



## PR 6 PGI00129 COMPETE IN

### *Competitive territories through internationalisation: SMEs competitiveness in globalised regions*

Version: **3**

Submission Date: **27/10/2019**

Submission User: **martino.soragni@e-35.it**

PR Control Number: **4c40a2df65213e5611e4edd9dbe9dcba**

Control Number: **0be7a091252e36e2e42838b9ac58ca38**

Status of the current Progress Report: **Submitted**

Reporting period **01/10/2018** to **31/03/2019**

ERDF amount reported in this reporting period: **226,808.88 €**

	Partner name	Partner state	Current report
1-LP	Municipality of Reggio Emilia	IT	69,907.06 €
2-PP	Valencia Entrepreneurship and Competitiveness Institute	ES	13,580.85 €
3-PP	Upper Silesian Agency for Entrepreneurship and Development Ltd.	PL	26,598.28 €
4-PP	WIELKOPOLSKA REGION with the seat of the MARSHAL OFFICE OF THE WIELKOPOLSKA REGION IN POZNAN"	PL	14,243.58 €
5-PP	Wakefield Metropolitan District Council - partner until 28 November 2017	UK	0.00 €
6-PP	Municipality of Gävle	SE	68,982.77 €
7-PP	ERVET - Emilia-Romagna Economic Development Agency L.t.d.	IT	25,571.96 €
8-PP	Leeds Beckett University - partner from 28 November 2017	UK	47,949.51 €
<b>Total</b>			<b>266,834.01 €</b>

# 1. Insight into project's implementation

## 1.1 Overview

### Exchange of experience process

Please describe the involvement of partners during the reporting period. Is this involvement according to the plans?

During Semester 6 a significant level of involvement was registered from all Project Partners, which have demonstrated their commitment for the completion of the Phase 1 of the project. In order to catch up and meet with the project timeline PMG6 and 3 extra project meetings were organised, to give PPs the opportunity to cooperate closely in planning and completing the foreseen project activities and outputs: completion of Transfer Workshops phase, finalisation of International Best Practice Review, Enabling Factors Report and Policy Guidelines, organisation of the International Exchange Seminar and of the Regional Conferences, finalisation of the Local Action Plans.

PPs demonstrated their commitment also at the local level, where each of them has organised at least 1 meeting with LSG (12 in total) as well as with Key decision makers/Heads of units (12 in total).

Is the policy learning process progressing as initially planned? Do the partners learn from each other and is there any difficulty encountered in this regards during the reporting period?

The policy learning process has reached its peak during Semester 6, since PPs have completed the Transfer Workshops phase and had the opportunity to focus on the definition of their Local Action Plans, having as a reference the GPs selected, the lessons learnt during the TWs, as well as the indications provided by the documents which have been finalised within this semester: International Best Practice Review, Enabling Factors Report and Policy Guidelines.

These documents and process to achieve completion highly benefited from the PPs exchange of experiences, with different phases of feedback and discussion.

In particular, the IBPR required three key phases of feedback:

1. an initial skype meeting where partners requested to use the same analytical framework for the international cases presented within the review and for the partners;
2. feedback of the updated draft at the project partner's meeting in Gavle in December where partners requested additional analysis according to attraction of investments, penetrations of territories and internal collaboration;
3. specific feedback and input from partners on specific sections.

A similar situation has been experienced in the delivery of the Enabling Factors Report, as well as in the Policy Guidelines summary, which derived from the IBPR and EFR and has been developed and delivered to aid formulation of the Local Action Plans amongst the project partners.

The lessons learned in producing these reports to meet requirements of the project objectives and partners feedback have been to establish and issue very clear timelines and scope about the document, share drafts at regular intervals and use meeting dates to progress and agree feedback in the group. For these reasons, in producing their Local Action Plans, PPs have been keen to create a document which allowed not only the identification of actions, but also the key features, stakeholders, deliverables, timeframes and costs associated.

### How are the stakeholders involved in this learning process? Is this involvement ensured in all partner regions?

Locally, PPs realised the following LSGs meetings:

LP: 13/11/18, 14 ppl, discussion about the definition of LAP final version

P2: 05/10/18, 8 ppl, discussion about project implementation

P3: 29/10/18, 3 ppl, consultation in view of TW in Valencia; 16/01/19, 10 ppl, discussion about LAP; 28/01/19, 4 ppl, discussion about LAP

P4: 27/02/19, 9 ppl, discussion about agenda and participation to International Seminar

P6: 28/11/18, 10 ppl, follow-up on Export Day and update on the organisation of PMG meeting in Gävle; draft LAP; activities of the Regional Export Centre; 08/03/19, 4 ppl, preparation meeting for the delegation visiting Reggio Emilia on the occasion of the International Seminar

P7: 14/11/18, 7 ppl, sharing guidelines for drafting Local Action Plan, project management updates, next events; 16/01/19, 9 ppl, discussion and agreement on LAP and Regional Conference organisation

P8: 29/11/18, 8 ppl, stakeholder feedback on IBPR and EFR. Presentation of TW notes and stakeholder feedback and discussion about LAP; 27/02/19, 11 ppl, LAP proposed actions presented and discussed

The collaborative and engaged approach that most of the LSGs demonstrated gave PPs the opportunity to present a strong case to Policy makers and Managing authorities about how the LAPs could input to and shape improvements in policy to help businesses internationalise.

PPs which have organised the Regional Conference could also acknowledge a relevant contribution from their Local Stakeholders, which actively participated in the discussion on implementation of the Action Plan.

A significant and active participation from the Local Stakeholders was also registered in the occasion of the International Exchange Seminar, where stakeholders could benefit from the contributions provided by the key-note speakers as well as take part to the discussion with thematic experts about specific aspects of the Local Action Plans.

### **Participation in Policy Learning Platform**

Despite some initial problems with editing and validation procedures, all PPs have completed the upload of their Good Practices on the Policy Learning Platform.

The PLP Library demonstrated to be very useful by giving PPs the opportunity to explore other projects' outputs and in particular the Action Plans finalised and implemented in other European regions. PPs also appreciated the contribution provided by the Policy briefs section of the Platform, providing inspiring insights on the topic of SME competitiveness.

Two policy briefs were found particularly interesting by Compete In partners. The first one "Role of regional networks and clusters as an instrument for internationalisation of SMEs" was very useful to compare the approach used by Compete In to other similar Interreg EU projects that deal with the role of regional networks in the internationalisation processes but also to have an insight into their good practices and getting some inspiration for future actions.

The second one "Public-private start-up accelerators in regional business support ecosystems" provided an interesting overview of the European context and initiatives related to start-up accelerators and was particularly useful for those partners (LP, P3, P8) that imported the good practice VIT EMPRENDE from P2, which aims at improving the start-up ecosystem through a public-private partnership.

## 1.2 Storytelling

### What are you particularly proud of in this reporting period?

1.

On 13/03/19 the LP organised in Reggio Emilia the International Exchange Seminar "SMEs and territories attractiveness and competitiveness: which strategies and policies?".

During the first public session, Dr Brian Jones presented a key note speech on the Enabling Factors Report and Policy Recommendations, then different key-note speakers focused on specific aspects of the internationalisation process: "Strengths for attractiveness of territories" (Ronald Wall, University of Johannesburg), "The role of the territories for the internationalization of business" (Luigi Mercuri, FDI Center), "Connections between territories for the competitiveness and positioning of companies" (Maurizio Maresca, University of Udine), "The role of education, training and culture for internationalization" (Marco Iezzi, Italian Ministry for Education, University and Research).

Beyond PPs representative, the seminar involved local stakeholders, businesses, SMEs, cooperatives, business associations, public authorities, research centers, researchers, students and private citizens, giving them the opportunity to explore international trends on attractiveness and internationalization processes and explore the Local Action Plans being defined by the different PPs.

2.

Within the European Week of Regions and Cities 2018, 6 Partners, each involved in an Interreg Project, organized the Workshop "Internationalization of SMEs – Interreg Europe projects highlight their impact" to share their Projects' perspective on the subject of internationalization of SMEs and inter regional learning processes.

On the 9th October 2018, at the Abruzzo Regional Office in Brussels, Southern England (UK), Donegal County Council (Ireland), Koprivnica (Croatia), Lubelskie Region (Poland), Reggio Emilia (Italy), Zala County (Hungary) illustrated to a wide audience in a sold out event, their findings and shared their experiences about what has worked well and what could work better in their projects: EIS, Compete In, UpGrade SME, Clusters3.

After an introduction by moderator John Fitzgibbon, Head of Southern England Local Partners Brussels Office, a Keynote Speech was provided by Christophe Guichard, Team Leader – Cluster Internationalization at DG Internal Market, Industry, Entrepreneurship and SMEs who presented a range of EC supported initiatives consistent with the topic of the workshop.

Several speakers gave their overview on what has been achieved to date and how the projects will make a difference.

For the Compete In project, Serena Foracchia, Deputy Mayor for International Affairs of the Municipality of Reggio Emilia highlighted the need for an ecosystem of business support excellence based on a territorial approach that should not just leave it to the SMEs individually to tackle internationalization but to the whole territory to act as a facilitator of internationalization processes.

The workshop produced clear outputs, as reported to the Committee of the Regions:

- interregional collaboration: it is highly valuable for regions to share best practices and approaches to common problems and this must continue under the 2021-27 Multiannual Financial Framework.
- towards a culture of internationalization: a greater prospect for success is offered by the development of an ecosystem within a whole-region approach to ensure more SMEs are aware of what support is available and are helped along the way in their pursuit of internationalization
- innovation is synonymous with internationalization: SMEs that internationalize are by nature innovative in their thinking and, in most cases, their actions.

## 1.3 Work plan

### 1.3.1 Main outputs

Output indicators	Current period	Achieved so far (cumulative)	Target
Number of policy learning events organised	15	84	81
Number of good practices identified	1	22	21
Number of people with increased professional capacity due to their participation in interregional cooperation activities	42	42	42
Number of action plans developed	7	7	7
<a href="https://www.interregeurope.eu/competein/library/#folder=1886">https://www.interregeurope.eu/competein/library/#folder=1886</a>			
Number of appearances in media (e.g. press)	19	84	35
Media appearances are justified in a dedicated table, available in the project folder under this link: <a href="https://drive.google.com/drive/folders/OB_2u8LvpD_IzQndsY19rUFFzSFk">https://drive.google.com/drive/folders/OB_2u8LvpD_IzQndsY19rUFFzSFk</a> .			
Average number of sessions at the project pages per reporting period	418	399	1,000
Sessions at the project pages are recorded in a dedicated table (one per call), available under this link: <a href="https://drive.google.com/drive/folders/OB_2u8LvpD_IzTnFvOUVwLWxiYjQ">https://drive.google.com/drive/folders/OB_2u8LvpD_IzTnFvOUVwLWxiYjQ</a> .			

### 1.3.2 Reporting per semester

#### Activities of the current reporting period as originally planned

## a) exchange of experience

**ACTION PLANS**

Objective for this Semester is to finalise and adopt Action Plans (1 Plan per policy instrument addressed). Buffer period is foreseen in the Workplan in case negotiation at local level requires more time than expected.

1 local stakeholder group meeting in each partner.

An International Exchange Seminar will be organized, in order to review all the work implemented and support the definition of the Regional Action Plans, identifying points of strenghts and weakness, etc.

**POLICY GUIDELINES**

In order to collect recommendations about policies, experiences and actions for internationalization of territories final policy guidelines will be produced in EN (each PP to translate in own language if desired), on the base of the analysis of enabling factors performed in previous semesters. The guidelines will collect suggestions and comments about roles of local authorities and stakeholders, approaches to be developed, tools to be implement, highlighting strength and weakness, providing guidelines and working lines. Policy guidelines will address local authorities but it will be also a key tool for LSGs.

## b) communication and dissemination

P6 - Action Leader coordinates all the activities, LP supervises, PPs contribute by implementing communication actions at local level and via own networks.

