

FAST FORWARD EUROPE

07/2018 – 12/2018

STAKEHOLDER GROUP MEETINGS

- **PP1 – France**

AD Normandie has organised its stakeholder meeting on December 12th in its premises in Colombelles. Six people have attended the meeting, representatives from the accelerator FFWD Normandie, of AD Normandie Invest department, Normandie Incubation and from Normandie Regional Council, our Managing authority.

The first item on the agenda of the meeting was to take stock of the actions carried out throughout the fourth semester under the project, to report on our activities but also on the good practices identified by the partners. LP presented to the stakeholders what was discussed during the last steering committee organized in Paris and what were the conclusions. Then, in terms of the administrative and financial issues, LP mentioned the upcoming deadlines to the stakeholders. Then, after having presented the main activities that occurred during the third semester of the project, the situation with the Danish partner was explained. Indeed, LP informed the stakeholders of the withdrawal of BDC North Denmark due to political reorganization at the national level. Also, the deliverable 'Support to internationalisation' was detailed.

Then, the focus was put on the elaboration of the action plan and the organization of the upcoming staff exchanges. The stakeholders have been involved in the drafting of a programme to welcome other project partners in Normandy in the frame of the staff exchanges. LP has also presented the good practices that were previously short-listed as relevant to the elaboration of AD Normandie's action plan. Several meetings have been scheduled to work on the organization of the staff exchanges with the stakeholders, they have all shown a great interest in this opportunity.



- **PP2 – Germany**
N/A

- **PP4 - Spain**

The fourth meeting of the stakeholder group took place at CEEIM's facilities on December, 11th with the attendance of six members of the stakeholder group. Spanish partner introduced to stakeholder group of Murcia what have been done so far during the semester. All good practices identified inside the project were shared with them and five good practices linked with the second theme of the project: access to funding, were analyzed in depth. The last part of the meeting was an open discussion about what it is not being doing in the Region of Murcia and which of the good practices of the project might be interesting to import in. A lot of good ideas for the action plan came up.

Stakeholders agreed about the great amount of support entities, duplicity of activities and programs in a regional base, and the difficulty for entrepreneurs to reach the accurate institution to solve a specific problem. Attendees found interesting and also complex to centralize in one online platform all the regional support system activities. The main ideas of the discussion were to put the effort in financial training, shape and improve actual funding vehicles/programs and centralize the support system.

All the attendees were informed about the next steps of the project: staff exchanges between April and May, next meetings in Germany and Lithuania - 3Q 2019 - and the elaboration of the REGIONAL ACTION PLAN.



CEEIM's facilities, Murcia, 11th December 2018

- **PP5 - Hungary**

The fourth meeting of the stakeholder group took place at Central Café in Budapest on December, 4th with the attendance of eleven members of the stakeholder group. Hungarian partner introduced to stakeholder group of Hungary what have been done so far during the semester. All good practices identified inside the project were shared with them including their links to existing Hungarian initiatives. A total of 4 good practices were discussed more closely addressed to SME internationalization and access to finance. The last part of the meeting was an open discussion about the partners' good practices of the project that might be interesting to import in, especially in the frame of the Small- and Medium-sized Enterprise Development Programme. A lot of good ideas for the study-visits came from stakeholders.

Stakeholders agreed about the great amount of support entities, duplicity of activities and programs in Hungary, and the difficulty for entrepreneurs to remain competitive. Attendees found interesting the possibility to extend the scope of the Small- and Medium-sized Enterprise Development Programme with French and Italian good practices. The main ideas of the discussion were to put the effort in providing better access to international markets and mentoring.

All the attendees were informed about the next steps of the project: staff exchanges between April and May, next meetings in Germany and Lithuania - 3Q 2019 - and the finalization of the REGIONAL ACTION PLAN.



- **PP6 – Italy**

In the 4th semester of the project it was considered more efficient to organize meetings in smaller groups to share the main aspects of the FFWD Europe project and to put them in synergy with the specific strategies and lines of cooperation that are carried out on the territory with individual stakeholders. The bilateral or small group meetings were conducted with the double aim of collecting input to be included in the future planning of the Metropolitan City and in the guidelines for the improvement of the policy identified by the FFWD Europe project.

- 1. Growth Hacking Bootcamp - From theory to practice: policies, tools & experiences to support company scale-up. Turin, 21st September 2018.**
- 2. Business acceleration services. Synergies with University of Turin's Business Incubator. Città Metropolitana di Torino – University of Turin's Business Incubator - 19th September 2018**
- 3. Meeting with Policy Instrument Managing Authority. Città Metropolitana di Torino – Regione Piemonte - 24th October 2018**
- 4. StartUp and acceleration of Innovative Enterprises. Universities' Business incubators tools - 5th November 2018**
- 5. Stakeholder Meeting – good practices and staff exchange presentation
Città Metropolitana di Torino - 7th December 2018**

On 7th December 2018, the Metropolitan City of Turin has organised a meeting with the stakeholders of the project. The meeting started with a presentation of the FFWD Europe Project updates to the stakeholders who already have been kept updated on the project evolution, but was mainly conceived to present to them the system of the good practices and the staff exchange opportunities.

