

NATIONAL BUSINESS NETWORK



The National Business Network was established in 2004 as a legal entity for private benefit. It is designed according to the principles and scope of action of the European Charter for Small Enterprises. According to the assessment of the European Charter only close relationships with local authorities, and the participation of companies in networks which employ best practices, will allow SMEs to succeed in the new economic conditions.

NBN is designed to assist in the development of small and medium businesses, and to provide information to Bulgarian companies and support and encourage cooperation between them. NBN has member companies from all over the country in all sectors. One of our main goals is to provide preferential goods and services for our members. For this purpose we actively seek contacts with reputable suppliers of quality services which may be useful in the activities of our member companies.

In this regard and as an expression of the mutual interests and intentions for improving and developing the social dialogue, the signed cooperation agreements are aimed at:

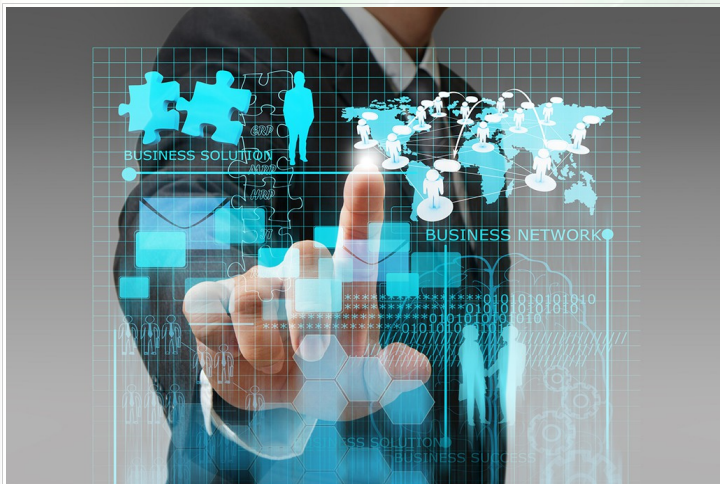
- Exchange of information
- Partnerships for the implementation of projects under EU programs
- Joint participation in other projects and initiatives
- Arranging and conducting seminars, workshops, presentations and research.
- Activities of mutual interest , approved by the governing bodies in accordance with the principles of independence, autonomy and mutual benefit.

Seeking partnership between organizations has increased, although some of them have still not included it in their policy.

One of the main problems of cooperation in the new environment is the challenge of choosing between competition and partnership. The problems in the cooperation between organizations can be explained as lack of experience or competition; past negative experience or a lack of interest and lack of



appropriate organizations in the vicinity. In our opinion, the direct exchange of knowledge and experience between the partners can create new ideas about what needs to be done for our successful development and the effectively implementation our initiatives. Teamwork and partnership relations allow sharing of experience as well as access and exchange of information for the promotion and application of best practices for the professional enrichment of both sides.



As an example of our successful partnership models I can highlight our participation in several projects :

- " Planning for Local Economic Development Gorna Malina " - NBN fully implement the project by carrying out training of local economic development representatives of the administration and business, to prepare analyzes, evaluations and produce reports on the current situation and opportunities for investment in the municipality of Gorna Malina village.
- "Support and creation of small businesses in the tourism sector in Ugarchin Municipality" – The project aims to encourage entrepreneurship among people of working age who receive monthly social assistance in Ugarchin Municipality ;
- "Improving the professional competence of managers " - The project is implemented in partnership with the National Union of Cooperatives of the Disabled and the Institute for Postgraduate Studies at the University of National and World Economy . The aim of this project was to increase the competitiveness of companies through the development and improvement of the existing professional competencies of managers working in cooperation for people with disabilities from NUCD (National Union of Cooperatives of the Disabled) and micro and small companies from NBN in the country . There were increased and enhanced the professional competencies of 44 managers - 22 of them working in cooperatives for disabled people and 22 in micro and small companies united in NBN.

The policy of the Association , of course, is also designed to strengthen our organizational structure. But to strengthen the structure of the NBN is possible and makes sense and perspective , if there is less to do in organizational and personnel stabilization, and more in transformation of NBN as a real factor in solving problems that really excite and interest people and companies . This is exactly the reason we are willing to cooperate with the Bulgarian-Swiss Chamber of Commerce. Fortunately, our membership has been approved by the Board of the Chamber and we now have the pleasure to attend this event , for which we would like to thank them!