Activities:

- 1 regional conference realised in each region by each PP to present Action Plans
- NL 4 issued
- 1 meeting/PP with key decision makers and head of units, for regular update on project's implementation
- each PP to provide at least 1 update for the website; social networks campaign continues
- Exchange and networking via INTERREG Policy learning platform proceeds
- Partners to present the project in external events (at least 3 per PP for the whole PHASE 1)
- 1 press release issued per PP

## c) project management

Each PP manage activities implementation at local level. LP is in constant touch with actions' leaders, to monitor implementation and plan next activities.

PMG 6 is hosted by GAPR, Month 2 of the semester. Issues: discussion on Action Plan finalisation; sharing of policy guidelines; update on communication tasks; final report preparation. 1 Progress report is delivered by the LP, all PPs contribute to preparation.

**Main outputs of the current reporting period as originally planned**

**Exchange of experience**

- 1 international exchange seminar
- 7 Local action plans adopted.
- 1 Policy guidelines
- 7 Local Stakeholders groups meetings (at least 1/PP)

**Communication and dissemination:**

- 7 regional conferences (1 per partner)
- 1 newsletter issued
- 1 press release issued/PP
- 7 meetings with key decision makers/Heads of units (1 per partner)
- 1 Website updated
- Social network campaign continued
- Presentations of the project at external events (at least 3 per PP for the whole PHASE 1)
- Networking with the policy learning platform

**Project management :**

- 1 Project meeting realised
- 1 progress report submitted

**Activities which took place during the reporting period**

Describe in detail the activities related to a) exchange of experience, b) communication and dissemination and c) project management.

### a) Exchange of experience

The last TWs were realised:

- on 05/10/18 P6 presented TRIIP GP to P2's local stakeholders to get a deeper insight on how it can improve local policy instruments supporting start-ups internationalization. The aspect emerged is highly interested in the IT tools and methodology developed by the Swedish partners for assisting entrepreneurs. In order to transfer and implement this practice locally, P2 would need adequate funding sources and communication actions.
- on 23/11/18 P3 was hosted by P2 for a second TW on the GP VIT EMPRENDE. In presence of representatives from IVACE and Valencian stakeholders, the TW provided P3 staff and stakeholders with a range of more detailed information about operative details, recruitment process, step-by-step implementation phase and the financial issues of the good practice.

On 13/03/19 the International Exchange Seminar was organised in Reggio Emilia by LP. 3 keynote speeches on internationalisation, attractiveness of territories and international partnerships were held by experts Ronald Wall (University of Witwatersrand), Luigi Mercuri (FDI Center), Maurizio Maresca (University of Udine). The same topics were tackled during 3 working groups where PPs and stakeholders shared their LAP final drafts with experts and received tips for LAPs finalisation.

In particular, the Seminar focused on:

- 1) presentation of the enabling factors allowing a territory to enhance policies and initiatives for internationalisation (ref. Enabling Factors and Policy Guidelines deliverables)
- 2) which are the factors a territory should consider to define strategies for attracting foreign investments from abroad
- 3) getting some examples on how a city/local authority can define tools/ process of analysis on these factors, leveraging on exchanges and international relations already in place
- 4) having an integrated presentation of different tools, experiences and measures a city/regional government can design to support territorial cooperation for internationalisation processes
- 5) going deeper on how the infrastructures (soft and hard) can support internationalisation, attractiveness and partnerships in Europe and toward third countries
- 6) getting insight on how initiatives and activities in educational fields can support internationalisation processes at high and university level

Within the visit in Reggio Emilia, on 12/03/19, upon P6 request, LP organised a side-seminar with P6 delegates to show how the territory and its business associations support SMEs innovation and internationalisation.

All PPs worked on LAPs finalisation and will share final versions with JS for approval at the beginning of SEM 7, before the submission to the managing authorities.

### b) Communication and dissemination

During SEM6, communication and dissemination activities were led by P6 and supervised by LP. All PPs contributed.

The following activities were realised:

- Newsletter #4 was produced and published on the project's website. PPs translated it and sent it to their contacts;
- Presentation of the project at external events: 27.11.18 ESSPO INTERREGIONAL FEEDBACK WORKSHOP in Bilbao. PP4 presented the project to participants (25 people, representatives of EESPO Interreg Project partners and stakeholders). Wielkopolska Region is one of the stakeholders of the project LP - Adam Mickiewicz University Foundation, Poznan Science and Technology Park. Ms. Karolina Atraszkiewicz-Ruta, employee of the Marshal Office of the Wielkopolska Region was invited by the Lead Partner and presented the COMPETE IN project.
- Posters with the description of LAPs were printed for each PP for the International Seminar and regional events;
- website and social media were updated with project news;
- press releases were issued by LP, PP2 (2 pr), PP3 (2 pr), PP4, PP7, PP8 and sent to local media; they resulted in 19 media appearances;
- PLP: PPs have registered to the community for networking and all the GPs have been submitted to the database.

The meetings with key decision makers, the regional conferences and the external events in which the project was presented have been reported in each partner's section 2.2 policy Instruments / Policy change due to lack of space in this section.

**c) Project management**

On 19/11/2018 a video conference was organised with all PPs to fine-tune and finalise the International Best Practice Review and the Enabling Factors Report drafted by P8.

On 13-14/12/2018 PMG6 was organised in Gavle; PPs discussed about LAPs finalisation, IBPR and EFR final version, project management, communication activities and the organisation of the International Seminar.

On 20/02/2019 the mid-term review meeting with the JS took place via Skype. JS feedback was discussed with all PPs during a conference call on 04/03/2019.

On 14/03/2019 an additional PMG was organised to discuss about the finalisation of Phase 1 (financial management, communication, Phase 2 work plan).

PR5 was submitted by LP with contributions from all PPs and approved by the JS.

The IBPR and EFR were finalised together with the Policy Guidelines and officially presented during International Seminar:

- the IBPR provides a narrative of what is happening in the world in regards to internationalisation of regions and territories, and how successful cases managed to achieve success in attracting investments and/or increasing exporting.
- the EFR has been informed by the IBPR, the GPs developed by Compete In PPs and an analytical contextualising of these.
- the Policy Guidelines are a distillation of activity within the Compete In project partnership: study visits, presentations and discussions at project meetings, GP exchanges and transfer workshops and feedback from LSGs across these activities.

**Changes from the original plans**

Describe and justify any changes from the original work plan and, in case of delays, outline the solutions found to catch up with the foreseen time plan.

EE: Local Action Plans finalisation has been postponed to SEM 7; the negotiation at local level has required more time than expected as well as the fulfilment of the programme requirements. LAP executive summaries will be submitted to the JS for the final approval before being adopted by the competent managing authorities.

Transfer Workshops were supposed to be completed by September 2018. However, due to difficulties in finding a suitable date for PPs involved, the last 2 TWs were realised within November 2018.

**COMMUNICATION**

Project brochure was reprinted due to the partner change; newsletter #4 was not translated by P2 that will catch up in SEM7, LP will send it to its contacts in SEM7; Regional Conferences of P2, P6 and P8 will be organised in SEM7 after LAPs approval.

**PROJECT MANAGEMENT:**

PMG6 was hosted by P6 since P3 had organised it in SEM5 in replacement of the LP that, in turn, has hosted an extra PMG on the occasion of the International Seminar in March in Reggio Emilia.

## 2. Insight into project's results

### 2.1 Overview of main results

Result indicators	Current period	Achieved so far (cumulative)	Target
Number of Growth & Jobs and/or ETC programmes where measures inspired by the cooperation were implemented in the field tackled by the project.	1	2	6
Amount (EUR) of Structural Funds (from Growth & Jobs and/ or ETC) influenced by the project in the field tackled by the project.	0	1,360,000	6,800,000
Number of other regional policy instruments where measures inspired by the cooperation were implemented in the field tackled by the project.	0	0	1
Amount (EUR) of other funds influenced by the project in the field tackled by the project.	0	0	50,000

### 2.2 Results per policy instrument

Number	Name	Structural funds link	Responsible Body Name	PI addressed by partner(s)	First policy change reported in..
1	DUP – Documento Unico di Programmazione del Comune di Reggio Emilia 2015-2019 (Single planning document of the Municipality of Reggio Emilia) Strategic priority 1 - Economic development: the international city of innovation and creativity Objective 3: promotion and internationalisation	No	Municipality of Reggio Emilia	1-LP Municipality of Reggio Emilia (IT)	N/A
2	Valencia ERDF Operational Programme 2014-2020. Axis 3:Enhancing the competitiveness of SMEs, the agricultural sector and the fisheries and aquaculture. Investment priority 3d: Supporting the capacity of SMEs to grow in regional, national & international markets and to engage in innovation processes	Yes	Regional Government of Valencia. Regional Ministry for Treasury and economic model. General Directorate of Financing and European Funds	2-PP Valencia Entrepreneurship and Competitiveness Institute (ES)	N/A

3	ERDF ROP of Silesia Voivodeship – Priority Axis 3: “Improving condition for the development of SMEs” 1. Thematic call 3.1.3 “Increasing professional services provided by business support organization (BSO)” 2. Thematic call 3.2 “Innovativeness of SMEs”	Yes	Marshal's Office of Silesian Voivodeship	3-PP Upper Silesian Agency for Entrepreneurship and Development Ltd. (PL)	PR 6
4	Wielkopolska’s ERDF Regional Operational Programme 2014-2020, Priority axis 1: Innovative and competitive economy; Objective 1.4: Internationalization of regional economy.	Yes	WIELKOPOLSKA REGION with the seat of the MARSHAL OFFICE OF THE WIELKOPOLSKA REGION IN POZNAN”	4-PP WIELKOPOLSKA REGION with the seat of the MARSHAL OFFICE OF THE WIELKOPOLSKA REGION IN POZNAN” (PL)	N/A
5	Leeds City Region Enterprise Partnership’s European Structural and Investment Fund Strategy 2014-2020 “CHALLENGE: to promote more exports across the City Region” (LCREP, 2015, page 48).	Yes	Wakefield Metropolitan District Council	8-PP Leeds Beckett University - partner from 28 November 2017 (UK)	N/A
6	Investment for Growth and Jobs programme, NUTS 2: North Central Sweden (C (2014)9938, decision by the European Commission, 15th of December 2014) Thematic goal 3: Strengthen the competitiveness of small- and medium sized companies. Investment priority 3d: Supporting small- and medium sized companies to invest in growth in regional, national and international markets and engage in innovation processes.	Yes	Tillväxtverket - Swedish Agency for Economic and Regional Growth	6-PP Municipality of Gävle (SE)	PR 5

7	ERDF Regional Operational Plan 2014-2020, Axis 3 Competitiveness and attractiveness of the productive system Investment Priority 3b Development and realization of news attractiveness models devoted to the SME, regarding in particular internalization Specific Objective 3.4 Increase of the internalization level of the productive systems Action 3.4.1 Projects for promoting export devoted to enterprises and their association identified at territorial or sectorial level.	Yes	Emilia-Romagna Region - General directorate for industry, trade and tourism	7-PP ERVET - Emilia-Romagna Economic Development Agency L.t.d. (IT)	N/A
---	---	-----	---	---	-----

## 2.2.1 DUP – Documento Unico di Programmazione del Comune di Reggio Emilia 2015-2019 (Single planning document of the Municipality of Reggio Emilia) Strategic priority 1 - Economic development: the international city of innovation and creativity Objective 3: promotion and internationalisation

Policy Instrument addressed by

1-LP Municipality of Reggio Emilia (IT)

### General Features

Is this policy instrument a Structural Funds operational programme?

No

Please indicate the geographical coverage of this policy instrument.

Country: Italy (ITALIA )

NUTS1 Region: NORD-EST

NUTS2 Region: Emilia-Romagna

NUTS3 Region: Reggio nell'Emilia

### Action plan development

Please describe the progress made in the elaboration of the action plan for this policy instrument.

Drawing lessons from the exchange of experience process and of the TWs with P2 and P8, the Municipality of Reggio Emilia has formally drafted the main framework of the LAP including proposals from LSG and main elements of interest from GPs studied.

The Municipality of Reggio Emilia has worked together with the LSG members to design, elaborate and better draft the LAP concept note, detailing it in terms of goals, actions, expected results. The LAP draft version has been elaborated and discussed with the LSG and written contributions have been collected.

