

BEE NET B(UILDING) E(UROPEAN) E(XPORT) NET(WORKS)



BEENET

Objective

- Help SMEs set up European Business Networks (EBNs) able to create synergies, implement actions and achieve results according to joint internationalization strategies
- Create a recognizable standard path

Partners:

- Sicindustria (project leader)
- Barcelona Chamber of Commerce (ES)
- Lithuanian Innovation Center Team(LT)



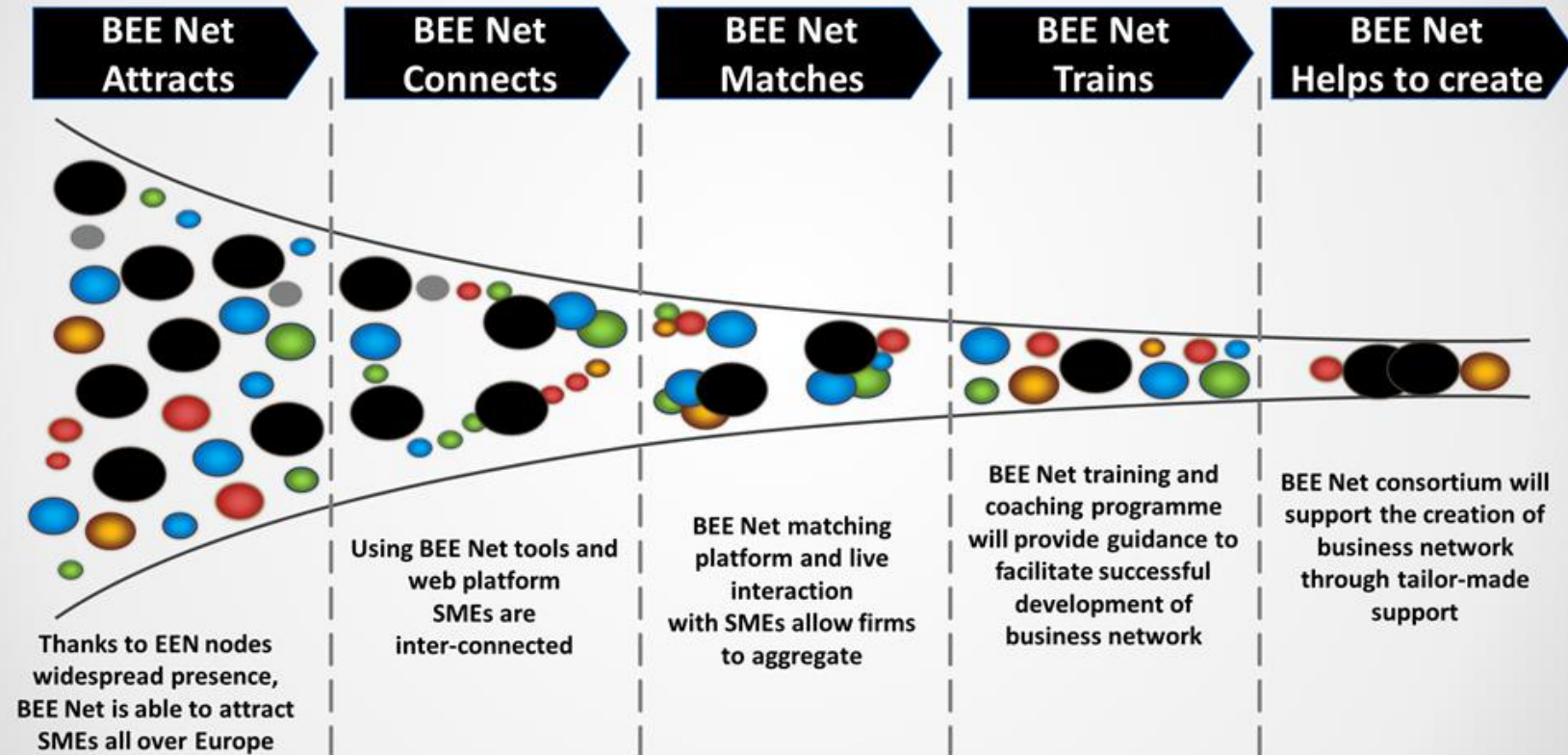
TARGET

- European SME's with limited international experience but that
- Have carried out any internationalisation activities in the past two years
- Focus on Family Business
- Also open to SMEs that belong already to clusters or network contracts



