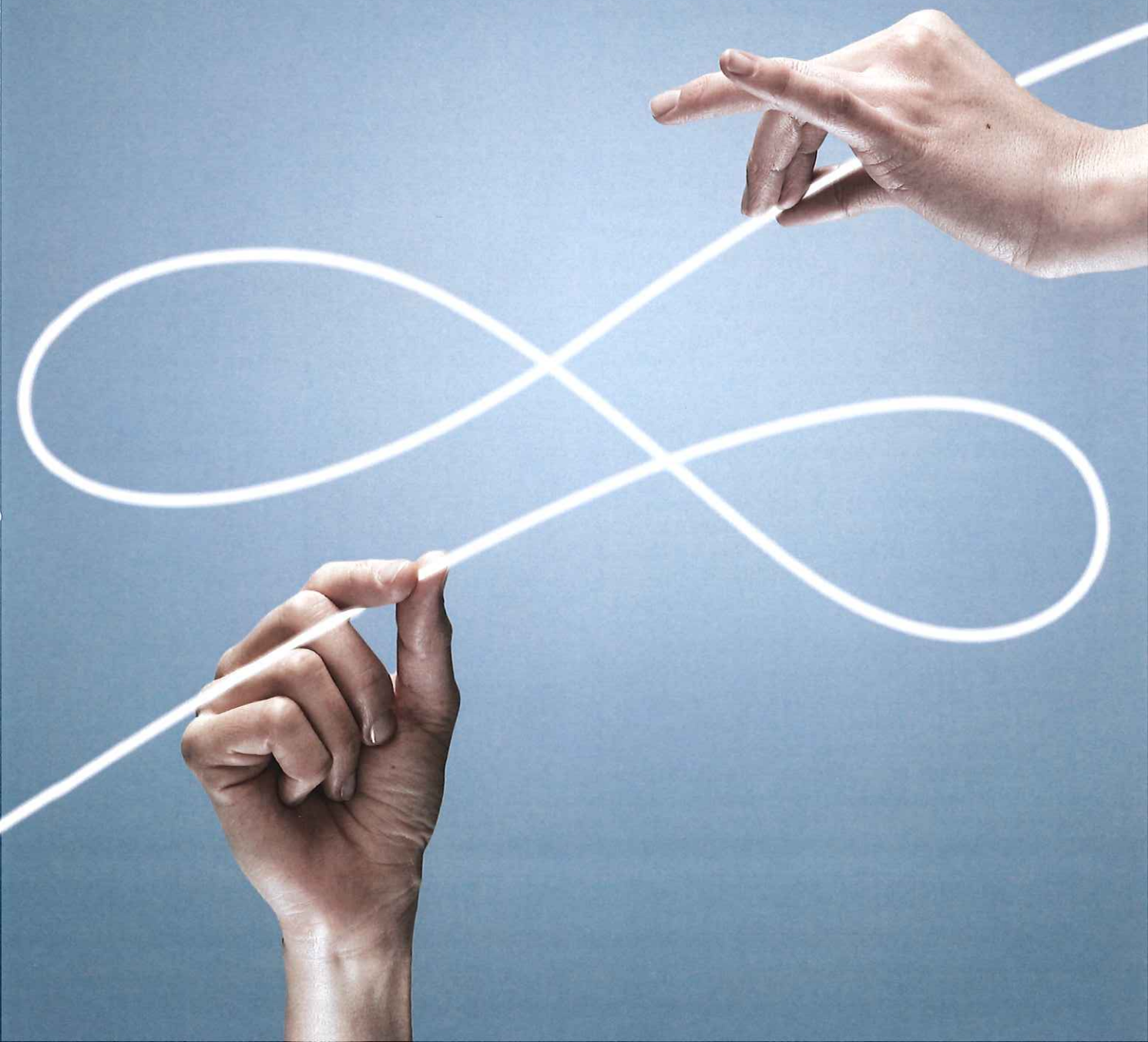


Enterprise Europe Network Switzerland  
Zuhanden des Staatssekretariats für Bildung,  
Forschung und Innovation SBFJ.

Enterprise Europe Network Switzerland  
A l'attention du Secrétariat d'Etat à la formation,  
à la recherche et à l'innovation SEFRI.



# Enterprise Europe Network Switzerland

The reporting of the activities carried out by the consortium «SwissEU.net» (the Swiss node of Enterprise Europe Network) was established according to the rules set by DG Enterprise and the Executive Agency for SMEs (EASME) for all EEN consortia. This report is attached and covers the year 2013.

The report covers the activities performed and the services provided by the two Swiss EEN partners, Euresearch and Switzerland Global Enterprise. Its aim is to follow the progress made towards the achievement of the targets set in the 24 months contractual work program for the period 1 January 2013 – 31 December 2014. The feedback and recommendations received from the EASME project officers are included and showcase the good results and reach of the Swiss EEN activities, also with respect to other network partners.

