



**“Exchange of experienced dedicated to the  
identification and analysis of good practices:  
Young SMEs Final Best Practices”**

Co-financed by the EU's European Regional Development Fund and made possible by INTERREG IVC

**MKT "Young SMEs" Good Practice Summary Sheet**

GP No.	GP Location		Name of GP	Short Description	Implementing Organisation Name	Public/Private Organisation	GP Contact Details		
	Country	Region					Name	email	website
1	Ireland	SERA	IDEAGEN	Researchers, sectoral experts and entrepreneurs are brought together in a dynamic and interactive forum in a formal group layout.	Enterprise Ireland	Public/Private	Enda McDonnell	<a href="mailto:enda.mcdonnell@enterprise-ireland.com">enda.mcdonnell@enterprise-ireland.com</a>	<a href="http://www.enterprise-ireland.com/ideagen">www.enterprise-ireland.com/ideagen</a>
2	UK	Oldham	Business Breakfasts	Quarterly business breakfasts are held between local businesses and key Council Officials providing a forum to discuss business concerns with those with potential to influence policy at local/regional level.	Oldham Council	Public	Louise Slater	<a href="mailto:louise.slater@oldham.gov.uk">louise.slater@oldham.gov.uk</a>	
3	Germany	National + A	SUCC	Chamber of Commerce provides comprehensive support and advice in SME sales, succession, purchase and contribution of capital and oversees negotiation process in order to ensure a satisfactory sale and purchase.	National Ministry for Economy & Technology	Public / non-profit	Oliver Hoffman	<a href="mailto:Oliver.Hoffmann@stadt.koblenz.de">Oliver.Hoffmann@stadt.koblenz.de</a>	<a href="http://www.nexxt-change.org">www.nexxt-change.org</a>
4	Poland	Torun	Innovation Leaders	The key objective of the competition is to encourage regional entrepreneurship to become more innovative and thus enhance the innovativeness of the region.	TRDA	Public	Joanna Bunikowska	<a href="mailto:Joanna.Bunikowska">Joanna Bunikowska</a>	
5	Scotland	Stirlingshire	Guide to Successful Retailing	One to one support from an experienced retail consultant is provided with extensive experience in shop operations, retail skills, management, merchandising and marketing to provide skills to take businesses to the next level	Falkirk Council	Public	Jacque McArthur	<a href="mailto:jacque.mcarthur@falkirk.gov.uk">jacque.mcarthur@falkirk.gov.uk</a>	
6	Malta	n/a	Gateway to Export	Programme is designed to help, small, new or inexperienced exporters to understand and target international business, providing all the tools necessary for local enterprises to grow their business abroad.	Malta Enterprise	Public	Marvin Cuschieri	<a href="mailto:josephine.borg@maltaenterprise.com">josephine.borg@maltaenterprise.com</a>	
7	Spain	Toledo +	Preventive Advisory	Programme implemented to improve the sustainability of businesses when leaving incubation, focused on three interlinked strategic areas: Marketing, IT and finance.	Incyde (Camaras)	Public/Private	Aurelio Jimenez	<a href="mailto:aurelio.jimenez@cscamaras.es">aurelio.jimenez@cscamaras.es</a>	<a href="http://www.enterpriselithuania.com">www.enterpriselithuania.com</a>
8	Ireland	SERA	Enterprise Boards	Free business advice and subsidised business training & mentoring for business set-ups or expansion	City / County Enterprise Boards	Public	Tom Banville	<a href="mailto:tom@wexfordceb.ie">tom@wexfordceb.ie</a>	

