

enterprise europe network

Commercialise Your Innovation

Birmingham,
24th September 2019



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Innovate UK



Greater Birmingham Chambers of Commerce (GBCC)

Who are we

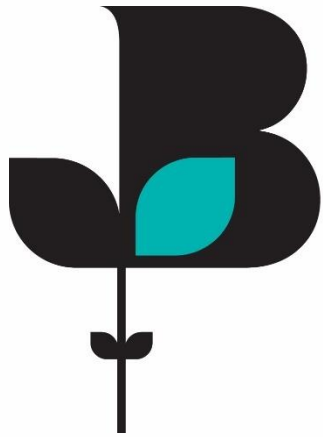
- Established in 1803
- Over 200 years old
- Oldest chamber in the UK
- Not for profit, limited by guarantee status
- Approximately 90 members staff – 19 staff in the International Business Hub
- Mission Statement:

To connect, support and grow local businesses

Greater Birmingham Chambers of Commerce

What is our purpose?

- To provide business support to members and the wider business community
- Be the voice of local businesses
- Representation for business at Government level – local and national
- To remain a sustainable business support organisation
- To grow and develop strategic partnerships and initiatives to support the mission statement



Greater Birmingham Chambers of Commerce



Greater Birmingham
International
Business Hub



Business Support on Your Doorstep

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Innovate UK



Business Support on Your Doorstep



Expertise



SPECIALIST INTERNATIONAL TRADE ADVICE

FREE of charge advice and support to grow your business in international markets.



EXPORT DOCUMENTATION

We are authorised certify export documentation and can assist you throughout the process of completing export documentation.



COUNTRY & SECTOR INFORMATION

Provision of general country / sector information to specific, detailed reports to prepare you for market entry.



LANGUAGE AND TRANSLATION SERVICES

Handling over 120 languages, our expertise in language services allows businesses to communicate effectively nationally and internationally.



ACCESS TO OVERSEAS CONTACTS

Our extensive global networks provide unrivalled access to your next buyer, supplier, or business partner.



OVERSEAS BUSINESS VISITS AND TRADE FAIRS

Access to trade missions, exhibitions and international business-to-business events which can help you succeed overseas.



FOREIGN EXCHANGE AND INTERNATIONAL PAYMENTS

The International Business Hub is able to offer businesses foreign exchange services via our partner Rational FX.



INTERNATIONAL TRADE TRAINING AND EVENTS

An extensive programme of events ranging from general guidance to exporting, to doing business in specific countries.



COUNTRY EXPERTISE IN SOUTH ASIA, EUROPE AND NORTH AMERICA

Specialised market knowledge, experience and contacts in South Asia, North America (Canada and USA) and Europe.

