

FINANCIAL SUPPORT

INTRA Good Practice Card Algarve#1	
Name of the Good Practice:	Incentive to the Internationalisation of SMEs – Individual projects
Name of the Good Practice holder (Country):	Algarve Coordination and Regional Development Commission (CCDR Algarve), Portugal
How is the Good Practice financed:	Regional funds
Is the Good practice linked to a policy instrument and how:	Linked to ROP for the Implementation of the EU Cohesion Policy in the Period 2014-2020; GP insures the expansion of the export base, increasing the number of new exporters, and/or increasing the volume of international sales companies that already export.
What are the main features and the purpose of the Good Practice:	<p>Is an instrument fully dedicated to increase the SMEs capacity to reach new and foreign markets by supporting, through funding, the following activities:</p> <ul style="list-style-type: none"> - Acquisitions for application of new organizational methods; - Participation in fairs and exhibitions abroad; - Specialized consultancy services provided by external consultants; - Obtaining, validating and defending patents and other industrial property registration costs
What are the results to date and the main successes of the Good Practice:	<p>Within the period 2014-2017, the GP achieved the following results:</p> <ul style="list-style-type: none"> - 61 projects approved - More than 7.000.000€ approved to internationalisation projects.
What aspect make this Good Practice transferable? What lesson learnt can be useful to consider the transfer:	<p>It is a financing mechanism that derives and operationalizes the Regional Operational Program in the framework of internationalization, enabling SMEs to strengthen their internationalization capacity and skills.</p> <p>Direct financial support to SMEs internationalisation activities.</p>

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INTRA Good Practice Card #2	
Name of the Good Practice:	Incentive to the Internationalisation of SMEs – Joint projects
Name of the Good Practice holder (Country):	Algarve Coordination and Regional Development Commission (CCDR Algarve), Portugal
How is the Good Practice financed:	Regional Funds
IS the Good practice linked to a policy instrument and how:	Linked to ROP for the Implementation of the EU Cohesion Policy in the Period 2014-2020; Provision of financial services for internationalisation, insuring the expansion of the export base, increasing the number of new exporters, and/or increasing the volume of international sales companies that already export.
What are the main features and the purpose of the Good Practice:	Reinforce the entrepreneurial capacity of SMEs to internationalization, with a view to promoting increased exports through the development and application of new business models and SME qualification processes for internationalization, valuing the intangible factors of competitiveness, allowing enhancing the increase of its base and exporting capacity.
What are the results to date and the main successes of the Good Practice:	Within the period 2014-2017, the GP achieved the following results: <ul style="list-style-type: none"> - 6 projects approved under the GP - More than 1.000.000€ approved to internationalisation projects
What aspect make this Good Practice transferable? What lesson learnt can be useful to consider the transfer:	Is an instrument fully dedicated to increase the SMEs capacity to reach new and foreign markets, through funding directly internationalisation activities. The possibility of join different companies in the same application.

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INTRA Good Practice Card Algarve #3	
Name of the Good Practice:	Internationalisation Voucher
Name of the Good Practice holder (Country):	Algarve Coordination and Regional Development Commission (CCDR Algarve), Portugal
How is the Good Practice financed:	Regional funds
IS the Good practice linked to a policy instrument and how:	Linked to ROP for the Implementation of the EU Cohesion Policy in the Period 2014-2020; Provision of financial services for SMEs internationalisation.
What are the main features and the purpose of the Good Practice:	<p>The expenditures considered eligible for the voucher are:</p> <p>In the diagnostics of opportunities component, the services related to:</p> <p>I. Identification of binomial products services versus markets that represent internationalization opportunities;</p> <p>II. Product adjustment needs services and business models (including distribution channels);</p> <p>III. Diagnosis of opportunities of evolution of the company in the value chain;</p> <p>IV. Need for adjustments of digital communication strategies.</p> <p>In the technical assistance component for the implementation of short-term recommendations, services related to:</p> <p>I. Prospecting visits and attracting new clients in foreign markets;</p> <p>II. Prospecting visits to international fairs;</p> <p>III. Invitations to importers' missions for supply knowledge.</p> <p>The maximum support to be granted is € 15,000 per project for the opportunity diagnostics component and for the technical assistance component for the implementation of the short-term recommendation. The funding rate is 75% of eligible expenses, a non-refundable allowance.</p>
What are the results to date and the main successes of the Good Practice:	<p>Within the 2014-2017 period, the results achieved were:</p> <ul style="list-style-type: none"> - 50 projects approved - 700.000€ approved
What aspect make this Good Practice transferable? What lesson learnt can be useful to consider the transfer:	<p>The Internationalisation Voucher is considered a good practice by providing the funding needed to SMEs acquire services dedicated to internationalisation.</p> <p>Enables SMEs to strengthen their internationalization capacity and skills in a short-term approach. Is an instrument fully dedicated to</p>

