

Explore opportunities



www.euresearch.ch/SME

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Key to symbols

Position on the innovation axis

Research: Orientation towards long-term development of new technology



Development: Focus on the incorporation of existing technology into innovations



Production: Aims to solve immediate problems/challenges in the manufacturing process



Market: Serves to establish business and sales partnerships



The successful basis for collaboration between European SMEs

European Research and Innovation Programmes for SMEs

Numerous Swiss SMEs (small and medium-sized enterprises) make the most of the opportunities offered by European collaboration, taking part in research and development projects or innovation and business platforms. Between 2007 and 2013, more than 500 companies, of which almost 60% were SMEs, took part in projects in the European Framework Programme (FP7). A total of €170 million of funding for SMEs was provided by this programme alone.

Launched in 2014, Horizon 2020, the new European Framework Programme, is more strongly market-oriented and offers even more for SMEs. The majority of calls for collaborative projects expressly recommend SME involvement. The Enterprise Europe Network's (EEN) platform is also popular with companies looking for new partners: At EEN events between 2009 and 2014, more than 1,000 Swiss companies found ca. 3,400 direct contacts for joint market, innovation or development projects within Europe.

Become a part of something special!

As an SME, you have countless opportunities ahead of you. Euresearch's SME guide presents 16 programmes and helps you to find the perfect solution for your company.

Your gateway to market and research opportunities in Europe

Swiss companies generate every second franc abroad. Europe is by far our most important partner – not only economically but also in terms of research, innovation and expertise exchange.

Countless opportunities for SMEs

Switzerland is involved in the European Union's research and innovation programmes and its various collaboration platforms. These opportunities are also open to SMEs: No matter what you are looking for, there is bound to be a programme to match. To find the right programme for your company, check the orientation chart on pages 6–7.

Generating added value

By taking part in a European collaboration project, you will gain expertise and have the chance to access new technologies. Furthermore, you will be able to establish new business relationships and tap into new markets – generating genuine added value for your company. SMEs also receive direct financial support for their own research and development (R&D) work.

Make the most of these advantages:

- Establish relationships with companies and business partners and build on your market position.
- Work with respected research institutes across borders and tap into Europe-wide knowledge.
- Benefit from grants for your R&D and innovation projects.

Driving innovation across Europe

As an SME, you face the growing challenge of staking your claim in global markets. Innovation is key to your success. However, innovation requires a willingness to give new ideas the space to grow through contacts with other industries, companies, research institutions and cultures. European collaboration projects help you to create this space.

The ideal basis

A prerequisite for successful participation is a project that matches your innovation strategy. You also need to find the right partner, build trust and create a project that meets the requirements and can hold its own in competitive tendering.

Your role

Participation requires a willingness to provide services. However, your efforts can be kept within certain limits if you join forces with a consortium and do not try to coordinate the project yourself.

Your participation requires you to:

- Work with your partners and share your expertise
- Take an active role at a European level and be ready to travel
- Be tolerant of other cultures
- Engage in European processes

Getting started with Euresearch's support

Your options are varied, ranging from business or technology partnerships to participation in longer research projects in larger consortiums. The most important thing is to find the programme that best suits your needs.

The right choice

The basic distinguishing features are: Where is the programme positioned on the “research – development – production/market” axis? Are the project's topics predefined (top-down) or can they be chosen freely (bottom-up)? The decision tree in the orientation chart on the next page will help you find the answers.

Your contact in Switzerland

Euresearch provides information, advice and support in order to find the right European research and innovation opportunities and the right partnerships for your company.

Euresearch is a private non-profit organisation. Our work is mandated by the State Secretariat for Education, Research and Innovation (SERI). Along with the head office in Bern, Euresearch has regional offices and SME contact points throughout Switzerland:

www.euresearch.ch/contacts

Free services

Euresearch offers a range of free services, in particular:

- Specific information about R&D options
- Practical courses and expert advice
- Personal support in establishing Europe-wide collaborative projects for research, technology and innovation



► Orientation

The right solution for your company's needs

► What do you need? Do you want to...

... bring in specific expertise for an R&D project at your company?

H2020 Marie Skłodowska-Curie Actions (page 10)

... develop innovative ideas for radically new technologies?

