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Greetings to all partners and friends!

We are sharing some updates and further information about the INTER VENTURES project in Newsletter #3. Have a look at what we are working on!



Online Thematic Study Visits & Regional Policy Workshop

[1st Online Thematic Study Visit - Society for the Development of the Province of Burgos \(SODEBUR\)](#)

Rural SMEs' capacities for internationalisation; 10th November 2020;

The first Online Thematic Study Visit has been organized replacing the physical meeting which should have been held in April 2020. Due to the COVID-19 pandemic, the 1st, as well as the 2nd Thematic Study Visits, were canceled. The content was structured in three different parts:

- Virtual good practices' presentation (video showing the experience of five companies established in the rural areas of the province of Burgos with a successful career in internationalization).
- Workshop with two institutional representatives detailing support schemes/programs (Spanish Chamber of Commerce – National level and Institute for Business Competitiveness (ICE) – Regional) and the experience of a local private company.
- The debate among partners, SME's representatives, stakeholders, and speakers.

The moderator was Ms. Isabel Clavero Mañueco, Territorial Director of Commerce and ICEX (Spain Trade and Investments) in the Castilla y León region. The workshop was lead by INTER VENTURES partners and representatives from Regional Stakeholders Groups in every country (workshop title: available tools to promote internationalisation). Representatives from the regional and national institutions participated as speakers together with the CEO of a local rural company with a successful career in internationalisation.

[Video](#) - Sodebur INTER VENTURES

[2nd Online Thematic Study Visit - Klaipeda City Municipality Administration together with public](#)

internationalisation; 19th November 2020;

The second Online Thematic Study Visit of the project partners took place on November 19th in 2020. The project partner, Klaipėda City Municipality Administration, shared the best practices of Klaipėda SME internationalisation.

The event was moderated by Dr. Donatas Jonikas - author of the bestseller "Startup Evolution Curve" and a marketing practitioner with more than 14 years of experience. Dr. Donatas Jonikas introduced the results of Klaipėda region SME internationalization research and added his practical knowledge through the whole event. Although the project partners did not have the opportunity to visit the Klaipėda team face to face, the virtual trip included 4 SME's companies tour with an in-depth internationalisation aspect. These are the representative companies from the region:

- [UAB "Curtains Calculator"](#)
- [UAB „Whatagraph“](#)
- [UAB "Interactio"](#)
- [UAB „Cebeco Grupė“](#)

Also, the representative from one of the supporting business-promoting agencies in Lithuania "Enterprise Lithuania" shared great insights. The workshop was dedicated to discussing the available tools to promote internationalisation and to analyze the SME's situation in the Klaipėda region with the participants.

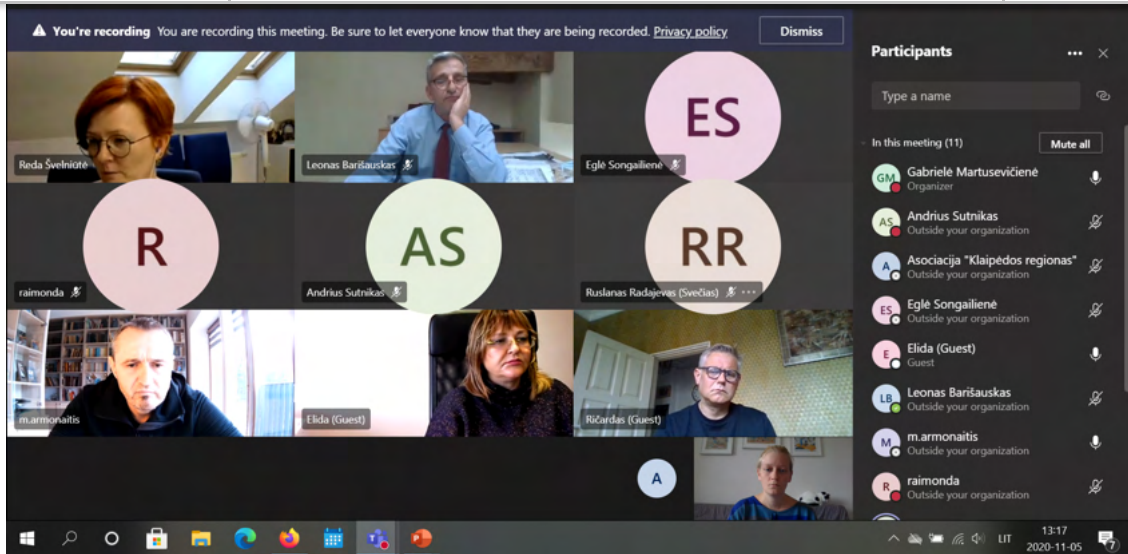
[Video](#) - Klaipėda City Municipality INTER VENTURES

