

Oggetto: Programmazione 2014-2020 - Obiettivo CTE. Richiesta di erogazione della quota nazionale di cofinanziamento relativa al progetto "COMPETE-IN _ Competitive territories through internationalisation: SMEs competitiveness in globalized regions" cofinanziato nell'ambito del PO Interreg Europe

A seguito delle rendicontazioni presentate dal LEAD Partner, la Autorità di Certificazione del PO Interreg Europe ha provveduto ad erogare a favore dello stesso le quote FESR corrispondenti. Lo scrivente partner italiano chiede, pertanto, il versamento delle quote a carico del Fondo di Rotazione di propria competenza come di seguito specificato.

QUARTO SEMESTRE _ Periodo 01.10.2017 / 31.03.2018

CCI	2014 TC 16 RFIR 001
Asse	SME Competitiveness
CUP	J89J16000620003
Progetto	"COMPETE-IN _ Competitive territories through internationalisation: SMEs competitiveness in globalized regions"
Acronimo	COMPETE-IN
Denominazione Partner	Comune di Reggio Emilia
Cod. Fisc./P.IVA	00145920351
Ruolo (1)	Lead partner
Rapp. Legale	Magnani Massimo
Data inizio progetto	01/04/2016
Data fine progetto	31/03/2021
Rimborso in acconto /anticipazione	////
Data rendicontazione	06/07/2018
Spesa certificata	€ 85.062,45
FESR ricevuto	€ 72.303,08
Contropartita nazionale richiesta	€ 12.759,37

QUINTO SEMESTRE _ Periodo 01.04.2018 / 30.09.2018

CCI	2014 TC 16 RFIR 001
Asse	SME Competitiveness
CUP	J89J16000620003
Progetto	"COMPETE-IN _ Competitive territories through internationalisation: SMEs competitiveness in globalized regions"
Acronimo	COMPETE-IN
Denominazione Partner	Comune di Reggio Emilia
Cod. Fisc./P.IVA	00145920351
Ruolo (1)	Lead partner
Rapp. Legale	Magnani Massimo
Data inizio progetto	01/04/2016
Data fine progetto	31/03/2021
Rimborso in acconto /anticipazione	////
Data rendicontazione	21/12/2018
Spesa certificata	€ 64.485,84
FESR ricevuto	€ 54.812,96
Contropartita nazionale richiesta	€ 9.672,88

SESTO SEMESTRE _ Periodo 01.10.2018 / 31.03.2019

CCI	2014 TC 16 RFIR 001
Asse	SME Competitiveness
CUP	J89J16000620003
Progetto	"COMPETE-IN _ Competitive territories through internationalisation: SMEs competitiveness in globalized regions"
Acronimo	COMPETE-IN
Denominazione Partner	Comune di Reggio Emilia
Cod. Fisc./P.IVA	00145920351
Ruolo (1)	Lead partner
Rapp. Legale	Magnani Massimo
Data inizio progetto	01/04/2016
Data fine progetto	31/03/2021
Rimborso in acconto /anticipazione	////
Data rendicontazione	06/07/2018
Spesa certificata	€ 69.907,06
FESR ricevuto	€ 59.421,00
Contropartita nazionale richiesta	€ 10.486,06

- (1) Cancellare il ruolo che non rileva
- (2) Non compilare se non rileva
- (3) Compilare se (2) non rileva - Rendicontazione da parte del partner successiva al controllo di primo livello
- (4) L'importo è riferito alla richiesta di cui all'oggetto

Relativamente ai tre periodi di riferimento (di cui alle tabelle sopra riportate) si dichiara che:

- il controllo di primo livello è stato effettuato da Dr. Rosignoli Massimiliano
- il costo del controllo di primo livello relativo ammonta complessivamente a € 2.700,00 (per le tre rendicontazioni di cui alle tabelle sopra riportate)
- la validazione delle spese oggetto della presente richiesta da parte del controllore di primo livello è avvenuta entro i termini previsti dal PO: SI
- la validazione delle spese oggetto della presente richiesta da parte del controllore di primo livello è avvenuta in loco: SI

Si allegano:

1. Documenti attestanti le notifiche dei pagamenti delle quote FESR relative alla richiesta in oggetto;
2. Contabili bancarie o documenti aventi valore probatorio equivalente attestante gli avvenuti accreditamenti dei fondi FESR per le richieste in oggetto;
3. "break down by partner", ovvero il dettaglio della certificazione per partner, per ogni periodo di riferimento;

L'erogazione della quota nazionale pari pertanto a rispettivi:

- € 12.759,37 (relativamente alla quarta fase - periodo di riferimento 01.10.2017/31.03.2018)
 - € 9.672,88 (relativamente alla quinta fase - periodo di riferimento 01.04.2018/30.09.2018)
 - € 10.486,06 (relativamente alla sesta fase - periodo di riferimento 01.10.2018/31.03.2019)
- per un **ammontare complessivo di € 32.918,31**

dovrà essere effettuata a favore di:

partner italiano	COMUNE DI REGGIO EMILIA
Conto di tesoreria/contabilità speciale (1)	247300062430
Banca	BANCA D'ITALIA
IBAN	IT 58 C 01000 03245 247300062430
SWIFT	////

- (1) Conto di tesoreria/contabilità speciale obbligatorio per "Enti soggetti a tesoreria unica"

Il rappresentante legale del beneficiario
Dirigente dell'Area "Area Competitività, innovazione sociale, territorio e beni comuni"
Arch. Massimo Magnani

Allegato 1
Documentazione Progress Report 4
Quarta Fase 01.10.2017/31.03.2018



PR 4 PGI00129 COMPETE IN

Competitive territories through internationalisation: SMEs competitiveness in globalised regions

Version: **3**

Submission Date: **20/09/2018**

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

PR Control Number: **b91dde10d0109432b115049e475d1961**

Control Number: **0be7a091252e36e2e42838b9ac58ca38**

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

Reporting period **01/10/2017** to **31/03/2018**

ERDF amount reported in this reporting period: **242,614.67 €**

	Partner name	Partner state	Current report
LP	Municipality of Reggio Emilia	IT	85,062.45 €
PP 2	Valencia Entrepreneurship and Competitiveness Institute	ES	40,888.10 €
PP 3	Upper Silesian Agency for Entrepreneurship and Development Ltd.	PL	26,797.86 €
PP 4	WIELKOPOLSKA REGION with the seat of the MARSHAL OFFICE OF THE WIELKOPOLSKA REGION IN POZNAN"	PL	14,166.44 €
PP 5	Wakefield Metropolitan District Council - partner until 28 November 2017	UK	0.00 €
PP 6	Municipality of Gävle	SE	69,335.08 €
PP 7	ERVET - Emilia-Romagna Economic Development Agency L.t.d.	IT	37,159.04 €
PP 8	Leeds Beckett University - partner from 28 November 2017	UK	12,020.09 €
Total			285,429.06 €

1. Insight into project's implementation

1.1 Overview

Exchange of experience process (phase 1) or Monitoring the action plan implementation (phase 2)

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

During Semester 4 Project Partners (PPs) continued to carry out the Exchange of Experience (EE) process. The Lead Partner (LP) coordinated smoothly the delivery of EE activities and PPs were strongly committed in their planning and realisation. Overall, the involvement of partners has been very good and PPs have been proactive in providing suggestions in the GP evaluation and selection process as well as in the organisation of transfer workshops.

One important change occurred in the composition of the partnership: PP5 Wakefield City Council was replaced by PP8 Leeds Beckett University - partner from 28 November 2017. PP8 quickly caught up with the other partners by taking part in the project meeting and study visit in Valencia in December 2017.

As reported in PR3, the realisation of activities has been slightly delayed compared to the initial plan due to the partner change and organisational matters; further details on the activities will follow in the other sections.

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 process of exchange experiences and learning is going on, increasing its speed and depth. PPs keep on cooperating closely both at local and interregional level and several LSG meetings were held in order to discuss about GPs' selection. The Study Visits phase, which was completed during this Semester, has given to PPs the opportunity to go deeper into specific experiences and elements connected to the GPs, deeply investigating origins, approaches, implementation tools, challenges and constraints. At the same time, this process has allowed LSG members to reflect jointly on key challenges and opportunities of own experiences and goals, trying to build up indications, new perspectives and ideas, taking into account possible synergies with other projects and initiatives focussed on internationalisation of SMEs. In this sense, the project has registered significant progress in terms of LSGs engagement, which became more active and competent, thanks to the in-depth discussion that has been developed in relation to the GPs visited and their selection, in view of the Transfer Workshop phase implementation.

In terms of qualitative information on lessons learnt, different examples can be mentioned:

- the key role of private enterprises in being proactive protagonists and decision makers together with Local Authorities for territorial promotion and internationalisation process experienced by the Wakefield Bondholder Scheme;
- to make SMEs aware about key leverages offered by start up in dynamic and competitive markets from both Valencia (Vit Emprende) and Leeds (Wakefield Bondholder Scheme) experiences;
- the strategic leverage Erasmus Plus projects could represent in reinforcing policies for the internationalisation of territories, as in Wielkopolska experience.

The Transfer Workshops Agenda has been agreed by the end of Semester 4 but some rescheduling will be necessary to coordinating changing commitments and the availability of key personnel across the period.

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

Local stakeholders have been actively involved in semester 4. Several meetings were organised by each partner and this involvement is ensured in all partner regions, including PP8 Leeds Beckett University, which immediately after joining the project, selected its stakeholders and established strong link with them.

Stakeholders were involved in the last study visits realised, both as attendees and as speakers introducing good practices to partners:

- in Upper Silesia 19 people attended, including 7 stakeholders;
- in Wielkopolska region 24 including 11 LSGs' members;
- in Gavle 30 people attended, including 20 stakeholders;
- in Valencia 35 people attended, including 16 LSGs' members.

From the end of Semester 4, stakeholders have been involved in the realisation of Transfer Workshops. In particular, during the first TW hosted by PP7 Ervet (27th/28th March 2018), 7 interregional stakeholders attended both from PP2 IVACE (experts from the Chamber of Commerce of Valencia, expert from ARVET association), PP7 and LP (local stakeholders from Emilia-Romagna Region together with the Municipality of Reggio Emilia).

Participation in Policy Learning Platform

All PPs have registered on the Policy Learning Platform (PLP) and the project's Good Practices are ready to be uploaded on its database.

Once uploaded, the PLP will be useful to find synergies with other projects focused on SMEs competitiveness, for networking and to find support from experts in the finalisation of Phase 1 when local action plans will be produced.

Saverio Serri, project coordinator for the LP, has participated into the policy learning event organised in Milano on 19-20 October 2017 by the PLP. The thematic Workshop in Milano represented a great opportunity to better identify a bunch of relevant topics pivotal on the european level and deepen macro-trends in R&I area and SMEs' competitiveness, which are topics also the City of Reggio Emilia is currently focusing on. Particularly appreciated during the Workshop were the exchange of Experiences. other project outcomes, different solutions to similar challenges in the development of specific areas dedicated to R&I such as science and technology parks, how to involve companies in collaborating with research centers. Moreover, for our local development. it was really strategic to learn about rural SMEs and how cities and regions involve stakeholders in this challenging sector. The participation to the Workshop was a concrete change for peer to peer discussion with other lead partners on common interests and allowed to set up new relationships and contacts for collaboration opportunities. On the Compete in Website, on Facebook and in the Project Newsletter relevance was given to the participation and PPs were informed about the Workshop and informations were shared. thus contributing to spread the importance of the PLP among PPs.

