



- 1. INTRODUCTION TO THE ENTERPRISE EUROPE NETWORK (EEN)**
- 2. HOW CAN YOU LEVERAGE ON THE EEN PLATFORM**
- 3. EEN SINGAPORE'S ACHIEVEMENTS**

Introduction to the Enterprise Europe Network (EEN)

About the Enterprise Europe Network (EEN)



- EEN is the largest business and innovation network in the world offering:
 - ✓ 600 organizations (EEN partners) on support and development of business;
 - ✓ 2.5 million EU SMEs;
 - ✓ 10,000 technology and business profiles;
 - ✓ 100+ B2B brokerage events
- The EEN Singapore Consortium comprises:
 1. **Enterprise Singapore (ESG)**
 2. **Singapore Manufacturing Federation (SMF)**
 3. **Intellectual Property Intermediary (IPI)**



EEN Singapore is a Consortium formed by Enterprise Singapore (ESG),
Singapore Manufacturing Federation (SMF), and
Intellectual Property Intermediary Singapore (IPI Singapore).



Enterprise
Singapore

In-depth facilitation of
Business Partnerships & Market Research



Overall Secretariat & facilitates
Business Partnerships



Facilitates **Tech Partnerships**
by connecting enterprises to innovation

EEN Singapore site
www.een-singapore.sg

EEN Global site
<http://een.ec.europa.eu>

Types of partnerships opportunities for Singapore SMEs

Business Partnerships Opportunities (SMF)

BUY:

- Distributing products/services from EU
- Purchase of EU products/solutions

SELL:

- Finding distributors from EU
- Selling of products/solutions to EU

Tech Partnerships Opportunities (IPI)

In-license:

- License existing EU technologies

Out-license:

- Licensing SG tech to EU partners

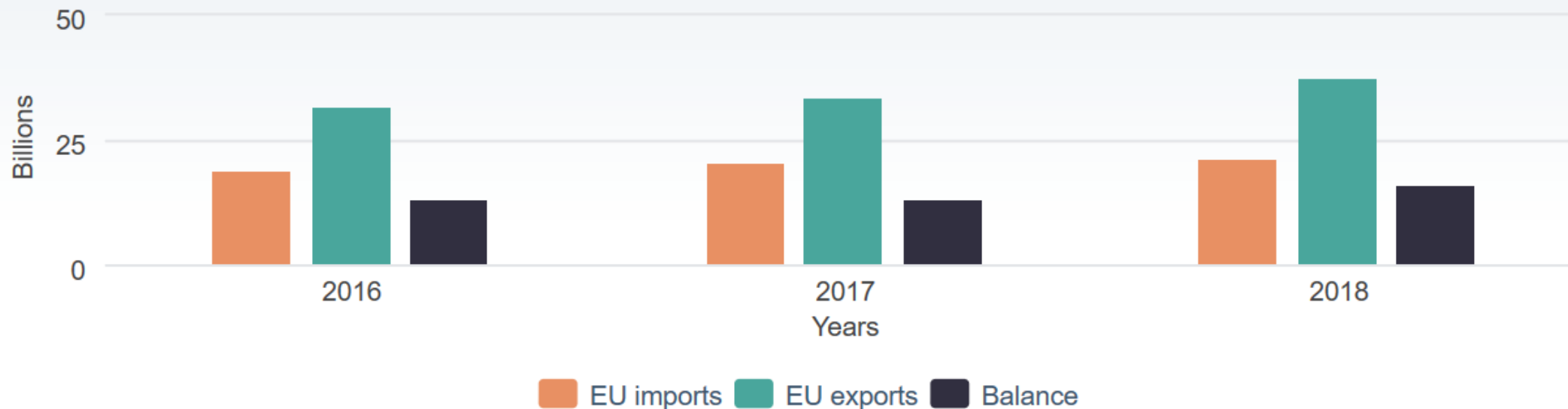
R&D cooperation:

- Research partnerships
- Co-development of new products

Trade Statistics between EU and Singapore

- Singapore is EU's largest ASEAN trading partner.
- Singapore accounts for just under 1/3 of EU-ASEAN overall trade in goods & services.
- Over 10,000 EU companies are established in Singapore and uses it as a hub or gateway to the ASEAN / APAC region.
- Singapore is the third largest Asian investor in the EU (after Japan and Hong Kong).

EU-Singapore: Trade in goods



How can you leverage on the EEN platform?

