

Client's Interest / Requirement	Regional Service / Provider
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Interested in overseas markets for own product/technology

Has a product already on the market	Wants to export but need to develop export strategy / require in depth exporting advice	Passport to Export / Export Marketing Research Service (EMRS)	East of England International/UKTI Tel: 0845 641 9955 trade@eeia.com
	Needs help researching routes to market outside the UK	Overseas Market Introduction Service (OMIS) / Export Marketing Research Service (EMRS)	
	Needs help finding trade intermediaries (distributors, agents etc) in Europe (EU members & neighbouring countries)	Publication of Business Co-operation profile across Enterprise Europe Network	Enterprise Europe Information Team Tel: 0845 600 9158 m.murphy@businesslinkeast.org.uk
Has a product, technology or process which is already on the market <i>and</i> is innovative	Needs help finding partners to license, manufacture, market and/or distribute the product in Europe	Sourcing potential partners through Enterprise Europe Network (e.g. publication of technology offer, targeted approaches etc.)	Enterprise Europe Technology Team Tel: 0845 313 2546 a.goldsbrough@businesslinkeast.org.uk
Has an innovative process, product or technology developed but not yet on the market. Or wants to explore new markets/ applications	Needs help finding partners to license, manufacture, market and/or distribute the product in Europe. Or needs to find partner to help further develop the concept/application		

Interested in finding new products or technology

Is interested in expanding their range of products/services	Wants to act as intermediary or trade agent for another European company. Or is looking for a franchise.	Publication of Business Co-operation profile across Enterprise Europe Network	Enterprise Europe Information Team Tel: 0845 600 9158 m.murphy@businesslinkeast.org.uk
	Needs help finding new innovative products or technology to acquire from elsewhere in Europe	Sourcing partners through Enterprise Europe Network (e.g. technology request, monitoring offers, alerts)	Enterprise Europe Technology Team Tel: 0845 313 2546 a.goldsbrough@businesslinkeast.org.uk

Is looking for a technological solution	Needs help finding technology/expertise to solve a problem or to complete own product development	Sourcing partners through Enterprise Europe Network (e.g. technology request, monitoring offers, alerts)	Enterprise Europe Technology Team Tel: 0845 313 2546 a.goldsbrough@businesslinkeast.org.uk
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Interested in overseas trade fairs/exhibitions/missions

Partnering	Wants to attend a trade fair in Europe and have face to face meetings pre-arranged with potential partners, licensees or customers.	Brokerage Events at selected exhibitions around Europe – calendar available	Enterprise Europe Technology Team Tel: 0845 313 2546 a.goldsbrough@businesslinkeast.org.uk
Exhibiting	Wants to exhibit at an overseas trade fair and acquire funding to support costs. And /or interested in 'Meet the Buyer' events.	Tradeshaw Access Programme	East of England International/UKTI Tel: 0845 641 9955 trade@eeia.com
Missions	Wants to take part in market visits and/or supported overseas missions.	Market Visit Scheme / Overseas Market Introduction Service (OMIS)	

Interested in EU funding

Information on Funding schemes	Needs to know what is available and/or how to apply	Information Provision	Enterprise Europe Information Team Tel: 0845 600 9158 m.murphy@businesslinkeast.org.uk
Research & Development Funding	Needs help finding collaborative partners whether SME's, large companies or university/research establishments. Or interested in joining R&D projects.	Publication of R&D partner search profile; notifying of other R&D partner searches	Enterprise Europe Technology Team Tel: 0845 313 2546 a.goldsbrough@businesslinkeast.org.uk
	Needs help developing an FP7 project proposal and consortium and/or help with the bid writing	Pera/EEDA FP7 Support Programme	PERA Tel: 01664 501484 Chris.woodward@pera.com

Needs Information & Advice on international issues			
Exporting	Needs general information on how to go about exporting for the first time	Support from an International Trade Advisor	East of England International/UKTI Tel: 0845 641 9955 trade@eeia.com
EU legislation/regulations in other EU countries	Needs to know what EU legislation affects their business or what regulations are in place in other European countries	Information provision	Enterprise Europe Information Team Tel: 0845 600 9158 m.murphy@businesslinkeast.org.uk
Establishing a presence in another EU country	Wants specific information about doing business in an EU country (e.g. licences needed before trading, employing locals, type of taxation etc)	Information provision	
Problem Solving	Needs to know what to do if had a bad experience with an EU supplier/distributor	Information provision	
EU SME feedback	Wants to feedback where EU legislation is having a negative impact on business	Anonymous feedback on EC database	
Documentation	Needs to know what documents are needed for import to EU from non EU country, export to non EU country	Information provision	
	Needs info on CE Marking / standards		
	Needs import certificates, EC Certificates of Origin etc	Documentation provision	Chamber of Commerce www.britishchambers.org.uk
EU Tenders	Wants to be notified of opportunities to tender for public sector contracts in the UK and Europe	Tenders Alert Service	Enterprise Europe Information Team Tel: 0845 600 9158 m.murphy@businesslinkeast.org.uk
Languages	Wants to learn how to communicate better with overseas customers and suppliers	Export Communications Review	East of England International/UKTI Tel: 0845 641 995 trade@eeia.com
		Staff language training, recruitment of staff with language skills, web localisation, interpreting etc	Regional Language Network (RLN East) Tel: 01223 202815 davidowen.uktradeinvest@eeda.org.uk