H2020 Future and Emerging Technologies (page 11)



Research

... develop long-term future technologies?

► Do your plans fall into the areas of...

... health, food/agriculture, biotechnology, information and communication technology, environment, transport, energy, space, security, humanities and social sciences, production processes, material and nanotechnologies

H2020 Industrial Leadership / Societal Challenges (page 12)

... research infrastructures

H2020 Research Infrastructures (page 13)

... pharmaceutical development

Innovative Medicines Initiative (page 14)

... fuel cells and hydrogen

Fuel Cells and Hydrogen (page 15)

... bio-based industries

Bio-Based Industries (page 16)

... expand your network within Europe?

► Are you looking for contacts with companies and institutions in the area of research and development?

EEN Research Request for European Projects (page 24)

EEN Partnering Events (page 26)

► Are you looking for other experts in your field of research?

COST (page 17)

... develop new market-oriented technologies and incorporate them into innovative products?

► **Do your plans fall into the area of...**

- ... environmentally friendly aviation technology
Clean Sky 2 (page 21)
- ... quality of life for older people through ICT
Active and Assisted Living (page 22)
- ... electronic systems and components
ECSEL (page 23)

► **Do you want to define your own topic?**

- EUREKA (page 19)**
- Eurostars (page 20)**

... find a sales partner in Europe for your products or establish market partnerships?

- EEN Business Offer (page 27)**
- EEN Partnering Events (page 26)**



Production

Market

Development



... license or sell your technology or products?

- EEN Technology Offer (page 24)**
- EEN Partnering Events (page 26)**

... find the technology to solve a specific problem or find a development partner?

- EEN Technology Request (page 24)**
- EEN Partnering Events (page 26)**



► The Programmes

16 opportunities in a nutshell

The following profiles provide you with the most important information about a number of European research and innovation programmes. You will find more in-depth information and contact details on the Euresearch website.

► www.euresearch.ch

Are you an SME?

To be classed as an SME by the European Commission, you must meet the following requirements: You employ fewer than 250 people, your annual turnover does not exceed € 50 million, or your annual balance sheet total does not exceed € 43 million. You are also independent and engaged in an economic activity.

To find further information about the European Commission's definition of an SME, please visit www.euresearch.ch/SME



- ▶ Horizon 2020 – Marie Skłodowska-Curie Actions

Establishing a network of researchers from every corner of the globe

- ▶ Tap into the latest university research for your projects.
- ▶ Build a foundation for long-term partnerships with universities and the recruitment of R&D staff.

Marie Skłodowska-Curie programmes give you the chance to temporarily engage researchers for your project. Depending on the programme, you can bring in PhD students (ITN), post-doctoral researchers (Individual Fellowships) or experienced experts (RISE). These programmes can last anything from a few weeks (RISE) to two years (Individual Fellowships). ITNs enable you to benefit from talented PhD students, Fellowships give you the chance to mentor a research project, and RISE focuses on the transfer of knowledge across borders and industries. A key element in all programmes is the international mobility of researchers.

“The Moving Beyond project enables us to work with Europe’s top researchers in a complex applied research project. We welcome the chance to allow highly qualified employees to gain experience. At the same time, we benefit from research and findings that provide us with a long-term revolutionary advantage on the market.”

Gery Colombo, CEO, Hocoma AG



Key information

Topics: open (bottom-up)

Project funding: salary of recruited staff (partially) covered

Calls for proposals per year: 1

Project submission to decision: 3 to 5 months

Project duration: 2 to 4 years

Partners: Fellowship, 1 host institution; RISE and ITN, varies depending on call

Info

www.euresearch.ch/MSCA

- ▶ Horizon 2020 – Future and Emerging Technologies (FET)

Breaking technological boundaries with pioneering ideas

- ▶ Develop new and innovative concepts for the next generation of products.
- ▶ Tap into technology and knowledge at the limits of current research.

Future and Emerging Technologies (FET) enables participants to explore new, unconventional ideas and issues, question established paradigms, and provide the boost required for technological change. FET focuses particularly on inter-disciplinary projects between a wide range of research fields (e.g. life sciences, social sciences and humanities) and modern engineering.

Long-term goals and international top performance are essential in order to be successful in this highly competitive programme. In the FET Open programme, you are free to choose your own topic.

