



D.1.3 Catalogue of strategic business partners, intermediary organizations, and other relevant EU-funded projects for the EXTRA LIGHT internationalization goals

Deliverable Control Page			
Deliverable Title	Catalogue of strategic business partners, intermediary organisations and other relevant EU-funded projects for the EXTRA LIGHT internationalization goals		
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Short Description	A catalogue of PPs' national and European business intermediaries and SME support organizations (like EEN, Foreign Chambers of Commerce, Trade Offices, Embassies, Ministries of Foreign Affairs, national and regional export offices etc.) from target countries, and also relevant EU-funded projects, will be developed to support the EXTRA LIGHT consortium internationalization goals and implementation strategy. The catalogue will be public in order to be of support also for other clusters and stakeholders outside the partnership.		
Contributors	LIV, ELCA, CL, BIC		
Type R = Report, DEC=Websites, videos etc. O = Other,	Report		
Language	English		
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D.1.3 Catalogue of strategic business partners, intermediary organizations, and other relevant EU-funded projects for the EXTRA LIGHT internationalization goals

INDEX

1 - STRATEGIC APPROACH FOR THE SELECTION OF ENTITIES AND SPECIFIC EXPERTISE, ROLE AND ADDED VALUE	4
2 - LIST OF EU COMMISSION PARTALS.....	6
2.1 - DG Trade / Access2Markets.....	6
2.2 - DG Internal Market, Industry, Entrepreneurship and SMEs.....	8
3 - LIST OF KEY PARTNERS IDENTIFIED BY THE CONSORTIUM	9
3.1 - Strategic business partners – Private consulting firms.....	9
3.2 - Public consulting firms – Export advisors	14
3.3 - Public Authorities & Agencies.....	18
3.4 - Business Associations & Chambers of Commerce.....	29
4. RELEVANT EU-FUNDED PROJECTS AND OTHER INITIATIVES ADDRESSING PUBLIC PROCUREMENT MATTERS IN EUROPE AND TARGET COUNTRIES	32



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D.1.3 Catalogue of strategic business partners, intermediary organizations, and other relevant EU-funded projects for the EXTRA LIGHT internationalization goals

PREMISES

In a recent study (2021) published by the EU Commission / Directorate-General for Internal Market, Industry, Entrepreneurship and SMEs regarding the analyses of SMEs' needs in public procurement, they indicate several barriers that make difficult for SMEs to participate in and win tenders¹. Further to the feedback the EXTRALIGHT Consortium agrees that easier access to public procurement markets can help SMEs find new opportunities and grow. In a time of crisis, greater SME participation in public procurement can also make a significant contribution to economic recovery. Being a public sector supplier with long-term contract commitments may shield a company against recession. Moreover, as subcontractors of larger firms in public procurement, SMEs could increase their business opportunities while reducing cash flow volatility and other risks. The strong involvement of SMEs in public procurement also allows contracting authorities to considerably broaden their potential supplier base and benefit from more competition for public contracts.

For this purpose, the EXTRALIGHT Consortium, under the coordination of the Catalan lighting cluster, has defined a common catalogue of strategic business partners, intermediary organizations, relevant intermediary bodies and potential business support entities that can support to collect information on the public procurement actors and procedures in the USA, Canada and Japan. Moreover, the project partners have identified and developed synergies with other projects an initiative implemented under COSME Program as for example the project GOOSE, S-ACCESS, PRO-SME with which we share target markets. The Catalogue will be kept constantly updated by the partners in view of a long-term cooperation.

This deliverable D 1.3 contains 2 sections:

1. Strategic approach for the selection of entities and specific expertise, role and added value
2. List of key partners identified by the Consortium to support their internationalization goals in the target markets
3. Relevant EU-funded projects and other initiatives addressing public procurement matters in Europe and in target Countries.

¹ European Commission, Directorate-General for Internal Market, Industry, Entrepreneurship and SMEs, Bas, P., Hausemer, P., Kruger, T., et al., Analysis of the SMEs' participation in public procurement and the measures to support it : final report, Publications Office, 2020, <https://data.europa.eu/doi/10.2873/417621>



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D.1.3 Catalogue of strategic business partners, intermediary organizations, and other relevant EU-funded projects for the EXTRA LIGHT internationalization goals

1 - STRATEGIC APPROACH FOR THE SELECTION OF ENTITIES AND SPECIFIC EXPERTISE, ROLE AND ADDED VALUE

Traditionally, international public procurement was perceived to be the domain of large and well-established multinational enterprises. However, due to the globalization of markets, the reduction of trading barriers and the enhancement of advanced information and communication technologies the international business environment has changed and enabled small and medium-sized enterprises in to become present in international markets improving their performance on public procurements.

Analyzing the statistics and findings provided by the EC Directorate-General for Internal Market, Industry, Entrepreneurship and SMEs in their latest study on SMEs performance in public procurement ², it is highlighted that SME participation in above-threshold EU procurement seems to be slowly increasing over time.

To explain what we meant by “above-threshold EU procurement” we provide a short brief on the public procurement classification in the EU. All public procurement procedures in the European Union are carried out on the basis of national rules. For higher value contracts, these rules are based on general EU public procurement rules. The value limits (thresholds) that mark when EU rules are used depend on the subject of the purchase, and who is making the purchase. These above-threshold EU procurement thresholds are revised regularly and the amounts adjusted slightly.

The main limits are:

- EUR 140 000 for most types of services and supplies purchased by central government authorities
- EUR 5 382 000 for construction contracts

For lower value tenders, only national public procurement rules apply but the general EU principals of transparency and equal treatment should be respected.

The share of contracts won by SMEs and their contract value has increased between 2011 and 2017. SMEs also show a net increase in participation in public procurements. In contrast, the success of SMEs in below-threshold procurement seems to be diminishing.

SMEs win more contracts in procurement related to works and services as well as in manufacturing and construction. Factors such as the type of contracting authority or its location; the tender procedure used; involvement of central purchasing bodies or the use of specific procurement practices have little impact on win rates.

² Analysis of the SMEs' participation in public procurement and the measures to support it - 697/PP/GRO/IMA/18/ 1131/10226 Final report, by Patrick de Bas, Pierre Hausemer, Thomas Kruger, Lison Rabuel, Jan Maarten de Vet, Maté Vincze October – 2019. PDF ISBN : 978-92-76-09142-4 – DOI : 10.2873/417621 – NC : ET-02-19-588-EN-N

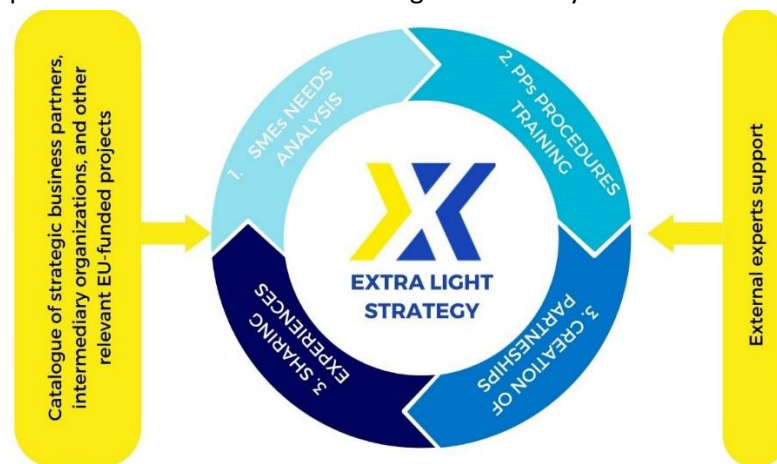


D.1.3 Catalogue of strategic business partners, intermediary organizations, and other relevant EU-funded projects for the EXTRA LIGHT internationalization goals

As described in the *EXTRA LIGHT Joint International Public Procurement strategy* the plan of the EXTRA LIGHT Consortium to support their SMEs includes 4 different steps:

1. **SMEs NEED ANALYSIS** – Definition of SMEs requests;
2. **PPs PROCEDURES TRAINING** – set up the information; understanding the rules
3. **CREATION OF PARTNERSHIPS** – Define partnership's organisation to support the EXTRA LIGHT Consortium; choose optional type of collaboration across border mapping of partners and joint ventures; opportunities and barriers
4. **SHARING EXPERIENCES** – Business cases, build trust.