Regional Policy Workshops

The Regional Policy Workshops are implemented in each region, involving key RSG members and representatives of the owner of the targeted Policy Instrument, to inform them on the process of action planning, discuss aspirations, and identify potential interim policy improvements.

KLAIPĖDA (LITHUANIA), Thursday, 5th of November 2020

One of the items on the agenda of the meeting was on INTER VENTURES project. Gabrielė Martusevičienė as a project manager at Klaipėda City Municipality Administration presented a suggestion on improving KEDS by adjusting several strategy actions relevant to SME development. By choosing several specific measures that are directly related to the areas of the Blue Economy, more attention would be paid to the promotion of KEDS growth areas important for the economic development of Klaipėda city and Klaipėda Region.

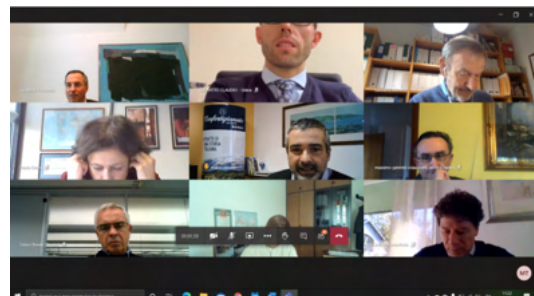
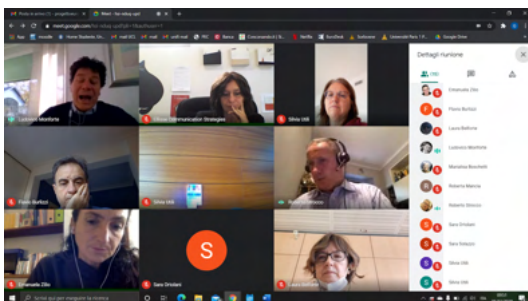


Regional Policy Workshops

ITALY, Friday, 6th of November 2020

The regional Policy Workshop was divided into two parts. The first session of the meeting hosted the stakeholders interested in the implementation of the action on female entrepreneurship. The second session of the meeting hosted the stakeholders interested in the implementation of the action on SMEs' transborder cooperation.

The event was devoted to present to the regional stakeholders the key elements of the Regional Policy Recommendation and the preliminary strategy of Unioncamere Lombardia for the implementation of the next Action Plan, which is inspired by the document.



Regional Policy Workshops

SPAIN, Wednesday, 25th of November 2020

Local stakeholders together with the owner of the "Strategic Plan Burgos Rural (2015-2020)" discussed possible actions to be included in the Action Plan for the province of Burgos (Spain) to improve internationalisation's processes among rural companies.

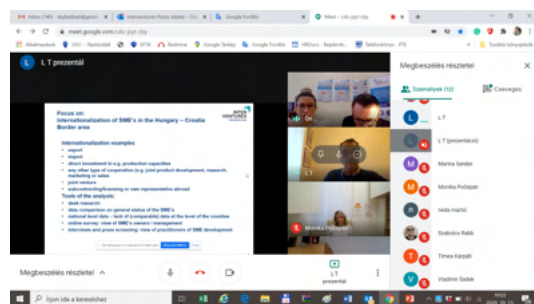
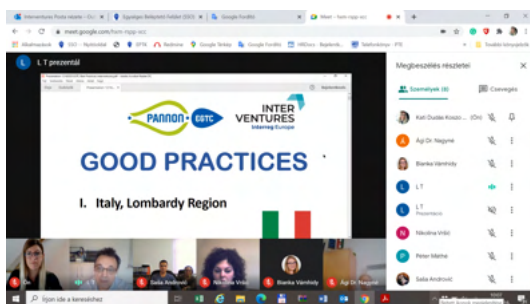
Stakeholders proposed actions related to: dedicated training + mentoring (knowledge pills for beginners), a specific line of financing for internationalization, the program of business digitalization (promoting e-commerce), taking advantage of the new methods of work due to COVID-19 in order to maximize the participation at commercial fairs or trade missions.



