CONFEUROPA
— IN THE WORLD —

PRESENTATION

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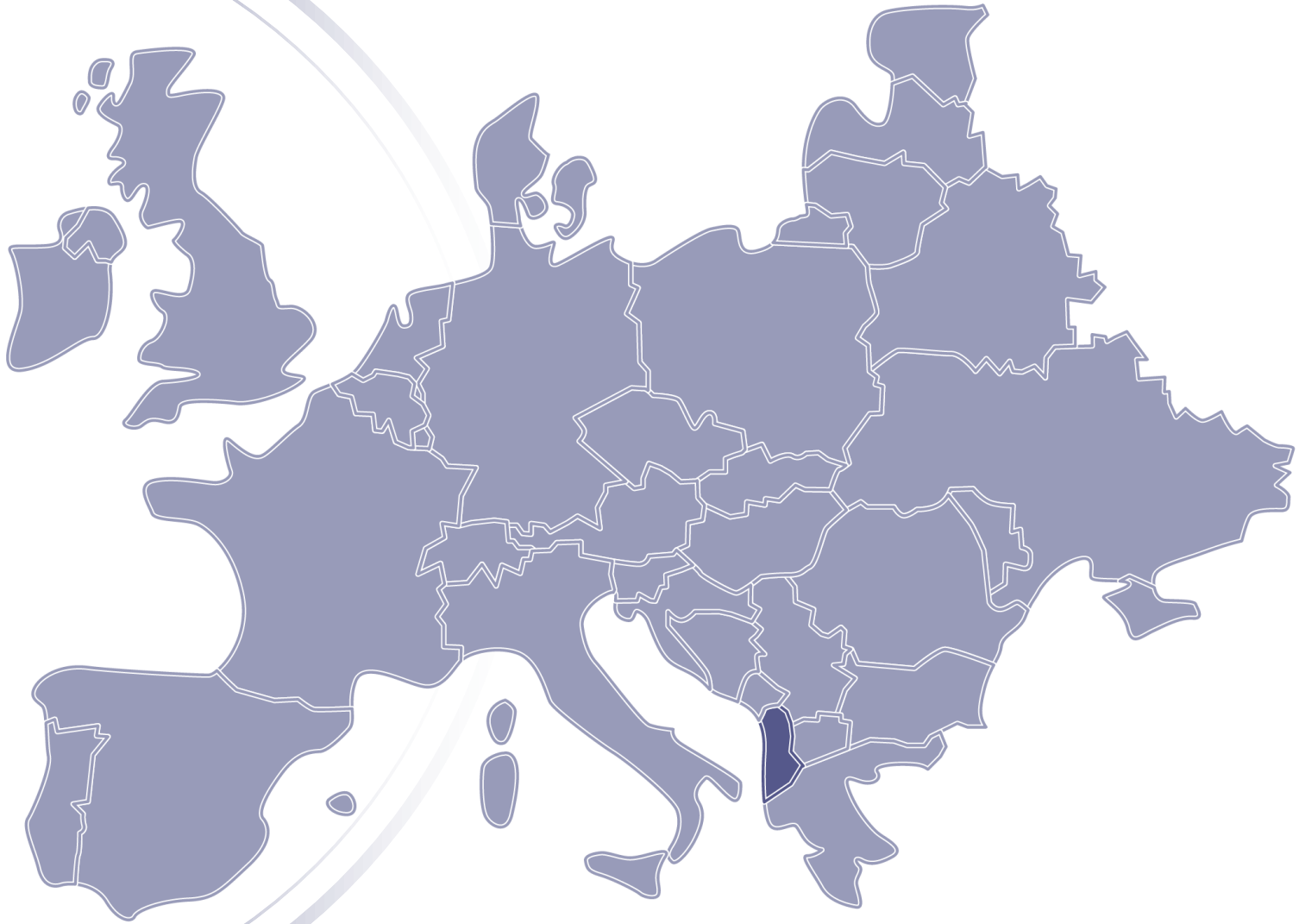
ALBANIA



CONFEUROPA
ALBANIA

IDENTITY

CONFEUROPA Impresе was born to offer Italian entrepreneurship and in particular companies, part of the "**System Confeuropa Impresе**", a new and transnational approach in European countries.

CONFERENCE Impresе starts from the opposite assumption that there are many social, economic, cultural and systemic characteristics that characterize these realities and make them interdependent and closely connected. In this sense, following the dynamics of business associations in European countries, **CONFEUROPA Impresе** proposes itself as a collector of the needs of companies, which look with interest to this geographical area.

