



Helping you internationalise your SME

In November 2011, the European Commission adopted the Communication "Small Business, Big World - a new partnership to help SMEs seize global opportunities". This Communication sets out a coherent and cost-effective EU strategy to make **business support services** more effective and efficient, helping European SMEs to seize new business opportunities worldwide. The Communication also emphasises the importance of cross-border co-operation between clusters and networks. This is important because as an SME your path to success lies not on your own, but through collaboration, strategic business co-operation, and networks.

To help you achieve your internationalisation goals, the European Commission offers the following support services. In addition, the SME Internationalisation portal will be launched later this year.

1. SME Information Portal

As a European SME, you may be unaware of the business support services provided by the EU, Member States, or the private sector.

The SME Information portal can help you find information in four key ways:

- i) Through **EU public programmes and measures supporting internationalisation of EU SMEs**.
- ii) Links with websites of **EU SME Centres** and **databases developed by other DGs** such as the Market Access Data Base, etc.
- iii) It provides a clear indication of **all available support programmes developed by Member States** open to their respective SMEs, and also open for SMEs originating from other EU countries.
- iv) Furthermore it contains information about **relevant programmes in 25 priority markets** available for EU SMEs. It also has links to all programmes developed at EU/national/regional level which support SMEs in the selected third country priority markets.

2. Internationalisation of SMEs in the COSME Programme

The COSME programme has dedicated more than €61 million to supporting the internationalisation of SMEs. The ways in which you could benefit from this are:

➤ **Enterprise Europe Network (EEN)**

The Enterprise Europe Network helps European SMEs to make the most not only of the Internal Market but also of growth markets abroad. It is a true one-stop shop, helping you to

- develop your business in new markets;
- source or license new technologies;

- get access to EU finance and EU funding.

About 600 partner organisations provide services across all EU Member States. These organisations include chambers of commerce and industry, technology centres, universities and development agencies. The Enterprise Europe Network has more than 3 000 experienced staff and also via presences in 26 third countries, including some of the fastest growing economies in the world: the US, Russia, China, India and Brazil.

The call for proposals establishing the network under the COSME programme was published on 22 January 2014. . (<http://een.ec.europa.eu/>)

➤ **IPR Helpdesks for China and ASEAN and MERCOSUR**

The EU's IPR Helpdesks for China and for the ASEAN region provide advice for SMEs on intellectual property rights. The helpdesks offer first-line expert advice on IPR matters, liaison with outside experts and preparation of general and customised training. EU SMEs can make "confidential case" inquiries directly to the Helpdesk, either in person, by e-mail, phone, or fax, and they will receive a speedy reply – *free of charge*.

<http://www.china-iprhelpdesk.eu/>

<http://www.asean-iprhelpdesk.eu/>

<http://www.mercosur-iprhelpdesk.eu>

3. European Business Centres

Besides the EEN, the EU runs a number of **Business Centres in Asia**, implemented by DG DEVCO. The Centres help all EU companies establish and develop a commercial presence on the given third country market. They also provide information, market advice, and practical solutions on how to invest and set up a business activity.

➤ **European Business and Technology Centre (EBTC) In India**

. (<http://www.ebtc.eu/>)

➤ **EU Centre for SMEs, in China**

.(<http://www.eusmecentre.org.cn/>)

(http://ec.europa.eu/delegations/china/documents/projects/eu_sme_centre.pdf)

➤ **European ASEAN Business Centre (EABC) in Thailand**

(<http://www.eabc-thailand.eu/>)

➤ **Support to European Business in South East Asia Markets (SEBSEAM) – Indonesia, Malaysia, Philippines and Vietnam**

In 2013, four new business support actions have been launched. They will be called "Support to European Business in South East Asia Markets" (SEBSEAM) and will be established in Indonesia, Malaysia, the Philippines and Vietnam. Operational duration: 2013-2018.

IN 2014, these SEBSEAM support actions will be extended to Myanmar, Cambodia and Laos. Operational duration: 2014-2020.

- A second phase of EU support for the **EU Centre for SMEs in China** will be established following a call for proposals (6 mill EUR EU commitment; co-funding of 1 mill EUR) - Operational duration: 2014-2019.
- Setting-up of **the Coordination Platform for the Internationalisation of EU Business**. A service contract to be awarded in 2014 (1.3 mill EUR EU commitment) - Operational duration: 2014-2019.

4. Missions for Growth

To support the internationalisation and competitiveness of our SMEs, **Vice President Tajani has led many EU Missions for Growth to third countries**. These missions support the internationalisation of SMEs in third countries..