1.2 Storytelling

What are you particularly proud of in this reporting period?

This semester the exchange of experiences continued through study visits and transfer workshops. Partners are all pleased of the success of their implementation and stakeholders showed a strong interest and involvement in these activities. We will report the testimony of a member of Valencia Chamber of Commerce, Marián Montesinos Bonet, after taking part in the transfer workshop organised by ERVET on March 27th/28th: “This meeting was really interesting in order to get to know the importance of these programs in the internationalization process. Firstly, European Union companies show similar characteristics: similar shape, business organization and structure. This point can be clarified with the development of this kind of events. Companies have the same needs that are the reason why programs developed in one region can be executed in other regions. Secondly, we consider that it will be very profitable for ERVET and institutions related to the Emilia-Romagna area because of the similar concerns that these two economic areas present. These are developed regions with an interesting growth potential, therefore working jointly could be very beneficial for both, institutions and companies. Furthermore, this kind of meetings facilitates the contact between professionals in a way that allows the exchange of different experiences and sharing common interests, generating synergies between the different institutions. Finally, we hope to continue this type of work and in the same way that we have shared our professional experiences in a way that allows us to know the services and jobs that are developed in this rich European space at a business and economic level”.

<https://www.interregeurope.eu/competein/news/news-article/3107/first-transfer-workshop-i-bologna/>

1.3 Work plan

1.3.1 Main outputs

Output indicators	Current period	Achieved so far (cumulative)	Target
Number of policy learning events organised	14	54	81
Number of good practices identified	0	21	21
Number of people with increased professional capacity due to their participation in interregional cooperation activities	0	0	42
Number of action plans developed	0	0	7
Number of appearances in media (e.g. press)	21	51	35
https://drive.google.com/open?id=1lc7CcAdzVP10O6HXTbUyNU2hcsDWDQkTE1yKSzGDZf8			
Average number of sessions at the project pages per reporting period	623	386	1,000

1.3.2 Reporting per semester

Activities of the current reporting period as originally planned

a) exchange of experience

The objective for this SEM4 is to capitalize exchange of experience activities and start working at Action Plan preparation

TRANSFER WORKSHOPS Transfer workshop continues according to the plan established in SEM3, and ends in month 4 of the semester. LP coordinates and monitor Transfer workshops implementation and support PPs in preparing workshops' reports.

LOCAL TRAINING Objective: to provide knowledge and insights of the challenges and opportunities from internationalization on regional systems for local stakeholders and local authorities' representatives leading on economic development and international policies. 1 training session organized per PP – only for partners who wish to organize this, adapted to each local context and need) and addressed to the local stakeholders group to provide key skills/fill knowledge gaps and information on how to properly implement at regional level the GPs selected for adoption. Training starts in month 4 of this SEM and ends in next semester.

ANALYSIS OF INTERNATIONALISATION ENABLING FACTORS

Objective: to provide policy makers, city planners and key gatekeepers within regional economic systems with the main findings on how to successfully embed internationalization activities within regional systems supporting SMEs. This analysis is intended as a decision-support tool for policy makers, planners and economic delivery agencies. P8 is responsible for the preparation of this analysis, PPs' contribution is essential. The analysis will be concluded in next SEM, resulting in policy guidelines. The analysis starts in month 4 of this SEM4.

LOCAL STAKEHOLDERS GROUP Local stakeholders groups meet (at least 1 meeting of each LSGs) and each PP guarantees proper update of the LSG on exchange of experience events. Local training is addressed to the LSG, that entirely take part. LSG has all elements to start discussion on Action Plan definition (vision, objectives, intervention to be implemented and ways of implementation).

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 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 4 is hosted by P2, Month 2 of the semester. Issues: update on transfer workshop implementation; programming analysis if internationalisation enabling factors; update from PPs on local training organisation; update on communication tasks.

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

9 Transfer Workshops implemented

9 reports per transfer workshop realised

5 local trainings

7 Local Stakeholders groups meetings (at least 1/PP)

Communication and dissemination:

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 (phase 1) or action plan implementation follow-up (phase 2), b) communication and dissemination and c) project management.

a) Exchange of experience

The Exchange of Experience process continued in Semester 4 with PPs completing the Study Visits (SVs), with the last 4 SVs realised.

On October 17th/18th PP3 GAPP - Upper Silesian Agency for Entrepreneurship and Development presented their Good Practices (GPs) to PPs and stakeholders, namely:

- "COIE Investor and Exporter Service Centre";
- "Forecasting directions of internationalisation";
- Katowice Special Economic Zone – Gliwice Subzone.

Participants took also part in the European Congress of SMEs organised by the Chamber of Commerce in Katowice where Compete In had a dedicated panel in the agenda. The Congress took place in Katowice at the International Conference Center from the 18 to the 20 October 2017. The Compete In project was officially inserted into the Congress Agenda and was presented on the opening day (18 October) during the Dissemination session of European good practices for the representatives of Polish (Silesian) local governments. The Congress was a concrete opportunity for Compete In PPs to present and discuss their GPs with the representatives of Polish local governments, but also to exchange experiences and share knowledge with the numerous participants, representing SMEs, institutions and international organisations.

PPs continued to learn more about internationalisation during the SV organised in Poznan by PP4 Wielkopolska Region on October 19th/20th. The 3 GPs presented were:

- "Gospodarna (thrifty) Wielkopolska";
- "Financial instruments for supporting the internationalization of SMEs";
- "Support for the development of enterprises' international cooperation by Wielkopolska chambers"

PP6 - Municipality of Gavle presented the following 3 good practices to PPs and stakeholders on November 14th/15th:

- "ICT Meta Cluster – support to the internationalisation of SMEs within the ICT sector";
- "TRIIP – support to internationalisation of micro companies";
- "Attracting construction investments, MIPIM & Stockholm Business Alliance".

Finally, on 13th/15th of December, together with PMG4, IVACE organised the last SV in Valencia, where the following GPs were presented:

- Xpande & Sicomex programs: support programs for SMEs internationalization;
- Proposed draft law on the creation of a one stop shop for foreign investors;
- Vit Emprande, Agroincube and Red Emprandia: Valencia start up community.

During PMG4 PPs discussed and agreed on the format of TWs and the first TW was organised by PP7 ERVET on March 27th/28th. IVACE's stakeholders from Valencia Chamber of Commerce and ARVET association were invited as experts to present the GP "XPANDE" to stakeholders and staff members, with 17 people totally participating.

LP started to work with PP8 Leeds Beckett University on the drafting of the document "Analysis of internationalisation enabling factors" which will be completed in Semester 5.

All partners have also organised Local Stakeholders Group meetings: totally 8 with 108 participants.

b) Communication and dissemination

Communication and dissemination activities have been coordinated by P6 - Action Leader with the supervision of the LP and contributions from all PPs.

In this reporting period the following activities took place:

- Newsletter #3 was produced to inform about study visits with contributions from all PPs. It was published on Compete In webpage <https://www.interregeurope.eu/competein/library/#folder=371> and sent to stakeholders and local decision makers. It was translated into Italian and Polish;
- social media campaign continued with inputs on project activities and on PPs' specific activities;
- news about the progress of the project were published on the website;
- LP, PP2, PP4 and PP7 released a press release which resulted in 21 media appearances; moreover, PP7 realised 4 videos during the study visit in Emilia-Romagna Region (<https://www.youtube.com/watch?v=4pVgMA-IG6g&feature=youtu.be>) and PP6 realised a video during the SV that took place in November (<https://www.youtube.com/watch?v=loFK6Yip7-0&t=1s>);
- PP6 presented Compete In at an external event, in particular to a working group on municipal cooperation with representatives of the municipalities of Sandviken, Ockelbo and Älvkarleby.
- 8 meetings with key decision makers/heads of unit realised.

c) Project management

During Semester 4, LP coordinated the management of activities planned in AF, supported by the Activity Leader P6 (C&D) through regular contacts via email/skype.

LP arranged PMG4 hosted by PP2 on the 13-15th of December 2017 (month 3). During the Project Meeting, the new partner PP8 Leeds Beckett University was officially introduced to the partnership. PPs discussed about: conclusion and results of SVs; planning and format of TWs; communication tasks and outputs. The revised work plan was shared with PPs together with the new deadlines for catching up on previous delays.

LP realised PR3 in collaboration with all PPs and submitted it to the JS. PR3 was approved after the clarification phase and the relative payment was duly transferred to PPs.

PPs contributed by managing activities at local level with their own LSGs and at project level by sharing information and realising the outputs in collaboration with the other PPs.

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.

Exchange of Experience:

TWs realisation started in March 2018 instead of January - as reported in PR3 - and will be finished by September 2018.

Local trainings have been conceived as supporting activities in the process dealing with TWs implementation and LAPs drafting, as follow up activities to better prepare LAPs elaboration. For this reason, local trainings will be implemented in Semester 5 as linked activity to Local action plan preparation. Local trainings will be defined together with Lsg according to main goals, needs and gaps to be filled to better implement further activities.

Communication:

An extra newsletter was produced in order to report on the last study visits straight after their realisation
3 PPs did not publish any press release but will do it in Sem 5

Project Management: PMG4 organised in M3 instead of M2

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.	0	0	6
Amount (EUR) of Structural Funds (from Growth & Jobs and/ or ETC) influenced by the project in the field tackled by the project.	0	0	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	PP1 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	PP2 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	PP3 Upper Silesian Agency for Entrepreneurship and Development Ltd. (PL)	N/A
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”	PP4 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	PP8 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	PP6 Municipality of Gävle (SE)	N/A

7	ERDF Regional Operational Plan 2014-2020, Axis 3 Competitiveness and attractiveness of the productive system Investment Priority 3b Development and realization of new 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	PP7 ERVET - Emilia-Romagna Economic Development Agency L.t.d. (IT)	N/A
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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

PP1 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 (phase 1) / implementation (phase 2)

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

DUP Strategic Priority 1 tackles the transition, for Reggio Emilia, from an industrial economy to a knowledge economy, this by leveraging on local distinctive competences (Education, Mechatronics, Agrifood, Energy & Services) in line with the Regional S3 and by fostering internationalisation of the local system through the international relations built by the city with several countries, both EU and outside EU, for the benefit of SMEs. In order to improve the internationalization of the local system a better dialogue between regional and local programming is pursued and a new approach based on cooperation processes at local level among stakeholders with different levels of internationalisation (SMEs, universities, R&I centres) and with different roles in support of internationalisation (Local Authority, Chamber of Commerce, Trade associations) is foreseen.. To reach these goals through the action plan elaboration, several steps were taken during semester 4 in preparation of LAP drafting. So all activities with LSG and contacts with regional actors have been realized bearing in mind the final output: study visits participation, study visit realization, sharing of experiences with other partners, involvements of local actors in project activities, selection of good practices to be imported, designing of TWs to be realized in SEM 5, communication activities at local level, participation in external events were prepared and defined with a strong and committed focus on topics and issues that will be the core of the LAP. GPs were analysed and discussed with LGS with the aim to find suggestions and tools to improve the policy instrument with actions and strategies that will affect internationalization processes at local level.

