



REGIONAL DEVELOPMENT AGENCY

with Business Support Centre for Small and Medium-sized Enterprises



Bulgaria
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REGIONAL DEVELOPMENT AGENCY
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About us:

Regional Development Agency with Business Support Centre for Small and Medium-sized Enterprises works for the regional development of Plovdiv Region, improvement of the economic environment, creating a local mechanism for development and support the sector of small and medium-sized business.

RDA with BSC for SMEs is an active participant in the process of creating the economic and social policy in the region. It is a member of the Municipal and District Councils for Employment, of the working groups for the development of Regional Innovation Strategy, Plan of Regional development of Plovdiv Municipality for the period 2007-2013.

Plovdiv RDA with BSC for SMEs was established in 1996 as a non-governmental, non-profit organization, and is registered in Bulgaria under the new Act for non-profit organizations with socially useful activities.



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Our members are:

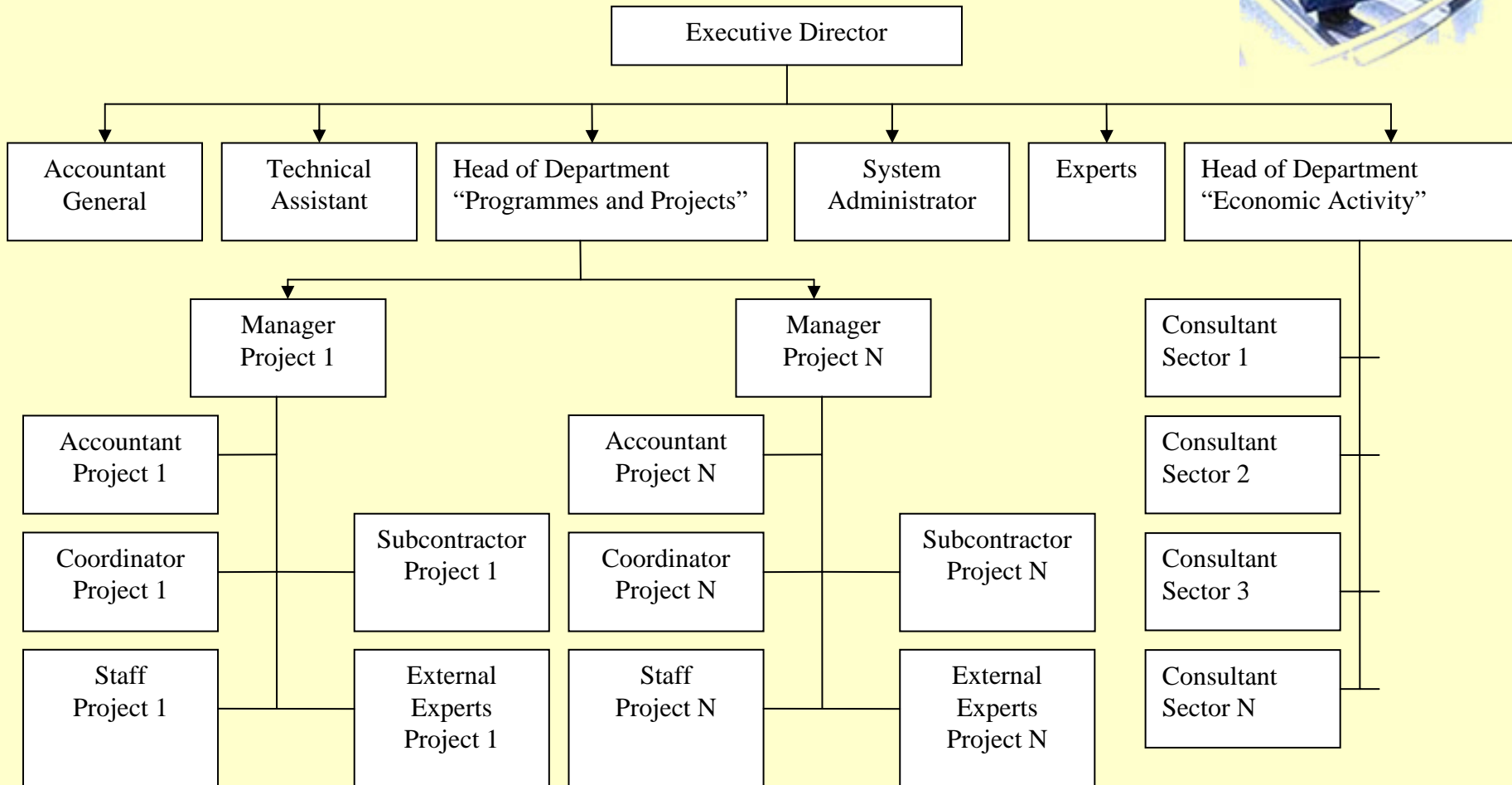
- Municipality of Plovdiv
- Industrial Association - Plovdiv
- Chamber of Commerce and Industries Plovdiv
- University of Food Technologies Plovdiv
- Free Zone Plovdiv
- Technological Centre for Complex Assembly Automation
- Technological Centre - 86 Plovdiv
- and Plovdiv Region SMEs.