**CO-OP "Young SMEs" Good Practice Summary Sheet**

GP No.	GP Location		Commenced (year)	End (year/ongoing)	EU Funded (yes/no)	Name of GP	Short Description	Implementing Organisation Name	Public/Private Organisation	GP Contact Details		
	Country	Region								Name	email	website
9	SPAIN	CV	2006	2011	yes	ICREO	To give support for business associations (clusters) formed by SMEs, large enterprises and research centres with the aim to develop innovation and knowledge exchange.	IMPIVA	Public	Juan Mira	<a href="mailto:juan.mira@impiva.gva.es">juan.mira@impiva.gva.es</a>	<a href="http://www.impiva.es">www.impiva.es</a>
10	Scotland	Stirlingshire	2007	ongoing	No	BIDS	To detect innovation opportunities in the main fields of economic activities of the region through a network of professionals working as a think tank	Falkirk BID	Private	Pete Reid	<a href="mailto:pete.reid@falkirk.gov.uk">pete.reid@falkirk.gov.uk</a>	<a href="http://www.falkirkbid.co.uk">www.falkirkbid.co.uk</a>
11	UK	Oldham	2011	ongoing	No	Oldham Business Network (OBN)	OBN is an on-line networking system which any business in Oldham can sign up to. It's free of charge and it aims to connect local businesses so that they can consult each other for advice, while promoting their business.	Oldham Business Network	Private	Dave Beherall	<a href="mailto:info@candidsky.com">info@candidsky.com</a>	<a href="http://www.oldhambusinessnetwork.co.uk/">http://www.oldhambusinessnetwork.co.uk/</a>

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**FUNDING "Young SMEs" Good Practice Summary Sheet**

GP No.	GP Location		Name of GP	Short Description	Implementing Organisation Name	Public/Private Organisation	GP Contact Details		
	Country	Region					Name	email	website
12	Malta	n/a	EA Energy Audits	To reduce energy consumption of business entities in Malta in order to make the business more competitive	Malta Enterprise	Public	Marvin Cuschieri	<a href="mailto:marvin.cuschieri@maltaenterprise.com">marvin.cuschieri@maltaenterprise.com</a>	<a href="http://support.maltaenterprise.net/index_files/advisors.htm">http://support.maltaenterprise.net/index_files/advisors.htm</a>
13	Lithuania	KTU RSP	Innovation Vouchers	Credit vouchers that entitles SMEs to buy R&D expertise or knowledge from research & educational insitutions. Encourages co-operation between research & education	KTU	Public	Jurgita Sarkiene	<a href="mailto:j.sarkiene@gmail.com">j.sarkiene@gmail.com</a>	<a href="http://www.mita.it">www.mita.it</a>
14	Germany	Koblenz	SMEC - Company credits for SMEs	Facility for SMES more than 3 years old to access credit from banks at a low interest rate to finance their business.	KFW Bank	Public	Andreas Sartorius	<a href="mailto:info@kfw.de">info@kfw.de</a> <a href="mailto:Andreas.Sartorius@stadt.koblenz.de">Andreas.Sartorius@stadt.koblenz.de</a>	<a href="http://www.kfw.de">www.kfw.de</a>
15	Germany	Koblenz	TZK -Progresive Rent	Pilot project aimed at student/graduates to strengthen awareness of self-employment/entrepreneurship as an alternative to regular employment.	Grunder und Technologiezentrum Koblenz	Private/non-profit	Oliver Hoffman	<a href="mailto:Oliver.Hoffmann@stadt.koblenz.de">Oliver.Hoffmann@stadt.koblenz.de</a>	<a href="http://www.tzk.de">www.tzk.de</a>
16	Spain	GV	Line IVF Entrepreneurs	Co-operation agreement between 3 Valentian entities providing entrepreneurs wth the necessary credit facilities for investment projects	Valencian Institute of Finance	Public/private	Santiago Donat Bonet	<a href="mailto:donat_san@gva.es">donat_san@gva.es</a>	<a href="http://www.ivf.gva.es">www.ivf.gva.es</a>
17	Germany	Koblenz	Venture Capital	Business angels circle in Koblenz	Contact City of Koblenz	Private/non-profit	Norman Kreuter	<a href="mailto:Oliver.Hoffmann@stadt.koblenz.de">Oliver.Hoffmann@stadt.koblenz.de</a>	

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**ICT - NEW TECHNOLOGIES "Young SMEs" Good Practice Summary Sheet**