1. Register your company as an EEN member



Online Portal

Virtual business portal / marketplace to facilitate business

Register your company as an EEN member

- Simply visit this webpage:
- <http://portal.een-singapore.sg/account/register>
- Or scan the following QR code:



The screenshot displays the EEN Singapore website. At the top, there is a banner with the 'enterprise europe network' logo and the text 'enterprise europe'. Below the banner is a navigation menu with links: Home, About, Business Support, Opportunities, Events & Newsletter, Gallery, and Contact Us. The main content area features the heading 'EEN Singapore' and a paragraph describing the organization's mission and services. A 'Services' section lists various activities. On the right side, there are two widgets: 'NEWSLETTER' with a 'SUBSCRIBE' button, and 'EXISTING MEMBER' with a 'LOG IN' button and a link to 'register' for non-members.

Enterprise Europe Network
Business Support on Your Doorstep

enterprise europe

Singapore

Home • About • Business Support • Opportunities • Events & Newsletter • Gallery • Contact Us

[Home](#) > [About](#) > About EEN Singapore

EEN Singapore

The Enterprise Europe Network Singapore Centre (EEN Singapore) is one of the EEN partners located outside of Europe. EEN Singapore's main objective is to promote and assist businesses, technology and research & development partnerships between Singapore and European companies. It is a Consortium formed by Singapore Manufacturing Federation (SMF), Enterprise Singapore and Intellectual Property Intermediary Singapore (IPI Singapore). The partners in the Consortium have different specialized strengths and expertise to ensure the efficient running of EEN Singapore as well as to comprehensively cover the full spectrum of available partnership programs. Through EEN Singapore, Singapore companies will be able to tap on the branding of EEN to gain exclusive access to the network-partners-only database; which contains over 10,000 business proposals from around the world.

Services

EEN Singapore focuses on the following activities to promote and facilitate partnership agreements between Singapore and European companies :

- ✘ Promote strategic business partnerships among EU and Singapore companies
- ✘ Organize business matching and trade exhibitions to/fro Europe
- ✘ Organize business matching sessions between Singapore companies and incoming European mission delegates
- ✘ Publishing Singapore companies' profiles into EEN Singapore's database
- ✘ Seminars and outreach events to create awareness of EEN Singapore among the business community
- ✘ Matching Singapore companies' proposal with the opportunities in the Partnering Opportunity Database (POD)
- ✘ Connect Singapore companies to EU

NEWSLETTER

SUBSCRIBE

EVENTS

[B2B meetings at EMO Hanover 2019](#)
(16/09/2019) to (20/09/2019)

[More events](#)

EXISTING MEMBER

LOG IN

Non-member, please click here to [register](#)

This service is FREE OF CHARGE!

2. Use the EEN Partnering Opportunities Database (POD)



Business Profiles

Drafting business profiles to help Singapore SMEs find EU partners and vice versa

Using the EEN Partnering Opportunities Database (POD)

An online database that enables the search and publishing of partnership opportunities

➤ **Search** for partnering opportunities
(Business / Tech offers or requests)
<http://www.een-singapore.sg/opportunities/european-union>

➤ **Publish** company business/tech profiles
For business offers and requests → Contact **SMF/ESG**
For tech offer or requests postings → Contact **IPI/ESG**

Click [here](#) on how to create an Expression of Interest (EOI)

Search Sign in Help

Partnering Opportunities

Search: waste recycling Any word All words Compact View

Profile type(s):
 Business Offer
 Business Request
 Research & Development
Request
 Technology Offer
 Technology Request

Profile country of origin:
Albania
Argentina
Armenia
Austria
Belarus
Belgium
Bosnia and Herzegovina
Brazil
Bulgaria
Cameroon

Client requested:
Albania
Argentina
Armenia
Austria
Belarus
Belgium
Bosnia and Herzegovina
Brazil
Bulgaria
Cameroon

We found 135 record(s) for your query.

Last Modified:	Title of Profile	Country	Type	Publish Date
A week ago	Russian waste recovery company is looking for technical cooperation	Russia	Tech. Request	2018-01-04
A month ago	Russian manufacturer of equipment for environmental friendly recycling is looking for partners for cooperation under...	Russia	Bus. Offer	2017-08-07
A quarter ago	A Czech company offers disposal and recycling of used beverage cans via services agreement	Czech Republic	Bus. Offer	2018-02-28
A year ago	French upcycling company looking for distributors such as sustainable furniture outlets	France	Bus. Offer	2017-04-21
	A UK company specialised in the recovery of precious metals from industrial scrap and waste is looking for agents in the...	United Kingdom	Bus. Offer	2018-04-17
	Polynesian company specialized in the collect and transportation of dangerous waste is searching for partners providing...	France	Bus. Request	2018-05-30
	An Italian company providing innovative collection bins that enable separate collection of household waste is looking...	Italy	Bus. Offer	2017-03-07
	The Polish company utilizes hazardous and industrial waste of organic origin in the quasi-pyrolysis process with...	Poland	Bus. Offer	2018-06-06

