

ClusterNet Newsletter

April 2007 n° 2



ClusterNet

**Connecting, Match-making and Clustering:
new strategies to foster entrepreneurship
and to strengthen the competitiveness of
European SMEs**

Welcome to the second edition of ClusterNet on-line Newsletter!

ClusterNet aims at helping SMEs across Europe identify new opportunities in international markets and turn them into concrete business.

ClusterNet will promote advanced business cooperation formulas such as **Match-Making** and **Clustering** as strategies to foster entrepreneurship and to strengthen the competitiveness of European SMEs.

This bimestrial Newsletter will keep you informed about the latest developments in the ClusterNet project, its activities, results and relevant events.

The Newsletter will be circulated amongst all members of the ClusterNet platform.

Enjoy the reading!
The ClusterNet team

www.ebn-cbc.net

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ClusterNet International Trade Fairs

ClusterNet services for SMEs

ClusterNet has a clear aim: bring SMEs together in order to explore the possibility to develop their international business.

ClusterNet partners establish a close relationship with local SMEs and work intensively to promote their business and products at international level.

The most dynamic and promising SMEs will be invited to participate in **International Trade Fairs** where ClusterNet will be present.

Logistical assistance and services such as a **stand** and a **reserved business area** will be provided to the participants in order for them to gain visibility and have the unique opportunity to promote their services and products.

Prior to the Fairs, ClusterNet will also circulate the **ClusterNet SME Catalogue** and establish contacts with other companies and exhibitors to pre-arrange business meetings.

ClusterNet International Trade Fairs



ClusterNet

How to participate?

To find out how to participate, please contact your regional ClusterNet contact point or log onto www.ebn-cbc.net

- 1. Riga Food 2007** – Riga (Latvia)
Date: From 5th to 8th September 2007
Sectors: Food & beverage
Link: www.bt1.lv/bt1/rigafood
- 2. 49th International Engineering Fair** - Brno (Czech Republic)
Date: From 5th to 10th October 2007
Sectors: Machine Tools & Transport and Logistics
Link: www.bvv.cz/msv-gb
- 3. INNOVATION FAIR 2008** - Udine (Italy)
Date: 14th to 15th February 2008
Sectors: ICT + all sectors
Link: www.innovactionfair.com
- 4. DREWOOD 2007** - Gorzow Wlkp. (Poland)
Date: 7th to 9th March 2008
Sectors: Wood sector and metal sector for wood processing
Link: www.wigor-targi.com/targi,5,Drewood+2007.html

CLUSTERNET WORKSHOP

EBN Annual Congress 2007

« Connecting, Match-making and Clustering:

the new strategies to foster entrepreneurship and strengthen the competitiveness of European SMEs »

We would like to invite you to the

ClusterNet Workshop on Wed 20th June 2007 :

Participation limited to 25 attendees.

Please confirm your participation by email to apo@ebn.be by **8th June 2007**

Workshop AGENDA:

● **11.00—11.30 How to organize a matchmaking event.**

- Methodology, tricks and tips

● **11.30-12.00 How to involve SMEs in International Trade Fairs and support them during business negotiations at international level.**

- how to identify the SMEs ready for internationalization.
- how to identify SMEs' needs, potentialities, strengths and weaknesses.
- how to assist SMEs during business negotiations Before / During /After

12.00-12.30 How to organize a group participation for International Trade Fairs: the role of the BIC.

- the added value of BICs' services.
- how BICs should improve their services to meet SMEs' needs and expectations.

12.30 -13.00 Buffet Lunch

For more info, please contact:

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ClusterNet Regional Events

ClusterNet Regional Events

ClusterNet partners organize a number of **events at local level** such as info days, training seminars and conferences as well as participation in regional trade fairs to promote the internationalization of the SMEs and BSOs.

These events allow the ClusterNet partners to perform internationalization & innovation diagnosis in order to assess the SME readiness to move into international markets as well as to encourage the cooperation and knowledge sharing between business support organisations.

In order to find out more, please contact your regional ClusterNet contact point.

Coming events

- ◆ **11 April 2007**, Klagenfurt, Austria - *4th Interregional Expert Group Workshop: technology parks and Technology Transfer—Making Full Use of Cross-Border Opportunities.*

This workshop will focus the technology transfer demand and challenges of technology parks and on tolls and proposals of transfer organisation.

Form more information, please contact SIFVG

Contact person Ms. Elena Colonna ecolonna@sviluppoitaliafvg.it

- ◆ **22 May 2007**, Ljubliana, Slovenia—*Workshop " Support & funding programmas for SMEs on national and regional/cross-border level"*

The workshop aims at providing SMEs with the right information on how to face the challenges related to internationalisation, development and growth.

For more information, please contact CRMG

Contact person Ms. Vera Nunic: vera.nunic@crmg.si



Partner of the month...

SI Sviluppo Italia

Friuli Venezia Giulia

Sviluppo Italia Friuli Venezia Giulia is the regional company of Sviluppo Italia, the Italian National Agency for enterprise and inward investment development.

SIFVG works towards the identification and exploitation of individual territorial vocations, operating in strict synergy and interaction with local Institutions and Administrations.



Our services

- ◆ **INCUBATION:** From 1989 **162** enterprises incubated, 1769 new jobs created.
- ◆ **START UPS CREATION** - Innovation Financing Supporting Tools.
- ◆ **ACTIVATION OF INVESTMENTS**
- ◆ **SEARCH OF INTERNATIONAL PARTNERS:** Networking and Clustering Skills and Project



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International Partnership

SIFVG is member of:



BIOMED cluster Friuli Venezia Giulia (Italy)

The international profile and the interdisciplinary approach in carrying out advanced research in Life Sciences strategic sectors give the “**Biomedicine Cluster of Friuli Venezia Giulia**” its distinctive character. A special feature of the Biomedicine Cluster, which has its nodes of excellence in Trieste, Udine and Aviano, is the network management of research activity, the relationship between the larger national and international centres and the presence of technological convergences.



● The members of the cluster...

● The constant push towards innovation, which is the hallmark of the companies working in the Biomedicine Cluster of Friuli Venezia Giulia, makes the environment a particularly fertile and dynamic place to develop pharmaceutical, biotech products and diagnostic technologies. The presence of leading companies is complemented by a vital network of spin-offs and start-ups. Among the small-size knowledge intensive companies belonging to the regional cluster, Lay Line Genomics, Transactiva and VivaBioCell are performing very well in the interregional science-industry networks.

BIC Sviluppo Italia Friuli Venezia Giulia and the cross border opportunities...

BIC SIFVG is actively working to make the best use of the internalization opportunities provided by the ClusterNet project. BIC Sviluppo Italia Friuli Venezia Giulia is strongly supporting the stakeholders of the regional cluster on biomedicine to extend its reach at crossborder level, involving the whole, so called, “Euro-Region” which encompasses the regions of Friuli Venezia Giulia and Veneto in Italy, Slovenia, Istria-Croatia, Kärnten-Austria

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