The implementation of this strategic plan requires continuous external support, on the one hand, from strategic business partners, intermediary organizations and other EU-funded projects and, on the other hand, from private consultants for the training and advisory services.



In this context, the Catalogue contains the catalogue of strategic business experts and organizations based in both Europe and in target Countries. The profiles of our network have been chosen taking into account the needs identified by the companies interested in taking part in the public tender procedures.

Following the recommendations offered by the European Commission to further strengthen participation of SMEs in public procurement in the future, the strategic approach wants to capitalize the high wealth of information and experience gained by the network of public and private entities responsible for supporting SMEs and managing public procurement databases.

Starting from the wide network of entities cooperating with the EU Commission and other EU projects, the EXTRA LIGHT Consortium has selected a list of Entities, considering their specific expertise, role and added value specified in the next paragraph. The Catalogue also includes further direct contacts made available by the EXTRA LIGHT clusters and their companies



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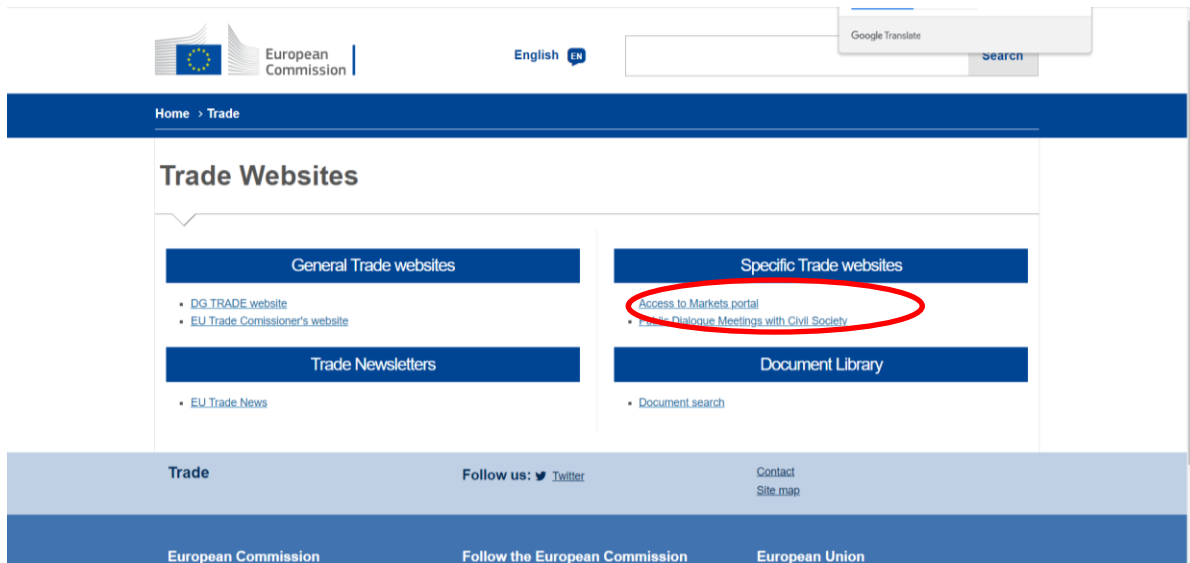
SOURCES FOR DEFINING THE CONTACT CATALOG AVAILABLE TO THE EXTRALIGHT CONSORTIUM

- Official portals of the EU Commission
- List of Entities cooperating with the EU Commission
- List of Entities cooperating with other EU projects
- List of direct contacts made available by EXTRA LIGHT partners
- List of direct contacts made available by SMEs belonging to the EXTRA LIGHT clusters

2 - LIST OF EU COMMISSION PORTALS

2.1 - DG Trade / Access2Markets

The first data base that the EXTRA LIGHT consortium can draw on is the DG Trade portal (<https://trade.ec.europa.eu/>).



Selecting the section “Specific Trade websites” / “Access to Markets portal” it is possible to access the section “**Access2Markets**” containing important information for the companies that want to trade with third countries, such as: tariffs, taxes, procedures, formalities and requirements, rules of origin, export measures, statistics, trade barriers and much more. It also allows the companies to access key information

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D.1.3 Catalogue of strategic business partners, intermediary organizations, and other relevant EU-funded projects for the EXTRA LIGHT internationalization goals

needed for trade in services as well as for investment and procurement in 3rd countries. They may also learn about EU trade agreements, how to benefit from them and read stories on successful companies using them. Access2Markets is here to help you and your business for import and export.

My Trade Assistant

Goods + ROSA Services and Investment **Procurement** Restrictions imposed by Russia / Belarus

Find out whether you can participate in a given government procurement tender outside the EU

Country: Select a country Search

My Trade Assistant for Services and Investment

Wondering how to export services outside the EU? My Trade Assistant for Services and Investment can help you. Here you can find information on the requirements you need to comply with, as well as useful links and the

In this section it is possible to collect information only about the PP in the following Countries of interest for the EXTRA LIGHT project: **Canada** and **Japan**.

PROCUREMENT

Summary of the information provided

Country: Canada Edit

Please indicate the procuring entity

To search for an entity, you can enter the entity name or browse through the list of entities for a selected jurisdiction and / or sector.

Entity: Jurisdiction: -- Any -- Sector: -- Any -- Search

For the Canadian market it is possible to select the Entity, the Jurisdiction and the sector (Academic, Agency, Crown corporation, Electric utilities, public transit, Government Department, Hospital, Municipality Government, Gas utilities, any) of interest

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D.1.3 Catalogue of strategic business partners, intermediary organizations, and other relevant EU-funded projects for the EXTRA LIGHT internationalization goals

2.2 - DG Internal Market, Industry, Entrepreneurship and SMEs

Selecting the area “Single market and standard” in the main menu of the website <https://single-market-economy.ec.europa.eu> there is a specific area named “Public procurement”

The screenshot shows the website interface for 'Single market and standards'. The navigation menu includes: Home, Single market and standards (selected), Industry, Entrepreneurship and SMEs, Access to finance, Sectors, and Tools and databases. Below the menu, the page title is 'Single market and standards'. A brief introduction states: 'The European single market is one of the EU's greatest achievements. It has fuelled economic growth and made the everyday life of European businesses and consumers easier.' The main content area is divided into three columns:

- Single Market Emergency Instrument**: Coronavirus response to flow of protective equipment in the internal market.
- Single market for goods**: New legislative framework; Building blocks of the single market; Free movement in harmonised and non-harmonised sectors; International aspects of the single market.
- Single market for services**: The Services Directive; Free movement of professionals; Collaborative economy; Retail services; Business services; Construction services; Service standards; Economic analysis; Infringements.

At the bottom, there are three more sections: 'European standards' (Standardisation policy), 'CE marking' (Manufacturers), and 'Public procurement' (Communication and guidance). The 'Public procurement' section is circled in red.

This section contains the following information: Communication and guidance; Strategic procurement; Legal rules and implementation; Digital procurement; International Public Procurement; Studies and expert groups; Enforcement and implementation: Country reports and information on EU countries and Contact.

Selecting “International Public Procurement” / “Bilateral relations with non-EU countries” it is possible to collect legal information about the agreements with the different target Countries: USA, Canada and Japan.



