

PARTNER SEARCH FORM

for
Digital Europe Programme (DEP)

- I offer my expertise to participate as a Partner in a DEP Project
 I am planning to coordinate a Project and I am looking for Project Partners

TOPICS OF INTEREST

- TOPIC ID: . DIGITAL-2026-SKILLS-09-LEAGUE-OF-ACADEMIES (ELEVATE)
- TOPIC Deadline: 03 March 2026
- Deadline for the expressions of interest: None

PARTNER INFORMATION

- Description of the Legal Entity:
 - Higher Education
 - Research Institution
 - Public Administration
 - Industry / SME
 - NGO
 - Other:

Please specify:

Business support organization

- Description and expertise of the team:

The Economic Chamber of North Macedonia (ECNM), founded in 1922, is the country's largest and oldest business organization with around 15,000 members, mainly SMEs. ECNM members generate over 50% of private sector revenue, nearly half of net profit, and employ one-third of the workforce. As part of the ICC in Paris, Balkan Chambers Association, and a founding member of the WB6 Chamber Investment Forum, it plays a key regional and international role.

The Chamber provides certificates, trade facilitation services, and supports companies through fairs, exhibitions, and international cooperation. With initiatives like the Council of Advanced Technologies, Center for MSMEs, na Education and training Center, ECNM drives competitiveness, innovation and digitalization to the businesses. Backed by strong expertise, regional offices, and partnerships, ECNM serves as the leading voice and growth partner for Macedonian businesses.

The ECNM has extensive experience in the field of skills development – the focus on preparing workforce fit to the needs of businesses is amongst the strategic priorities of the Chamber's operations, and the ECNM has extensive experience when it comes to providing market intelligence and skills needs analysis, through research partnerships, dialogues, and practical surveys –the work of the ECNM helps translate market conditions into actionable insights for both policymakers and business members.

The Chamber has a long list of references in conducting or supporting labor market analysis, including skills gap analyses that assess how well education and training outputs match employer needs, including also the aspects of digitalization. ECNM activities include methodologies for forecasting skills, survey-based diagnostics of employer skill needs, and practical workshops demonstrating how business insights translate into training adjustments. At the same time, ECNM has extensive experience in conducting business needs surveys, focusing on analyses of workforce conditions and training needs across regions and industries.

In the past years, the chamber has organized roundtables with business leaders and education policy stakeholders to gather business-sector insights on higher education reform, with the goal of ensuring graduates' skills better match business needs.

Through initiatives like the *Praksa* platform and other employer-school partnerships, ECNM facilitates stronger ties between education providers and industry, supporting work-based learning and smoother transitions into employment. This contributes to skills alignment by integrating real market needs into vocational pathways.

ECNM has previous experience in organizing European events, especially including virtual employment and career fair in 2024.

When it comes to the digital skills, ECNM's experience in digital upskilling shows a practical, demand-driven approach, with regular workshops and training events that help businesses and professionals build relevant competencies for today's digital economy. The Education and Training Center which is functioning as organizational unit in the Chamber, on yearly level organizes more than 120 events, with more than 2.000 attendees, and it continuously organizes training programmes, workshops and seminars aimed at improving digital literacy and digital tool proficiency for professionals and business employees. The Chamber's digital skills initiatives typically target a wide range of business professionals, not only IT specialists. In addition to that, on the broader level, ECNM has a leading role in the country in framing digital skills as essential for productivity, competitiveness, and strategic innovation within companies, and digitalization as a strategic goal for the economic development of the country.

ECNM is part of the European Digital Innovation Hub DigitMak, which aims to contribute to the objectives of the Digital Europe Programme hence improving the growth and competitiveness of the SMEs and small mid-caps, as well as, to increase the digital and green transformation of the public sector organisations through provision of integrated set of an EDIH services in support of testing before investing, training and skills development, support to find investments, networking and access to innovation ecosystems.

- **Potential role in the project:**
 - Technology provider
 - Data provider
 - Research
 - Training
 - Dissemination
 - Other:

Please specify:

Expertise / competence needed in case of searching for Project Partners:

- Other areas of interest for collaboration:

- Already experience in EU funded projects as a:
 - Coordinator: YES NO
 - Partner: YES NO

- Project experience and track record:
 - European Commission (HORIZON programme) H2020-LC-SC3-EE-2020-2, 2021-2024, Grant agreement ID: 101033743 Sustainable EnEnergy Skills in construction: Visible, Validated, Valuable – SEetheSkills
 - European Commission (HORIZON programme) 2018-2021, Grant agreement ID: 785005 - „Toward market based skills for sustainable Energy Efficient construction”-TRAINEE
 - European Commission (Ministry of Finance, CFCD) within the Instrument for pre-accession assistance (IPA) 2017-2019 REF.N. EuropeAid/138-495/ID/ACT/MK – 20170612, Increasing the competitiveness of the domestic SMEs in order to improve their cooperation with foreign investors’ companies"-InComSkills
 - European Commission (COSME program) 2008-2025 - EEN - ENTERPRISE EUROPE NETWORK EENOMA
 - Swiss Agency for Development and Cooperation (SDC), 2018-2025 Education for Employment @ Macedonia (Phase I- II)

Primary beneficiaries are the under- and unemployed, predominantly youth aged 15-29, and secondary school students (attending public VSD schools). The project will make additional efforts to reach out to women, Roma and persons with disabilities

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