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MINISTRY OF REGIONAL DEVELOPMENT  
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Common borders. Common solutions.

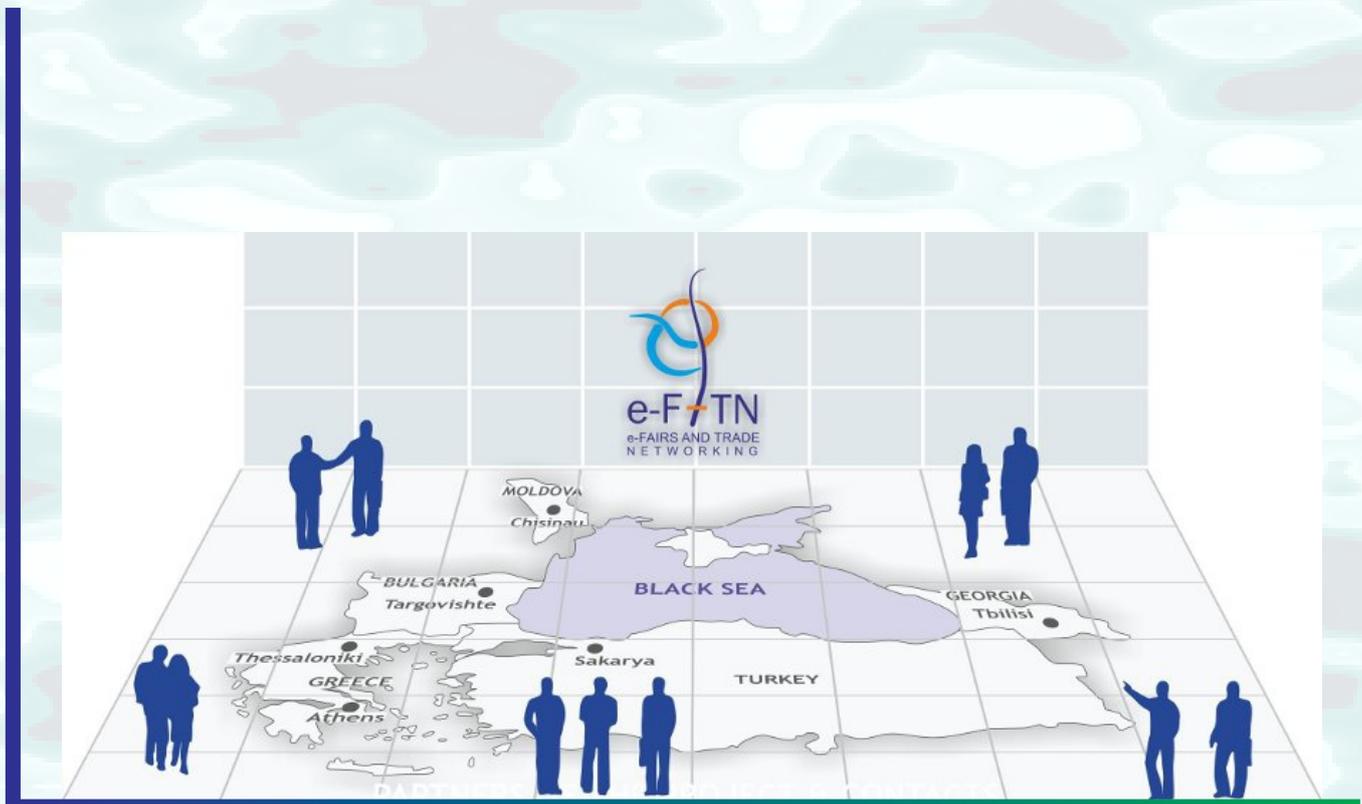
# Joint Operational Programme “Black Sea Basin 2007-2013” - Our Projects -



## e-Fairs and Trade Networking

Priority 1 - Supporting cross border partnerships for economic and social development based on combined resources

Measure 1.1 - Strengthening accessibility and connectivity for new intraregional information, communication, transport and trade links



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**About the project:**

Duration: 24 months

Total Project Budget: 645,364.00 Euro

Total Grant ENPI: 499,888.80 Euro

Total Grant IPA: 80,938.80 Euro

Start / End Dates: 02.05.2013 - 01.05.2015

**Overall Objective:**

The project is aiming to enhance intra-regional and European trade and business links of local enterprises of the Black Sea basin and, therefore, to support local development.

**Specific Objectives:**

1. To support and enhance accessibility to other markets.
2. To establish the e+F+TN network and Virtual Fair Platform for the promotion of business and trade links of local enterprises.
3. To promote the use of ICTs by educating business people in using them.
4. To link the e+F+TN Virtual Fair Platform with (conventional) trade fairs.
5. To expand the e+F+TN network and establish a permanent scheme to operate the project's legacy.

