



Internationalisation Workshop and Transfer Seminar – Agenda

Tuesday 20 November

Arrival in Seville

21:00 Networking dinner

Wednesday 21 November

09:00 Registration and refreshments

09:15 Welcome – Eduardo Flores, Director of International Dept, Chamber of Commerce of Seville

09:25 Introduction to the day – Emma Paxton, Escapade Events

09:35 Good Practice analysis – Maciek Wozniak, Scientific Partners

09:55 Overview of internationalisation – Simeon Karafolas, Scientific Partners

10:10 **Good Practice 1**

PIPE Initiation Plan for Internationalisation – Manuel Montoya, Chamber of Commerce of Seville

10:30 **Questions**

10:40 Case study presentation – TBC, export manager in a PIPE beneficiary SME

10:50 **Questions**

11:00 **Refreshment break**

11:15 **Good Practice 2**

Export Atlas – Lennard Drogendijk, Business Development Friesland

11:30 **Questions**

11:40 **Good Practice 3**

Cross-border Living Labs – Francesco Fionda, Region Autonoma Valle d'Aosta

11:55 **Questions**

12:05 **Good Practice 4**

BISNet Transylvania Project – Mihai Pocanschi and Emil Toma, Centru Regional Development Agency

12:20 **Questions**



- 12:30 **Good Practice 5**
BejaGlobal Programme – Marcos Antonio Nogueira, Municipal Council of Beja
- 12:45 Questions
- 12:55 Summary
- 13:00 **Lunch and press conference**
- 13:50 Introduction to afternoon session
- 14:00 **Good practice discussions**
- 15:30 **Refreshment break, gallery and voting**
- 15:45 Discussion feedback
- 16:35 Summary – Emma Paxton, Escapade Events
- 16:45 Next workshop – Kathryn Havering, WSX Enterprise
- 16:55 Final comments – Pablo Morales, Chamber of Commerce of Seville
- 17:00 Close
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- 20:00 Networking Dinner**
Meet at NH Convenciones Hotel

Thursday 22 November

- 09:00 International Management Group meeting
- 11:00 Site visit to the technology business incubator “Cartuja 93”
- 13:30 **Lunch**
Departure of partners not participating in Transfer Seminar



14:30 Transfer Seminar

Introduction to PIPE Initiation Plan for Internationalisation – Pablo Morales, Chamber of Commerce of Seville

How SMEs have benefitted from the Programme

- Technical Assistance – Javier Sánchez, PIPE external expert
- Financial Support: Eligible Expenditures – Manuel Montoya and Helio Rodriguez, PIPE administrator

Refreshment break

PIPE programme results – Manuel Montoya, Chamber of Commerce of Seville

18:00 Close

21:00 Networking Dinner

Meet at NH Convenciones Hotel

Friday 23 November

09:00 Transfer Seminar – day two

Institutional Management of PIPE Programme – Manuel Montoya and Helio Rodriguez, PIPE Administrator

- Programme Implementation by the institutions and administrators

Refreshment break

- Financial Management and Co-financing sources

Debate and questions

13:30 Close and depart