Enterprise Europe Network

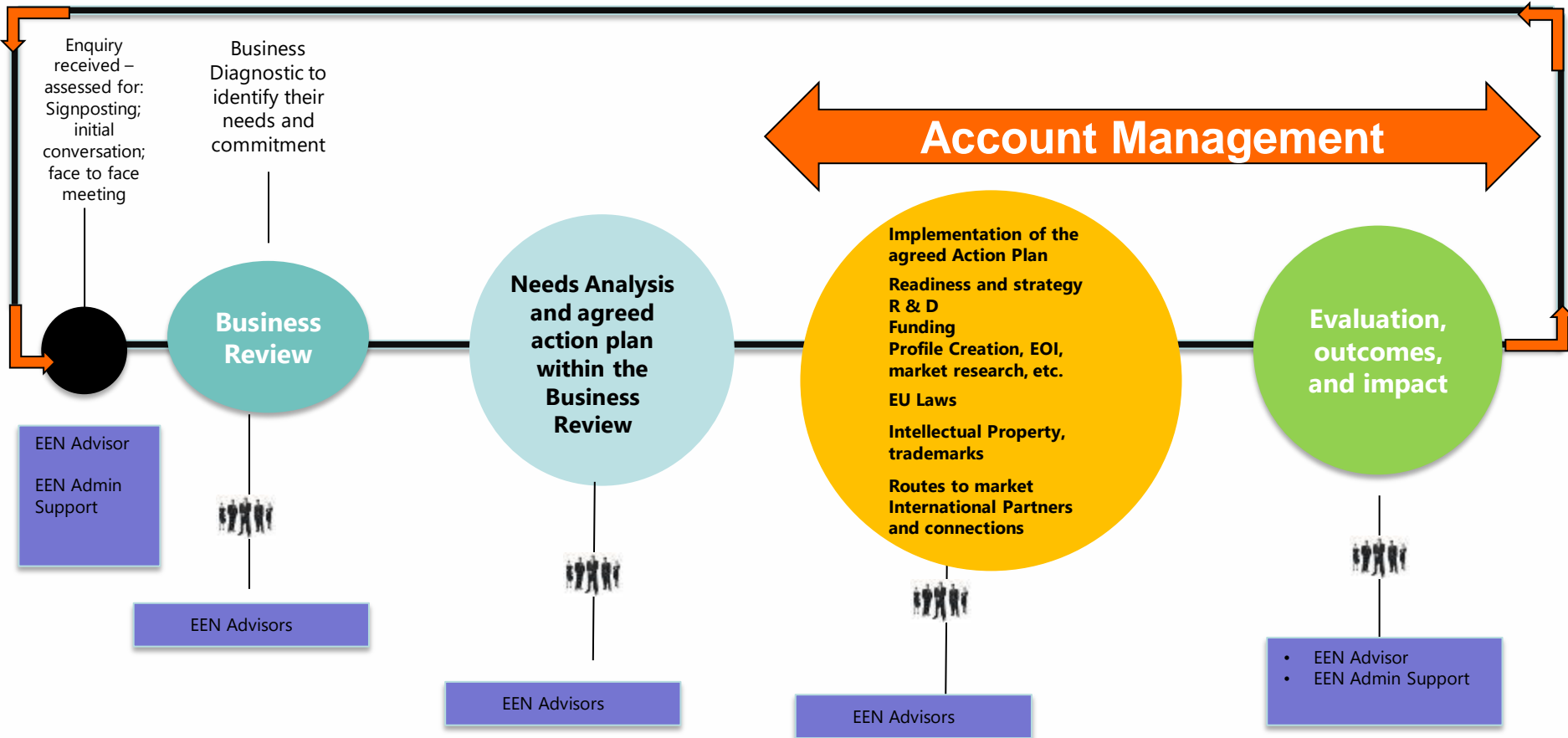
https://www.youtube.com/watch?time_continue=2&v=xlPeQYSYDds

Successful EEN support and impact

AxiSki – 3 PAs, trademark



Process – Steps and Customer Journey



Go Commercial, go global

Global Business Innovation Programme

- Helps companies find partners, create partnerships, explore R&D and innovation opportunities.
- Provide detailed market knowledge, introductions and cultural insight SMEs would find difficult to generate themselves.
- Up to 15 companies are taken to markets that are recognised as global centres of excellence for the chosen topic.

Go Commercial, go global

Global Business Innovation Programme – 3 stages

A GBIP comprises three main elements:

- Preparation
- Market Visit
- Exploiting the opportunity

Preparation includes the cohort being briefed by sector & market experts, including being advised on the cultural aspects of conducting business in-market.

Delegates receive help to find partners & arrange meetings in country and be advised on commercial best practice & IP.

Go Commercial, go global

Global Business Innovation Programme – Upcoming Activity

[Boston - Graphene applications in electronics, composites and energy - Application deadline 30th September 2019](#)

Singapore – Digital economy and next generation services - Application deadline closed

South Korea – Advanced materials for mobility - Application deadline closed

Coming soon

- Australia – Agritech
- China – Precision medicine
- Finland – Batteries
- Germany – Antimicrobial Resistance Diagnosis
- USA – Immersive technology in the creative industries
- India – Future cities

Typical Outcomes and Impact

Advisory Support Outcomes

- Commercial agreements and contract preparation
- EU Trademarks
- Funding
- Regulations and Standards
- Intellectual Property and Trademarks

Partner Agreements

- Commercialisation into new markets
- R & D collaboration
- Joint ventures for projects / bid applications



How can we help you?

Contact us

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