



# GLOBAL EUROPE:

EU FUNDED  
PROJECTS SUPPORTING BUSINESSES TO  
LOOK BEYOND THE EU AND  
INTERNATIONALIZE





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PROJECTS SUPPORTING BUSINESSES TO  
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# EU4Business: Connecting Companies

Ana Sarateanu  
Senior Project Officer





# EU4Business: Connecting Companies

## Background

- ✓ The project is managed by EUROCHAMBRES and funded under the EU4Business initiative of the European Union
- ✓ The project builds upon the positive results of the successful East Invest projects implemented by EUROCHAMBRES (2010-2017)

## Overall objectives

- ✓ Promote trade between the EU Member States and the 6 Eastern Partnership (EaP) countries
- ✓ Sustainable economic development and job creation in the EaP countries by helping SMEs to grow

## Beneficiaries

- ✓ BSOs and SMEs from the 6 Eastern Partnership countries (RA, AZ, BY, GE, MD, UA)

**Duration**

✓ December 2019 – December 2022



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## Helping SMEs to grow means

- ✓ Promote increased trade
- ✓ Encourage inward investments
- ✓ Foster business links with companies in the EU



## How?



Study visits



B2B Matching



Twinnings

## Connecting Companies

### Twining definition

- ✓ Capacity Building and Coaching
- ✓ Peer to peer learning and coaching (in support of the development of a new service)
- ✓ Exchanges of best practices (in support of the development of a new service)

### B2B Matching

- ✓ Preferably on the “filière” (i.e. supplier and producer, producer and re-seller, etc.)

*Some clarifications*

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Sectors

✓ ORGANIC/BIO-FOOD



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✓ WINE



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Sectors

✓ TOURISM



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## Sectors

✓ TEXTILES



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## Sectors

### ✓ CREATIVE INDUSTRIES



- ✓ The creative industries sector is also referred to as the 'creative and cultural industries' or the 'creative and digital industries' or the 'creative industry' within the 'creative economy'.
- ✓ Link: <https://www.davidparrish.com/creative-industries-definitions/>

<https://www.creativeindustriesfederation.com/sites/default/files/2019-12/UK%20Creative%20Industries%20Infographic.pdf>

<http://www.eu4business.eu/>

## Connecting Companies

*The process*

### Call for proposals

# of members interested – role: promotion in own countries (EaP and EU)

Selection of consortia  
Call for Expressions of interest

5 Board of Sectorial Experts interested – role: part of the monitoring, strategies, guidelines and then policy recommendations

### Grant

EUROCHAMBRES

Grant

5 Consortia (regional or regional and national level)

Subgrant to BSOs through call for proposals

### Selection of proposals

Selection of the proposals (59 activities:  
Twinning, B2B, matching, study visits)  
Implemented by (partnership of) BSOs.

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- ✓ EUROCHAMBRES and DG Near will select the 5 consortia for 5 sectors (upon the base of applications and selection grid)
- ✓ Therefore there will be 5 sectors covered each by a selected consortium
- ✓ Each consortium will launch her own call for proposals for a certain number of implemented actions
- ✓ Each implemented action will have a budget of max. 60.000,00 euro (95% financed)
- ✓ There will be a max. number of twinings to be granted, a max. number of study visits and a max. number of B2B matches to be granted – see the call
- ✓ National Chambers will have a role in the promotion of the call at national level

The website -  
[connectingcompanies.eu](http://connectingcompanies.eu)

The call

<http://connectingcompanies.eu/index.php/calls/>

and:

- the link to the Submission system
- the FAQs
- the recorded presentation of the call

(all in the same page)

# The Reports:

<http://connectingcompanies.eu/index.php/reports/>

- General Inception Report
- Country Report - Armenia
- Country Report - Azerbaijan
- Country Report - Belarus
- Country Report - Georgia
- Country Report - Moldova
- Country Report - Ukraine

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## Upcoming Calls

### 1st call - Call for EOI



launched at the end of  
May 2020

Deadline to apply:  
17 July 2020



Chambers of  
Commerce only

Identify specific entities  
into the EaP and EU  
countries to monitor the  
implemented actions in  
each sector



### 2nd call - Call for proposals



end of 2020

€3.500.000+  
for about 60 subgrants



call is open to all EaP  
and EU BSOs and SMEs

Organisation of  
Twinings.  
B2B matching and  
Study Visits



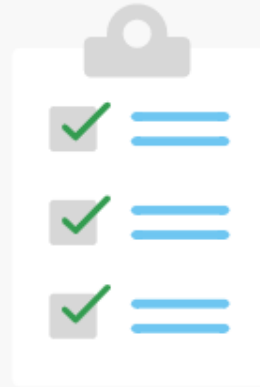
The process

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## Composition of applicant consortia



- At least 1 EU & 1 EaP applicant
- Max. 4 applicants
- Consortium leader: EU Chamber

*The process*



**23 June 2020:**  
Eurochambres stops  
issuing clarifications

**September 2020:**  
Selected EU and EaP  
CCIs will be informed

**Second part of October  
2020: Sectorial Consortium  
should be operational**

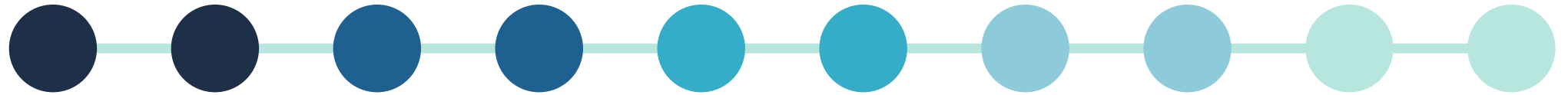
**17 July 2020: Deadline  
to submit expressions  
of interest**

**Beginning of October 2020:  
Signature of Sub-grants  
agreement with EUCH**

**December 2020 -  
launch of the call for  
proposals**

**March 2021 - the  
results should be  
announced**

**April 2021 -  
the activities  
should start**



**February 2021 -  
assessment of the  
proposals**

**Signature of the contracts -  
March/April 2021**

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**Thank you for your attention!  
And please spread the word  
about the project**

**For more information:  
[eu4bcc@eurochambres.eu](mailto:eu4bcc@eurochambres.eu)**