BEE WHO? – DEFINING CLIENT JOURNEY (I/II)

Client journey: process of business networks creation



BEE WHO? – DEFINING CLIENT JOURNEY (II/II)

- I. Identification and selection of SME's.
 - Eol's applied by interested SME's through matching platform*
 - Open Call 10 EBNs
 - Selection of Business Networks



HOW BEENET WORKS

- European SME's with limited international experience but that
- Have carried out any internationalisation activities in the past two years
- Focus on Family Business
- Also open to SMEs that belong already to clusters or network contracts



BEE STRUCTURE

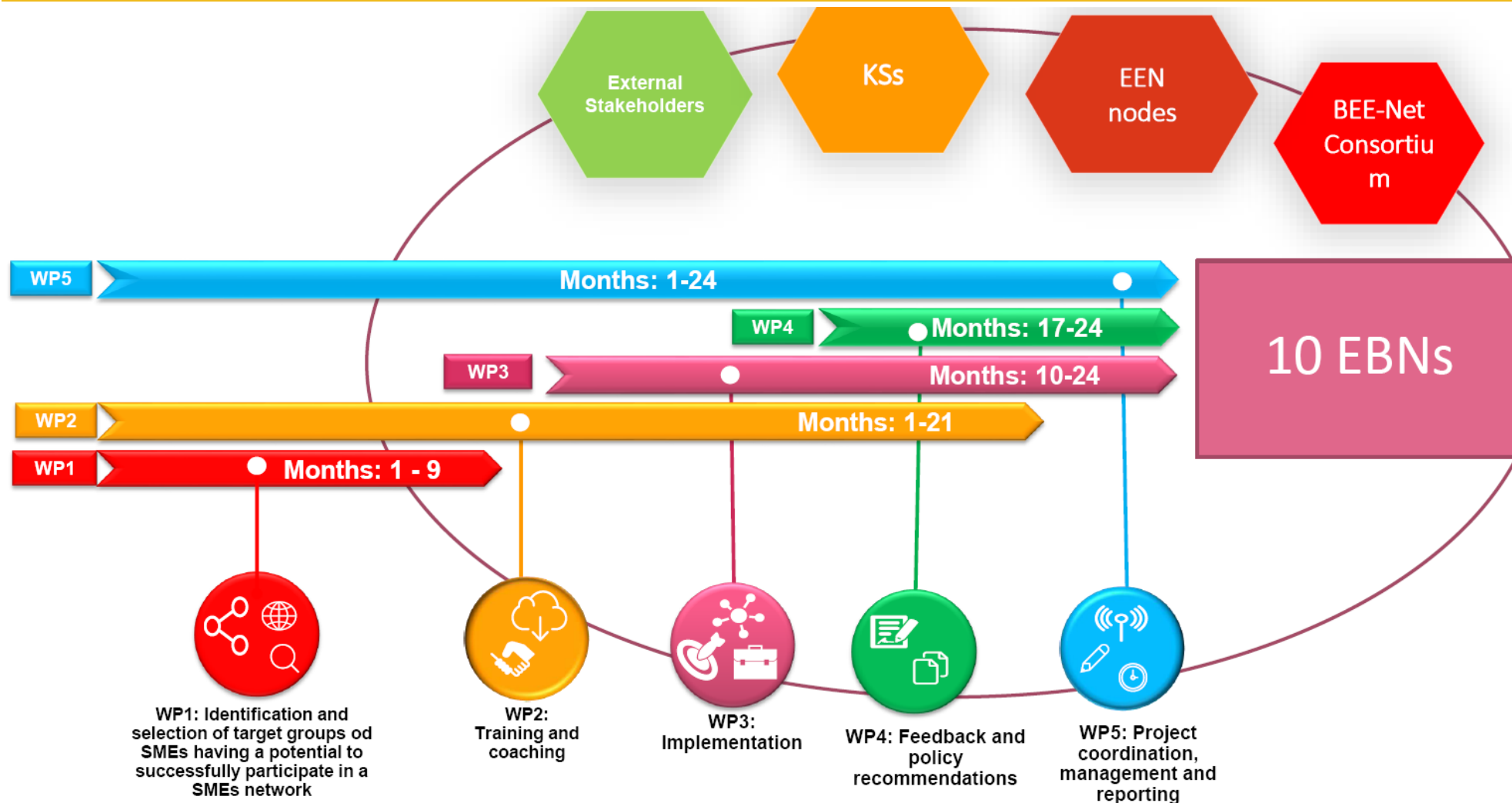


10 Business Networks

- € 25.000 for each European Business Network (EBN), 90% co-financing
- Application have to be submitted by a group of 4 to 8 SMEs from at least 3 different EU Countries

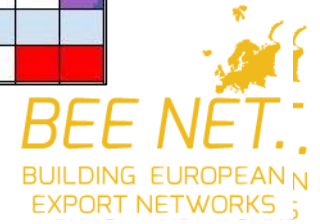


BEE WHEN: 1 MARCH 2019 – 28 FEBRUARY 2021



BEE WHEN

Work Packages	Sub	Action	PLAN OF ACTION																							
			Months																							
			1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24
WP1: Identification and selection of target groups of SMEs having a potential to successfully participate in a SMEs network	1,1	SMEs involvement, awareness raising campaign	█	█	█	█	█	█	█	█	█															
	1,2	Web Platform/Matching platform set up	█	█																						
	1,3	Call for expression of interest/registration of SMEs			█	█	█																			
	1,4	Selective sorting grid			█	█	█																			
