



# EUROPEAN PROJECTS PORTFOLIO

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# ¿WHO IS AECIM?

AECIM (Metal Industry Companies Association in Madrid) is an Association created in 1978 in the metal sector in the Madrid Region. Nowadays, 23 employees advise and support the associated companies in different areas: international trade, business cooperation, business support, innovation and technology transfer, environment and quality, tax, law, professional training, employment services, etc.

The Association includes companies, professionals and associations dedicated to trade, industry and services in the Madrid Region's Metal Sector. At present time, 7000 companies are associated to AECIM: 70% from the industry and services sector and 30% to the trade sector. AECIM integrate 37 metal subsectors associations.

Metal sector in Madrid is wide scope and thus AECIM integrates enterprises from the following industry and services subsectors: Information and Communication Technologies, automotive and automation components, aeronautics/aerospace, metal - mechanics, metal processing, electronics, telecoms, electrical and electrical equipment/components, surface treatment, metal components, railway components, etc.

The majority of the associated companies are SMEs.

AECIM is part of CONFEMETAL, C.E.I.M, and through them in the Spanish Confederation of Management Organisations (C.E.O.E), taking part of the government body.



# ENTERPRISE EUROPE NETWORK

2008 - CURRENTLY



The Enterprise Europe Network helps businesses innovate and grow on an international scale. It is the world's largest support network for small and medium-sized enterprises (SMEs) with international ambitions.

The Network is active in more than 60 countries worldwide. It brings together 3,000 experts from more than 600 member organizations - all renowned for their excellence in business support.

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# KEY ACCOUNT MANAGER (KAM) FOR SME INSTRUMENT COACHING

2015 - CURRENTLY



<https://ec.europa.eu/easme/en/section/sme-instrument/coaching-under-eic>

As appointed partners of the Enterprise Europe Network to be a SME Instrument Key Account Manager (KAM) is to help the SMEs awarded with SME Instrument Phase I or II to identify challenges and coaching needs, and to support the SME in selecting the right coach according to its needs.

The key activities of the KAMs are the following:

- Conducting a needs analysis together with the SME to identify the potential barriers to future growth and to define the priorities for coaching

- Proposing coaches with profiles matching the SME needs and support the SME in the selection process

- Ensuring that all relevant additional support from the regional innovation ecosystem is introduced to the SME

- Identifying the next steps to help the SME on their growth trajectory

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# MEMEVET FOR INDUSTRIES

2018 - 2019



MECHATRONICS and  
METALLURGICAL VET

for sectors' industries

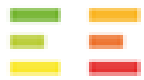
<http://www.memevet.eu/>

The project Mechatronics and Metallurgical VET for sectors' industries aims to offer solutions to some of the main issues that impede the free mobility of students and workers in the mechatronics and metallurgical sector. The main goal is to foster mobility across EU in these two sectors with the establishment of a Sector Skills Alliance involving 5 different countries: Germany, Spain, Italy, Bulgaria and Slovakia.

The project will deliver a common curriculum for complementary educational skills requested by the labour market in the five participating countries. The second most important output will be the development of an e-card for EU CV in which all complementary educational skills acquired in mechatronics and metallurgical sectors will be uploaded.

# EE METAL

2016 - 2019



METAL

<https://www.ee-metal.com>

EE-METAL is an European program aiming a increasing energy efficiency and savings in small and medium-sized enterprises of Metal and Metalworking industry. With the cooperation of 7 partners from 4 countries, and the support from the European Union, the goal is to help companies to gain efficiency and autonomy in their own energy management.

EE-METAL actions focus on:

- Awareness, information and technical capacity barriers to identify, evaluate and implement energy efficiency actions.

- Adapt and standardize for the sector existing methods and technologies such as energy audits, the standard ISO 50.001 and the use of Energy Monitoring Systems.

- Development of a benchmarking study of energy service contracts and the role of ESCOs in the MMA and other industrial sectors.

- Networking with ESCOs Associations for fostering ESCOs-SMEs contracts.

- Benchmarking the different financial models being implemented in the partner countries for financing energy saving institutions for providing clear information on type and size of investments needed.

# GECKOS - GO ECO! ENVIRONMENTAL SERVICES FOR SMES

2010 - 2012



The aim of the project is to facilitate the uptake by SMEs of methods and tools simultaneously reducing their impact on the environment at EU level and turning environmental challenges into economic opportunities.

Aside to first level services like local websites or workshops to promote the most relevant knowledge, the core of the Go Eco project is the delivery of individualised environmental services to SMEs, which are the most efficient mean to achieve the implementation of good practices by SMEs.

This project will target SMEs belonging to five priority sectors:

- Production and processing of metals
- Surface treatment
- Waste management
- Food industry
- Manufacturing of electronic/electric components

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