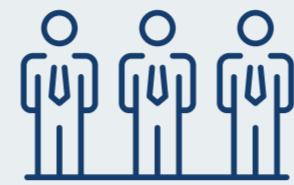


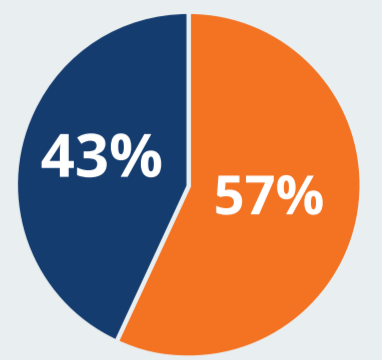
GOVERNANCE MODELS AND SCHEMES OF THE EFFECTED REGION

SECTORS REPRESENTED BY MAIN STAKEHOLDERS (%)



PUBLIC

PRIVATE



FINANCIAL AND NON FINANCIAL SUPPORT SCHEMES FOR SMEs INTERNATIONALIZATION Situation analysis report

Klaipėda region have some local measures for SME support. Most of them are quite general and not targeted specifically to SME internationalization.

MAIN DIRECTIONS AND TARGET SECTORS OF FINANCIAL SUPPORT IN KLAIPĖDA REGION

- New SMEs creating new jobs.
- Youth initiatives, culture, health and social projects.
- Development of service center's in Klaipėda.
- New start-ups creating innovative services for Klaipėda city (planned competition in 2021).

MAIN DIRECTIONS AND TARGET SECTORS OF NON-FINANCIAL SUPPORT IN KLAIPĖDA REGION

- International Partnership for public-private networking developing, such as: tourism, maritime economy, creative industries, etc.
- Establishment of local partnership networks and organization of trainings for SMEs, such as marketing specialists from various companies (LIMa).
- Consulting by stakeholder's.

MAIN SERVICES AND MEASURES PROVIDED BY REGIONAL STAKEHOLDERS



- Searches for foreign partners.
- Providing information about exhibitions, trade fairs and conferences held in Lithuania and abroad.
- Organizing seminars, training courses, conferences, presentations.
- Technology business & creative industries business incubation services and other infrastructure services.
- Dissemination of scientific and technical information, innovation promotion services.

BARRIERS AND DRIVERS FOR SME'S INTERNATIONALIZATION

BARRIERS (INTERNAL AND EXTERNAL)



Adequate production capacities (internal)

Lack of managerial time (internal)

Ability to contact potential customers (external)

Ability to overcome strong local competitors (external)

DRIVERS



To reach new fast growing markets

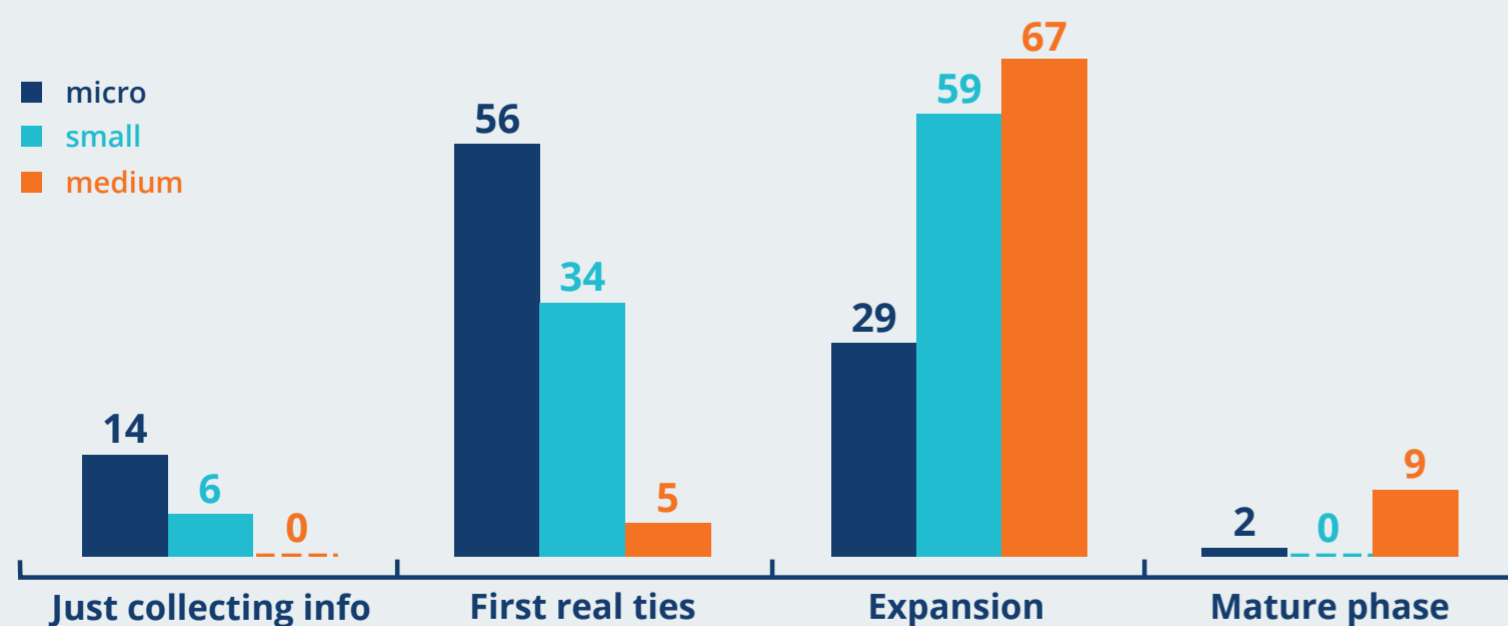
Additional profit and revenue

Getting more clients/customers

Higher prices

SMEs CAPACITIES FOR INTERNATIONALIZATION

PHASE OF INTERNATIONALIZATION OF SME'S IN THE REGION (%)



QUALIFICATION SKILLS AND ACTUAL PLAN FOR INTERNATIONALIZATION OF SME'S IN THE REGION (%)



GOOD PRACTICE FROM OTHER PROJECT PARTNER REGION



PÉCS AND BARANYA COUNTY (HUNGARY) INDUSTRIAL DEVELOPMENT PROGRAMME:

- Dedicated to provide a coordinative framework for local economic actors that encourages cooperation;
- Emphasis is put on the development of the companies capabilities as well as the universities and local governments to cooperate with each other and create horizontal and vertical cooperation processes.

PROJECT PARTNERS

Union of the Chambers of Commerce, Industry, Agriculture and Crafts of Lombardy (Unioncamere Lombardia) | Rzeszow Regional Development Agency | Association of the Carpathian Euroregion Poland | European Business and Innovation Centre of Burgos (CEEI-Burgos) | Klaipėda ID | Association of European Border Regions (AEBR) | Klaipėda City Municipality Administration | Society for the Development of the Province of Burgos. (SODEBUR) | Pannon European Grouping of Territorial Cooperation



European Union
European Regional
Development Fund