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 policy instrument addressed by LP is Strategic priority 1 - Economic development: the international city of innovation and creativity Objective 3: promotion and internationalisation of the Single planning document of the Municipality of Reggio Emilia. It tackles the transition, for Reggio Emilia, from an industrial economy to a knowledge economy, this by leveraging on local distinctive competences in line with the Regional S3 and by fostering internationalisation of the local system through the international relations built by the city with several countries, both EU and outside EU, for the benefit of SMEs. In order to better assess and implement the process, one major element of this context, the internationalisation of the local system, has to be improved.

For these reasons, LP has selected, as GPs to be analyzed through the TW process:

- Wakefield Bondholder Scheme (presented by PP5 and now taken over by PP8);
- Vitemprende (presented by PP2).

The coexistence of several stakeholders with different levels of internationalisation (SMEs, universities, R&I centres) and with different roles in support of internationalisation (Local Authority, Chamber of Commerce, Trade associations) is a competitive advantage that nevertheless needs a new approach in the governance of different actions to avoid duplication, define and share a common vision for economic development and internationalisation of the local system. The new approach must be developed to build and promote cooperation processes (replacing standard competitive processes) that put together different local and international actors in a "knowledge creation chain". Each stakeholder has implemented measures, tools, strategies that can better work if based on a shared and long term approach. For the benefit of SMEs' and for a long-lasting economic growth, a territory should exploit all potentials and all added values in order to maximize the effect of supporting SMEs' internationalization efforts.

	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 impact in the territory (e.g. beneficiaries concerned, results achieved in terms of increased competitiveness or cleaner environment).

In case this influence 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

PP2 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 (phase 1) / implementation (phase 2)

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

We are currently evaluating the next steps. The second transfer workshop has not taken place yet and we will decide how to proceed. In any case, we are in close contact with the partners in Italy and Poland and will promote activities aimed at companies in the partner regions.

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)?

As IVACE mentioned in the application form, there are several areas we need to improve in terms of performance and adaptation to the new business environment. One of them is to adjust the services and programmes offered to export companies. We mentioned start ups, new innovative companies, companies starting their activities right away on the international arena. IVACE has been providing assistance since 1989 to the traditional sectors, mostly related to consumer goods and agro food. We begun cooperating with start ups incubators two years ago, and sometimes we are speaking different languages. With the Triip best practice we selected we would like to address this problem and adapt ourselves to the mentioned new business environment.

Valencia emprende, is also one of the stake holders participating and offering know how to other regions. We are increasing our activities with them and other similar bodies.

With regards to the communication and coordination we also included in the policy instruments, the expertise developed by Emilia Romagna is also relevant. The Director General of Internationalization met with representatives from this regions public administration to exchange information.

	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 impact in the territory (e.g. beneficiaries concerned, results achieved in terms of increased competitiveness or cleaner environment).

In case this influence 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

PP3 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 (phase 1) / implementation (phase 2)

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

Once realised all the Study Visits, PP3 together with its LSG met on the 18 January 2018 and discussed about the main outcomes of the GPs visited. The meeting resulted in the selection of 2 good practices, XPANDE/SICOMEX (presented by PP2) and Wakefield Bondholders' Scheme (presented by PP8), which will be object of Transfer Workshop during Semester 5.

The objective of the TWs will be to ensure a thorough understanding and engagement with the “nuts and bolts” of the GPs and to concretely discuss the possible ways of acquiring and adapting the identified GPs in the local context. The workshops allow for a direct discussion with the “experts” from the provider territories and the entire local stakeholder group at local level. In this sense, the transfer workshops will be preparatory to a proper elaboration of the Local Action Plan.

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)?

PP3 together with its LSG has selected SICOMEX/EXPANDE and the WAKEFIELD BONDHOLDER SCHEME as most relevant GPs to be transferred through TWs. The main aim of the transfer workshops will be to deepen how such good practices can provide inspiration for improving local policy instruments supporting SMEs' internationalization.

	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 impact in the territory (e.g. beneficiaries concerned, results achieved in terms of increased competitiveness or cleaner environment).

In case this influence 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

PP4 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 (phase 1) / implementation (phase 2)

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

All study visits have been implemented and also the TWs agenda has been defined and will be completed by September 2018.

At the moment, a first draft of LAP concept note was discussed among employees involved in “Gospodarna Wielkopolska” project and forwarded for supervisors reviews. The final version of the concept note will be then presented and discussed among PPs at the project meeting in Katowice (September 2018).

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)?

In the process of selecting good practices of PP to be presented during transfer workshops, members of the Board of the Wielkopolska Region as well as members of Regional Parliament were acquainted with other PP's policies supporting internationalisation of local SMEs. Particular attention was paid to selected GPs: Spanish XPANDE/SICOMEX programmes and Swedish TRIIP project. Results of the workshops can be incorporated into new programmes and projects prepared on regional level.

	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 impact in the territory (e.g. beneficiaries concerned, results achieved in terms of increased competitiveness or cleaner environment).

In case this influence 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

PP8 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 (phase 1) / implementation (phase 2)

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

The main activity implemented in the phase that has contributed to exchange of experiences process is the establishment of the LSG. LBU has carefully selected LSG members, who had background in business sector or in supporting businesses. LSG has solid knowledge of Wakefield region challenges and has the powers to influence the policy. Vigilant selection process had been followed to ensure stakeholders are influential, have strong links with local businesses and regional policy organisations and have experience of operating in international markets.

LBU worked on first draft of Internationalisation Best Practice Report and the Enabling Factors report. The idea is that these documents will give PPs a toolkit and will assist in the development of individual Local Action Plans.

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)?

There are no changes to report to date. We anticipate and plan to discuss improvements to projects and shared learning to policy instruments via the Stakeholder Group and with wider partners in Semester 5.

	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 impact in the territory (e.g. beneficiaries concerned, results achieved in terms of increased competitiveness or cleaner environment).

In case this influence 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
PP6 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 (phase 1) / implementation (phase 2)

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

The LSG has only had initial discussions about the Action plan. We have yet to decide whether to go for an overall Action plan, targeting the internationalization of the territory including the improvement of the policy instrument or a focused Action plan, exclusively focusing on the improvement of the policy instrument.

The study visits, getting to know the partners and presentations of Good Practices are valuable input and base for the development of the Action plan. We are also happy to have already made some progress in addressing the policy instrument with the ERDF project and start up of a Regional Export Centre and the doubling of funding available for SMEs in 2018 and 2019.

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)?

We have been able to double the amount of funding available to support individual companies in the internationalisation process. 2018 and 2019 there is in total 400 000€ available, compared to 200 000 €. Companies can apply at any time and four times/year there is a cut of and the eligible companies get to present their case for a jury, who decides on financing.

	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 impact in the territory (e.g. beneficiaries concerned, results achieved in terms of increased competitiveness or cleaner environment).

In case this influence 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	0	0	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 new
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

PP7 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 (phase 1) / implementation (phase 2)

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

The Emilia-Romagna Region and its Development Agency, ERVET, are partners in two Interreg Europe projects - EIS and COMPETE IN - and both initiatives are addressing the objective of improving the regional support system for internationalisation of SMEs. "The parallel participation in the two projects has proved very fruitful as it has broadened the range of experiences, policies and measures scrutinised. Emilia-Romagna Region - working closely with ERVET - is getting inspiration for designing and implementing Action Plans in both projects" the Emilia-Romagna Region team explains. Moreover, it continues "actually the strategic idea behind such parallel participation is to develop and implement two complementary Action Plans that can eventually reinforce each other, thereby boosting the contribution of both initiatives to an improved support system".

As a consequence, it was agreed inside the LSG to focus the COMPETE IN Action Plan on aspects of the regional support system not addressed by the EIS Action Plan.

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 policy instrument to be addressed is the ERDF Regional Operational Programme Emilia-Romagna 2014 – 2020; Priority Axis 3 – Competitiveness and Attractiveness of the regional productive system; Investment Priority 3b – Developing and implementing of new operational models for SMEs, in particular for internationalisation; Specific Objective 3.4 increasing the internationalisation of the productive systems; Action 3.4.1 Projects for promoting export devoted to enterprises and their association identified at territorial or sectorial level.

The same policy instrument is being addressed also by an another Interreg Europe project, EIS, to which Emilia-Romagna Region (owner of the policy instrument) directly participates as partner, ERVET only providing technical support.

The close cooperation between ERVET and Emilia-Romagna Region – Service for Attractiveness and Internationalisation and the constant exchange of views and information with regional stakeholders organisations sitting in the Local Stakeholders Groups established within the two parallel projects, offered us several opportunities: first, to deepen and widen the range of experiences and good practices related to SMEs internationalisation we've been presented with; secondly, comparing different approaches to SMEs internationalisation, led us to an improved understanding of the strengths and weaknesses of the present Emilia-Romagna support system; finally, it was agreed between ERVET, Emilia-Romagna and relevant regional stakeholders to develop two mutually reinforcing Action Plans. Such Plans, though being at different stages of development and being focussed on introducing specific aspects of different partners' BPs, when strategically and operationally coordinated, might offer a major contribution to improve the regional support system for SMEs internationalisation.

	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 impact in the territory (e.g. beneficiaries concerned, results achieved in terms of increased competitiveness or cleaner environment).

In case this influence 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?

Thanks to the COMPETE IN project, cooperation between Emilia-Romagna and the Valencia Region - which actually dates back to mid-80' – has been revamped, as it is the case for the cooperation between the two development agencies, ERVET (PP8) and IVACE (PP2). Further to the opportunities of getting first-hand information by the relevant stakeholders which was offered by the study visits to the two regional contexts, the mutual interest for cooperation is witnessed by the fact that the BPs offered by the two partners was later on followed by specific transfer workshops, one held in Valencia on the Emilia-Romagna GO GLOBAL BP and one in Bologna on XPANDE/XPANDE Digital and SICOMEX BPs.

As a consequence, an agreement was reached between IVACE and ERVET for an INTERNSHIP programme, i.e. hosting at the ERVET premises a Valencian scholar for 11 months. The scholar is benefitting from the IVACE EXTERIOR 2018 Internship Programme, focussed on matters related to SMEs' internationalisation and addressed to University graduates. Further to deepening her knowledge and skills related to internationalisation of companies, the scholar will have the opportunity of getting operational insights about the regional support system and get acquainted with relevant stakeholders, thereby having the opportunity of developing further initiatives for facilitating business cooperation between the two regional contexts.

Significantly, the IVACE EXTERIOR 2018 Internship Programme is being financed with resources from the Youth Employment Initiative (YEI).