Furthermore, the LAP main framework has been presented and discussed with the Deputy Mayor for International Relations during 2 meetings (04.10.18 and 16.01.19) and in 1 meeting with both the Deputy Mayor for Economic Development and Deputy Mayor for International Relations (07.02.19), in presence of Professor Ronald Wall involved as external expert for supporting the Municipality in the definition of the LAP's actions through the analysis of the local context, the identification of local needs. Besides this engagement, Prof Ronald Wall has also worked for connecting LAP actions to international positioning of Reggio Emilia in terms of attractiveness.

During the International Exchange Seminar held on March 13th, LP staff and LSG members attended the 3 working groups aimed at fine-tuning the LAP with the keynote speakers.

Besides the International Exchange Seminar, the LP has promoted another event to better prepare the LAP implementation, the Regional Conference held on 14.03.19. During this event, Professor Ronald Wall presented the results of his analysis to local stakeholders. From the discussion with the stakeholders several reflections emerged on the assets of the city for internationalisation and attractiveness related to the LAP main actions. Alongside the discussion on the main issues of the LAP, the LP has also worked for formalising the governance of the LAP, drafting a MOU for attractiveness and internationalisation of the territory and sharing it with all LSG. The MOU is the basis to formalise the transformation of LSG in Working Group for internationalisation and attractiveness, having as road map the LAP. According to this agreement, the LAP will be approved by the Executive Committee of the Municipality together with the MOU in an Executive Committee meeting in SEM 7.

## **Policy change**

Has the project succeeded in influencing this policy instrument?

No

If no, could you report on any interesting policy development (even though no policy change was achieved yet)?

The Municipality has promoted within LSG members the signature of a Memorandum of Understanding for internationalisation and attractiveness of territories, in order to create and coordinate main territorial actions for these issues. The Memorandum of Understanding for internationalisation and attractiveness of the territories is linked to the policy instrument addressed by LP (i.e. Single Planning Document 2019) since it sets up the new governance promoted by the Municipality to deal with the Strategic priority 1 - Economic development: the international city of innovation and creativity, objective 3: promotion and internationalisation

The policy instrument will be concretely improved thanks to LAP implementation activities based on the exchange of experience from COMPETE IN. In this terms the Memorandum will impact on the approach to develop policies and initiatives included into the Single Planning Document.

## COMMUNICATION

### - REGIONAL CONFERENCE

A Regional Conference was organised on 14.03.19 and Prof Ronald Wall presented the results of his analysis to the LSG. The research realised by Prof Wall aims at defining the positioning of the territory of Reggio Emilia at European and International level in terms of attraction of investments and public-private internationalisation. This analysis will be used as a baseline assessment for future qualitative and detailed research to define measures and internationalisation policies.

### - MEETINGS WITH KEY DECISION MAKERS

04/10/2018 with Deputy Mayor for International Relations about LAP concept note; 12/10/18 with Deputy Mayors for International Relations and for Economic Development and Head of Dept for Economic Development about development of Reggio Emilia attractiveness through the Innovation Park; 16/01/19 with Deputy Mayor for International Relations about LAP finalisation and Seminar organisation; 07/02/19 with Deputy Mayors for Economic Development and International Relations, Prof Ronald Wall and Compete In staff.

	Current period (EUR)	Cumulative (EUR)
<i><b>If applicable, please estimate the amount of funding influenced by the project.</b></i>	0.00 €	0.00 €

Please explain how the above amount was estimated.

## Territorial Impact

If possible, please describe the effect of this change in the territory (e.g. beneficiaries concerned, results achieved in terms of increased competitiveness or cleaner environment).

In case this effect can be reflected through indicators, please complete the following section. Please note that additional self-defined indicators can be proposed when reporting in phase 2.

Self-defined performance indicator	Current period	Achieved so far (cumulative)	Target
1. N° of SMEs actively involved by the pilot project	0	0	15

## **2.2.2 Valencia ERDF Operational Programme 2014-2020. Axis 3:Enhancing the competitiveness of SMEs, the agricultural sector and the fisheries and aquaculture. Investment priority 3d: Supporting the capacity of SMEs to grow in regional, national & international markets and to engage in innovation processes**

Policy Instrument addressed by

2-PP Valencia Entrepreneurship and Competitiveness Institute (ES)

### **General Features**

Is this policy instrument a Structural Funds operational programme?

Yes

Is this policy instrument a European Territorial Cooperation programme?

No

Please indicate the geographical coverage of this policy instrument.

Country: Spain (ESPAÑA )

NUTS1 Region: ESTE

NUTS2 Region: Comunidad Valenciana

NUTS3 Region:

### **Action plan development**

Please describe the progress made in the elaboration of the action plan for this policy instrument.

IVACE's Local Action Plan aims at:

1. offering a more comprehensive support to new entrepreneurs and start-ups based on the evidence and insights drawn from Gävle's TRIIP project. The expertise provided by the Municipality of Gavle will ensure the building of detailed activities answering the needs of the Start-ups community in terms of internationalisation. We are particularly interested in methodologies and IT tools for assisting entrepreneurs and particularly the e coach self-evaluation programme. There are two matters considered, funds will be required for the adaptation of a similar tool and coordination and support from the stakeholders. Communication is a key issue as well for the success of this project. We are progressing, and already have a proposal from a local consultancy firm for a self-evaluation tool for entrepreneurs and internationalization. The contact with the Compete in partners in Sweden has been constant in the first trimester of 2019, including the consultants that designed and managed the programmes in Gavle.

2. providing a more effective and efficient strategy for the internationalisation of the territory, building on insights from the experience of Emilia Romagna's ERGO.

The Emilia-Romagna Region coordinates the stakeholders in a more efficient way than we do. Worth mentioning are the segmentation of demand and needs of regional companies in terms of internationalisation support, the input provided by the different actors and the role they have in the design/implementation of ERGO.

The Valencia region Policy instrument, Axis 3 Investment priority 3d focus on: Supporting the capacity of SMEs to grow in regional, national & international markets and to engage in innovation processes. In this context, both best practices selected are relevant for the internationalization of the Valencia Region and will boost innovative projects.

The LAP will address the specific issues as well as fostering new businesses and promoting exports. The Local Action Plan is almost ready, its concept note was presented to PPs during the PMG meeting in Gavle and it was also shared for fine-tuning with the keynote speakers during the working groups organised on the occasion of the International Exchange Seminar in Reggio Emilia. It will be then submitted to the JS for their review.

The management of IVACE and the Direction General of Internationalization will change after April 2019 elections and also the Director General of Internationalization belonging to the regional government. IVACE will have to inform the new management about the project and the planned improvements.

## **Policy change**

Has the project succeeded in influencing this policy instrument?

No

If no, could you report on any interesting policy development (even though no policy change was achieved yet)?

With reference to the regions internationalization plan (IVACE Good Practice n 1), the Direction General of Internationalization already put into operation some improvements in the last trimester of 2018, after the experience of Emilia Romagna ERGO.

The proposals and selection of target markets and activities for 2019 from the sector associations and other entities are gathered and agreed throughout the last trimester of 2018. These improvements relate to the definition of the region internationalization plan for 2019, currently under implementation.

We have already increased our activities regarding the start-ups internationalization (IVACE Good Practice n 2) from the beginning of 2019. More events for new innovative companies are organized in 2019. Cooperation and engagement between the stakeholders and the public administration role is currently increasing.

## COMMUNICATION

### 1) MEETINGS WITH KEY DECISION MAKERS

20/11/18, meeting with representatives from ICEX, Chambers of Commerce, REDIT and the sector associations at Congreso Go Global to discuss on the LAP and on the role of each member.

### 2) PRESENTATION AT EXTERNAL EVENTS

- Compete In desk at Congreso Go Global Nov 2018 Espacio Europa. Participants: 25 companies and entities interested in the European Union programmes. Go global is the annual internationalization forum organized by the national export institute ICEX, the Chambers of Commerce and IVACE. All entities offering support to exporters have a booth and are represented. There are also seminars and workshops on internationalization. Espacio Europa is a space dedicated to companies interested in European programmes. The Compete In project, was presented along with SEIMED and other initiatives related to Europe.

	Current period (EUR)	Cumulative (EUR)
<i>If applicable, please estimate the amount of funding influenced by the project.</i>	0.00 €	0.00 €

Please explain how the above amount was estimated.

## Territorial Impact

If possible, please describe the effect of this change in the territory (e.g. beneficiaries concerned, results achieved in terms of increased competitiveness or cleaner environment).

In case this effect can be reflected through indicators, please complete the following section. Please note that additional self-defined indicators can be proposed when reporting in phase 2.

Self-defined performance indicator	Current period	Achieved so far (cumulative)	Target
Number of SMEs benefitting from new action lines	0	0	20

## **2.2.3 ERDF ROP of Silesia Voivodeship – Priority Axis 3: “Improving condition for the development of SMEs”**

### **1. Thematic call 3.1.3 “Increasing professional services provided by business support organization (BSO)”**

### **2. Thematic call 3.2 “Innovativeness of SMEs”**

Policy Instrument addressed by

3-PP Upper Silesian Agency for Entrepreneurship and Development Ltd. (PL)

#### **General Features**

Is this policy instrument a Structural Funds operational programme?

Yes

Is this policy instrument a European Territorial Cooperation programme?

No

Please indicate the geographical coverage of this policy instrument.

Country: Poland (POLSKA)

NUTS1 Region: REGION POŁUDNIOWY

NUTS2 Region: Śląskie

NUTS3 Region:

#### **Action plan development**

Please describe the progress made in the elaboration of the action plan for this policy instrument.

During SEM6 the LAP has been worked on – the final document will be completed in next semester. The concept note was presented during PMG6 in Gavle and also on the occasion of the International Seminar in Reggio Emilia during the working groups with keynote speakers. PP3 is currently in the process of discussions and arrangement with Managing Authority and Intermediate Body concerning our LAP.

#### **Policy change**

Has the project succeeded in influencing this policy instrument?

Yes

If yes, please describe these measures.

During implementation of the project, Regional Operational Programme has been changed. New measure dedicated the internationalisation has been added in Priority Axis 3 – Measure 3.5. Internationalisation of regional economy/ 3.5.1 Economic promotion of the region, 3.5.2 SMEs export models, 3.5.3 SMEs internationalisation.

Before the Programme modification was finalised, representatives of regional authorities (Managing Authority, Intermediate Body) attended project meetings, where project objectives, subject of internationalisation and regional situation were widely discussed among regional stakeholders in order to identify specific regional needs. Study visits as well as LSG meetings took place, analysis of good practices were conducted: the whole project implementation gave the great opportunity to exchange experience and knowledge with Project Partners and to find the best solutions for the regional context.

In this sense, the introduction of this new measure in the ERDF ROP of Silesia Voivodeship has been significantly inspired by the COMPETE IN exchange of experience and, in particular, by the following GPs:

Wakefield Bondholders Scheme (PP8) – especially in the field of establishing of effective local cooperation network for development and promotion (including international field) and improving of regional economy with integrated systemic branding, marketing and promotion to national and international stakeholders;

- VIT Empreunde-XPANDE (PP2) – main concept is based on networking, especially in the field of development of competence fostering cooperation; such cooperation results in creation of ecosystem supporting exchange of knowledge, innovation, ensures access to information about funding sources and creates integrated vision of Valencia on international field;

- ICT Meta Cluster (PP6) – main inspiration is establishment and development of international partnerships, with particular focus on 4 fields of activities: searching for relevant SMEs, adaptation of products and services, development of services supporting export and systemic support for business development.

Participation in COMPETE IN activities enabled the creation of a relevant level of cooperation among regional institutions acting in the field of support for SMEs. Thanks to this, PP3 had the opportunity for gathering a number of regional institutions, which discussed and analysed the situation in the region, identified problems and needs, as well as searched for new solutions in the field of internationalization of SMEs. As a result of all activities promoted by PP3 within project COMPETE IN the Managing Authority was informed about what is currently needed to support of SMEs in the field of their internationalization – as a result of cooperation among all participating regional institutions. The results of the activities organized are reflected in the new Measure added into Regional Operational Programme.