Creating a profile and responding to opportunities

Sample EEN profile

Profile View

Novel anti-drone solution

If you would like more information about the profile please click **Request More Information**. You will be directed to a new page where you will need to provide some information about yourself/your business cooperation needs and submit your expression of interest in the profile. A Network Partner will then contact you to discuss your interest in greater detail.

[Close](#) [Request More Information](#)

Details	
Title:	Novel anti-drone solution
POD Reference:	TOSG20180301002
Summary:	With the rapid growth of the drone industry, concerns over potential threats to security and privacy have escalated. Drone activity has also disrupted and threatened civil aviation traffic. To counter these threats, a Singapore-based technology startup has developed a novel anti-drone system that is capable of taking over the control of errant drones which penetrate restricted flying zones. The company is looking for SMEs/MNEs (Multinational comp) to license its innovative anti-drone technology.
Description:	<p>The Singapore-based startup which specializes in cyber security, has developed a cutting-edge solution to take over control of intruder drones.</p> <p>The company has a diversified and qualified team of R&D professionals who are focused on developing user-friendly and practical solutions for the global cyber security space.</p> <p>The company has a global footprint and provides cyber security solutions for clients spread across five continents. Unlike conventional anti-drone systems that jam the frequency of drones and/or destroy them, the company's unique solution takes control of the drone and disables the drone flight controller if it enters restricted territory.</p> <p>Intruding drones could carry payloads of explosives or pose a safety hazard to vulnerable targets, such as government buildings, military and police bases, transmission stations, airports, and power plants.</p> <p>The anti-drone technology to mitigate potential disruptive events has been successfully tested and the company is looking to partner with companies that are interested in licensing its technology.</p> <p>The Singapore startup is keen to work with SMEs of any size or MNEs in a licensing partnership.</p>
Advantages and Innovations:	<p>The solution offers a wide range of commercial and technical advantages including the following:</p> <ul style="list-style-type: none">It is capable of scanning all frequency bands of Wi-Fi 2.4GHz and 5.0GHz as well as RF 2.4GHz and 5.8GHz.It can list and filter all the drones in a coverage area on the basis of SSIDs, MAC addresses, and drone types. The coverage area can be customised, depending on antenna gain and signal strength.

➤ To express interests for an EU profile:

- [Log in](#) to the EEN POD to submit an Expressions of Interests (EOI) on behalf of the SG company or
- Approach EEN Secretariat to submit the EOI

➤ To help a Singapore SME post a profile:

- Log in to the EEN POD to create the profile directly or contact:
 - ➔ SMF/ESG for business offers/requests
 - ➔ IPI/ESG for tech offers/requests

Offline profile upload templates:



EEN Business Offer Template



EEN Business Request Template



EEN Tech Offer Template



EEN Tech Request Template

3. Finding partners through EEN Brokerage Events



1-1 business matching

Introduction to potential partners



B2B Brokerage Events

Invitation to EEN supported events in Singapore and EU

Finding partners through EEN Brokerage Events

Past EEN-Registered events organised by EEN Singapore with EU EEN partners:

Italian Innovation Series cum brokerage event



B2B meetings & Networking session with Czech Mission Delegation



German Singapore Trade Forum

21st May 2019



Singaporean-German Chamber of Industry and Commerce
Deutsch-Singapurische Industrie- und Handelskammer

B2B meetings & Networking session with Romanian Mission Delegation



Conversation with the British High Commissioner
HE SCOTT WIGHTMAN
Brexit and United Kingdom Going Forward

13th May 2019



British High Commission
Singapore

Finding partners through EEN Brokerage Events

Past EEN-Registered events organised by EEN Singapore with EU EEN partners:

B2B meetings
& Networking session with
Greek Mission Delegation

29th May 2019



B2B meeting at
Interpol World 2019

2 - 4th July 2019



TECHINNOVATION
SINGAPORE 11 - 13 NOV 2019

Discover, Connect & Collaborate at Asia's
leading technology-industry brokerage
event!