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D.1.3 Catalogue of strategic business partners, intermediary organizations, and other relevant EU-funded projects for the EXTRA LIGHT internationalization goals

3 - LIST OF KEY PARTNERS IDENTIFIED BY THE CONSORTIUM

The partners identified by EXTRA LIGHT consortium are divided into two types:

- **Strategic business Partners:** Private consultancies that provide advice and support services for the preparation of projects. Companies with proven experience in target countries (USA, Canada, Japan)
- **Intermediary organizations in Europe and PPs countries.** Private or public organizations, foundations aimed to giving support to companies in terms of internationalization. Private or public bodied with branch offices in foreign markets to support trade and presentation of public tenders.

3.1 - Strategic business partners – Private consulting firms

Private consulting firms that are specialized on helping companies to get contracts with the Public Sector. They have offices in the country they provide the service for, so they perfectly understand the processes related to public calls and they give recommendations to companies on how to optimize their offer.

WORLDWIDE

LICITATE.ES

Typology	Public Procurement Private Consultant company
Target Country	Worldwide
Specific expertise	Helping companies and freelancers to achieve their sales goals by outsourcing the public procurement process
Website	https://www.licitate.es/
Contact person	-
Phone number	625 50 73 13
E-mail	contacto@licitate.es
Added value	Licitate helps companies in the contracting process with the public sector. They take care of the 100% management of the process, providing the necessary tools and information. Licitate can help companies and freelancers to achieve their sales goals through the outsourcing of the public procurement process



D.1.3 Catalogue of strategic business partners, intermediary organizations, and other relevant EU-funded projects for the EXTRA LIGHT internationalization goals

IACI

Typology	German institute of international trade which works with all multilateral organizations and international cooperation agencies
Target Country	Worldwide
Specific expertise	IACI works in attracting projects in the multilateral market
Website	https://iaci.es/licitaciones-internacionales/
Contact person	Isabel María Peña Marquez (CEO)
Phone number	954546429
E-mail	instituto@iaci.es
Added value	IACI knows the procedures, particularities, and interlocutors, as well as the keys to success to work with Multilateral Organizations and Cooperation Agencies. IACI expertise can help us reaching Multilateral Organizations and Cooperation Agencies

HERNANDEZ SANCHEZ ASESORES

Typology	Private consulting company
Target Country	Worldwide
Specific expertise	Collaboration with the clients in the training of personnel for the preparation of offers, in the strategy definition and the requirements to bid
Website	https://hernandezsanchez.es/licitaciones-internacionales/
Contact person	Noelia Hernandez Sanchez (Manager)
Phone number	(+34) 96 513 14 54
E-mail	info@hernandezsanchez.es
Added value	Hernandez Sanchez Asesores collaborate with their clients in the training of the personnel assigned to the preparation of offers, as well as in the definition of the strategy and the necessary requirements to bid. They have a network that supports the achievement of potential partners for the formation of consortiums, as well as the identification of business opportunities divided by regions and sectors. They also have the necessary knowledge and contacts to recruit external experts needed in some of these projects. They can support the project by collaborating with the clients in the training of personnel for the preparation of offers and in the strategy definition and the requirements to bid



D.1.3 Catalogue of strategic business partners, intermediary organizations, and other relevant EU-funded projects for the EXTRA LIGHT internationalization goals

USA

PROCURA CONSULTING

Typology	Private consulting company
Target Country	USA
Specific expertise	Outsourced procurement services on-demand, transaction due diligence
Website	https://hernandezsanchez.es/licitaciones-internacionales/
Contact person	Anubhav Arora, manager
Phone number	1 312 772 2311
E-mail	info@procuraconsulting.com aarora@procuraconsulting.com
Added value	<p>Procura Consulting are procurement experts. They deliver value to clients through professional consulting and delivery services based around their Identify, Deliver and Maintain model.</p> <p>They build long-term partnerships with their clients that deliver ongoing cost reduction and continuous improvement in procurement processes that add value to the bottom line.</p> <p>Procura Consulting can help in the project by outsourced procurement services on-demand and transaction due diligence.</p>

ACQUIS CONSULTING

Typology	Procurement & Spending Management
Target Country	USA
Specific expertise	Procurement Strategy, Procurement Implementation
Website	https://www.acquisconsulting.com/procurement-spend-management/
Contact person	
Phone number	212.609.2700
E-mail	acquis@acquisconsulting.com
Added value	<p>With their "Think + Do" approach, they design innovative solutions leveraging strategy, implementation, and digital services.</p> <p>They build adjacent businesses to optimize our areas of expertise. We address needs we see in the marketplace to drive additional value to our clients</p> <p>They can support the project by their Procurement Strategy and Procurement Implementation services</p>



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D.1.3 Catalogue of strategic business partners, intermediary organizations, and other relevant EU-funded projects for the EXTRA LIGHT internationalization goals

CANADA

HOVESTER

Typology	Public Procurement Consultancy
Target Country	Canada
Specific expertise	Helping organizations access and win public procurement business opportunities
Website	https://www.hovester.com/
Contact person	Cristo Bassila (CEO and Managing Partner)
Phone number	
E-mail	https://www.hovester.com/contact
Added value	<p>Hovester is a consulting company specializing in public procurement. They help companies navigating the public bid process from lead identification to bid submission by providing a bundle of functional expertise that includes business development, market and risk assessment analysis, lead capture, proposal writing and submission.</p> <p>They aspire to create a level playing field for all businesses by improving access to procurement opportunities.</p> <p>Hovester can support the project helping organizations having access and win public procurement business opportunities</p>

BDO CANADA

Typology	Procurement Advisory Services
Target Country	Canada
Specific expertise	Procurement Advisory, Modernization, Audits
Website	https://www.bdo.ca
Contact person	Carrie Gallo (Partner and National Public Sector Leader); Ian Brennan (Vice President, Procurement)
Phone number	613-780-6456; 416-865-0200
E-mail	cgallo@bdo.ca ; ibrennan@bdo.ca
Added value	<p>BDO's Procurement Advisory Services team is comprised of professionals who have been in both consulting and operational roles in an array of public and private sector organizations across multiple industries. They use a common methodology and toolset for ensuring success, which is based on almost 25 years of delivering procurement projects that deliver desired business outcomes. This methodology can prepare clients for new procurement technologies and help with implementation.</p>



D.1.3 Catalogue of strategic business partners, intermediary organizations, and other relevant EU-funded projects for the EXTRA LIGHT internationalization goals

	They provide services on the following: Procurement Advisory, Procurement Modernization, Procurement Audits, Statement of Requirements and Call Documents, Evaluation Methodologies, Processes and Procedures, Compliance with Procurement Directives, Rules and Regulations, and Compliance with New Trade Agreements. They can support the project through their Procurement Advisory, Modernization, and Audits services
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PURCHASING CONSULTANTS INTERNATIONAL INC.

Typology	Consulting Agency
Target Country	Canada
Specific expertise	Alternative finance and procurement
Website	https://www.purchasingci.com/
Contact person	Stephen Bauld - President & CEO
Phone number	289-259-2911
E-mail	swbauld@purchasingci.com
Added value	<p>PCI promotes collaboration and professionalism in all types of public procurement from standard goods and services procurement, to P3s, to the outsourcing of government service delivery and program resources to private sector enterprise. PCI's two specific objectives when providing its services are:</p> <ul style="list-style-type: none"> - To assist public sector purchasing professionals to secure top value for money in public procurement. - To assist suppliers, manufacturers, and contractors to the public sectors to compete effectively for government contracts. <p>They can help government suppliers, and public sector customers understand each other better. They can contribute with alternative finance and procurement</p>

PROCUREMENT CONSULTING FIRMS IN CANADA

Typology	List of consultancy agencies
Target Country	Canada
Specific expertise	Country's leading consultancy firms specialised in Procurement
Website	https://www.consulting.ca/rankings/top-consulting-firms-in-canada-by-area-of-expertise/procurement
Added value	<p>List of expert companies in Procurement Consulting.</p> <p>Through this list we can contact experts in the field who can provide quality information to the project and help us achieve the established objectives</p>



D.1.3 Catalogue of strategic business partners, intermediary organizations, and other relevant EU-funded projects for the EXTRA LIGHT internationalization goals

JAPAN

GESYCAL

Typology	A list of consultancy agencies
Target Country	Japan
Specific expertise	Consultancy of companies specialized in classification of contractors, purchase and sale of classified companies
Website	https://www.gesycal.com/servicios/licitaciones/
Phone number	912 301 662
E-mail	info@gesycal.com
Added value	Gesycal works in tender management service. The service is developed by expert technical teams through which the tender is prepared from the administrative and technical documentation, economic analysis, presentation, and monitoring of the processes. Their specialization in advising bidding companies has allowed them to achieve a very broad vision of the contracting market, covering services from the management of the Classification of Contractors, the advice and comprehensive management of tenders and the development of an Advice Program for Internationalization of companies focused on bidding (LICEX) They can collaborate in the project doing consultancy of companies specialized in classification of contractors, purchase, and sale of classified companies.

