



EU4Business

EUROCHAMBRES

# EU4BUSINESS: CONNECTING COMPANIES



# SUBGRANTED ACTIONS

FACTS  
AND  
RESULTS



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# ABOUT THE SUBGRANTED ACTIONS



One of the main focus of the EU4Business: Connecting Companies (EU4BCC) project was the implementation of Subgrants. These involved strategic activities such as Twinnings (10-month long), B2B Matchings (6 months), and Study Visits (4 months). The main aim of the action was to strengthen Business Supporting Organisations (BSOs) and Small and Medium Enterprises (SMEs) in Eastern Partnership (EaP) countries, helping them expand internationally and create new opportunities for cooperation with the European Union (EU). Among other benefits, the actions contributed to the creation of the new business relationships between the EU and the EaP SMEs, encouraged sharing of best practices and led to the development of a number of sector specific services among the participating BSOs.

The actions were implemented by BSO partnerships: either partnerships of 2 BSOs (1 from the EU and 1 from the EaP) or 4 BSOs (2 from the EU and 2 from the EaP).

The implementation of the activity started on 01/07/2021 and was interrupted by the temporary suspension of the EU4BCC project on 15/07/2022 in response to the war in Ukraine. The implementation was resumed on 15/05/2022 and continued until the official end of the activity on 31/12/2022.

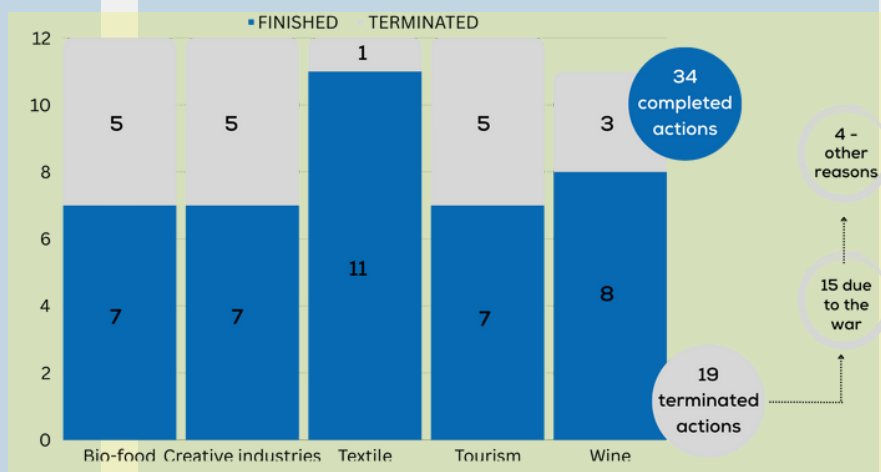
Due to a number of challenges, only 34 actions were fully completed, while 19 actions were terminated before the end date of the implementation. Out of the 19 actions, 15 were directly connected with the war in Ukraine (actions involving BSOs from Ukraine or affected by flight restrictions due to the war). Four actions were terminated either due to the political unrest in Belarus or due to internal management issues of the BSOs.

The main goal of the activity was to increase competitiveness of EaP SMEs by increasing their capacities, improving access to the relevant services, and, ultimately, by promoting trade.

A total of 59 actions received grants covering 5 economic sectors: bio-/organic food, creative industries, textile, tourism, and wine. Out of 59 actions, 7 were twinings, 19 B2B matchings and and 33 study visits.

Eurochambres and the sectoral consortia selected the subgranted actions through two open calls for proposals.

Due to the Covid-19 restriction, a significant number of actions were implemented online.




Despite the reduced number of completed actions, the results achieved through subgrants exceeded expectations

# PARTIES INVOLVED


## EUROCHAMBRES

- 
- Project coordinator
  - Signed a grant contract n° ENI/2019/411-865 with the European Commission to implement the EU4BCC project

## 5 SECTORAL CONSORTIA

- 
- EU4BCC implementing partners
  - One consortium per sector
  - 17 Chambers of Commerces (CCIs) from the EU and the EaP involved

## IMPLEMENTING BSOs

- 
- 98 EU and EaP BSOs, including the CCIs, in charge of implementing 59 actions
  - Recipient of the subgrants

## FINAL BENEFICIARIES

- 
- EU-based BSOs: 178
  - EaP-based BSOs: 148
  - EU-based SMEs: 438
  - EaP-based SMEs: 504

# SUBGRANTED ACTIONS IN NUMBERS



**59**

Sub-grants

**98**

implementing BSOs

Distributed among five economic sectors:

- 29 B2B matchnig
- 7 Twinnings
- 33 Study visits

**1,268**

Final  
Beneficiaries

BSOs and SMEs from the EU and the EaP countries:

**326**  
BSOs

**942**  
SMEs

Over

**1,700**

Business Meetings

Over

**2,000**

additional EaP SMEs reached by the actions

**51**

New services developed by the participating BSOs

**56**

MoUs between BSOs

**51**

cooperation/commercial contracts between the SMEs

**29**

Other types of cooperation between SMEs and BSOs

**58**

Marketing / branding plans developed

Over

**130**

SMEs started a new form of cooperation with another SMEs

Over

**100**

video testimonials and stories