

CASE STUDY

“Overview of Enterprise Europe Yorkshire Services”

Tenders Information Service

A marketing and creative agency in South Yorkshire contacted Enterprise Europe Yorkshire because it wanted to expand its activity into the public sector market. By registering with the Tenders Service, it now receives daily updates on contract opportunities relevant to its business and has successfully bid for a number of contracts, for example with English Heritage and Yorkshire Forward.

Enquiry Service

An aromatherapy products supplier based in Yorkshire called Enterprise Europe as it was planning to sell its range in four European countries and needed to know what rules and regulations applied in each. By carrying out research and contacting colleagues in the target countries, the team was able to supply information for each of the countries, data that proved really helpful to the firm. The company's sales manager said: “I just want to thank you very much for the excellent and detailed information you send to me and express how helpful it is to be able to contact you and ask this sort of question”

Partner Search Service

A West Yorkshire-based marketing and language services consultancy company contacted Enterprise Europe Yorkshire because it was interested in working with like-minded firms elsewhere in Europe. The team worked with the firm to draw up a profile of the company and the desired partner and then submitted this to the Business Cooperation Database of the Enterprise Europe Network for matching. Within a month, a German firm expressed an interest and the two companies are now discussing future collaboration.

European Funding for Research & Development

Following a referral from York-England.com, Enterprise Europe Yorkshire were requested to contact a North Yorkshire based seafood SME in order to discuss opportunities for research funding. A meeting followed, at which a strategy for engagement in collaborative research was developed. As part of this plan the SME approached their existing network of contacts, resulting in an invitation to join a consortium led by a Scottish trade association that was preparing a Framework Programme 7 proposal. The SME was successful in negotiating a partner role in the bid just before the call deadline.



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