3.2 - Public consulting firms – Export advisors

Public and private consulting firms that provide a wide range of services with the aim to help companies to sell, buy or establish a subsidiary company in a new country. Some may also offer services around Public Procurement, but it is not the core of its business

WORLDWIDE

CSIL (ITALY)

Typology	Private consultant agency
Target Country	USA / Canada / Japan
Specific expertise	Customized market analyses
Website	http://www.csilmilano.it/
Contact person	Aurelio Volpe (Director, Market Research
Phone number	+39 02 84105620
E-mail	volpe@csilmilano.com



D.1.3 Catalogue of strategic business partners, intermediary organizations, and other relevant EU-funded projects for the EXTRA LIGHT internationalization goals

Added value	<p>CSIL Center for Industrial Studies is an independent economic research and development consultancy center founded in 1980 focus on innovation as a continuous process and engine of economic development.</p> <p>The center is specialized in:</p> <ul style="list-style-type: none"> - Study of competitive factors and comparative advantages in local and sectoral clusters of SMEs. - Growth processes based on knowledge, innovation, and internationalization. - Evaluation of projects and public policies for development with special attention to regional policies. <p>CSIL offers research and consulting services on economic and business development processes looking in an integrated manner at both the micro dimension (local contexts, small and medium-sized companies) and the macro dimension (country studies, global scenarios, forecasts based on econometric models, public policies for development).</p> <p>CSIL has an empirical and experimental perspective based on detailed and direct observation of different realities. In some industries such as furniture, lighting, household appliances, and in some methodological fields, such as the evaluation of investment projects and cost-benefit analysis within the framework of regional development policies, CSIL is among the most respected international think-tanks.</p> <p>This source can help us in the creation of market customized analysis on the countries selected for the project</p>
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CONSORTIA (SPAIN)

Typology	Private consultant agency
Target Country	Worldwide
Specific expertise	Support for the internationalization of enterprises
Website	https://consortia.es/servicios/licitaciones-internacionales/
Contact person	David Carnicer (CEO)
Phone number	963126527 – 963126575
E-mail	info@consortia.es
Added value	<p>Consortia is a foreign trade and internationalization consulting company whose mission is to help companies increase their presence in foreign markets.</p> <p>They collaborate with various public entities related to exports, internationalization, and business cooperation (chambers of commerce, public entities for the promotion of foreign trade, technological institutes, etc.).</p> <p>Consortia can support in the internationalization of enterprises</p>



D.1.3 Catalogue of strategic business partners, intermediary organizations, and other relevant EU-funded projects for the EXTRA LIGHT internationalization goals

ORFISA IKC.

Typology	Private consultant agency
Target Country	Worldwide
Specific expertise	Advise clients on all aspects related to international tenders and competitions
Website	http://www.orfisaikc.com/services/
Contact person	Javier García Figueroa (CEO)
Phone number	917 355 065
E-mail	info@orfisaikc.com
Added value	<p>Orfisa Ikc works in technical services in the field of Tenders Management, Risk Management and Planning, Contract Management, Claims Support and Civil Engineering Projects.</p> <p>They have their own offices in Spain and the United Kingdom as well as an extensive network of collaborators in several countries, with extensive experience in all phases of a project.</p> <p>They can help advising clients on all aspects related to international tenders and competitions</p>

IFRI FRENCH INSTITUT OF INTERNATIONAL RELATIONS (FRANCE)

Typology	French Institut of International Relations
Target Country	Worldwide
Specific expertise	Ifri, a Leading French <i>Think Tank</i> on International Questions
Website	https://www.ifri.org/en
Phone number	33 (0)1 40 61 60 00
E-mail	accueil@ifri.org
Added value	<p>Ifri is the leading independent research and debate institution in France dedicated to the analysis of international issues and global governance. The institute brings together a multi-national team of fifty collaborators including about thirty permanent professional researchers divided into 11 research units with a</p> <ul style="list-style-type: none"> - regional focus: Europe, Russia / NIS, Asia, North America, Sub-Saharan Africa, Turkey / Middle East - focusing on cross-cutting issues: Security and Strategic Affairs, Energy and Climate, Geopolitics of Technology, Space, Migration and Citizenship. <p>Ifri's policy-oriented research strives to shed light on international events and put them in perspective. It is primarily useful for political and economic decision-makers as well as academics, opinion leaders, and civil society representatives.</p>



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	<p>Ifri's activities favour analysis and foresight concerning European and international affairs, and adopt a multidisciplinary approach that takes local, national and global perspectives into consideration.</p> <p>From an analysis and forecasting perspective, Ifri designs its research and expertise work to aid public and private decision-making. It also seeks to shed light on hidden issues and identify "black swans". This approach is manifested through three main types of tools:</p> <ul style="list-style-type: none"> - analysis of the geo³: geostrategic, geopolitical and geo-economic. - identification of opportunities to use political capital. - management of interdependence. <p>Through the office we can information from the countries analysed: USA, Canada, Japan.</p>
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CONSULTEC ASESORES

Typology	Private consulting company
Target Country	USA and Asia
Specific expertise	Assisting companies in the internationalisation process: minimizing risks and uncertainty
Website	https://www.consultecasesores.es/
Contact person	Carlos Lopez Balsera (Director)
Phone number	965552614
Added value	<p>Consultec Asesores offer specialized and comprehensive advice, in all areas of advice, legal advice, tax advice, accounting advice and labor advice, both for large companies and for SMEs and the self-employed, always with the focus on serving their clients with the greatest possible rigor and monitoring of our customer service area.</p> <p>They can support assisting companies in the internationalisation process: minimizing risks and uncertainty</p>



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D.1.3 Catalogue of strategic business partners, intermediary organizations, and other relevant EU-funded projects for the EXTRA LIGHT internationalization goals

JAPAN

KIFRA & CO. SAS DI FLAVIA MILESI

Typology	Private consulting company
Target Country	Japan
Specific expertise	Collect information about Japanese PPs and network with local consultants
Website	http://www.kifra.it/
Contact person	Flavia Milesi (owner)
Phone number	
E-mail	flavia.milesi@studiokifra.it
Added value	Kifra & Co. Sas di Flavia Milesi is a business consultant for the countries of Japan, South Korea and ASEAN. This company can provide support for the development of a program of research and selection of "key contacts " intended for agents/ distributors, customers who can promote the product of the Italian company in the territory of the countries mentioned above. Flavia Milesi can support the project as she is specialized in the Japan market.

3.3 - Public Authorities & Agencies

Entities that are funded partially or totally by Public Administrations that provide services to companies that want to sell, invest, buy, or establish a new subsidiary company in a new country. Since there are public entities, some of the services that are provided are free.

