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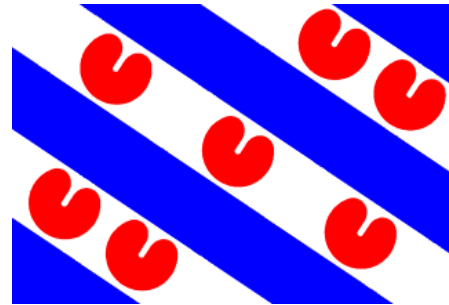
EU-Projects Training

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Who are you?

- What kind of experience do you have in EU-projects?
- How many EU-programmes are active?
- Have you heard from the EBN Project Team?
- Do you have an international scope in your BIC?
- What are your learning objectives of today?

Who am I?



Business Development Friesland

- 9 people staff
- Start October 2002
- Full market driven, no structural funding
- Focus on 2 key objectives:
start-up companies
internationalization



Internationalization

- European Projects as a tool to reach other markets
- Training activities
- Visiting Foreign Trade Fairs
- Matchmaking activities
- Visits for technology transfer or sharing of knowledge

EU-project skills

- Active in your own region on specific topics
- You operate a pay-roll
- You can either obtain extra co-funding easily
- Or find an excellent match between daily business and the topic of the EU-project
- You have people who have writing skills
- You have people who have networking skills

If mainly affirmative on these statements: EU projects is something for you!

Pros of EU Projects

- New insights, new visions, cultural openness
- Realising there is more than your own region
- Opportunities for SMEs from your region
- Added value for your region
- Free publicity, more clients, more dealflow
- Financial resources, extra turnover
- Increasing network in Europe

Cons of EU Projects

- Time investment before 1st projects comes in
- Exceptionally slow cash flow
- Differ focus of attention of core business if you do not select
- Successes heavily dependent of Lead Partner
- Impact or effect of the projects hard to measure
- Underestimation of dissemination
- Some programmes have heavy competition

BDF results on EU-projects

- Yearly extra income of 100 – 150 KEuro
- Due to EU-projects, key role in internationalization in the region
- Internships of foreign students within BDF
- Great results in matchmaking, business development for clients
- New markets, new clients, new technology

BDF active in:

- Leonardo Projects
- Interreg Projects
- EBN or EBN partner projects



VIRTUAL PRE-INCUBATOR ACCELERATOR



mens project



participant



ClusterNet



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Thanks for the attention!

