



# Partner Search Priority Axis 1

**DISCLAIMER:** Potential partners may be contacted at the email provided, in order to discuss and further develop these project ideas. The Interreg - IPA CBC IT-AL-ME JS and MA may not be held liable for any misuse of ideas posted. In compliance with the EU Data Protection Directive 95/46/EC and its supporting legislation, the data collected about the partners shall be processed fairly and not used in ways that are beyond the scope of the partner search, for which the data was collected.

Organisation	Lead Partner	Project idea	Partners wanted	Location	Email
ENGIM Albania		<p>Main topics: Inclusive business and Social innovation</p> <p>Objectives: Encourage social entrepreneurship for sustainable and inclusive development in Albania and Montenegro. Setting up local and cross-border networks in the field of inclusive business</p>	Local public institution, Other body governed by public law, Private non-profit organisation	Puglia Region, Molise Region, Montenegro, Albania	r.damato@engiminternazionale.org
Union of Chambers of Commerce and Industry of Albania/ Bashkimi i Dhomave te Tregetise dhe Industrise se Shqiperise	Union of Chambers of Commerce and Industry of Albania/ Bashkimi i Dhomave te Tregetise dhe Industrise se Shqiperise	Our project consists in strengthening cross-border relations, consist in the development of SMEs. Through this project, we aim to reach out to business, improving the condition in which it is located, aiming to increase its business and sustainability	Central public institution, Local public institution, Other body governed by public law, Private non-profit organisation	Puglia Region, Molise Region, Montenegro	info@uccial.al

<p>University of Mediteran – Faculty for Information technology – the first private non-profit university in Montenegro</p> <p>Smart City – an innovation driven NGO, with main focus on widening the use of ICT in the society</p>		<p><b>“Cross-border Network of Innovation Centres”</b></p> <p>Project aims to increase competitiveness of the business environment, by strengthening the cross-border cooperation between entrepreneurs, SMEs and research institutions, involving cross-cutting technologies in developing new and efficient ICT products and services, through innovation and smart solutions. Since the level of use and awareness of new innovative technologies in business sector in the region, especially in Montenegro and Albania is very low, compared to other developed countries, there is a need for knowledge transfer from developed countries, such as Italy.</p> <p>By establishing a cross-border partnership of business and research institutions through network of Innovation Centres project will provide continuous, affordable and accessible support to the business community, with special focus on the support and development of the ICT innovation solutions.</p> <p>The project will not only raise capacities, cooperation and attitudes of all stakeholders involved, but will also raise public awareness on the benefits and possibilities of using new technologies and innovation for the entire society, thus achieving higher economic impact and sustainable development in the region.</p> <p>Main target groups/beneficiaries of the project are: business entities, educational and research institutions, local authorities, and the general public.</p> <p><b>Objective</b></p> <p>The main objective of the project is to empower cooperation and competitiveness through building a cross-border partnership between the businesses with cross-cutting technology research institutions.</p> <p><b>Specific goals</b></p> <ol style="list-style-type: none"> <li>1. Supporting entrepreneurial culture, mind sets, skills and attitudes.</li> <li>2. Supporting and establishing innovation centres and networks</li> <li>3. Enhancing cross-border partnership between universities, research institutions and the business community</li> <li>4. Development of the third sector (social businesses or non-governmental organizations).</li> </ol> <p><b>Outcomes</b></p> <ol style="list-style-type: none"> <li>1. Establishing cross-border network of universities, research institutions and the business community</li> <li>2. Establishing cross-border network of Innovation Centres</li> <li>3. Establishing 1<sup>st</sup> Innovation Centre in Montenegro</li> </ol>	<p>Local public institution, Research centers, Universities</p>	<p>Italy, Albania</p>	<p>djuros@gmail.com</p>
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UET Centre		The project will in general increase competitiveness of women and strengthen the women entrepreneurship in the regions and provide sustainable solutions for development of women`s micro and small businesses in the cross-border area.	Central public institution, Local public institution, Other body governed by public law, Private non-profit organisat.	Puglia Region, Molise Region, Montenegro, Albania	kebjana.haka@uet.edu.a 
University of Bari; Università degli Studi di Bari Aldo Moro	University of Bari; Università degli Studi di Bari Aldo Moro	Leavened baked goods typical from Apulia, Molise, Albania and Montenegro will be characterized from biochemical, microbiological and sensory point of view (1st year). An overview of the properties of the leavening agents used will be obtained. During the 2nd year of the project, the research will aim at standardizing performances of leavened baked goods, through appropriate choice of flour and other ingredients, selection of pro-technological lactic acid bacteria and yeasts and set-up of peculiar processing parameters. In addition, the nutritional and functional quality of the standardized leavened baked goods will be improved through the use of selected sourdough lactobacilli and yeasts.	Local public institution, Research centers, Universities	Montenegro, Albania	fabio.minervini@uniba.it
Creative Business Solutions	CBS is looking for organizations/Institutions who can be Lead Partners in the project.	Development of Authentic Tourism and Promotion of Traditional Tourism Infrastructure - The project aims to improve the infrastructure for development and sustainable of "Authentic Tourism" through promotion of traditional tourism and cultural heritage by incentivising the SME's competitiveness toward trans-boundary tourism and Implement an Authentic Hospitality business model with selected accommodation providers. The project will develop a Collaboration Scheme between SME's in entire Value Chain of tourism; will provide Capacity Building through Technical Assistance and dedicated Technical & Vocational trainings for SME's to improve services and develop new products, Develop and market-launch new joint tourism product(s) to promote the best of eligible areas travel destinations; Encourage locals to venture into new entrepreneurship to transform their accommodation facilities into an authentic hospitality business model; Strengthen and develop human resource capacities of providers of tourism services. Increase Digital Marketing Presence, Conduct Social Media and Awareness national campaigns; Promotion of SME's products and activity making them more visible to the tourists. Specific objective: Development and Promotion of Authentic Tourism by unveiling the best of natural and cultural heritage, strengthening tourism capacities, and developing strong cross-border linkages between the countries. Expected outputs and results -The intervention will increase SME's productivity and competitiveness, will improve tourist infrastructure,	Central public institution, Local public institution, Universities	Puglia Region, Molise Region, Montenegro	fotjona.tace@cbs.al

