

FACTSHEET: INTERNATIONALISATION OF REGIONAL SMEs – EXTREMADURA REGION, SPAIN

The project INTRA focuses on the role of public authorities in creating internationalisation 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.

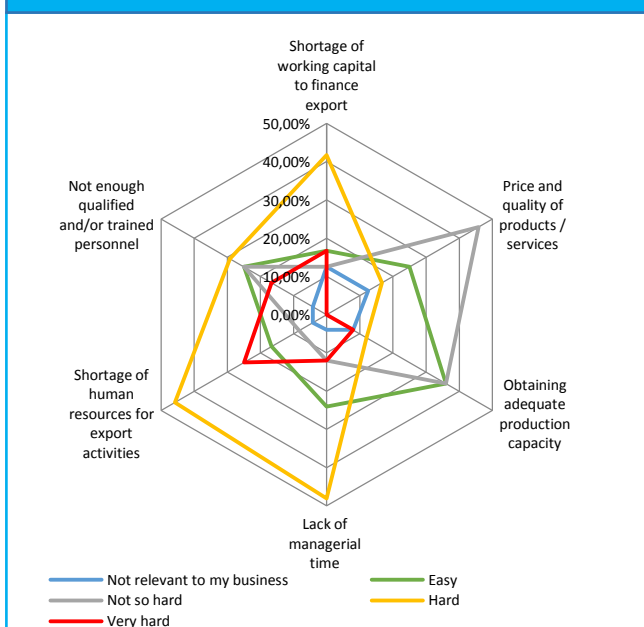
INTRA Interreg Europe



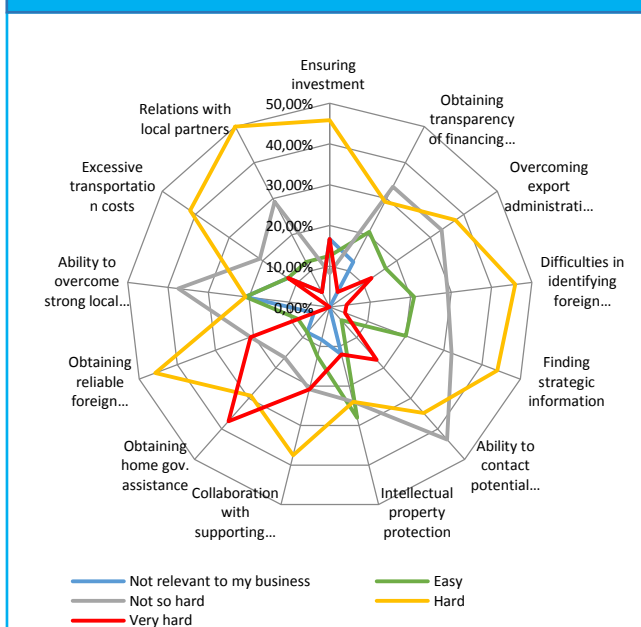
European Union
European Regional
Development Fund

1. BARRIERS AND DRIVERS FOR SMEs INTERNATIONALISATION

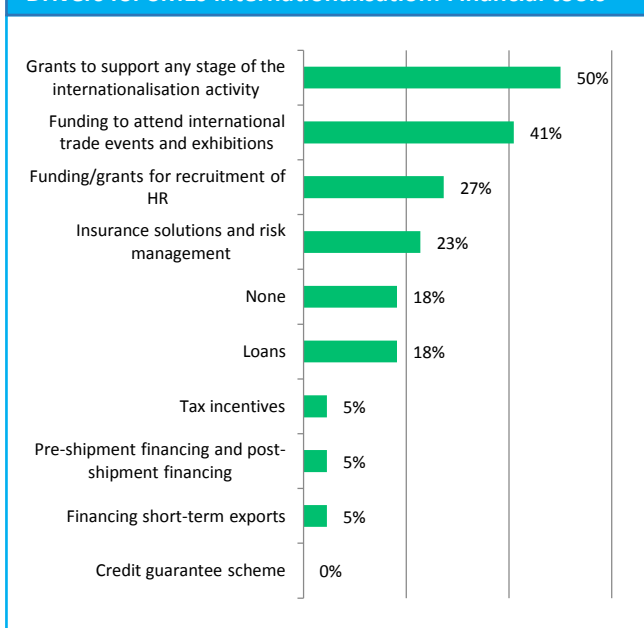
Internal barriers for SMEs internationalisation