**Main Activities:**

- Realizing a needs analysis per country.
- Developing the Virtual Fair platform specifications.
- Procuring the VF platform.
- Operating the national nodes of the VF platform.
- Organizing the intra-regional VFs.
- Providing support to enterprises for participating in VFs.
- Promoting virtual presence initiatives in international (conventional) trade fairs.
- Organizing an international VF.
- Providing support to enterprises for participating in the international VF.
- Offering operational support in the VF platform.
- Expanding the network and establishing operating principles & rules.
- Delivering a continuation plan and an operational scheme.

**Expected results:**

- 100 - 150 local enterprises participating in the Virtual Fairs.
- 60 - 100 enterprises participating in the virtual presence initiatives.
- 100 - 160 new trade / business links achieved.
- 15 - 20 trade / business deals generated.
- 16 organisations joined the network.

**Partnership:**

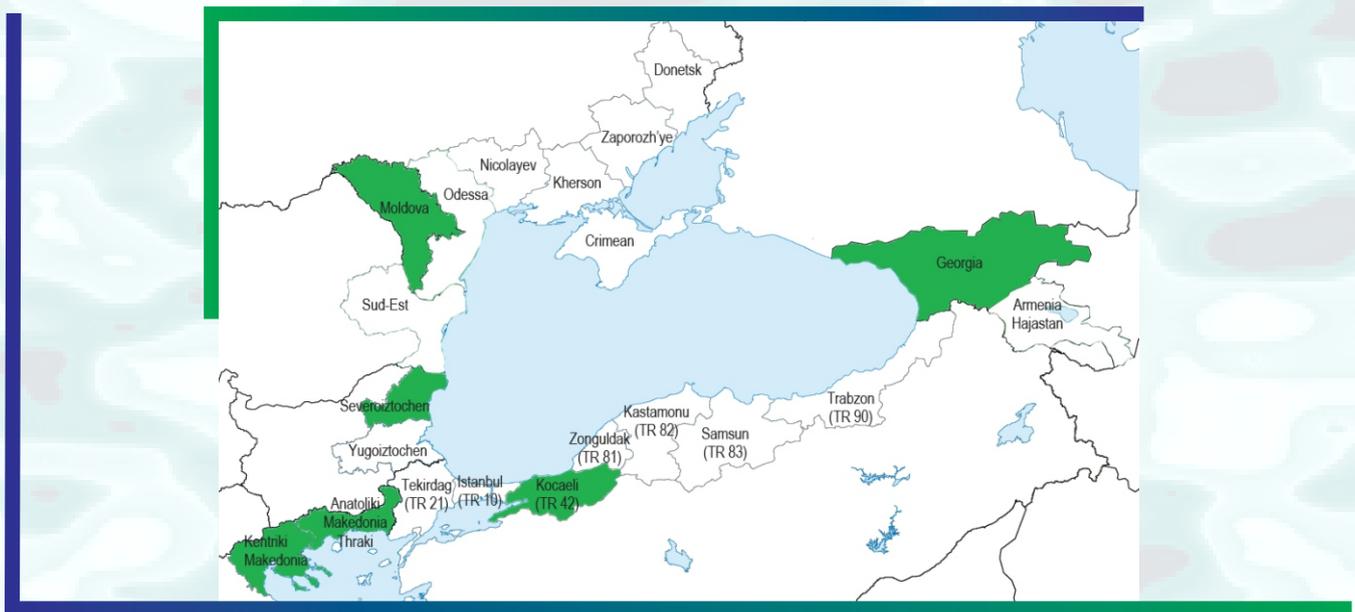
**Beneficiary:**

German Hellenic Chamber of Industry and Commerce - Department Northern Greece Association, Greece

**Partners:**

- Exhibition Research Institute, Greece
- Chamber of Commerce and Industry, Targovishte, Bulgaria
- Caucasian Institute for Economic and Social Research, Georgia
- The Chamber of Commerce and Industry of the Republic of Moldova
- Sakarya Chamber of Commerce and Industry, Turkey

**Regions of Implementation:**



**Contact Person:**

Dr. Athanassios Kelemis

Address: Voulgari street 48-50, 542 48, Thessaloniki, Greece;

Phone / Fax: +30 2310 327733; +30 2310 327737;

E-mail: [a.kelemis@mail.ahk-germany.de](mailto:a.kelemis@mail.ahk-germany.de)

Web page: [www.griechenland.ahk.de](http://www.griechenland.ahk.de)

**CONTACT DETAILS:**

Ministry of Regional Development and Public Administration

Joint Managing Authority

Phone: +40 372 111 323

Fax: +40 372 111 456

E-mail: [blacksea-cbc@mdrap.ro](mailto:blacksea-cbc@mdrap.ro)

[www.blacksea-cbc.net](http://www.blacksea-cbc.net)



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