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 285,429.06.
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	Total reported so far	%	Remaining budget
<i>Preparation</i>	15,000.00 €	15,000.00 €	0.00 €	15,000.00 €	100.00 %	0.00 €
<i>Staff costs</i>	738,924.00 €	249,417.77 €	116,986.73 €	366,404.50 €	49.59 %	372,519.50 €
<i>Office and administration</i>	110,836.00 €	37,412.66 €	17,548.01 €	54,960.67 €	49.59 %	55,875.33 €
<i>Travel and accommodation</i>	165,842.00 €	32,467.04 €	28,435.97 €	60,903.01 €	36.72 %	104,938.99 €
<i>External expertise and services</i>	385,972.00 €	57,326.32 €	122,458.35 €	179,784.67 €	46.58 %	206,187.33 €
<i>Equipment</i>	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 €
Total	1,416,574.00 €	391,623.79 €	285,429.06 €	677,052.85 €	47.80 %	739,521.15 €
<i>Original budget for this semester in the application form</i>			186,766.00 €	759,613.00 €		
<i>Over- or underspending</i>			98,663.06 €	-82,560.15 €		
<i>Over- or underspending in %</i>			52.83 %	-10.87 %		

3.1.2 Reported expenditure by partner

	Partner name	Partner state	Total budget	Previously reported	Current report	Total reported so far	%	Remaining budget
LP	Municipality of Reggio Emilia (01/04/2016 to 31/03/2021)	 IT	457,335.00 €	172,336.99 €	85,062.45 €	257,399.44 €	56.28 %	199,935.56 €
PP 2	Valencia Entrepreneurship and Competitiveness Institute (01/04/2016 to 31/03/2021)	 ES	141,755.00 €	34,292.94 €	40,888.10 €	75,181.04 €	53.04 %	66,573.96 €
PP 3	Upper Silesian Agency for Entrepreneurship and Development Ltd. (01/04/2016 to 31/03/2021)	 PL	112,311.00 €	22,795.66 €	26,797.86 €	49,593.52 €	44.16 %	62,717.48 €
PP 4	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 €	30,798.86 €	14,166.44 €	44,965.30 €	50.51 %	44,065.70 €
PP 5	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 €	23,918.84 €	100.11 %	-25.84 €
PP 6	Municipality of Gävle (01/04/2016 to 31/03/2021)	 SE	265,975.00 €	58,028.45 €	69,335.08 €	127,363.53 €	47.89 %	138,611.47 €
PP 7	ERVET - Emilia-Romagna Economic Development Agency L.t.d. (01/04/2016 to 31/03/2021)	 IT	162,585.00 €	49,452.05 €	37,159.04 €	86,611.09 €	53.27 %	75,973.91 €
PP 8	Leeds Beckett University - partner from 28 November 2017 (28/11/2017 to 31/03/2021)	 UK	163,689.00 €	0.00 €	12,020.09 €	12,020.09 €	7.34 %	151,668.91 €
Total			1,416,574.00 €	391,623.79 €	285,429.06 €	677,052.85 €	47.80 %	739,521.15 €

3.1.3 Reported expenditure by partner and funding rate

	Partner name	Partner state	Funding rate	ERDF/NO funding	Partner contribution	Other	Total
LP	Municipality of Reggio Emilia	 IT	85.00 %	72,303.08 €	12,759.37 €	0.00 €	85,062.45 €
PP 2	Valencia Entrepreneurship and Competitiveness Institute	 ES	85.00 %	34,754.88 €	6,133.22 €	0.00 €	40,888.10 €
PP 3	Upper Silesian Agency for Entrepreneurship and Development Ltd.	 PL	85.00 %	22,778.18 €	4,019.68 €	0.00 €	26,797.86 €
PP 4	WIELKOPOLSKA REGION with the seat of the MARSHAL OFFICE OF THE WIELKOPOLSKA REGION IN POZNAN"	 PL	85.00 %	12,041.47 €	2,124.97 €	0.00 €	14,166.44 €
PP 5	Wakefield Metropolitan District Council - partner until 28 November 2017	 UK	85.00 %	0.00 €	0.00 €	0.00 €	0.00 €
PP 6	Municipality of Gävle	 SE	85.00 %	58,934.81 €	10,400.27 €	0.00 €	69,335.08 €
PP 7	ERVET - Emilia-Romagna Economic Development Agency L.t.d.	 IT	85.00 %	31,585.18 €	5,573.86 €	0.00 €	37,159.04 €
PP 8	Leeds Beckett University - partner from 28 November 2017	 UK	85.00 %	10,217.07 €	1,803.02 €	0.00 €	12,020.09 €
Total				242,614.67 €	42,814.39 €	0.00 €	285,429.06 €

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
LP	Municipality of Reggio Emilia	 IT	85.00 %	72,303.08 €	12,759.37 €	0.00 €	12,759.37 €
PP 2	Valencia Entrepreneurship and Competitiveness Institute	 ES	85.00 %	34,754.88 €	6,133.22 €	0.00 €	6,133.22 €
PP 3	Upper Silesian Agency for Entrepreneurship and Development Ltd.	 PL	85.00 %	22,778.18 €	4,019.68 €	0.00 €	4,019.68 €
PP 4	WIELKOPOLSKA REGION with the seat of the MARSHAL OFFICE OF THE WIELKOPOLSKA REGION IN POZNAN"	 PL	85.00 %	12,041.47 €	2,124.97 €	0.00 €	2,124.97 €
PP 5	Wakefield Metropolitan District Council - partner until 28 November 2017	 UK	85.00 %	0.00 €	0.00 €	0.00 €	0.00 €
PP 6	Municipality of Gävle	 SE	85.00 %	58,934.81 €	10,400.27 €	0.00 €	10,400.27 €
PP 7	ERVET - Emilia-Romagna Economic Development Agency L.t.d.	 IT	85.00 %	31,585.18 €	5,573.86 €	0.00 €	5,573.86 €
PP 8	Leeds Beckett University - partner from 28 November 2017	 UK	85.00 %	10,217.07 €	1,803.02 €	0.00 €	1,803.02 €
Total				242,614.67 €	42,814.39 €	0.00 €	42,814.39 €

3.1.5 ERDF-/Norwegian funding

	Rate	Maximum funding	Previous reports	Current report	Accumulated	%	Remaining
<i>ERDF</i>	<i>85.00 %</i>	<i>1,204,087.90 €</i>	332,880.12 €	242,614.67 €	575,494.79 €	47.80 %	628,593.11 €
<i>ERDF</i>	<i>75.00 %</i>	<i>0.00 €</i>	0.00 €	0.00 €	0.00 €	0.00 %	0.00 €
<i>ERDF</i>	<i>85.00 %</i>	<i>1,204,087.90 €</i>	332,880.12 €	242,614.67 €	575,494.79 €	47.80 %	628,593.11 €
<i>Norway</i>	<i>50.00 %</i>	<i>0.00 €</i>	0.00 €	0.00 €	0.00 €	0.00 %	0.00 €
Total		1,204,087.90 €	332,880.12 €	242,614.67 €	575,494.79 €	47.80 %	628,593.11 €

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
LP	Municipality of Reggio Emilia	 IT	39,221.45 €	5,883.22 €	3,040.27 €	36,917.51 €	0.00 €	0.00 €	85,062.45 €
PP 2	Valencia Entrepreneurship and Competitiveness Institute	 ES	17,827.42 €	2,674.11 €	6,087.22 €	14,299.35 €	0.00 €	0.00 €	40,888.10 €
PP 3	Upper Silesian Agency for Entrepreneurship and Development Ltd.	 PL	8,470.36 €	1,270.55 €	6,448.98 €	10,607.97 €	0.00 €	0.00 €	26,797.86 €
PP 4	WIELKOPOLSKA REGION with the seat of the MARSHAL OFFICE OF THE WIELKOPOLSKA REGION IN POZNAN"	 PL	4,649.00 €	697.35 €	4,942.38 €	3,877.71 €	0.00 €	0.00 €	14,166.44 €
PP 5	Wakefield Metropolitan District Council - partner until 28 November 2017	 UK	0.00 €	0.00 €	0.00 €	0.00 €	0.00 €	0.00 €	0.00 €
PP 6	Municipality of Gävle	 SE	17,574.72 €	2,636.21 €	1,746.75 €	47,377.40 €	0.00 €	0.00 €	69,335.08 €
PP 7	ERVET - Emilia-Romagna Economic Development Agency L.t.d.	 IT	20,895.52 €	3,134.33 €	4,557.31 €	8,571.88 €	0.00 €	0.00 €	37,159.04 €

PP 8	Leeds Beckett University - partner from 28 November 2017	 UK	8,348.26 €	1,252.24 €	1,613.06 €	806.53 €	0.00 €	0.00 €	12,020.09 €
Total			116,986.73 €	17,548.01 €	28,435.97 €	122,458.35 €	0.00 €	0.00 €	285,429.06 €
<i>Original budget in the application form</i>			738,924.00 €	110,836.00 €	165,842.00 €	385,972.00 €	0.00 €	0.00 €	1,416,574.00 €

Changes from the original plans

In case of overspending or underspending in a budget line and/or in a partner's budget, please state the reasons and indicate the measures that were taken to avoid this in the future. Please also describe on a general level problems encountered and corresponding solutions found.

As planned in the previous PR, during Semester 4 PPs have caught up on the project work plan and this has resulted in a reduction of the total underspending of € 98,663.06.

In particular, the overspending concerned budget lines T&A and EE since 4 SV and 1 TW have been realised as from the updated work plan.

PP6 has reported a higher amount under EE budget line since the expenditure of previous semesters' activities was also included in the present PR.

Within EE budget line, some PPs have exceeded the budget item amount and reported the difference under other EE budget items.

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	PP 3: Upper Silesian Agency for Entrepreneurship and Development Ltd.	22	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	8,700.00 €	Tomasz Piechniczek - Silesian Centre of Entrepreneurship, Marcin Jabłoński - Connectionpoint, LOT Polish Airlines, LOT Polish Airlines, Katarzyna Murek, Adam Szewera - Katowice Special Economic Zone, Mateusz Wachowski - Regional Chamber of Commerce in Katowice Aleksandra Samira-Gajny, Robert Orpych -	Cost of participation of members of the Local Stakeholders Group in the Study Visits in Gavle, Reggio Emilia and Valencia.	8,347.56 €	9,027.57 €

[illegible]

						- Regional Chamber of Commerce in Katowice			
		Planned amount exceeded or unplanned expenditure reported. Please provide justification: The excessive expenditure is dependent on higher interest expressed by the stakeholders in taking part in the study visit. The overall budget for BL.04 is not exceeded, as there are savings on other items.							
2	PP 3: 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 €	Trans Bus Andrzej Sabadach, MAP System sp. z o.o. / Restauracja Prezydent - Sztygarka, Muzeum Górnictwa Węglowego w Zabrze / KWK Guido, Regionalna Izba Gospodarcza w Katowicach, Archibar Marcin Strzyżewski / Restauracja Cadenza, Catering Arts Ewelina Czajka	Cost of organisation of a study visit in Upper Silesia in October 2017 - catering, rental of conference rooms, bus transfers.	2,260.41 €	2,260.41 €

[illegible]

4	PP 7: ERVET - Emilia-Romagna Economic Development Agency L.t.d.	56	FLC costs	FLC costs for phase 1 and phase 2 (8 checks)	7,000.00 €	Simone Centrone	Check SEM 1 - 3	2,196.00 €	2,196.00 €
5	PP 7: 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 €	Maria Pia Falcone, Neri Dario di Neri Mirko & C. snc, Cose Puri soc. coop. P.A., Madonna SRL	Hosting 1 study visit (20-21 September 2017): interpretation, catering and transport costs.	3,656.00 €	3,656.00 €

