

FAST FORWARD EUROPE

01/2018 – 06/2018

STAKEHOLDER GROUP MEETINGS

- **PP1 – France**

- **06.08.2018**

D Normandie organised its third stakeholders meeting. Were represented during the meeting : Normandy Region, Normandy Incubation, Rouen Métropole and Caen Normandie Développement.

The first item on the agenda was the review of the actions carried out throughout the third semester in the frame of the project, to report on our activities, on the interregional meeting in Torino and on the Interreg experience fair in Sofia. A great part of the meeting was dedicated to the presentation of the good practices identified and submitted by the project's partners.

This semester, 8 new good practices have been identified. Some of them particularly drew the attention of the stakeholders in the sense that their replicability in the regions would be interesting for the development of local companies. The mentoring program that was presented in Turin during the last steering committee and identified as a good practice by our Italian partners is one of the good practices of great interest for the stakeholders.

The good practices presented were part of the three activities of the project (acceleration models, access to funding, internationalization of SMEs). Most are awaiting validation by an expert from the Interreg Europe Secretariat for publication on the Policy Learning Platform. These notions were explained to the stakeholders.

The conclusions of the two main trips of the semester were presented and discussed: the steering committee that took place in Turin in March, during which stakeholders were present, and the Interreg Experience Fair which took place in Sofia in April. The purpose of the trip to Sofia was to meet other project leaders, present good practices and interact with representatives of Interreg Europe.

The notion of Action Plan was introduced to Project Leaders in Sofia and we will also discuss the design of our Action Plan during the next Steering Committee in Budapest. The meeting will take place the 20th and 21st of June and will allow all project partners to review the activities of the project and the steps taken so far. This will be a great opportunity to work on

all the Good Practices and to prepare and discuss the organisation of the upcoming staff exchanges. The stakeholders were also presented the opportunity to work with project partners and share experiences in the frame of Staff Exchanges in Semester 5 of the project.



- **PP2 – Germany**

- **05.31.2018**

On Thursday 31st of May, NBank organised its third regional stakeholders meeting. For the first time all of the newly established “Start-up Centers” were invited to join the meeting, three of them took the chance to meet up with the existing FFWD stakeholder group in Lower Saxony, Germany.

The meeting started with impressions and lessons learnt from the third international project meeting in Turin, which was focussed on “Internationalization of SMEs”. This part was strongly supported by the representative of Niedersachsens Ministry of Economic Affairs, Labour, Transport and Digitization and the representative from embeteco GmbH who both joined the Turin meeting. The most interesting examples had been discussed with all stakeholders. Especially the strong involvement of mentoring schemes and programs was of interest for the stakeholders.

For the second part of the meeting a representative from the Interreg Europe project Smart Internationalization Exchange was invited to speak about the project. The SIE project is focussing on FFWD this semesters focus “Internationalization for SMEs”. In the frame of the SIE project NBank made a SME consultation within Niedersachsen and asked which support and grant services they use and which they wish to be expanded or newly established in the future.

The event closed with an invitation for the next international meeting in Aalborg and an open exchange between the stakeholders.



• PP3 - Denmark

- 06.23.2018

The meeting started with short presentation round and what were done so far: Year 1 is gone, with a focus on Access to funding. Completed with a meeting in Spain, where each explained their efforts and good practices in relation. Presentation of the accelerator program and mentoring from Murcia, Spain.

Joint debate - *There is a need for increased focus on mentoring in Northern Jutland? Where do they work nordjyske mentoring, and where there may be room for improvement? Are there aspects from Spain, there could be interesting to test in Northern Jutland?* Mentoring in Northern Jutland is available in several variants. FX is Growth guide in NewBizz a kind of mentor by 20 hours. It should certainly be a mentor separate meeting where they have schemes that get together and get co-ordinated so that enterprises will be guided to the first mentor and then moving on in e.g. New bizz and other programs. Great impressions from Spain - specifically larger investment amounts and co-financing (it's perhaps the lone who must take the initiative here – funding for the schemes come in part from the Region)

Financing vs funding - *What are we doing in North Jutland versus what we experienced in Spain?* There should be differences between funding and financing.

- o Financing is provided as support
- o Funding to be paid back

There is generally a lot of focus on funding in partnership (public subsidies). The work with investors is different, because they're looking at the project/entrepreneur in a different way. Therefore, it is much harder to find relevant projects to investors, and not much money they lent out. There is a slightly different approach to funding in DK. 'Man would rather self'.

Presentation of good practice from VHN:

- o 4 weeks of sparring in relation to the size and timing of the need for capital
- o Preparation of detailed budget
- o Training in pitch in front of investors, banks, etc.
- o Great good effects with VHN.
- o The private investors often only go in if they can lift the company with their skills on the side. Thus are capital and mentoring component combined in one in DK.

Invest in Aalborg are experiencing multiple times to be contacted by private investors, who are looking for good projects. When there are inquiries so let's look at them as they come.

Presentation of meetings and themes for 2018

- o Now we go into year 2 – focus on internationalisation
- o Meeting in Turin in March
- o We are hosts in the autumn, in which LSG will be involved. The next meeting will deal with a record of the meeting in Italy and a planning of partner meeting in Aalborg in the autumn.
- o In addition, there is an internal meeting in Hungary in June, how to prepare staff exchange in 2019.