No formal proposal to amend the Regional Operational Programme was presented to the Managing Authority. Nevertheless, all the discussions and exchange of information among PP3, key stakeholders and MA within the project COMPETE IN, provided a specific contribution to the change of ROP. All activities organized by PP3 within the project, within which Managing Authority's representatives participated, resulted in the identification of regional internationalization needs and potential in searching of new solutions in this field. That was the contribution of the project COMPETE IN (PP3) and its partial impact to the policy change.

The updated version of ROP was updated on 21st August 2018. Into Priority Axis III a new Measure concerning internationalization was added:

- Priority Axis III – Competitiveness of SMEs
- 3.5 Internationalisation of regional economy
- 3.5.1 Promotion of regional economy
- 3.5.2 Modelling of export activities of SMEs
- 3.5.3 Internationalisation of SMEs

	Current period (EUR)	Cumulative (EUR)
<i>If applicable, please estimate the amount of funding influenced by the project.</i>	0.00 €	0.00 €

Please explain how the above amount was estimated.

### Territorial Impact

If possible, please describe the effect of this change in the territory (e.g. beneficiaries concerned, results achieved in terms of increased competitiveness or cleaner environment).

Thanks to participation in events within project (study visits, transfer workshop, seminar, conference, presentation of partners' best practices) our LSG members as well as other stakeholders had the opportunity to exchange experience and knowledge, to learn different points of view, different solutions, which could improve their skills concerning day-to-day vocational activities. Moreover, they were able to create international business relations with other partners and their stakeholders. All these will lead to improvement of services for SMEs and to economic development of the region.

In case this effect can be reflected through indicators, please complete the following section. Please note that additional self-defined indicators can be proposed when reporting in phase 2.

Self-defined performance indicator	Current period	Achieved so far (cumulative)	Target
N° of criteria for project's selection improved	0	0	5

## 2.2.4 Wielkopolska's ERDF Regional Operational Programme 2014-2020, Priority axis 1: Innovative and competitive economy; Objective 1.4: Internationalization of regional economy.

Policy Instrument addressed by

4-PP WIELKOPOLSKA REGION with the seat of the MARSHAL OFFICE OF THE WIELKOPOLSKA REGION IN POZNAN" (PL)

### General Features

Is this policy instrument a Structural Funds operational programme?

Yes

Is this policy instrument a European Territorial Cooperation programme?

No

Please indicate the geographical coverage of this policy instrument.

Country: Poland (POLSKA)

NUTS1 Region: REGION PÓŁNOCNO-ZACHODNI

NUTS2 Region: Wielkopolskie

NUTS3 Region:

### Action plan development

Please describe the progress made in the elaboration of the action plan for this policy instrument.

A draft of Local Action Plan was prepared in October and November 2018, and it was presented and discussed during the Project Partners Meeting in Gävle, which took place on 13–14 December 2018. Certain parts of the document, among others, the description of actions and the description of the background were subjected to discussion by the employees of the Department of Economy and acceptance by the decision-makers. The schedule of the actions was also consulted with other units of the Marshal Office responsible for shaping the regional policy.

After receiving comments from the Lead Partner of the project, necessary approval of Managing Authority for changes in the “Gospodarna Wielkopolska” project was obtained. The final version of the Action Plan for Wielkopolska was prepared on the basis of previously planned actions, changes in the “Gospodarna Wielkopolska” project and new project on implementing standards of investor service in local governments. This final version will be submitted for approval to the JS.

**Policy change**Has the project succeeded in influencing this policy instrument?

No

If no, could you report on any interesting policy development (even though no policy change was achieved yet)?

The implementation of the Action Plan will begin after receiving positive feedback from the Lead Partner. First results are expected in next semesters.

## COMMUNICATION

## 1) REGIONAL CONFERENCE

27.02.19 Regional conference on 27 February 2019 was dedicated to the dialogue with stakeholders on actions described in the Action Plan (17 participants).

## 2) PRESENTATION OF THE PROJECT AT EXTERNAL EVENTS

27.11.18 ESSPO INTERREGIONAL FEEDBACK WORKSHOP in Bilbao. No. of participants: 25. The project was presented to participants of the workshop – representatives of EESPO Interreg Project partners and stakeholders, in a form of short PPT presentation.

## 3) MEETINGS WITH KEY DECISION MAKERS

15/01/2019 with the Director of Marshal Office’s Department of Economy concerning current state of involvement in the project, incl. financial issues.

	Current period (EUR)	Cumulative (EUR)
<b><i>If applicable, please estimate the amount of funding influenced by the project.</i></b>	0.00 €	0.00 €

Please explain how the above amount was estimated.

## Territorial Impact

If possible, please describe the effect of this change in the territory (e.g. beneficiaries concerned, results achieved in terms of increased competitiveness or cleaner environment).

In case this effect can be reflected through indicators, please complete the following section. Please note that additional self-defined indicators can be proposed when reporting in phase 2.

Self-defined performance indicator	Current period	Achieved so far (cumulative)	Target
% of SMEs in the region active on foreign markets (now 7,1%)	0	0	8

## 2.2.5 Leeds City Region Enterprise Partnership's European Structural and Investment Fund Strategy 2014-2020

**“CHALLENGE: to promote more exports across the City Region” (LCREP, 2015, page 48).**

Policy Instrument addressed by

8-PP Leeds Beckett University - partner from 28 November 2017 (UK)

### General Features

Is this policy instrument a Structural Funds operational programme?

Yes

Is this policy instrument a European Territorial Cooperation programme?

No

Please indicate the geographical coverage of this policy instrument.

Country: United Kingdom (UNITED KINGDOM)

NUTS1 Region: YORKSHIRE AND THE HUMBER

NUTS2 Region: West Yorkshire

NUTS3 Region: Wakefield

### Action plan development

Please describe the progress made in the elaboration of the action plan for this policy instrument.

When we presented the local action plan to our authorised signatory, we received feedback that the activities will strengthen our understanding about the barriers SMEs currently face in their quest to internationalise. It was recognised by the representative of Leeds City Council Enterprise Partnership / West Yorkshire Combined Authority Henry Rigg that there are significant opportunities as part of the Compete In project to overcome these barriers in the Wakefield region. These actions could shape and help develop existing and future policy in this area.

The additional stakeholder meetings planned as additional activity in Phase 2 will help embed this into the policy instrument.

### Policy change

Has the project succeeded in influencing this policy instrument?

No

If no, could you report on any interesting policy development (even though no policy change was achieved yet)?

Influencing the policy instrument is largely a Phase 2 activity. However our meeting with Henry Rigg, our signatory for the Local Action Plan, allowed us to understand how our plans to incorporate academic research and training into internationalisation activity training for SMEs is seen to be very useful and relevant for this policy instrument. We were also informed that the Compete In activity has direct relevance to the current direction of the UK Industrial Strategy which the LCRLEP are currently addressing.

## COMMUNICATION

## 1) MEETINGS WITH KEY DECISION MAKERS

18/03/19 with Authorised Signatory of LAP – Henry Rigg – Leeds City Council Enterprise Partnership/West Yorkshire Combined Authority. Update on the project activities and the LAP.

	Current period (EUR)	Cumulative (EUR)
<i>If applicable, please estimate the amount of funding influenced by the project.</i>	0.00 €	0.00 €

Please explain how the above amount was estimated.

**Territorial Impact**

If possible, please describe the effect of this change in the territory (e.g. beneficiaries concerned, results achieved in terms of increased competitiveness or cleaner environment).

In case this effect can be reflected through indicators, please complete the following section. Please note that additional self-defined indicators can be proposed when reporting in phase 2.

Self-defined performance indicator	Current period	Achieved so far (cumulative)	Target
SMEs actively engaged in new internationalisation projects	0	0	25

## **2.2.6 Investment for Growth and Jobs programme, NUTS 2: North Central Sweden (C(2014)9938, decision by the European Commission, 15th of December 2014)**

**Thematic goal 3: Strengthen the competitiveness of small- and medium sized companies.**

**Investment priority 3d: Supporting small- and medium sized companies to invest in growth in regional, national and international markets and engage in innovation processes.**

Policy Instrument addressed by  
6-PP Municipality of Gävle (SE)

### **General Features**

Is this policy instrument a Structural Funds operational programme?

Yes

Is this policy instrument a European Territorial Cooperation programme?

No

Please indicate the geographical coverage of this policy instrument.

Country: Sweden (SVERIGE)

NUTS1 Region: NORRA SVERIGE

NUTS2 Region: Norra Mellansverige

NUTS3 Region:

### **Action plan development**

Please describe the progress made in the elaboration of the action plan for this policy instrument.

The Local Action Plan to improve the support system for internationalisation and strengthen the capacity for internationalisation in SMEs in order to increase the number of international SMEs is ready and will be finalized/signed in June 2019, once we get the approval from the JS. We are very happy with the elaboration process of the LAP and the strong stakeholder engagement and commitment to implementation.

The LAP includes three actions and 11 activities:

- 1) Regional Export Centre
  - \* Collaboration platform
  - \* Mapping and packaging
  - \* SME capacity building and inspiration
  - \* Capacity building for the support system
  - \* Business development cheques for internationalisation
  - \* Communication
  - \* Follow-up model for internationalisation work
- 2) University of Gävle contribution to SME internationalisation
  - \* Mapping of research and education
  - \* International students
- 3) Support to innovative start-ups
  - \* Support to the internationalisation of innovative start-ups
  - \* Community building

The implementation of the activities of the first Action: the Regional Export Centre has started, as we have applied for and received funding from the Investment for Growth and Jobs Programme in North Central Sweden (project leader in place since September 2018). Among other things we co-organised an Export Day in November 2018.

Preparations for Action 2: University of Gävle contribution to SME internationalisation has also started and the first activities to take place in autumn 2019.

Planning and preparations for Action 3: Support to innovative start-ups is also under way as we are developing a new project application for the Investment for Growth and Jobs in North Central Sweden and a call with deadline in September 2019.

The LAP document is a living plan that will continue to be developed over time. The stakeholder group has agreed to meet and follow-up on the LAP every six months and these meetings will be an opportunity to develop and possibly add actions/activities.

The Phase 2 of the Compete In project will also give valuable input/feedback from project partners to the LAP.

**Policy change**Has the project succeeded in influencing this policy instrument?

Yes

If yes, please describe these measures.

Reported in PR5: The “Regionalt Exportcentrum Gävleborg” project has been approved on 31 May 2017 within the Investment for Growth and Jobs programme, NUTS 2 - North Central Sweden, for a call in Thematic goal 3: Strengthen the competitiveness of small and medium sized companies (call deadline 8 March 2017). The Regional Export Centre will strengthen SME capacity to go for new markets and increase their competitiveness. The project includes coordination of activities directed to SMEs, capacity building, counselling and support as well as a volume increase of Business Support Cheques for Internationalization (from 2 MSEK/year to 4 MSEK, i.e. 200k€-400k€)

The process that led to the submission of the project application is complex and derives from the multi-level governance approach adopted by P6: strategies at local, regional, national and EU level as well as horizontal engagement of stakeholders at the different levels.

As a matter of fact, the Municipality of Gävle has been a driving force in the promotion of SME export and coordination of stakeholders/support to export/internationalization for many years. Together with Region Gävleborg, they have tried to bring stakeholders together, increase knowledge about each other and the needs of SMEs and find ways to join forces/resources to a common goal.

The opportunity to get these different actors together was offered by Compete In project through the creation of a Local Stakeholder Group. This has resulted in speeding up the process of shaping the concept of the Centre and the presentation of a project proposal. Moreover, the dialogue with the European partners established since the beginning of Compete In, provided advice and input to P6 that was integrated into the new project.

In particular, P6 found inspiration and used specific aspects to set up the Regional Export from the following Good Practices:

- Silesian Investors and Exporters Assistance Center from P3 GAPR, which is a single point of contact assisting SMEs in taking their first steps on the international markets and to support the export already started by the SMEs. It offers free, high-quality, complex information services that are essential for planning, organizing and starting exports.