	<p>increase the SMEs capacity to gain knowledge about new markets and to reach them in a short term. Short-term approach.</p>
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INTRA Good Practice Card Algarve #4	
Name of the Good Practice:	Support Incentives to Collective Actions - Internationalisation
Name of the Good Practice holder (Country):	Algarve Coordination and Regional Development Commission (CCDR Algarve), Portugal
How is the Good Practice financed:	Regional funds
IS the Good practice linked to a policy instrument and how:	<p>Linked to ROP For the Implementation of the EU Cohesion Policy in the Period 2014-2020; The projects covered by this instrument must, cumulatively, ensure the following conditions:</p> <ul style="list-style-type: none"> - To demonstrate a collective, comprehensive and non-discriminatory nature that can respond to the common risks and opportunities of a broad range of companies; - Ensure the wide publicity of its results, complemented by demonstration and dissemination actions; - Ensure the free and universal availability of all goods and services produced, without any particular benefit to any entity.
What are the main features and the purpose of the Good Practice:	<p>Are susceptible to support individual or cooperation projects that integrate the following typologies:</p> <ul style="list-style-type: none"> - Prospecting, knowledge and access to new markets; - Collaborative processes of internationalization, knowledge sharing and training for internationalization; - Integrated international promotion of goods and services. <p>The target of this measure is non-business entities, presenting individual projects or in consortium, with a maximum funding rate of 80%.</p>
What are the results to date and the main successes of the Good Practice:	<p>Within the 2014-2017 period, the results achieved were:</p> <p>6 approved projects More than 2.000.000€ approved</p>

What aspect make this Good Practice transferable?
What lesson learnt can be useful to consider the transfer:

Prospect new markets, share knowledge and provide training for internationalization and/or integrated international promotion of goods and services, by join intermediate entities as business associations, public entities and agencies and/or not for profit private entities.

The Support Incentives to Collective Actions – Internationalisation is the only instrument available to empower intermediate entities with funding to develop intangible tools and methodologies to support directly SMEs in the internationalisation process. This is one of the instruments that the Regional Operational Program has available to support the internationalisation and to increase the competitiveness of the region.

HUMAN RESOURCES AND MANAGERIAL CAPACITY

INTRA Good Practice Card Algarve #5	
Name of the Good Practice:	Internationalisation Business Bootcamp
Name of the Good Practice holder (Country):	Young Entrepreneurs National Association (ANJE Algarve), Portugal
How is the Good Practice financed:	Private
IS the Good practice linked to a policy instrument and how:	Linked to ROP For the Implementation of the EU Cohesion Policy in the Period 2014-2020; Capacity Building for Create conditions for the enhancement of international position of the region.
What are the main features and the purpose of the Good Practice:	To train entrepreneurs about the specific needs associated with the presence in new markets, more specifically: <ul style="list-style-type: none"> - Identification of trends; - Risk forecast; - Preparation of internationalization strategies.
What are the results to date and the main successes of the Good Practice:	Since 2012, this initiative had the participation of 466 entrepreneurs as follows: 2012 – 90 participants 2013 – 117 participants 2014 – 82 participants 2015 – 54 participants 2016 – 62 participants 2017 – 61 participants
What aspect make this Good Practice transferable? What lesson learnt can be useful to consider the transfer:	Giving the almost absence of training in internationalisation, this initiative constitute almost an exclusive opportunity to entrepreneurs gain knowledge about the internationalisation process and the tools available in order to develop/implement the company's internationalisation strategy. The costs for participating are not so high and the program addresses the main factors to have in consideration when a company need to reach new markets.