



EASME update

**Sector Group ICT
CERN (Geneva), 12/13 June 2014**

Eric Koch – European Commission
Executive Agency for Small and Medium-sized Enterprises (EASME)

1) EASME movements

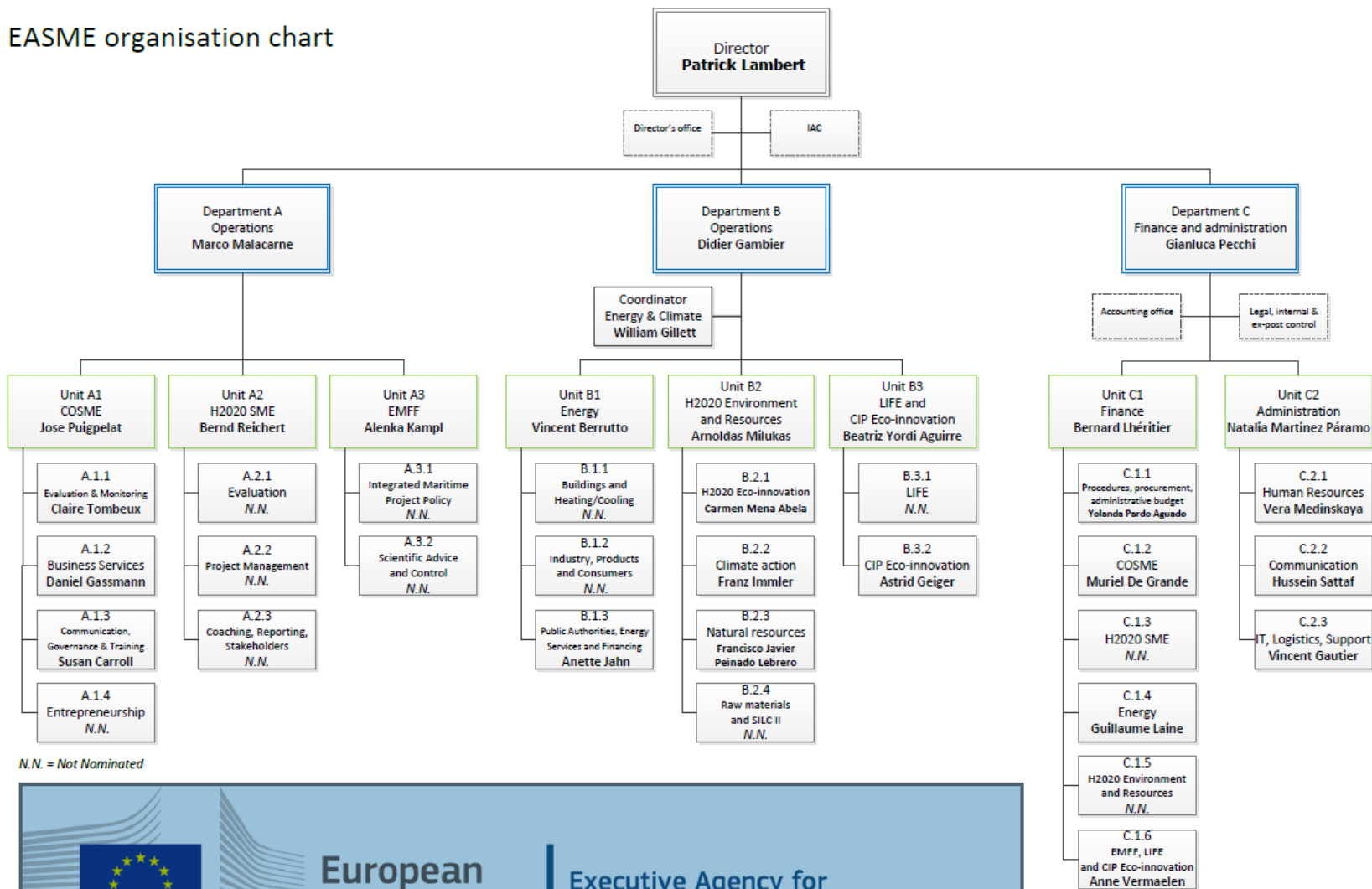
2) SG report 2013/ SG issues

3) Miscellaneous

4) H2020 – Innovation services (a reminder)

EASME organigramme

EASME organisation chart



☺ Call me ☺
"IIIES MIIII"
"SME Agency"
Or "The Agency"

1) EASME movements

2) SG report 2013/ SG issues

3) Miscellaneous

4) H2020 – Innovation services (a reminder)