The lesson learnt from this GP is that joining efforts and providing SMEs with an easy access to information – both digital and person-to-person – is crucial. This has been taken into consideration in the Regional Export Centre set-up even though this is a virtual export centre with no “wrong doors” as SMEs can enter via all stakeholders involved.

- ERGO – Emilia Romagna Go Global from ERVET, Emilia-Romagna Region, a programme supporting trade promotion and internationalization. Specific interest to the Regional Export Centre: set-up, priorities and evaluation criteria for the selection of projects to be financed through open calls for enterprises. The input coming from this GP is related to the governance of Business Support Cheques for internationalization, in particular the importance of direct financial support for SMEs which has led to the doubling of the budget through the Regional Export Centre project and to the simplification of the administration for SMEs, by making cheques more accessible (from 2019 it is possible to apply anytime, with monthly cut-off dates instead of only four times/year and obligatory participation in a pitching event).

Current progress report:

We knew from preparation phase of the Compete In project that it would most probably not be possible to change this policy during the programming period and we therefore chose the self defined performance indicator: number of ERDF projects developed to improve the policy instrument.

As explained in earlier Progress reports and above, we have already during Phase 1 of the COMPETE IN project, developed and received approval for a project funded by the Investment for Growth and Jobs Programme (ERDF) in North Central Sweden: Regional Export Centre Gävleborg. This project is based on the needs and demands of the companies, the input from COMPETE IN partners and with the engaged participation of all relevant stakeholders and includes the doubling of the budget for Business development cheques for internationalisation.

The ambition is also that one of the activities in the Local Action Plan – Support to the internationalisation of innovative start-ups, will lead to a new ERDF project application during 2019.

## COMMUNICATION

### 1) PRESENTATION OF THE PROJECT AT EXTERNAL EVENTS

07/11/2018 Girona - Presentation of Compete In to the Eurotowns network, Executive council meeting. Short introduction to the project. Cities present: Girona, Manresa, Reggio Emilia, Sabadell, Solingen, Hasselt, Sindelfingen, Schiedam and Gävle. A presentation will be shared with all members of Eurotowns.

13/11/18 Presentation at SKL (Swedish Association of Local Authorities and Regions), Stockholm network of EU/international coordinators. Short introduction to the project, sharing of presentation. Appr 25 pers from Swedish municipalities

### 2) MEETINGS WITH KEY DECISION MAKERS

22/02/19 with Malin Schönning, acting Director Business development unit. Update on the project including the upcoming International Seminar, the LAP – the role of the municipality, link to Gävle Innovation Hub/Arena and what to expect from phase 2.

08/03/19 with Per Persson, director MA Tillväxtverket North Central Sweden. Update on the project, discussion on policy influence.

	Current period (EUR)	Cumulative (EUR)
<b><i>If applicable, please estimate the amount of funding influenced by the project.</i></b>	0.00 €	1,360,000.00 €

Please explain how the above amount was estimated.

Reported in PR5: Total budget allocated: 13,6 MSEK (i.e.1,36 M€), of which 50% co-financed by the ERDF North Central Sweden.

Project duration: September 2017 – August 2020

Current progress report:

## Territorial Impact

If possible, please describe the effect of this change in the territory (e.g. beneficiaries concerned, results achieved in terms of increased competitiveness or cleaner environment).

It is too early to see results in increased SME competitiveness, but we can already see a change and improvement in the collaboration among stakeholders in the business support system for SME internationalisation, something that benefit the SMEs in a more efficient and qualitative support and with time will lead to more SMEs getting support.

We have also seen benefits to the governance of the Business development cheques for internationalisation, both the fact that we can offer the double amount of funding and that we are constantly working on making it easier, more flexible and with less administration for the SMEs.

In case this effect can be reflected through indicators, please complete the following section. Please note that additional self-defined indicators can be proposed when reporting in phase 2.

Self-defined performance indicator	Current period	Achieved so far (cumulative)	Target
Number of ERDF projects developed to improve policy instrument	1	1	1

## 2.2.7 ERDF Regional Operational Plan 2014-2020, Axis 3 Competitiveness and attractiveness of the productive system Investment Priority 3b Development and realization of news attractiveness models devoted to the SME, regarding in particular internalization Specific Objective 3.4 Increase of the internalization level of the productive systems Action 3.4.1 Projects for promoting export devoted to enterprises and their association identified at territorial or sectorial level.

Policy Instrument addressed by

7-PP ERVET - Emilia-Romagna Economic Development Agency L.t.d. (IT)

### General Features

Is this policy instrument a Structural Funds operational programme?

Yes

Is this policy instrument a European Territorial Cooperation programme?

No

Please indicate the geographical coverage of this policy instrument.

Country: Italy (ITALIA )

NUTS1 Region: NORD-EST

NUTS2 Region: Emilia-Romagna

NUTS3 Region:

## Action plan development

Please describe the progress made in the elaboration of the action plan for this policy instrument.

On January 3 2019, a meeting with Emilia-Romagna Region Representatives in charge of managing the different calls for SMEs internationalisation, either with resources allocated to action 3.4.1. of the ERDF ROP 2014-2020 and with regional resources allocated to the Regional Plan for Productive Activities was held, with a view to define the objectives and contents of the Regional Conference, as an opportunity for further focussing and refining Action Plan focus, objectives and activities.

An update on which specific measures and regional calls for proposals had already been implemented, either with ERDF and with Region's own funds: as of 11th December 2018, some 112,5 million (93,36%) out of the 120,5 million earmarked on Axis 3 (overall financial envelope ERDF + National resources) had already been committed to the seven actions and the four Investment Priorities comprised under Axis 3.

Therefore, Emilia-Romagna Region's key decision makers agreed on the possibility to introduce new measures/support actions as an experimental opportunity for SMEs within the current Regional Plan for Productive Activities.

As said before, the Regional Conference prepared the ground for the definition of LAP actions, allowing the comparison of different experiences and practices of support to SMEs' digital exports, offered either by IVACE, by national level experts (ICE and NETCOMM) and by other Italian Regions (Lombardy).

The opportunity of further strengthening cooperation, with specific reference to ICE's digital export strategy, emerged as a way of coordinating Emilia-Romagna Region's new envisaged measure with the support measures available at national level, thereby maximizing opportunities for regional SMEs deriving from the partnership agreements already in place between ICE and the major marketplaces, e-commerce platforms and e-tailers operating in the most important foreign markets and minimizing the costs of investments for Regional SMEs in digital marketing actions – which represent a major and constant part of the costs entailed by e-commerce - as they could benefit from collective digital marketing investments covered by ICE.

After such fundamental initiative ERVET staff in accordance with Emilia-Romagna Region key decision makers defined the following 3 LAP actions:

- Action n.1 Introduction of new eligible expenditures under the 2019 regional call for systemic promotional projects (measure 4.1 of Regional Plan for Productive Activities) based on the Xpande Digital Initiative and based also on inputs from the National Trade Agency to support collective investments by SMEs in digital marketing;
- Action n.2 Definition of a new regional measure/action supporting digital exports of single and/or networks of regional SMEs;
- Action n.3 Implementation and evaluation of the new regional measure/action supporting digital exports of single and/or networks of regional SME.

## Policy change

Has the project succeeded in influencing this policy instrument?

No

If no, could you report on any interesting policy development (even though no policy change was achieved yet)?

The ERDF ROP 2014-2020 is in an advanced stage of implementation: about 480 out of 481 million have already been committed, while payments reached more than 145 million.

With reference to Priority Axis 3 Competitiveness and attractiveness of the productive system, 109,2 million out of the 120,5 million earmarked to Priority Axis 3 have already been committed to the seven actions and four Investment Priorities addressed. Further 3 million have been committed to a new call under action 3.4.1.

Therefore, no new support measure will be funded under Action 3.4.1 and no requests for formal change of the ERDF ROP will be submitted to the EC at this stage.

However, lessons learnt from COMPETE IN cooperation won't be lost: there is a general agreement with Emilia-Romagna Region to experiment the envisaged new lines of action with regional resources available in the present RPPA and those that will be made available for its new edition.

## COMMUNICATION

1) 27.02.19 REGIONAL CONFERENCE organised to adapt the lessons learnt from the XPANDE DIGITAL to national and regional contexts in the presence of Emilia-Romagna key decision makers Local Stakeholders, experts from the Chamber of Commerce of Valencia, ICE, NETCOMM, Lombardy Region: the different offers of public support were presented and discussed with our LSG, representing the demand side, so as to identify any existing gap and a blueprint on which the fine-tuning and operationalisation of the new regional measure/support action will be undertaken.

### 2) PRESENTATION AT EXTERNAL EVENTS

16/11/18 Participants n. 7. Main goals and activities of COMPETE IN were presented by P7 staff to an institutional delegation coming from the Piura Region (Perù), in the framework of "IUC LAC Pairing S3" project (<http://www.ervet.it/?p=14571>).

### 3) MEETINGS WITH KEY DECISION MAKERS

03/01/19 with Emilia-Romagna Region representatives. Discussion and agreement on the main directions for developing LAP and Regional Conference organisation

	Current period (EUR)	Cumulative (EUR)
<i><b>If applicable, please estimate the amount of funding influenced by the project.</b></i>	0.00 €	0.00 €

Please explain how the above amount was estimated.

## Territorial Impact

If possible, please describe the effect of this change in the territory (e.g. beneficiaries concerned, results achieved in terms of increased competitiveness or cleaner environment).

In case this effect can be reflected through indicators, please complete the following section. Please note that additional self-defined indicators can be proposed when reporting in phase 2.

Self-defined performance indicator	Current period	Achieved so far (cumulative)	Target
Nr. of agreements/joint initiatives among public-private actors produced	0	0	1

## 2.3 Other achievements

Beyond the above policy impact, are there any unexpected achievements of the project?

LP: Thanks to Compete In Project, specific interests and opportunities of partnerships have been developed with the City of Gavle. Thanks to the study visit organised in Reggio Emilia, the City of Gavle showed interest on how the city of Reggio Emilia, and Emilia Romagna-Region in general, support innovation for SMEs, in particular innovation and its dedicated ecosystem. Other point of interest is the role played by the Chamber of Commerce and business associations in tailor made offers for SMEs in internationalisation. Following this interest, the City of Gavle has organised a territorial mission in Reggio on the occasion of the International Exchange Seminar. A dedicated agenda to meet and visit Innovation Park activities, research centres, services for start-ups and innovation, and meeting business associations has been promoted in order to facilitate partnerships among the local actors.

P7: After the two Transfer Workshops in Bologna and Valencia, the long lasting cooperation between IVACE and ERVET, on one side, and between Emilia-Romagna Region and the Comunitat Valenciana, on the other side, was revamped. The opportunity of strengthening cooperation not only between the two development agencies and/or between the two regional authorities, but also between the two regional economic and knowledge systems was detected by both sides.

Therefore, a formal agreement between IVACE and ERVET was signed for the development at ERVET premises of a practical training program focussed on internationalization, for a trainee selected through the IVACE EXTERIOR 2016 Internship program, co-financed at 91.89% in the framework of the Youth Employment Initiative through the financing of the European Social Fund. The internship started in mid – July 2018 and will last until May 2019. After the Regional Conference, the opportunity of creating/strengthening cooperation not only between ERVET and IVACE, partners of the project, but also among Emilia-Romagna Region, the stakeholders group and ICE, the Italian National Trade Agency, was detected by all sides. More in detail, ICE has developed and is implementing a Digital Export Strategy and set-up a dedicated e-commerce team. ICE has developed a wide ranging training offer on digital marketing and exports. Further it has signed a number of agreements with major marketplaces, e-commerce platforms and e-tailers operating in the most important foreign markets.

The coordination of regional actions in this field with the strategy and actions at national level adds value to our action plan, representing also an important lesson learnt from the Xpande Digital and a major opportunity for regional SMEs.

