



# PAPER BIO PACK

WHAT'S THE FUTURE  
OF PACKAGING IN  
CENTRAL EUROPE?

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**Interreg**   
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 <INSERT YOUR LOCATION HERE>

 Guidelines on adapting the business support  
service

# GUIDELINES ON ADAPTING THE BUSINESS SUPPORT SERVICE



Business support service (BSS):

a set of tools developed to consult and support companies in the packing industry in order to raise cross sectorial linkages between the actors of the segment

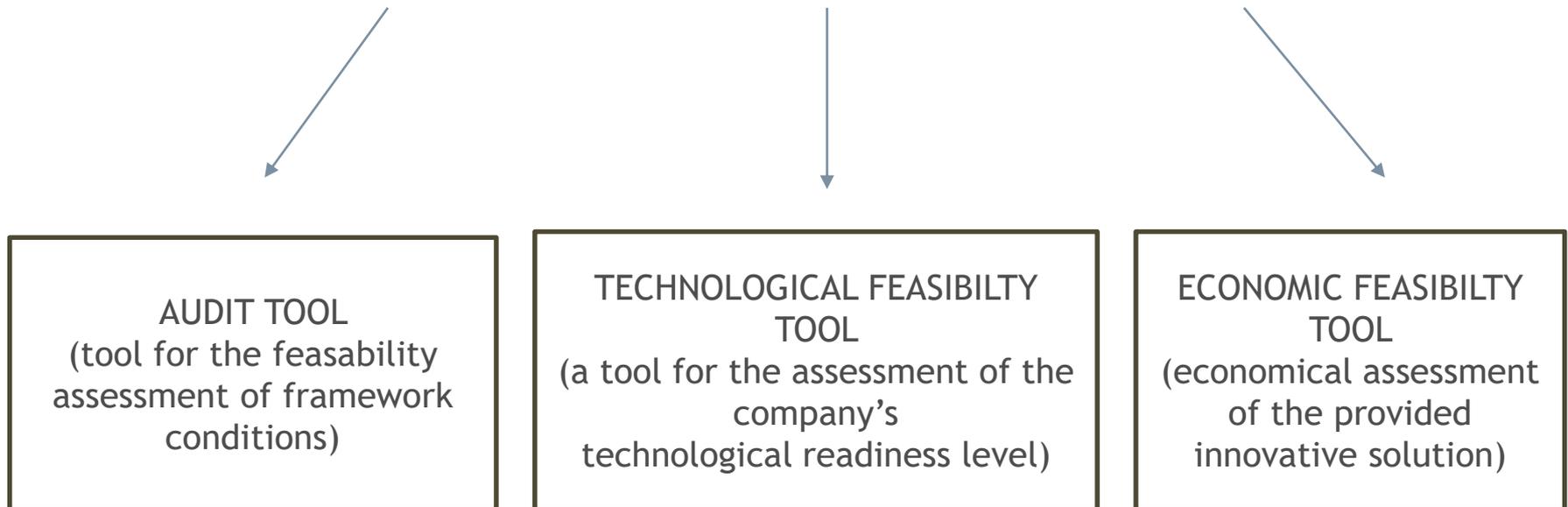
Aim of the BSS:

provide tailor-made innovative paper-bioplastic packaging solutions in the framework of personal meetings between companies and the experts of the Transnational Biocomposite Packaging Center (TBPC)



# GUIDELINES ON ADAPTING THE BUSINESS SUPPORT SERVICE

## BUSINESS SUPPORT SERVICE



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## BUSINESS SUPPORT SERVICE



AUDIT TOOL  
(tool for the feasibility  
assessment of framework  
conditions)

- Can be sent in advance (Google form)
- Serves to give a general picture on the company and the framework conditions
- Ideal for screening the possible fields of innovation within the contacted company



# GUIDELINES ON ADAPTING THE BUSINESS SUPPORT SERVICE

## BUSINESS SUPPORT SERVICE

- Gives insight into technical parameters of the company
- Allows to measure the technological readiness level of the consulted company
- Required to serve as a starting point for the possible innovative solutions