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7	PP 4: WIELKOPOLSKA REGION with the seat of the MARSHAL OFFICE OF THE WIELKOPOLSKA REGION IN POZNAN"	27	Meeting costs: partner meeting	Hosting 1 Project meeting in SEM3 – Phase 1. 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 €	Korporacja Transportowo -Autokarowa Marek Malicki, Gastropol Antoni Urbański, Gastropol Antoni Urbański, LIDEX Sp. z o.o.	Transport, catering and translation services for participants of 5th Project Study Visit - in Wielkopolska	1,758.38 €	2,287.13 €
8	PP 8: Leeds Beckett University - partner from 28 November 2017	N/A	Travel & accommodation costs: members of the stakeholder groups and other external bodies (unplanned)	N/A	0.00 €	Key Travel , Key Travel	Economic Development Associates Ltd - Mick McKigney - Flights and Accommodation for trip to Valencia for Transfer Workshop Partners Meeting 12-15 Dec 2018	806.53 €	806.53 €
		<u>Planned amount exceeded or unplanned expenditure reported. Please provide justification:</u> Due to insufficient resource Wakefield City Council had to withdraw from the Interreg: Compete IN project and partner change arrangement has been secured for Leeds Beckett University. The project was in Semester 4 during the take-over.Support and knowledge was required to successfully handover the project, without impacting on the progress and deadlines. It has been identified: • Wakefield City Council doesn't have the resource to do the handover; • Mick McKigney is a former Wakefield City Council employee, recently been made redundant by Wakefield City Council, has started consultancy business • Mick McKigney worked on a bid submission for Interreg Compete IN project and was involved in delivery until WCC has decided to pull out • Mick McKigney has the resource, knowledge and expertise to handover the project to University. Mick's attendance at the Study Visit in Valencia was crucial for the handover of the project, facilitation of introductions and filling in the knowledge gaps.							

9	PP 6: Municipality of Gävle	41	Project and/or financial and/or communication management	External support in project management	7,700.00 €	Big Travel Sweden AB, Big Travel Sweden AB, Big Travel Sweden AB, Big Travel Sweden AB, Big Travel Sweden AB, Big Travel Sweden AB, Big Travel Sweden AB, Big Travel Sweden AB, Big Travel Sweden AB, Gävle Kommun, Big Travel Sweden AB, Big Travel Sweden AB, Big Travel Sweden AB, First Card, Randstad AB, Randstad AB, Randstad AB, Randstad AB, Randstad AB, Randstad AB, Randstad AB	These costs refer to travel and external expertise for communication activities.	42,205.57 €	42,205.57 €
		<u>Planned amount exceeded or unplanned expenditure reported. Please provide justification:</u> The reason for this overspending is because we had a loss of one staff person. The one in charge of the communication process in the whole project. Since we were not allowed to employ a new person we had to hire staff from a staffing agency. The cost for this person had to be reported as external expertise since the person was not employed by the municipality of Gävle. Suitable budget lines for this should be exchange of experience and communication and project management. However, this cost should have fallen on staff costs, which explains the overspending. Therefore we would like to make a change of budget from staff to suitable external expertise budget lines. This problem will not occur in next period.							

11	PP 6: 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 €	VS & Perssons bussar, Winn hotels Gävle AB, Högsoleresta uranger AB, Högsolan Gävle, Fullriggaren Restaurant, First Card / Clarion Hotel, Gävle and costs in Madrid., Mackmyra	These costs refer to the Study Visit in Gävle (14-15/11/2018): lunches, dinners, bus transportations and room rentals.	5,106.29 €	5,106.29 €
12	PP 2: 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 €	Patricia Pastor (Valencia municipality / start ups and entrepreneurship) was invited to participate in the Emilia Romagna meetings, Silvia Sancho Pérez (Valencia municipality international dpt) was invited to participate in the Emilia Romagna meetings,	To better evaluate and select the best practices proposed by Emilia Romagna and Gavle, we invited the stakeholders related to two sectors to participate in the presentations in Sweden and Italy. They know exactly what is needed by the export companies and what the entities supporting the companies or the sectors are lacking in our region. That is why stakeholders related to the food industry visited the stake holders in Emilia Romagna in the agrifood sector and the IT sector association and the It Technology institute attended the meetings in Gavle Swwedden.	8,876.27 €	8,876.27 €

						Enrique Roig Arranz (Valencia municipality international dpt) was invited to participate in the Emilia Romagna meetings, Maria Aranzazu Viñals (REDIT. Technology Institutes Network) was invited to participate in the Emilia Romagna meetings, Jose Luis Monzó Sanchez (AINIA, Food Technology Institute) was invited to participate in the Emilia Romagna meetings, Sergio Barona Valiente (FEDACOVA, Food Enterprises Association)			
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						was invited to participate in the Emilia Romagna meetings, Maria Aranzazu Viñals (REDIT. Technology Institutes Network) was invited to participate in the Emilia Romagna meetings, VIAJES GULLIVER. Patricia Pastor (Valencia municipality / start ups and entrepreneurship) was invited to participate in the Emilia Romagna meetings, VIAJES GULLIVER. Patricia Pastor (Valencia municipality / start ups and entrepreneurship) was invited to			
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						participate in the Emilia Romagna meetings, VIAJES GULLIVER. Silvia Sancho Pérez (Valencia municipality international dpt) was invited to participate in the Emilia Romagna meetings, VIAJES GULLIVER. Silvia Sancho Pérez (Valencia municipality international dpt) was invited to participate in the Emilia Romagna meetings, VIAJES GULLIVER. Enrique Roig Arranz (Valencia municipality international dpt) was invited to participate in			
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						the Emilia Romagna meetings, VIAJES GULLIVER. Enrique Roig Arranz (Valencia municipality international dpt) was invited to participate in the Emilia Romagna meetings, VIAJES GULLIVER. Maria Aranzazu Viñals (REDIT. Technology Institutes Network) was invited to participate in the Emilia Romagna meetings, VIAJES GULLIVER. Maria Aranzazu Viñals (REDIT. Technology Institutes Network) was invited to participate in the Emilia			
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						Romagna meetings, VIAJES GULLIVER. Jose Luis Monzó Sanchez (AINIA, Food Technology Institute) was invited to participate in the Emilia Romagna meetings), VIAJES GULLIVER. Jose Luis Monzó Sanchez (AINIA, Food Technology Institute) was invited to participate in the Emilia Romagna meetings), VIAJES GULLIVER. Sergio Barona Valiente (FEDACOVA, Food Enterprises Association) was invited to participate in the Emilia Romagna			
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						meetings), VIAJES GULLIVER. Sergio Barona Valiente (FEDACOVA, Food Enterprises Association) was invited to participate in the Emilia Romagna meetings), VIAJES GULLIVER. Raúl Martín Calvo (Martinez Loriente/ food innovation working group) was invited to participate in the Emilia Romagna meetings, VIAJES GULLIVER. Raúl Martín Calvo (Martinez Loriente/ food innovation working group) was invited to			
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						participate in the Emilia Romagna meetings, VIAJES GULLIVER. Gabriela Clemente Polo (University of Valencia / Food Programme) was invited to participate in the Emilia Romagna meetings, VIAJES GULLIVER. Gabriela Clemente Polo (University of Valencia / Food Programme) was invited to participate in the Emilia Romagna meetings, VIAJES GULLIVER. Laura Olcina (ITI- Instituto Tecnológico de informática) was invited to			
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participate in theStudy Visit GÄVLE, VIAJES GULLIVER. Laura Olcina (ITI- Instituto Tecnológico de informática) was invited to participate in theStudy Visit GÄVLE, Laura Olcina (ITI- Instituto Tecnológico de informática) was invited to participate in theStudy Visit GÄVLE, VIAJES GULLIVER. J. Manuel Alcayna (Coordinator ESTIC) was invited to participate in theStudy Visit GÄVLE, VIAJES GULLIVER. J. Manuel Alcayna (Coordinator ESTIC) was invited to

						participate in theStudy Visit GÄVLE, J. Manuel Alcayna (Coordinator ESTIC) was invited to participate in theStudy Visit GÄVLE, Patricia Pastor (Valencia municipality / start ups and entrepreneur ship) was invited to participate in the Emilia Romagna meetings, Silvia Sancho Pérez (Valencia municipality international dpt) was invited to participate in the Emilia Romagna meetings, Enrique Roig Arranz (Valencia municipality international dpt) was			
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						invited to participate in the Emilia Romagna meetings, Maria Aranzazu Viñals (REDIT. Technology Institutes Network) was invited to participate in the Emilia Romagna meetings, Jose Luis Monzó Sanchez (AINIA, Food Technology Institute) was invited to participate in the Emilia Romagna meetings			
		Planned amount exceeded or unplanned expenditure reported. Please provide justification: IVACE exceeded the amount for travelling costs for the stakeholders. IVACE, as a Government agency, is not an expert in the food and IT sectors, IVACE decided to include selected representatives in these fields to meet with their counterparts in Italy and Sweden. They could discuss technical matters and exchange information on what is going on in Italy and Sweden in terms of strategy, support and services to export companies. These two sectors are very relevant to us. The food industry is well developed, made up of 3.000 exporters on regular basis and the first export sector in our region. The IT sector is developing as well, and the internationalization is very important for the companies, since the market is global. There are 200 companies doing business internationally. We exceeded the planned expenditure because we needed the input of the experts in the IT and food areas.							
13	PP 2: Valencia Entrepreneurship and Competitiveness Institute	14	FLC costs	FLC costs for phase 1 and phase 2 (8 checks)	5,000.00 €	KRESTON - IBERAUDIT AUDITORES LEVANTE SL	First Level Controller. Auditing of the project, 2nd semester expenses	1,089.00 €	2,420.00 €