- **PP4 - Spain**

- **06.29.2018**

The third meeting of the stakeholder group began with the reminder of the general objective of the Interreg Europe Program and follows it also with the presentation of the project framework by the regional leader partner (CEEIM, Ignacio Uzquiza)–the chronological frame, the role of the stakeholder group inside the project and the activities that should take place along the project lifetime-.

After that, it was described what CEEIM has done during the third semester, highlighting the identification and selection of three Good Practices about the third subtopic - internationalization. Attendees were informed also about the participation in the two –days event, the third Interregional Workshop in Turin on March – detailing all the activities done, all good practices presented and the main outcomes archived. By other hand, there was a special mention on the recent internal meeting in Budapest, Hungary. It was emphasized the need for begin to work on the main axes of the Action Plan. It was also detailed the visit to the Start IT @K&H.

Once the stakeholders were updated with the recent activities they were informed about all the good practices (27) identified in the project. The main characteristics and features of all the practices were analyzed and discussed one by one. They found very interesting and feasible to apply in the regional framework two good practices: (i) Access to funding in North Denmark and (ii) The Mentoring Program of the Camara di Comercio di Torino (CCIATO).

The last part of the meeting was an open discussion about the gaps and the areas of improvement regarding the three subthemes of the project in our Region and the next milestones of the projects.



- **PP5 - Hungary**

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- **PP6 - Italy**

- **01.29.2018**

The meeting, organized by the Metropolitan City of Turin, had the dual intention of sharing with the key players of the territory the main points in the organization of the thematic event in Turin.

The event should have its focus on the internationalization topic as a lever for business acceleration processes.

At the meeting are summoned the leaders of the internationalization and innovation sector of the Turin Chamber of Commerce. The innovation sector was also involved as a coordinator of an Alpine Space project, of which we are partners, always related to the topic of the company Scaleup. This led to the identification of a specific synergy: during the FFWD event in Turin a specific focus would be made on the SaleUpAlps project and on the Turin's Chamber of Commerce services for internationalization.

Turin Chamber of Commerce is the subject that implements part of the regional policies on the territory (always related to internationalization theme) and coordinates part of the activities of the Piedmont Agency for internationalization (CEIP).

During the stakeholder meeting it was individualised the good practice of our territory: Mentoring Program. The representative of the Turin Chamber of Commerce presented the facilities of this program, that consist in the following:

- Expert mentoring/consulting in the field of internationalization
- International exhibitions
- Links with a Piedmont International entrepreneur network

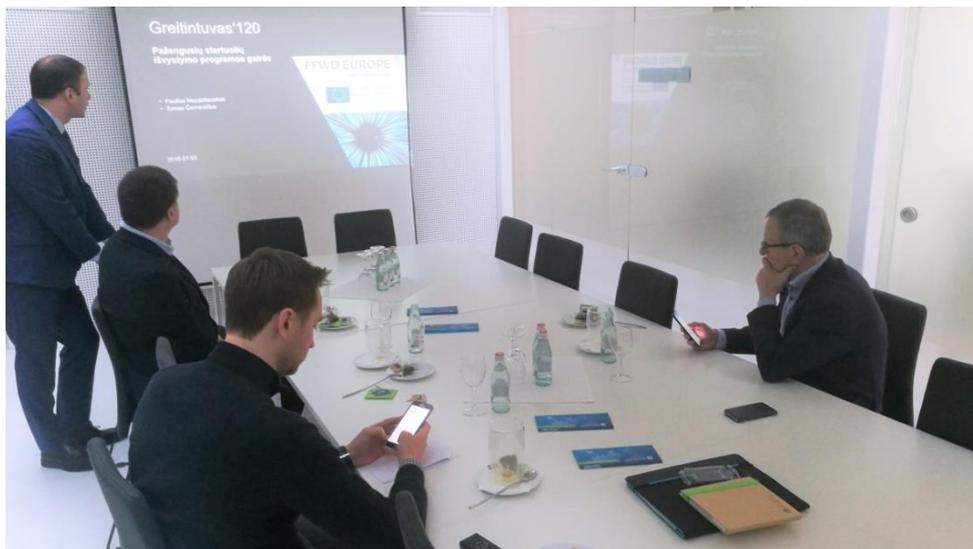
- **PP7 - Lithuania**

- **01.03.2018**

The third national stakeholders meeting took place in Kaunas STP.

On the 2nd of February, the Lithuanian partner Kaunas STP has invited the attendees to its third national stakeholders meeting in “Santaka” valley, Kaunas. It was a good opportunity to introduce the team of new Minister of Economy with progress Kaunas STP has done fostering acceleration opportunities for perspective SMEs. Representatives of Ministry of Economy of the Republic of Lithuania and Kaunas STP team also discussed their input to the initiative to unify business support initiatives among innovation support organizations operating in the same field.

Representatives of Kaunas STP introduced new initiatives on business acceleration and the entrepreneurship and new product development program envisioned as perspective steps towards more efficient and unified innovation ecosystem. Plans to boost closer collaboration between stakeholders as a needed form for changes were discussed.



- **PP8 – Poland**

- **07.06.2018**

Stakeholders also actively participated in the meeting organised in PRDF premises 07.06.2018 where project progress was presented.

Also project staff discussed the issue of staff placement withing the FFWD partnership planned for 2019.

PRDF analysed needs of stakeholders group in the fields of acceleration programmes, finances and internationalisation and offer of stakeholder organisation – what can be presented to the project partners willing to visit podlaskie region.

All the information were gathered and presented during Steering Committee in Budapest.