		increase the number of tourists and employment, will improve quality of products and services offered by businesses, increase the management capacity of SME's;			
Creative Business Solutions	CBS is looking for organizations/Institutions who can be Lead Partners in the project.	<p>Agricultural Standards and Certifications - Main project activities planned - Through its activities the project will certify producers and processors in cross border area with various international recognized certifications. The project will aim to introduce and certify in Albania, Montenegro and Italy companies with certification that lacks in order to increase exports and access to the new markets. Activities will include assistance throughout the certification process; assist companies for development of Marketing Strategies including brand development, logo and labeling and communication visibility strategy with the scope to reach new international markets; trainings and workshops with producers and processors in cross border area; increasing awareness on the importance of Certification and their impact in acceleration of trading; Promotion and social media campaigns; Support of agro providers wanting to enter in new Markets; B2B meetings and development of a new Collaboration Scheme between SME's in entire Value Chain;</p> <p>Overall objective - Increase Agriculture SME's productive capacity, access to new markets and facilitate exports through Certification of Food Safety Standards and development of Marketing Strategies;</p> <p>Expected outputs and results - Increase cross border capacities and knowledge in international food and safety Standards, Facilitate internationalization of agro SME's, Increased Annual Turnover of Agribusinesses, Enhanced competitiveness and Increase sales for producers and processors, Increased Visibility and Marketing Presence.</p> <p>CBS web site - <a href="http://www.cbs.al">www.cbs.al</a></p>	Central public institution, Local public institution, Other body governed by public law	Puglia Region, Molise Region, Montenegro	fotjona.tace@cbs.al
Municipality of Campobasso/Comune di Campobasso		<p>The Municipality of Campobasso is interested to be contacted by other stakeholders to develop common project proposals related to the Programme's PA1. Particularly the aims of the projects should concern these themes:</p> <ul style="list-style-type: none"> <li>• Support to urban living lab;</li> <li>• Strengthened culture of entrepreneurship and entrepreneurial mind set in the urban contest characterized by the presence of the University, Chamber of Commerce, business support institutions, etc., especially in green economy, sustainable agriculture, food processing and social innovation;</li> <li>• Promoting a better local network context to facilitate the establishment of start-ups lab, clusters, networks with the aim to strengthen and empowered their cross-border dimension;</li> </ul>	Central public institution, Local public institution, Other body governed by public law	Puglia Region, Montenegro, Albania	sabrina.tirabassi@comune.campobasso.it

