

## What commitment will be required?

Tradelinks has been developed to take account of the needs and limited resources of the Micro-enterprise sector, but a commitment of your time is required to conduct the Business Assessment, to work with your mentor in developing your business and to participate in and benefit from the Networking events.

A fee is required before beginning the programme.

## What Next?

If you require further information on Tradelinks or would like to participate on the programme, please contact your local County Enterprise Board or Enterprise Agency. Details are available at the back of the brochure

[www.tradelinks2.com](http://www.tradelinks2.com)

**TRADELINKS** is a partnership initiative between Enterprise NI, the network of local Enterprise Agencies, and the Border County Enterprise Boards and is funded by the European Union's INTERREG IVA Programme.

## Contact Details

COUNTY ENTERPRISE BOARD	TELEPHONE NO.	EMAIL
Cavan CEB	00353 494377200	info@cceb.ie
Donegal CEB	00353 749160735	info@donegalenterprise.ie
Louth CEB	00353 42936948	sarahmallon@lceb.ie
Leitrim CEB	00353 719620450	info@leitrimenterprise.ie
Monaghan CEB	00353 4771818	info@mceb.ie
Sligo CEB	00353 719144772	info@sligoenterprise.ie
ENTERPRISE AGENCY	TELEPHONE NO.	EMAIL
Acorn The Business Centre, Ballymoney	+44(0)28 27666133	enquiries@acornbusiness.co.uk
Antrim Enterprise Agency	+44(0)28 94467774	admin@antrimenterprise.com
Ards Business Centre	+44(0)28 91819787	info@ardsbusiness.com
Armagh Business Centre	+44(0)28 37525050	info@abcarmagh.com
Ballymena Business Centre	+44(0)28 25658616	info@ballymenabusines.co.uk
Banbridge District Enterprise	+44(0)28 40662260	info@bdelonline.com
Carrickfergus Enterprise Agency	+44(0)28 93369528	info@ceal.co.uk
Castlereagh Enterprises Ltd	+44(0)28 90557557	sean.keenan@castlereagh.com
Causeway Enterprises, Coleraine	+44(0)28 70356318	info@causeway-enterprise.co.uk
Cookstown Enterprise Centre	+44(0)28 86763660	info@cookstownenterprise.com
Craigavon Development Org.	+44(0)28 38333393	info@cido.co.uk
Down Business Centre	+44(0)28 44616416	janicesymington@downbc.co.uk
Dungannon Enterprise Centre	+44(0)28 87723489	admin@dungannonenterprise.com
East Belfast Enterprise Park (Belfast)	+44(0)28 90455450	info@eastbelfast.org
Fermanagh Enterprise Ltd	+44(0)28 66327348	info@fermanaghenterprise.com
Larne Enterprise Company (LEDCOM)	+44(0)28 28269973	Geraldinesmyth@ledcomwbp.com
Lisburn Enterprise Organisation	+44(0)28 92661160	aisling@lisburn-enterprise.co.uk
Mallusk Enterprise Limited	+44(0)28 90838860	info@mallusk.org
Newry and Mourne Enterprise Agency	+44(0)28 30267011	info@nmea.net
North Antrim Business Agency, Ballycastle	+44(0)28 20763737	info@northantrimbusiness.com
North City Business Centre (Belfast)	+44(0)28 90747470	mailbox@north-city.co.uk
North Down Development Organisation, Bangor	+44(0)28 91271525	emma@nddo.co.uk
North West Marketing, Derry	+44(0)28 71352693	info@north-westmarketing.com
Omagh Enterprise Company	+44(0)28 82249494	info@oecd.co.uk
Ormeau Business Park (Belfast)	+44(0)28 90339906	info@ormeaubusinesspark.com
ORTUS (Belfast)	+44(0)28 90311002	melanie@ortus.org
Roe Valley Enterprises, Limavady	+44(0)28 77762323	info@roevalleyenterprises.co.uk
Strabane Enterprise Agency	+44(0)28 71382518	info@seagency.co.uk
Townsend Enterprise Park (Belfast)	+44(0)28 90435778	clare.savage@townsend.co.uk
Work West (Belfast)	+44(0)28 90610826	info@workwest.co.uk
Workspace (Draperstown Ltd) Ltd	+44(0)28 79628113	info@workspace.org.uk




**tradelinks**  
connecting business building success

**Enterprise**   
NORTHERN IRELAND

**County & City Enterprise Boards**

 **European Union**  
European Regional Development Fund  
Investing in your future

 Special EU Programmes Body  
Foras Um Chláir Speisialta An AE  
Board O Owre Dcht UE Proiects

The Special EU Programmes Body is the Managing Authority for the European Union's INTERREG IVA Programme.



### The Programme

Tradelinks is specifically designed to assist the micro-enterprise sector across Northern Ireland and the Border counties of Louth, Monaghan, Cavan, Leitrim, Sligo and Donegal, in developing their ability to undertake or expand their cross-border trade by:

- enhancing employment generation opportunities
- developing exporting capability
- addressing barriers to cross border trade.
- investigating the opportunities afforded by new technology
- encouraging new market and new product development
- encouraging innovation

### The Benefits

Tradelinks will provide you with:

- a wide-ranging suite of support specifically designed to address the issues unique to the micro-enterprise sector.
- a team of experienced assessors and mentors
- the opportunity to form linkages with similar

- micro-enterprises
- a full signposting service to other programmes

### Programme Elements

Tradelinks offers a range of programme elements tailored to meet the needs of micro-enterprises at various levels of development:

#### Assessment

The entry point for all companies recruited onto Tradelinks. At this stage, your business will be assessed on the basis of established selection criteria and a Business Improvement Plan prepared which will help determine your future progress on the programme.

#### Market Entry Support

As the focus of the programme is on cross-border trade, an approved mentor will assist the client in identifying potential cross border linkages, carry out appropriate market research, identify potential cross border opportunities and produce a comprehensive 'market entry plan' for the client.

#### Business Support Mentoring

Each client will receive additional mentoring to address the specific needs of the company in becoming better placed to benefit from cross border trading opportunities. Following assessment the mentor and client will agree a company improvement plan – the client and mentor will select appropriate modules of support from a selection of over 30 modules available under the programme.

#### Linkage Support Mentoring

Additional mentoring support will be available to clients actually following up a cross-border B2B linkage. This will be available to help the client prepare for the meeting and/or for the mentor to accompany the client on their initial B2B meeting.

#### Networking

The aim of Networking is to contribute to increased enterprise and trade on a regional and national level by providing Tradelinks clients with the opportunity to network with one another and other businesses and organisations.

#### When will Tradelinks be available?

The Tradelinks programme will run from November 2009 to June 2012.



connecting **business** building success