GP No.	GP Location		Name of GP	Short Description	Implementing Organisation Name	Public/Private Organisation	GP Contact Details		
	Country	Region					Name	email	website
18	SPAIN	CV	IVOUCHER	Innovation voucher designed to address the lack of innovation culture in Valencian SMEs forced into stagnation & decreased competitiveness in EU and global markets	IMPIVA	Public	Juan Mira	<a href="mailto:juan.mira@impiva.gva.es">juan.mira@impiva.gva.es</a>	<a href="http://www.impiva.es">www.impiva.es</a>
19	SPAIN	CV	EXPANDE	To increase and improve the human capital in the field of research and innovation by the creation and consolidation of Research personnel and innovation managers in Valencian companies, assisting also their training needs so that they will foster innovative projects that propel the innovation development of companies	IMPIVA	Public	Juan Mira	<a href="mailto:juan.mira@impiva.gva.es">juan.mira@impiva.gva.es</a>	<a href="http://www.impiva.es">www.impiva.es</a>
20	Ireland	SERA	ACT - Advanced Communication Technologies	Suite of social media training sessions & workshops offered free of charge to small businesses via LEOs in Sth.East Irl.	SERA	Public	Michael Moroney	<a href="mailto:michael.moroney@tipperarycoco.ie">michael.moroney@tipperarycoco.ie</a>	<a href="http://www.actirelandwales.ie">www.actirelandwales.ie</a>
21	Germany	Koblenz	PET	Document management system whereby SMEs contact management of City Council directly with their issues, the aim being to deal and resolve query as quickly and efficiently as possible	City of Koblenz KGRZ	Public / non-profit	Andreas Sartorius	<a href="mailto:Andreas.Sartorius@stadt.koblenz.de">Andreas.Sartorius@stadt.koblenz.de</a>	<a href="http://www.koblenz.de/verwaltung_politik/ob_petitionen.html">http://www.koblenz.de/verwaltung_politik/ob_petitionen.html</a>
22	Germany	Koblenz	VAC	Vacancy register providing a database for vacant shop, office & business spaces that are available for businesses to rent in the city of Koblenz.	City of Koblenz	Public	Oliver Hoffman	<a href="mailto:Oliver.Hoffmann@stadt.koblenz.de">Oliver.Hoffmann@stadt.koblenz.de</a>	<a href="http://www.koblenz.de/wirtschaft_verkehr/wirtschaft_verkehr.html">http://www.koblenz.de/wirtschaft_verkehr/wirtschaft_verkehr.html</a>

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**MANAGEMENT "Young SMEs" Good Practice Summary Sheet**

