

FAST FORWARD EUROPE

07/2019 – 12/2019

STAKEHOLDER GROUP MEETINGS

- **PP1 – France**

The stakeholders meeting for the 6th semester was organised on the 12th of December in AD Normandie's premises. The main topics discussed during the stakeholder meeting at AD Normandie were the finalization of the Action Plan with FFWD Normandie and Normandie Participations and the forecast of the implementation and monitoring of the action starting from January 2020.

Also, the meeting was organized after the organization of the final conference for FFWD in Kaunas so that we could provide our stakeholders with feedback regarding the discussions that took place during the steering committee of this reporting period.

- **PP2 – Germany**

The regional stakeholder meeting in Lower Saxony (Germany) took place on 18.11.2019 at NBank. Here the "good practice examples" of the international project partners were presented, which will be transferred to Lower Saxony, adapted and tested in the next two years (project phase 2). These are:

- Export Accelerator from Normandy (an online questionnaire for the internationalisation of companies)
- MurciaBan from Murcia (support services for Business Angel networks)

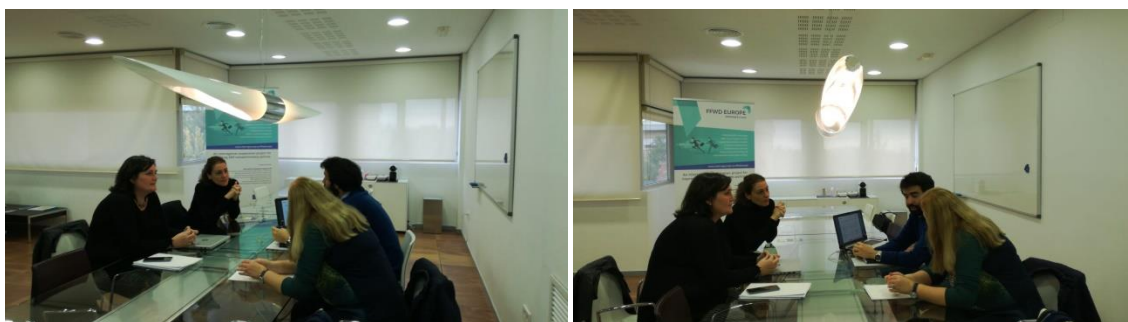
In a lively discussion, the regional stakeholders provided further information on how the transfer to Lower Saxony could be successful.

The NBank would like to thank all stakeholders who have accompanied us in the FFWD project over the last three years and supported us with their knowledge and input! Thank you very much!

• PP4 - Spain

The sixth meeting of the stakeholder group took place at CEEIM's facilities on December, 2 with the attendance of 4 members of the most important stakeholder group. The main topic of the meeting was the Action Plan developed since the last stakeholders meeting on May. We generally overviewed the timeframe of the project as well as the next milestones and important outputs to be considered.

The meeting began with a brief 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-. We thanked the commitment of the stakeholder during the phase 1 of the project. Nevertheless, the role of the stakeholder group for phase 2 continued to be reminded, indicating their expected contribution to the Action Plan's activities envisaged for the next 2 years.



Murcia, 2nd December 2019

The core of the meeting was the presentation of the Regional Action Plan for the Region of Murcia, the final output of the first phase of the FFWD Europe Project. We explained the main points of the document pointing out that the Operational Program ERDF 2014-2020 was the policy instrument to modify, specifically the thematic objectives 3a, 3b & 3d. The main action envisaged to improve the current policy instrument is the International Mentoring Program good practice hold by the Chamber of Commerce of Torino. We discovered the good practice thank to our Italian partner in the project, Città Metropolitana di Torino. Furthermore, we reminded that we could learn more details of the good practice during the staff exchange on March 2019. Over the meeting we explained the main characteristics of the Mentoring Program and the reasons to implement this action in the Region of Murcia. We presented to the stakeholders the objective and features of the future program in our region, activities to carry out, mentor and mentees selection criteria, impact areas, timeframe, costs and steps of the program. We also discussed about the modifications from the original Mentoring Program because of our economic ecosystem requirements. Stakeholders confirmed that similar projects have been forecasted in the last years but they were not effectively executed. They also found interested to connect this program with the actual financials aids for international growth existing in the Region of Murcia. The Mentoring Program could complement what there is already implemented. They emphasized that they saw the program a new and good option for local SMEs to go international and reassert their commitment in the implementation of the Action Plan during phase 2 of FFWD Europe project.

Before the end of the meeting, attendees were informed about the next Interregional Learning Event in Lithuania and th final conference for the Phase 1 of the project.

- **PP5 - Hungary**

"Our SME Development Map" - Workshop for Hungarian Small and Medium Business Developers

On 6th of November, 2019 "Our SME Development Map" workshop was organized within the framework of the FFWD - Fast Forward Europe project co-funded by the INTERREG Europe Program, where the organizer IFKA Nonprofit Ltd. invited the organizations involved in the development of Hungarian small and medium-sized enterprises. The event was the third stage of a thematic workshop series. In line with previous results, coordination of business support has been a central theme.

Today most of the domestic enterprises are not aware of which organizations and what service content can support their development. Therefore the vision of the present workshop is to create and operate a unified resource and service map in the future, where the supporting organisations and their services will be fully accessible to businesses in a transparent, systematic and interactive way.