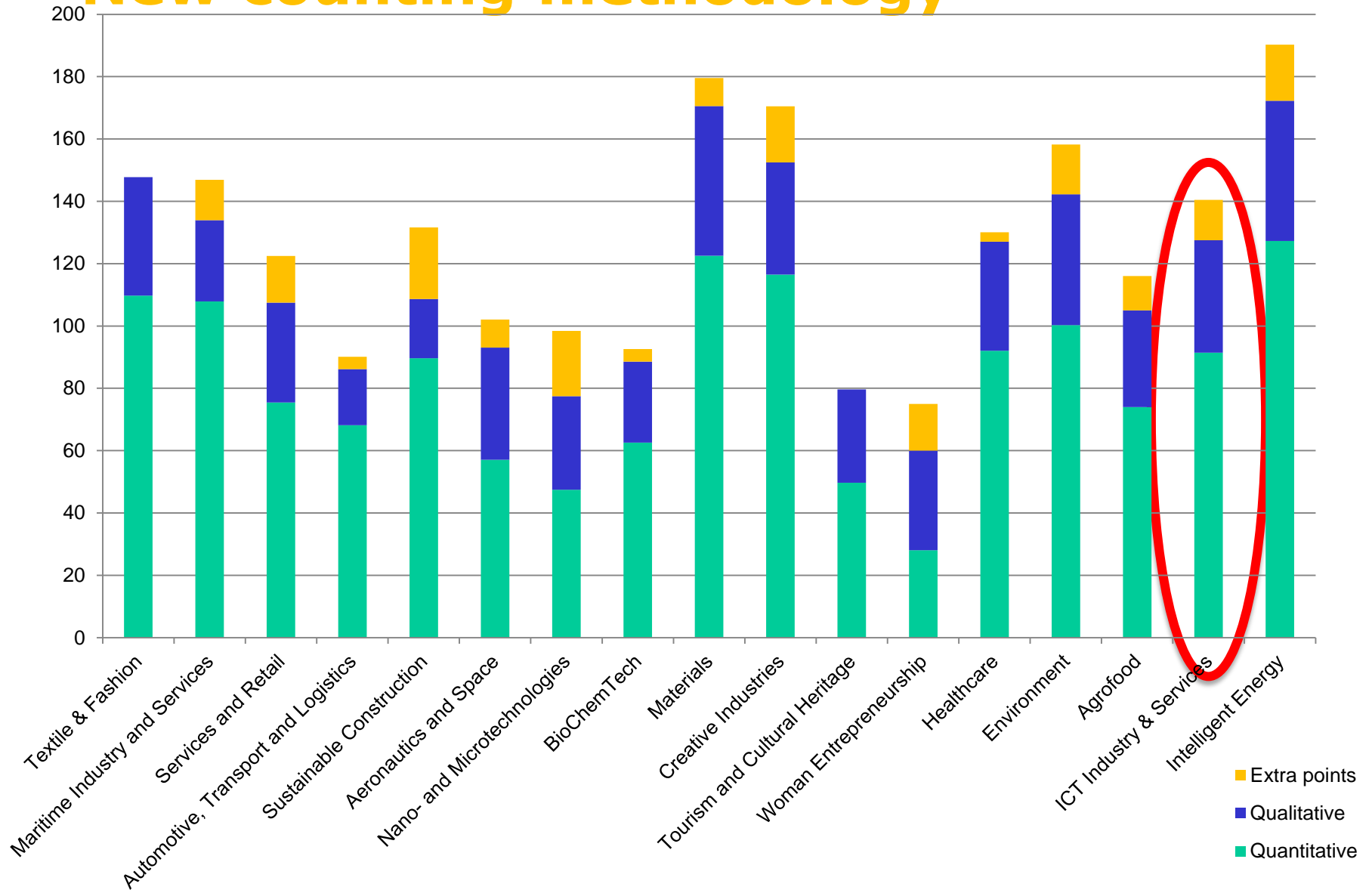
Report 2013 – SG ICT

Main results

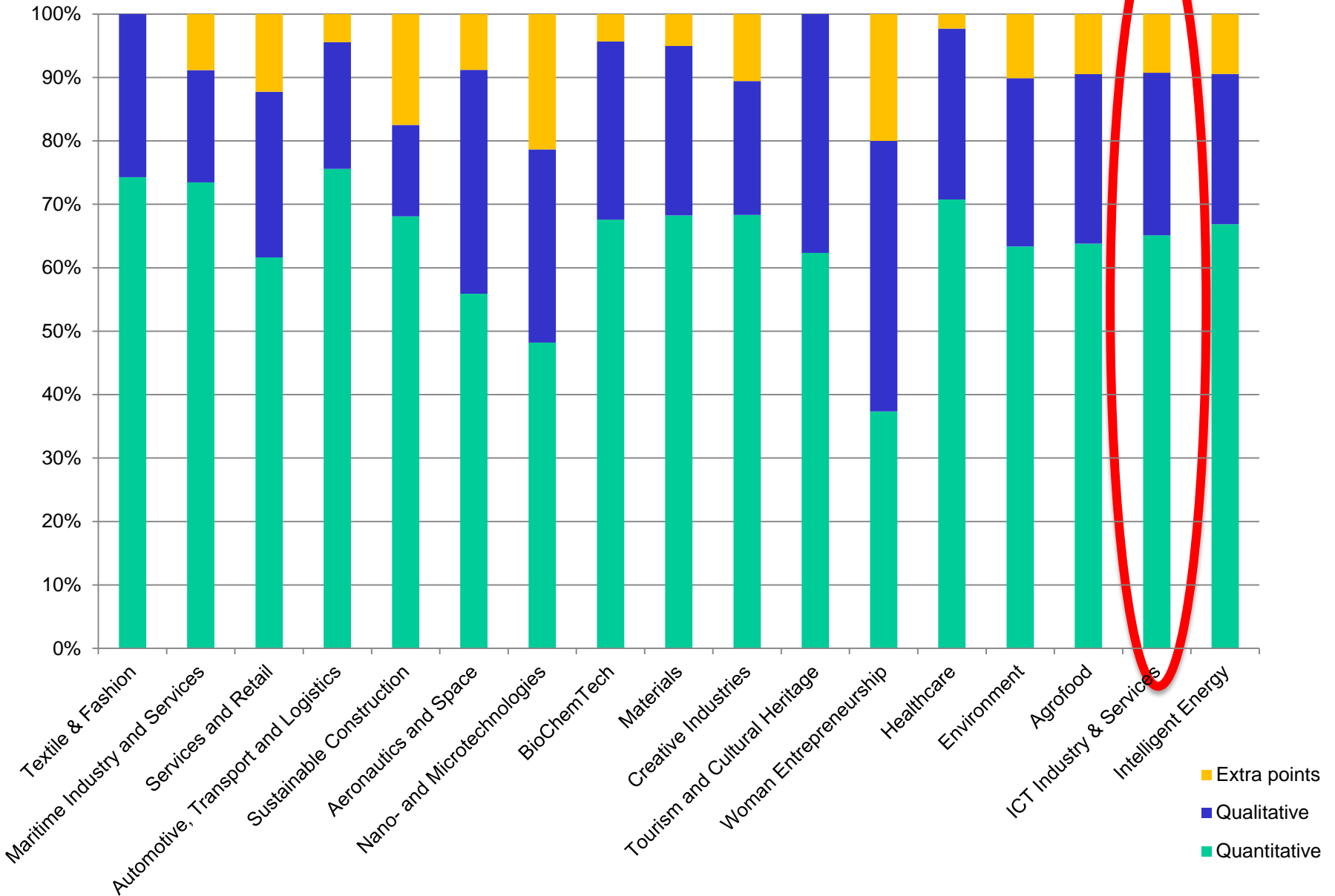
		2011	2012	2013
1	Total number of events declared	24	15	22
2	Number of events validated (in Rolling Plan)	13	13	11
3	Total number of organisations (SME, institutes, labs...) reached by SG activities	1844	1816	2020
4	Total Number of profiles received	2307	2919	3601
5	Number of signed agreements from events	22	38	20
6	Number of signed agreements from other activities than events	61	93	46
7	Total number of signed agreements	83	128	66
8	Number of publications	13	11	0
9	Number of publications disseminated (electronic and paper)	N/A	N/A	0
10	Number of common events with other SG	3	1	4
11	Number of contacts with Commission	3	6	
12	Number of common actions with Commission	2	3	5
13	Number of countries covered	25	27	26
14	Number of members at the moment of the assessment	55	66	54/60

Reports 2013 (benchmarked results)

New counting methodology

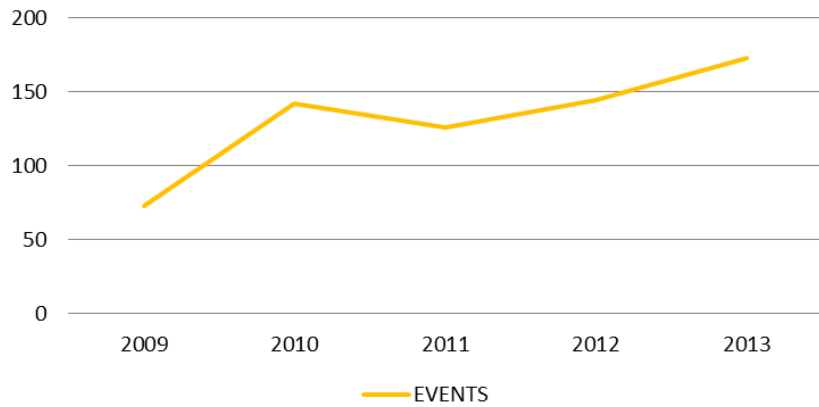


Reports 2013 (relative shares)

