BaSIC

BALTIC SEA INNOVATION NETWORK CENTRES

● *Market Access Point*

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Market access services for fast-growth innovation enterprises

Baltic Sea Region Programme 2007-2013

Part-financed by the European Union (European Regional Development Fund)

Baltic Sea Innovation Network Centres (BaSIC)

The Baltic Sea Innovation Network Centres create a seamless working environment for innovative tech-based growth companies in the Baltic Sea Region's biggest metropolitan areas.

BaSIC is embedded in a reliable network of leading science parks, innovation environments and clusters.

These 10 urban areas – Berlin, Copenhagen, Helsinki, Oslo, Riga, Stockholm, Tallinn, Vilnius, Warsaw and St Petersburg – boast strong market potential, skilled human resources and strong technical competence.

Connecting the region is a chain of Market Access Points, providing companies with intelligence about business environments, market conditions, regulations, taxes, clusters, regional support and permits – all the factors crucial for market access.

BaSIC Market Access Points Services — Piloting companies into new markets

The captain of a ship sailing the Baltic knows which services each harbour offers.

The same applies to a company seeking new markets – with help from BaSIC.

MARKET ACCESS POINTS (MAP)

Market Access Points are powerful BaSIC instruments to help innovative tech-based growth companies and entrepreneurs find improved access to markets in the Baltic Sea metropolises. MAPs offer synchronised services related to internationalisation needs, including 'soft-landing' services.

MAPs offer the **Local Case Manager for Companies** service, which welcome firms interested in doing business in these cities.

Each Local Case Manager guides their own region's companies outwards and foreign companies inwards to markets in the region.

For firms setting up business in Baltic Sea area cities, MAPs provide the **BaSIC Market Access service.** This service, led by a Case Manager, guides them into the target market and its business and innovation environments.

- Saved time and use of human resources
- Reliable people to assist you and your company in international business growth
- Valuable links to local value-added services, networks and events

MAP Services for Companies

Supported by a network of experts, the Case Manager guides each company with personal service and opinions relevant to their case.

This practical service identifies relevant issues and provides information about settling in – information that is key to entrepreneurs and companies in their internationalisation process.

LOCAL CASE MANAGER AND BASIC MARKET ACCESS SERVICES

The BaSIC Market Access service assists in entering the target market as well as its business and innovation environments.

Guided by the local Case Manager, the service provides instructions and links in English, advice and practical support in the process of establishing a legal entity and starting a business in a Baltic Sea country. For a reasonable fee, the MAP service provider network offers full assistance in establishing a legal entity.

Companies are able to concentrate on their business development, confident that they have help in practical issues and adapting to the business culture.

After settling in the Baltic Sea Region, firms have access to ongoing MAP operational support in regional services such as business development, planning, recruiting and investment services, finance and funds.

The BaSIC services are available in the following Cities and regions by named organisations.

BERLIN

WISTA-MANAGEMENT GMBH
www.adlershof.de
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Berlin Partner GmbH
www.berlin-partner.de

COPENHAGEN

Business Link Greater Copenhagen
www.startvaekst.dk/vhhr.dk/english_vhhr
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Scion DTU Science Park
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Helle Nielsen Elgaard
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HELSINKI

Culminatum Innovation
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Helsinki Business Hub
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OSLO

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STOCKHOLM

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VILNIUS

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Lithuanian Development Agency
www.businesslithuania.com

ST. PETERSBURG

St. Petersburg Foundation for SME Development
Maxim Balanev in collaboration with Enterprise Europe Network St. Petersburg
www.doingbusiness.ru

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