

# network

## enterprise europe

### yorkshire

## Case study

### Company Mission to Infopol & XPO112

**Organisation:** BIB COM Ltd, Aireselta Ltd  
Industrial Control System Ltd

**Location:** Yorkshire and Humber

### About: INFOPOL

2011 saw the 9th international trade fair for police, surveillance and security services – INFOPOL. Held in Belgium on May 23rd to 25th, it remains the ultimate biennial event to be at for all purchase managers and decision makers in the safety and security supply chain. In previous years, no less than 138 exhibitors showcased their latest products and services to 3,496 professional visitors from the police, surveillance and security industry.

### The Mission

During company visits, the three companies, BIB COM Ltd, Industrial Control System Ltd and Aireselta Ltd expressed their interest in finding new commercial and technological partners overseas. Through the network, the companies were registered for the international trade fair, Infopol.

Their Enterprise Europe Network Advisor compiled company profiles which were submitted to for inclusion in the event catalogue and joined the mission to facilitate meetings at the event.

### Benefits

The companies were able to develop a network of new contacts and set up 20 formal meetings with potential partners from overseas.

“The support given by Enterprise Europe Network in arranging the participation in the event was great. The event was a perfect opportunity to develop new contacts and was an important first step from which to approach foreign markets”

(BiBCOM Managing Director Easa Taheri)

Getting a foothold in new markets can be a challenge. Enterprise Europe Network can help. Your local gateway to the European marketplace, it is Europe's largest network for small companies with a presence in 47 countries and 280 cities.

Co-funded by Yorkshire Forward and the European Commission, advisors work with businesses, universities and research bodies to help them make the most of opportunities overseas..

Enterprise Europe Network helps organisations interested in..

- Research opportunities
- Business & market opportunities
- News alerts & EU information
- Tenders Information Service

\*\* Enterprise Europe Network Yorkshire brings together four local organisations including **Yorkshire Forward**, **RTC North**, **Targeting Innovation** and **Bradford Metropolitan District Council** which are dedicated to helping your business get the information and advice you need, to compete effectively here in the UK and the rest of Europe.

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