The good practices presented were those submitted by the FFWD Europe partners who have been already approved by the Interreg Europe Programme, with reference to the internal working document “Synthesis Good Practices FFWD Europe” shared by the project partners.

We have distributed to all the stakeholders a synthesis document of all the good practices submitted for FFWD Europe, outlining those who were already approved. We have also distributed them a form to fill out, where the stakeholders were asked to express their preferences for the staff exchange. Generally, the stakeholders noted that many of the presented practices were related to categories (Acceleration models, Access to funding, Internationalisation of SMEs) that for them had a different meanings: in example the category “Acceleration models” contains also start up programmes, while for the Italian stakeholders acceleration is intended as a different phase from the start up.

For all the practices presented, the stakeholders would like to have more information on how the used funds come from (especially for investments): are they public or private funds? which level of public funding (european, national, regional, local). Also they would like to have more information on the involved partners. These questions

come by a reflection on the funds: the problem in Italy with the acceleration is the lack of funding, in fact at the start and in the acceleration phase the funds are very needed and at local level there are very little opportunities. There are some funds at national level but the competition is very hard as the demand is far more big than the funding capacity.

Following these questions, and starting from the Norman Funding Entities practice, the stakeholders discussed the existence of public equity funds in Italy, noticing how in Italy there are similar public funds managed at national level by Cassa Depositi e Prestiti and a multiregional (Piedmont, Lombardy, Veneto) fund. The French experience has been considered interesting for the intervention on small, start-ups and SMEs.

In general, the stakeholders expressed their preferences of interest for the long lasting and structured programs, as they think that these are practices from which you can get more food for thought to bring the positive elements in Italian practices and policies. One of the more interesting practice for the stakeholders is surely the French FFWD.

The stakeholders were invited to fill in the preference form to check which are the practices they wish to see during the staff exchange. They also underlined how it would be more effective to do the staff exchange together with a representative of the Metropolitan City of Turin.

The Metropolitan City of Turin also discussed the Innometro project: at the moment it is an idea for an instrument managed by the CMTO intended for the micro enterprises for innovation. About this it could be interesting to check the Loan for 0% polish practice.

The meeting ended with the CMTO underlining how the FFWD Europe will provide for the organisation of the staff exchange, asking the stakeholders to submit their questions on the good practices and their staff exchange preferences in short time.





• PP7 - Lithuania

On the 22nd of November, the Lithuanian partner Kaunas STP has organized its 4th regional stakeholders meeting at Kaunas STP facilities, Kaunas, with the attendance of 8 members of the stakeholders' group. The group represented a range of different sectors: universities, governance, business and innovation support segment what brought a different perspective to questions which arose during the meeting. Tomas Černevičius (Kaunas STP) presented the main achievements reached so far and underlined the role of the stakeholder group on project activities in relation, such as analysis of the regional situation, detection of good practices and their collaboration in the development of the Regional Action Plan, the main output of the project.

The introduction was followed by the discussion on internationalisation of SMEs aspects in Lithuania and Europe wide. Irma Bagdonienė (Kaunas STP) presented the list existing measures for internationalisation support provided by different organizations in Lithuania. Kaunas STP, which has a big pool of companies inhouse, also presented SMEs' perspective to them with pros and cons indicated. Participants had a chance to express their own opinion regarding listed measures. To conclude with, all measures are functional and popular among companies and one or several of them should be submitted to Policy Learning Platform (Interreg Europe).

Later on, Irma Bagdonienė (Kaunas STP) made an overview of good practices approved by the Policy Learning Platform both by Kaunas STP and other partners of FFWD Europe. Following the steering committee meeting in Paris, held on the 16th of November, participants discussed in which practices Kaunas STP should concentrate in. All parties agreed that Kaunas STP should keep deepening their knowledge in acceleration models and should find out more about FFWD Normandie, especially in terms of governance/EU support and switching the accelerator to self-sustained program.

The last topic presented and discussed by stakeholders was the acceleration program developed by Kaunas STP and its financial support. During the semester 3 one of the options developed is to extend the national project "Inospurtas" (Kaunas STP is a partner in it) by developing an acceleration program for innovate, R&D based SMEs. Main objective of the project "Inospurtas" is to increase the innovation of enterprises and to encourage them to intensify the development of R&D activities by providing innovation advisory and innovation support services to enterprises. Changes to the policy instrument could cause such extension. The proposal is still under consideration by the respective bodies. Participants discussed what steps should be made in order to foster the process.

At the end of the meeting Tomas Černevičius made an overview of the next steps in the project and proposed to have the next meeting in middle of the 5th semester.



Kaunas STP facilities, Kaunas, 22nd November 2018

- **PP8 – Poland**

N/A