

Everything is possible when we work together!

Export support partnership project eMesai brings your company to India, UAE and Sub- Saharan Africa countries

Introduction at Steering Group meeting 22.01.2020



EMESAI

Export Support Partnership

Operated by 3
important ICT sector
players in Estonia,
Latvia and Sweden:





Duration: 1.04.2019 – 30.06.2021

Main objective: to increase the Central Baltic SMEs' export to Sub-Saharan Africa, India and UAE countries through

- JOINT export competence building and
- JOINTLY applying export support tools among SME business networks

eMesai supports at least **50 SMEs' export** and achieves at least **9 new sales in target markets**

Target markets

India

UAE

Sub-
Saharan
Africa



Activities - Cross Border Export Competence Building

- joint export seminars/webinars between SWE, EST and LV companies (4)
- joint export study trip about how to do joint marketing between SWE, EST and LV companies (1)
- joint webinars/seminars on how to use the donor money in African countries and/or India (2)

Activities - Cross Border Export Support Services for SMEs

- joint events/trade missions to target markets or world/regional level fairs/congresses (9)
- awareness raising seminars about digitalization benefits of the local stakeholders/potential clients through seminars (3)
- local market expert service to companies

Contact details

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