	1,5	Launch of Open call for Business Networks and Q&A						█	█	█																
	1,6	Selection of Business Networks									█															
WP2: Training and coaching	2,1	Preparing other EEN partners and external stakeholders	█																							
	2,2	Thematic training for SMEs interested in BNs			█	█	█	█	█	█																
	2,3	Tailored made coaching									█	█	█	█	█	█	█	█	█	█	█	█	█	█	█	
	2,4	Peer to peer mentoring									█	█	█	█	█	█	█	█	█	█	█	█	█	█	█	
WP3: Implementation	3,1	Implementation of the approved BN projects									█	█	█	█	█	█	█	█	█	█	█	█	█	█		
	3,2	Communication, management and monitoring of BNs									█	█	█	█	█	█	█	█	█	█	█	█	█	█		
	3,3	Launch of 10 BN projects and parallel kick off meetings									█															
	3,4	B2B during the Final Event Italy																				█	█	█	█	
WP4: Feedback and policy recommendations	4,1	Feedback survey																			█	█	█	█	█	
	4,2	Quotes from feedbacks																					█	█	█	
	4,3	Guide on EU Business Networks internationalisation process																	█	█	█	█	█	█	█	
WP5: Project coordination, management and reporting	5,1	Kick off meeting and focus group on Business Network	█																							
	5,2	Internal Project Meeting 2 Spain, Internal Project Meeting 3									█								█							
	5,3	Internal project meeting 4, and final event Italy																							█	
	5,4	Visual identity, Branding Material, Internal/External	█	█	█	█	█	█	█	█	█	█	█	█	█	█	█	█	█	█	█	█	█	█	█	
	5,5	Reporting				█							█	█					█					█	█	



BEE HOW?

