigate water scarcity.

- University of Cartagena (UPCT) and Department of Biology (BioUNIFI, Italy) will help to reduce soil and water contamination affecting crops quality and human health by using high quality effluents for irrigation and encourage the use of safe treated wastewater contributing to mitigate water scarcity.
- **SEIMED was contacted by this Research Group through the European Projects Office of the University of Pisa. They needed some partners for their project. SEIMED contacted with the University of Cartagena to offer the possibility to collaborate with University of Pisa. Furthermore EEN SEIMED has given advice to solve some questions and also SEIMED supported in all phases of the negotiation.**





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# Thanks for your attention

More information in:

<http://www.enterprise-europe-network.ec.europa.eu>

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