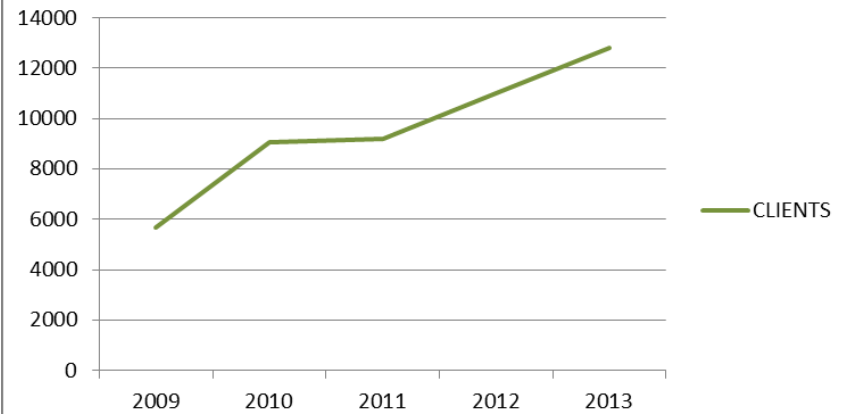


SG Report figures 2009-2013

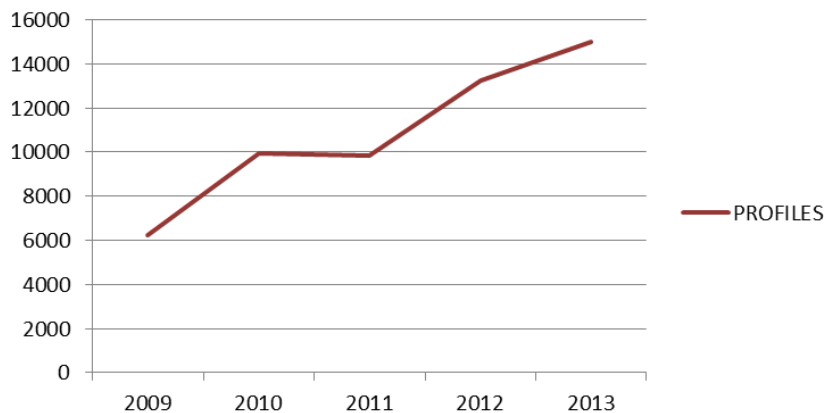
EVENTS



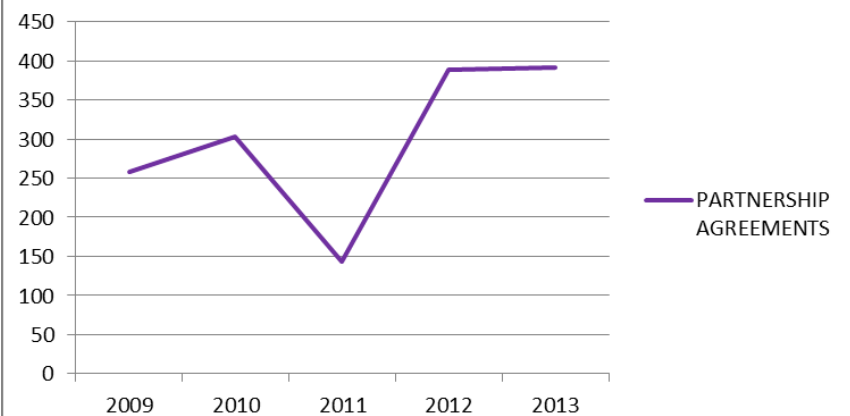
CLIENTS



PROFILES



PARTNERSHIP AGREEMENTS



Report 2013 – SG ICT Main results II

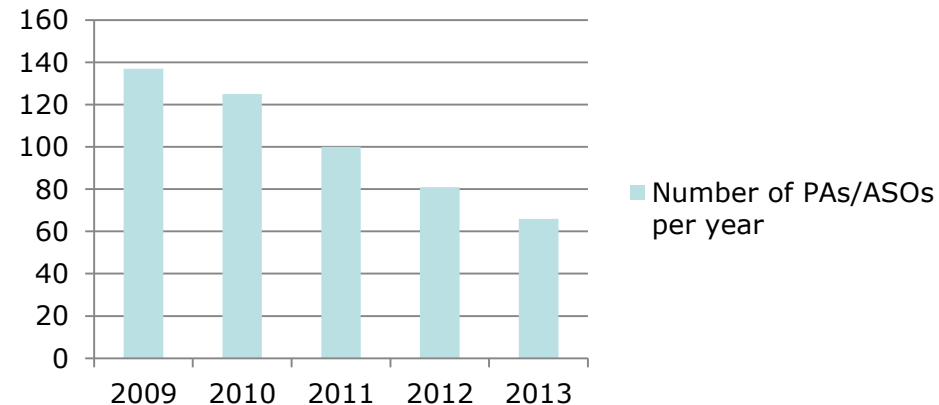
Positive Assets

- Core group of key brokerage events (H2020 info days, Future match, MWC)
- Continuously good collaboration with NCP ICT
- Core group of 10-15 very active partners (≥ 4 activities)
- Collaboration with other SGs (Health, Creative Industries, Environment, ATL)
- Efficient distribution of tasks
- SG customised guide
- Innovative ideas (Re:pubblica, SG guide, Merlin training)
- Proactive "executive board"

Issues

- Low number of events. 50% of declared events not counted
- PA trend clearly downward
 - 2009-2011 above 100/a
 - 2012: 81
 - 2013: 66
- Only 20 PAs from SG events
- Efficiency ratios go down as BE figures go up
- Relatively high number of inactive members (12/60)

Number of PAs/ASOs per year



Sector Groups

Reminder:

- Be active: 18 months rule
- Eligibility of costs... see your work programme
- Network Directory
- Membership, 2nd representatives/substitutes, temporary, observers
- Check out the [guidelines](#)

Novelties

- Single events reporting (BEs, CMs): automatic from 1 July
 - Tick the SG box!
- New annual reporting since this year
 - Weighting of activities, quality, quantity, extra points, compare similar SGs...
- Define new IT features and PES items
- Communities of practice/consortium thematic contact points
- Rewarding chair(wo)manship: expert contracts
 - Min% of single EEN staff work-time dedicated to SGs?
- SG ICT guide well received by EASME/ENTR. Role model!

1) EASME movements

2) SG report 2013/ SG issues

3) Miscellaneous

4) H2020 – Innovation services (a reminder)

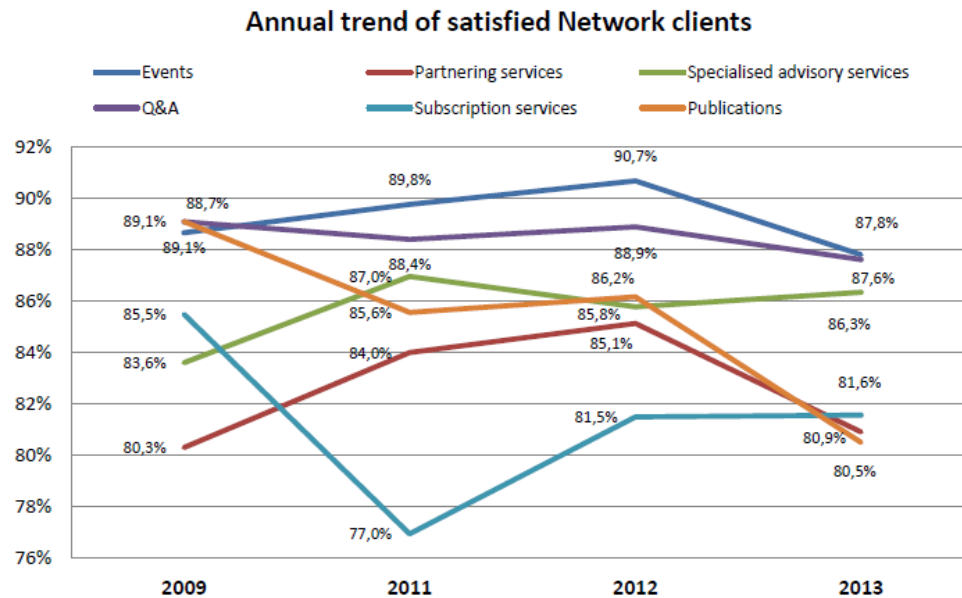
Miscellenaous

- Reminder of the EEN call chronology (financed and BCC)
- Working Group results/new working groups
 - [Done: Role of EEN innovation management services \(H2020/COSME\)](#)
 - [Done: Performance + Impact of the Network](#)
 - [Upcoming: Connecting the Network to EU campaigns](#), Application DL: 16 June
- Client satisfaction survey 2014
- [EEN Progress report 2013](#)
- [Newcomers training](#) (19/20 June)
- Last Missions for Growths (MfG). VP Tajani is leaving in July 2014...
 - [Panamá, Argentina, Paraguay](#) (11-14 June)
 - [Israel](#) (24-26 June)
- New PA Database ([PAD](#))
- New Network [brochure](#)
- Very last annual conference: Turin – 16/17 October 2014
 - Network [consultation](#) on conference outfit.
 - New best practice awards methodology.
 - Network Stars Awards

Client Satisfaction Survey (for 2013)

Client satisfaction survey – Report 2013

While the client satisfaction rates for subscription services remain stable, there is a positive trend for satisfaction rates for specialised advisory services. Client satisfaction rates for the other service categories took a slight downward turn. However, for all service categories client satisfaction rates remain clearly above 80%.



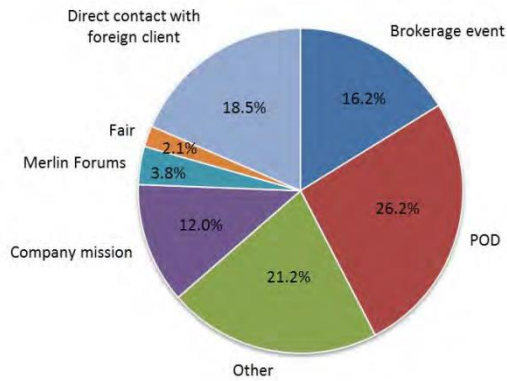
% of clients which rated EEN service very good and good; comparison of years 2009, 2011, 2012 and 2013; no data available for 2010.

EEN Progress report 2013

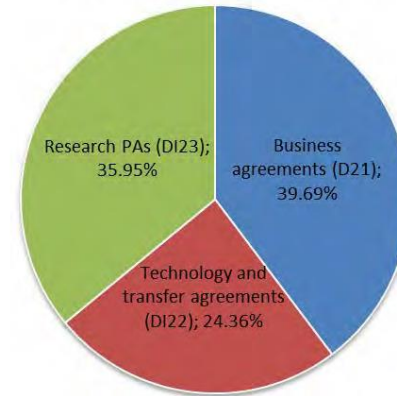
		24 month target	12 month actual	% achieved
DI01	# Individuals reached by Network promotion ¹	21,093,653	17,831,178	84.53%
DI02	# Participants in local or regional events	291,164	199,082	68.37%
DI03	# Clients in feedback related actions	24,707	7,820	31.65%
DI07	# First company meetings	55,108	31,827	57.75%
DI08	# Clients receiving internat'l & innovation support	112,817	87,620	77.67%
DI13	# Clients in brokerage events and missions	30,635	24,044	78.49%
DI14	# Meetings at brokerage events and missions	90,935	71,427	78.55%
DI15	# Partnership Proposals produced	23,887	8,873	37.15%
DI16	# Expressions of interest received	35,228	18,956	53.81%
DI17	# Expressions of interest made	42,869	22,905	53.43%
DI21	# Business agreements	2,113	911	43.11%
DI22	# Technology transfer agreements	2,014	559	27.76%
DI23	# FP7 proposals	1,215	825	67.90%
DI24	# Success stories produced	1,214	345	28.42%
DI28	# Advisory Services Outcomes ²	3,516	1,033	29.38%