GP No.	GP Location		Name of GP	Short Description	Implementing Organisation Name	Public/Private Organisation	GP Contact Details		
	Country	Region					Name	email	website
23	Scotland	Forth Valley	Business Gateway Growth Pipeline	Partnership arrangement through which the local business communities and statutory authorities invest collectively in local improvements which benefit the community.	Falkirk Council in partnership with Scottish Enterprise and the Forth Valley consortium	Public	Alex Ward	<a href="mailto:alexandria.ward@falkirk.gov.uk">alexandria.ward@falkirk.gov.uk</a>	<a href="http://www.business.scotland.gov.uk/bdotg/action/layer?site=202&amp;topicid=1074404796">www.business.scotland.gov.uk/bdotg/action/layer?site=202&amp;topicid=1074404796</a>
24	Malta	n/a	BA Support	Business Advisory Service to assist entrepreneurs to set up and plan their business venture to ensure survival & long term sustainability	Malta Enterprise	Public	Josephine Borg	<a href="mailto:josephine.borg@mallaenterprise.com">josephine.borg@mallaenterprise.com</a>	<a href="http://support.mallaenterprise.net/index_files/advisors.htm">http://support.mallaenterprise.net/index_files/advisors.htm</a>
25	Malta	n/a	QA - Quality	Project to help business entities based in Malta to continuously improve the quality of their products, services and processes.	Malta Enterprise	Public	Josephine Borg	<a href="mailto:josephine.borg@mallaenterprise.com">josephine.borg@mallaenterprise.com</a>	<a href="http://support.mallaenterprise.net/index_files/advisors.htm">http://support.mallaenterprise.net/index_files/advisors.htm</a>
26	Hungary	Central Transdanubian	NCZPI - New Széchenyi Plan Infopoints	The NCZPI is based on the association between the government and entrepreneurship, the aim of the Plan being to support entrepreneurship. Many prestigious organisations have joined the network offering valuable services to SMEs.	CTRIA	public equivalent	Brigitta Suba	<a href="mailto:brigitta.suba@kdriu.hu">brigitta.suba@kdriu.hu</a> or <a href="mailto:gazdasagfejlesztes@nqm.gov.hu">gazdasagfejlesztes@nqm.gov.hu</a>	<a href="http://en.magzrt.hu/index.php/new-szechenyi-plan-infopoints">http://en.magzrt.hu/index.php/new-szechenyi-plan-infopoints</a>
27	Hungary	all regions	Pont Inno Service Prof. Support / technical expert of Innovation tenders	Provides professional support to SMEs while preparing tenders (collecting of certifications and other documents, revision of the tender documentation, organising the registration of qualified tenderers, revision of the tender documentation)	National Innovation Office	public	Brigitta Suba or Rita Szabó	<a href="mailto:brigitta.suba@kdriu.hu">brigitta.suba@kdriu.hu</a> or <a href="mailto:rita.szabo@nih.gov.hu">rita.szabo@nih.gov.hu</a>	<a href="http://www.nih.gov.hu">www.nih.gov.hu</a>
28	Ireland	SERA	CIME - Creativity & Innovation in Micro Enterprises	24month programme incorporating 75 companies across 5 networks in Ireland/Wales to create business growth and recovery through creativity and innovative thinking in business.	SERA	public	Michael Moroney	<a href="mailto:michael.moroney@tipperarycoco.ie">michael.moroney@tipperarycoco.ie</a>	<a href="http://www.cimeproject.com">www.cimeproject.com</a>
29	UK	Oldham Council	Winning Pitch	This is a business support initiative that targets SMEs from many different industry sectors. The programme specifically targets those companies who have a strong desire to grow. The programme is designed to develop businesses from early stage to established businesses in relation to sales and marketing and strategic planning	Oldham Council	public	Louise Slater	<a href="mailto:louise.slater@oldham.gov.uk">louise.slater@oldham.gov.uk</a>	
30	Lithuania	KTU RSP	Regional Science Park	Business incubator which has housed over 200 innovative & technical oriented SMEs, start-up and spin-off companies with a success rate exceeding 90%, offering office space, networking & management support to student, graduates and staff of Kaunas University of Technology.	KTU	public	Jurgita Sarkiene	<a href="mailto:j.sarkiene@gmail.com">j.sarkiene@gmail.com</a>	<a href="http://www.ktc.lt">www.ktc.lt</a>
31	Germany	Koblenz	IHK + HWK	Chambers of Industry, Commerce & Crafts provide advisory services such as management consultancy & business start up advice for young companies	Chambers of Commerce, Chambers of Craft	public	Carina Holzemann	<a href="mailto:Carina.Hoelzemann@stadt.koblenz.de">Carina.Hoelzemann@stadt.koblenz.de</a>	<a href="http://www.hwk-koblenz.de">www.hwk-koblenz.de</a> ; <a href="http://www.ihk-koblenz.de">www.ihk-koblenz.de</a>
32	Slovenia	Litija	RCR	Programme of Providing Support to Entrepreneurs Aimed at Reducing the Closure Rates of Businesses	Company DATA d.o.o.	public/private	Gregor Steklacic	<a href="mailto:Gregor.steklacic@razvoji.si">Gregor.steklacic@razvoji.si</a>	

