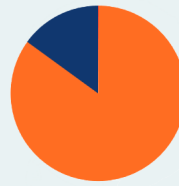




# LOMBARDY REGION ITALY



## REGIONAL GOVERNANCE MODELS AND SCHEMES



### MAIN STAKEHOLDERS (%)

PUBLIC  
**85 %**

PRIVATE  
**15 %**



## FINANCIAL AND NON FINANCIAL SUPPORT SCHEMES FOR SMEs INTERNALIZATION

from the *Situation analysis report*:

The Lombardy region and local stakeholders offer several measures and specific policies to support the internationalization of SMEs.

### MAIN DIRECTIONS AND TARGET SECTORS OF FINANCIAL SUPPORT IN LOMBARDY

- Financial support to SMEs plans for internationalization
- Export support and search for new market opportunities
- Participating in international expositions or events
- Support to digital export

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

- Training for internationalisation strategies, export and access to new markets
- Coaching and academic training for the development of managerial skills
- New markets search and consulting support
- International partnership development, search for foreign counterparts

### MAIN SERVICES AND MEASURES PROVIDED BY REGIONAL STAKEHOLDERS



- Supporting measures for SMEs in time of Covid-19
- Trainings, seminars, specific courses, conferences and individual orientation services
- Organization of B2B meetings, partners search, international fairs
- Financing of structured projects and plans of action to initiate/consolidate SMEs internationalization
- Services, information and tools to support digital export

### BARRIERS AND DRIVERS FOR SME'S INTERNALIZATION

#### BARRIERS



Lack of information on business opportunities abroad

Poor articulation of commercial networks

Lack of knowledge of the foreign markets characteristics

Insufficient skills and professionalism

#### DRIVERS



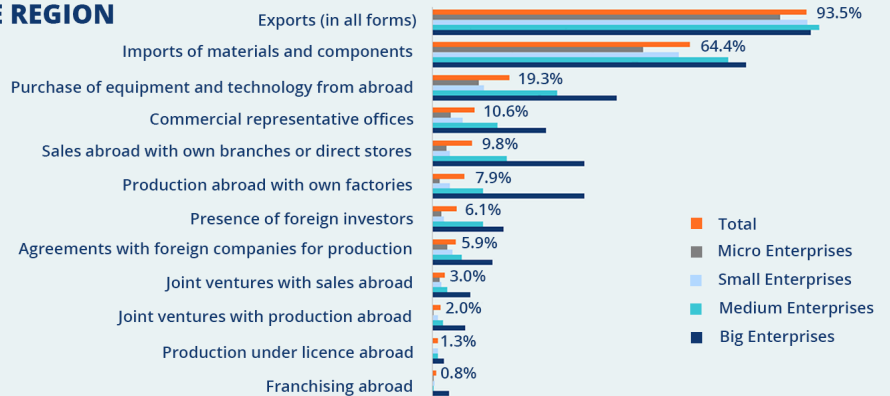
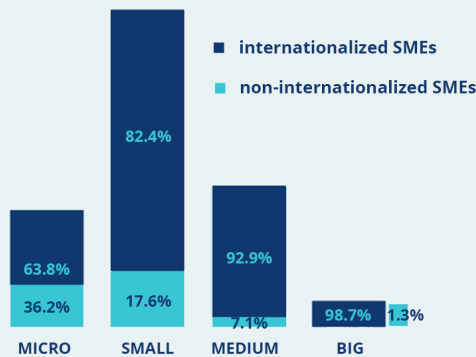
Participation in trade missions

Search for foreign counterparts

Consulting on technical issues

Learning & training

### SMEs IN THE REGION



## GOOD PRACTICES FROM OTHER REGIONS



### PÉCS AND BARANYA COUNTY (HUNGARY) Promoting women entrepreneurship:

- Promotion and support of self-employment, especially women entrepreneurship by promoting and strengthening the entrepreneurial mindset
- the main activities include financial aid for self-employment; Boot camps regarding IT topics and food&technologies; training courses; employment support; promoting events.

### 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