



Update from Compete In - what's the next step?

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Upcoming activities

March - June
Transfer workshops

June
Project meeting in Katowice

December
Project meeting in Gävle

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New partner

Leeds Beckett University is stepping in as partner from the Wakefield region and are mobilising their assets to assist the Compete In project.

Summing up the study visits

The Compete In project partners are summing up an interesting year of on-site visits with presentations and demonstrations of the good practices.

Next step - Transfer workshops

We are about to enter a new exciting phase in the project. Project Partners have the chance to select 2 of the 21 Good Practices presented to organize Transfer Workshops and proceed in the exchange of experiences via a peer to peer dialogue. Learn more about the transfer workshops!



New partner safeguarding the Wakefield GP transition

Focus: Leeds Beckett University

Leeds Beckett University plays a key role in the cultural and commercial development of the region, contributing £520 million to the regional economy.

Access to the university by individuals and businesses has been proven to have a significant impact on raising aspiration, attainment and development. Leeds Beckett is committed to bringing university services closer to those parts of the region, that do not currently have a university presence; for example, such as Wakefield.

Leeds Beckett University's Enterprise Services is the university's arm charged with delivering business and innovation support to SMEs. As part of this commitment the University has opened 3 Business Centres across the region in 2017. These support the regions' SMEs directly and through working with partners to enhance the services offered by the University Business Centres. LBU Enterprise Services works closely with regional, national and international partners as well using EU Structural and Investment Funds to deliver business and innovation support.

One of the University Business Centre is based in Wakefield and Leeds Beckett University's Enterprise Services has over a decades' experience of working with Wakefield Council and other public and private partners in the Wakefield region. Thus, LBU Enterprise Services is uniquely placed to ensure a smooth transition and transfer of partner role and responsibility from Wakefield Council within the Compete-In project.

Over the past months LBU's Enterprise Services has worked very closely with Wakefield Council to make sure that the partner change process would safeguard existing work and provide firm foundations to build future work on.

This builds on the long-term work in Wakefield, the strong and continuing relationship with Wakefield Council as well as personal links and know-how. This has ensured that there is a strong continuity and sensitivity to the transfer arrangements and that they are based on the solid foundations of the work that Compete-In has achieved around identifying a number of Good Practices (GPs) in Wakefield.

Taking these forward Leeds Beckett University's Enterprise Services will work with all partners and the Lead Partner to safeguard the assets of the knowledge and know-how gained in the current GP development and status. But to this Enterprise Services also brings access to additional assets and experience to enhance and operationalise the transfer of GPs to other partners. Enterprise Services will work with Compete-In partners who want to transfer the Wakefield GPs and to guarantee a rich and rewarding transfer experience.

Participation in the Valencia study visit has allowed Leeds Beckett University's Enterprise Services to better understand as well as develop relationships with partners. The warm welcome and constructive dialogue create confidence that we can ensure project continuity.

Above all LBU's Enterprise Services is committed to making the Compete-In project a success, whether in achieving targets and outcomes, or working as a supportive and experienced partner with others across the project.



Introducing the study visits

On-site learning opportunity

The purpose of study visits is to provide an on-site learning opportunity, facilitate discussion amongst partners and enable further investigation of themes and innovation identified within each good practice case study, with a view to building future networks and collaboration between regions and enterprises.

Each partner organized visits in their region inviting the project partners together with stakeholders, local decision makers and in some cases businesses interested in international collaboration.

All visits have provided the opportunity to explore the good practices in depth and the chance to learn more about the implementation and result of each practice. Which is crucial for the partners decision of what practice to transfer and implement in their region.

[Want to know more about the next phase?](#)
[Follow the news on the Compete In website](#)



First Compete In study visit in Wakefield!

The first study visit was held in Wakefield, UK in June 2017. Partners from all regions attended the 2-day event, which involved presentations, site visits to local businesses and events arranged to further explore each of Wakefield's 3 good practice case studies.

The first day of the study visit was taken up with studying the Leeds City Region Enterprise Partnership, which included a presentation from Wakefield's SME Business Growth Officer and site visits to two local businesses, with time allowed for questions and discussion between partners. The China Partnership between Wakefield Council and the city of Xiangyang was discussed in detail in the afternoon.

The second day was devoted to the study of the Wakefield Bondholders Scheme. Partners were keen to explore how the scheme worked and network with bondholder businesses in order to gain a thorough understanding of how the scheme is managed and the impact it has had for businesses and the Wakefield district.