EEN Progress report 2013 (2)

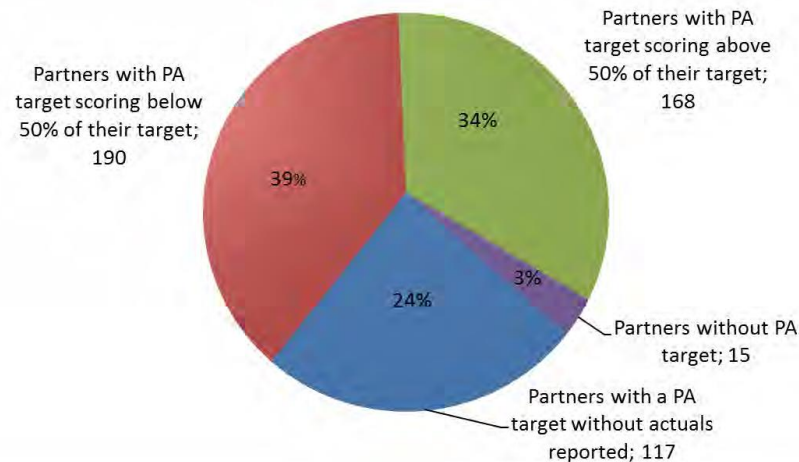
Source of Partnership Agreements - 2013



PA's per type in 2013



Distribution of partners per PA range of achievement



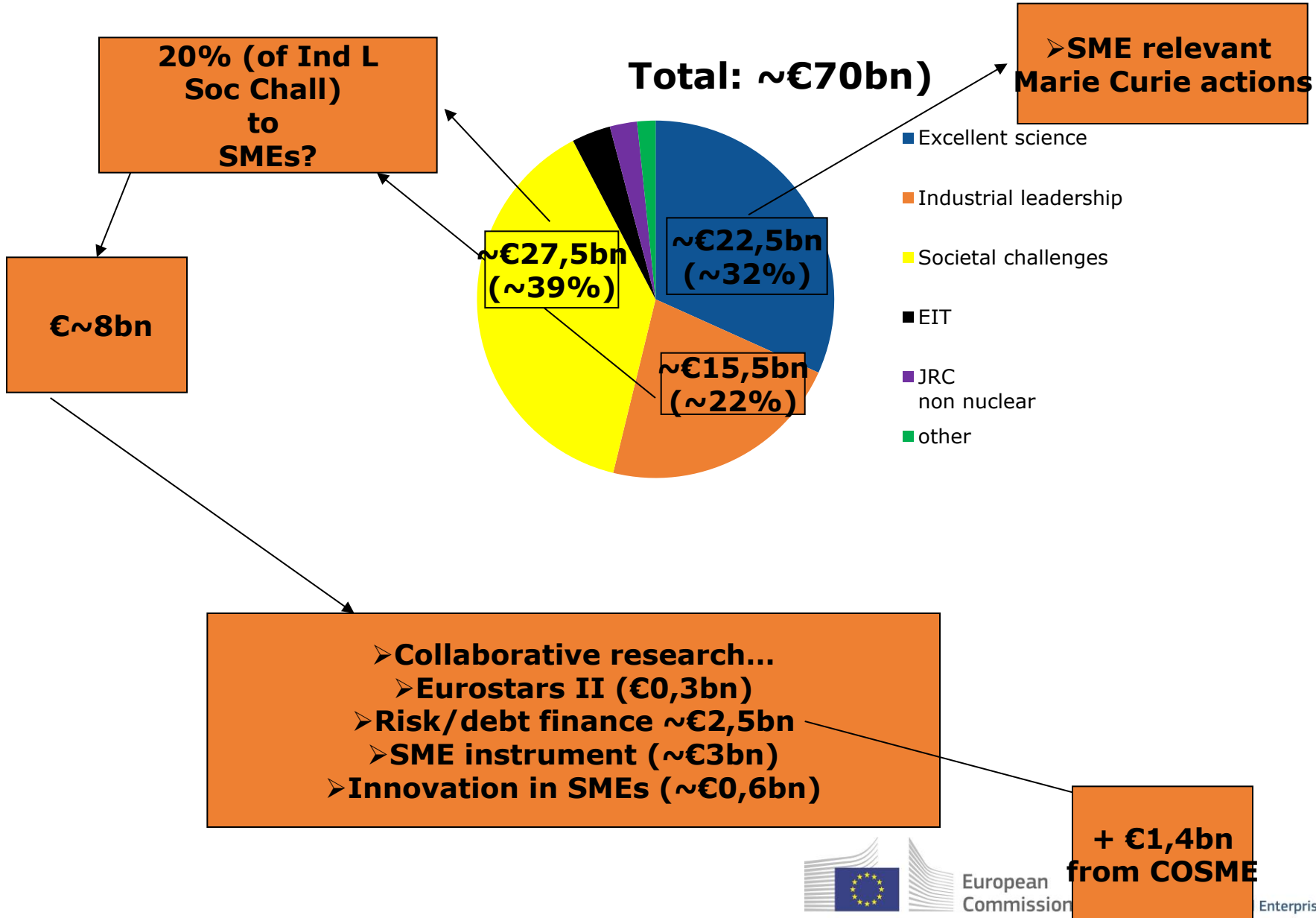
1) EASME movements

2) SG report 2013/ SG issues

3) Miscellaneous

4) H2020 – Innovation services (a reminder)

Horizon 2020/SME budget



The SME instrument – the 3 phases

Phase 3 & coaching = 2% budget

Phase 1: Concept and feasibility assessment

Input: Idea/Concept: "Business Plan 1" (~ 10 pages)
10% budget

Activities:

Feasibility of concept
Risk assessment
IP regime
Partner search
Design study
Pilot application
etc.

10-15% success

Output: elaborated "Business plan 2"

Lump sum: 50.000 €

~ 6 months

Phase 2: R&D, demonstration, market replication

Input: "Business plan 2" plus description of activities under Phase 2 (~ 30 pages)
90% budget

Activities:

Development, prototyping, testing, piloting, miniaturisation, scaling-up, market replication, research

40-50% success

Output: "investor-ready Business plan 3"

0,5-3 (5) M€ EC funding

~ 12 to 24 months

Phase 3: Commercialisation

Promote instrument as quality label for successful projects
Facilitate access to private finance

Support via networking, training, information, addressing i.a. IP management, knowledge sharing, dissemination

SME window in the EU financial facilities (debt facility and equity facility)

Possible connection to PPC (and PPI?)

No direct funding

- Inspired by US SBIR, NL, Canada, FP7 Health (market oriented, impactful, radical biz change...)
- Fill the equity gap (€1-5mio), bottom up but in line with Societal challenges/Industrial leadership (thematic calls)
- 70% funding rate in P1/P2 (discourage free-riders), time to contract: P1 (3 months), P2 (<6 months)
- Key performance indicator: "share of participating SMEs introducing innovations new to the company/market=project+3 years"

The SME instrument – the coaching

- Objectives:
 - ✓ Enhance the commercial potential and impact of SME participation in the dedicated H2020 instrument
 - ✓ Achieve tangible organizational change
 - ✓ Leave a legacy, H2020 to become the stepping stone to sustainable high growth
- To be delivered across the first 2 phases of the instrument
 - ✓ Coaching plan
 - ✓ Address specific project barriers/gaps
 - ✓ Face to face meetings (15 days)
 - ✓ Closing report/support with Business Plan
 - ✓ Liaise with Enterprise Europe Network Key Account Manager (EEN as facilitator throughout the process)
- Coaching provided through a European pool of coaches
- Key skills:
 - ✓ Innovation management
 - ✓ Coaching of senior company staff
 - ✓ Familiar with SME instrument project field
 - ✓ Relevant professional contacts
- Enterprise Europe Network acting as entry point to the system (Key account managers)

SME instrument - Key Account Management

→ 30 June/1 July: info day/decentralized training on innovation services

- **For SMEs with a successful project within the SME instrument of Horizon 2020**
- **Facilitating SME coaching within the H2020 SME instrument**
- **Funded via Horizon 2020**

Step 1 Assess SME Gaps and Needs	0.5 day
Step 2 Identification and Selection of Coach	1 day
Step 3 Facilitate Coach-SME-EACI interactions	5 days
Step 4 Close coaching case and initiate next steps	0.5 day

H2020 SME Instrument Key Account Management
Funded via xx service packages per country

1 service pack = 7 days

2.5 days for SME instrument phase 1

4.5 days for SME instrument phase 2

Innovation Management capacity building

- **For SMEs with real potential for international growth via clear product/service innovation but lacking innov. manag. capacities**
- **Enhancing Innovation management capacity**

Step 1 Assess SME Innovation Management Capacity	0.5 day
Step 2 Develop an Action Plan	1 day
Step 3 Implement Actions to tackle Innovation Gaps	5 days
Step 4 Final Report and initiate next steps	0.5 day

Enhancing Innovation Management Capacity of SMEs

Funded via xx service packages per country

1 service pack = 7 days

to be delivered within 12 month max.

