

11:00 - 12:00 ▶

National and closed meetings

11:00 - 13:00 ▶

Bilateral meetings

12:00 - 13:30 ▶

☰ Networking Lunch

13:30 - 15:00 ▶

AUDITORIUM

Opening Plenary Session

- Margarete Schramböck, Austrian Federal Minister for Digital and Economic Affairs
- Lowri Evans, Director-General for Internal Market, Industry, Entrepreneurship and SMEs, European Commission
- Ulrike Rabmer-Koller, Vice-President, Austrian Federal Economic Chamber (WKÖ)
- Henrietta Egerth, Managing Director, Austrian Research Promotion Agency (FFG)

Keynote Speaker: Paul Hughes, founder of The Circle of Growth

Moderator: Katrina Sichel

15:00 - 15:30 ▶

☕ Coffee break

15:30 - 17:00 ▶

AUDITORIUM

Business and innovation support for SMEs post-2020: looking to the future

This high level session will provide insights into the vision and plans for business and innovation support for SMEs as of 2021 from three European Commission services as part of the wider debate on the future of Europe.

- Kristin Schreiber, European Commission, Director, DG for Internal Market, Industry, Entrepreneurship and SMEs
- Rudolf Niessler, European Commission, Director, DG for Regional and Urban Policy
- Nicolas Sabatier, European Commission, DG for Research and Innovation
- Giacomo Mattinò, European Commission, DG for Internal Market, Industry, Entrepreneurship and SMEs

STOLZ 1

Maximising the potential of the Single Market for SMEs: what role for the Network?

The session will provide an update on Single Market policy developments from the European Commission. Looking to the future, it will examine how the Network is evolving its services and showcase concrete ways in which the Network is providing real impact for SMEs by taking a client-centric approach.

- Paolo Casini, European Commission, DG for Internal Market, Industry, Entrepreneurship and SMEs
- Gwenaëlle Godet, Enterprise Europe Network, France
- Jitka Rysava, Enterprise Europe Network, Czech Republic
- Alexander Lau, Enterprise Europe Network, Germany
- Edwin Schmitt, Enterprise Europe Network, Germany
- Lutgart Spaepen, Enterprise Europe Network, Belgium

- Aiming at excellence: internal Network tools and process
- Innovation management
- Internationalisation
- Plugging into regional ecosystem
- The Enterprise Europe Network at the centre of EU delivery

SCHUBERT 5/6

A digital platform fit for the Network's vision
IT Champions, Human Centred Design experts and EASME colleagues welcome you to a participatory workshop around the future of the Network's IT platform. Participants will get an update on developments since last year and play a part in shaping the future digital tools of the Network.

- Natalia Martínez Páramo, Executive Agency for Small and Medium-sized Enterprises, Head of Unit COSME
- Muriel De Grande, Executive Agency for Small and Medium-sized Enterprises
- Nadia Loddo, Executive Agency for Small and Medium-sized Enterprises
- Erwan Le Guen, Executive Agency for Small and Medium-sized Enterprises

17:00 - 19:00 ▶

Bilateral meetings and Networking cocktail 🍸

09:00 - 09:30 ▶ ☕ Welcome coffee

09:30 - 10:45 ▶

AUDITORIUM

Helping start-ups and scale-ups to grow: learning from the past and preparing for the future

This interactive session will see Network partners exchanging their experiences from the scale-up pilot, defining their key learnings and exploring synergies with the Startup Europe initiative.

- Luisa Prista
Executive Agency for Small and Medium-sized Enterprises, Head of Department COSME, H2020 SME & EMFF
- Catalin Ticheru
European Commission, DG for Communications Networks, Content and Technology
- David Golding
Enterprise Europe Network, UK
- Fabio Montagnino
Enterprise Europe Network, Italy
- José Vilar González
Enterprise Europe Network, Spain
- Crispin Waymouth
European Commission, DG for Internal Market, Industry, Entrepreneurship and SMEs

STOLZ 1

Is your client export-fit? Assessing companies' fitness to enter foreign markets

This interactive workshop offers practical help on how to manage the starting point of any successful export consultation: the client intake-assessment.

- Michael Rössler
Enterprise Europe Network, Germany
- Sandra Weingart
Enterprise Europe Network, Germany
- Karin Hölbling
Enterprise Europe Network, Austria

LEHAR 4

The circular economy and the LIFE programme - from linear to circular

The session will identify lessons learned from Network partners who participated in the circular economy pilot project, the overarching EC project as well as EREK. It will also explore how the Network can help implement a circular economy in the EU, also in relation to the LIFE programme.