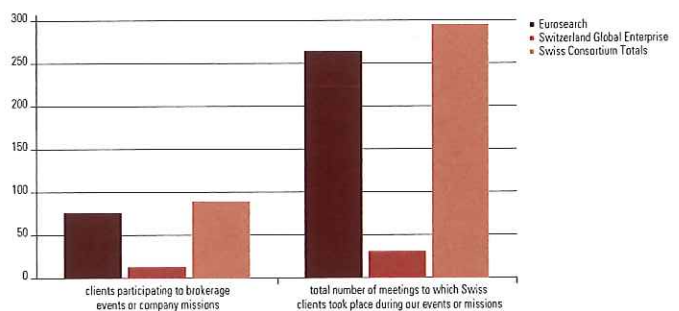
The detailed results and numbers documenting the EEN services provided are reported in the next pages. Something worth noting is the impressive number of clients reached and participating to brokerage event / company missions organized by the Swiss EEN consortium (89 in total) and the number of targeted meetings they took part to (295 total meetings) during last year 2013 (Graphic 1). This means that a participant to an EEN brokerage event is proactive and interested, taking part on average to more than 3 meetings per event.

Another interesting statistic shows that the 33 innovative profiles published in the EEN online database received a total of 102 international expressions of interest; this corresponds to more than 3 expressions of interest per profile, which is a great achievement taking into account that some of the profiles are extremely specific and not open to a general market, but more focused on the search for very particular and rare know-how (Graphic 2).

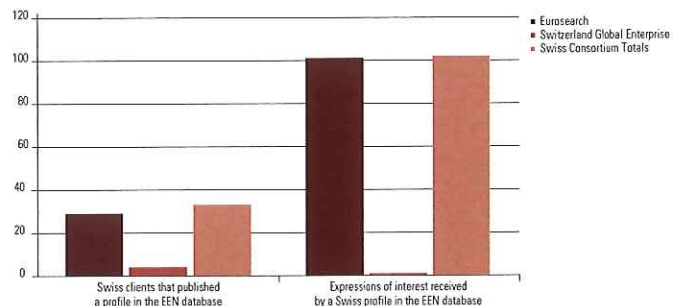
A total of 12 long-term partnerships were documented in 2013. To appreciate this number one has to take into account that follow-up and documentation of a partnership agreement is a time- and resources-consuming activity that at the same time does not bring additional value to the customers. Many more long-term collaborations or partnerships are actually created through the network, but cannot be documented and followed by Euresearch.

The last point to take into account when reading the report is that 2013 was a year of change for Euresearch, with internal reorganizations that took a big part of time and effort. This reorganization due to the preparation to the new framework programme H2020 is now completed and we expect even higher results for the next years of EEN services in Switzerland.

Gerhard Gass / Emile Dupont  
Enterprise Europe Network Switzerland



Graphic 1: 89 company missions & 295 targeted meetings in 2013



Graphic 2: 33 innovative profiles published & 102 expressions of interest received in 2013

## **Organisation of brokerage events and company missions in cooperation with european network partners**

### **Definitions:**

#### **Brokerage events**

A brokerage event is a series of pre-arranged transnational meetings organised at a single venue for companies. Brokerage events could be organised at trade shows, exhibitions, conferences or stand-alone events.

#### **Company Missions**

A Company mission is organised by at least 2 Network partners for typical Network clients such as companies. Company missions have the objective to facilitate business to business meetings.

In 2013, Euresearch organized 29 Brokerage Events or Company Missions. 76 Swiss companies participated to one of these events, taking part in 264 prearranged meetings with European partners.

Events were organised in collaboration with these European partners: Barcelona/Spain, Düsseldorf/Germany, Edinburgh/Scotland, Birmingham/UK Hannover/Germany, Vienna/Austria, Aachen/Germany, Turin/Italy, Budapest/Hungary, Amsterdam/The Netherlands, Dublin/Ireland, Cologne/Germany, Hannover/Germany, Düsseldorf/Germany, Naples/Italy, Tuttlingen/Germany, Graz/Austria, Montpellier/France, Strasbourg/France.

## **Generation and dissemination of partnership proposals in the partnership opportunity database**

### **Definitions:**

#### **Partnership Opportunity Database (POD)**

Online database allowing Network partners to insert business and technology offers/requests or research partnership proposals of their local clients (e.g. companies or other organisations). The objective is to match requests and offers and to facilitate transnational business, technology and research partnerships between companies or organisations (e.g. universities, research institutes, etc.).

## **Partnership Proposals**

A partnership proposal is an offer or request from a company (or organisation) encoded in the Partnership Opportunity Database (POD) aiming at achieving a transnational technology, business or research partnership agreement.

In 2013, Euresearch published 29 profiles of Swiss companies offering or requesting innovative technologies in the shared database. These profiles received during the year 101 expressions of interest from companies outside Switzerland.

In 2013 Swiss clients sent Euresearch 135 expressions of interest towards international profiles published in the EEN database.

Euresearch publishes a local, reviewed version of the global database, on its own local EEN website: this ensures an even better profiles quality available for the Swiss customers.

## **Answering enquiries from european network partners**

In 2013 Swiss EEN received and answered to 80 enquiries from European Network partners via Email, phone, Merlin Forums, etc. The same year, 40 enquiries on behalf of Swiss clients were sent and answered to European Network partners from Swiss EEN consultants.

## **Partnership Agreements (PA)**

Transnational business, technology and research Partnership Agreements are at the core of the Enterprise Europe Network's activities. They represent the final goal of the Network and they count as achieved when a successful and long-term know-how exchange or collaboration takes place after a first contact through the Network's services.

There are 3 different types of Partnership Agreements:

- PA Commercial
- PA Technological
- PA Research

In 2013, Swiss clients reported a total of 12 PAs (successful long-term collaborations) achieved thanks to the Swiss Enterprise Europe Network activities.