[Read more about the Wakefield study visit on our website](#)



Part of the visit took place 320 m below ground in the former coal mine "Guido" in Zabrze.

Compete In goes to Upper Silesia region

Upper Silesian Agency for Entrepreneurship and Development Ltd. hosted the first part of the visit to Poland in October 2017.

The first good practice regarded functioning of Silesian Investors' and Exporters' Service Centre operated by the Marshal Office of Silesia in Katowice. Highlighting the rules of its operation, sources of financing and methods of cooperation with local government, which are finally home for given investments. A network of service center was also presented delivering consultancy and support for enterprises willing to export.

The second practice was presented by researchers from the Silesian University of Technology, who pro-

posed a systematic approach to identification and selection of foreign markets. It was agreed that the method is very promising and worth developing to test in other countries.

The third part of the visit focused on the mechanisms of functioning of Katowice Special Economic Zone – member of Silesian LSG, which was awarded the title of the Global Free Economic Zone in 2015 and Regional Winner in 2017.

During the second day partners visited the European Congress of Small and Medium Sized Enterprises in Katowice and held a dedicated session on internationalization, which was a part of the agenda of the congress. After the visit in Silesia Project Partners departed to Wielkopolska for the second part of the tour in Poland. We do hope that good practice will be interesting to the LSG members from other countries.



Partners visiting Wielkopolska region

Project partners participated in the study visit in Wielkopolska on October 19-20, 2017. First good practice presented was "Gospodarna (thrifty) Wielkopolska". A project implemented within the Regional Operational Programme, including the economic and investment promotion of the region and the construction of the Wielkopolska Brand to strengthen the competitiveness of Wielkopolska's enterprises on the international arena.

As far as the second good practice "Financial instruments for supporting the internationalization of SMEs" is concerned, financial institutions of Wielkopolska Region jointly presented their experiences of the JOSEFIN project which covered the creation and tests of a financial instrument model combined with coaching and comprehensive consultancy.

The third good practice presented was "Support for the development of enterprises' international cooperation by Wielkopolska chambers": Wielkopolska Chamber of Crafts, Wielkopolska Chamber of Industry and Commerce and Polish Chamber of Commerce for Importers, Exporters and Cooperation.

An additional point in the agenda was a visit to the Poznan Science and Technology Park by Adam Mickiewicz University Foundation where the visiting guests had the opportunity to get acquainted with the international activities of the Park and support offered by the Park for foreign expansion of companies.

[Read the whole article here](#)





Compete In study visit – Reggio Emilia and ERVET



From the 19th to the 21st of September, Reggio Emilia and ERVET had the chance to present their European partners with their good practices in internationalization of the territory, attraction of investments and talents, creation of partnerships, for the benefit of SMEs.

Reggio Emilia

European partners, together with a large number of stakeholders (regional officials, technology transfer centers, business associations' representatives, Polytechnics and Universities), met with the institutional and economic players in Reggio Emilia that have designed and implemented important initiatives and projects.

On the premises of the Reggio-Africa Archive, representatives of the Municipality and the local companies, organizations and stakeholders active in the relations with South emphasized how the development of friendship and trust between Reggio Emilia and the African state has led to the building of a strategic partnership, between solidarity, cultural and economic relations, of which both actors benefit in many areas.

Businesses, professors and students involved in Food Innovation Program and in the University of Modena and Reggio Emilia projects of cooperation with businesses (Food Camp and India Summer School) have presented an idea of higher education that, involving different actors, can foster economic development and international relations as well as talent attraction.

Emilia Romagna—ERVET

Enterprises, investors, public and private actors (Iren Rinnovabili and ASK Industries), have presented to European partners a concrete idea of development based on research and innovation serving the economy and the quality of life.

ERVET illustrated the Regional public support for internationalization: Invest in ER, the ER Go Global strategy and ERDF measures for SMEs. Among the good practices, Regional Law no. 14/2014 for the Promotion and Attraction of Investments was presented by representatives of Ervet and by Electric80, one of the companies benefiting from regional grants,

Foreign partners have also followed the experience of the Muner-Motorvehicle University of Emilia-Romagna, a partnership born out of a synergy between the universities of the Emilia-Romagna territory and the automotive companies to attract the best university students from all over the world to form and enter into the job market as high-level professionals. Partners and stakeholders had the chance to share the experience of CNA-Emilia-Romagna (National Confederation of Crafts and Small and Medium Enterprises) on the theme of regional public support for the internationalization of SMEs.