- Angelo Salsi
Executive Agency for Small and Medium-sized Enterprises, Head of Unit Life and CIP Eco-Innovation
- Ernst-Jan van Hattum
Enterprise Europe Network, Switzerland
- Agis Evrigenis
Director, Technopolis Consulting Group Belgium, Coordinator, EREK
- Montse Guerrero
Enterprise Europe Network, Spain

SCHUBERT 2/3

Open innovation ecosystems - why they are crucial for the Network

The session will explore the benefits of open innovation platforms and initiatives with examples from Italy, The Netherlands and Singapore. Participants will learn why building and nurturing regional innovation ecosystems is crucial for the future of the Network.

- Marcel van der Kooij
Enterprise Europe Network, The Netherlands
- Angelo Gatto
Enterprise Europe Network, Italy
- Ming Khai Lim
Enterprise Europe Network, Singapore

SCHUBERT 5/6

Change management - embarking on the post-2021 quest

As the Network prepares to embark on a period of change, the session will bring participants together in a knowledge-café session to explore scenarios and prepare for the future.

- Lutgart Spaepen
Enterprise Europe Network, Belgium
- Maxine Adam
Enterprise Europe Network, UK
- Caroline Gray-Stephens
Enterprise Europe Network, UK
- Raluca Cibu Buzac
Enterprise Europe Network, Romania

Bilateral meetings

10:45 - 11:15 ▶ ☕ Coffee break

11:15 - 12:30 ▶

AUDITORIUM

Discovering hands-on IP tools to better support your client's journey

This interactive session will introduce reliable and easy-to-use intellectual property (IP) tools for Network advisers, using real life examples. By the end of the session, participants will be able to use the tools to better support their clients on their journeys towards success.

- Cyril Dubois
European IPR Helpdesk, Luxembourg
- Nigel Clarke
European Patent Office, Austria
- Udo Gennari
Enterprise Europe Network, Austria
- Onur Emul
European IPR Helpdesk, Luxembourg

STOLZ 1

How to help your clients make the most of Free Trade Agreements

The session will explain what the European Commission is doing to ensure FTAs are implemented properly and how Network advisers can help clients make the most of them. Participants will have the opportunity to share their needs and experiences and get involved.

- Geraldine Emberger
European Commission, DG for Trade
- Adeline Hinderer
European Commission, DG for Trade
- Theresa Ryberg
Enterprise Europe Network, Sweden
- Jean-Marie Avezou
European Commission DG for Internal Market, Industry, Entrepreneurship and SMEs

LEHAR 4

From output to outcome: client success through better performance

Building on experiences and ideas from across the Network, this interactive workshop will offer tools and ideas to help you deepen your relations with your client and improve your communications.

- Mylène Mesters
Enterprise Europe Network, The Netherlands
- Nadia Loddo
Executive Agency for Small and Medium-sized Enterprises
- Lorna Maclean
Enterprise Europe Network, UK
- Ken Gordon
Enterprise Europe Network, UK

SCHUBERT 2/3

How to sell the Network in 30 seconds? Get the message across on how #EENCanHelp

This hands-on session will provide the tips and tricks you need to pitch the Network's benefit to different types of stakeholders. Discover the words and body language that will help you to grab their interest and keep it!

- Andrea Kindler
Enterprise Europe Network, Austria
- Simone Weiss
Enterprise Europe Network, Austria
- Ivana Vukotic
Enterprise Europe Network, Serbia
- Ellen Mildaeus
Enterprise Europe Network, Sweden
- Mario Weikenkas
Enterprise Europe Network, Austria

SCHUBERT 5/6

Supporting breakthrough Innovation within the European Innovation Council

This participatory session will explore how to implement the recommendations of the High Level Group on the European Innovation Council in the day-to-day business of the Network. It will highlight the role of National contact points and the Network's vision for the future.