TECHNOLOGICAL FEASIBILITY  
TOOL  
(a tool for the assessment of the  
company's  
technological readiness level)



# GUIDELINES ON ADAPTING THE BUSINESS SUPPORT SERVICE

## BUSINESS SUPPORT SERVICE

- Should give a general comparison for the company regarding the main financial parameters of the suggested innovative solution and the currently used technologies/materials
- Can only be a starting point for detailed financial analysis on the return of potential investment in the innovative solution

ECONOMIC FEASIBILITY  
TOOL  
(economical assessment  
of the provided  
innovative solution)

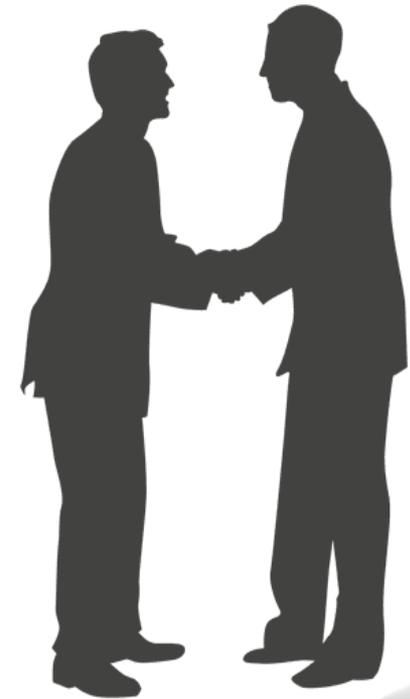


# GUIDELINES ON ADAPTING THE BUSINESS SUPPORT SERVICE

## Business support service in practice

### Phase 1: Preparation

- Contacting the company
- Identifying the right contact person(s) for the completion of the tools/questionnaires
- Setting up the first personal meeting



# GUIDELINES ON ADAPTING THE BUSINESS SUPPORT SERVICE

## Phase 2:Field visit

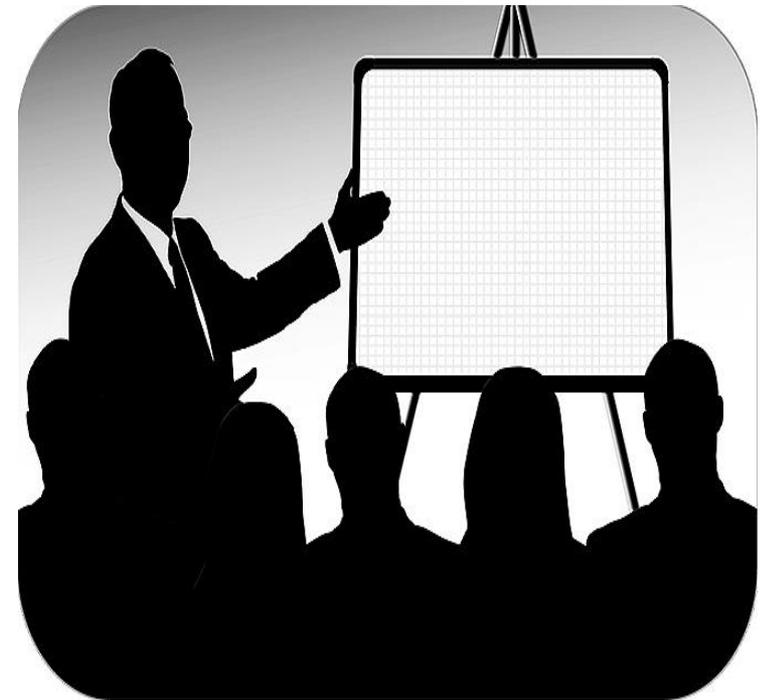
- Personal meeting of with the experts of the company
- Discussion of the questionnaires
- Based on the findings, preliminary suggestions on possible innovative solutions can be made



# GUIDELINES ON ADAPTING THE BUSINESS SUPPORT SERVICE

## Phase 3: Evaluation of the questionnaires and providing feedback for the company

- Based on the evaluation of the questionnaires, tailor made solution for the company is prepared
- Presented or sent by email, follow up or continued consultancy if required



THANK YOU!!



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