NCP/EEN: A call for collaboration



Collaborative research H2020 / Eurostars / Eureka, etc.

- Common brokerage events/company missions
- Exchange of client profiles

SME instrument

- Before application: inform about SME instr, coaching and EEN services (Key Account management)
- Before Phase 1: Help EEN to find a suitable coach
- Phase 3: co-create "investors eco-system" to the benefit of the companies

H2020 "Innovation in SMEs"

- Inform about EEN innovation management services/packages
- After service package: help to follow up (further innovation/research services, access to EU or private finance, SME instr application)

All programmes


- Collaborate with your next national [EEN Network \(2015-2021\)](#) – **DL: 3 June 2014**
- Regular update meetings/info exchange → e.g. at national EEN/NCP meetings
- Inform/signpost SMEs about/to EEN/NCPs

Questions/
suggestions?

Get in touch...



eric.koch@ec.europa.eu

 +32 2 2971976

- **Annex**

- **Annex**






- **Annex**

Working Group

Future innovation services under H2020/COSME

- **Finished end September 2013**
- **16 Network partners across Europe, DG ENTR, DG R&I, EACI**
- **EEN "Key account managers" for new "SME instrument", innovation coaches, innovation management specialists: Process flowcharts, roles/skills, interactions, implementation/training, performance/impact indicators**
- **First Network wide presentation at AC (16 October 2013)**
- **EACI/ENTR to consider when drafting new EEN call (2015/21) and H2020 activities in 2014**
- **Recommendations on**
 - Support for SME instrument participants (Horizon 2020)
 - "EEN Key account manager" to assist SME in maximum 3 phases: innovation gaps analysis, select coach, monitoring of coach performance, final gaps analysis, links to basic EEN services
 - Support for innovative SMEs (Horizon 2020)
 - Innovation management specialist to support innovative SME e.g. in bringing innovation and business strategy in line, analyse enabling factors, corporate culture, etc (no SME instrument budget)
 - Working with innovation stakeholders in the region (COSME)
 - Building relationships with innovation stakeholders, mutual learning, EEN impact

Training and governance

-  **Trainings**
 - Newcomers (13/14 Feb, deadline 29 Nov)
 - Managers
 - E-learning
-  **Staff Exchange**
-  **Mentoring**
-  **Code of Conduct/Agreed working practices**
-  **Operational Manual**

Communication

- **Local visibility call**

- Key political priority of DG ENTR
- 40 actions from 40 consortia
- Local media campaigns: €1mio total
- (lump sums: €9,6k - €12k, €15k)

- **Branding**

- Communicate efficiently
- Toolbox
- Compulsory since 1/2011

- **Videos**

- On YouTube

- **Success Stories**

- 50 per year, Submit night and day incl SG (on FC)

- **NetLife**

- Bi-monthly

- **Intranet/Public Website**

- **Internet in 6 languages**

- **Have a look**



Monitoring / Evaluation / Finance

- **Updated Guidelines on Eligibility of Network Activities**
- **SGA progress reports by 31 January 2014**
 - Quantitative
 - Reduced set of PES data
- **Mediocre first assessemnt of POD validators...**
 - Too many 2nd reviews...
 - System overload
 - New measures:
 - From 11 Nov: only 2 checks and rejection in case...
 - Training for profile writers: <http://een.ec.europa.eu/my/intranet/partnership-tools-documentation>
 - Internal review key!
 - Are you a profile writer and face an issue: <http://een.ec.europa.eu/forums/viewforum.php?f=1149>
 - Check out: http://een.ec.europa.eu/my/circular_notes/pod-profiles-new-rule-external-review

Missions for Growth (Vice President Tajani) and follow up with DG Enterprise (Calleja Crespo)

- Top political priority
- High EEN visibility
- VP/DG ENTR and clients convinced so far...
- High growth countries (also in the EEN)
 - Done: Tunisia/Morocco, Mexico/Peru, Greece, China, Russia, Israel, Vietnam, Myanmar & Thailand
 - Portugal (28-29 November) – Registration closed
 - Peru (2-5 December) - [APPLY NOW!](#)
 - 2014: Australia, Canada
- Trade fair/Brokerage event/Company mission
- Eligibility (promotion, recruitment)
 - Accompany your client (if 5 or more)

New "Your Europe" Business Portal

Online guide to doing business in Europe

- Guide on rules, administrative steps at EU and national level!
- all EU-27
 - Plus Norway
- multilingual
- created jointly: EC & national authorities
- New: Links to the Enterprise Europe Network
- Shortly: Direct signpost to local EEN from Your Europe enquiry form

For entrepreneurs, SMEs looking for business in other European countries

Business Service

Business Services | Enterprise Europe Network - Windows Internet Explorer

http://een.ec.europa.eu/my/intranet/business-services


File Edit View Favorites Tools Help

http://ec.europa.eu/eaci/d... Nomenclature of economi...

Find: lux Previous Next Options



Content management Site building Site configuration User management Help 142 / 42 Log out KOCHER2

Site map | Legal notice | Contact | Search English (en)



ENTERPRISE EUROPE NETWORK INTRANET

European Commission > Enterprise Europe Network > Business Services

Eric Koch |  | 
Executive Agency for Competitiveness and Innovation (Belgium)

Intranet

- Home
- Get in touch
- Partnership Tools
- Events
- Training
- Network Directory
- Network Operations
- Business Services**
- EU Information
- EU & Services Bulletin
- Network Library
- Communities of Practice
- Internal market
- Feedback activities
- Internationalisation
- Innovation
- Clusters
- FP7
- Intellectual property rights
- Technologies for competitiveness
- Access to finance
- Structural Funds
- Technology Transfer
- Synergies with EACI

Business Services

[View](#) [Edit](#)


Business Services

- EU Information
- EU & Services Bulletin
- Network Library
- Communities of Practice
- Internal market
- Feedback activities
- Internationalisation
- Innovation
- Clusters
- FP7/Horizon 2020
- Intellectual Property
- Technologies for competitiveness
- Access to finance
- Structural Funds
- Technology Transfer
- Synergies with EACI programmes
- Synergies Structural Funds-CIP-FP7
- Public procurement
- We mean Business campaign

Quicklinks

- Newcomers' corner
- Merlin
- Forums: User Guide
- Operational manual

Missions for Growth



The gateway for your business to international growth markets

Local intranet | Protected Mode: Off 105%

FR 11:16 2/05/2013

Working Groups (end 2012/2013)

- Role of EEN innovation management services (H2020/COSME)
- Performance + Impact of the Network
- Brokerage events/CMs (impact)
- IPR II
- Clusters
- Financing SMEs

Good Practices + Best Practice

Good Practices

- **Apply 3 times a year (3 batches).**
- **Check out the EEN [intranet](#)**
- **Promotion through: [Index](#) of Good Practices, Netlife, EU&Services Bulletin, etc**

Best Practice Awards

- **2013 (Vilnius-Lithuania)**
- **3 ordinary short listed categories (2 each):**
 - Technology Audits
 - Cooperation with Art. 21.5 countries:
 - Collaboration with local authorities to increase Network's impact
- **1 special category (Sector Groups)**
 - Creative Industries
 - Maritime Industries and Services
 - Micro and Nanotechnologies

Check out the EEN [intranet](#) and [vote](#) (as of September 2013)

Future EEN Innovation Services - Framework

Informing SMEs for competitiveness

- For all SMEs interested in internationalisation and innovation
- General EEN information services, often 1 to many

Helping SMEs for internationalisation and innovation

- For SMEs with a clear product, service, know-how, project or technology with potential for innovation & internationalisation
- Personalised advice and support services, usually 1 to 1

Enhancing SMEs innovation management capacities

- For SMEs with real potential for international growth via clear product/service innovation but lacking innovation management capacities
- Personalised support services of several days, 1 to 1

