

FACTSHEET: INTERNATIONALISATION OF REGIONAL SMEs – ABRUZZO REGION, ITALY

The project INTRA focuses on the role of public authorities in creating internationalization services to support the competitiveness of the regional economies and thus contribute to the Europe 2020 strategy. The project duration is five years (from 01.04.2016 to 31.03.2021) and the total grant is 1.640.062 EUR.

The objectives of INTRA are to provide comprehensive mapping, evaluation and benchmarking of various internationalisation services available across the regions, highlight good practices/gaps that promote/impede on SMEs at various stages of the internationalisation process.

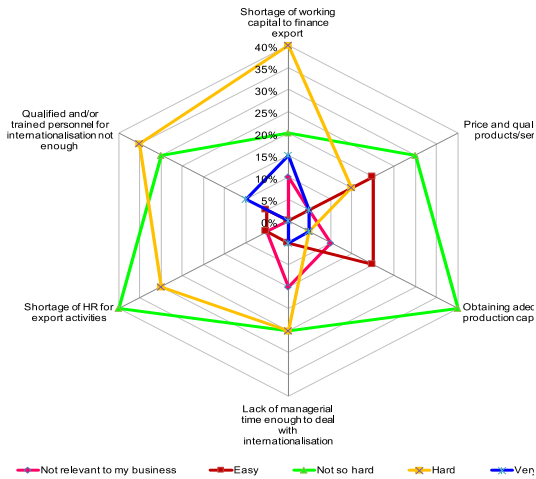
INTRA Interreg Europe



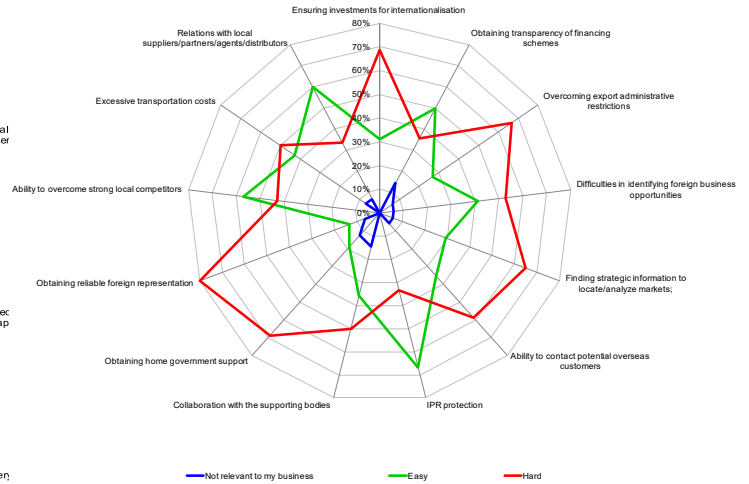
European Union
European Regional
Development Fund

1. BARRIERS AND DRIVERS FOR SMEs INTERNATIONALISATION

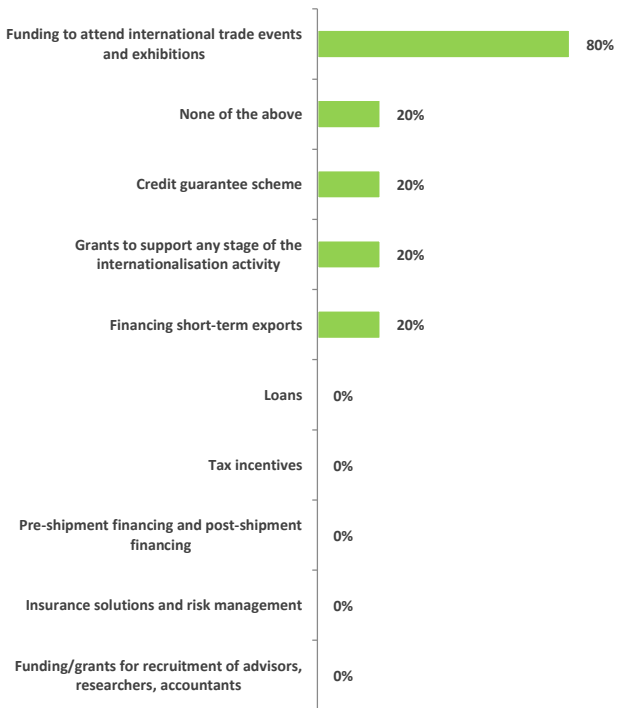
Internal barriers for SMEs internationalisation



External barriers for SMEs internationalisation



Drivers for SMEs internationalisation: Financial tools



Drivers for SMEs internationalisation: Services



Typology of surveyed SMEs : micro-companies – 35%, small companies – 55%, medium-sized companies – 10%, Strengths: high-quality export products; high sectoral specialization; large presence of multi-nationals in the manufacturing industry; rich business world and consolidated foreign entrepreneurial relationship .



