



RaiSE
Interreg Europe



European Union
European Regional
Development Fund

Internationalisation of social enterprises

Service « Aracoop Internacional »

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INNOVATION



INTERNATIONALIZATION



FOREIGN INVESTMENT



START-UPS



FUNDING



CLUSTERS

ACCIÓ's Trade & Investment Offices



This is a social enterprise in ACCIÓ in 2014



Main difficulties/barriers of social enterprises

- Difficult market & trading conditions (45%)
- Competition within the market (40%)
- Insecure or declining grant funding (35%)
- Cashflow difficulties (35%)
- Lack of time/capacity to develop trading potential (35%)



Source:
RaiSE study on the social enterprises ecosystem in Catalonia (2017)



ARACOOOP

INTERNACIONAL

L'economia social exporta

Intervention logic

OBJECTIVE:
Carry out an internationalisation project for a SE

By introducing the SE in a new market

By deepening in the SE internationalisation strategy

TOOL:
40 ACCIÓ's Trade & Investment offices (they cover 110 countries)



Intervention logic

REQUIREMENTS:

- ✓ SE based in Catalonia
- ✓ Product or service consolidated in the market
- ✓ In a position to start an internationalisation project

PERSONALISED CONSULTANCY SERVICES:

- ✓ Commercialisation channels
- ✓ Market studies
- ✓ Distributors/partners/final costumers
- ✓ Staff selection
- ✓ Enterprise implementation abroad

20 PROJECTS PER YEAR

COST PER PROJECT: 9.600 €

Labour cost per hour: 80 €

120 hours during 4 months

Maximum annual cost: 192.000 €

SE don't pay anything
100% subsidised service

75 % ACCIÓ

25% DG FOR THE

SOCIAL ECONOMY

Impact and potential for transfer





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Thank you!

Questions welcome