		<ul style="list-style-type: none"> <li>Enhancing the planning and administrative capacity of local authorities especially to create/encourage an innovative and creative economic system thanks to the cooperation among the other stakeholder at cross-border level.</li> </ul>			
Albania Center for Sustainable Development - Qendra Shqiptare për Zhvillimin e Qendrueshëm		<p>The economic crisis has significantly impacted the fragmentation of the economy in different social sectors. High unemployment rates, both on total active population and on youths is the main common concern that generates negative side effects, affecting social cohesion of the whole programme area. Adriatic-Ionian regions of Italy, Albania and Montenegro are characterized by strong entrepreneurial spirit and diverse economic activity. Under cross-border cooperation opportunities, entrepreneurship can nurture new skills, foster innovation and open up new markets through networks and partnerships. SMEs represent the most important source of employment and are important drivers for growth and jobs' creation. The overall objective of the project is to promote territorial development, cooperation and support the competitiveness of the Adriatic-Ionian regions of Italy, Albania and Montenegro area by developing, establishing and promoting entrepreneurial learning and transfer knowledge.</p> <p>As the area suffers from markets' fragmentation, high unemployment and limited labor force skills, actions are also needed to foster the area's entrepreneurship potential by encouraging new business models' applications and in particular the ones promoting innovation and supporting internationalization.</p> <p>The entrepreneurial challenge is to reinvent business models and sharpen competitiveness.</p> <p>Some of the expected outcomes and result will be:</p> <ul style="list-style-type: none"> <li>- Established cooperation and coordination between partners and stakeholders in the project – training and education institutions and business;</li> <li>- Strengthening economic and business relations between communities, stimulate economic development, job creation and competitiveness of SMEs;</li> <li>- Status Quo analysis in every region;</li> <li>- Business incentives from youth;</li> <li>- Promotional activities (Conferences, Training, Meetings, Fairs, etc).</li> </ul>	Local public institution, Private non-profit organisation	Puglia Region, Montenegro, Albania	evadauti1@gmail.com

Youth Development Agency	Youth Development Agency	<p>Title: Increase of young's business exchanges  This type of project is similar to the erasmus +. The aim is to motivate entrepreneurial exchanges in youth business.  <i>Obiectives:</i> Promoting business investment in R&amp;I, developing links and synergies. Delivering innovation support services and developing clusters across borders to foster competitiveness.  The goal is to stimulate incubators that create innovative startups.</p>	Central public institution, Local public institution, Other body governed by public law, Private non-profit organisation	Puglia Region, Molise Region, Montenegro	ydaazhr@gmail.com
Social Development Agency	Social Development Agency	<p>Title: No bankruptcy of new businesses  The main objective of the project is to pilot and deploy a groundbreaking combined scheme to facilitate the match between supply and demand for innovative ideas in the crossborder area, connecting businesses and innovators to facilitate knowledge co-creation among actors that creatively learned to understand each other's needs and languages.  Sub-objectives of the project will be:  To provide at least n. 20 start-ups and early-stage entrepreneurs the creative entrepreneurial skill sets they will need to successfully start, grow, and scale-up following their vision;  To strengthen the business skills of at least n. 100 young artists, creative professionals, entrepreneurs already operating within the creative industries to become game-changers through a common methodology;  The main results of the INNOMAGIC project will be:  Scalable methodology to help entrepreneurs develop, follow and accomplish their vision.  Scalable methodology to foster the Game-change capacity of creatives.  Replicable model to foster innovation demand from businesses to face market challenges and internal problems.</p>	Central public institution, Local public institution, Other body governed by public law, Private non-profit organisation	Puglia Region, Molise Region, Montenegro	acsashc@gmail.com
Insitute for Consultancy and Research	Insitute for Consultancy and Research	<p>Title: No bankruptcy of new businesses  Title: Promotion of new methodologies in the field of ICT.  In the framework of the development of this project will focus on the promotion and diffusion of new methodologies, mainly in the field of technology, communication, and information. Will develop training programs to small and medium businesses to recognize and use the programs, software, processing of other statistical data.</p>	Central public institution, Local public institution, Other body governed by public law, Private non-profit organisation	Puglia Region, Molise Region, Montenegro	ircinstitute2009@gmail.com