14	PP 2: Valencia Entrepreneurship and Competitiveness Institute	15	Meeting costs: partner meeting	Hosting 1 project meeting ((rent room, catering) - 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)	8,200.00 €	CAFETERIA LA NAU (CARMEN SAEZ HOSTELERIA Y SERVICIOS SL), VALENCIA ABOUT (MARIA DOLORES TRINIDAD MARTINEZ), PAL-ART SERVICIOS VALENCIA SL, RESTAURANT E BALANDRET (BIENVE TROPICAL SL), TURIABUS, COLEVISA, CAFÉ DE TUS HORAS	On December 13 to 15 2017, IVACE organized its Study Visit and the Project Meeting in Valencia (Spain). 34 people attended these two events, including the partner's representatives and stakeholders invited to the transfer workshops. Detailed description of the costs incurred: Wednesday, Dec 13th, coffee break at 10:30 for all the participants. Lunch was organized on the 13th at the University Cafeteria named La Nau. The same day, all the participants had dinner at the City of Arts and Sciences restaurant named Contrapunto. Thursday Dec 14th, a coffee break was also offered, just for the attendants of the consortium meeting. Lunch at the restaurant El Balandret. IVACE arranged transportation for the participants as well. The selected provider was Turiabus.	4,334.08 €	4,334.08 €
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17	LP: Municipality of Reggio Emilia	9	External support for the exchange of experience process, in particular the development of the regional action plan	External technical support to design and implement a web-based On-line platform the exchange of experiences between partners (used by all PPs to collect info on internationalization levels in each region)	20,000.00 €	Certhidea S.r.l.	External technical support to design and implement a web-based On-line platform the exchange of experiences between partners (used by all PPs to collect info on internationalization levels in each region). http://competein.certhidea.it The online platform will be a key element to foster the policy learning process: it will facilitate the knowledge sharing and will work on a 2 level system: at local level, as a tool useful for Local Stakeholder Group members and other important actors, to have a map of internationalisation aspects and activities of the city and region concerned, and at interregional level, to exchange of experience, have an update on activities progress and disseminate project results, not only per partners, but also for other external subjects interested in this topic.	13,542.00 €	18,422.00 €
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18	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 €	Bar Pasticceria Boni Erio e C snc, Il Mastellino S.r.l. Unipersonale , Reggio Children S.r.l., Fondazione R.E.I. _ Ricerca Industriale e Trasferimento Tecnologico , Autoservizi Fontana s.a.s.di Fontana Alessandro e C., Il Mastellino S.r.l. Unipersonale , Reggio Children S.r.l.	All the following costs are related to the Reggio Emilia Study Visit realised on the 19/20.09.2017: • Bar Pasticceria Boni Erio e C snc: ORGANIZATION, PREPARATION AND MANAGEMENT OF A COFFEE STATION SERVICE • Il Mastellino S.r.l. Unipersonale: ORGANIZATION AND PREPARATION OF A SERVICE OF BANQUETING ORGANIZATION, PREPARATION AND MANAGEMENT OF A COFFEE STATION SERVICE • Reggio Children S.r.l.: ORGANIZATION, PREPARATION AND MANAGEMENT OF A COFFEE STATION SERVICE ORGANIZATION AND REPARATION OF A SERVICE OF BANQUETING • Autoservizi Fontana s.a.s.di Fontana Alessandro e C.: RENTAL SERVICE WITH DRIVER FOR TRANSPORT OF THE WORKING GROUP • Fondazione R.E.I. _ Ricerca Industriale e Trasferimento Tecnologico: RENTAL FOR USE OF TECHNOPOLE SPACE IN REGGIO EMILIA (ROOM CONFERENCE)	3,706.75 €	4,291.75 €
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19	LP: Municipality of Reggio Emilia	4	Travel & accommodation costs: members of the stakeholder groups and other external bodies	- Study visits: 3 representatives from LSG per 3 study visits. - Transfer workshops: 1 stakeholder participating as expert to each transfer workshop	4,872.00 €	Unindustria, Galli Giovanna, Sforacchi Martina, Jacoste Lozano Beatriz, Riccò Paola, C.R.P.A. SPA _ Centro Ricerche Produzioni Animali	STUDY VISITS C/O PARTNER 3 - UPPER SILESIAN AGENCY FOR ENTREPRENEURSHIP AND DEVELOPMENT LTD.; PARTNER 4 - WIELKOPOLSKA REGION WITH THE SEAT OF THE MARSHALL OFFICE OF THE WIELKOPOLSKA REGION IN POZNAN; PARTNER 6 – GÄVLE KOMMUN; PARTNER 2 - VALENCIA ENTREPRENEURSHIP AND COMPETITIVENESS INSTITUTE _ TRAVEL, ACCOMODATION AND MEALS EXPENDITURE FOR REPRESENTATIVES OF THE LSG (UNINDUSTRIA, GALLI GIOVANNNA, SFORACCHI MARTINA, JACOSTE LOZANO BEATRIZ, PAOLA RICCÒ, C.R.P.A. SPA _ CENTRO RICERCHE PRODUZIONI ANIMALI	4,460.07 €	7,101.41 €
		Planned amount exceeded or unplanned expenditure reported. Please provide justification: The exceeding expenditure, which is due to the greater participation of LSG members to the Study Visits, will be covered through other External expertise and services budget items.							
20	PP 6: Municipality of Gävle	43	Travel & accommodation costs: members of the stakeholder groups and other external bodies	- Interregional workshop in Wakefield: 1 representative from LSG participating - Study visits: 4 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: 4 stakeholders participating	18,700.00 €	Big Travel Sweden AB	Train tickets for Therese Florentin from University of Gävle - Travel from Gävle to Stockholm/Arlanda airport (18/09/2017) and back (22/09/2017) for the Study Visits in Reggio Emilia and Bologna.	65.54 €	3,681.51 €
								122,458.35 €	179,784.67 €

3.2.3 Equipment

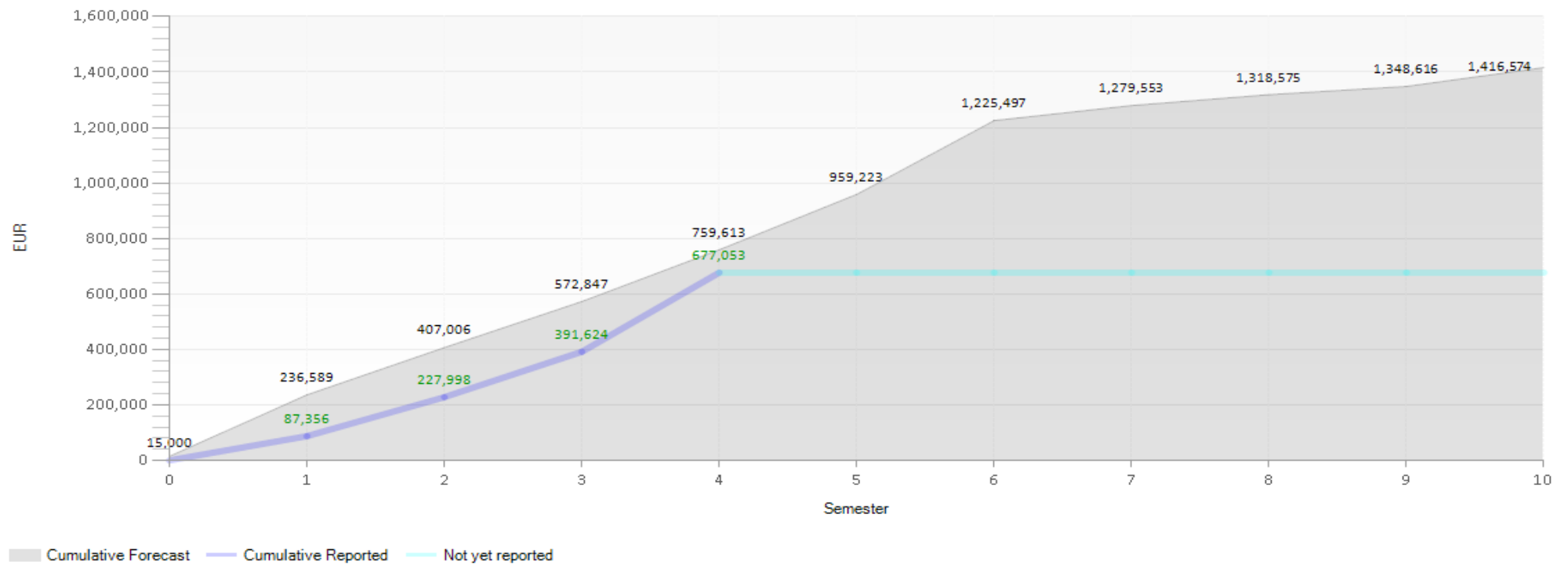
	Partner	Item number as planned in the application form	Type of cost	Description in the application	Planned amount	Supplier(s)	Description	Total amount in EUR	Reported so far
									0.00 €

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	<i>Previously reported</i>	Reported amount	Comments (optional)
P06-01	Municipality of Gävle	Resecity i Söderhamn AB	11,430,000.00 €	14,287,000.00 €	Open procedure	Services	5,395.21 €	7,096.92 €	12,492.13 €	N/A
P06-02	Municipality of Gävle	Winn Hotels	3,325,000.00 €	4,156,000.00 €	Open procedure	Services	1,538.12 €	1,158.99 €	2,697.11 €	N/A
P06-03	Municipality of Gävle	Sodexo AB	82,297,257.00 €	100,287,157.00 €	Open procedure	Services	0.00 €	58.49 €	58.49 €	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		87,355.63 €	140,642.47 €	163,625.69 €	285,429.06 €						



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.

As already reported, within this semester the underspending has consistently decreased: € 98,663.06 on € 186,766.00 totally reported. A further reduction of the underspending is foreseen for next semester when PPs will keep on recovering on the delay on the work plan and when PP8 will be fully involved in the implementation of project 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
LP	Municipality of Reggio Emilia	 IT	0		1
PP 2	Valencia Entrepreneurship and Competitiveness Institute	 ES	0		1
PP 3	Upper Silesian Agency for Entrepreneurship and Development Ltd.	 PL	0		0
PP 4	WIELKOPOLSKA REGION with the seat of the MARSHAL OFFICE OF THE WIELKOPOLSKA REGION IN POZNAN"	 PL	0		0
PP 5	Wakefield Metropolitan District Council - partner until 28 November 2017	 UK	0		2
PP 6	Municipality of Gävle	 SE	0		0
PP 7	ERVET - Emilia-Romagna Economic Development Agency L.t.d.	 IT	0		0
PP 8	Leeds Beckett University - partner from 28 November 2017	 UK	0		0

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

Allegato 2
Documentazione Progress Report 5
Quinta Fase 01.04.2018/30.09.2018



PR 5 PGI00129 COMPETE IN

Competitive territories through internationalisation: SMEs competitiveness in globalised regions

Version: 5

Submission Date: **15/03/2019**

Submission User: **erica.orrue@e-35.it**

PR Control Number: **500582387d1f545945e74d6c21967707**

Control Number: **0be7a091252e36e2e42838b9ac58ca38**

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

Reporting period **01/04/2018** to **30/09/2018**

ERDF amount reported in this reporting period: **175,843.19 €**

	Partner name	Partner state	Current report
1-LP	Municipality of Reggio Emilia	 IT	64,485.84 €
2-PP	Valencia Entrepreneurship and Competitiveness Institute	 ES	26,506.02 €
3-PP	Upper Silesian Agency for Entrepreneurship and Development Ltd.	 PL	7,133.85 €
4-PP	WIELKOPOLSKA REGION with the seat of the MARSHAL OFFICE OF THE WIELKOPOLSKA REGION IN POZNAN"	 PL	11,185.40 €
5-PP	Wakefield Metropolitan District Council - partner until 28 November 2017	 UK	0.00 €
6-PP	Municipality of Gävle	 SE	39,345.99 €
7-PP	ERVET - Emilia-Romagna Economic Development Agency L.t.d.	 IT	25,543.71 €
8-PP	Leeds Beckett University - partner from 28 November 2017	 UK	32,673.56 €
Total			206,874.37 €

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?

In Semester 5, all Project Partners (PPs) showed a good level of commitment both at project and local level. Most of them had meetings with local stakeholders and all of them were involved in the organisation and delivery of Transfer Workshops (TWs), under the coordination of the Lead Partner (LP).