- Jana Kolar
Member of the High Level Group, Central European Research Infrastructure Consortium CERIC-ERIC
- Layla Burrows
Enterprise Europe Network, UK
- David Golding
Enterprise Europe Network, UK
- Elena Angiolini
Enterprise Europe Network, Belgium
- Kilian Rausch
Enterprise Europe Network, France
- Sibyl Scharrer
Enterprise Europe Network, Germany

Bilateral meetings

12:30 - 14:00 ▶

☰ Lunch

13:30 - 14:00 ▶

AUDITORIUM

Best Practice Awards

Bilateral meetings

14:00 - 15:00 ▶

AUDITORIUM

How to help your client implement idea management

This practical workshop will introduce a six-step process to implement an idea management system successfully. The second part of this workshop will present good practice pitches on how to find and convince clients for the Enhancing Innovation Management Capacity service.

- Thomas Röblreiter
Enterprise Europe Network, Austria
- Iraklis Agiovlasis
Enterprise Europe Network, Austria
- Peter Kopkas
Enterprise Europe Network, Slovakia

STOLZ 1

Enterprise Europe Network: the indispensable partner in the regions

The Network's vision foresees a closer Network collaboration with regional/national business support systems. This session will showcase successful examples of how the Network has supported SMEs at regional level to modernise their business and internationalise.

- Jessica de Pleitez
Enterprise Europe Network, Germany
- Alexander Lau
Enterprise Europe Network, Germany
- Max Maupoix
Enterprise Europe Network, Sweden
- Sandro Pappalardo
Counsellor in the Region of Sicily, Department of Tourism
- Anke Wiegand
Enterprise Europe Network, Germany

LEHAR 4

Access to finance – how to strengthen support and services for the future?

The session will explore how the access to finance thematic group is working to strengthen the Network's services for the future. Participants will also learn about the latest developments from the European Investment Project Portal.

- Georg Raab
European Commission, DG for Internal Market, Industry, Entrepreneurship and SMEs
- Michael Feith
European Commission, DG for Economic and Financial Affairs
- Eileen Modral
Enterprise Europe Network, UK
- Raffaella Bruzzone
Enterprise Europe Network, Italy
- Constantine Vaitsas
Enterprise Europe Network, Greece

SCHUBERT 2/3

Masters of failure: learning from our mistakes

How can we learn from our failures as Network members?

This participatory workshop will take a fun and humble approach to sharing our experiences of what went wrong and what we learned from them.

- Molly Rogstadius
Enterprise Europe Network, Sweden
- Adam Edström
Enterprise Europe Network, Sweden
- Theresa Ryberg Mousinho Figueiredo
Enterprise Europe Network, Sweden
- Mandy Pieksma
Enterprise Europe Network, Sweden

SCHUBERT 5/6

Top 10 ways to achieve partnering success

This interactive workshop will explore how we can be more innovative and creative in the ways we work to find the right commercial or technology partners for our clients. This includes looking at new ways of working, to leverage the 'Network effect' for the benefit of our clients.

- Jenny Lawson
Enterprise Europe Network, UK
- Triin Udris
Enterprise Europe Network, Denmark
- Tim Benzie
Enterprise Europe Network, UK
- Sabrina Wodrich
Enterprise Europe Network, Germany

Bilateral meetings

15:00 - 15:15 ▶

☕ Coffee break

15:15 - 17:00 ▶

AUDITORIUM

Closing Plenary Session and Enterprise Europe Network Award

Closing speech:

- Kristin Schreiber, Director, DG Internal Market, Industry, Entrepreneurship and SMEs, European Commission
- Julien Guerrier, Director, Executive Agency for Small and Medium-sized Enterprises (EASME)

Moderator: Katrina Sichel

19:00 - 23:30 ▶

Networking Dinner

08:45 - 09:15 ▶ ☕ Welcome coffee

09:15 - 10:15 ▶

STOLZ 1

European Defence Fund: opportunities for SMEs inside and outside the defence sector

The session will build on the experiences of the Aeronautics, Space and Dual Use Technologies Sector Group and include an update on opportunities offered by the European Defence Fund and the European Defence Agency.

- Paul Anciaux
European Commission, DG for Internal Market, Industry, Entrepreneurship and SMEs
- Emilien Watelet
Enterprise Europe Network, Belgium
- Sandro Scattareggia
Managing Director, Signo Motus srl, Italy

LEHAR 4

Doing business in Latin America and India: vast markets and challenges for European SMEs?

This interactive workshop introduces Business Cooperation Centre colleagues from Latin America and India and provides an opportunity for participants to develop future action plans for new common projects

- Géraldine Smeets
Enterprise Europe Network, Argentina
- Maisa Caixeta Nascentes
Enterprise Europe Network, Brazil
- Julio Silva
Chamber of Industry and Commerce of Santa Cruz, Bolivia
- Judith Weinberger-Singh
Enterprise Europe Network, India

SCHUBERT 2/3

Brush up on your Network knowledge in an 'escape room experience'

The ultimate power learning session!