The workshop participants made a number of suggestions on how to best serve the needs of businesses, better develop synergies, and what next steps can bring quick results. Based on the feedback, the invited organisations are ready to continue the planning work and to take the next concrete steps, so further working group meetings for 2020 have been set.



- **PP6 – Italy**

During the 6th semester (July - December 2019) the dialogue with local actors was managed through meetings for structuring Action Plan. We thought it appropriate to organise meetings with small groups of stakeholders, sometimes deepened by further sessions. During the drawing up of the Action Plan, we acquired recommendations from stakeholders about indicators and outputs produced to achieve specific results. Meetings have been useful for an in-depth analysis of synergies between the actors and outlining proposals for Action Plan activities.

Meeting with Policy Instrument Managing Authority Città Metropolitana di Torino – Regione Piemonte 27th September 2019

The staff of the Metropolitan City met with the regional contact person for the policy instrument identified by FFWD Europe Project.

After drawing up the Action Plan scheme, we thought it appropriate to have a first in-depth discussion with Piedmont Region. During the meeting, we presented the proposals for actions and sub-actions to be included in the Action Plan. We further discussed how to implement activities foreseen by the Action Plan, to maintain a close link between FFWD Europe project and ROP ESF Management Authority.

Stakeholder Meeting with Universities' Business Incubators and Metropolitan City of Turin 25th October 2019

We organized the meeting to discuss the development of the Action Plan and to collect suggestions from Turin universities' business incubators. We can summarize incubators' recommendations as follows: they highlighted the importance of links between ESF and ERDF policy instruments and suggested to consider indicators both for the incubation phase and the start-up growth phase.

Stakeholder Meeting with Metropolitan City of Turin, Turin Chamber of Commerce, Turin Finance Committee and Dept. of Management of the University of Turin 31st October 2019

Stakeholders provided useful hints for structuring Action 2: among other measures the realization of an online platform for Piedmont start-ups and aspiring entrepreneurs with innovative business ideas and a crowdfunding helpdesk for SMEs (Turin Finance Committee).

Stakeholders Meeting with Metropolitan City of Turin, Chamber of Commerce of Turin, Committee Turin Finance and Torino Wireless 5th November 2019

This meeting was a follow up of the previous one. The aim was to deepen the stakeholders' activities concerning supporting the creation and growth of innovative enterprises and the projects aimed at strengthening start-ups ecosystem, to facilitate their integration into the Action Plan.

• PP7 - Lithuania

On the 25th of November Lithuanian partner Kaunas STP organized its 6th regional stakeholders' meeting at Ministry of Economy and Innovation, Vilnius. Event has been attended by 5 people: representatives of Ministry of Economy and Innovation, Vytautas Magnus University and Kaunas University of Technology.

Kaunas STP laid out the main achievements reached by the project consortium so far. As it is only one month left until the end of the phase one, the aim of this meeting was to present finalized Action plan. Representatives from the Ministry of the Economy and Innovation of the Republic of Lithuania have been replaced for several times during the period of the FFWD Europe project and face a challenge to catch up with FFWD EUROPE project development in specific details. Members of Kaunas STP team have precisely presented good practices taken from France, Italian and Spanish partners, and discussed finalized Action Plan in detail: nature of the action, stakeholders involved, and indicative funds needed for the Action Plan implementation. Kaunas STP Action plan is based on 2 main actions:

- Action 1: Start-up global business navigation. This action include activities of setting up an acceleration program, involving SMEs/start-ups and providing consultation services and guidance to them. In addition, actions will include involving local stakeholders and onboarding them long-term support to ensure action's continuity.
- Action 2: Increasing visibility of Kaunas Start-up ecosystem. It is foreseen that this action include activities that support start-ups in their self-assessment in terms of international standing and visibility potential as well as building and implementing internationalization strategies and actions, including attending international events, foreign marketing and advertising activities and international PR actions.

At the end of the meeting all attendees were informed about the next steps in the project Action Plan finalization and future endorsement, after final JS review. Kaunas STP has warmly invited all participants to participate in Final FFWD Europe conference: "Global Startup Ecosystem: Collaborate or Compete?" on the 5th of December in Kaunas.



Ministry of Economy and Innovation, Vilnius, 25th of November

- **PP8 – Poland**

Stakeholders meeting in Poland was organised 14th of November. Meeting was focused on the proposal of Action Plan for Podlaskie region. Representatives of all stakeholders engaged in the project were engaged in the fruitful discussion: Białystok Science and Technology Park, Podlaski Equity Investment Fund and Marshall's Office of Podlaskie Voivodeship. At the beginning results of analysis of start-ups and young SMEs, conducted by PRDF in the region was presented by Magdalena Maksimowicz, project manager in Podlaska Regional Development Foundation. Conducted surveys as well as desk research confirmed that there is a potential for implementing mentoring programme in the region. During the meeting conclusions from staff placement in Torino, Italy, where the Good Practice in the field of mentoring was introduced were revised, the best ideas and questions raised and adjustments for the region introduced. Proposal of Action Plan sent before the meeting was finalised. All the proposed changes were implemented and final version agreed.