CONFEUROPA Impresе is convinced that companies, committed to consolidate and qualify their internationalization processes, can find in the "**System Confeuropa Impresе**" an important opportunity for the development of their activities, especially in order to open new commercial channels and offer new economic points for what is, which tends to make known and appreciated a service, product or an idea.

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OBJECTIVES

The objectives of CONFEUROPA Imprese are:

Bringing the knowledge of the business world of the "**System Confeuropa Imprese**", and the use of the most modern tools for promotion, communication, dynamic organization as well as a wide network of partners and offices in several countries, which carry out information, assistance, consulting and training activities in the business environment.

Present to the business world an innovative approach to internationalization in European countries, based on the "**System Confeuropa Imprese**" in the name of associations and direct participation of companies, in the sense of developing services created to meet the needs of interested companies in the reference area and to strengthen the links between companies operating in the various European countries providing them with support and know-how, in an integrated and comprehensive manner available to the entire "**System Confeuropa Imprese**".

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ACTIVITIES

Confeuropa emphasizes the organizational development of the Internationalization Network model, being constantly promoted through actions of:

- ASSISTANCE ACTIVITIES AND BUSINESS SUPPORT
- PROMOTION INFORMATION AND COMMUNICATION ACTIVITIES
- ACTIONS FOR THE DEVELOPMENT OF THE INTERNATIONALIZATION NETWORK PROJECT

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ASSISTANCE ACTIVITIES AND BUSINESS SUPPORT FOR COMPANIES

- First assistance for the promoters of new Italian business initiatives abroad in the manner required by the organizational model of Internationalization";
- Orientation or accessing financing with European funds for planned business activities;
- Assistance in the pre-trial phase of the programs and in the final evaluation phase;
- Organization of training and professional updating sessions for company managers;
- Qualitative development of the services offered by **Confeuropa Imprese** by managing the "upgrade path" that certifies the reliability of the **Confeuropa**, through a series of legal, structural, organizational and operating requirements;
- Creating conjunctions between service structures through agreements and framework agreements;
- Reception and service actions for their own associates during their presence in Italy and in European countries, providing support for the organization of meetings and seminars;
- Issuance of Membership Card that offers, even in Italy and in other countries, facilities for the traveling businessman.

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PROMOTION, INFORMATION AND COMMUNICATION ACTIVITIES

Confeuropa Imprese aims to spread knowledge about the internationalization network model through the use of information and communication tools. In particular **Confeuropa**:

- Manage a database through the main information systems in the field of internationalization which represents, in practice, the communication network of **Confeuropa Imprese**, in connection with "**System Confeuropa Imprese**";
- Takes care of the drafting of annual publications;
- **Confeuropa News**, collection of useful references, about business opportunities and services offered in countries where companies want to internationalize;
- Organize annually Conventions and Meetings, important communication and promotion events for institutional subjects and the business world;
- Collaborates with the national and international media, to provide greater visibility of internationalization projects and activities and to strengthen relations with Italian business communities;
- Carries out representation and lobbying activities for the Italian institutional representations and in European countries, with the support of the main local actors involved in the promotion;
- develops promotional actions for universities and research / training institutes and organizes internships to its own operational headquarters.

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DEVELOPMENT PLANNING NETWORK

Confeuropa provides support to companies and the tools to make them more in the sense of developing the internationalization network project through the "**System Confeuropa Imprese''**. In particular, **Confeuropa**:

- Manages framework agreements, understandings and collaborations, with institutional and non-institutional entities, to develop and enhance all the activities of promoting companies;
- Carries out territorial marketing projects in collaboration with the Italian chamber system abroad and with the main associations of entrepreneurial categories abroad;;
- Supports companies in actions involving the programming of the internationalization network in order to amplify the organizational growth of the concept and the Italian System."

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SERVICES

WHAT CAN DO CONFEUROPA ABROAD FOR ENTERPRISES?

IN OTHER WORDS, WHAT SERVICES CAN IT OFFER?

Both Italian companies and those residing in other countries, use **Confeuropa Imprese** services abroad generally as a preferential channel to obtain, first , information on business opportunities, and secondly, information on fairs and events is also strongly requested. Furthermore, **Confeuropa** provides reports on the country's economic environment, names of companies for business commercial opportunities and customs regulations.
In essence, Italian companies (but also local ones looking at the Italian market) they want to find in **Confeuropa** the support through which they can meet the demands and offers of business, a real “overtaking band” in order to leave behind the competition in accessing the opportunities in the country. **Confeuropa** is characterized by a perception closely linked to companies and the territories in which they reside..