**SMES & PS "Young SMEs" Good Practice Summary Sheet**

GP No.	GP Location		Commenced (year)	End (year/ongoing)	EU Funded (yes/no)	Name of GP	Short Description	Implementing Organisation Name	Public/Private Organisation	GP Contact Details		
	Country	Region								Name	email	website
33	Hungary	CTRIA		ongoing	no	INNO-HUB	The goal of the integration of innovation services project is to raise economic competitiveness of SME's by innovation service developing	CTRIA	Public/Private	Akos Szepvolgyi	<a href="mailto:szepvol@kdriu.hu">szepvol@kdriu.hu</a>	<a href="http://www.kdriu.hu/page.php?id=59">http://www.kdriu.hu/page.php?id=59</a>
34	UK	Oldham	2009	ongoing	no	Public sector supporting SMEs	Oldham Council provide a comprehensive support network based in the council that offers help with premises/re-location, planning advice, building control, recruitment, travel planning for re-located staff and access to finance. Each business is assigned 1 support officer as a single point of contact for all their business issues.	Oldham Council	Public	Johnathan Philips	<a href="mailto:louise.slater@oldham.gov.uk">louise.slater@oldham.gov.uk</a>	<a href="http://www.oldham.gov.uk/">http://www.oldham.gov.uk/</a>
35	Germany	Koblenz	2005	ongoing	no	VAC	Vacancy register database for shops, offices, business spaces that are vacant & available to rent in the city of Koblenz.	City of Koblenz and City management	public/private	Oliver Hoffmann	<a href="mailto:Oliver.Hoffmann@stadt.koblenz.de">Oliver.Hoffmann@stadt.koblenz.de</a>	

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**SMEs & LN "Young SMEs" Good Practice Summary Sheet**

GP No.	GP Location		Commenced (year)	End (year/ongoing)	EU Funded (yes/no)	Name of GP	Short Description	Implementing Organisation Name	Public/Private Organisation	GP Contact Details		
	Country	Region								Name	email	website
36	Scotland	Stirlingshire	2003	ongoing	No	Falkirk For Business, Falkirk Business Panel))	Private/Public Sector partnership to develop and promote the area of Falkirk and its economy.	Falkirk Council	Public	Alex Ward	<a href="mailto:alexandria.ward@falkirk.gov.uk">alexandria.ward@falkirk.gov.uk</a>	<a href="http://www.bestintown.org.uk/falkirkforbusiness">www.bestintown.org.uk/falkirkforbusiness</a>
37	Hungary	Central Transdanubian	2012	ongoing	yes	CEBBIS Service Centre Central Europe Branch Based Innovation Support – Service Centre	A centre designed to find solutions to improve the technology transfer to SMEs, thus raising their competitiveness on the international market.	CTRIA	public equivalent	Akos Szepvolgyi	<a href="mailto:szepvol@hdriu.hu">szepvol@hdriu.hu</a>	<a href="http://kdriu-web.sharepoint.com/Pages/default.aspx">http://kdriu-web.sharepoint.com/Pages/default.aspx</a>
38	Ireland	SERA	2011	ongoing	no	FUSE Initiative	Forum for businesses in South-East Ireland to communicate, share ideas, attract new business, sustain new business through sectoral activity, cross-sectoral activity, events, seminars etc.	Enterprise Ireland	private	Terry O'Brien	<a href="mailto:dir@sera.ie">dir@sera.ie</a>	<a href="http://www.thefuseinitiative.com/">http://www.thefuseinitiative.com/</a>
39	Germany	Koblenz	2001	ongoing	no	RECEP	Business reception hosted annually by the Mayor for established businesses & SMEs and representatives from public authorities in order for them to network and form new projects between the different entities in Koblenz.	Lord Mayor of the City of Koblenz	public/non-profit	Oliver Hoffman	<a href="mailto:Oliver.Hoffmann@stadt.koblenz.de">Oliver.Hoffmann@stadt.koblenz.de</a>	
40	UK	Oldham	2009	ongoing	no	Construction Network	A network aimed specifically at the construction sector. Meetings are held quarterly and the purpose of these is to inform local construction businesses of current and future construction supply chain opportunities that are available in and around Oldham.	Oldham County Council	public/private	Louise Slater	<a href="mailto:louise.slater@oldham.gov.uk">louise.slater@oldham.gov.uk</a>	
41	Germany	Koblenz	2010	ongoing		LocalBIT	Subject specific fair in Koblenz where companies, public institutions & Universities showcase their products and ideas to raise awareness with potential customers	City of Koblenz / IT Stadt Koblenz	public	Oliver Hoffman	<a href="mailto:Oliver.Hoffmann@stadt.koblenz.de">Oliver.Hoffmann@stadt.koblenz.de</a>	<a href="http://www.localbit24.de">www.localbit24.de</a>