RDA with BSC for SMEs is a full member of BARDA
(Bulgarian Association of Regional Development Agencies and Business Centers).





Our structure:





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Our goals:

- Improvement of the economic environment and the perspectives of the citizens in Plovdiv Region
- Development of an effective structure of the regional development
- Encouraging of entrepreneurship
- Development of the sector of SMEs, establishing new SMEs, supporting, enlarging and development of the existing SME
- Decreasing of unemployment level
- Better qualification of management teams and the SMEs staff
- Integration of groups in unequal position



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Main activities :

- Interaction and mediation between organizations and structures, supporting regional development, entrepreneurship, science/technologies and SMEs
- Services and support to municipalities and regional development
- Expert support and preparation of projects and programmes under structural and cohesion funds
- National and EU Programmes and etc. for municipalities, SMEs and etc.
- Consultancy services
- Training activities
- Information support of SMEs, municipalities, etc. on subscription base
- Organizing of conferences, seminars, exhibitions, trade shows, and promotion of companies
- Other services



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Consultancy services :

- Expert support and preparation of projects and programmes under National and EU Programmes and etc. to SMEs
- Individual confidential consultations about all aspects of starting, development and enlarging one's own business
- Studying of sources for financing of SMEs and their requirements for preparation of business plan; mediation between banks and other financial and non-financial institutions and SMEs
- Working out business plans and credit justifications
- Studying and proposing of new financial schemes for supporting of SMEs



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Consultancy services :

- Designing of company profiles and company promotions
- Company management and human resources
- Marketing analysis and researches
- Identification of new markets for local products and services
- Preparation and dissemination of advertising and promotion materials of SMEs and their products
- Searching of foreign partners for SMEs
- Ensuring of advisers on legal, patent, taxation, financial, accounting, investment and credit issues, standards, goods, markets and partners



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Services to the Municipalities :

- Public-private partnerships
- Delivering of information about different national and international programmes
- Supporting of municipalities for economic and investment environment and attracting of national and international investments
- Development of projects and programmes, connected with different municipal problems - decreasing of unemployment, integration of groups in unequal position, improving of the environment and etc.
- Supporting of investment projects connected with infrastructure, production and other issues
- Training of municipal staff on financial issues of municipal budgets and regional projects
- Participation in Municipal and District Councils of Employment and others
- Supporting of municipalities, contacts and meetings with representatives of SMEs and improvement of economic environment of the municipality



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Investments :

- Delivering services to SMEs on their foreign trade activities
- Delivering services and information to foreign businessmen on Act of Commerce, Act for foreign investment, etc.
- Supporting the collaboration and cooperation of regional enterprises with companies from the country and abroad
- Assisting of SMEs in preparation of certificates of origin by RDA members
- Organizing of SMEs participation in international and national events: fairs, trade exhibitions and shows, conferences, presentations, etc.
- Promotion of products of local and foreign companies



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Support to Regional Development:

- Expert support and preparation of projects and programmes under structural and cohesion funds
- Participation in the working out of plans for regional development and other strategic documents
- Collaboration in the working out and implementation of programmes for regional development
- Identification of appropriate partners for establishing of joint-ventures
- Assisting the cooperation and collaboration of companies from the region with companies from the country and abroad
- Participation in the development and implementation of regional projects, connected with environment issues, transfer of innovations and high technologies, etc.
- Participation in Municipal and District Councils of Employment and others
- Participation in implementation of plans and strategies on regional level such as Regional Innovation Strategy of South Central Region of Bulgaria, Plan of Regional Development of Plovdiv Municipality and etc .



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Training :

- Working out and applying of training modules, methodologies and etc. in the fields of starting one's own business, exporting marketing, e-business, business plan, marketing researches and strategies, etc.
- Training courses and seminars for entrepreneurs and managers of SMEs for improving their management skills and qualification
- Training of the SMEs, municipalities and etc. staff
- Training of unemployed people
- Training on computer literacy, foreign languages
- Training on foreign trade regime of Bulgaria
- Training on customers' request



Information services :

- Delivering information to the SMEs and regional development
- Organizing of dissemination of information about all programmes and projects (local and international) concerning SMEs and proposing of economic and technical support to regional business
- Delivering information by BARDA's Information System First Class
- Delivering information about international trade fairs and shows, exhibitions, conferences, etc.
- Delivering information using local and international networks such as BARDA, INTEGRA, IRC Network, etc.
- Delivering information in field of Quality System Management, standards, etc.