The escape room experience enables participants to brush up their knowledge on the Network's hottest topics in a fun and interactive way. During this process, participants will gain information and insights that will enhance their day-to-day work.

- Markus Mair
Enterprise Europe Network, Austria
- Concepción Avila
Enterprise Europe Network, France
- Andrea Kindler
Enterprise Europe Network, Austria

SCHUBERT 5/6

Collaborative innovation: the Network's role in the EU innovation ecosystem

The session will explore the hub and spoke role of the Network in the EU and local innovation ecosystems. Participants will discover and exchange new tools and methods to support collaborative innovation

- Barbara Andreani
Enterprise Europe Network, Belgium
- Marco Gorini
Enterprise Europe Network, Italy
- Max Maupoix
Enterprise Europe Network, Sweden
- Hicham Abghay
Enterprise Europe Network, Germany

Bilateral meetings
National and closed meetings

10:15 - 10:45 ▶ ☕ Coffee break

10:45 - 11:45 ▶

STOLZ 1

Erasmus for Young Entrepreneurs: creating synergies with the Network

This workshop session will introduce the Erasmus for Young Entrepreneurs (EYE) programme. Building on best practices, participants will explore how to create synergies with the Network.

- István Németh
European Commission, DG for Internal Market, Industry, Entrepreneurship and SMEs
- Ivelina Fedulova
EUROCHAMBRES, Belgium

LEHAR 4

Innovation as a way to global success - how EUREKA and other programmes support global growth

This session will explore some of the initiatives that the Network can use to support businesses on the path to global growth and highlight why building relationships globally through R&D and innovation has an important role to play.

- David Golding
Enterprise Europe Network, UK
- Niki Naska
EUREKA, Belgium
- David Regeczi
Director of Public Policy, ICUnet.AG, Belgium

SCHUBERT 2/3

Clusters, Key Enabling Technologies, Digitalisation

The workshop in world-café format will help the participants to understand how to figure out the needs of different clusters, how to identify the relevant KET Centres for the local clients and how to cooperate with them. Participants will also learn how they can support their local manufacturing SMEs to get Micro Grants for transnational KET expert collaboration.

- Sonja Angloher-Reichelt
Enterprise Europe Network, Germany
- Andrew Millar
Enterprise Europe Network, UK
- Kristin Dallinger
Enterprise Europe Network, Germany
- Andrew Bates
Enterprise Europe Network, UK
- Paola Tolin
Enterprise Europe Network, Italy
- Vincent Jamier
International Projects Office, LEITAT Technological Center

Bilateral meetings
National and closed meetings

12:00 - 13:00 ▶

STOLZ 1

Opportunities for European entrepreneurs in the sharing economy – a snapshot of the system

The workshop will provide Network advisers with more information about the sharing economy in Europe and explore how the Network can support this 'new' economic sector with its existing assets, tools and expertise.

- Mona Meyer zu Kniendorf
Enterprise Europe Network, Germany
- Silvana di Bono
Enterprise Europe Network, Italy
- Lucía Dobarro Delgado
Enterprise Europe Network, Spain

LEHAR 4

SME feedback – update and discussion on future directions

The session will provide an overview of the SME feedback activities, highlighting potential links to SOLVIT. Participants will explore how SME feedback tools and activities can better suit the needs of SMEs and Network partners.

- István Németh
European Commission,
DG for Internal Market, Industry,
Entrepreneurship and SMEs
- Sylvia Vana
Federal Ministry of Science, Research
and Economy, Austria
- Marco Merlino
Executive Agency for Small and Medium-sized
Enterprises

SCHUBERT 2/3

Partnership auction session

This lively, interactive session will see Sector Group members pitching partnership profiles to participants.

A fast and effective way to find potential partners for clients and learn more about the role of Sector Groups.

- Emilien Watelet
Enterprise Europe Network, Belgium
- Rim Stroeks
Enterprise Europe Network, The Netherlands
- Daniel Gassmann
Executive Agency for Small and Medium-sized
Enterprises
- Martin Taslakov
Executive Agency for Small and Medium-sized
Enterprises

Bilateral meetings
National and closed meetings