“As a high-tech SME, we have to stay abreast of technical progress. The development of innovations is a costly process and involves risks. A FET project is a fantastic opportunity to work with academic researchers over the long term, with a view to developing ground-breaking technology.”

Patrick Trinkler, VP of Engineering,
ID Quantique SA



Key information

Topics: FET Open: open (bottom-up)

FET Proactive: fixed (top-down)

Project funding:

SMEs, large companies, universities:

100% of project costs

Average project budget: € 4 million

Calls for proposals per year:

FET Open: 1 every 8 months

FET Proactive: 1 every year

Project submission to decision:

max. 5 months

Project duration: 3 years

Partners: at least 3 from 3 European countries

Info

www.euresearch.ch/FET

- ▶ Horizon 2020 – Industrial Leadership and Societal Challenges

Developing expertise – sharing risks

- ▶ Gain new knowledge and secure access to the latest technological developments.
- ▶ Expand your innovation network with universities and business partners across Europe.

The collaborative research projects under Horizon 2020 help you to achieve these goals. You work on an international, ground-breaking research project with several different partners for three to five years. As an SME, either 70% or 100% of your project costs will be covered.

Annual calls for proposals are issued in areas such as:

Health, food/agriculture, biotechnology, information and communication technology, environment, transport, energy, space, security, humanities and social sciences, production processes, materials and nanotechnologies. The specific R&D issues are defined but still leave room for interpretation. If one is in your innovation strategy, it makes sense to participate.

“As a partner in industry, we were able to develop new pilot lines for functional printing, make important advances in existing products and launch our products successfully onto the market. The projects led us to potential customers that we may never have found otherwise.”

Michael Schläfli, CEO, NSM Norbert Schläfli AG



Key information

Topics: fixed (top-down)

Project funding: SMEs, large companies:

70% or 100% of project costs

Universities: 100% of project costs

Average project budget:

small and medium-sized projects: € 3–5 million

Large projects: € 6–10 million

Calls for proposals per year:

1 per subject area

Project submission to decision:

5 months

Project duration: 2–5 years

Partners: Swiss partner plus at least 3 from

3 European countries; average of 6–10

partners

Info

www.euresearch.ch/Horizon2020

Top-class research built on research infrastructures

- Gain access to cutting-edge technology.
- Expand your network in a seminal area.

Research infrastructure plays an essential role in all scientific fields. Are you looking to expand your position or to establish yourself in this area? Can your activities contribute to research infrastructures of pan-European interest? This area of the programme deals with the expansion of existing infrastructure, development of new infrastructure and transnational access to infrastructure. Research infrastructure is interpreted broadly and covers large equipment, ICT structures (e.g. platforms, grids, software) and collections and archives. Make a contribution to the research infrastructures of the future and benefit from the chance to network with international business partners.

“Creating networks and sharing knowledge within collaborative projects are essential for the success of our technology-oriented company. We have been a partner in EU projects in the past and are now looking forward to taking part in an important new Horizon 2020 project.”

Andreas C. Voelker, CEO, LS Instruments AG



Key information

Topics: fixed (top-down)

Project funding: SMEs, large companies:

70% or 100% of project costs

Universities: 100% of project costs

Project budget: € 3–5 million

Calls for proposals per year:

1 per subject area

Project submission to decision:

max. 8 months

Project duration: 2–5 years

Partners: at least 3 from 3 European countries

Info

www.euresearch.ch/Research-Infrastructures

- ▶ Innovative Medicines Initiative 2 (IMI 2) – Joint Undertaking

Innovative processes for a quicker path to new medicines

- ▶ Explore future processes for drug development and tap into enormous market potential.
- ▶ Establish relationships with large European pharmaceutical companies.

The Innovative Medicines Initiative (IMI 2), funded by the European Commission and the European Federation of Pharmaceutical Industries and Associations (EFPIA), can help you achieve these goals. IMI 2 issues several calls per year for specific areas of research. To begin the process, you must first register your interest as a consortium with at least three partners. If your project is selected, you will develop a comprehensive project proposal with members of the EFPIA, that is, representatives from major pharmaceutical companies.

“Participation in an IMI project provides SMEs with the unique opportunity to work with innovative research groups and build strong relationships with future business partners.”