www.medica.de

Leading International Trade Fair

DÜSSELDORF, GERMANY
18-21 NOVEMBER 2019

Member of  MEDICAlliance



**WORLD
FORUM
FOR
MEDICINE**

Healthcare Brokerage @ Medica 2019 18-20 Nov 2019

Finding partners through EEN Brokerage Events

Upcoming EEN-Registered events organised by EEN Singapore with EU EEN partners:



31 MAR – 3 APR 2020
SINGAPORE EXPO



FHA FOOD & BEVERAGE
3 months away!
REGISTER NOW >>
VIEW EXHIBITORS

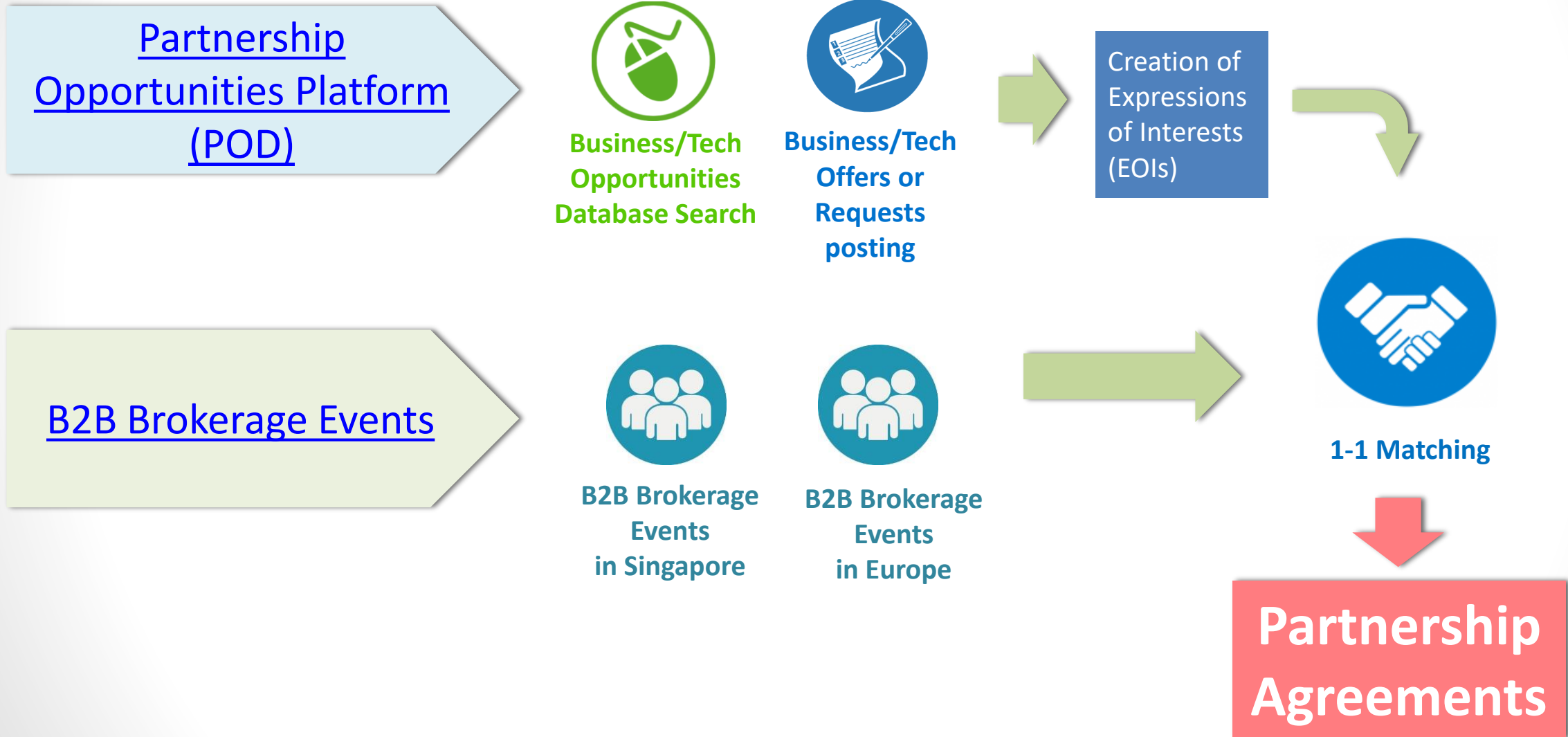
HALL 6
SINGAPORE PAVILION
Booth Number: 6J1-01 to 6M3-08

HALL 6
SAFE PAVILION
Booth Number: 6G5-01 to 6K5-07

HALL 3
SINGAPORE HALAL PAVILION
Booth Number: 3C4-01

EEN's Events calendar: <https://een.ec.europa.eu/content/events-0>

Partnership Agreements Achieved!



