

NEWSLETTER

The project: “IntActPlan: **INTEgrated ACTION PLAN to strengthening the outward-looking of SMEs in the border region and creating opportunities to penetrate New Markets**”, is implemented in the frame of the **IPA Cross - Border Programme “Greece-Albania 2007 - 2013”**.

✓ 1st Project Partnership Meeting

The project Partnership Kick of Meeting was organized in Igoumenitsa, on 08th of November 2012, by the **Chamber of Thesprotia**.

The meeting's opening works was realized by **the president, Mr. Alexandros Paschos**. In the meeting were participated representatives of the Chamber of Commerce & Industry of Vlore District (Albanian Lead Partner) and BIC of Epirus (Partner 3). The mentioned bodies are composing, with the Chamber of Thesprotia, the project's Partnership.

✓ Project's Data

IPA Cross-Border Programme “Greece-Albania 2007-2013”:	Project: “IntActPlan” “INTEgrated ACTION PLAN to strengthening the outward-looking of SMEs in the border region and creating opportunities to penetrate New Markets”
Budget:	211.186,50€
Partnership:	<ul style="list-style-type: none"> ➤ Chamber of Thesprotia (LP1) - Overall Lead Partner ➤ Chamber of Commerce & Industry of Vlore District (LP2) ➤ BIC of Epirus (P3)
Project Duration:	18 months

The Project is co-funded by the European Union and by National Funds of Greece & Albania under the IPA Cross-Border PROGRAMME “Greece - Albania 2007-2013”





The IPA Cross-Border Programme

Greece - Albania

2007-2013

#FROMNEIGHBOURHOODtoPARTNERSHIP



CHAMBER OF THESPROTIA

- Strategic Goal:** The project envisions the integrated approach to competitiveness and territorial cohesion via a new strategy of internationalizing SMEs of the cross-border area.
- Objectives:**
- Facilitating business development & Greece - Albania cooperation.
 - Promoting & supporting export activities.
 - Creating solid cooperation structures between entrepreneurs of the same & complementary sectors (horizontal & vertical cooperation).
 - Supporting SMEs in enhancing knowledge, experience & know-how on foreign target markets.
- Target Group:** SMEs of the cross-border area that wish to start or increase their export activities.
- Main Actions:**
- Development tools for the enhancement of the outward-looking of SMEs (Business Plan on the growth of the outward-looking of SMEs, etc.).
 - Targeted Business Seminars.
 - Specific Business Events (Business Missions, Exhibition Participations, Workshops).
 - Information & mobilization actions & events to ensure maximum possible participation of stakeholders.
- Main expected Outputs:**
- Targeted Studies of the cross-border area & Plans for the growth of the SMEs extroversion.
 - One Cross-border SMEs Database & one Business-Partner Search Channel.
 - Two Business Seminars, two Info & two Mobilization Events.
 - Two joint Business Missions & two Joint Exhibition Participations.
 - Exchange of Best Practices & Transfer of Know-How.

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✓ **Planning of Upcoming Actions**

The next planned project actions **within the end of April** will be the following:

- Project Web Site.
- Multilingual Project Communication Material.
- Business Environment Study of the Cross-Border Region.
- Cross-border SMEs Database.
- Market Research Study of the Target - Countries.
- Realization of Business Seminars.
- Informational & Promotional Events to mobilize the Entrepreneurs.

✓ **Preparation of the 2nd Partnership Project Meeting and Project Opening Day**

The next project step is the realization of 2nd partnership project meeting, which will take place during the last two weeks **of February in Sarande**. At the same time, the project Opening Day will be organized, by the Albanian Partner.