Jérôme Wojcik, CEO, Quartz Bio S.A.



Key information

Topics: fixed (top-down)

Project funding:

SMEs, universities: R&D costs 75%,
management, training 100%

Average project budget:

€ 10–20 million

Calls for proposals per year: several

Project submission to decision:

approx. 6 months

Project duration: 2–5 years

Partners: Swiss partner plus at least 3 from
3 European countries; average of 20 partners

Info

www.euresearch.ch/IMI2

- ▶ Fuel Cells and Hydrogen (FCH) – Joint Undertaking

Fuel cells and hydrogen – the journey to commercialisation

- ▶ Open the door to the big players on the European fuel cell market.
- ▶ Create a competitive advantage in the future hydrogen market.

You can achieve these goals with the help of the European Commission's Fuel Cells and Hydrogen – Joint Undertaking programme, an industrial as well as a research group. It supports R&D projects and prototypes for hydrogen transport and tank infrastructure, hydrogen production and distribution, stationary power production and application in pilot markets. The project must be made up of at least three partners.

The programme also promotes coordination and support activities that encourage and facilitate SME participation.

“The programme's flexibility means that we can work with our business partners to adapt the project to new conditions on an ongoing basis. In the up-and-coming market for fuel cells, it is important to be able to validate innovative business models within a project.”

Olivier Bucheli, Managing Director,
HTceramix-SOFCpower



Key information

Topics: fixed (top-down)

Project funding: SMEs, large companies: 70% or 100% of project costs

Universities: 100% of project costs

Project budget: € 0.5–9 million

Calls for proposals per year: 1

Project submission to decision: 8 months

Project duration: 2–4 years

Partners: Swiss partner plus at least 3 from 3 European countries

Info

www.euresearch.ch/FCH

- ▶ Bio-Based Industries (BBI) – Joint Undertaking

Renewable resources for sustainable materials and products for the future

- ▶ Gain access to the value-added chain for bio-based products.
- ▶ Tap into new markets for a resource-aware, low-carbon economy.

The Bio-Based Industries research and innovation projects enable you to reach these goals. You will work with several partners on an international pioneering research project for a period of three to five years. As a private company, you will be reimbursed 70% or 100% of your costs, depending on the project type.

The annual calls support proposals that promote the manufacture of new bio-based materials and consumer products. SMEs are actively involved in the application process and project work. Specific research and innovation issues are defined for each call. If one of these issues relates to your innovation strategy, then submit your proposal.

“Our vision for a competitive, innovative and sustainable Europe: leading the transition towards a post-petroleum society while decoupling economic growth from resource depletion and environmental impact.”

Vision, Bio-Based Industries Consortium



Key information

Topics: fixed (top-down)

Project funding: SMEs, large companies:

70% or 100% of project costs

Universities: 100% of project costs

Average project budget:

Small and medium-sized projects:

€ 3–5 million

Large projects: € 6–10 million

Calls for proposals per year: 1

Project submission to decision: 5 months

Duration: 2–5 years

Partners: Swiss partner plus at least 3 from 3 European countries; average 6–10

Info

www.euresearch.ch/BBI

► COST

A network for researchers that breaks boundaries

- Share knowledge with researchers across Europe in an array of seminal research fields.
- Keep up with the latest research findings in your area.

The COST programme supports researchers (primarily from universities) in establishing and maintaining international networks in a research field of their choice. Even as a company, you can become part of one of these groups, a so-called COST Action. As a prerequisite, you must be part of a research project that corresponds to the thematic orientation of the COST Action.

You will receive support for activities that promote networking and the exchange of information, such as working group meetings, conferences or specific training courses. The research projects are supported by national funding sources.

Groups of researchers from at least five European countries can apply twice a year to launch a new COST Action. Participation in an existing Action is possible at any time.

“The European network is an interesting platform that enables us to share our experience gained from projects both in Switzerland and abroad. In return for investing our time, we get the chance to take part in new collaborations and bring together research fields and players.”

