**Invitation – Technical Assistance program for entering the European and global markets**

**WB6 CIF invites small and medium companies (SMEs) from Western Balkans Six (WB6) region to participate in Technical Assistance program for entering the European and global markets**

Western Balkans 6 Chamber Investment Forum (WB6 CIF) is a joint initiative of chambers of commerce and industry from Albania, Bosnia and Herzegovina, Kosovo, North Macedonia, Montenegro and Serbia, which represents the interests of more than 350,000 companies, in its mission to connect the business community of the region and to provide a joint voice to region's businesses.

**70 selected SMEs from the WB6 region will have the chance to get assistance to place their products on EU markets (with focus to German and Italian market), completely free of charge.**

**The most successful participants in the Technical Assistance will participate at the Investment Conference/Supplier Days event in Berlin, Germany (September 24th 2024) or at SAIE fair for Construction sector in Bologna, Italy (9th to 12th October 2024).**

**What do selected companies get from this program free of charge?**

**Throughout the Technical Assistance experts will support SMEs from WB6 region in acquiring competencies that will make them more attractive for entering the European and global value chains and finding partners EU.**

*Within the Technical Assistance, your SMEs will:*

**• SMEs in the field of infrastructure, agriculture and mobility (automotive, metal, plastic, textile etc.) will:**

* Receive macroeconomic overview of German economy and main potential areas of cooperation for your field of industry.
* Receive report about status of German economy in these sectors, foreign trade of Germany and foreign trade of WB6 manufacturers and service providers related to above mentioned sectors.
* Be trained how to use digital tools for finding data about exporting markets in the future.
* Participate in the tailor-made trainings as preparation for event in Berlin.
* The most active and committed SMEs will free of charge participate in the Business Forum/suppliers days in Berlin on 24th September 2024, with the possibility to establish cooperation with German partners.

**• SMEs from the construction sector (design, construction, plant engineering) will:**

* Receive report about Italian construction industry, foreign trade of Italian manufacturers and service providers that are related to Construction Industry, foreign trade of WB6 manufacturers and service providers that are related to Construction Industry.
* Be trained how to use digital tools for finding data about exporting markets in the future.
* Participate in the tailor-made trainings as preparation for SAIE fair in Bologna.
* The most active and committed SMEs will free of charge participate in the SAIE Fair in Bologna from 9th till 12th of October 2024, with the possibility to establish cooperation with Italian partners.

At the end of the program companies will **be prepared for accessing challenging markets of Germany and Italy**, through the process led and facilitated by experts in this field.

**Preconditions for applicants**

Applications are restricted to small and medium companies, registered for the following sectors:

* **Infrastructure**
* **Mobility (automotive, metal, plastic, textile etc.)**
* **Agriculture**
* **Construction (design, construction, plant engineering)**

Applicants should be:

* Registered in one of the Western Balkans 6 economies: Albania, Bosnia and Herzegovina, Kosovo, Montenegro, Republic of North Macedonia, Serbia.
* Should have their registered profile in [Market Access Database](https://www.market-access.wb6cif.eu/).
* Additional preconditions – to have intention and work on it, to export their products on these markets.

Invitation is open for all companies from WB6 region which fulfil requested criteria/preconditions and will be selected based on evaluation of their potential and readiness to go through this program.

**Working language during the Technical Assistance program is English**, therefore fluent knowledge of English of companies’ representative (contact person/participant in the program) is obligatory.

**Please note that selected person/participant as representative of respective companies should be fully committed to participate in scheduled meetings, trainings and other activities related to this project during the months of September and/or October 2024.**

**Once again, we are inviting you to use this unique opportunity completely free of charge and please note that the deadline for submitting applications is July 12th 2024.**

Please use this [Link](https://docs.google.com/forms/d/1w884Z2ymKj-hwqPKdN63v5hZXoKavv5ypF1tcHzjM68/viewform?pli=1&pli=1&edit_requested=true) for application for participation in this program.