## Lead partner declaration

By clicking the “submit” button, the lead partner officially validates and submits the entire project progress report and confirms the following:

1. For this report the total paid and confirmed expenditure amounts to EUR 269,110.66.
2. The information included in the joint progress report accurately reflects the information provided by all partners and gives a correct description of the implementation of the project.
3. The expenditure reported by all partners and included in the progress report :
  - i. exclusively relates to the implementation of the project as agreed between the partners and in line with the latest approved application form and subsidy contract;
  - ii. complies with the rules and obligations listed in the subsidy contract, including, but not limited to rules governing the eligibility of expenditure (in particular Commission Delegated Regulation (EU) No 481/2014 of 4 March 2014 supplementing Regulation (EU) No 1299/2013 of the European Parliament and of the Council with regard to specific rules on eligibility of expenditure for cooperation programmes, and any amendment and rules laid down in the latest version of the Interreg Europe programme manual);
  - iii. has been verified and confirmed by an authorised controller/control body in compliance with the control requirements of their EU Member State or of the Kingdom of Norway.









## 3. Insight into project's finances

### 3.1 Project expenditure summary









#### 3.1.1. Project expenditure by budget lines

Budget line	Total budget	Previously reported	Current report before Correction	Current report after correction	Total reported so far	%	Remaining budget
<i>Preparation</i>	15,000.00 €	15,000.00 €	0.00 €	0.00 €	15,000.00 €	100.00 %	0.00 €
<i>Staff costs</i>	738,924.00 €	494,590.06 €	144,677.42 €	144,677.42 €	639,267.48 €	86.51 %	99,656.52 €
<i>Office and administration</i>	110,836.00 €	74,188.51 €	21,701.60 €	21,701.60 €	95,890.11 €	86.52 %	14,945.89 €
<i>Travel and accommodation</i>	165,842.00 €	68,564.39 €	25,662.63 €	24,742.21 €	93,306.60 €	56.26 %	72,535.40 €
<i>External expertise and services</i>	385,972.00 €	231,584.26 €	77,069.01 €	75,712.78 €	307,297.04 €	79.62 %	78,674.96 €
<i>Equipment</i>	0.00 €	0.00 €	0.00 €	0.00 €	0.00 €	0.00 %	0.00 €
<i>(Net Revenue)</i>	0.00 €	0.00 €	0.00 €	0.00 €	0.00 €	0.00 %	0.00 €
<i>Total</i>	<b>1,416,574.00 €</b>	<b>883,927.22 €</b>	<b>269,110.66 €</b>	<b>266,834.01 €</b>	<b>1,150,761.23 €</b>	<b>81.24 %</b>	<b>265,812.77 €</b>
<i>Original budget for this semester in the application form</i>				<b>266,274.00 €</b>	<b>1,225,497.00 €</b>		
<i>Over- or underspending</i>				<b>560.01 €</b>	<b>-74,735.77 €</b>		
<i>Over- or underspending in %</i>				<b>0.21 %</b>	<b>-6.10 %</b>		









### 3.1.2 Reported expenditure by partner

	Partner name	Partner state	Total budget	Previously reported	Current report before Correction	Current report after correction	Total reported so far	%	Remaining budget
1-LP	Municipality of Reggio Emilia (01/04/2016 to 31/03/2021)	 IT	457,335.00 €	321,885.28 €	69,907.06 €	69,907.06 €	391,792.34 €	85.67 %	65,542.66 €
2-PP	Valencia Entrepreneurship and Competitiveness Institute (01/04/2016 to 31/03/2021)	 ES	141,755.00 €	101,687.06 €	13,580.85 €	13,580.85 €	115,267.91 €	81.31 %	26,487.09 €
3-PP	Upper Silesian Agency for Entrepreneurship and Development Ltd. (01/04/2016 to 31/03/2021)	 PL	112,311.00 €	56,727.37 €	26,598.28 €	26,598.28 €	83,325.65 €	74.19 %	28,985.35 €
4-PP	WIELKOPOLSKA REGION with the seat of the MARSHAL OFFICE OF THE WIELKOPOLSKA REGION IN POZNAN" (01/04/2016 to 31/03/2021)	 PL	89,031.00 €	56,150.70 €	15,139.60 €	14,243.58 €	70,394.28 €	79.07 %	18,636.72 €
5-PP	Wakefield Metropolitan District Council - partner until 28 November 2017 (01/04/2016 to 28/11/2017)	 UK	23,893.00 €	23,918.84 €	0.00 €	0.00 €	23,918.84 €	100.11 %	-25.84 €
6-PP	Municipality of Gävle (01/04/2016 to 31/03/2021)	 SE	265,975.00 €	166,709.52 €	68,982.77 €	68,982.77 €	235,692.29 €	88.61 %	30,282.71 €
7-PP	ERVET - Emilia-Romagna Economic Development Agency L.t.d. (01/04/2016 to 31/03/2021)	 IT	162,585.00 €	112,154.80 €	25,571.96 €	25,571.96 €	137,726.76 €	84.71 %	24,858.24 €
8-PP	Leeds Beckett University - partner from 28 November 2017 (28/11/2017 to 31/03/2021)	 UK	163,689.00 €	44,693.65 €	49,330.14 €	47,949.51 €	92,643.16 €	56.60 %	71,045.84 €
<b>Total</b>			<b>1,416,574.00 €</b>	<b>883,927.22 €</b>	<b>269,110.66 €</b>	<b>266,834.01 €</b>	<b>1,150,761.23 €</b>	<b>81.24 %</b>	<b>265,812.77 €</b>

### 3.1.3 Reported expenditure by partner and funding rate

	Partner name	Partner state	Funding rate	ERDF/NO funding	Partner contribution	Other	Total
1-LP	Municipality of Reggio Emilia	 IT	85.00 %	59,421.00 €	10,486.06 €	0.00 €	69,907.06 €
2-PP	Valencia Entrepreneurship and Competitiveness Institute	 ES	85.00 %	11,543.72 €	2,037.13 €	0.00 €	13,580.85 €
3-PP	Upper Silesian Agency for Entrepreneurship and Development Ltd.	 PL	85.00 %	22,608.53 €	3,989.75 €	0.00 €	26,598.28 €
4-PP	WIELKOPOLSKA REGION with the seat of the MARSHAL OFFICE OF THE WIELKOPOLSKA REGION IN POZNAN”	 PL	85.00 %	12,107.04 €	2,136.54 €	0.00 €	14,243.58 €
5-PP	Wakefield Metropolitan District Council - partner until 28 November 2017	 UK	85.00 %	0.00 €	0.00 €	0.00 €	0.00 €
6-PP	Municipality of Gävle	 SE	85.00 %	58,635.35 €	10,347.42 €	0.00 €	68,982.77 €
7-PP	ERVET - Emilia-Romagna Economic Development Agency L.t.d.	 IT	85.00 %	21,736.16 €	3,835.80 €	0.00 €	25,571.96 €
8-PP	Leeds Beckett University - partner from 28 November 2017	 UK	85.00 %	40,757.08 €	7,192.43 €	0.00 €	47,949.51 €
			<b>Total</b>	<b>226,808.88 €</b>	<b>40,025.13 €</b>	<b>0.00 €</b>	<b>266,834.01 €</b>

### 3.1.4 Budget breakdown per source of funding and partner








	Partner name	Partner state	Funding rate	Programme funds (ERDF or NO)	Partner contribution from public sources	Partner contribution from private sources	Total partner contribution
1-LP	Municipality of Reggio Emilia	 IT	85.00 %	59,421.00 €	10,486.06 €	0.00 €	10,486.06 €
2-PP	Valencia Entrepreneurship and Competitiveness Institute	 ES	85.00 %	11,543.72 €	2,037.13 €	0.00 €	2,037.13 €
3-PP	Upper Silesian Agency for Entrepreneurship and Development Ltd.	 PL	85.00 %	22,608.53 €	3,989.75 €	0.00 €	3,989.75 €
4-PP	WIELKOPOLSKA REGION with the seat of the MARSHAL OFFICE OF THE WIELKOPOLSKA REGION IN POZNAN”	 PL	85.00 %	12,107.04 €	2,136.54 €	0.00 €	2,136.54 €
5-PP	Wakefield Metropolitan District Council - partner until 28 November 2017	 UK	85.00 %	0.00 €	0.00 €	0.00 €	0.00 €
6-PP	Municipality of Gävle	 SE	85.00 %	58,635.35 €	10,347.42 €	0.00 €	10,347.42 €
7-PP	ERVET - Emilia-Romagna Economic Development Agency L.t.d.	 IT	85.00 %	21,736.16 €	3,835.80 €	0.00 €	3,835.80 €
8-PP	Leeds Beckett University - partner from 28 November 2017	 UK	85.00 %	40,757.08 €	7,192.43 €	0.00 €	7,192.43 €
			<b>Total</b>	<b>226,808.88 €</b>	<b>40,025.13 €</b>	<b>0.00 €</b>	<b>40,025.13 €</b>


**3.1.5 ERDF-/Norwegian funding**

	Rate	Maximum funding	Previous reports	Current report	Accumulated	%	Remaining
<i>ERDF</i>	85.00 %	1,204,087.90 €	751,337.98 €	226,808.88 €	978,146.86 €	81.24 %	225,941.04 €
<i>ERDF</i>	75.00 %	0.00 €	0.00 €	0.00 €	0.00 €	0.00 %	0.00 €
<i>ERDF</i>	85.00 %	1,204,087.90 €	751,337.98 €	226,808.88 €	978,146.86 €	81.24 %	225,941.04 €
<i>Norway</i>	50.00 %	0.00 €	0.00 €	0.00 €	0.00 €	0.00 %	0.00 €
<b>Total</b>		<b>1,204,087.90 €</b>	<b>751,337.98 €</b>	<b>226,808.88 €</b>	<b>978,146.86 €</b>	<b>81.24 %</b>	<b>225,941.04 €</b>

## 3.2. Project Expenditure

### 3.2.1 Budget breakdown per partner per budget line

	Partner name	Partner state	Staff costs	Office and administration	Travel and accommodation	External expertise and services	Equipment	Revenues	Total partner expenditure	Total partner expenditure after correction
1-LP	Municipality of Reggio Emilia	 IT	42,986.95 €	6,448.04 €	2,537.29 €	17,934.78 €	0.00 €	0.00 €	69,907.06 €	69,907.06 €
2-PP	Valencia Entrepreneurship and Competitiveness Institute	 ES	8,263.63 €	1,239.54 €	1,290.33 €	2,787.35 €	0.00 €	0.00 €	13,580.85 €	13,580.85 €
3-PP	Upper Silesian Agency for Entrepreneurship and Development Ltd.	 PL	10,705.73 €	1,605.86 €	5,089.95 €	9,196.74 €	0.00 €	0.00 €	26,598.28 €	26,598.28 €
4-PP	WIELKOPOLSKA REGION with the seat of the MARSHAL OFFICE OF THE WIELKOPOLSKA REGION IN POZNAN"	 PL	3,650.94 €	547.64 €	6,921.95 €	4,019.07 €	0.00 €	0.00 €	15,139.60 €	14,243.58 €
5-PP	Wakefield Metropolitan District Council - partner until 28 November 2017	 UK	0.00 €	0.00 €	0.00 €	0.00 €	0.00 €	0.00 €	0.00 €	0.00 €
6-PP	Municipality of Gävle	 SE	31,700.52 €	4,755.08 €	1,153.15 €	31,374.02 €	0.00 €	0.00 €	68,982.77 €	68,982.77 €
7-PP	ERVET - Emilia-Romagna Economic Development Agency L.t.d.	 IT	16,635.09 €	2,495.26 €	5,573.67 €	867.94 €	0.00 €	0.00 €	25,571.96 €	25,571.96 €

8-PP	Leeds Beckett University - partner from 28 November 2017	 UK	30,734.56 €	4,610.18 €	3,096.29 €	10,889.11 €	0.00 €	0.00 €	49,330.14 €	47,949.51 €
<b>Total</b>			<b>144,677.42 €</b>	<b>21,701.60 €</b>	<b>25,662.63 €</b>	<b>77,069.01 €</b>	<b>0.00 €</b>	<b>0.00 €</b>	<b>269,110.66 €</b>	<b>266,834.01 €</b>
<i>Original budget in the application form</i>			<b>738,924.00 €</b>	<b>110,836.00 €</b>	<b>165,842.00 €</b>	<b>385,972.00 €</b>	<b>0.00 €</b>	<b>0.00 €</b>	<b>1,416,574.00 €</b>	