Stefanie Huber, Managing Director,
ENCO Energie-Consulting AG



Key information

Topics: new COST Actions: open (bottom-up)

Project funding:

contribution to networking activities

Calls for proposals per year:

new COST Actions: normally 2

Participation in existing COST Actions:

ongoing

Project submission to decision: 6 months

Duration: 4 years

Partners: at least 5 from 5 European countries

Info

www.euresearch.ch/COST



Be an innovator in association with companies from around the world

- Work with a company from Europe, South Korea, Canada or South Africa on an innovation project of your choice.
- Launch international R&D projects – using the national support mechanisms of the Swiss Commission for Technology and Innovation (CTI) or other federal departmental research offices.

Transnational projects place high demands on a consortium but also bring many opportunities. For example, one partner may bring unique expertise to the table or a particular country may represent an interesting target market.

EUREKA links the funding agencies in its 41 member countries and coordinates the international connections of the nationally funded project parts. As a project participant, you secure the financing for your part of the project with your own funds and national grants. You define projects in accordance with your needs without any thematic restrictions. For R&D work, you will collaborate with a foreign company. If you have an idea for a project and a foreign business partner, contact the Swiss EUREKA contact point to find out more about funding opportunities and processes.

“Particularly positive aspects are the development of a network of relationships between all the partners and the different types of collaboration between the various companies.”

Alexandre Paux, Head Developer, Mcc Aviation



Key information

Topics: open (bottom-up)

Project funding:

dependent on the Swiss funding instrument

Average project budget:

CHF 1.8 million

Calls for proposals per year: ongoing

Project submission to decision: 3 months

Project duration: max. 3 years

Partners: at least 2 from 2 EUREKA countries

Info

www.euresearch.ch/EUREKA

R&D close to the market – pragmatic and unbureaucratic

- Spread the risk in the development of products, processes and services with foreign partners and build on their expertise.
- Benefit from financial support for your own R&D costs – quickly and with minimal administrative effort.

If you invest more than 10% of your turnover or working time in research and development, you can submit applied market-oriented R&D projects to Eurostars – with at least one partner from another country in the agreement. You are free to pick your own topic. If your project is approved, you will be reimbursed 50% of your R&D costs.

The administrative effort is minimal, the application process is quick. A decision is made six months after the submission deadline and the contract is signed two months later.

“The national office provided us with professional support in the preparation of our project. Our application stood up against the competition and received a high rating. Thanks to Eurostars, we were able to work with a partner from the Netherlands to expand the area of application for our technology and successfully appeal to a larger group of customers.”

Thomas Müller-Späth, COO,
ChromaCon AG



Key information

Topics: open (bottom-up)

Project funding:

SMEs, universities: 50% of project costs

Large companies: 25% of project costs

Average project budget:

CHF 1.8 million

Calls for proposals per year: 2

Project submission to decision: 6 months

Project duration: max. 3 years

Partners: at least 2 from 2 Eurostars countries

Info

www.euresearch.ch/EUROSTARS

- ▶ Clean Sky 2 (CS2) – Joint Undertaking

Green aviation technology – at the heart of the aerospace industry

- ▶ Develop your solution for cleaner aviation, all the way to a prototype.
- ▶ Gain access to major suppliers and system integrators in the aviation industry.

Launched by the European Commission and the aviation industry, the Clean Sky programme offers the following advantages: It supports research projects in the area of environmentally friendly aviation technology, covering up to 100% of costs. The calls for proposals take place several times a year and define potential fields. If your project fits, you can apply as an individual SME with a European partner or as part of a larger consortium.

Managed and co-funded by the industry, the programme is application-oriented and aims to support the development of technology up to the close-to-market technology demonstrator.

“Our involvement in the Clean Sky Fasdisc project enabled us to shape the latest scientific developments in the field of aerospace, bring in our own expertise, and establish new and deeper relationships with universities and other project partners.”

Martin Husemann, CEO, phi Engineering Services AG



Key information

Topics: fixed (top-down)

Project funding: SMEs, large companies:
70% or 100% of project costs

Universities: 100% of project costs

Project budget: € 0.2–5 million

Calls for proposals per year: several

Project submission to decision: 5 months

Project duration: 2–3 years

Partners: Swiss partner plus at least 1 from
1 European country

Info

www.euresearch.ch/CleanSky

- ▶ Active and Assisted Living (AAL)

For a speedy market launch – with ICT solutions for seniors

- ▶ Tap into the growing market of services for the older generation – with easy-to-implement ICT solutions.
- ▶ Build the basis for successful innovation through a market-oriented R&D project with major potential for the future.