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- Economic recovery can drive the investments for internationalisation



- Improvement of the Regional Smart Specialization Strategy in relation with export activities



- Establishment of multi-national companies in the regional territory

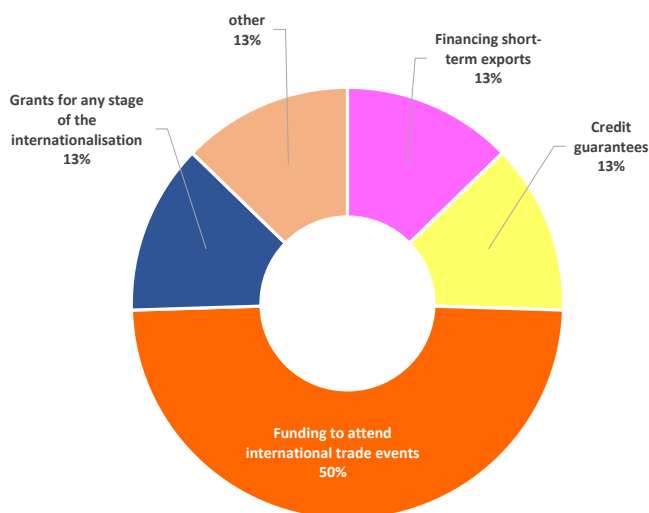


- Vouchers for internationalisation - recourse to support services with a minor economic disadvantage

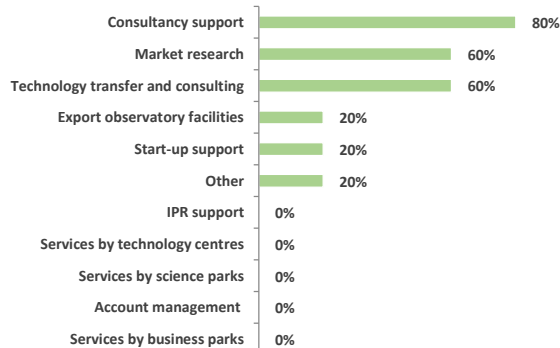


2. SUPPORT MEASURES FOR INTERNATIONALISATION OF SMEs

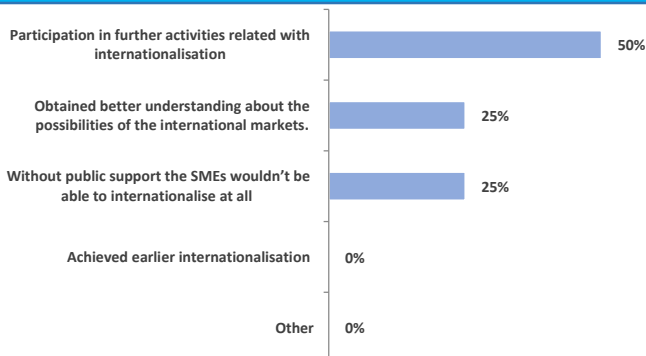
Financial support services for internationalisation



Infrastructure and support services for internationalisation



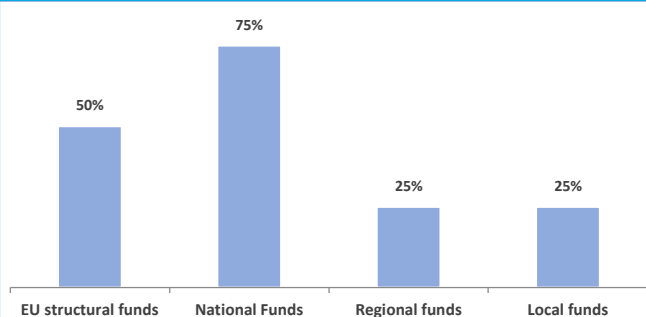
Importance of public support for SMEs



HR/ managerial services for internationalisation support



Importance of public funds for SMEs internationalisation



Information services for internationalisation support