Vice President Antonio Tajani travels with groups of business leaders and industrial associations to third countries. These Missions open doors for European SMEs, letting you take part in political meetings with the authorities, by organising business-to-business meetings and providing an insight into the administrative and regulatory environment of these countries.

The next **Missions for Growth will take place within the European Union**. The Missions will go to **Belgium on 18-19 February, Greece (10-11 March), Italy in March (Campania on 13-14 March, Sicily on 27-28 March)** and **Spain in April (Andalucia on 3 April, Extremadura on 4 April)**. International missions will restart after these EU Missions. Find out how you can get involved at (http://ec.europa.eu/enterprise/initiatives/mission-growth/missions-for-growth/index_en.htm)

5. European Business Organisations (EBO) Network

The [EBO Worldwide Network](http://www.eboworldwidenetwork.eu) (www.eboworldwidenetwork.eu) is the sole network representing EU-wide business interests in Third Countries. The network promotes the exchange of views between these associations and their host countries. It also aims to establish closer relationships between the Commission services and these organisations, raising awareness on EU policy priorities and activities and improving market access for European businesses in third countries. The growing EBO network currently operates in countries such as Brazil, China and the USA (among many others).

6. Other instruments which support the Internationalisation of SMEs

- **EUREKA: Eurostars programme**

Offers funding for international research to EU SMEs that devote 10% of their turnover or total full time equivalent (FTE) to research.

www.eurostars-eureka.eu

➤ **Market access database**

Gives key information to EU exporters on applied tariffs, import formalities, statistics and trade barriers and provides the possibility to report trade obstacles to the European Commission.

<http://madb.europa.eu/madb/indexPubli.htm>

➤ **Taxation and Customs: electronic databases**

A list of all Commission databases related to customs and taxation
http://ec.europa.eu/taxation_customs/common/databases/index_en.htm

➤ **Trade Defence Instruments - ensuring fair trade for EU SMEs**

Find out how to protect SMEs against trade defence measures, including subsidised and low-priced imports from non-EU countries, and what to do if an SME that is exporting to a non-EU country is affected by an anti-dumping, anti-subsidy or safeguard measures applied by that country.

http://trade.ec.europa.eu/doclib/docs/2013/april/tradoc_151015.pdf

➤ **Technical Barriers to Trade (Enquiry point)**

In order for EU small businesses to take full advantage of international trade, unjustified technical barriers need to be removed. Learn more about this international instrument on its dedicated website.

<http://ec.europa.eu/enterprise/tbt/>

➤ **Promoting international activities of SMEs**

This website of the European Commission's DG Enterprise and Industry links to a list of studies that deal with the internationalisation of SMEs.
http://ec.europa.eu/enterprise/policies/sme/market-access/internationalisation/index_en.htm

➤ **Going global**

Opportunities await European small firms beyond the Single Market. Read more on market access, competition in the global marketplace and trade liberalisation.
http://ec.europa.eu/enterprise/policies/international/index_en.htm

➤ **Understanding China**

Understanding China trains business organisations to help European companies better understand the Chinese economy and increase their competitiveness in that market.
<http://www.understandingchina.eu/>

➤ **EU-Japan Centre for Industrial Cooperation**

This organisation encourages exchanges of experience and know-how between EU and Japanese businesses and helps them improve their competitiveness and cooperation.
<http://www.eu-japan.eu/>

➤ **EU Business in Japan**

The EU-Japan Centre has screened more than 1 600 links to Japan-related information and is pleased to make its findings available to you online. This website comprises several chapters covering every aspect of doing business in or with Japan.

<http://www.eubusinessinjapan.eu/>

- **EU Gateway Programme - Opportunities for EU Companies in Japan and Korea**
This programme is for EU companies in specific sectors that want to develop business cooperation with Japan and Korea. It funds and organises business missions related to high-technology and design in these two countries

<http://www.eu-gateway.eu/home>

➤ **Executive training programme in Japan and South Korea**

Aims at helping European firms, including SMEs, succeed in the Japanese and South Korean markets. It offers and funds an intensive training scheme for executives combining lectures, language training and internships.

<http://www.euetp.eu/>

➤ **EU-US Transatlantic IPR portal**

This website encourages SMEs on both sides of the Atlantic to access a wide range of resources on intellectual property rights (IPR). http://ec.europa.eu/enterprise/initiatives/ipr/index_en.htm