Enterprise Europe Network (EEN)

Singapore's Achievements

EEN Singapore's Achievements to date (2015 – 2019)

1742

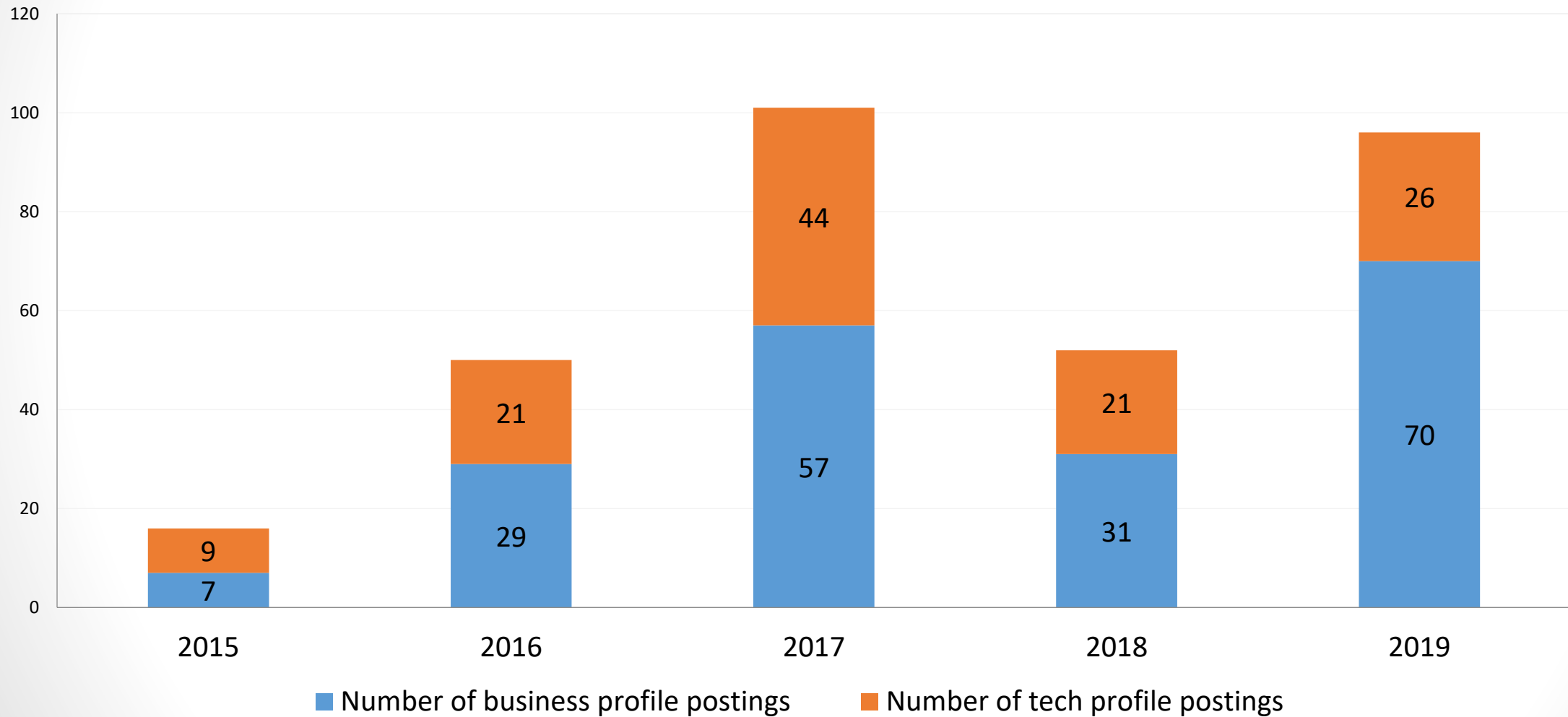
EEN
Members

64