Are these your goals? If so, look into the options available with Active and Assisted Living (AAL). The programme supports R&D projects that develop information and communication technology (ICT) to improve the quality of life for older people.

These projects generally are made up of five to ten partners, at least one of which is a consumer organisation. A business plan forms a crucial component of every proposal. The new products should be launched a maximum of three years following completion of the project. A call for proposals is issued every year for a specific R&D issue in the field of AAL.

“The CogniWin project helped us with new technology and was also a major support on the market. High-tech developments that aim to make life easier for older people cannot be developed by one university or in one country alone. This requires international collaboration with business partners.”

Christoph Glauser, CEO, ArgYou AG



Key information

Topics: fixed (top-down)

Project funding:

SMEs, universities: 50% of project costs

Large companies: 25% of project costs

Average project budget: € 3 million

Calls for proposals per year: 1

Project submission to decision: 6 months

Project duration: 2–3 years

Partners: 5–10 from at least

3 AAL partner countries

Info

www.euresearch.ch/AAL

- ▶ Electronic Components and Systems for European Leadership (ECSEL) – Joint Undertaking

Smart electronics – for intelligent and competitive projects

- ▶ Join an international team to research and develop innovative electronic components and systems.
- ▶ Improve your competitiveness and refresh your expertise and sales markets by developing smart electronic products, processes and services.

Electronic systems and components, such as semiconductors and computer chips, are used in all areas of industry and everyday life, for instance, in intelligent, environmentally friendly vehicles or in innovative control units for heating systems. ECSEL – the joint European initiative between the European Commission and private industry associations – supports the international development of these products.

“Switzerland is home to outstanding academic institutions and companies in the area of micro- and nanotechnology. Involvement in ECSEL projects gives them the chance to develop their expertise and make the most of international market opportunities.”

Daniel Egloff, Head of International Research and Innovation Programmes, SERI



Key information

Topics: fixed (top-down)

Project funding: SMEs: 25%, 35% or 40% of project costs

Large companies: 15% or 25% of project costs

Universities: 35% or 40% of project costs

Average project budget:
€ 0.25–3 million

Calls for proposals per year: 1–2

Project submission to decision: 8 months

Project duration: 2–4 years

Partners: Swiss partner plus at least 3 from 3 European countries

Info

www.euresearch.ch/ECSEL

- ▶ EEN Technology Offer/Request and Research Request for European Projects

Provide technology – find solutions and R&D partners

- ▶ Sell or license your technology to other companies – Europe-wide.
- ▶ Find solutions for technical challenges – gain partners for European funding projects.

The Enterprise Europe Network (EEN) supports you with this. You can use the European platform to promote your technology, request a technology or look for partners for European funding projects – anonymously and free of charge. You will reach companies and institutes in more than 50 countries and establish bilateral innovation and technology partnerships in just a few months. EEN's services include individual advice on editing and disseminating your technology offers and technology requests, the search for partners, and actively relaying other technology profiles.

“We received support in drawing up a precise technology tender. The numerous expressions of interest from both home and abroad demonstrated the efficiency of the network. The quality of the contacts is high and we are confident that this path will lead us to successful collaborative projects.”

Gabriela Chicherio, Communication, FluidSolids AG



Key information

Topics: open (bottom-up)

