

APPLICABILITY REPORT LITHUANIA

APPLICABLE GOOD PRACTICE I

Good practice general information	
Title of the practice	Pécs and Baranya County Industrial Development Programme (Hungary)
Thematic objective of the practice	SME's capacities for internationalization, or Governance models and support schemes for the SME internationalization
Region in which the Project Partner wants to replicate it	Klaipėda Region

Good practice targeting the Policy Instrument	
What gaps/weaknesses does this good practice target in the Policy instrument?	This good practise targets the missing actions to improve SMEs internationalisation activities in main organisation working with SMEs – Klaipėda ID. We see it happening as cooperation between Klaipėda ID and other institutions.
How does this good practice target these gaps/weaknesses?	There is a missing “space” for interinstitutional cooperation (mentioned before) and the coordinated cooperation between different stakeholders working with SMEs would fill this missing space.
What changes should be made in the good practice to target more gaps/weaknesses in the Policy Instrument?	The good practise will need changes to target Policy Instrument and to adapt to regional and local situation of SMEs. There should be changes to adapt GP not only to PI, but also to making next steps – adding it to strategic tasks for Klaipėda ID, because all measures of KEDS have “owners” that will or are implementing them.

Feasibility of the good practice in the particular region	
Do you have proper and reliable support?	We have support from KEDS partners and business associations. Also we have top-down political support and we believe that there will be enough political support in the particular area for the practice to be implemented as the accelerator itself is already planned and had political support.
Is there a stable funding option to support the good practice application in the long term?	Funding will be planned in Klaipėda ID budget as Klaipėda ID will be responsible for implementing this measure.

Are there any factors (of political or economic nature) that can clearly prevent implementation of this good practice?	There should be no factors that could prevent implementation of this action. If there would be lack of financial resources for this measure in 2021, it would be planned the next year.
Are there any factors (of political or economic nature) that can clearly foster its implementation?	There are some possibilities both political and economical – if politics will give more attention to SMEs development actions, there is a possibility that more finances will be located to make this progress. Also the possible scenario can be a participation in the project in new EU financing period.

Adaptation of the good practice in the particular region	
Can the existing design of the good practice be applied as it is?	<p>The plan is to apply only a part of GP. As Klaipėda ID is not a chamber organisation that includes a number of member companies, it works as agency aimed at promoting the economic sectors covered by the strategy, so the measures taken by these agencies are and will be focused on the promotion of specific sectors identified in the KEDS. As for SMEs there will be priority to innovation, blue economy, etc.</p> <p>Planning to apply these parts:</p> <ul style="list-style-type: none"> – identifies promising development initiatives and potential R&D projects of local SMEs and initiate dialogue and foster cooperation between them, seeking future successful projects that can have a multiplier effect later; – involves local institutions (like Klaipėda University, KMTP) and facilitates and encourages the practical ways of knowledge transfer between these institutions and local firms; – (NEW) supports SMEs internationalisation activities and help to develop the necessary skills through various projects; – (doing NOW) establishes operational contacts with local companies of multinational or large domestic firms in order to assess their needs and facilitate the cooperation between them and the local SMEs and scientific institutions. <p>Not planning to apply:</p> <ul style="list-style-type: none"> – build up partnership with local communities in order to assess local needs and coordinate developments in line with the needs of economic actors, and communicates integrated development needs and opportunities to potential investors and to government bodies responsible for economic development and public funds management. <p>There were a discussion about the last part – building the partnership, but Klaipėda ID team is too small to carry this extra activities, especially communication with local</p>

	communities. Now Klaipėda ID has a communication with local business communities.
To what extent does the application of the good practice targets the problems in the application area?	In Klaipėda region there are some great projects of business and university collaboration, or business and KMTP collaboration, but we still lack sustainable collaboration on SMEs internationalization, because most projects focus on education or innovations and the application of good practice will help to create a package of measures to promote the internationalization of SMEs.
Which aspects of the good practice would you have to change in order to adapt them to the needs of your region?	The decision-making process of the good practice can't be replicated in the Klaipėda region because of the different situation of the GP activities and different parties involved. The main actor – the actions of GP will be carried out by local economic development agency – Klaipėda ID and not by chambers.
How do you plan to change them?	As Klaipėda city municipality has no role in local chambers decision making and there is a need of coordination of cooperation between stakeholders, the plan is to give this role to Klaipėda ID that is established by Klaipėda City Municipality.

Transferability/applicability of the good practice in the particular region	
Target groups involved:	Involved target group is SMEs. The key actors in Klaipėda region should be: University, KMTP, SMEs, Municipality, Klaipėda ID, SME associations. We plan to continue on creating a network of institutions and work together on helping SMEs. Klaipėda ID is the key institution on working with Klaipėda economic development, but there is a necessity of working together with key actors. The key actors that should be actively involved are main partners of KEDS, except for administration of Klaipėda port and free economic zone company.
Multi-level and multi-professional approach:	Both in Klaipėda city municipality administration and Klaipėda ID there team members have competences to ensure a successful implementation, also there is a possibility that the experts from various partner organisations will join the process. There is enough professional commitment, competences and there will be found enough staff resources to implement the chosen actions of the GP.
Human resources:	The transferred good practice can rely on the equivalent amount of well-qualified, clearly defined and committed human resources. The new context should not require a shift of human resources to different institutions and/ or stakeholders but that can happen.