[Read more about the Italy study visit](#)

[Watch the film made by ERVET](#)



Compete In visits Gävle with the first snow

Successful study visit organized in Gävle, Sweden with participants from 30 organizations and companies exploring best practices of support for internationalization and networking for future collaborations.

In the middle of November the project partners of Compete In and stakeholders visited the city of Gävle where the Municipality of Gävle and Region Gävleborg organized the sixth study visit. We expected the days in Gävle to be cold and dark but were surprised by the first snow and even some early Christmas lighting.

In total there were around 50 people from 30 different organizations such as project partners, stakeholders, businesses and public authority meeting to learn more and to network.

As clusters and research organizations/universities in the ICT field expressed interest in meeting, a side event was organized for these organizations in order for them to get to know each other and discuss possible areas of cooperation.

The reactions from participants and project partners were positive emphasizing on the Swedish method of system approach and the human centered design of the support system.

[Read more news from the project partner on the Compete In website](#)

[Watch the film with interviews with participants from the study visit.](#)

Study visit and project meeting in Valencia

One of the three good practices presented was related to a new foreign investment law that aims to facilitate administrative procedures for companies with new investment projects. This law makes possible for the foreign investors to speed up procedures needed for investing in the Valencia Region. Other two practices presented were the Xpande program and SICOMEX, both designed to answer the needs of exporting companies.

Best practice 3 referred to Entrepreneurship cross regional and International partnerships: entrepreneurship promotion from the perspective of internationalization.

The city of Valencia is leading the support to start ups and entrepreneurship in Spain, setting up networks and offering technical, logistic and financial assistance to new and innovative business projects. VIT Emprende, belonging to the municipality of Valencia, provides assistance schemes that support start-ups at different stages of growth.

[More about the best practices on our website](#)



Other side visits designed especially for the stakeholders invited by the Compete in partners were organized. Of particular interest was the visit to the food technology institute AINIA, and AIDIME technology institute responsible for the metal and wood sectors. Of special relevance was the meeting of representatives of the automotive cluster of Valencia and Silesia.

The programme ended with the consortium meeting in which the partners revised the best practices presented and prepared the next steps to be taken.





Transfer Workshops! How does it work?

Next step of the Project - Transfer Workshops

The Compete In project is about to enter a new exciting phase. After the Study visit program held in 2017, the Project Partners have now the chance to select 2 of the 21 Good Practices presented to organize Transfer Workshops and proceed in the exchange of experiences via a peer to peer dialogue.

Each Partner develops and implements a Transfer Workshop on its territory with the Good Practice provider in order to ensure a thorough understanding and engagement with the “nuts and bolts” of the GP and to concretely discuss, in each context, the ways of acquiring and adapting the GP in each territory. The workshop allows for a direct discussion with the “experts” from the provider region (actors involved in the GP and entities responsible for it) and the Local Stakeholder Group at local level. The transfer workshops will be preparatory to a proper elaboration of the Local Action Plan.

How does it work?

Each Partner selects 2 Good Practices and/or specific aspects in accordance with its LSG, identifying added values and transferability potential for each GP. Each Partner has to select the specific issues and contents that it wants to consider further and it might want to implement and share them with the GP providing Partner. Therefore, each Partner performs internal briefing with key stakeholders and actors involved in the possible implementation of the GP chosen for the Transfer workshops, discussing weaknesses, and specific and in depth issues that are going to be the focus of the transfer workshop.

To allow a fruitful exchange of experiences, each Partner and its Local Stakeholder Group should also prepare a background briefing for the GP providing Partner, who needs to have a clear picture of current situation, key issues, opportunities, problems, main goals and scopes of the territory of the “importing” Partner.

Both Partners involved in the Transfer Workshop agree on date, format (public, on invitation, round-table meeting, peer to peer interviews, site-visits to actors or places interested by transfer of GP, open discussion, etc.) and agenda.

The Transfer Workshops will take place in two rounds between mid-April and mid-June. A report will be issued at the end of each Transfer Workshop, highlighting the issues tackled and the policy to be improved, objectives of the transfer, actors involved, Critical Success Factors, results/expected results.

During the Transfer workshops, Partners will document with articles, pictures, videos and social networking campaign the ongoing of the TW, on Compete In social profiles and Interreg Compete in Website.

So stay tuned!



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Project Partners