WORLDWIDE

ACCIO

Typology	Catalan Agency for the competitiveness of enterprises
Target Country	Worldwide
Specific expertise	Support on innovation, financing, internationalization
Website	https://www.accio.gencat.cat/es/inici/index.html
Contact person	Cristina Serradell (International Director); Anna Monistrol (Innovant Consultant)
Phone number	934 767 200.
E-mail	amonistrol@gencat.cat

Grant Agreement n° 101034085 — EXTRA LIGHT
— COS-PPOUT-2020-2-03

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Added value	<p>ACCIÓ is the agency for the competitiveness of the Generalitat de Catalunya companies. Attached to the Department of Business and Work it is the public benchmark for contributing to the transformation of Catalan companies. It has a network of 40 offices around the world, 7 delegations in Catalonia and collaborates with public and private institutions to promote the company of tomorrow today.</p> <p>The agency works with the aim that the companies identify the changes in its environment taking advantage of them and transforming itself, promoting what can make it different and more competitive. This differentiation occurs above all through the key binomial for business competitiveness: innovation + internationalization.</p> <p>The agency has three objectives: increase the productivity of the Catalan company, accompany it in its challenges of transformation and global positioning and finally, reinforce the attractiveness of Catalonia as a destination for investments with high added value. ACCIÓ can support the project through their innovation, financing, internationalization services and expertise, and it is an important player as they have several offices around different countries</p>
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ITALIAN TRADE & INVESTMENT AGENCY

Typology	Agency of the Foreign Ministry
Target Country	Worldwide
Specific expertise	Worldwide promotion of the Italian companies
Website	https://www.ice.it/it
Contact person	Adele Massi (Director)
Phone number	+39 06 59926135
E-mail	a.massi@ice.it
Added value	<p>The ICE-Agency for the Promotion and Internationalization of Italian Companies Abroad is the body through which the Government favors the consolidation and economic-commercial development of their companies in foreign markets. It also acts as the entity in charge of promoting the attraction of foreign investment in Italy. With a dynamic, motivated and modern organization and a wide network of offices abroad, ICE carries out information, assistance, consultancy, promotion and training activities for small and medium-sized Italian companies. Thanks to the use of the most modern promotional and multi-channel communication tools, it acts to affirm the excellence of Made in Italy in the world.</p> <p>Through the agency we can get in touch with entities from the countries analysed: USA, Canada, Japan</p>



D.1.3 Catalogue of strategic business partners, intermediary organizations, and other relevant EU-funded projects for the EXTRA LIGHT internationalization goals

VENETO INNOVAZIONE

Typology	Public office
Target Country	Worldwide
Specific expertise	Promotion of the applied research through contact and partnership between research centres, science parks and the panorama of small and medium-sized enterprises.
Website	http://www.venetoinnovazione.it
Contact person	Ivan Boesso (Director)
Phone number	+39 041 8685301
E-mail	ivan.boesso@venetoinnovazione.it
Added value	<p>Eurosportello del Veneto, an office of the European Union hosted by Unioncamere del Veneto, is the coordinator of the Northeast Italian consortium called "Friend Europe", part of the Enterprise Europe Network, the European network of business services made up of 600 local organizations and promoted by the Directorate General for Business of the European Commission. The network operates in more than 60 countries.</p> <p>The main services it provides are information to companies, organizations and citizens of the area about programs, legislation, policies, financing opportunities, search for business partners, opportunities for the European Union and support for internationalization.</p> <p>Eurosportello del Veneto also manages the APRE Veneto Office (Agency for the Promotion of European Research), which promotes the participation of companies and organizations operating in Veneto in the research, technological development, and innovation programs of the European Union.</p> <p>Veneto Innovazione is a public office that aims at promoting applied research through contact and partnership between research centres, science parks and the panorama of small and medium-sized enterprises. Through the office we can get in touch with entities from the countries analysed: USA, Canada, Japan.</p>

FRENCH FOREIGN TRADE ADVISORS OR CCEs

Typology	Network of international entrepreneurs
Target Country	Worldwide
Specific expertise	The Conseillers du Commerce extérieur de la France (French Foreign Trade Advisors or CCEs) voluntarily share their experience working for the development of France
Website	https://www.cnccef.org/en/home/
Added value	They carry out concrete actions daily in partnership with public and private players who have a role in promoting and supporting the internationalisation of



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D.1.3 Catalogue of strategic business partners, intermediary organizations, and other relevant EU-funded projects for the EXTRA LIGHT internationalization goals

	<p>French companies. Appointed by the Prime Minister, CCEs are vested with four missions by public authorities.</p> <p>Through the office we can get in touch with entities from the countries analysed: USA, Canada, Japan</p>
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AGENCIA CATALANA DE COOPERACIO AL DESENVOLUPAMENT

Typology	Public agency
Target Country	Worldwide
Specific expertise	Provides a forecast of possible limitations
Website	http://cooperaciocatalana.gencat.cat
Contact person	Mar Novell Regué (Administration coordinator)
Phone number	93 554 54 00
E-mail	contractacio.accd@gencat.cat
Added value	<p>The main ideas of Catalan cooperation are the result of translating into practice the gender and human rights-based approach, on the one hand, and the 2030 Agenda on the other, in accordance with the Development Cooperation Master Plan 2019-2022.</p> <p>These points, which interrelate, complement each other and dialogue with each other, are approached from a local-global, intersectoral and multi-stakeholder perspective. They are willing that all agents and citizens recognize their co-responsibility for the economic, social and environmental impacts of their actions, as well as the mutual benefit of the effective realization of human rights and gender justice.</p> <p>Each point is worked from three common pillars:</p> <ul style="list-style-type: none"> - The consolidation of alliances and the articulation of classic and innovative instruments. - The exchange of experiences and technical cooperation aimed at the mobility of knowledge. - The promotion of critical citizenship through awareness, advocacy, and communication. <p>Through the agency we can provide a forecast of possible public procurements from the countries analysed: USA, Canada, Japan</p>



D.1.3 Catalogue of strategic business partners, intermediary organizations, and other relevant EU-funded projects for the EXTRA LIGHT internationalization goals

EXTENDA – ANDALUCIA PROMOTION AGENCY

Typology	Promotion Agency
Target Country	Worldwide
Specific expertise	Extenda seeks to increase the participation of basque enterprises in public procurement financed by multilateral organisations
Website	https://www.extenda.es
Phone number	954 28 02 27
Added value	The agency can provide a forecast of possible public procurements from the countries analysed: USA, Canada, Japan

GRUPO SPRI - PLATAFORMA BASQUE COUNTRY LICITACIONES

Typology	Basque Agency for Business Development
Target Country	Worldwide
Specific expertise	SPRI is the Basque trade and investment agency which has a Basque Country Platform Bids. This program seeks to increase the participation of Basque companies in public tenders financed by multilateral organizations
Website	https://basquetrade.spri.eus/es/servicios/licitaciones-internacionales/
Phone number	94 403 71 60
E-mail	info@basquetrade.eus
Added value	<p>They offered:</p> <ul style="list-style-type: none"> - Early identification of opportunities. - The presentation of the companies to the bidding bodies through Basque Trade & Investment avoiding “cold door” presentations. - The positioning of Basque companies prior to the publication of the tenders. <p>It also includes advice and support to the company throughout the cycle of bidding and awarding projects in order to facilitate their success. Through the agency we can provide a forecast of possible public procurements from the countries analysed: USA, Canada, Japan</p>

IVACE – BUSINESS UNIT OF THE VALENCIAN INSTITUTE OF BUSINESS COMPETITIVENESS

Typology	Business unit of the Valencian Institute of Business Competitiveness, which promote the Valencian Community abroad, and supports the internationalization of companies
Target Country	Worldwide
Website	https://www.ivace.es/index.php/es/
Phone number	+34 961 209 600



D.1.3 Catalogue of strategic business partners, intermediary organizations, and other relevant EU-funded projects for the EXTRA LIGHT internationalization goals

