

EXPECTED RESULTS

- ▶ **A NETWORK OF 5 BUSINESS SUPPORTING CENTERS** - The functioning business supporting centers will ensure a proper environment for SMEs development, providing informational and consultancy services to over 600 SMEs.
- ▶ **1 STUDY ON CURRENT STAGE OF LOCAL ECONOMICAL SECTORS** and common and/or complementary opportunities for development in cross-border regions - The study will be oriented on 5 important economic areas in Montana - Vidin- Dolj: *a)tourism, services; b)machinery-building, electronics and chemistry; c)textile, clothing, footwear, leather; d)constructing, wood timber and processing; e)agriculture, food and drinks*. It will be elaborated in Bulgarian, Romanian and English, based on separate research made in Montana, Vidin and Dolj regions. It will be completed by the applicant- RDABC 2000- Montana. Based on the study, a database will be collected and will be uploaded on the portal.
- ▶ **1 PORTAL FOR MONTANA–VIDIN-DOLJ CROSS BORDER REGION PROMOTION** 6 soft packages: interactive map, cross border regional data (economic, populations, sectoral analyze and etc.) SMEs data base, translation in RO, translation in ENG, translation in BG - The portal will be managed by the applicant- RDABC 2000- Montana. Romanian partners will gather and post information of the area, they will up-date the portal and promote its services among business climate.
- ▶ **5 BUSINESS MISSIONS** for SMEs cooperation and networking (3 in Bulgaria and 2 in Romania): 150 participants (75 Bulgarians and 75 Romanians - The lead organization and the partners defined together the 5 most dynamic developing sectors in the cross- border regions: *a)tourism, services; b)machinery-building, electronics and chemistry; c)textile, clothing, footwear, leather; d)constructing, wood timber and processing; e)agriculture, food and drinks*. The missions contributed for initial contacts between companies and future communication will be elaborated with the video connection.
- ▶ **5 SEMINARS** for SMEs (3 in Bulgaria and 2 in Romania): 150 participants (75 Bulgarians and 75 Romanians) - The joint seminars give to SMEs representatives' skill and knowledge of export marketing, promotion and advertisement of companies' products and services and marked general problems and advantages for successful partnership.
- ▶ **2 INTERNATIONAL CONFERENCES** - 80 participants (40 Bulgarians and 40 Romanians) - The two conferences will be organized by the lead partner and partner 2. They will popularize the project results, the activities of business supporting centers and promotion of region image.
- ▶ **HANDBOOK FOR INVESTORS** – 1000 pieces - The applicant will subcontract the elaboration of this Handbook, in order to receive best expertise and methods on attracting foreign investments. The Handbook will be a manual for local businessmen and authorities, presenting appropriate information on how a region or a business should be promoted, using modern methods and marketing instruments. It will be translated into English and distributed in both areas.
- ▶ **6 WORK MEETINGS** – 10 team members participate in each meeting. (6 Bulgarians and 4 Romanians) - 3 meetings will be in Bulgaria and 3 in Romania. These meeting will contribute for correct project implementation and for better partnership and team work.