

Business development programmes – Cooperation possibilities

Magnar Ødelien, Innovation Norway

Business Development, Innovation and SMEs Programmes

Country	EEA/ Norway Grants
Bulgaria*	28,5
Croatia*	23,0
Estonia	23,0
Greece*	21,5
Latvia	12,5
Lithuania	14,0
Poland	85,0
Portugal	62,0
Romania*	45,7
Slovakia	20,0



Who can participate?

Who can apply for EEA Grants?

- Applicants must be from the **private sector in the beneficiary states**
 - Branches of Icelandic companies can apply,
 - but in this the Icelandic mother company cannot become partner
- Applicants need to be registered according to national regulations
- Documented ability to implement a project (technologically, financially, human resources).



Who can become partners in projects?

- Registered entities in Donor States (Iceland, Liechtenstein and Norway)
- Partners can be from private sector, research institutes, universities, NGOs, public institutions
- = any type of legal entities



Areas of support

Green industry innovation (Romania, Greece, Slovakia)

Projects aiming at improvement of the environmental performance of enterprises;

- Environmental innovation
- Greening of new or existing enterprises
- Entrepreneurship

Specific priorities in each Beneficiary State



Blue Growth (Romania and Greece)

- **Broad definition:** (EU) maritime development, aquaculture, coastal tourism, marine biotechnology, ocean energy and seabed mining.
- **maritime projects:** such as technology development, maritime safety, inland water and marine projects, including port operations, energy efficiency in ships, and new control systems.
- **Environmental friendly shipping solutions,** incl. energy efficiency measures, LNG hybrid solutions, and zero emission solutions such as electric operatio



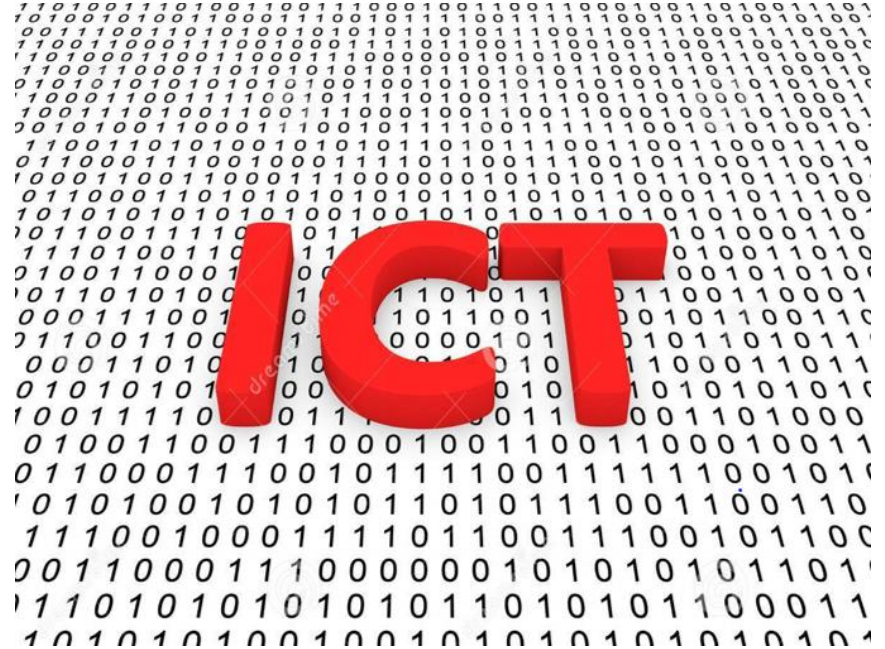
Welfare technology (Slovakia)

- Development of products and solutions, not investments
- Tele medicine
- Smart houses
- Solutions for people with disabilities




ICT (Romania, Greece and Slovakia)

- Not so much defined in the blue book
- ICT as horizontal issue or sectoral?
- Product/process/service development using ICT component and development of ICT products/process/services



Results from the previous period

A young boy with blonde hair, wearing a green t-shirt and blue and white plaid shorts, is watering a small green plant in a field. He is holding a metal watering can and pouring water onto the plant. The background is a blue sky with white clouds. The boy is standing on a grassy hill.

**Realisation of business
opportunities of
greening of the
European economy**

GOOD FOR BUSINESS AND GOOD FOR THE ENVIRONMENT!

Some green effects – Green Industry Innovation



The projects in Bulgaria led to the re-use or recycling of almost 70.000 tonnes of waste, which is six-and-a-half times the mass of the Eiffel Tower.

Some green effects – Green Industry Innovation

Reduced emissions

~ 167 000 Norwegian cars over
one year

aggregated results from
Bulgaria, Romania, Poland



Partnerships

How to find a partner?

- Make use of matchmaking/speeddating possibilities
- Travel grant schemes

- Use our partner search database

<http://www.innovasjon Norge.no/eea-norway-grants> -> under **find a partner** you can register a profile



Find a partner

List of registered profiles

[Check out the list of already registered profiles \(updated November 1st, 2018\).](#)

Please keep in mind that the submissions have not been checked for quality, eligibility or potential success of the described project idea.

See also the [Research partner database](#) established by the Research Council of Norway: This data base may be interesting for companies looking to participate in research projects under the EEA Norway Grants.

On this page you can submit your partnership proposal, which will be made available to the public on this website.

Make sure you have read our hints about [Who can apply](#), so your partnership proposal has a greater chance to succeed.

Please also note that the submission and publication of the proposal happen upon request by the submitting party. The latter is responsible for the content. Innovation Norway does not bear any responsibility for the quality, eligibility or success of the described project idea.

Advice for those who want to get involved with EEA Grants

1. Be prepared – know as much as possible about the programme, the market, and business opportunities before the call is launched
2. Take your time to get to know your future partner well before you sign the contract
3. Visit the company in the partner country - you can apply for travel support
4. Make sure there is the economic and financial basis required to take the project to a successful conclusion
5. Consider participating in an innovative project involving development demonstration and piloting of new solutions, processes and products
6. Make sure to have sufficient time and resources for the project administration



Iceland
Liechtenstein
Norway grants



Norway grants