The realisation of the activities keeps being a bit delayed compared to the Application Form work plan, because of the delay accumulated in the previous semesters. However, the situation is under control and the delay does not affect the proper implementation of the project. All expected activities will be realised by the end of Phase 1.

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?

Policy learning process is progressing well. PPs entered the TWs phase, in which they had a hands-on experience of GPs chosen in view of adaptation and adoption of some elements to the local context.

TWs had a similar format: preparation of background briefing and focus on points to be best addressed; introduction of territories; presentation of GPs and Q&A session focusing on transfer and implementation of GPs with local stakeholders; final TWs report. TWs clearly demonstrated their effectiveness to find out actions for LAP concept notes and offered to all PPs an interesting platform to discuss and better focus on actions.

Common challenges raised were shared by PPs during a Skype call in July and in PMG4 meeting held in Katowice. Similar issues came out: Municipalities face same needs and challenges to enforce the territorial dimensions and enhance synergies and coordination among different stakeholders; Regional Authorities need to improve and innovate measures to support local actors and SMEs. One of the main issues (in particular from Regional authorities) is the low engagement and participation of actors from LSG: their engagement has been easier for municipal PPs. In terms of lessons learnt by PPs, there is the need to promote and spread a territorial culture of internationalisation in which SMEs have a central role, as proactive actors and not only final users, potentially involved as mentors, ambassadors and storytellers for other SMEs that are not international yet.

Another element considered really relevant is the need to improve connections among schools, universities and SMEs. PPs also underlined the importance of the role of local actors and institutions in the internationalisation of a territory and the collaboration between public and private sectors. All these concepts will be translated into actions in the LAPs each partner is currently drafting. TWs received very positive feedback and were seen as interesting and beneficial for people involved.

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

During Semester 5, stakeholders have been highly involved at project level, by taking part in TWs both as BPs holders and as recipients of new BPs.

Thanks to TWs, local stakeholders could make new contacts with stakeholders from other regions and they are currently exchanging information with each other.

As in previous semesters, they were also involved at local level, though the participation in regular meetings. LSGs members received specific communications from PPs and were also tagged in social networks and encouraged to share posts about Compete In project results and activities on their websites and social pages. Not all PPs organised LSG meetings this semester, even though stakeholders were constantly updated about the project.

Participation in Policy Learning Platform

All PPs have registered on the Policy Learning Platform (PLP) and the project's Good Practices are currently being uploaded. Some problems with validation procedures, editing process and unloading were managed by the LP on behalf of different PPs by getting in touch with JS and tackling with it all issues. GPs database will be very useful to find synergies with other projects focused on SMEs competitiveness, for networking and to find support from experts in the finalisation of Local Action Plans.

As far as the PLP community and activities is concerned, several webinar and exchange of experience possibilities are exploited and are considered to be very useful.

1.2 Storytelling

What are you particularly proud of in this reporting period?

The most successful activity of this semester has been the realisation of Transfer Workshops.

We are very proud of how TWS have been implemented and used by partners as opportunity to learn, exchange and focus on particular aspects and challenges of territories. We are also really proud of how intensively each partner worked for engaging at the best all the members of its own stakeholders' group, in order to evaluate together, as "territorial systems", the good practices to be transferred, accurately selecting the most relevant elements of interest to be adopted and then adapted to the local context through the inclusion into the Local Action Plans. In some cases, there have been more difficulties than in others (mainly for Regional Authorities) but all partners have highlighted how much important and useful is the engagement of LSGs members for these policies.

Beside this, the TWs have been used as leverage to create new partnerships and connections among partners. In particular, thanks to Transfer Workshops, forward thinking partners and stakeholders made new connections related to common areas of work and interest. Reggio Emilia and Leeds Beckett University – for instance – about the industrial archives as leverage for the promotion of the territory. Leeds is also defining possible collaborations with Gävle stakeholder Future Position X, while the Municipality of Gävle is planning to organise a territorial mission in Reggio Emilia.

At this purpose, we will report the testimony of a member of Reggio Emilia Local Stakeholder Group, Unindustria. The Vice-President Daniela Fantozzi declared: "There's has been a high level of cooperation between the Municipality and Unindustria. We have cooperated with the administration by taking part in the Local Stakeholder Group to realise the various steps of the project, in particular by presenting our good practices and by analysing the others'. We took part in local meetings, Transfer Workshops and Study Visits to meet other realities involved in SMEs internationalisation. Last year we took part in the study visit in Gävle, Sweden, where we involved the "Digital Club" and 4 SMEs interested in meeting the Swedish ICT cluster, which was very interesting. Our mission is to create advantages for local enterprises and Compete In is an experience that promotes skills and abilities, looking at internationalisation and innovation by the right perspective. We are willing to continue our collaboration also in the future in view of the implementation of the Local Action Plan".

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	69	81
Number of good practices identified	0	21	21
Number of people with increased professional capacity due to their participation in interregional cooperation activities	0	0	42
Number of action plans developed	0	0	7
Number of appearances in media (e.g. press)	14	65	35
https://docs.google.com/spreadsheets/d/1lc7CcAdzVP1006HXTbUyNU2hcsDWDQkTE1yKSzGDZf8/edit#gid=1806099465			
Average number of sessions at the project pages per reporting period	430	395	1,000

1.3.2 Reporting per semester

Activities of the current reporting period as originally planned

a) exchange of experience

SEM5 is focused on the preparation of Action Plans

ANALYSIS OF INTERNATIONALISATION ENABLING FACTORS

Analysis is finalized by LP and P8, and Policy guidelines on internationalization of regions' policies are produced. These guidelines are a tool illustrating the added value regions represent in the internationalization of SMEs; they are intended as a tool to support decision making. The Analysis will be concluded in Month 2 of this SEM5

ACTION PLANS PREPARATION

LSG meets regularly to prepare Action Plan. On the base of the knowledge acquired and of confrontation performed with LSG, each PP prepares concept notes of the intervention to be realised as improvement of policy instruments addressed. These concepts are shared with relevant policy makers to reach political acceptance. Exchanged of information among PPs on concept notes preparation proceeds via the Online exchange platform.

INTERNATIONAL EXCHANGE SEMINAR

1 International exchange seminar is foreseen in Reggio Emilia (together with PMG5) to share, among PPs, concepts notes setting interventions identified by each region. All PPs participate, the seminar is targeted to technicians, stakeholders from LSG and policy makers. The idea is to have the PPs sharing their plans in a plenary sessions, and, beside this, to have mentoring meetings with key experts on internationalization coming from inside and outside EU. This seminar will be realized before the approval of the local action plan, so as to provide the opportunity to fine tune Actions plans

Local trainings continue.

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:

- production of project's posters for the international exchange seminar
- promotion, visibility and dissemination of the international exchange seminar to disseminate contents at local, national and international level.
- NL 3 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 5 is hosted by LP, Month 2 of the semester, held together with the international exchange seminar. Issues: discussion on Action Plan preparation from each PP; update on communication tasks. 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 Draft analysis of internationalisation enabling factors
- 1 International Exchange seminar
- 2 local trainings
- 7 Local Stakeholders groups meetings (at least 1/PP)
- 7 concept notes on local action plans prepared

Communication and dissemination:

- 1 newsletter issued
- 7 Project posters 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

During SEM 5, the exchange of experience continued with the transfer of good practices through Transfer Workshops.

Partners transferred the following GPs through meetings and Skype conferences:

LP: P2 Vit Empreende (15/06/18), 22 participants and P8 Wakefield Bondholder Scheme (17/05/2018), 31 participants (P7 also took part)

P2: P7 ERGO (10/05/2018), 11 participants

P3: P2 Xpande/Sicomex(04/06/2018), 11 participants

P4: P2 Xpande/Sicomex (05/06/2018), 19 participants; P6 TRIIP (14/09/2018), 12 participants

P6: P2 Vit Empreende (25-26/06/2018), 10 and 5 participants; and LP Higher Education supporting internationalisation of SMEs (30-31/08/2018), 21 and 8 participants

P7: P4Gospodarna (thrifty) Wielkopolska and eBOI database (19/06/2018), 7 participants

P8: P6 TRIIP (07/06/2018), 17 participants; P2 Vit Empreende (14/09/2018 – Skype call), 10 participants

At local level, the following LSGs meetings took place:

LP: 11/09/2018, 13 participants, discussion about main elements emerged from TWs, gathering ideas and proposals for the elaboration of the LAP concept note, update on project's next steps.

P4: 14/09/2018, 12 participants, discussion about TWs held, LAP preparation, schedule and project current issues.

P6: 16/04/2018, 8 participants, update on project's activities, upcoming TWs, preparation of start of regional export centre, project's next steps; 21/08/2018, 13 participants, update on project's activities, June TW, upcoming TW and PMG meeting, project's next steps.

P8: 01/05/2018, 11 participants, introduction to the project, role of the stakeholders and update on project progress.

P8 with the supervision of LP have defined according to the index main issues and focus to be included into the analysis on internationalisation enabling factors. P8 has drafted the first version which was presented during a Skype call on July 3rd, while at PMG5 in Katowice the document contents and specific checklists were presented. Next semester the document will be fine tuned by PPs and transformed into policy guidelines.

The LP prepared guidelines for the definition of LAPs according to the Programme Manual and including a focus on the adaptation and localisation of Action Plans on each territory. Guidelines have been prepared both for drafting concept notes and for LAPs full versions. These documents were presented during the Skype call in July, while during PMG5 the first LAPs concept notes were presented.

During SEM 5, the EE activities focused mainly on TWs implementation and definition of LAPs. Eventual specific needs coming from Partners according to each LAP on which focusing local trainings will be considered in SEM6.

b) Communication and dissemination

In SEM5, communication and dissemination activities were coordinated by P6, with the supervision of LP and the contribution of all PPs.

The following activities were realised:

- press releases were issued by P1, P2, P4 and P7 and sent out to local media, resulting in 14 media appearances;
- news about the project activities were published on the project's website;
- social media campaign continued with the publication of posts on Facebook and Twitter;
- the project was presented during external events by P4 and P7:
 - P4 presented the project during the National Information Day for Interreg Europe 4th call organised by the Polish Ministry of Investment and Economic Development on 18/04/18 with 110 participants. During this event different Interreg projects were presented to local institutions, potential applicants and to the Interreg EU Secretariat. The agenda at this link:
<https://www.dropbox.com/s/3p44euqai40es8u/Interreg%20National%20Information%20Day%2018.04.2018%20-%20agenda.pdf?dl=0>
- ERVET took part to Interreg Europe EIS Project's International learning workshop in Koprivnica on 13/06/18 (25 participants) and illustrated the approach, partnership, methodology of COMPETE IN to the EIS partnership, eventually leading to a joint event by the two project during the European Week of Regions and Cities (Bruxelles)
- meetings with key decision makers were realised by all PPs;
- PLP: PPs registered to the community for networking and GPs are currently being uploaded.

c) Project management

Project management activities were successfully delivered in semester 5, coordinated by LP.

