

Regional Capacity Building Initiative

Supporting partner country participation in ENPI CBC Programmes 2007 - 2013

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<i>Name of the Project</i>	Cross-border Co-operation Initiative in the Carpathian Region
<i>Regions Involved</i>	<ul style="list-style-type: none"> • Podkarpatske Voivodship, Poland • Kosice and Presov regions, Slovakia • Szabolcs-Szatmar-Bereg region, Hungary • Satu-Mare and Maramures regions, Romania • Zakarpatya region, Ukraine
<i>Timeframe</i>	2004
<i>Budget</i>	€ 226,689
<i>Sources of Finance</i>	Tacis CBC Programme
<i>Project Partners</i>	<ul style="list-style-type: none"> • Executive Committee of Mukachevo City Council, Ukraine • "KIUT" Association of Regional Development, Hungary • Kosice Chamber of Commerce and Industry, Slovakia • Satu-Mare City Council, Romania • Rzeszow Regional Development Agency, Poland • "TES Mukachevo" Agency of Local Development and Innovations, Ukraine • Satu-Mare SME Development Centre, Romania • BC Berlin-consult ltd., Germany
<i>Field of Intervention</i>	<p>SME and business services:</p> <ul style="list-style-type: none"> • Enterprise advisory service (information, business planning, consultancy services, marketing, management, design, internationalisation, exporting, environmental management, purchase of technology) • Shared business services (business estates, incubator units, stimulation, promotional services, networking, conferences, trade fairs) • SME- and craft-specific vocational training • Services and applications for SME's
<i>Aims of the Project</i>	To increase cross-border business co-operation in the Carpathian region through the organisation of a series of business co-operation, development and awareness raising activities, such as cross border business meetings



<p>Activities</p>	<ul style="list-style-type: none"> • Creation of database of SMEs in the Transcarpathian region and neighbouring regions • Development and conduct of training programmes for local SMEs • Partner Business Meetings for SMEs in each target region • A Study Tour to Berlin for project partners and SME representatives • Consultations for local SMEs on business issues • Development and publication of a Business Guide for entrepreneurs in the Carpathian region
<p>Results</p>	<ul style="list-style-type: none"> • Establishment and regular maintenance of a database of SMEs in the Carpathian region • Transcarpathian SME are trained in business skills such as Basics of Negotiations, Basics of Marketing, and Basics of Business-planning and receive consultant advice on the development of business plans, market research etc. • Business meetings held between SMEs in Ukraine, Hungary, Slovakia, Poland, and Romania • SWOT-analysis of Ukrainian companies participating in the project • A Business Guide (Ukrainian and English versions) for entrepreneurs and business representatives in the Carpathian region
<p>Cross Border Impact</p>	<ul style="list-style-type: none"> • Basis for sustainable co-operation between SME's from all targeted regions • Creates the basis for better understanding between businessmen from different sides of the border

Key Factors for Success

- Wide range of partners involved
- Wide range of targeted regions
- Ensured direct contact between SME's from separate countries (i.e. not only intermediary stakeholders), advisory support delivered