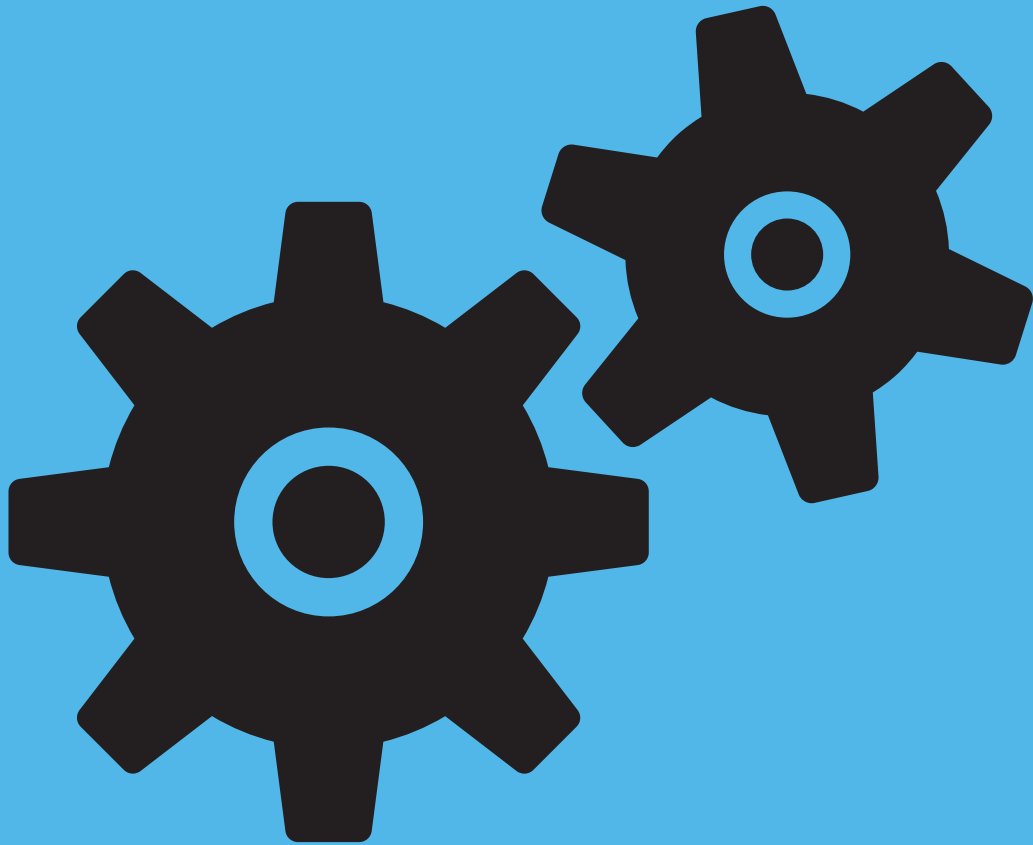
Support: partner search service

Duration: from the first expression of interest to direct contact, 3 days to 1 month

Partner: bilateral

Info

www.euresearch.ch/EENInnovation



► EEN Partnering Events

Building personal networks with the right people

- Improve your efficiency when networking:
Attend trade fairs or conferences and meet partners in person to help take your business further.
- Take part in bilateral meetings to discuss possible collaboration, technology or trends, and help to enhance your company's position.

The Enterprise Europe Network's (EEN) Partnering Events provide the perfect platform for this: EEN organises face-to-face meetings at events and trade fairs in various sectors. You publish a partnership profile on an online platform. You then check other companies' profiles to find a partner to meet, or you receive requests for a meeting from other platform members. EEN organises a meeting schedule just for you and your selected meeting partners.

“EEN Partnering Events are an ideal opportunity to establish contact with specific partners. At the EUREKA event in Basel, we found the perfect partner for our R&D project and then successfully applied for funding from the Eurostars programme.”

Olgac Ergeneman, CEO, Magnes AG



Key information

Topics: open, depending on the event (bottom-up)

Support: partner search service

Partner: bilateral

Info

www.euresearch.ch/EENEvents

- ▶ EEN Business Offer

Successful sales strategies for products and services

- ▶ Find the right business and collaboration partners for your products and services.
- ▶ Establish a professional distribution or supplier network and secure your success in European sales markets.

The Enterprise Europe Network (EEN) supports you with this. EEN's European platform enables you to publish free and anonymous offers for products and services, and look for possible business partners in more than 50 countries through the regional EEN partners. You can also commission more in-depth, customised research through Switzerland Global Enterprise (S-GE) and Swiss Business Hubs.

“At an EEN event, I easily found a sales partner in the UK for our products in the field of ergonomic transport systems and was able to establish long-term business relationships. Products that we took on in return for marketing now make up an important part of our sales.”

Joachim Esser, CEO, Ecolistec



Key information

Topics: open (bottom-up)

Support: partner search service

Duration: initial enquiry to direct contact, from a few days to 1 month

Partner: bilateral

Info

www.euresearch.ch/EENBusiness

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