



# Internationalisation initiatives and programmes of the Executive Agency for Small and Medium-sized Enterprises (EASME)

**Executive Agency for Small and Medium-Sized  
Enterprises (EASME)**

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**EU-Thailand Cluster Cooperation and Matchmaking  
Event**

*Bangkok, September 2017*



# European Strategic Cluster Partnerships – Going International (ESCP-4i)

## **1st call 2014 (5,96M€)**

*Eligible: cluster organisations that support SMEs*

15 partnerships established

*80 clusters involved*

*Project duration: 12 to 24 months (start date: January 2016)*

**Approx. 13% of partnerships with a (bio-)medical/ health focus** (*bioXclusters, LASER-GO*)

## **Strand I - preparatory phase for internationalisation (9 partnerships funded)**

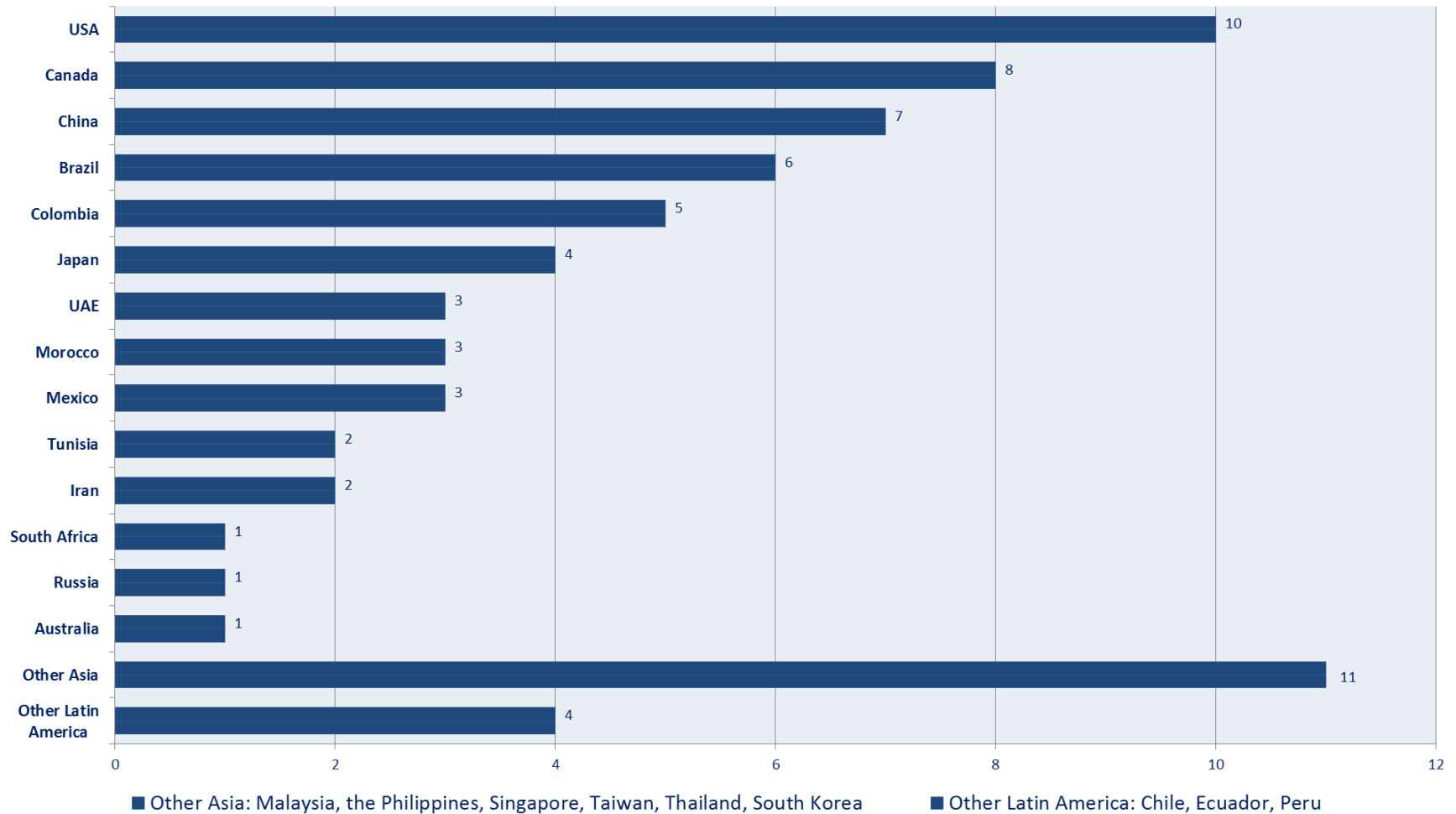
- ❖ supporting preparatory actions for the establishment and shaping of new European Strategic Cluster Partnerships (ESCPs)
- ❖ Main expected results and deliverables: a partnership agreement, an internationalisation strategy plan and a implementation roadmap

