

# Innovate... and go to market!

Action programme February – November 2023 – version 05



## Proposed actions

Period / Date	Subject / Objective(s)	Live/online	Contributing partners / experts	Who is in charge?
30 March	<b>Danish Export Association: Best practices to prepare for Foreign trade</b> , and how to manage healthy business relationships with partners abroad.	Webinar	Halldor Halldorson, Benny Sørensen, Bruno Azevedo ( <a href="#">AddVolt</a> )	CEA-PME / DEA / BVMW Denmark / Portugal
20 April	<b>Der Mittelstand.BVMW: Presentation of BVMW's international network of 60 Trade Promotion offices in 100 countries</b> , featuring 3 offices of high interest - networking and connecting through SME2B.	Webinar, 10-11:30 CET	Reinhold von Ungern-Sternberg, Andreas Jahn, Andreas Heine (USA), Daniel Raja (IN), Volker Werth (ZA), Benny Sørensen (DK)	CEA-PME / BVMW World
24 May	<b>European Intellectual Property Office EUIPO: How to protect your digital IP abroad and get support in defending it</b> - arbitration and mediation support by EUIPO, the SME Fund for IP protection.	Webinar 10-11:30 CET	Jakub Cebula, Richelle Spiekermann (EUIPO)	CEA-PME / EUIPO
27-28 June	Invitation of selected companies to <b>“New Energy for SMEs” Business Forum in Brussels</b> to meet in B2B partners for green and digital solutions.	Live	tbd	CEA-PME
September / October 2023	<b>Business Start-up trip to the US, to India, Denmark or to South Africa</b> : meeting potential business partners, understanding the market and value chains.	Live	Andreas Heine, Daniel Raja, Volker Werth, Benny Sørensen	BVMW USA, India, South Africa and Denmark
11 July	Challenges and opportunities for integration into <b>international Renewable Energy value chains</b>	Webinar 10-11:30 CET	Tbd (1 repr. of EIT InnoEnergy + 2 entrepreneurs active in	CEA-PME / COTEC / BVMW

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			the sector)	
12 September	Challenges and opportunities for integration into <b>international Clean Tech value chains</b>	Webinar 10-11:30 CET	Tbd (1 repr. of EIT Climate KIC + 2 entrepreneurs active in the sector)	CEA-PME / COTEC / Sunrise Valley
19 October	Challenges and opportunities for integration into <b>international Hydrogen value chains</b>	Webinar 10-11:30 CET	Tbd (1 representative of Hydrogen Europe + 2 entrepreneurs active in the sector)	CEA-PME / COTEC / DEA
15 November	Challenges and opportunities for integration into <b>international Battery value chains</b>	Webinar 10-11:30 CET	Tbd (1 repr. of Europe Battery Alliance + 2 entrepreneurs active in the sector)	CEA-PME / COTEC / BVMW