**Changes from the original plans**

**If a partner does not report any expenditure, please state the reasons and indicate the measures that were taken to avoid this in the future.**

NA

### 3.2.2 External expertise and services

	Partner	Item number as planned in the application form	Type of cost	Description in the application	Planned amount	Supplier(s)	Description	Total amount in EUR	Reported so far
1	4-PP: WIELKOPOLSKA REGION with the seat of the MARSHAL OFFICE OF THE WIELKOPOLSKA REGION IN POZNAN"	28	Travel & accommodation costs: members of the stakeholder groups and other external bodies	- Study visits: 3 representatives from LSG per study visit. - International exchange seminar: 1 stakeholder participating - Project's final event: 3 stakeholders participating	7,700.00 €	WhyNotTravel Sp. z o.o., Sp.K, I.TER S.p.A. Hotel Posta, Marshal Office of Wielkopolska Region/ Kurzawski Piotr, Marshal Office of Wielkopolska Region/ Kurzawski Piotr, Marshal Office of Wielkopolska Region/ Radlińska Katarzyna, Marshal Office of Wielkopolska Region/ Radlińska Katarzyna	Travel & accommodation costs for four stakeholders (International Exchange Seminar in Reggio Emilia): Iwona Weosteł (agreement DRG-42/2017); Aleksandra Cicha (agreement DRG-69/2019); Lidia Borucka (agreement DRG-68/2019); Tomasz Smolasz (agreement DRG-124/2017)	3,726.75 €	8,085.31 €

		<u>Planned amount exceeded or unplanned expenditure reported. Please provide justification:</u> The excessive expenditure is dependent on higher interest expressed by the stakeholders in taking part in the International Exchange Seminar in Reggio Emilia (Italy). The overall budget for BL.04 is not exceeded, as there are savings on other items.							
2	4-PP: WIELKOPOLSKA REGION with the seat of the MARSHAL OFFICE OF THE WIELKOPOLSKA REGION IN POZNAN"	31	Meeting costs: dissemination event	Organisation of 1 regional conferences (phase 1)	2,500.00 €	VIP CATERING Urszula Kaczmarek i Janusz Kaczmarek s.c.	catering services (Regional Conferences in Poznań)	163.00 €	163.00 €
3	4-PP: WIELKOPOLSKA REGION with the seat of the MARSHAL OFFICE OF THE WIELKOPOLSKA REGION IN POZNAN"	32	Publication and dissemination costs	Translation costs for dissemination/information materials	1,500.00 €	LIDEX Sp. z o.o.	translation services (Regional Action Plan)	129.32 €	147.64 €
4	7-PP: ERVET - Emilia-Romagna Economic Development Agency L.t.d.	51	Meeting costs: partner meeting	hosting 2 study visits (catering, bus transfer, room rent, interpretation...) - about 15 participants/visit (visiting PP's representatives + hosting PP's and LSG's representatives); Hosting costs for 2 transfer workshops (rent room, meals, interpretation) - about 15 participants/PP (exporter PP +importer PP+LSG),	7,200.00 €	Ex Aequo soc. coop Sociale Onlus	Costs for catering hosting TW in Bologna 19/6/2018	440.00 €	6,216.50 €

5	7-PP: ERVET - Emilia-Romagna Economic Development Agency L.t.d.	55	Meeting costs: dissemination event	1 regional conference organization: rent room, communication, secretariat (semester 6)	3,000.00 €	Viaggi Wallaby s.r.l., Viaggi Wallaby s.r.l., Viaggi Wallaby s.r.l., Viaggi Wallaby s.r.l., Viaggi Wallaby s.r.l., Viaggi Wallaby s.r.l.	Costs for travel and accommodation of speakers Montesinos (Valencia) and Soldani (Roma) participating in the Regional Conference held in Bologna the 27th of February 2019	427.94 €	427.94 €
---	---	----	---	---	------------	---	--	----------	----------



7	1-LP: Municipality of Reggio Emilia	2	FLC costs	FLC costs for phase 1 and phase 2 (8 checks)	5,800.00 €	ROSIGNOLI MASSIMILIANO, ROSIGNOLI MASSIMILIANO	FIRST LEVEL CONTROLLER ACTIVITY - REPORT CERTIFICATION FOR SEM 4 & 5	1,800.00 €	4,500.00 €
8	1-LP: Municipality of Reggio Emilia	3	Meeting costs: partner meeting	Costs for hosting: 3 PMGs, 2 in phase 1 and 1 in phase 2 (rent room, catering) - 2 people/PP, total of 14 people/meeting; 2 study visits (catering, bus transfer, room rent, interpretation...) - 15 participants/visit (visiting PP's representatives + hosting PP's and LSG's representatives); 2 transfer workshops (rent room, meals, interpretation) - 10 participants per group/partner; 1 international exchange seminar - 30 participants (2 representatives/PP + 5 from LP + LSG + Keynote speakers)	18,300.00 €	MORANDI ANGELA E C. S.A.S., REGGIO CHILDREN S.R.L., PAUSE ATELIER DEI SAPORI S.R.L. UNIPERSONALE, INTRAS CONGRESSI S.R.L., COSTRUZIONI EUROPA S.R.L., REGGIO CHILDREN S.R.L., EDYTA EVENEMENTS, SERENA FORACCHIA, LARICCHIA CLAUDIA	TRANSFER WORKSHOP REGGIO EMILIA _ 17-18.05.2018 _ OVERNIGHT STAY FOR PARTNERS STAKEHOLDERS Iva Split TRANSFER WORKSHOP REGGIO EMILIA _ 17-18.05.2018 _ RENT OF LOCAL AND NEEDED TECHNICAL EQUIPMENT Iva Split TRANSFER WORKSHOP REGGIO EMILIA _ 15.06.2018 _ CATERING Iva Split TRANSFER WORKSHOP REGGIO EMILIA _ 15.06.2018 _ INTERPRETING Iva Split TRANSFER WORKSHOP REGGIO EMILIA _ 15.06.2018 _ OVERNIGHT STAY FOR PARTNERS STAKEHOLDERS Iva Split TRANSFER WORKSHOP REGGIO EMILIA _ 15.06.2018 _ RENT OF LOCAL AND NEEDED TECHNICAL EQUIPMENT Iva Split SHARE OF COSTS FOR CATERING SERVICE IN OCCASION OF THE "EUROPEAN WEEK OF REGION AND CITIES" _ PARTECIPATION AS LEAD PARTNER OF "COMPETE-IN" TO	1,953.77 €	17,553.14 €

						PRESENT THE PROJECT (BRUXELLES 8/11.10.2018)  REFUND FOR MISSION COSTS FOR PARTECIPATION OF MRS. SERENA FORACCHIA, DEPUTY MAYOR FOR INTERNATIONAL RELATIONS, AS POLITICAL REPRESENTATIVE OF THE MUNICIPALITY OF REGGIO EMILIA, IN THE OCCASION OF THE "EUROPEAN WEEK OF REGION AND CITIES" _ PARTECIPATION AS LEAD PARTNER OF "COMPETE-IN" TO PRESENT THE PROJECT (BRUXELLES 8/11.10.2018)  REFUND FOR COLLABORATION WITHOUT REMUNERATION FOR PARTECIPATION OF MRS CLAUDIA LARICCHIA (LSG MEMBER) TO THE TRANSFER WORKSHOP C/O PARTNER 6 GAVLE KOMMUN (29/31.08.2018) - COSTS FOR TRAVEL, ROOM AND BOARD		
10	2-PP: Valencia Entrepreneurship and Competitiveness Institute	14	FLC costs	FLC costs for phase 1 and phase 2 (8 checks)	5,000.00 €	AUDITMANCHA SL  AUDIMANCHA SL is the auditor selected for all the projects funded by Interreg by the Valencia Competitiveness Institute. We complied with all the procedures including gathering three offers from different providers of auditing services and experienced in European Projects.  5th semester expenses (period from 01/04/2018 to 30/09/2018)	580.80 €	3,581.60 €



14	3-PP: Upper Silesian Agency for Entrepreneurship and Development Ltd.	25	External support for the exchange of experience process, in particular the development of the regional action plan	Technical support for Regional Action Plan preparation	6,000.00 €	ESKY.PL S.A., ESKY.PL. S.A., Marcin Jabłoński, Connectionpo int Sp. z o.o., Int Travel Sp. z o.o., LAP expert- Marcin Jabłoński	Expert for LAP (Regional Action Plan) - preparation of the document, costs included in contract (participation in project meeting in Gavle, International Seminar in Reggio Emilia)  01.12.2018-31.03.2019  contract	3,868.31 €	3,868.31 €
15	3-PP: Upper Silesian Agency for Entrepreneurship and Development Ltd.	21	Meeting costs: partner meeting	hosting 1 project meeting in SEM 8 – Phase 2 (catering, room rent...); hosting 2 study visits (catering, bus transfer, room rent, interpretation...). - about 15 participants/visit (visiting PP's representatives + hosting PP's and LSG's representatives); Hosting costs for 2 transfer workshops (rent room, meals, interpretation) - about 15 participants/PP (exporter PP +importer PP+LSG)	8,000.00 €	Pod Drewnianym Bocianem Tomala- Kaźmierczyk S.A.	Project meeting in Katowice 20.09.2018 catering	112.10 €	2,856.76 €
16	3-PP: Upper Silesian Agency for Entrepreneurship and Development Ltd.	23	Meeting costs: stakeholder group	Organising and delivery at least 3 LSG's local meetings - about 10 participants per meeting	1,800.00 €	Future Processing Sp. z o.o.	LSG meeting in Gliwice 16.01.2019 catering	336.91 €	597.12 €
17	3-PP: Upper Silesian Agency for Entrepreneurship and Development Ltd.	26	Meeting costs: dissemination event	Organisation of 1 regional conference (semester 6)	2,500.00 €	Advert Studio Marcin Wilk, Mikodruk Computer S.C. Jacek i Sylwia Mikołajczyk, TRIO Catering Bartosz Panek	Regional Conference in Gliwice - 21.03.2019: printing of communication materials (leaflets, posters, roll-up) and catering service.	934.42 €	934.42 €



19	6-PP: Municipality of Gävle	42	Meeting costs: partner meeting	Hosting 1 Project Meeting (catering, room rent) - 2 people/PP, total of 14 people/meeting; hosting 2 study visits (catering, bus transfer, room rent, interpretation...). - about 15 participants/visit (visiting PP's representatives + hosting PP's and LSG's representatives); Hosting costs for 2 transfer workshops (rent room, meals, interpretation) - about 15 participants/PP (exporter PP +importer PP+LSG)	9,300.00 €	Söderhielmska gården, First Card / Helt Enkelt kök & bar, Sodexo AB, Sodexo AB, Clarion Hotel Winn, Gefle Gourmetservice AB	Söderhielmska gården: Dinner. Project meeting "Compete In", Gävle 13-14 dec 2018.  First Card / Helt enkelt: Dinner with deep delegation. Annika Lundqvist and Mick Mckigney, Leeds  Sodexo AB: Lunch and coffee. Deep delegation meeting with Leeds Becket University and presentation of the report "Enabling factors for internationalization. Annika Lundqvist, municipality of Gävle, Lunch: Carina Åkerberg, Gävleborg region and Mike McKigney, Leeds university.  Sodexo AB: Coffee, fruit, lunch. Project meeting in Gävle 12-14 dec 2018.  Clarion hotel Winn: Compete In. Project meeting in Gävle12-14 dec 2018. Room for Michael McKigney and dinner according to participant list.  Gefle Gourmetservice AB: Compete In. Project meeting in Gävle. Lunch cost according to participant list.	1,982.38 €	14,979.36 €
			<p><u>Planned amount exceeded or unplanned expenditure reported. Please provide justification:</u> The exceeding amount will be counterbalanced through the budget available in Item 43</p>						