## **Strand II - implementation phase for internationalisation (6 partnerships funded)**

- ❖ supporting the first implementation, testing and further development of European Strategic Cluster Partnerships (ESCPs)
- ❖ Main expected results and deliverables: collaboration activities developed / implemented with international partners and a monitoring scoreboard with verifiable indicators

# ESCP-4i Main targeted countries after 1 year of implementation

## Main targeted countries





# European Strategic Cluster Partnerships – Going International (ESCP-4i)

## **2nd call 2016 (5,79 M€)**

*Eligible: cluster organisations that support SMEs*

*19 partnerships expected to be funded*

*Project duration: 12-24 months (estimated start date: November / December 2017)*

***Approx. 16% of partnerships with a (bio-)medical/ health focus***

## ***Preparatory phase***

- ❖ ***Strand 1.a*** will support the establishment of European Strategic Cluster Partnership – Going International (ESCP-4i) open to a wide range of European industrial sectors and value chains
- ❖ ***Strand 1.b*** will support the establishment of European Strategic Cluster Partnership – Going International (ESCP-4i) specifically for clusters involved in earth observation (EO) applications

## ***Implementation phase***

- ❖ ***Strand 2*** will support the initial implementation, testing and further development of European Strategic Cluster Partnerships – Going International (ESCP-4i)