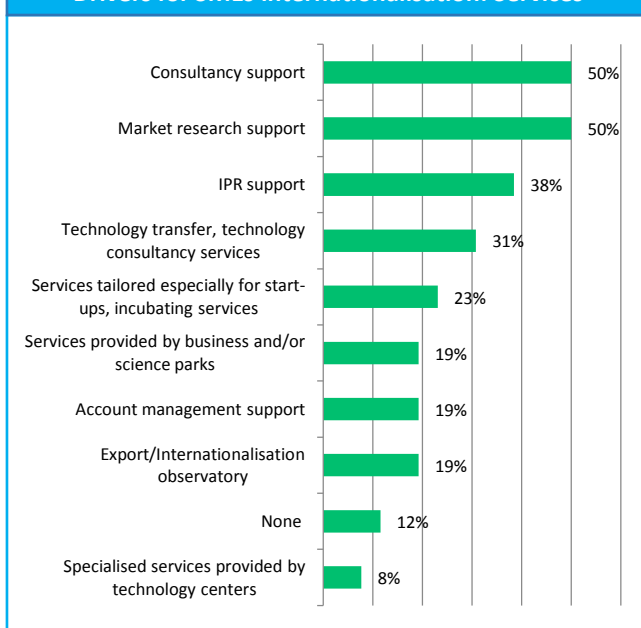
External barriers for SMEs internationalisation



Drivers for SMEs internationalisation: Financial tools



Drivers for SMEs internationalisation: Services



Typology of surveyed SMEs : micro-companies – 63%, small companies – 33%, medium-sized companies – 4%.

Strengths: high-quality products, mainly in the agri-food sector; existence of internationalisation strategies; experience in foreign markets.





- Availability of specific trainings for HR



- Use of ICT tools for opening new markets

- Improvement of one-stop shop concept



- R&D infrastructure available at regional level



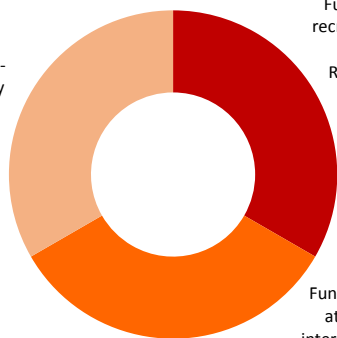
- Development of tools oriented to the needs of specific sectors



2. SUPPORT MEASURES FOR INTERNATIONALISATION OF SMEs

Financial support services for internationalisation

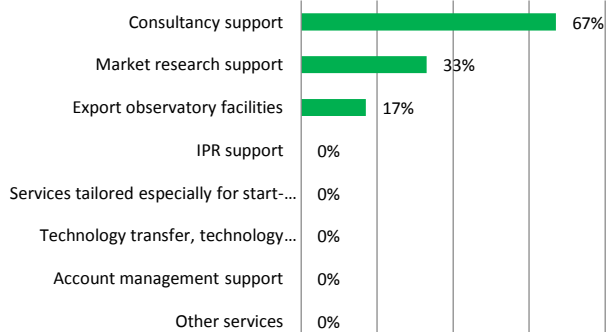
Grants to support any stage of the internationalisation activity
50%



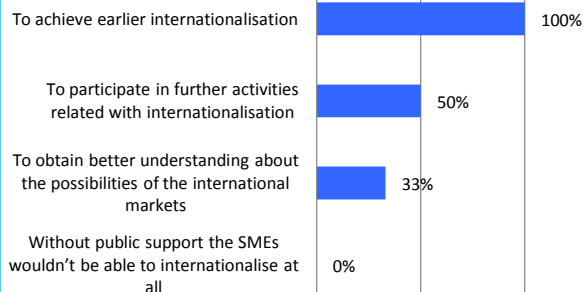
Funding for recruitment of Human Resources
50%

Funding to attend international trade events
50%

Infrastructure and support services for internationalisation



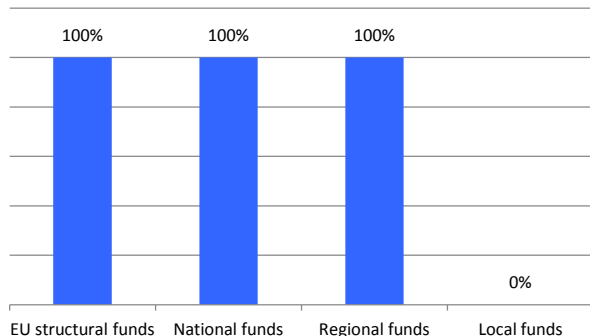
Importance of public support for SMEs



HR/managerial services for internationalisation support



Importance of public funds for SMEs internationalisation



Information services for internationalisation support