E-mail	info.ivace@gva.es
Added value	<p>The Valencian Institute of Business Competitiveness, IVACE, is a public law entity, integrated into the instrumental public sector of the Generalitat.</p> <p>The aims of the Institute are the management of the Generalitat's industrial policy and support for companies, in terms of innovation for the competitiveness and modernization of medium and small companies and industrial areas, entrepreneurship, internationalization and attracting investment, design and development. of private sector financing measures that do not affect the framework of action attributed to the IVF without prejudice to the collaboration agreements and other agreements that are implemented between it and the IVACE, the industrial safety of industrial products and installations, metrology, vehicles and companies and the promotion of savings, energy efficiency and renewable energy sources, as well as the management of the Generalitat's energy policy. Through the agency we can provide a forecast of possible public procurements from the countries analysed: USA, Canada, Japan</p>

ARAGON EXTERIOR

Typology	Business unit of the Valencian Institute of Business Competitiveness, which promote the Valencian Community abroad, and supports the internationalization of companies
Target Country	Worldwide
Specific expertise	Assist companies in their projects in order to attract foreign investment
Website	https://www.aragonexterior.es/inicio/quienes-somos/
Contact person	Sara Espuelas; Ramon Tejedor
Phone number	+34 976 221 571
E-mail	sara.espuelas@aragonexterior.es
Added value	<p>Aragón Exterior is the body of the Government of Aragon to promote the internationalization of the Aragonese economy, supporting the foreign promotion of our companies and the attraction of foreign investment to the region.</p> <p>Their team is made up of professionals with international experience and specialization in different business industries.</p> <p>Through the agency we can provide a forecast of possible public procurements from the countries analysed: USA, Canada, Japan.</p>



D.1.3 Catalogue of strategic business partners, intermediary organizations, and other relevant EU-funded projects for the EXTRA LIGHT internationalization goals

USA

SBA – U.S. SMALL BUSINESS ADMINISTRATION

Typology	List of representatives
Target Country	USA
Specific expertise	The U.S. Small Business Administration (SBA) continues to help small business owners and entrepreneurs pursue the American dream. SBA is the only cabinet-level federal agency fully dedicated to small business and provides counseling, capital, and contracting expertise as the nation's only go-to resource and voice for small businesses.
Website	https://www.sba.gov/federal-contracting/counseling-help/procurement-center-representative-directory
Contact person	According to area
Added value	The US Small Business Agency (SBA) helps entrepreneurs and small business owners pursue the American dream. It is the only agency in the federal government and at the cabinet level that is entirely dedicated to them as the nation's only resource and voice for small businesses, offering consulting, capital, and government contracting expertise. Through this directory we can find list of representatives' experts in the USA market

ICEX – UNITED STATES

Typology	Institute Spanish Trade Commerce office in United States
Target Country	USA
Specific expertise	ICEX España Exportación e Inversiones is a national public business entity whose mission is to promote the internationalization of Spanish companies and the promotion of foreign investment
Website	https://www.icex.es/icex/es/navegacion-principal/todos-nuestros-servicios/servicios-a-medida/servicios-personalizados/servicio-de-compra-de-pliegos/index.html
Contact person	María de la O Mira López (Analyst)
Phone number	00 (1) (312) 6441154
E-mail	chicago@comercio.mineco.es
Added value	ICEX offers a sheet purchase service. The Bidding Specifications Purchase Service provides Spanish companies with access to the Bidding Specifications for International Tenders or prequalification documents.



D.1.3 Catalogue of strategic business partners, intermediary organizations, and other relevant EU-funded projects for the EXTRA LIGHT internationalization goals

	<p>Likewise, the ICEX Business Opportunities Service offers, by means of a free subscription, the possibility of finding out about those international business opportunities that demand Spanish products and services.</p> <p>Thanks to this service we have access to USA updated and quality information</p>
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SPAIN - US CHAMBER OF COMMERCE

Typology	Provide a unified voice and strengthen business relations between Spain and the USA
Target Country	USA
Specific expertise	Trade, export, internationalisation
Website	https://spainuschamber.com/servicios/
Contact person	Francisco Javier Garzón Consejero técnico Trade Commissioner of Spain in Miami Technical Advisor
Phone number	+1 (305) 358-5988
E-mail	https://spainuschamber.com/contacto/
Added value	The Spain-US Chamber of Commerce in Florida offers consulting services to companies that have just arrived in the US market, as well as companies that are already established, so that they can develop their businesses with the greatest guarantee of success. In addition, they have the necessary resources to advise foreign companies on the business opportunities offered by the United States, while paving the way for them to expand their businesses in Spain. The Chamber is a strategic partner when it comes to knowing first-hand how the sector works in USA

CANADA

MINISTERE DES RELATIONS INTERNATIONALES ET DE LA FRANCOPHONIE DU QUEBEC, DELEGATION FU QUEBEC EN ITALIE

Typology	Public Authorities
Target Country	Canada
Specific expertise	Collect information about Canadian opportunities (Quebec)
Website	https://www.quebec.ca/gouvernement/ministere/relations-internationales
Contact person	Ralph Maloumby Baka (research and innovation attaché)
Phone number	+39 06 4203 4501
E-mail	ralph.maloumbybaka@mri.gouv.qc.ca



D.1.3 Catalogue of strategic business partners, intermediary organizations, and other relevant EU-funded projects for the EXTRA LIGHT internationalization goals

Added value	The Department's mission is to promote and defend Québec's interests in the international arena, ensuring respect for its jurisdictions and the coherence of government action, within the framework of its founding act and as coordinator of the international action of the government and of its departments and agencies. Their mission involves close consultation with all government partners involved in international affairs. It can provide valuable information about Canada as they are in contact with other governments involved in the same activities
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ICEX - CANADA

Typology	Institute Spanish Trade Commerce office in Canada
Target Country	Canada
Specific expertise	Collect information about Canadian opportunities (Quebec)
Website	https://www.icex.es/icex/es/navegacion-principal/todos-nuestros-servicios/informacion-de-mercados/paises/navegacion-superior/nuestras-oficinas/ofecomestoronto.html?idPais=CA
Contact person	Jose Luis Atristain (Analyst)
Phone number	(+34) 913 497 100
E-mail	https://www.icex.es/icex/es/navegacion-principal/que-es-icex/contacto/formulario-de-contacto/index.html
Added value	ICEX España Exportación e Inversiones is a national public business entity whose mission is to promote the internationalization of Spanish companies and the promotion of foreign investment. ICEX has numerous offices around the world, including one in Canada. ICEX is a strategic partner when it comes to knowing first-hand how the sector works in Canada

SPANISH CHAMBER OF COMMERCE IN CANADA

Typology	Provide a unified voice and strengthen business relations between Spain and Canada.
Target Country	Canada
Specific expertise	Collect information about Canadian opportunities (Quebec)
Website	https://spaincanadacc.org/
Contact person	Carlos Planelles (president)
E-mail	info@spaincanadacc.org
Added value	The mission of the Spain Canada Chamber of Commerce is to promote and facilitate economic relations between the Canadian and Spanish business Community in every Province as well as to foster the interest in investment and cultural interchange relating to: Commerce, technology, economics, science,



D.1.3 Catalogue of strategic business partners, intermediary organizations, and other relevant EU-funded projects for the EXTRA LIGHT internationalization goals

	<p>industry or culture linked to Canada and Spain. Their goal is to create an environment where Canadian and Spanish business entities can meet and exchange in Spanish on topics relevant to their work. It is led by a board of directors composed of seven Directors. The Chamber is aiming at making an impact in the business community and communities at large by working in partnership with various levels of government and businesses.</p> <p>The Chamber is a strategic partner when it comes to knowing first-hand how the sector works in Canada</p>
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JAPAN

ITALIAN NATIONAL AGENCY IN TOKYO

Typology	Italian Trade & Investment Agency / Public
Target Country	Japan
Specific expertise	.The ICE agency has a department dedicated exclusively to Japan.
Website	https://www.ice.it/it/mercati/giappone/tokyo
Contact person	Teresa Barp (Deputy Head of the Trade Promotion Section)
Phone number	+81 3 3475 1401
E-mail	tokyo@ice.it
Added value	The agency is a strategic partner when it comes to knowing first-hand how the sector works in Japan.

