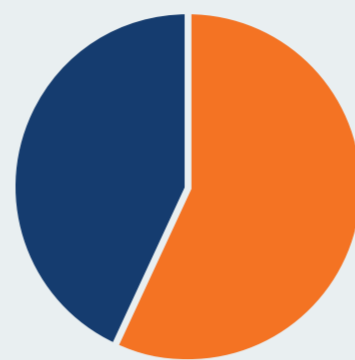


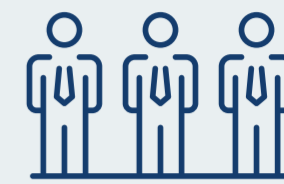
## GOVERNANCE MODELS AND SCHEMES OF BURGOS PROVINCE



SECTORS REPRESENTED BY MAIN STAKEHOLDERS

**PUBLIC**  
5

**PRIVATE**  
2



## FINANCIAL AND NON FINANCIAL SUPPORT SCHEMES FOR SMEs INTERNALIZATION

Situation analysis report

Burgos province has several local measures for SME support internationalization, not only financial support but also mentoring programs.

### MAIN DIRECTIONS AND TARGET SECTORS OF FINANCIAL SUPPORT IN BURGOS PROVINCE

- SMEs creation
- Innovation and ICT initiatives
- Young entrepreneurship and start-ups
- Strategic plans creation

### MAIN DIRECTIONS AND TARGET SECTORS OF NON-FINANCIAL SUPPORT IN BURGOS PROVINCE

- Public programs for training entrepreneurs to guide them in the different areas of their business
- Promotion plans for SME exporting
- Consulting and mentoring by stakeholder's.

### MAIN SERVICES AND MEASURES PROVIDED BY REGIONAL STAKEHOLDERS



- seminars and training courses
- online distribution of relevant information for enterprises: newsletters, social media, mailing,...
- personal advising for business
- formative programs to start a business or to continue improving it
- financial support through concrete programs

### BARRIERS AND DRIVERS FOR SME'S INTERNALIZATION

#### BARRIERS (INTERNAL AND EXTERNAL)



Lack of trained personnel (internal)

Increasing the competitive advantage (internal)

Difficulty identifying customers and opportunities (ext)

Duty-related barriers and cost (external)

#### DRIVERS



Formative courses

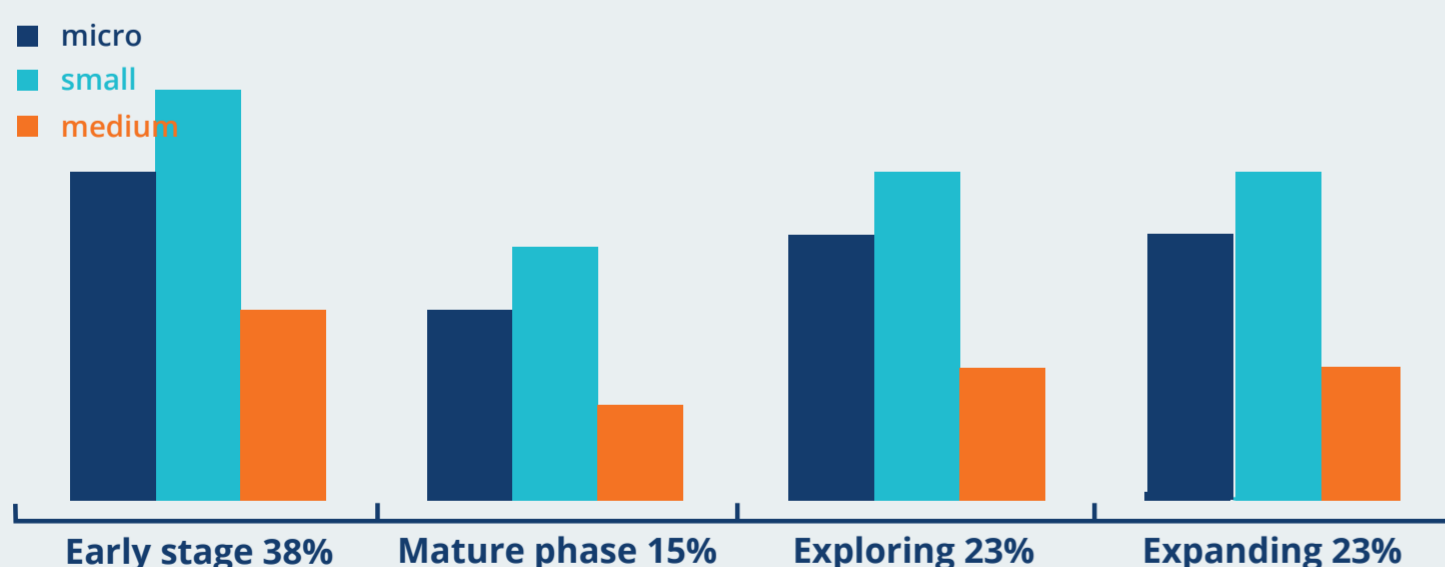
Innovation, reduce costs,...

Communication plans, market studies

Reduce bureaucracy

## SMEs CAPACITIES FOR INTERNALIZATION

### PHASE OF INTERNATIONALIZATION OF SME'S IN THE PROVINCE (%)



### QUALIFICATION SKILLS AND ACTUAL PLAN FOR INTERNATIONALISATION OF SME'S IN THE PROVINCE (%)



## GOOD PRACTICES FROM OTHER REGIONS



#### COOPERATION SUPPORT SCHEME (HUNGARY):

cooperation between SMEs - possibility to work with external consultants. Less bureaucracy

#### FINANCIAL SUPPORT FOR SMES (LITHUANIA):

local financial support for SMEs to promote business environment: establishment of new SMEs, development of business plans, creation of websites, equipment,...

## 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) | Klaipeda ID | Association of European Border Regions (AEBR) | Klaipeda 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