Brokerage
Events
Organised/
Co-organised

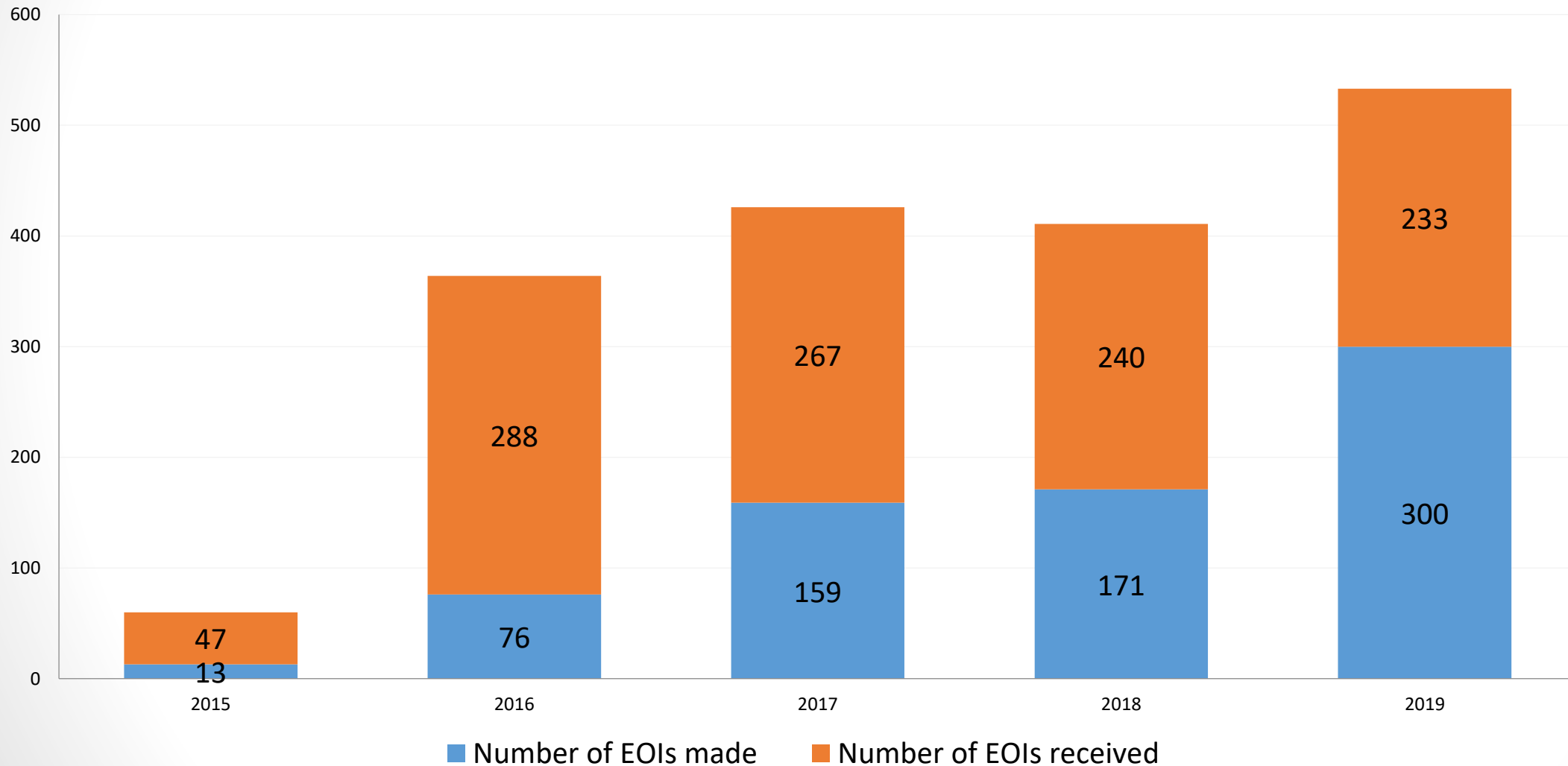
EEN Singapore's Achievements to date (2015 – 2019)

Business/Tech Profiles Postings (315)