23	8-PP: Leeds Beckett University - partner from 28 November 2017	36	Travel & accommodation costs: members of the stakeholder groups and other external bodies	<ul style="list-style-type: none"> <li>- Study visits: 3 representatives from LSG per study visit.</li> <li>- Transfer workshops: 1 stakeholder participating as expert to each transfer workshop</li> <li>- International exchange seminar: 2 stakeholders participating</li> <li>- Project's final event: 3 stakeholders participating</li> </ul>	7,657.00 €	Wizz Air, Key Travel , Key Travel , Key Travel, Key Travel, Key Travel, Key Travel, Clarion H0tel, Clarion Hotel, Bologna Centrale Station, Bologna Centrale Station, KLM United, Saltaire Bar, Hotel Del Borgo, Hotel Del Borgo, Cadauno Bar, Cadauno Bar, Hotel Europa, Hotel Europa, HMS Host Amsterdam Schiphol, HMS Host Amsterdam Schiphol, El Mercat, Trofea Valencia, El Mercat, Trofea Valencia, Hotel Dimar, Hotel Dimar, Lounge Club	20-21 Sept 2018: Mick McKigney representing Stakeholder group in Katowice, Poland for project partner meeting. Flights & hotel £344.98 €399.56 13-14 Dec 2017: Valencia Study visit - Stakeholder partner dinner costs & hotel costs €217.98 12-14 Dec 2018: Gavle Project Partner meeting - Mick McKigney (LSG) travel, hotel, subsistence €715.41 12-14 March 2019: Reggio Emilia conference, project partner meeting: Attended by Daneile Moore - LSG representative: €892.96	2,225.91 €	6,180.74 €
----	--	----	---	---	------------	--	---	------------	------------

24	8-PP: Leeds Beckett University - partner from 28 November 2017	38	External support for the exchange of experience process, in particular the development of the regional action plan	External technical support to prepare and editing the Policy Guidelines and the final review on key factors enabling successful internationalisation of regions	10,000.00 €	Economic Development Associates Ltd	September invoice which missed Claim 2 for Mick McKigney who prepared the Enabling Factors Report.	8,339.12 €	13,723.42 €
		Planned amount exceeded or unplanned expenditure reported. Please provide justification: Budget line 38 has been exceeded due to late defrayal of invoice for 8339.12 which was incurred in September but missed Claim 2, therefore moved into Claim 3							
25	2-PP: Valencia Entrepreneurship and Competitiveness Institute	16	Travel & accommodation costs: members of the stakeholder groups and other external bodies	- Study visits: 3 representatives from LSG per study visit. - Transfer workshops: 1 stakeholder participating as expert to each transfer workshop International exchange seminar: - 2 stakeholders participating Project's final event: 3 stakeholders participating	7,087.00 €	VIAJES TRANSVIA TOURS SL. , VIAJES TRANSVIA TOURS SL. , VIAJES TRANSVIA TOURS SL., VIAJES TRANSVIA TOURS SL., VIAJES TRANSVIA TOURS SL. , VIAJES TRANSVIA TOURS SL.	Viajes Transvia Tours SL is the travel agency providing travel services to IVACE from 19th September 2019 until 19th September 2020  Travel & accommodation costs for Ana Fjallstrom and Peter Nordin (TRIIP GP representatives) in Valencia for the Transfer Workshop - 5-6 October 2018	2,065.50 €	11,410.67 €
		Planned amount exceeded or unplanned expenditure reported. Please provide justification: The exceeding amount will be covered through the remaining budget of other EE items.							
								77,069.01 €	308,653.27 €

**3.2.3 Equipment**

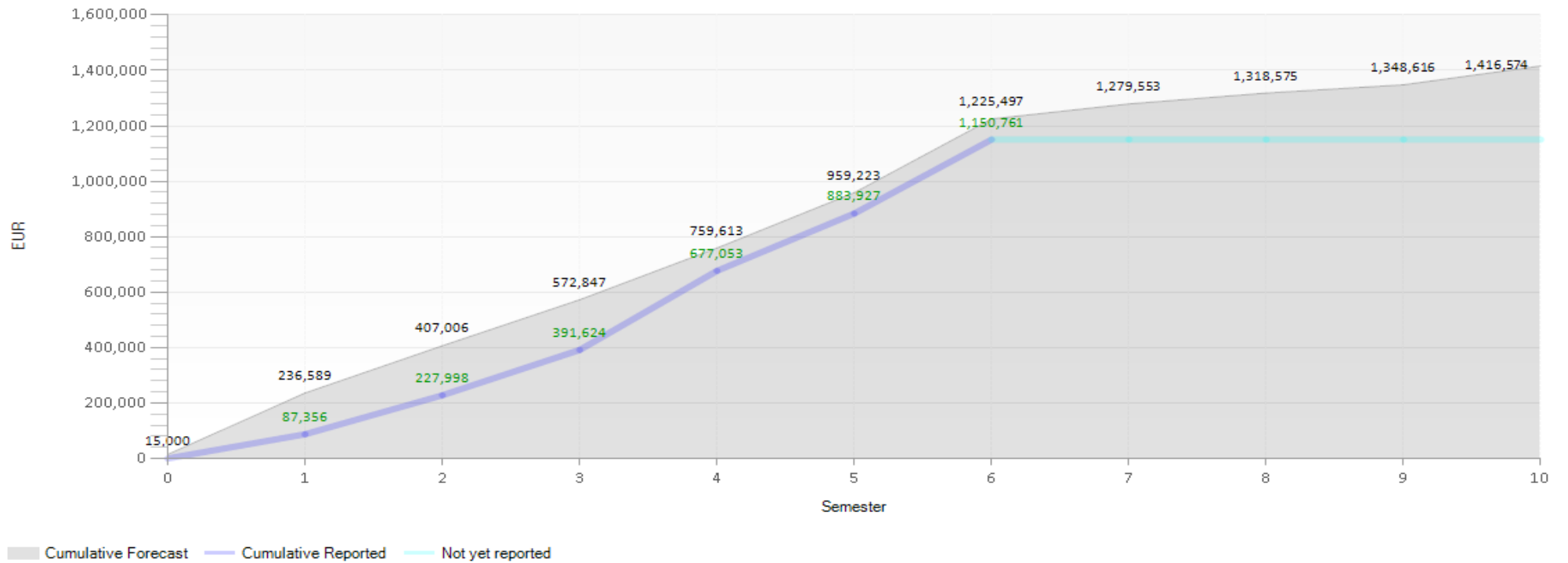
	Partner	Item number as planned in the application form	Type of cost	Description in the application	Planned amount	Supplier(s)	Description	Total amount in EUR	Reported so far
									<b>0.00 €</b>

### 3.2.4 List of contracts awarded subject to the provisions of EU public procurement directives

Number	Partner	Supplier name	Contracted amount (excluding VAT)	Contracted amount (including VAT)	Procedure applied	Contract type	Reported amount in current report	Previously reported	Reported amount	Comments (optional)
P06-001	Municipality of Gävle	Resecity i Söderhamn AB	11,430,000.00 €	14,287,000.00 €	Open procedure	Services	2,642.61 €	18,606.07 €	21,248.68 €	N/A
P06-002	Municipality of Gävle	Winn Hotels	3,325,000.00 €	4,156,000.00 €	Open procedure	Services	533.98 €	3,706.11 €	4,240.09 €	N/A
P06-003	Municipality of Gävle	Sodexo AB	82,297,257.00 €	100,287,157.00 €	Open procedure	Services	0.00 €	147.18 €	147.18 €	Sodexo AB provide Gävle Municipality in cleaning and meal services; all facilities and all schools, hence the amount. Sodexo AB also own the restaurant in the city hall, where one of the work group meetings took place. Procurement advertise; Kommersannons.

### 3.2.5 Spending plan

	Preparation	Semester 1	Semester 2	Semester 3	Semester 4	Semester 5	Semester 6	Semester 7	Semester 8	Semester 9	Semester 10
Amount Forecasted	15,000.00 €	221,589.00 €	170,417.00 €	165,841.00 €	186,766.00 €	199,610.00 €	266,274.00 €	54,056.00 €	39,022.00 €	30,041.00 €	67,958.00 €
Amount Reported							266,834.01 €				



**Changes from the original plans**

**If there is overspend or underspend in general on the project level (both accumulated and/or for the current report), please specify the reasons and the corresponding measures to correct this. Please provide information on any overspending or underspending in a budget line and/or in a partner's budget, stating the reasons and indicating the measures that were taken to avoid this in the future. Please also describe on a general level problems encountered and corresponding solutions found.**

Within Semester 6 PPs have substantially respected the spending plan, slightly reducing the spending gap (€ -560.00) bringing the overall underspending at the end of Phase 1 to € 74,736.00, which will be partly balanced by the overall amount referring to delayed payments, delayed activities and additional activities.

### 3.2.6 On-the-Spot Checks

	Partner name	Partner state	n° of On-the-spot checks carried out for this report	Start dates	Total n° of on-the-spot checks carried out for this partner
1-LP	Municipality of Reggio Emilia	 IT	0		1
2-PP	Valencia Entrepreneurship and Competitiveness Institute	 ES	0		1
3-PP	Upper Silesian Agency for Entrepreneurship and Development Ltd.	 PL	0		0
4-PP	WIELKOPOLSKA REGION with the seat of the MARSHAL OFFICE OF THE WIELKOPOLSKA REGION IN POZNAN"	 PL	0		0
5-PP	Wakefield Metropolitan District Council - partner until 28 November 2017	 UK	0		2
6-PP	Municipality of Gävle	 SE	0		0
7-PP	ERVET - Emilia-Romagna Economic Development Agency L.t.d.	 IT	0		1
8-PP	Leeds Beckett University - partner from 28 November 2017	 UK	0		0

**Further information regarding the on-the-spot checks (if applicable)**

### 3.3 Financial Corrections

Partner	Progress report number	Budget line	Item (Description)	Amount Reported	Amount that should have been reported (including the correction)	Amount to be corrected	Reason for the correction	Reference no. based on audit/quality check report (if applicable)
4-PP WIELKOPOLSKA REGION with the seat of the MARSHAL OFFICE OF THE WIELKOPOLSKA REGION IN POZNAN"	PR 5	External expertise and services	Transfer workshop of GPs TRIIP in Poznań on 11th June 2018. Flight tickets Stockholm-Arlanda -Frankfurt-Poznan-Munich- Stockholm-Arlanda, 10/06-11/06/2018 - Mr Pär Thomas Burefjord and Mrs Anna Maria Fjällström (Employee/supplier: WhyNotTravel Sp. z o. o. Sp. k.)	896.02 €	0.00 €	-896.02 €	Project partner self-correction	
8-PP Leeds Beckett University - partner from 28 November 2017	PR 5	Travel and accommodation	flight itinerary - Compete In transfer T/N 1790665 - Study Visit in Valencia 12-15 Dec 2017 (N Allen)	460.21 €	0.00 €	-460.21 €	FLC desk check	Amount claimed and certified in claim 1 and incorrectly again in claim 2. The duplicate expenditure has been identified and removed from this claim hence the financial correction.
8-PP Leeds Beckett University - partner from 28 November 2017	PR 5	Travel and accommodation	flight itinerary - Compete In transfer T/N 1790665 - Study Visit in Valencia 12-15 Dec 2017 (A Marran)	460.21 €	0.00 €	-460.21 €	FLC desk check	Amount claimed and certified in claim 1 and incorrectly again in claim 2. The duplicate expenditure has been identified and removed from this claim hence the financial correction.

8-PP Leeds Beckett University - partner from 28 November 2017	PR 5	External expertise and services	Compete In transfer T/N 1790665 Flight Itinerary - Study Visit in Valencia 12-15 Dec 2017 (Consultant)	460.21 €	0.00 €	-460.21 €	FLC desk check	Amount claimed and certified in claim 1 and incorrectly again in claim 2. The duplicate expenditure has been identified and removed from this claim hence the financial correction.
---	------	---------------------------------	---	----------	--------	-----------	----------------	---