So, wanting a macro-category summary of the services offered by **Confeuropa** to SMEs, we could summarize them as follows:

- Looking for business partners;
- Information on business opportunities;
- Macroeconomic information on the country's economy;
- Information on local legislation;
- Reporting professionals and consultants to help the company in the country;
- Applications for funding and facilitation

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CHARTER OF VALUES AND THE CONFEDERATION CODE OF ETHICS

In carrying out activities aimed at pursuing social goals, the representative and executive bodies of **Confeuropa** adopt behaviors based on the principles of ethical, social responsibility, fairness, both internally and towards third parties, as indicated in the Charter of Values and the Confederation Code of Ethics Openness to the business environment and quality of services offered;

Confeuropa guarantees:

- Openness to the business environment in European countries;
- The quality of the services offered;
- Cordiality and friendship to all;
- Integrity;
- Moving towards continuous innovation;
- Team performance and obvious results;
- Transparency of the information provided;
- Positive communication and feedback.

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DEPARTMENTS

ARTS, CULTURE, EDUCATION, TRAINING AND UNIVERSITY
COMMERCE, TOURISM AND HORECA
COMMUNITY AND INTERNATIONAL POLICIES
CONSTRUCTION AND REAL ESTATE
ENERGY AND ENVIRONMENT
HEALTH, MEDICINE, PHARMACY, SPORT AND WELLNESS
INDUSTRIAL POLICIES
- AGROFOOD, VITICULTURE AND OENOLOGY INDUSTRIES
- ENGINEERING INDUSTRY
- HYDRAULIC COMPONENTS, TIRES AND CHROME BARS INDUSTRY
- OIL & GAS INDUSTRY
- TEXTILES, FASHION AND ACCESSORIES
- WOOD INDUSTRY

INFRASTRUCTURE, TRANSPORT AND LOGISTICS
INSURANCE AND FINANCIAL BROKER
INTERNATIONALIZATION AND INSTITUTIONAL RELATIONS
NO PROFIT AND THIRD AGE ACTIVITIES
PRESS, COMMUNICATION AND ICT - INFORMATION AND COMMUNICATION TECHNOLOGIES
PROFESSIONS AND SERVICES
SMALL AND MEDIUM ENTERPRISES
TERRITORIAL COHESION POLICIES

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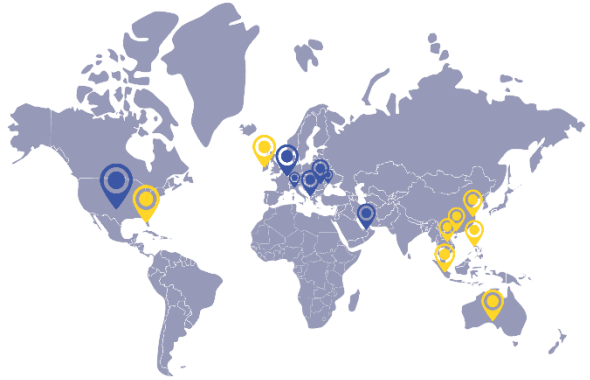
CONTACTS

office@confeuropalbania.org
www.confeuropalbania.org



Where to find us

Operation Office
Romania - Bucharest
29 Musetesti Street
T: +40 372 999 806
M: +40 746 024 256
F: +40 371 675 320

Operation Office
Romania - Bucharest
102 Barbu Vacarescu Street
T: +40 372 999 806
M: +40 748 101 044
F: +40 371 675 320

Head Office
Romania - Bucharest
2 Popasului Street
T: +40 372 999 806
M: +40 748 101 044
F: +40 371 675 320

Operation Office
Italy - Rome
70 G. R. Bencivenga Street
Toll Free Number: 800 193 766

Head Office
Italy - Syracuse
371 Scala Greca Avenue
Toll Free Number: 800 193 766

Operation Office
Italy - Milan
2 Enrico Toti Street
Toll Free Number: 800 193 766

- office@confeuropalbania.org
- www.confeuropalbania.org

- office@confeuropabelgium.org
- www.confeuropabelgium.org

- office@confeuropabulgaria.org
- www.confeuropabulgaria.org

- office@confeuropaitaly.org
- www.confeuropaitaly.org

- office@confeuropaluxembourg.org
- www.confeuropaluxembourg.org

- office@confeuropamoldova.org
- www.confeuropamoldova.org

- office@confeuropamalta.org
- www.confeuropamalta.org

- office@confeuroparomania.org
- www.confeuroparomania.org