



G Collaboration with commercial partners



The commercial networking between you, your buyers and your suppliers, as well as colleagues from other companies, helps you find business connections that work better than “cold-calling”. Networks can further develop into business clusters that can be sector specific (e.g. plastics industry); horizontal (e.g. techniques and skills to design new products) and vertical (e.g. supply chain).



Your benefits of working within a business network are:

- **Stimulating new businesses** by competing nationally and globally through sharing of contracts that are beyond the scope of individual members and that leads to a sustainable competitive advantage for the collaborators;
- **Upgrading your innovation levels** by collaborating with other companies to benefit from economies of scale;
- **Increasing your productivity** through efficient learning and sharing of best practices with other companies in the network;
- **Extending your knowledge** base through the shared experiences of the other members.



STEP	How you can collaborate in Networks
1	You get a visit from one of our advisors for a preliminary discussion on your needs.
2	The advisor helps you identify the best collaboration opportunities within existing networks or possibly the advantages of setting up a new network.
3	In case of existing networks, the advisor facilitates your introduction.
4	In the case of a setting up a new network, the advisor facilitates the identification of potential members, organises and hosts the first meetings, and facilitates the establishment of the paperwork.
5	The advisor helps the network also with its application for partial funding from Malta Enterprise schemes.
6	We also offer follow up services such as networking with international networks in the same sectors.
7	Your Case Study is shared with others with the intention of motivating other companies to do the same for higher national competitiveness.

Malta Enterprise is offering the following schemes to improve Efficiency Enhancement. These incentives are available to all enterprises but are mainly targeted towards enterprises engaged in manufacturing, ICT, biotechnology or in other innovative or high value adding sector:

- Partial funding of **Business & Development Networks** to promote the development of networks as mechanisms for facilitating collaboration between enterprises to enhance competitiveness. Eligible Costs include expenses incurred for the management of the network, market development services and travelling.
- Competitive grants for **International Competitiveness** to support SMEs committed to establish a new market or to introduce a new service or product in an existing market. The incentive aims to facilitate the building of internal capacities within the enterprise so as to reduce the risk and instigate more enterprises to seek to internationalise.

Partial funding of **Internationalisation Advisors** to help enterprises identify new markets and customers to avoid an over dependence on local trade; assistance includes participation in international activities to gain access to new markets.