ICEX - JAPAN

Typology	Institute Spanish Trade Commerce office in Tokyo
Target Country	Japan
Specific expertise	Collect information about opportunities in Japan
Website	https://www.icex.es/icex/es/navegacion-principal/todos-nuestros-servicios/servicios-a-medida/servicios-personalizados/servicio-de-compra-de-plegос/index.html
Contact person	Fernando Fernández Giménez Casquet (Counselor)
Phone number	(+34) 913 497 100
E-mail	informacion@icex.es
Added value	ICEX España Exportación e Inversiones is a national public business entity whose mission is to promote the internationalization of Spanish companies and the promotion of foreign investment. ICEX has numerous offices around the world, including one in Tokio.



D.1.3 Catalogue of strategic business partners, intermediary organizations, and other relevant EU-funded projects for the EXTRA LIGHT internationalization goals

	ICEX is a strategic partner when it comes to knowing first-hand how the sector works in Tokio
Added value	The agency is a strategic partner when it comes to knowing first-hand how the sector works in Japan.

SPANISH CHAMBER OF COMMERCE IN JAPAN

Typology	Chamber of commerce
Target Country	Japan
Specific expertise	Provide a unified voice and strengthen business relations between Spain and Japan.
Website	https://spanishchamber.or.jp/services/#
Contact person	Fernando Fernández Giménez Casquet (Counselor)
Phone number	(+81) 3-3505-1730
E-mail	info@spanishchamber.or.jp
Added value	The Spanish Chamber of Commerce in Japan (SpCCJ) was established in April in 2017 to provide a unified voice and strengthen business relations between Spain and Japan. The SpCCJ is officially recognized by both the Japanese Ministry of Economy, Trade and Industry and the Spanish Ministry of Industry, Commerce and Tourism. They will be providing speaker events, networking opportunities, and unique guests throughout the year, hoping to help increase the Spanish-Japanese ties in business. The Chamber is a strategic partner when it comes to knowing first-hand how the sector works in Japan

USA / Canada

BUSINESS FRANCE CANADA

Typology	Business support agency
Target Country	Canada
Specific expertise	HQ Business France - Procurement outside Europe information point
Website	http://www.businessfrance.fr/
Contact person	Isabelle Raux / Hervé Jevardat
Phone number	T: +1 514 242 1126
E-mail	Isabelle.raux@businessfrance.fr / herve.jevardat@businessfrance.fr



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Added value	<p>Business France is a government agency with a mission to foster business relations of France worldwide. With 110 people in 8 offices throughout the USA and Canada, Business France North America caters to companies that seek to invest in France, partner with French companies or source French products and services. Our success relies not only on our pool of in-house industry experts, but also an extensive and efficient network of public and private business-centric partners, in France as well as in North America.</p> <p>The government agency can provide valuable information about Canada as they have several offices throughout USA and Canada</p>
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3.4 - Business Associations & Chambers of Commerce

Group of private companies that decide to join forces to provide services for its members or external companies. Export advisory and stablishing business relations across countries are among the top services that these organizations can provide to private companies.

USA / Canada / Japan

EUROSPORTELO VENETO

Typology	Venetian Euro Desk / Public - Office of the European Union, hosted by Unioncamere del Veneto,
Target Country	Usa, Canada, Japan
Specific expertise	This office has been operating for 20 years in the sector of information to companies, organizations and citizens of the territory on the programs, legislation, policies, funding and opportunities of the European Union.
Website	http://www.eurosportelloveneto.it
Contact person	
Phone number	+39 041 0999311
E-mail	unione@ven.camcom.it
Added value	<p>The Regional Union of Chambers of Commerce of Veneto (Unioncamere Veneto) is the structure that associates all the Chambers of Commerce, Industry, Crafts, Agriculture of the region, performing functions of support and promotion of the economy, coordinating relations with the Region of Veneto and representatives of local authorities.</p> <p>Its strategic function also emerges considering the transfer of political, legislative, and administrative powers to the regions. Unioncamere supports the simplification of relations between companies and public administrations, creates research and study opportunities and promotes initiatives that aim at the economic development of Veneto and the internationalization of companies. Through the agency we can get in touch with entities from the countries analysed: USA, Canada, Japan</p>



D.1.3 Catalogue of strategic business partners, intermediary organizations, and other relevant EU-funded projects for the EXTRA LIGHT internationalization goals

USA

AIANY - AMERICAN INSTITUTE OF ARCHITECTS NEW YORK

Typology	Institute of Architects
Target Country	Usa
Specific expertise	AIA New York seeks to cultivate an architectural community that is adept, influential, and just, empowering its members to work at the apex of their abilities
Website	https://www.aiany.org/
Contact person	Benjamin Prosky, Assoc. AIA (He / Him / His)
Phone number	Executive Director
E-mail	bprosky@aiany.org
Added value	<p>Founded in 1857, AIA New York is the oldest and largest chapter of the American Institute of Architects. The Chapter's members include over 5,000 practicing architects, allied professionals, students, and public members interested in architecture and design. AIA New York is dedicated to three goals: design excellence, public outreach, and professional development.</p> <p>To fulfill its mission, the Chapter organizes an array of initiatives, programs and exhibitions that explore topics vital to the architecture profession, including housing, planning, historic preservation, and urban design. Learn more about its storefront, the Center for Architecture, a gathering place for all those interested in the built environment.</p> <p>The Chapter coordinates the activities of more than 25 committees and works with the Center for Architecture K-12 education and development teams to provide scholarship and educational opportunities for students and the general public. Each year, AIA New York also hosts a Design Awards Program to recognize design excellence in three categories: architecture, interior architecture, and projects. In addition, the Chapter publishes a quarterly print magazine, <i>Oculus</i>, and a bi-weekly digital newsletter.</p>

JAPAN

Italian Chamber of Commerce in Japan

Typology	Chamber of Commerce
Target Country	Japan
Specific expertise	The main purpose of the Italian Chamber of Commerce in Japan is to promote and develop business relations between Italy and Japan. They regularly organize events and seminars throughout the year providing information, knowledge and



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D.1.3 Catalogue of strategic business partners, intermediary organizations, and other relevant EU-funded projects for the EXTRA LIGHT internationalization goals

	hints to help their members gain a better understanding of both economic environments or enhance their marketing strategy.
Website	https://iccj.or.jp/it/
Contact person	Eleonora Flisi – Head of Business Support
Phone number	+81(3)-6809-5802
E-mail	iccj@iccj.or.jp
Added value	<p>The Italian Chamber of Commerce in Japan (ICCJ) is an association of companies and entrepreneurs founded in Tokyo in 1972 to help promote trade between Italy and Japan and officially recognized by the Ministry of Foreign Affairs in 1986. ICCJ is part of Assocamerestero (Association of Chambers of Commerce Abroad), participates in its activities at the institutional level and actively maintains commercial relations and collaborations with 79 Italian Chambers in 54 countries. Their main goal is the promotion and development of trade relations between Italy and Japan. Throughout the year they organize events and seminars that provide information and suggestions to help their Members better understand markets of interest or develop marketing strategies.</p> <p>They provide personalized assistance for business expansion in both Japan and Italy through all the various steps of the process: from the feasibility study and from the identification of the best partner to the best possible way of approach, to full logistical support as in what refers to the organization of missions, creation of associations, promotion campaigns and legal assistance.</p> <p>They also provide a business center service at our headquarters in the commercial heart of Tokyo. The chamber is a strategic partner when it comes to knowing first-hand how the sector works in Japan</p>