**SMES & AS "Young SMEs" Good Practice Summary Sheet**

GP No.	GP Location		Commenced (year)	End (year/ongoing)	EU Funded (yes/no)	Name of GP	Short Description	Implementing Organisation Name	Public/Private Organisation	GP Contact Details		
	Country	Region								Name	email	website
42	Ireland	SERA	2012	ongoing	part	New Frontiers entrepreneurship programme	Varied package of supports which accelerate business development & provide skills and contacts to start and grow a business	Waterford Institute of Technology	public	Eugene Crehan	<a href="mailto:ecrehan@wit.ie">ecrehan@wit.ie</a>	<a href="http://www.wit.ie/schools/business/business_and_community_engagement/new_frontiers">http://www.wit.ie/schools/business/business_and_community_engagement/new_frontiers</a>
43	Hungary	Central Transdanubian (CTRIA)	2012	ongoing	yes	Academic industry co-operation	This pioneer and unique training provides engineers with theoretical and practical knowledge of tire manufacturing. Newly graduated students can work at the company.	CTRIA	public/private	Akos Szepvolgyi	<a href="mailto:szepvol@hdriu.hu">szepvol@hdriu.hu</a>	
44	Lithuania	Kaunas	2006	ongoing	yes	Science Park	To support innovative and technology-oriented small and medium businesses in Kaunas and other regions of Lithuania and to create a favourable business environment for SMEs.	KTC / Ministry of Economy	public	Jurgita Šarkienė	<a href="mailto:jurgita@ktc.lt">jurgita@ktc.lt</a>	<a href="http://www.ktc.lt">www.ktc.lt</a>
45	Germany	Koblenz	2009	ongoing	no	Inkubator	Cooperation between Universities and Technology Center where two rooms in the TZK were offered to students to help to develop their business idea	University Koblenz-Landau and University of Applied	public	Kornelia van der Beek	<a href="mailto:vanderbeek@uni-koblenz.de">vanderbeek@uni-koblenz.de</a>	
46	Germany	Koblenz	2007	ongoing	part	Academic industry linkages	Different activities in the city of Koblenz to connect Academic sectors with industry, businesses and the public sector. e.g. networks, awards, fairs, associations, etc.	Sciences in Koblenz)	public/private	Oliver Hoffman	<a href="mailto:Oliver.Hoffmann@stadt.koblenz.de">Oliver.Hoffmann@stadt.koblenz.de</a>	
47	Lithuania	Kaunas	2010	ongoing	part	Competitiveness centre	Lithuanian Enterprise. Competitiveness, evaluation, enhancement & monitoring system for all companies over 2years old with emphasis on customer needs analysis & satisfaction.	Enterprise Lithuania /KTC-Regional Science park	public	Lina Vaitkevičienė.	<a href="mailto:l.vaitkeviciene@enterpriseilithuania.com">l.vaitkeviciene@enterpriseilithuania.com</a>	<a href="http://www.versilietuva.lt/lt/paslaugos/paslaugos-eksportuotojams/konkurencingumo-centras/">http://www.versilietuva.lt/lt/paslaugos/paslaugos-eksportuotojams/konkurencingumo-centras/</a>

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