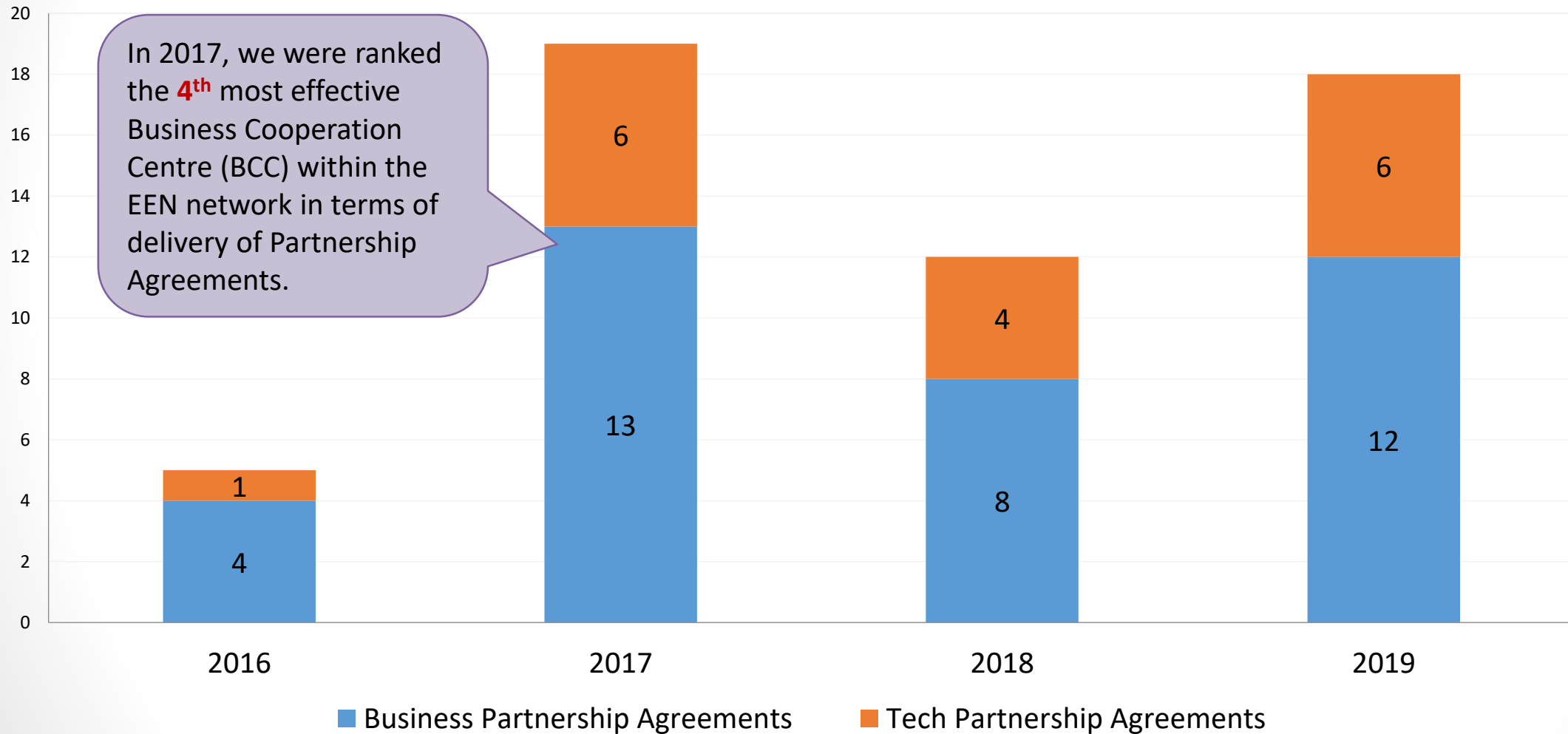
EEN Singapore's Achievements to date (2015 – 2019)

Number of EOIs made/received (1794)



EEN Singapore's Achievements to date (2015 – 2019)

Partnership Agreements Achieved (54)



Success Stories from leveraging EEN's platforms

Success Stories in: ICM/IOT

Tech and business partnership agreement for anti-drone tech offer by SG company

Source of partnership: EEN Partnering Opportunities Database (POD)

SG-based company:

- Cyber security startup that has developed a cutting-edge solution to take over control of intruder drones.

EU SME (from Netherlands):

- Solutions provider in homeland security.

How the partnership came about:

- The **anti-drone tech solution** tech offer was published on the **EEN POD**.
- The POD profile generated several Expressions of Interests, one of which was from the Netherlands SME represented by their EEN partner.
- They would be keen on a business and technical development partnership opportunities in developing new products for its clients.
- Both companies were connected through facilitation by IPI and the Netherlands EEN partner.

Type of Partnership:

- Non-exclusive technology and business partnership agreement
- The technology will be integrated into the products offered by the Netherlands SME to its customers in Europe and in the Middle East.



System integration commercial partnership between Singapore and Spanish SME

Source of partnership: EEN Partnering Opportunities Database (POD)

SG-based company:

- Provider of integrated solutions of communication, navigation and automation systems for the marine and offshore oil & gas industries.

EU SME (from Spain):

- Provider of marine ship machinery and systems.

How the partnership came about:

- The business offer of the SG-based company was published on the **EEN POD**.
- The POD profile generated several Expressions of Interests, one of which was from the Spanish SME represented by their EEN partner.
- The Spanish company was keen in implementing the SG-based company's integrated systems for their customers.
- Both companies were connected through facilitation by SMF and the Spanish EEN partner.

