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BUSINESS TO BUSINESS MEETINGS

In this issue

The BalkanMed e-Business Pages project is successfully implementing the activities scheduled to be accomplished in the last six-month of the project life. Five business to business meetings and networking activities were planning to be organised in the cities of Athens, Tirana, Bitola, Sofia and Limassol. All the partners were very seriously engaged and involved in the preparation for these activities, aiming to encourage the cooperation between the companies across the borders and to contribute to the regional expansion of cooperation.

www.bmbpages.biz, the online business platform was the primary source for inviting companies from different sectors to be part of and benefit from these opportunities. The companies from sectors of manufacturing of food and industrial products, trading companies, activities of wholesales and retail trade, oil and gas, agriculture and agro-mechanical, IT and



consultancy, as well as representatives from public and private organisations, registered in the platform, participated in these events. In total, 100 business companies from the five respective countries were the beneficiaries of these events. The main benefits were the possibility for sharing market information, establish and exchange contacts and in some case established the business cooperation.

The partners are satisfied with the project implementation and believe that the project has achieved impact in the business community of the respective countries by giving the contribution in the regional cooperation and on improving the trade balance of the cooperation between the respective counties.

Each partner in the project is analysing the database of their country to identify the most potential sectors considered to be organised in the form of clusters organisations. Other studies on good examples of cluster development and technology transfer are in the preparation phase and the guide on cluster development and technology transfer will be part of the information disseminated to businesses through the platform.

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For further information:

<https://www.bmbpages.biz>

<http://www.interreg-balkanmed.eu/approved-project/27/>

<https://www.facebook.com/BalkanMedEBusinessPages/>

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BUSINESS TO BUSINESS MEETINGS IN TIRANA

In the framework of the Project, the second business to business meeting and networking was held in Tirana, from 19-20 March 2019, in the Tirana International Hotel. The Albanian partner in this project "The Centre for Competitiveness Promotion" invited over 100 Albanian companies to be part of the B2B meeting in Tirana, to put them in the same table with their 20 foreign counterpart companies from 4 different countries. The event started with a warm welcome from the Director of the Host organisation, Mrs Alida Kondi. She was convinced that this event would contribute in encouraging the business cooperation between countries and believes that it will serve for the extensive exchange of ideas and information among participants, foreign and Albanian SMEs for creating contacts, obtaining information for the respective markets and potentially result to the contractual agreements between each other.

She gave an overview of the project to share and disseminate the main results of the first year of the project implementation to the participants. She highlighted the creation of the first e-business pages platform that brings together nearly 1200 companies of different sectors and dif-

ferent countries in one platform.

In the plenary session, Mr Bashkim Sykja held the presentation as the representative of the Chamber of Commerce and Industry of Tirana. In his speech, he talked on the trade relationship of Albania with the countries in the region and the potentialities of Albania for export. He mentioned the possibility of Albania products to enter in other countries, what are some of the main products export from Albania and the need of the market expansion.

Whereas in the presentation: "The potentialities and opportunities for attracting foreign investment and the business environment of Albania" held by the representative of the Albanian Investment Development Agency (AIDA), Ms. Ornela Gjini, the host companies were informed on the possibilities for investment in Albania, on the tax regime, rules and legislation and other policies and programmes that facilitate the foreign investors.

After the presentations held by the Albanian representatives, all the foreign companies were invited to made a short presentation for their company, the fields of activities and express the reasons for participation of this event and fields of cooperation interested to develop in Albania.



INDIVIDUAL B2B MEETINGS IN TIRANA

The composition of the host companies visited Albania was from the various sectors. Bulgarian companies were mostly from agriculture and agro-mechanical sector such as Dina-mika AD, Institute of Agriculture and Seed Science "Obraztsov Chiflik", Parvi may PLC.

Among Greek companies the profiles are from the sectors of machinery/cutter producers for food and meet , beer production, oil distributor, tourist agency.

The host companies from Cyprus were consulting companies, hubs for early stage startups and aspiring entrepreneurs, wholesales of oil and gas and coffee for corab seeds.

The companies from North Macedonia were from the sector of hotel and tourism and consulting companies in geospatial.

Their counterparts Albanian SMEs were invited to meet the foreign companies. Around 80 Albanian companies participated in B2B meetings with SMEs. They established new contact, share information and agreement between each other. The business meetings were held as well between host companies from different countries.

On 20th of March, some foreign companies pay visit to the premises of the Albanian companies.



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