2nd and 3rd Stakeholder Meeting-online - „Presenting Situation Analysis and Good Practices” 13.10.2020-16.12.2020

The aim of the workshop sessions to present a draft Situation Analysis in the Pannon EGTC region and show the Good Practices that partners learned from each other. During the implementation of the Interventures project, it became obvious that one of the most important weaknesses in the Hungary – Croatia cross-border region is the poor coordination of the available support schemes that in both countries are aimed to help SME's grow and become more competitive.

The already identifiable impacts of the COVID-19 pandemic hit the SME sector in both countries, losses in jobs and incomes need to be accounted for across the whole region. In areas (like the whole of the Hungarian parts of the crossborder region), where large companies are almost completely lacking, the impact of it on the employment and incomes is even more severe. From these aspects, stakeholders discussed possibilities and objectives.



[More about the events](#)

Get to know our partners

over 3 000 small, and over 600 medium-sized enterprises. The major aspect of internationalization is export.

Despite the potential of SMEs development and support provided in the last 5 years, **almost 80% of the entrepreneurs have not used financial support programs**, what is more, **94.6% of the entrepreneurs, who nevertheless conduct business abroad**, did not take advantage of non-financial support programs in the last 5 years.

Podkarpackie Region SMEs' Internationalisation

Finding business possibilities abroad seem to cause some difficulties among SMEs. Over 60% of them consider the transnational activity as a significant barrier, however, the eagerness of establishing such cooperation is not perceived as a significant problem.

Intense internationalisation, especially between cross-border entrepreneurs would have many advantages. Among other things, it could become a new source of income, trigger market recognition, enable obtaining certificates, or establish cooperation with global concerns. It also may open new sales markets, increase the profitability of capital, increase creditworthiness, enable participation in a trade that allows learning from others, obtain greater job satisfaction, employment security, enterprise development, and shape an appropriate image open to investors.

[Read more HERE](#)



Boost for SMEs and cross-border business

In Panorama 75, the Winter 2020 edition, an article on INTER VENTURES was written by the AEBR (Association of European Border Regions), the advisory partner in the INTER VENTURES project. In the article the aim of INTER VENTURES, promoting the internationalization of Small and Medium Enterprises (SMEs), is covered, as well as the steps the European Commission has taken in the last year on strengthening SMEs.

[Check more information and article HERE](#)

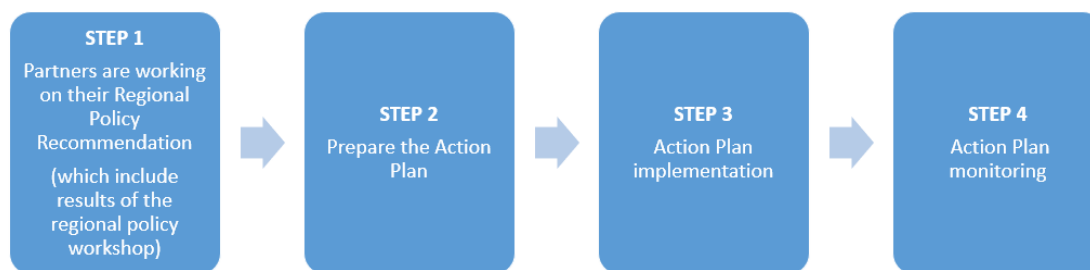
All regions analyzed the good practices and together with their stakeholders (during the RSG Follow-up Meeting) selected those ones that can be transferable into their region.

The results were described in the Applicable Reports. You can find all reports under the Library Section.

[Check Applicability Reports HERE](#)

What's next?

Project Partners have taken an **Action Planing** to target the aims of the INTER VENTURES project.



Follow us here:

INTER VENTURES is an interregional cooperation project funded by the **Interreg Europe Programme** for improving Small and Medium Enterprises (SME) competitiveness policies. INTER VENTURES aims to help SMEs separated by economic borders to **internationalize** their activities. This will spur growth and make EU cross-border regions more competitive. The 3-year project, which started on August 1st in 2019, brings together partners from **5 European border regions** - Hungary, Italy, Poland, Spain, Lithuania, and Germany participating as an advisory partner, representing various stages of evolution of SME ecosystems, from occasional cross-border cooperation through more structured networking to international clusterization.

Project Partners:



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