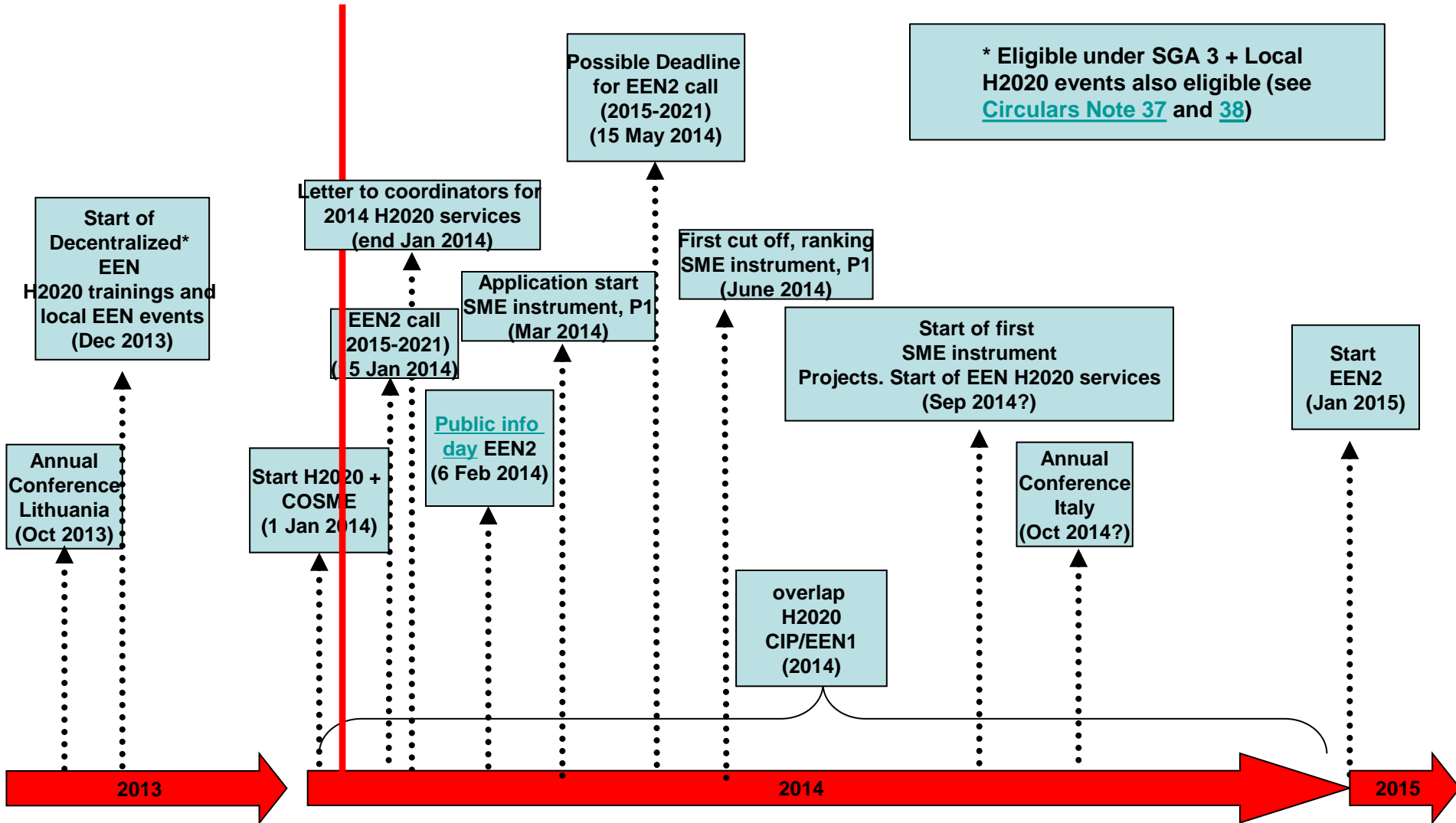
Facilitating SME coaching in SME instrument

- For SME instrument beneficiaries
- Key Account Management of several days, 1 to 1


COSME funding, 60%

**Horizon 2020 funding: xx service packages per country
1 service pack = 7 days**

The timeline (COSME + H2020)



SME instrument update

- **Some first figures...**
- **Coaching – a reminder...** 
- **The call for expressions of interest**
- **The CSA and the coaching platform**

The SME instrument: the coaching reminder

- Objectives:
 - ✓ Enhance the commercial potential and impact of SME participation in the dedicated H2020 instrument
 - ✓ Achieve tangible organizational change
 - ✓ Leave a legacy, H2020 to become the stepping stone to sustainable high growth
- Enterprise Europe Network acting as entry point to the system (Key account managers)
- To be delivered across the first 2 phases of the instrument
 - ✓ Coaching plan
 - ✓ Address specific project barriers/gaps
 - ✓ Face to face meetings (15 days)
 - ✓ Closing report/support with Business Plan
 - ✓ Liaise with Enterprise Europe Network Key Account Manager (EEN as facilitator throughout the process)
- Coaching provided through a European pool of coaches
- Key skills:
 - ✓ Innovation management
 - ✓ Coaching of senior company staff
 - ✓ Familiar with SME instrument project field
 - ✓ Relevant professional contacts

Proposal status 20/05/2014

For cut-off date 18/06/2014 Phase 1:

864 proposals (803 draft, 61 submitted)

Extrapolation to cut-off date: > 1420 proposals

848 single company applications,

15 consortia with 2 SMEs and 1 with 4 SMEs

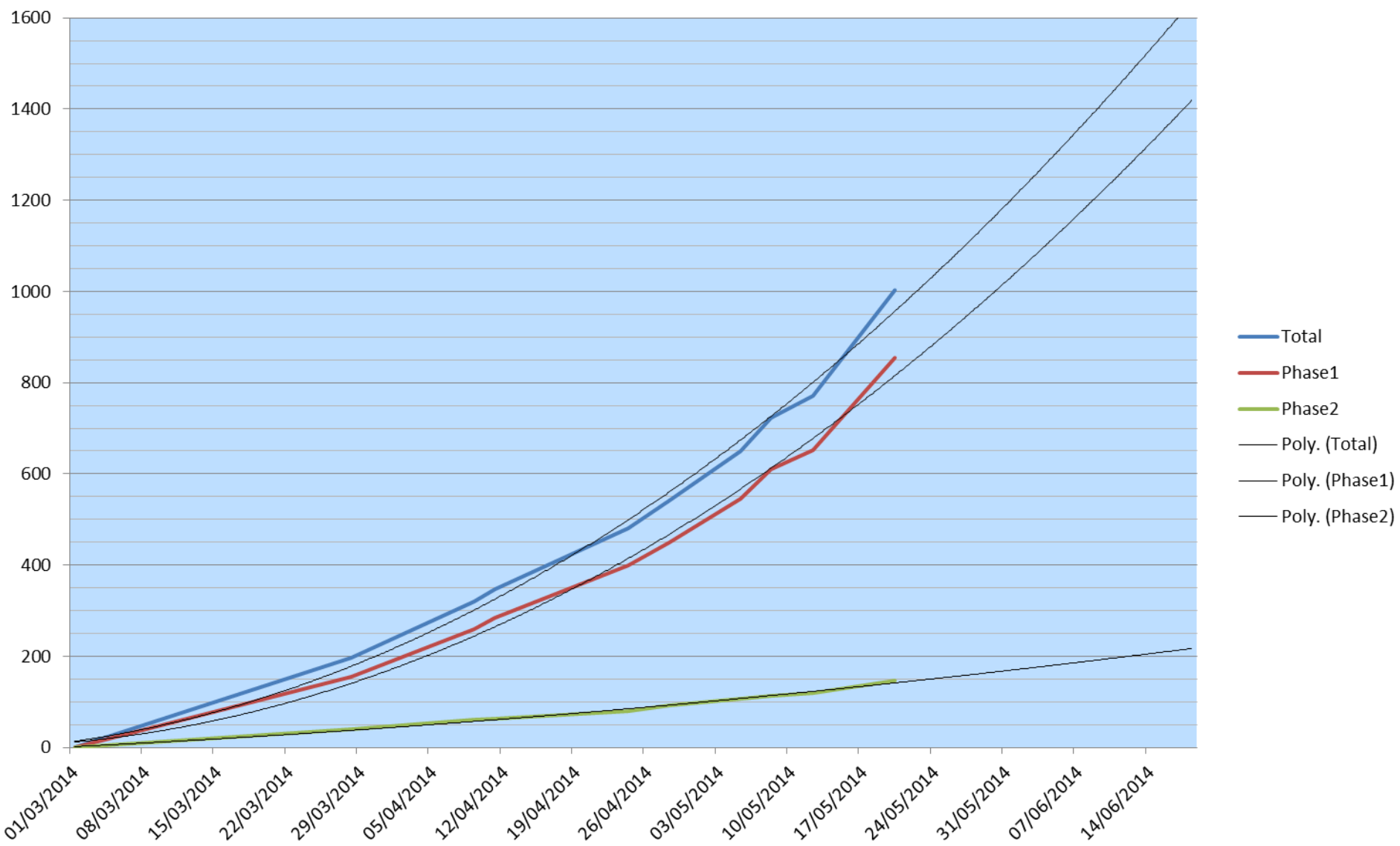
First proposals have been sent to evaluators on 16 May