Agency for Sustainable Development	Agency for Sustainable Development	Title: Application of new methodologies in the field of tourism businesses. The project aims at leading design and dissemination of new methodologies, primarily to small tourism businesses in the Adriatic area. The application of these methodologies will have a significant impact on increasing revenue, improving social indicators and sustainable development in tourism.	Central public institution, Local public institution, Other body governed by public law, Private non-profit organisation	Puglia Region, Molise Region, Montenegro	azhqasd@gmail.com
Agency for Social Initiatives	Agency for Social Initiatives	Title: Promotion of social business development. The term social businesses is less known in the program area and mainly in the territory of Albania and Montenegro. This project aims to encourage all small businesses in the program territory for recognition and development of businesses social, ecological, production of other bio products.	Central public institution, Local public institution, Other body governed by public law, Private non-profit organisation	Puglia Region, Molise Region, Montenegro	asainitiative2008@gmail.com
Agency for People in Need	Agency for People in Need	Craft companies still have an active and important role in the economy of local stories in our regions. This project aims to offer special support to the craft world, through involvement in the whole society.	Central public institution, Local public institution, Other body governed by public law, Private non-profit organisation	Puglia Region, Molise Region, Montenegro	apnneed2006@gmail.com
Chamber of Commerce of Foggia - Camera di Commercio Industria Artigianato e Agricoltura di Foggia	Chamber of Commerce of Foggia - Camera di Commercio Industria Artigianato e Agricoltura di Foggia	The project has as aim the strengthening of the entrepreneurial system of the Countries covered by the Cooperation Programme, allowing them to seize the opportunities arising from a growing intensity of technological innovation.	Central public institution, Local public institution, Other body governed by public law	Montenegro, Albania	emanuele.cairelli@fg.camcom.it
Institute of Sciences of Food Production (ISPA-CNR) National Council of Research of Italy Via Amendola, 122/O 70126 Bari	Institute of Sciences of Food Production (ISPA-CNR) National Council of Research of Italy Via Amendola, 122/O 70126 Bari	Process innovation of traditional fermented beverages endowed with health promoting compounds to favour their cross-border market. The project will start from a broad analysis of local fermented beverages (artisanal or industrial) focussing on their innovation needs in regard to the different products and technological processes. Subsequently, biotechnological approaches will be addressed to safeguard safety and improve nutraceutical properties. The project will lead to the implementation of standardized processes and promotion of the related products in the European market. Progresses in the knowledge of autochthonous probiotic microorganisms and functional metabolites/compounds will be also expected.	Central public institution, Local public institution, dairy and beverage enterprises	Montenegro, Albania	leonardo.caputo@ispa.cnr.it

NGO "RDA-UBA" Regional Development Agency-Ulcinj Business Association		Sustainable development, Development of Eco-tourism, Organic agriculture, Green business	Central public institution, Local public institution, Private non-profit organisation	Puglia Region, Molise Region, Montenegro, Albania	uba@t-com.me
Municipality of Cutrofiano (Le)	Municipality of Cutrofiano (Le)	<p>The overall objective of the MEDCRAFT project is to promote entrepreneurship and business creation in the handcraft sector, and in particular in ceramic arts, by improving the effectiveness of regional and local development policies through sharing and exchanging good practices and experiences.</p> <p>In particular, MEDCRAFT project wants to create a durable connection among different territories involved in IPA_CBC Programme, going back to historical roots and looking for product innovation potentialities profiting from raw materials diversities, as well as technical peculiarities.</p> <p>The promotion of successful entrepreneurship and a sound business environment for SMEs has always been a major concern for the European Union. In particular the SMEs have an important economic impact to local and regional economies of the partner territories, especially when referring to handcraft sectors. In this framework, MEDCRAFT aims to strengthen the policy capacity of the involved partners to support entrepreneurship and SMEs, to modernise their economies and improve their global competitive position. Experiences will be drawn from the partners' most successful initiatives developed by their local and regional development strategies and programmes. The project partners will implement an intensive transfer of experiences, knowledge and know-how on jointly selected best practices and approaches, in the following areas:</p> <ul style="list-style-type: none"> <li>• business models and business support services;</li> <li>• access to innovation design and financial assistance to SMEs;</li> <li>• SMEs internationalization, professional networking and information exchange;</li> <li>• promotion of entrepreneurship among specific target groups such as young and female entrepreneurs.</li> </ul>	Central public institution, Local public institution, Other body governed by public law, Private non-profit organisation	Montenegro, Albania	project@spheraspinooff.it

**The following stakeholder has agreed to be contacted by other stakeholders ( in phase of registration to the Launch Event in Tirana and in Podgorica) to develop common project proposals related to the Programme's PA1**