SMEs

Get informed

5000 SMEs

Reply to Call for Eols

120 SMEs

Intake assessment

Registration Platform

Participate in thematic webinars

270 SMEs

Exchange ideas

Only registered SMEs

4 to 8 SMEs per EBN

Reply to call for EBNs

Get assistance

Implement

10 EBNs

Provide feedback

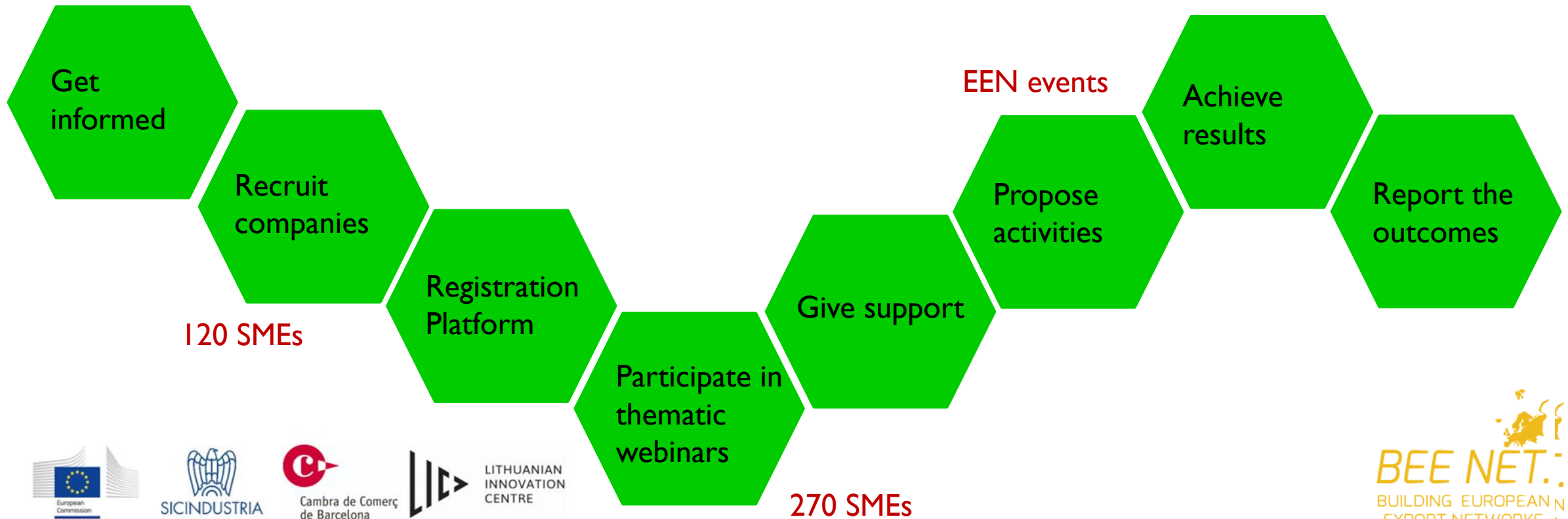
Present the outcomes

Receive grant



BEE HOW?

EEN Partners

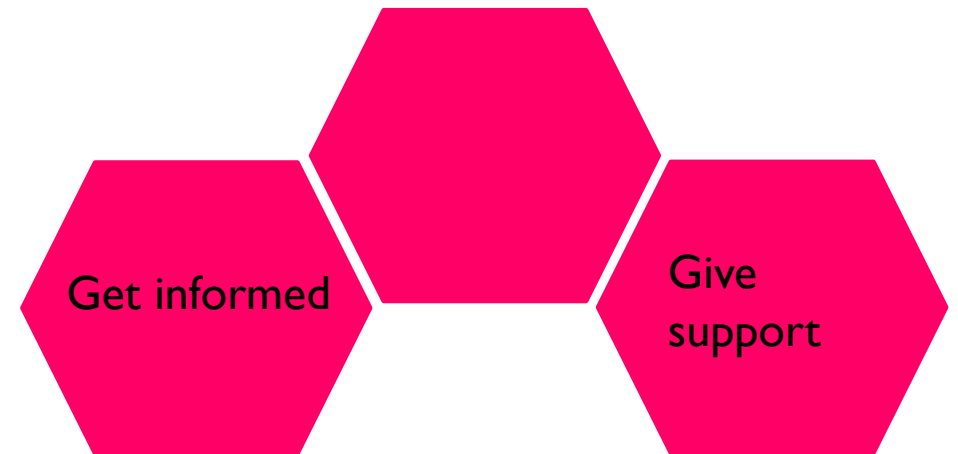


BEE HOW?