# Cluster Internationalisation Programme for SMEs – European Cluster Collaboration Platform (ECCP)

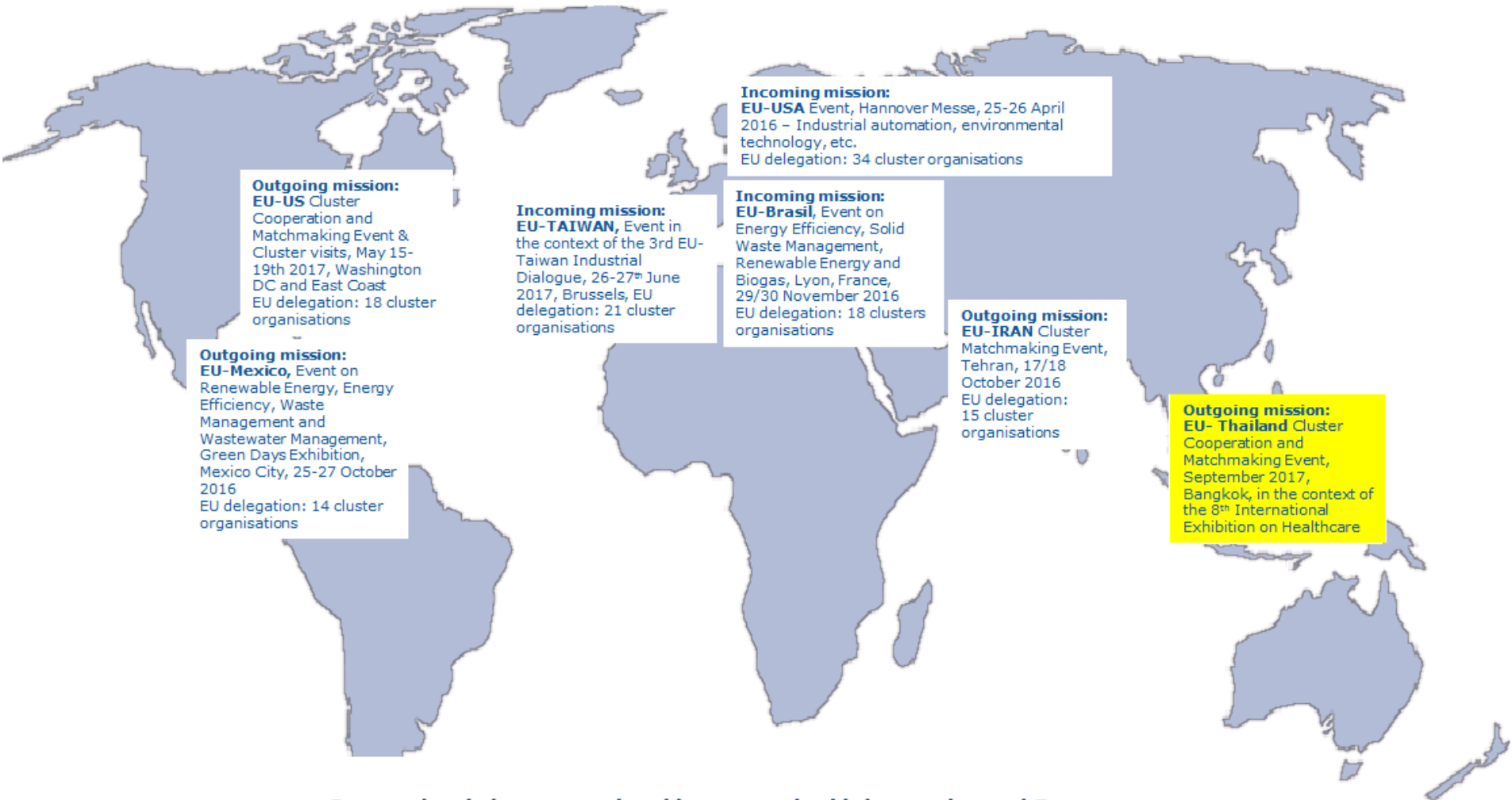
- *Call for tender 2014*
- *Budget: 1,2 M €*
- *Start date of action: September 2015 (contract duration: 24 months)*
- *Platform launched on 8 March 2016 – Cluster organisations show their profile*
- *The European hub for cluster cooperation & internationalisation*
- *RENEWAL OF CONTRACT (Budget 0,8 M €) – envisaged for September 2017 (contract duration 24 months)*



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Commission



International cluster matchmaking events in third countries and Europe



# **EU-Thailand mission 6-8 September 2017**

*The purpose of the mission is to initiate b2b and c2c cooperation between EU and Thai businesses and clusters.*

*Expected outcome – cooperation agreements/letters of intent agreed/signed.*

*After the event thorough analysis based on the feedback of the participants will be performed in order to measure the impact and possible future initiatives between the EU and Thailand.*



# **The SME Instrument Overseas Trade Fair Participation programme**

*The Overseas Trade Fair Participation programme aims to support the international commercialisation of EU innovations developed under Phases 1 and 2 of the SME Instrument.*

*More information:*

*<https://ec.europa.eu/easme/en/sme-instrument-s-overseas-trade-fairs-programme>*





# Organisation of EU -Third Country B2B, C2C and C2B centred events at the occasion of Major International Fairs inside and outside the EU

*10 EU-Third Countries events will be organised in the framework of major international fairs inside and outside the EU during the period March 2017 – November 2018.*

*More information:*

*<http://www.businessbeyondborders.info/>*



# **Supporting SME Internationalization - Increasing EU SMEs Readiness to Internationalise in Target Markets**

*The objective of the project is to provide concrete assistance to SMEs in helping them develop their activities in target markets located in Cameroon, Canada, Chile, India and USA during the period October 2016 – December 2018.*

*More information:*

*<http://www.b2match.eu/ready2go>*



## **Increasing Europe's visibility as a tourist destination and supporting tourism-related businesses to find international business partners in target markets**

*The main aim is to support the internationalisation of EU tourism operators, the promotion of trans-European tourist products and the organisation of B2B matchmaking during international fairs.*

*More information:*

*<https://www.eutravelpartnerships.org/>*



# Enterprise Europe Network B2B events

*The Enterprise Europe Network sets up fast and effective business matchmaking events at international conferences and trade fairs.*

*More information:*

<http://een.ec.europa.eu/tools/services/eve/event/listevents>



*For more information please contact us via the email:*

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