Organisation	Name of the representative	Project idea	Partners wanted	Location	Email
Faculty of Economy, University of Tirana	Indri Dyrmishi				info@feut.edu.al
Agriculture University of Tirana (UBT)	Ana Kapaj				amane@ubt.edu.al
University "Aleksandër Moisiu" Durrës	AZETA TARTARAJ				atarataraj2@gmail.com
CNA Puglia	Pasquale Ribezzo				cnapuglia@gmail.com
European university of Tirana	Ermira Qosja				ermira.qosja@uet.edu.al
University of Bari Aldo Moro - Università degli Studi di Bari Aldo Moro	Francesco Guaragno				francesco.guaragno@uniba.it
Eagle Advisory Partners	Giancarmine Battigaglia				gbattigaglia@eagleadvisorypartners.com
Consedin S.p.A.	Guglielmo de Gregorio				guglielmo.degregorio@consedi.it
Italian Chamber of Commerce in Albania	Alda Bakiri				segreteria@ccia.al
Youth Development Agency	Iriza Hasani				hasaniiriza3@gmail.com
Union of Chambers of Commerce and Industry of Albania / Bashkimi i Dhomave të Tregtisë dhe Industrisë së Shqipërisë	Ines Mucostepa				ines.mucostepa@gmail.com
Bashkimi i Dhomave të Tregtisë dhe Industrisë së Shqipërisë/Union of Chambers of Commerce and Industry of Albania	Ines Mucostepa				info@uccial.al
Eagle Advisory Partners	Klevisa Rama				krama@eagleadvisorypartners.com
Eagle Advisory Partners	Sandro Venturini				sandrov88.sv@gmail.com
Albanian Investment Development Agency	Krist Bregasi				krist.bregasi@aida.gov.al
Agricultural University of Tirana	LIRIKA KUPE				lirika_kupe@yahoo.com
Confimi Industria Albania	Roland Muka				m.roland@libero.it

ENGIM	Roberto d'Amato				r.damato@engiminternazionale.org
CNA Metropolitan Area of Bari: National confederation of handicrafts and Small and Medium Enterprises; CNA Area Metropolitana di Bari Confederaz. Nazionale	Nunzio Porfido				porfido.bari@cna.it
RDA 2 Tirana	Marsela Cekrezi				marsela.cekrezi@rda2tirana.org.al
Montenegro Business Alliance	Milan Dragic				mbabr@t-com.me
Institute for public health	Ena Grbović				ena.grbovic@ijzcg.me
Barska plovidba AD Bar	Tihomir Mirković				barplov@t-com.me
NGO Center for development of entrepreneurial society - NVO Centar za razvoj preduzetničkog društva	Radivoje Drobnjak				office@preduzetnici.me
NGO Center for development of entrepreneurial society - NVO Centar za razvoj preduzetničkog društva	Balša Ćulafić				balsaculafic@gmail.com
Mediterranean University, Univerzitet Mediteran	Srdjan Jovanovski				srdjan.jovanovski@unimediteran.net
Montenegrin National Theatre/Crnogorsko narodno pozoriste	Janja Raznatovic				janjar@uic.es
Public Health Institute	Đurđica Ostojić				djurdjica.ostojic@ijzcg.me
Ministry of Economy - Directorate for SME Development /Ministarstvo ekonomije - Direkcija za razvoj MSP	Ljiljana Belada				ljiljana.bozovic@nasme.me
JU Centar za djecu i mlade Ljubović ; Center for children and youth Ljubovic	Olivera Krstić				centarljubovic.olja@t-com.me
Montenegro Airlines	Željka Popović				zeljka.popovic@montenegroairlines.com
General Hospital Niksic JZU Opšta bolnica Nikšić	Ivana Kovacevic Bulatovic				bolnica-nk@t-com.me
Nacionalno udruzenje malinara CG	Dajana Femic				nab.montenegro@gmail.com

Chamber of Economy of Montenegro/Privredna komora Crne Gore	Šofranac Dragana				dsofrnac@pkcg.org
JU Zavod Komanski most	Vaselj Dušaj Ljiljana Ljiljanić				zavod@t-com.me
Port Authority of Montenegro -Lučka uprava Crne Gore	Vladimir Stjepčević				vladimir.stjepcevic@luckauprava.gov.me
Crnogorski Savez malinara Crne Gore ,NGO Montenegrin Union of raspberry	Rakocevic Vladimir				csmalinara@gmail.com
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Opština Bijelo Polje,--Municipality Bijelo Polje	Fahrudin Begović				menadzer@bijelopolje.co.me
Association for the Preservation of Gorica and Nature, Udruzenje Ljubitelja Gorice i Prirode	Mladen Ivanovic				brdogoricaudruzenje@gmail.com
Udruzenje multiple skleroye Crne Gore- Podgorica/Association sclerosis multipleks of Montenegro	Andrijana Nikolic				friendlyhand@t-com.me
Clinical centre of Montenegro	Mirjana Cukic				mirjana.cukic@kccg.me
Business Women Association of Montenegro Asocijacija poslovnih zena Crne Gore	Ljubica Kostic- Bukarica				poslovna.zena@yahoo.com
Local Democracy Agency Montenegro	Kerim Medjedovic				ald@t-com.me
Municipality of Tivat, Opstina Tivat	Petar Vujovic				predizetnistvo@opstinativat.com

PLEASE ADD FURTHER PARTNER SEARCHES AT

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