For cut-off date 9/10/2014 Phase 2:

147 proposals (141 draft, 6 submitted)

144 single company applications,

2 consortia with 2 SMEs and 1 with 3 SMEs

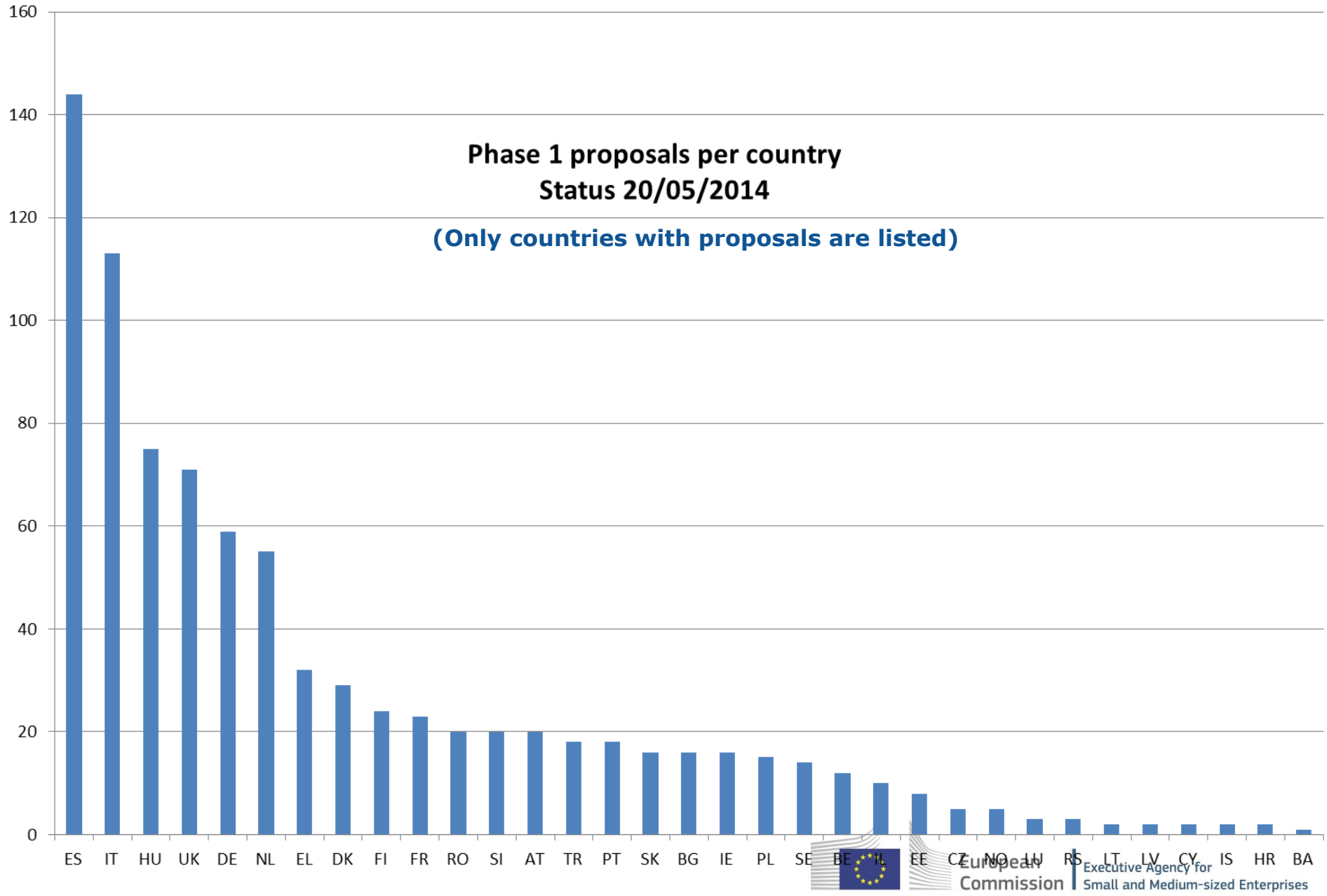


**Number of received proposals – draft & submitted per topic
(Number in brackets indicates the maximum number of Phase 1 projects fundable on 18/6/14 based on the available budgets)**

Topic	Proposals Phase 1	Proposals Phase 2
ICT 37: Open Disruptive Innovation Scheme	307 (30)	46
NMP 25: Accelerating the uptake of nanotechnologies, advanced materials or advanced manufacturing and processing technologies by SMEs	90 (14)	16
BIOTECH 5: SME boosting biotechnology-based industrial processes driving competitiveness and sustainability	34 (2)	10
LEIT Space-SME	56 (5)	9
PHC12 :Clinical research for the validation of biomarkers and/or diagnostic medical devices	75 (44)	25
SFS8: Resource-efficient eco-innovative food production and processing	41 (6)	9
BG12: Supporting SMEs efforts for the development - deployment and market replication of innovative solutions for blue growth	14 (2)	3
SIE 1: Stimulating the innovation potential of SMEs for a low carbon and efficient energy system	108 (22)	12
IT.1: Small business innovation research for Transport	61 (24)	7
SC-5-20: Boosting the potential of small businesses for eco-innovation and a sustainable supply of raw materials	64 (11)	10
DRS17-Protection of urban soft targets and urban critical infrastructures	14 (4)	0

**Phase 1 proposals per country
Status 20/05/2014**

(Only countries with proposals are listed)



The EEN key account manager...



Future EEN Innovation Services - Framework

Informing SMEs for competitiveness

- For all SMEs interested in internationalisation and innovation
- General EEN information services, often 1 to many

Helping SMEs for internationalisation and innovation

- For SMEs with a clear product, service, know-how, project or technology with potential for innovation & internationalisation
- Personalised advice and support services, usually 1 to 1

Enhancing SMEs innovation management capacities

- For SMEs with real potential for international growth via clear product/service innovation but lacking innovation management capacities
- Personalised support services of several days, 1 to 1

Facilitating SME coaching in SME instrument

- For SME instrument beneficiaries
- Key Account Management of several days, 1 to 1

Horizon 2020 funding: xx service packages per country
1 service pack = 7 days

COSME funding, 60%

New service: 1-1 Innov. Manag. capacity building

- For SMEs with real potential for international growth via clear product/service innovation but lacking innov. manag. capacities
- Enhancing Innovation management capacity
- Funded via Horizon2020

Step 1 Assess SME Innovation Management Capacity	0.5 day
Step 2 Develop an Action Plan	1 day
Step 3 Implement Actions to tackle Innovation Gaps	5 days
Step 4 Final Report and initiate next steps	0.5 day

Enhancing Innovation Management Capacity of SMEs

Funded via xx service packages per country

1 service pack = 7 days to be delivered within 12 month max.



New service: Key Account Management

- **For SMEs with a successful project within the SME instrument of Horizon 2020**
- **Facilitating SME coaching within the H2020 SME instrument**
- **Funded via Horizon 2020**

Step 1 Assess SME Gaps and Needs	0.5 day
Step 2 Identification and Selection of Coach	1 day
Step 3 Facilitate Coach-SME-EACI interactions	5 days
Step 4 Close coaching case and initiate next steps	0.5 day

H2020 SME Instrument Key Account Management
Funded via xx service packages per country

1 service pack = 7 days

2.5 days for SME instrument phase 1

4.5 days for SME instrument phase 2



provided by EEN
Key Account Manager



European
Commission

Executive Agency for
Small and Medium-sized Enterprises

Action Plan: Cooperation EEN/NCP



Action Plan to improve the cooperation between the Enterprise Europe Network and the NCP Network

Based on the results of the Focus Group meeting on the "**cooperation with NCPs today and tomorrow**" hosted by DG Enterprise, E2 on 4 April 2011, this roadmap aims to improve the Network's cooperation with NCPs during the current SGA period (2011-2012) and the next one (2013-2014) while it also aims to prepare the ground for the period beyond 2014.

