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Common borders. Common solutions.

Black Sea Tradenet Network

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Shipping and Agriculture - Constanta, Romania

Varna, Saint Constantine and Elena

10-12 April 2014





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Project Black Sea Tradenet - implemented in 2011 - 2012

Overall objective: to encourage and facilitate intra-regional partnerships and cross-border cooperation aiming at sustainable development in the Black Sea Basin, based on combined resources, activities and networks of common interest.

The project created a ***Network of 7 Black Sea Tradenet (BST) Centres***, in 5 countries, to improve access of business and potential investors to intra-regional information and trade support instruments: Romania, Bulgaria, Grecia, Turcia si Armenia.



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General information on the project:

Title of the Action: BLACK SEA TRADENET (B.S.T.)

Applicant: Chamber of Commerce, Industry, Shipping and Agriculture
Constanta, Romania

Partners: Chamber of Commerce and Industry - Dobrich, Bulgaria
Hellenic Foreign Trade Board (HEPO) - Thessaloniki, Greece
Chamber of Commerce and Industry - Kavala, Greece
SME Development National Centre - Yerevan, Armenia
Chamber of Commerce and Industry - Trabzon, Turkey
Chamber of Commerce and Industry - Zonguldak, Turkey

Total Budget: EUR 380.000 (of which EU 90%)

Period: 18 months (1st of June 2011 - 30th of November 2012)



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Main activities:

Documentation phase

- Definition of the framework for research and analysis on business environment in the basin.
- Documentation research on economic and trade environment in all 5 countries partners in the project.
- Promotion of the research findings and business opportunities at Basin level.

Fostering and promoting economic and trade cooperation

- Organisation of 7 workshops fostering understanding and stimulation of interest in Basin cooperation.
- Fostering intra-regional direct business cooperation - one common brokerage event.
- Creating an online stock market exchange.

Creating the Black Sea Tradenet network (B.S.T.)

- Information and training through organizing a Business School event.
- Exchange of experience with similar networks belonging to the Baltic Sea and Mediterranean Basin.
- Defining B.S.T. identity and vision.
- Promotion of B.S.T. network and its contact points using communication materials.



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Main results:

- **Black Sea Tradenet Network**, with 7 contact points in Armenia, Bulgaria, Greece, Romania and Turkey, enhancing regional cooperation in the Black Sea Basin and improving access to intra-regional information and trade support instruments;
- **10 common events** - promoting business opportunities, facilitating connectivity between business support organizations and promoting direct contacts between companies from Black Sea Basin;
- **Support instruments** for intra-regional cooperation;
 - Tradenet Atlas - documentation on 8 subjects relevant for business establishment, operation and cooperation in 5 partner countries;
 - Website with databases for business opportunities and matchmaking



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Common events:

- **7 workshops** for promotion of business environment in each of the 5 countries (with participation of all partners): Dobrich 13-14 March 2012, Trabzon 4-5 April 2012, Erevan 25-26 April 2012, Thessaloniki 15-16 May 2012, Constanta 30-31 May 2012, Kavala 30-31 May 2012, Zonguldak 17 August 2012 - total no. of participants over 400
- **1 Seminar for exchange of experience** with similar networks at Baltic Sea, Noths Sea and Mediteranean Sea, in Trabzon 2-3 April 2012
- **1 Bussiness School**, Constanta 25-28 June 2012
- **1 Brokerage event** RO-BG-GR-TR-AR, Thessaloniki 18-19 September 2012 - total no. of participants 85, total no. of meetings over 300



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Common events:

Workshop Dobrich 13-14 March 2012



Workshop Trabzon 4-5 April 2012



Workshop Erevan 25-26 April 2012



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Common events:

Workshop Thessaloniki 15-16 mai 2012

Workshop Constanta 30-31 mai 2012



Workshop Kavala 30-31 mai 2012





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Common events:

Seminar exchange of experience Trabzon 2-3 aprilie 2012



Bussiness School Constanta 25-28 June 2012





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Common events:

Brokerage event Thessaloniki 18-19 September 2012





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Support instruments - Tradenet Commercial Atlas

Each partner carried a national research on 9 subjects relevant for business environment: Context, Country profile, Institutional framework, Legal Framework for business operation, Investments, Import-export, Financing Sources, Entrepreneurial Culture, Local Resources for Cross-border Cooperation.

Documentation was consolidated in the Tradenet Commercial Atlas - further translated in each of the 5 languages, and published on paper and CD.



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TRADENET COMMERCIAL ATLAS

ROMANIA - BULGARIA - GREECE - ARMENIA - TURKEY



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Support instruments - Website/Databases

Project website www.blackseatradenet.eu includes:

- Information on the project (partners, objectives, activities, results)
- Resources (Tradenet Commercial Atlas, leaflets, posters, etc)
- Black Sea Tradenet Network (members, events, documents)
- Business opportunities (pcompany profiles, requests and offers for products, services, projects) - an online database for business cooperation, to promote direct contacts between businesses
- Online commodity exchange - a matchmaking system assisting SMEs and business support organisations to identify the most interesting offers/requests matching their enquiry, partnerships in projects, based on registration (free access).
- News (including business events and market information), FAQs.



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www.blackseatradenet.eu



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www.blackseatradenet.eu

Black Sea TradeNet (BST) - Windows Internet Explorer

http://info.blackseatradenet.eu/TheProject2/

COMMON BORDERS. COMMON SOLUTIONS

SEARCH

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THE PROJECT

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BLACK SEA TRADENET

Black Sea TradeNet Project is financed by Black Sea Basin Joint Operational Programme 2007-2013, a programme under the European Neighbourhood & Partnership Instrument (ENPI) of the EU.

ONLINE MATCH-MAKING

An intelligent system designed to automatically find your business partners throughout the Black Sea Basin region. Register

THE PROJECT
BLACK SEA TRADENET (BST)

Black Sea TradeNet Project is financed by Black Sea Basin Joint Operational Programme 2007-2013 - a programme under the European Neighbourhood & Partnership Instrument (ENPI) of the EU. It aims to contribute to 'a stronger and sustainable economic and social development of the region of the Black Sea Basin' and have three specific objectives:

- Promoting economic and social development in the border areas
- Working together to address common challenges
- Promoting local, people-to-people cooperation.

LOCATION OF THE PROJECT

- Romania, Region of South-East, Constanta Town
- Bulgaria, Severozapaden Region, Dobrich Town
- Greece, Kavali Macedonia region, Thessaloniki Town and Anatoliki Macedonia-Thrace Region, Kavala Town
- Armenia, Yerevan Town
- Turkey, Trabzon Region, Trabzon Town and Zonguldak Region, Zonguldak Town

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BLACK SEA TRADENET Network - services:

Black SeaTradenet (BST) Network promotes accessibility, innovation and entrepreneurship:

- Information services, based on Black Sea Tradenet Atlas, other instruments of host structures
- Support services for businesses, based on the online databases for business cooperation, organisation of business events, assistance for legal and administrative issues
- Promotion services for business partnerships, public procurement opportunities, matchmaking services
- Promotion services for investments

BST Network services are provided free of charge for all businesses in the Black Sea Basin.



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Contacts -BLACK SEA TRADENET Network

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