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D.1.3 Catalogue of strategic business partners, intermediary organizations, and other relevant EU-funded projects for the EXTRA LIGHT internationalization goals

4. RELEVANT EU-FUNDED PROJECTS AND OTHER INITIATIVES ADDRESSING PUBLIC PROCUREMENT MATTERS IN EUROPE AND TARGET COUNTRIES

ProSME

Logo	
Typology	COS-PPOUT
Project duration	2021-2024
Website	https://www.pro-sme.eu/
EU Countries	Belgium, France, Spain
Partners	The project is managed by an international consortium: Walloon Export and Foreign Investment Agency (Belgium), Business France (France) and Basque Trade and Investment (Spain).
Short description	It was funded by the EU and its main objective is to support EU SMEs to participate in public procurement in target extra EU territories
Extra EU Countries of interest	Canada , Colombia, Switzerland and Ukraine
Contacts	General information about the project : prosme.eu@businessfrance.fr For Belgium your contact is Patrick Heinrichs: p.heinrichs@awex.be For France, your contact is International Organisations and Donors Dpt: prosme.eu@businessfrance.fr For Spain, your contact is Alberto Gavin: agavin@basquetrade.eus
Field of activity	Bio Tech and Health - Energy (with a renewable energy focus – smart cities and urban development (infrastructures, water, environment, waste management, ICT..))
Added value	Possible synergies of actions in the Canadian market: <ul style="list-style-type: none"> - training courses - visit tours - free e-learning - market analysis - list of contacts - Newsletter
Common fields of interest	PP for Smart cities

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— COS-PPOUT-2020-2-03

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ProSME's Newsletter (#2) - Information on public procurement in Canada

July 2022

1 - Why Bill 96 is a true opportunity... for French speaking countries...

Bill 96 is a law about the official and common language of Quebec promulgated in early June 2022 and creates some changes to The Charter of the French Language or Law 101. Bill 96 intends to restore in the legislation the original will of the historic authors to make French the common language of all Quebecers.

This law introduces new obligations in terms of language used at work, in commerce and business, for contracts, and in the courts. Among these we can notice several measures, such as the desire to make French the predominant language in public contracts, or else the establishment of French as the sole language of service for immigrants who have been in Quebec for more than six months. In addition, by 2025, companies with between twenty-five and forty-nine employees will have to communicate in French with any worker who requests it. They will have to demonstrate to the *Office Québécois de la langue française* that French is widely used.

As far as public tenders are concerned, from now on it is established that all communications between the government and the companies will be in French, and each public tender published by the administration will be in French, exclusively. Therefore, Bill 96 allows the facilitation of procurement in Quebec for French-speaking companies. On the Federal level, a new directive about the management of the supply of provisions was approved in 2021. It signals Federal institutions must respect the requirements of the Official Language Act, which make French and English the two official languages of Canada. Public tenders of the Canadian government are therefore always in both English and French, so it is possible to answer these calls for proposals exclusively in French, rendering the process easier for Francophone companies

2 - Public procurement in Quebec: incorporate or not, that is the question...

Example of ProSME newsletter to share with the Extra Light project



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D.1.3 Catalogue of strategic business partners, intermediary organizations, and other relevant EU-funded projects for the EXTRA LIGHT internationalization goals

GOOSE

Logo	
Typology	COS-PPOUT-2020-2-03
Project duration	2021 – 2024
Website	https://projectgoose.eu/
EU Countries	Catalonia Flanders, Croatia and Estonia
Partners	ACCIÓ (Catalonia), FIT (Flanders), CEA (Croatia) and ECCI (Estonia)
Short description	GOOSE is a sole European project to test how much EU's FTA with public procurement chapters are opening them up to EU firms, whilst also developing a sound strategy to boost EU SMEs bidding successfully.
Extra EU Countries of interest	Vietnam, Colombia, Chile, Serbia, Norway, Japan
Contacts	info@projectgoose.eu .
Field of activity	Green economy, Smart cities, smart health, ICT
Added value	The project offers alerts of new projects and tenders with upcoming deadlines, to European businesses, in order to find business opportunities in the six markets.
Common fields of interest	Smart cities and ICT



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D.1.3 Catalogue of strategic business partners, intermediary organizations, and other relevant EU-funded projects for the EXTRA LIGHT internationalization goals

S.ACCESS

Logo	
Typology	COS-PPOUT-2020-2-03
Project duration	2021-2024
Website	https://s-accessproject.eu/
EU Countries	Germany, France, Spain, Sweden, Serbia and UK
Partners	The project is coordinated by DITECFER (the Railway Technologies cluster in Italy) and it is formed by the following partners: Rail.S (Germany), i-TRANS (France), Mafex (Spain), Järnvägsklustret (Sweden), RCSEE (Serbia), and Rail Alliance (United Kingdom).
Short description	Partners will develop solutions for each obstacle, and then test their strategy and assist the SMEs on the field of Railway Technologies
Extra EU Countries of interest	USA, Canada and Norway
Contacts	<p>General Information : contact@s-accessproject.eu</p> <ul style="list-style-type: none"> • USA market: Irina Vescu, Ditecfer irina.vescu@ditecfer.eu • CANADA market: Amélie Esperou, i-Trans amelie.esperou@i-trans.fr • NORWAY market: Garazi Carranza Ruiz de Loizaga, MAFEX garazi@mafex.es
Field of activity	Railway Technologies
Added value	The partners are committed to take their internationalisation services to a higher level, focusing on new approaches to help their SME members overcome a set of obstacles (organisational, technical, legal, financial...) they face when attempting to participate in international public procurements.
Common fields of interest	Lighting / furniture opportunities in the PP related to railway technologies




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PROCURE2INNOVATE

Logo	
Typology	Horizon 2020
Website	https://procure2innovate.eu/home/
EU Countries	Austria, Estonia, Germany, Greece, Ireland, Italy, Netherlands, Portugal, Spain and Sweden
Partners	
Short description	The Procure2Innovate project will improve institutional support for public procurers purchasing ICT, as well as acquiring products and services from a range of sectors that implement innovation procurement .
Contacts	Marlene Grauer. Project Coordinator Association for Supply Chain Management, Procurement and Logistics (Germany) Email: bme.international@bme.de Phone: +49 (0) 6196 / 58 28 - 129
Field of activity	ICT - Healthcare
Added value	The project has established a P2I Network to further disseminate its knowledge and attract new members after the project's end. Furthermore, the project includes the establishment of working group of European innovation procurement networks , arranging workshops on financial instruments for public procurement (important for buyers and sellers), in addition to further workshops and webinars in collaboration with the European Commission, European Investment Bank (EIB), and national finance institutions.
Common fields of interest	ICT



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5 - CONCLUSIONS

In conclusion the EXTRA LIGHT Consortium will use the above catalogue throughout this project not only to collect information about the PP opportunities in the target Countries, but also to offer their SMEs constant advice, accompaniment and follow-up service from external qualified Entities during the different phases of applying on an international Public Procurement.

It is important to underline the added difficulty for the Japanese market is linked to the specific business culture, language issues and a very close public procurement process. In addition, the companies addressed to this market must have a large financial capacity. The North American market, apparently more open in terms of information, is characterized by a wide dispersion in the management of public procurement, as each federal state, each municipality may have its own criteria. Canada is the market in which information on public procurement is well organized, structured and easy to understand for SMEs in the lighting sector.

After the analysis of the processes and the available sources of information, we have seen how important and strategic is to build up our own network of contacts based at destination (US, Canada, Japan) and at origin (Italy, France, Spain, Austria). This network it will be a valued added for those companies that need to be advised and drove.

Last but not least, the contacts with the other consortia allow us to add knowledge and experience and to offer to the companies targeted by the EXTRA LIGHT project the possibility to have a wider access to information. Regular exchange and follow-up meetings with the coordinators of the other projects are planned in our action plan.