





Common borders. Common solutions.

Black Sea Tradenet Network

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Varna, Saint Constantine and Elena 10-12 April 2014









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.







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)







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.







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 bussiness establishment, operation and cooperation in 5 partener countries;
 - Website with databases for business opportunities and matchmaking







- **7 workshops** for promotion of business environment in each of the 5 coutries (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 echange of experience with similar networks at Baltic Sea, Noths Sea and Mediteraneean 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





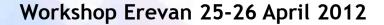


Workshop Dobrich 13-14 March 2012





Workshop Trabzon 4-5 April 2012











Workshop Thessaloniki 15-16 mai 2012

Workshop Constanta 30-31 mai 2012







Workshop Kavala 30-31 mai 2012







Seminar exchange of experience Trabzon 2-3 aprilie 2012



Bussiness School Constanta 25-28 June 2012











Brokerage event Thessaloniki 18-19 September 2012



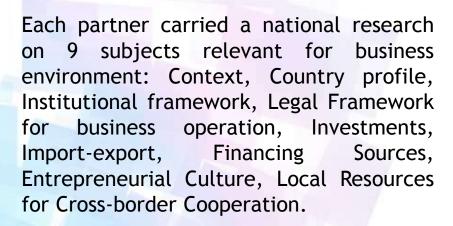








Support instruments - Tradenet Commercial Atlas



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





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TRADENET COMMERCIAL ATLAS

ROMANIA - BULGARIA - GREECE - ARMENIA - TURKEY









Support instruments - Website/Databases

Project website <u>www.blackseatradenet.eu</u> 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 assiting 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.







www.blackseatradenet.eu

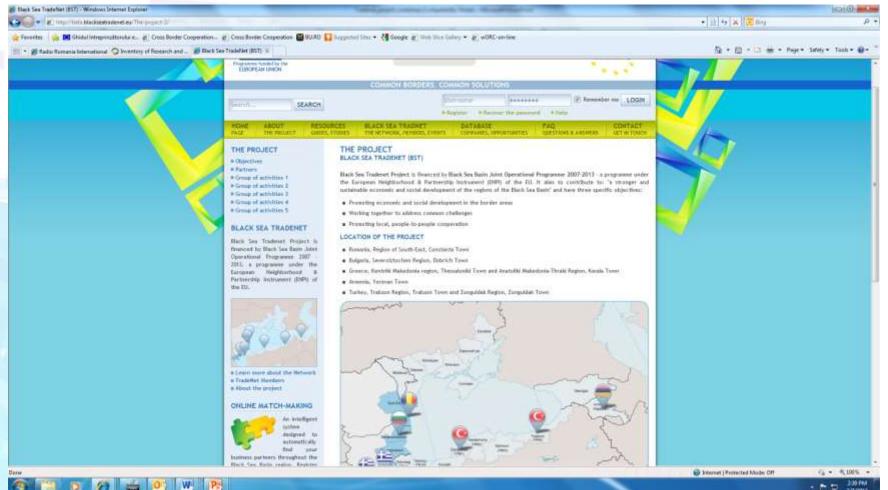








www.blackseatradenet.eu









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 foe all businesses in the Black Sea Basin.







Contacts -BLACK SEA TRADENET Network

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