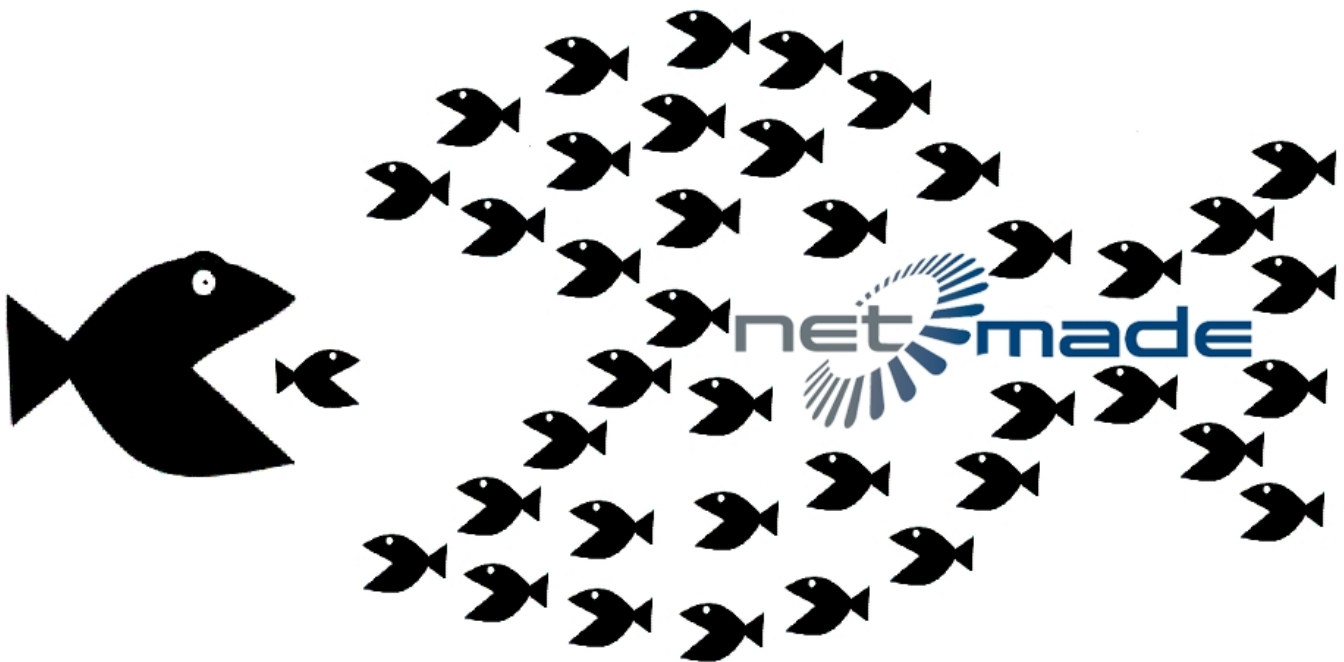


***"Coming together is a beginning
keeping together is progress
working together is a success"***

[Henry Ford]



Business Network projects' aim is the identification and the development of team-working and integ

Business Networks are coordination entities that are willing to integrate SME critical mass and have a

In few words, a Business Network could be defined as >.

Main requirements to create a **functioning Net** :

1. **Confidence and reciprocity**, a Business Network, is a People Network;
2. **Solid, dynamic and independent companies** (do not depend exclusively on the Net);
3. **A shared value system**;
4. **A long-term common strategy** ;
5. **High specialized enterprises** : each Net unit should increase its value;
6. **A governance system** with a hierarchical structure;
7. **A good ICT system** that can connect all the Network companies.

According to us, **a Net is not** :

1. **A trend**, because it should be included in a long-term strategy;
2. **A life jacket** : each company must be healthy and vital independently from the Net;
3. **A tool** with the sole aim of obtaining public incentives.