

enterprise europe network

Helping ambitious SMEs
innovate and grow
internationally



THE ENTERPRISE EUROPE NETWORK APPROACH

A set of services to support the «client journey»



HOW EEN SUPPORT CLIENTS IN GETTING ACCESS TO FINANCE



Bilateral
meeting
with client



Client needs'
analysis:

- Strategy
- Investment
- Resources

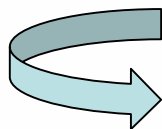


Supporting activities:

- Identification of most adequate source of funding;
- Signposting to the financial providers
- Support in the preparation of the needed documents
- Participation to B2I events
- Transnational cooperation opportunities

Synergies and opportunities for cooperation between EBAN and the Network

- ✓ Exchange on guidelines and tools for SMEs on how to behave with BAs (preparation to meetings; guidance on pitching; documentation needed; selection criteria;...)
- ✓ Business2Investors events (identification; joint organization; SMEs' selection;...)
- ✓ Mapping of financial providers (carried out at proximity level: identification of BAs core business; target clients;...)



a wider access to finance provided
potential beneficiaries more prepared
higher quality of applications
potentially increased success rate of applications



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