	There is Klaipėda ID team with high social skills available to drive the GP implementing process and foster networks.
--	---

Timeline and action plan	The changes to the PI are already made, but there are still some works that has to be done for implementing the GP. The possible timeline would be up to 12 months if there is enough budget for implementing.
---------------------------------	--

APPLICABLE GOOD PRACTICE II

Good practice general information	
Title of the practice	CAST (Spain)
Thematic objective of the practice	Improving SMEs competitiveness policies
Region in which the Project Partner wants to replicate it	Klaipėda Region

Good practice targeting the Policy Instrument	
What gaps/weaknesses does this good practice target in the Policy instrument?	Slow development of start-ups is visible in Klaipėda region, they are especially lacking in the tourism sector, which is considered to be one of the priority sectors of Klaipėda region. The implementation of good practice would help to target the specific start-ups and SMEs and to create an accelerator program to foster growth and internationalization.
How does this good practice target these gaps/weaknesses?	The main objective of CAST is to support the creation, business development and scaling-up of companies through incubators and accelerators integrating creativity, art and design skills with cutting-edge technology, science and other relevant expertise. The plan is to narrow the direction of support targeting investment and efforts at SMEs and startups in the sector that are emerging or operating in the blue economy..
What changes should be made in the good practice to target more gaps/weaknesses in the Policy Instrument?	The good practise don't need changing in case of targeting PI, but it can't be fully implemented assessing the cost of the full activity as the original good practise was implemented during the project and had a bigger budget that is not possible on this implementation. Therefore good practise will be implemented partly – SMEs and startups accelerator will be organised which will have a direct impact on business development and internationalization.

Feasibility of the good practice in the particular region

Do you have proper and reliable support?	<p>Full GP is not applicable if not implementing EU funded project, because of the huge budget of original GP. The budget of creating the accelerator is much smaller and is planned for 200 thousand Euros.</p> <p>We have support from KEDS partners and also business associations. Also we have top-down political support and we believe that there will be enough political support in the particular area for the practice to be implemented as the accelerator itself is already planned and had political support.</p>
Is there a stable funding option to support the good practice application in the long term?	<p>For an accelerator is a planned budget for 2022, so the first activities for preparation need to start in 2021 and the accelerator itself would take place in 2022. The funding is already planned in Klaipeda ID and Municipality's budget.</p>
Are there any factors (of political or economic nature) that can clearly prevent implementation of this good practice?	<p>There are no factors that could prevent implementation of GP, because it has planned and approved budget.</p>
Are there any factors (of political or economic nature) that can clearly foster its implementation?	<p>If there would be similar projects in new EU funding period there will be a possibility of implementing the full GP.</p>

Adaptation of the good practice in the particular region	
Can the existing design of the good practice be applied as it is?	<p>As this GP is implemented during the EU funded project, there is no possibility that it could be implemented fully on municipalities budget. We do not have a plan to create a network of accelerators, but to create an accelerator that will help SMEs to develop and to go international. Also if there will be a possibility to join these kind of networks, we will consider it.</p> <p>In CAST GP there are four type of actions. We plan to implement two:</p> <ul style="list-style-type: none"> - Business support: models and delivery. Business support actions, identification of novel methods and identification of most effective scale up actions. It also involves developing or transferring methods and testing them with SME audiences. - Financing. Requirements for appropriate means of supporting enterprises in getting finance in a variety of situations. <p>Actions that will not be implemented because of the difference the situation:</p> <ul style="list-style-type: none"> - Mapping and showcasing. These two aspects are combined as the mapping provides recognition of conduits for dissemination at project end and liaison during the project. - Innovation and proof of concept. The nature of innovation is structured on the basis of a review of literature carried out by an expert partner. These are developed in concert with the partners, who are regularly involved in this type of development and a means of support

	identified and codified. Enterprises will be assisted through the innovation process by special creative sessions and by adoption of the codified documentation, which will involve internal training.
To what extent does the application of the good practice targets the problems in the application area?	Klaipeda Region lacks start-ups ecosystem and we have anticipated this goal in KEDS. Klaipeda ID has a goal "To establish a business development accelerator - a structured program for several months, for which selected start-ups, with the help of leading business representatives of Klaipėda regions, should implement their ideas and launch new products within the planned time." And need to accelerate 10 start-ups during period 2021- 2022.
Which aspects of the good practice would you have to change in order to adapt them to the needs of your region?	The plan is only to create an accelerator, not a network of accelerators.
How do you plan to change them?	Abandon the idea of creating an international network of accelerators.

Transferability/applicability of the good practice in the particular region	
Target groups involved:	<p>The target group is considered as SMEs of Klaipeda city and region, as in existing good practice.</p> <p>The decision-making process of the good practice will be not replicated in the new region, because there will be only Klaipeda region, not as in GP – project partner regions.</p> <p>The key actors that should be taken into account are KMTP, Klaipėda University, business associations, Klaipėda Region Association, Klaipėda ID. The plan is to engage them via KEDS.</p> <p>The identified group of stakeholders appropriate to ensure the transferability of the good practice. The main stakeholders that should be actively involved are Klaipėda ID, KMTP, Klaipeda university.</p>
Multi-level and multi-professional approach:	<p>All relevant sectors included in the good practice be transferred in the applicable area. The main actors will be – Klaipeda ID (as economic development agency), Economic Development group in Klaipeda city municipality (as supervisor of the agency).</p> <p>The whole team in charge for the applicability of the good practice have enough competences to ensure a successful implementation. Also there will be support from stakeholders, so there is enough professional commitment.</p> <p>We believe there enough resources and competences to properly disseminate the aim and result of the good practice in the applicable area to the extent that it is planned to be implemented.</p>

Human resources:	The good practices activities planned to be transferred rely on the equivalent amount of well-qualified, clearly defined and committed human resources as the existing original GP. New context should not require a shift of human resources to different institutions and/ or stakeholders. The help of external experts can be added if needed.
-------------------------	--

Timeline and action plan	The implementation of the selected parts of GP should take about 24 months (2021-2022)
---------------------------------	--