Type of Partnership:

- Commercial Agency Agreement with Technical Support
- The integrated systems will be integrated into the systems offered by the Spanish SME to its customers worldwide



Success Stories in:

MANUFACTURING / PE / MEDTECH

Tech Partnership on 3D Vision Robotic Bin Picking

Source of partnership: EEN brokerage event – TechInnovation 2017

SG-based company:

- SodaVision is an industrial equipment and solutions provider that specializes in machine vision and imaging technologies.

EU SME (from Slovakia):

- Photoneo is the developer of an award-winning patented technology of advanced 3D vision cameras for smart vision systems.

How the partnership came about:

- Both companies connected at TechInnovation 2017, an EEN-brokerage event when Photoneo participated as an exhibitor.

Type of Partnership:

- Discussions led to an agreement for a co-innovation partnership in 3D bin-picking technology.

Article writeup: <http://www.ipi-singapore.org/success-stories/3d-vision-enables-robotic-bin-picking>



SODAVISION

Photoneo
focused on 3D

Distribution partnership between Singapore and Polish SME

Source of partnership: EEN Partnering Opportunities Database (POD)

SG-based company:

- A producer of innovative reagents from the miRNA area.

EU SME (from Poland):

- Company that operates in the field of medicine and personalized oncology technologies.

How the partnership came about:

- The business offer of the SG-based company was published on the **EEN POD**.
- The POD profile was picked up by the Polish EEN Partner and an Expressions of Interest was generated on behalf of the Polish-based company.
- Both companies were connected through facilitation by SMF and the Polish EEN partner.

Type of Partnership:

- Distributorship Agreement.
- Polish company will be the distributor for SG-based company's products into the Polish healthcare sector.



Success Stories in:

URBAN SOLUTIONS / CLEANTECH

Tech Partnership on novel compact water purification system

Source of partnership: EEN brokerage event – TechInnovation 2017

SG-based company:

- Liquinex is a design and engineering company specializing in environmental technologies for the treatment and recycling of industrial wastewater.

EU SME (from Sweden):

- LightLab develops and licenses UV technologies for disinfection of water, air, and surfaces.

How the partnership came about:

- Lightlab participated as an exhibitor in TechInnovation 2017, an EEN brokerage event where its tech offer remained active even after the event through the posting on the IPI Online Marketplace by IPI, the organiser of TechInnovation.
- The tech offer caught the attention of Liquinex who was interested to incorporate LightLab's technology in its existing purification system.

Type of Partnership:

- Further to IPI's introduction, both parties agreed to collaborate to develop a next generation compact water purification system in a suitcase for humanitarian/disaster relief application.

A copy of the press release can be found at: <http://liquinex.com/#lightlab> .



LIGHTLAB®

Success Stories in: FOOD / AGRI

Tech Partnership on Smart labels to ensure food safety in cold chain logistics

Source of partnership: EEN brokerage event – TechInnovation 2015

SG-based company:

- Voyager Venture is a startup that invests in innovative technologies for food & beverage, healthcare, biotechnology sectors

EU SME (from Sweden):

- Tempix provides a low cost printable smart label capable of detecting exposures to temperature variations beyond a programmed level.

How the partnership came about:

- Voyager Venture was interested in adopting technologies for food safety and cold chain management.
- IPI introduced the company to Tempix which exhibited their technology in exhibited TechInnovation 2015, an EEN brokerage event .

Type of Partnership:

- Both companies agreed to form a joint venture to introduce solution to Singapore and Southeast Asia markets to better manage the handling, storage of temperature-sensitive food items.



Distribution partnership between Singapore and Italian SME

Source of partnership: EEN Partnering Opportunities Database (POD)

SG-based company:

- Ares Konsultant Pte Ltd is a company that procures wine for restaurants and bars

EU SME (from Italy):

- Azienda Agricola Giovanni Rosso is a family-owned producer in the heart of the Barolo commune of Serralunga d'Alba, that produces high quality red wines and the grape, Nebbiolo, an Italian red wine grape variety predominantly associated with its native Piedmont region.

How the partnership came about:

- The Singapore company met the respective EU SME during a wine procuring trip to Europe for its F&B clients. EEN Singapore was informed of the impending business deal and followed up with the Italian EEN regional counterpart for this partnership agreement.

Type of Partnership:

- Distributorship Agreement.
- The Singapore company will be the distributor for the EU SME's red wine into the Singapore F&B market.



Stay engaged, updated with the latest innovation and opportunities



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