Key Stakeholders

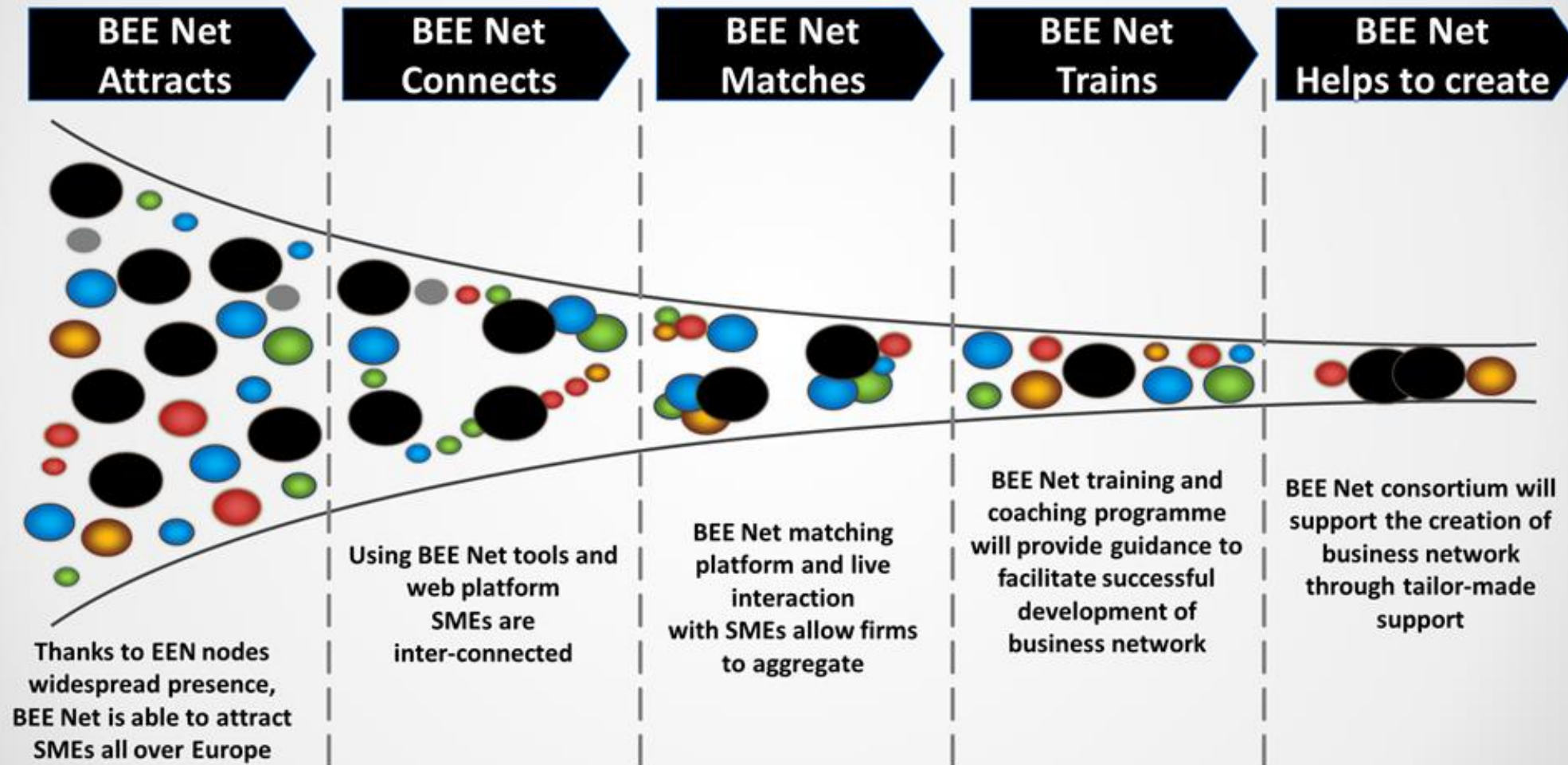


Mentors



BEE HOW?

Client journey: process of business networks creation



B2Match - integrated platform

- Information
- Resources (docs to download)
- Links to webinars
- Links to YouTube
- Embed EEN event
- Registration
- Matching
- Contact and get assistance





Thank You