In particular the implementation strategy should aim to:

- **Refresh the interest of partners** providing FP7 support services in the "Recommendations for the cooperation between the Enterprise Europe Network and the NCP networks", which were produced in June 2009 by a dedicated Enterprise Europe Network Working Group.
- Take stock of the outcomes and achievements of the existing cooperation among Enterprise Europe Network partners and NCPs and disseminate **good/best practises and success stories**.
- Enhance the already well established **coordination among Commission Services**, notably DG Enterprise, DG Research, other FP7 related DGs (INFSO, MOVE), EACI and REA.

The Action Plan

- Main reasons: refresh interest, sharpen focus
- Contact points (EEN consortiums, SGs)
- Good practices
- Promote cooperation
 - *Info exchange*
 - *Info days/brokerage events*
 - *Partner search*
 - *Common trainings*

The future

- COSME/Horizon 2020
- NCP Action Plan: positive evaluation in 2012
- Closure December 2013. Re-launch: end 2014

COSME and EEN – budgetary provisions (state: Oct 2013)

This is not an official table

version October 2013	Specific objectives and activities		2014	2015	2016	2017	2018	2019	2020	total 2014-2020	
Competitiveness and SME Programme	To improve the framework conditions for the competitiveness and sustainability of EU enterprises	Activities to improve European competitiveness	10,1	10,4	10,6	11,7	12,3	12,3	13,3	80,6	
		SME policy and competitiveness	6,4	6,6	6,7	7,4	7,8	7,8	8,5	51,1	
		Tourism	13,0	13,4	13,7	15,1	15,9	15,9	17,2	104,2	
		New business concepts for consumer goods	8,6	8,9	9,0	10,0	10,5	10,5	11,4	68,8	
	To promote entrepreneurship	Entrepreneurship	8,6	8,9	9,0	10,0	10,5	10,5	11,4	68,8	
	To improve access to finance	Financial instruments	162,0	162,7	163,6	177,3	204,4	231,2	277,8	1379,1	~60%
	To improve access to markets	Enterprise Europe Network	41,9	43,3	44,0	48,8	51,1	51,2	55,5	335,9	~15%
		Support to SME's abroad	9,8	10,1	10,3	11,4	12,0	12,0	13,0	78,7	
		Support to international industrial cooperation	1,2	1,3	1,3	1,4	1,5	1,5	1,6	9,8	
	ops - FI		99,5	103,0	104,6	116,0	121,5	121,5	132,0	798,0	
	total (operational)		261,5	265,6	268,3	293,2	325,8	352,8	409,8	2177,1	
Support Measures		6,9	7,0	7,1	7,8	8,6	9,3	10,8	57,5		

EEN - some prospects for change:

- Differentiated co-financing rates (e.g. services for SME instrument)
- Balanced services: no "47-47-6" rule anymore...
- Recognize "advanced services/activities" (e.g. SG chairmanship, mentoring, training)
- Diversification of competencies (innovation/research H2020, access to finance*, Missions for Growth, cross border environmental services etc.)
- More focus on visibility/promotion of the EEN, Link to local eco-system...
- Take better into account cost of living when allocating budgets to EEN countries
- Code of conduct obligatory
- Update of performance indicators (Working group...)



enterprise europe

“SGs 2.0”

Simplify, Increase relevance, Improve visibility

“SGs 2.0”

- Current situation:
 - SGs part in Network activities not visible enough
 - SG reporting cumbersome
 - Contribution from SGs in overall results difficult to establish
- Our goal:
 - Increased visibility of SG contribution to Network activities
 - Simplified reporting “SGs go digital”
 - Increased visibility of SG contribution to Network results

“SGs 2.0”

- Going digital is only part of the story
- Some things can be done now
- Other things need to be prepared this year for 2015
- Some definitions must be clarified
- A discussion on how to achieve the goals is needed



"SGs 2.0"

2014



European
Commission

NOW - Replace events rolling plan with database updates

When registering events: indicate SG participation, SG members involved

Register SG meetings, members register via online registration facility

Ongoing check instead of rolling plan update: SGs make sure only events they support indicate it => contact organiser if error

Result: only events supported by SGs remain indicated as such at end of year, with participating SG members



European Commission

NOW – Extract events rolling plan from the database

Event Search HELP

Search:

Free text option:
 Any word All words

Event dates:
 From: 2014-01-02 To: 2014-04-07

Event type(s):
 Brokerage Event
 Company Mission
 Conference/Seminar/Information Day
 Fair/Exhibition
 Sector Group Meeting
 Training
 Working Group Meeting
 Workshop

Country Groups Involved:
 Aeronautics & Space
 Agrofood
 Automotive, Transport and Logistics
 Bio Chem Tech
 Creative Industries
 Environment
 Healthcare
 ICT, Industrial and Services

Countries:
 Albania, Republic of
 Armenia
 Austria
 Belgium
 Bosnia and Herzegovina
 Brazil, Federative Republic of
 Bulgaria

Technology keywords:
 Technology keywords

Market keywords:
 Market keywords

NACE keywords:
 NACE keywords

Industrial Sectors:
 Aerospace technology
 AGRICULTURAL AND MARINE RESOURCES AND PRODUCTS
 Agriculture - Forestry
 Automation/Robotics
 BIOLOGICAL SCIENCES
 Biotechnology
 Chemical industry

Last Modified :
 A week ago
 A month ago
 A quarter ago
 A year ago

BMT Naples Brokerage Event 2014 - Bilateral Meetings on Tourism
 Brokerage Event : Italy 05 Apr 2014 - 05 Apr 2014
 Eurosportello, Special Agency of Naples Chamber of Commerce, on the occasion of BMT 2014, within the activities of Enterprise Europe Network...
 NACE keywords: Tour operator activities
 Updated last week

Search all BE/CM for a period

Extract in XML

Open XML file in Excel

Filter events by SG => copy/paste in SG excel sheet

SOON: option to search by SG



European Commission

SGs only report member's contribution

Feedback Report

Ecobuild matchmaking 2014 (05 Mar 2014 to 05 Mar 2014)

Clients registered for meetings

18- countries represented : Belgium, Denmark, France, Germany, United Kingdom, Estonia, Italy, Spain, Portugal, Greece, Turkey, Luxembourg, Poland, Netherlands, Latvia, Slovenia, Sweden, Hungary

168 - number of participating clients

Number of meetings

430 - meetings (total)

430 - transnational meetings

Transnational meetings - feedback results

66 - number of clients who sent feedback

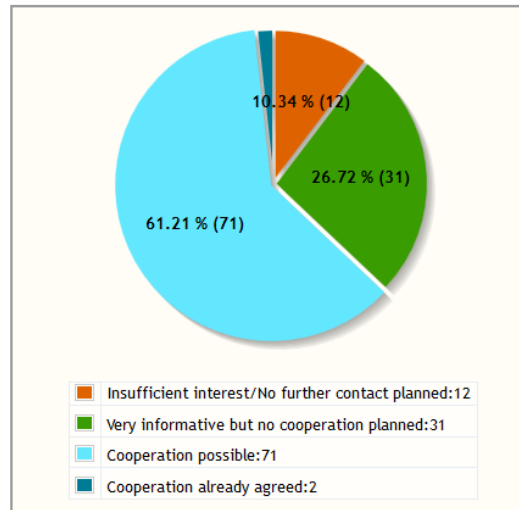
Transnational meetings - number of client ratings:

12 - insufficient interest/no further contact planned

31 - very informative but no cooperation planned

71 - cooperation possible

2 - cooperation already agreed



[Back to Event](#)

**BE/CM
organiser fills
in overall data**

**For each
BE/CM, SG
members give:**

- # clients
- # meetings

**Proposal:
Indicate SG
involved in
online report**

Events Database:

- SG + Orgs involved entered once by BE/CM organiser
- Check by SGs
- Correction by EASME if errors

PA/Achievements Database:

- PA/ASO with SG involvement
- PAs from SG BE or CM

Data entered once by EEN staff member

SG Reporting page

Events:

- List of BE/CM supported with overall results (from Events DB & PAD)
- List of SG members involved for each (from DB)

- **New entry:** SG member adds # clients + # meetings for each supported BE/CM

PA/ASO:

Extracted from PA/Achievements DB

- **SG contribution to BE/CM, PA, ASO** available for SG Reporting – No additional work

- BE/CM events organised/co-organised, # client & # meetings coming from SG page can be displayed in "SG section " in organisations' periodic reports – no new data entry required

- **PA/ASO with SG involvement** indicated in "SG section" for each organisation – no new data entry

=> SG contribution to overall results easily visible at organisation / consortium / country level

2015 – Simpler SG reporting (2)

**Same logic as
shown before can
be done for other
PES items – e.g. EoI
made / received
when coming out of
SG activity**

What needs to be clarified & discussed

“SG PA” > eligibility guidelines

“SG ASO” > eligibility guidelines

“SG Advisory service” > eligibility guidelines