



Euroclusters Information Day

SMP-COSME-2021-CLUSTER

Parallel sessions

20 October 2021



5. Objective

**Go International to boost
access to global supply and
value chains**



Go International

The aim is to reach collaboration agreements with third countries leading to market access for EU companies

Develop and implement a joint internationalisation strategy

Develop a joint 'European' strategic vision with a global perspectives and common goals towards specific third markets

Support the internationalisation of SME members

Help SMEs benefit from EU Free Trade agreements

Actions (1/2)

Mandatory action:

Establish services that support international trade, investment and partnering opportunities for European SMEs to facilitate the signature of cooperation agreements between European entities (intermediaries and/or businesses) and entities in third countries



Actions (2/2)

Possible actions:

Develop a joint internationalization strategy for the partnership

Sign business agreements and develop joint collaborative agreements

Identify the right partners in third countries

Boost internationalization of SME by facilitating access and a new strategic positioning in global value chains

Provide technical assistance or other forms of support to SME members

Prepare tailored identity shaping and joint promotional activities

Collaborate with other local, regional, national or European support providers



Deliverable

Services portfolio to implement internationalisation actions

All deliverables stemming from the potential actions

KPIs (1/2)

Compulsory

Number of collaboration agreements signed with entities in third countries

Number of SMEs that benefited from internationalisation services

KPIs (2/2)

Optional

Number of SMEs having directly benefited from the supported actions resulting in cooperation projects with third countries;

Number of (a) business agreements (or equivalent formal cooperation documents) (b) joint collaborative projects and (c) business contracts signed between the Partnership SME members and business and other relevant stakeholders from third countries (i.e. from non-COSME countries), leading to increase exports, investment opportunities and international ventures generating employment for European businesses;

Expected impact of business agreements and joint collaborative projects supported through this action in terms of increased exports, increased jobs in Europe, new talents attracted, critical imports secured and direct foreign investments.



Thank you