

EEN: A Good Example of Building Partnerships for Growth and Innovation by SMF

9 February 2017 – In one of the five recommendations made by the Committee on the Future Economy (CFE) to keep powering growth and innovation in the Singapore economy through partnerships is for trade associations and chambers (TACs) and unions to take on a greater role in leading initiatives to lift their industries and support their member companies to scale up and venture abroad.

Collaboration through EEN Singapore

Co-chairman of the CFE, Mr Heng Swee Keat who is also Singapore's Finance Minister singled out Singapore Manufacturing Federation (SMF) as a good example. In collaboration with the Enterprise Europe Network (EEN), IE Singapore and Intellectual Property Intermediary, SMF formed the EEN Singapore Centre, which facilitates Singapore companies' access to technological know-how, intellectual property (IP) and partnership opportunities within Europe.

"Indeed, our TACs must play a leadership role, to galvanise companies to seize opportunities, and embark on the challenging but fulfilling journey of transformation," said Mr Heng, "In this environment of rapid change, when individual companies may be uncertain about how to proceed, or how best to tap on available Government support, this is a great service that TACs can perform for their members."

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- Mr Daniel Chan, Chairman of IPS Group

Tapping on the network to Europe

SMF Member, IPS Group Pte Ltd had registered with EEN Singapore to explore possible opportunities by tapping on its network with Europe. As a group of companies manufacturing and distributing Asphalt and Concrete Plants, IPS Group has partnered with Lintec GmbH & Co. KG from Germany by setting up IPS-LINTEC Group Pte Ltd with IPS Group acquiring the IP rights and products of Lintec GmbH & Co as their master distributor of Lintec Asphalt Mixing Plant in Asia Pacific.

Mr Daniel Chan, Chairman of IPS Group said, "My company has benefited from the various activities by SMF/EEN such as seminars, courses and networking sessions. Having a better understanding, we decided to pursue strategic alternatives to create value for the business which resulted in us acquiring the intellectual property rights of the products from our German partner - Lintec GmbH & Co. KG. SMF has also helped us to identify new opportunities in several countries which we have successfully sold Concrete Batching Plants there".



About EEN Singapore:

The Enterprise Europe Network (EEN) Singapore is a Consortium comprising Singapore Manufacturing Federation (SMF), International Enterprise (IE) Singapore and Intellectual Property Intermediary (IPI) Singapore formed in June 2015. It is a national initiative looking to promote business, technology and research collaborations between Singapore and European companies through business matchings.

For more information, please visit our website: our website at www.een-singapore.sg