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Representatives:



➤ Innovation Relay Center - Bulgaria



➤ Association "Club 9000" - Bulgaria



➤ "Club of the Young Entrepreneur" – Plovdiv



➤ Confesercenti Bulgaria Ltd.



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Our Projects :

Regional Development Agency with Business Support Centre for Small and Medium-sized Enterprises- Plovdiv was established with the financial support of programme EURADA/PHARE.

Some of the programmes and projects:

PHARE Programme:

- Project BG 2003/004-937.11.01 "Alternative employment"
- Project BG 0102.02 "Consultancy services for SMEs and technological grant scheme"
- Project "Regional Development Agencies (RDAs) as a tool for enhancing Small and Medium Enterprises Development (SME) within the enlarged internal market"
- Project BG 9908.02 "Capacity Building for the Accelerated Growth of the SME Sector in Bulgaria"
- Other



Our Projects :

Programme “Leonardo da Vinci :

- Mobility project [BG/04/A/PL 166 203](#) “Foreign Practice of Students in Tourism – Prospective Small Entrepreneurs”
- Mobility project [BG/05/A/PL 166 155](#) “Adaptation of Successful Practice in the Field of Biological Wine Production”
- Pilot project [BG/01/B/F/PP/132126](#): “Equal Employment Opportunities: Mentoring and Training of Disabled People and Employers”
- Pilot project [BG/01/B/F/PP/132 055](#): “Training E-business in tourism”
- Pilot project [BG/03/B/F/PP/166034](#): “Virtual Incubator for prequalification into resource tutor for disabled people”
- Pilot project [I/04/B/F/PP/154 120](#): “TAS for AGRIFORM” - Traceability as Strategy for Agricultural Formation.
- Other.



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Some training modules :

Programme “Leonardo da Vinci :

Pilot project [BG/01/B/F/PP/132 055](#): “Training E-business in tourism”

Training modules:

01 Introduction in E-tourism

02 Readiness of on-line tourism

03 Web-marketing

04 Banner advertising

05 Interactive communications in tourism

06 Security of e-tourism

07 How to buy

08 How to sell

09 How to book

10 Main Thesauruses

Profile of E-manager in tourism



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Some training modules :

Programme “Leonardo da Vinci :

Pilot project [BG/03/B/F/PP/166034](#): “Virtual Incubator for prequalification into resource tutor for disabled people”

Training modules:

- 01 Psychological Adaptation
- 02 Braille
- 03 Sign Language
- 04 Start Up Your Own Business
- 05 Business Planning
- 06 Business English
- 07 Management of SMEs
- 08 Internet
- 09 Marketing Researches
- 10 Disability Equality



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Our Projects :

Програма Socrates, Grundtvig 2:

Project [03-BGR01-S2G01-00047-1](#): “Entrepreneurship Incubator as a Forum for Adult Unemployment Fighting”

Project [04-BGR01-S2G01-00026-2](#): “Entrepreneurship Incubator as a Forum for Adult Unemployment Fighting”



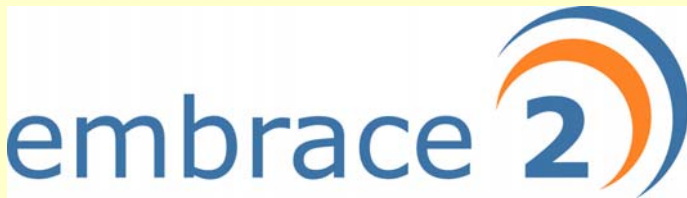
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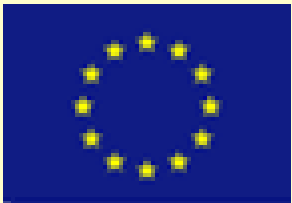
Our Projects :



“Steering and Social Cohesion in the CADSES Space: Valuing Migration as Development Tool”



“Embracing Socioeconomic Development in Disadvantageous Areas through Information & Knowledge Society”





Our Projects :

- Project [No 617015080517](#) “ Planning of the local economic development of Municipality Saedinenie”
- Project [No 91501508058](#) “ Planning of the local economic development of Municipality Topolovgrad”
- Project [No:617015080501](#) “ Planning of the local economic development of Municipality Krichim”
- Project [B.O.S.S](#)– Business Opportunities and Services to Small and Micro companies”
- Project [Bo.R.D.E.R](#)– Development of Border regions and economic support” – Doing Business Without Borders”
- Project – PLATO – Bulgaria
- Project “[Integra](#)” “Training of the Cadres of the Service Centers for the Development of SMEs in the Mediterranean Basin, in the Middle and the Near East Countries and in the Balkan Area”
- Canada- Bulgaria project on “Exporting Marketing”
- Others



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**THANK YOU
FOR YOUR
KIND
ATTENTION!**





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