Helping ambitious SMEs innovate and grow internationally
How do we help?

We combine international business expertise with local knowledge to take your innovation into new markets.
A broad range of services for growth-oriented SMEs

INTERNATIONAL PARTNERSHIPS
- Partnership database
- Brokerage events
- Company missions

ADVISORY SUPPORT
- Advice on EU laws and standards
- Market intelligence
- IPR expertise

INNOVATION SUPPORT
- Access to finance and funding
- Innovation Management Services
- Technology transfer
How it works: international partnerships

The Network's business database contains thousands of company profiles to find the perfect match. In addition we organise:

- **Matchmaking events** across Europe where SMEs can meet potential business partners in person.
- **Company missions** where we set up and prepare you for targeted international meetings with strong business prospects.
How it works: advisory support

The Network's experts provide tailor-made advice

- Practical advice on doing business in another country
- Identifying the best market opportunities for your business
- Information on EU laws and standards
- Advice on intellectual property
- Facilitating SME feedback on EU rules
How it works: innovation support

Tailored support packages to steer you onto the fast track to success.

- Advice and help for innovative SMEs to access R&I funding (H2020, SME Instrument)
- KAM services for SME Instrument beneficiaries
- Personalised support to help shape innovation potential into international commercial success
- Help in finding the right technology to improve your innovation
- Help in finding the finance it needs to grow.
Greek SME Crypteia wanted to turn research results on digital security into a commercial business.

In 3 years, Crypteia's annual turnover increased x 20 and its workforce quadrupled.

Network provided business mentoring, coaching, help to draft a business plan, advice on patents in different markets. Access to Venture Capital partners in Greece and abroad.

Growth and international success

How it works: innovation support
It works! Crypteia

<table>
<thead>
<tr>
<th>Number of employees</th>
<th>Turnover</th>
<th>Markets they have entered</th>
<th>Number of clients they have gained</th>
</tr>
</thead>
<tbody>
<tr>
<td>6 (2012)</td>
<td>€23.00 (2012)</td>
<td>U.S.A, Africa, Middle East, Europe (UK, Germany, Cyprus, Greece + more), Balkans, Hong Kong, Latin America</td>
<td>More than 30 new enterprise clients</td>
</tr>
<tr>
<td>2 (2015)</td>
<td>€241.00 (2014)</td>
<td>up to €500.00 (2015)</td>
<td>0</td>
</tr>
</tbody>
</table>

GTB - Global Telecoms Business Innovation Awards 2015: Business service innovation (Global network threat identification for enterprises)

October 20, 2014 PCCW Global, the international operating division of HKT, Hong Kong’s premier telecommunications service provider, has acquired Crypteia Networks.
Boosting growth and creating jobs in the EU (2008 – 2014)

- 11,000 companies have signed business, technology or research partnerships
- 90,000 companies attended international brokerage events and company missions
- 1.7 million people participated in events
- 70,000 targeted business meetings every year
- 600,000 questions on EU issues answered
Boosting growth and creating jobs in the EU (2008 – 2014)

**13,000 Business Connections**
Via B2B matchmaking with companies outside the EU

**10,000 Technology**
and business offers & requests available

**7,000 SMEs**
Connecting every month

**13,000 Technology**
audits and business reviews per year
17 key sectors

Network experts in 17 key sectors have teamed up to provide you with customised support.

- Aeronautics and space
- Agrofood
- Automotive, Transport and Logistics
- BioChemTech
- Creative Industries
- Environment
- Healthcare
- ICT Industry & Services
- Intelligent Energy
- Maritime Industry and Services
- Materials
- Nano and micro technologies
- Services and Retail
- Sustainable Construction
- Textile & Fashion
- Tourism and Cultural Heritage
- Women Entrepreneurship
How can we help you?
Contact us

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