More specifically:

- A skype conference was organised on July 3rd with all PPs to discuss about TWs implementation and LAP drafting;
- PMG5 was hosted by P3 in Katowice on September 20th and 21st. The topics tackled were: wrap-up on transfer workshops; presentation of the draft of the analysis of internationalisation enabling factors; presentation of Local Action Plans concept notes; update on communications tasks and on spend reporting;
- Progress Report 4 was prepared by LP in collaboration with all PPs and submitted to JS. After the clarification phase, PR4 was approved and the relative payment was transferred to PPs;
- PPs managed activities implementation at local level.

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.

a. International Seminar will be realised in SEM6 before the approval of LAPs, providing the chance to fine tune them.

P2, P3, P6 didn't have LSG meeting but constantly involved stakeholders during TWs. They'll catch up in SEM6. P8 caught up with the realisation of a LSG meeting related to SEM4 activities; it will hold 2 meetings in SEM6. P4 TW with P6 and P8 TW with P2 were done via Skype.

b. Planning for the International Seminar has started: posters and other materials will be realised in SEM6. NL3 was anticipated at the end of SEM4, so the last NL has been delayed to SEM6.

Some PPs need to present the project at external events: they will catch up during SEM6.

c. PMG 5 was hosted by P3 instead of LP. PPs agreed to swap locations of the last 2 PMGs in order to have PMG6 in Reggio Emilia with the International Seminar.

Being an optional activity, PPs decided not to organise local trainings. Some PPs will use relevant budget for external support in the preparation of the LAP.

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	1	6
Amount (EUR) of Structural Funds (from Growth & Jobs and/ or ETC) influenced by the project in the field tackled by the project.	1,360,000	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)	N/A
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 new 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
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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.

The results achieved so far on the policy instrument come from the main lessons learnt during the two Transfer Workshops held by the Municipality of Reggio Emilia.

Different aspects have been highlighted on the good practices analysed during TWs and in the wrap-up meetings held into this framework: the importance of promoting a culture of innovation and internationalisation addressing enterprises and young people in particular; the need to reinforce the collaboration between the public and private sectors but also to bring businesses and general public closer, making enterprises direct protagonist of all the policies and activities.

Actions concerning these challenges will be included in the LAP.

The LAP will influence the policy instrument addressed Single Document for Planning of the Municipality of Reggio Emilia in particular touching the Strategic priority 1 - Economic development: the international city of innovation and creativity Objective 3: promotion and internationalisation of the Single planning document of the Municipality of Reggio Emilia with the modification of objectives and indicators, by declining them into concrete actions that will be implemented in Phase 2.

In particular, the idea is to have focus into the Policy instrument on:

- improving of the governance, formalising the local stakeholder group;
- reinforcing the culture of internationalisation and innovation of companies,
- reinforcing the attractiveness of Reggio Emilia at an international level;
- improving the attractiveness of the Innovation Park by creating a multi-organisation working group;
- improving the attractiveness of the territory through the organisation of an EDU-Research Business Week.

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)?

Even if not yet formally influenced, the Single Document for Planning of the Municipality of Reggio Emilia is already being affected by the measures that will be included in the LAP, in particular with regard to the development of international projects and partnerships, as a priority and strategic asset of the Municipality to strengthen the policies' innovation capacity as well as to offer to the territory new opportunities of cultural, social and economic development.

This objective will be promoted in close collaboration with the E35 Foundation for international projects, in particular by:

- 1) strengthening the policies and strategies of Reggio Emilia at European level, developing European projects for innovation, exchange of experience and transfer of know-how;
- 2) offering opportunities for young people to promote the culture of internationalization and exchange, in particular through mobility experiences at European and international level;
- 3) promoting the production excellence by leveraging on the potential of the system of international relations of the territory, developing paths and projects aimed at involving local players in the exchange and development of international partnerships;
- 4) enhancing the role of Reggio Emilia as an actor for development, locally and globally, promoting human rights, sustainable and inclusive development also outside Europe, and innovative paths of internationalization in emerging areas and contexts.

A meeting with the Deputy Mayor for International Affairs was organised on 4/09/18 in preparation of the LSG meeting to be held on 11/09/18;

	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
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.

This process has gone through different steps, initially to identify main issues where to focus efforts, watching, listening others as an inspiring process, and co-creation workshops at transnational level, at the Local Stakeholders Group and with all key actors involved in the region. In this context, IVACE narrowed down to two best practices providing better solutions to the Valencia necessities and implementing them.

The two importing best practices that will impact the internationalization strategy of the Valencia Region and will definitely influence the regional policy instrument are:

- Triip, Gavle entrepreneurship and internationalization programme
- Emilia Romagna go global strategy methodology

The Valencia ERDF Operational Programme 2014 / 2020 focus on internationalization and innovation promotion: Axis 3 improve the SMEs competitiveness.

Priority 3.a) Promotion of entrepreneurship, in particular facilitating the economic use of new ideas and promoting the creation of new companies, also through business incubators.

Priority 3.d) Support to the capacity of SMEs to grow in the international markets and in innovation processes.

In this context, the LAP will address the specific issues of fostering new businesses and promoting exports.

Implementing bodies are the Direction General of Internationalizations belonging to the Regional Government of Valencia and IVACE. The Direction General of internationalization is indeed the policy-responsible body.

Stakeholders related to entrepreneurship will be particularly involved as well.

On the other hand, IVACE aims to determine what paths can be explored in order to improve trade promotion efforts to ensure better delivery of service. The Valencia Ministry of Economy priority is to boost efficiency in the selection of markets and activities, considering the limited human and financial resources dedicated to fostering exports.

We seek a new perspective on internationalization strategy formulation and execution. Emilia Romagna is performing very well, one of the leading export areas in Europe with a very competitive industrial sector. The aim is to evaluate the feasibility of a more comprehensive internationalization strategy in the Valencia Region not only focusing on the exporters needs but for the region as a whole. One of our targets is to further coordinate entities related to SMEs in the region of Valencia.

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 first direct impact is taking place now. IVACE is currently designing the internationalization plan for 2019. We are already putting into action some recommendations that have been articulated during the workshop with the Emilia Romagna representatives in Valencia in May. The sectors association are participating in a different way in the selection of markets and specific activities the Valencia Region will focus on next year.

A meeting with key decision makers was organised in the occasion of the visit to Valencia of the Emilia Romagna Delegation on 05/05/18;

	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.

Currently LAP is being elaborated and the process is still on-going. The LAP main actions will focus on:

1. Update of Regional Innovation Strategy - This is the key point of LAP to be included in updating RIS of Silesia Province. We will promote LAP among either stakeholders or key decision makers as well.
2. Regional Export Platform (REP) - (best practices: Valencia - Expande and Wakefield Bondholders). There is no systemic support for internationalization in Silesia Region today. We plan to create the regional export platform based on existing resources expecting to gain synergy effect and then to provide financial support from regional funds.
3. Clusters and Export Consortia - Clusters from the very start should be international oriented. Unfortunately they are barely included into existing policies. Consortia by themselves are disregarded in present policy. In LAP we focus on internationalization of existing regional clusters in accordance with regional strategy. Clusters will be included as independent entities into REP. We will also promote the establishment of Export Consortia based on the experience of Valencia. We will also organize call for the operator for clusters and consortia.
4. Internationalization Academy (IA) - (Gavle) We identified a number of gaps in the preparation of companies in internationalization process. It makes cooperation difficult once managers or owners don't know proper methodology. IA will provide complex trainings, coaching and mentoring for companies, NGOs or other entities operating in Silesia Region.

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)?

During elaboration of LAP we have been forced to change our previous assumptions. It was due to either the change of structure of regional policy or change of political situation in the region. We decided LAP should be implemented into Regional Innovation Strategy - main, initial instrument - to have direct impact on the regional ecosystem and to provide, later on, financing for the execution of long term LAP activities by ROP.

A meeting was realised on 22/06/18 following the transfer workshops with P2. The meeting was attended by representatives of the Silesian Marshal Office, Department of Economy, Ms. Elżbieta Kubica - Korek and Mr. Robert Orpych - as members of LSG.

	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
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.

For a purpose of Partners Meeting in Katowice on 20-21 September 2018, a concept note of LAP for Wielkopolska was prepared. While preparing the note, preliminary consultations with other employees of the Marshal Office experienced in Interreg projects as well as Spanish expert of SICOMEX GP were conducted. Main assumptions of the document were discussed with project partners in Katowice.

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)?

Due to financial constraints and financial settlement restrictions, initial policy instrument is no longer subject to major changes. There are no tools and time frames make it impossible to implement new projects within current financial perspective. However, the Local Action Plan will foresee actions that will influence indirectly future regional policy in the field of the support for SMEs internationalisation, in particular the results of a survey will help to prepare a recommendation for Wielkopolska's regional operational programme 2021.

A meeting with the Director of the Marshal Office Department of Economy was realised on 12/09/2018 about Action Plan concept note to be presented during Partners Meeting in Katowice (20-21/09/2018). The participants discussed challenges, objectives and actions of the Plan. The proposal of the concept note was approved by the Director of the Department of Economy;

	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
% 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.

The main focus of the LAP will be to influence implementation and delivery on the development and support of SMEs that are oriented to growth, innovation and internationalisation.

The LAP effectively will draw on TRIIP and Vit Empreende best practices balancing micro SME support with an enriched macro environment, providing expert assistance and intervention, as well as mentoring events, networks, with access to flexible capital and talent. The LAP will fine-tune and enhance the performance of existing and unfolding support to SMEs interested in / developing export activities. SMEs will be encouraged to look at internationalisation strategies, with the aim to positively influence their qualitative and quantitative outputs and impacts.

Processes will be created to diagnose and indicate gaps in SME export information and preparation weaknesses. Creation of an environment rich in support through networks, mentoring, talent fixing and access to capital.

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)?

Semester 5 has given us information and ideas to create a plan to discuss, promote and involve our policy makers in the delivery and collaboration of the action plan. We have also had discussions regarding the project with key policy makers during this semester keeping them informed of the project and next steps.

Whilst there are no changes to the report at the moment, we anticipate to discuss our learning from the TWs at the LSG meeting and get members' input to drive LAP.

The TW were informative and inspiring and we are looking forward to further collaboration with the partners and stakeholders to draft our LAP and start working on the implementation of it.

On 04/07/18 a meeting was organised with Henry Rigg, LEP lead for business growth and responsible for the development of the regional LEP growth service, to update him on the project progress and on the next stages of the Action Plan.

	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 Gävle LAP has and will continue to deliver towards the initial policy instrument (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.), as the ERDF project developed via Compete In to improve policy instrument is an integral part of the LAP.

The transnational learnings from the partners of Compete In will in part be integrated in the LAP (Good Practices from Valencia and Reggio Emilia), but has already and will continue to influence governance of stakeholders and the eco-system of support to SME internationalization as well as the writing of the Regional development strategy (2020-2027) and the future ERDF programme.

The LAP will cover four areas:

- The Regional Export Centre, funded via ERDF-project;
- Higher education support to internationalization, funded by the University of Gävle;
- Invest in Gävleborg, funded by the Region of Gävleborg;
- Support to the internationalization of innovative startups.

A meeting with Malin Schönning, acting Director Business development unit on 05/09/18 to discuss about the TWs with P2 and LP, the upcoming project meeting in Katowice, the draft report on Enabling factors and the start up of the Regional Export Centre.

Policy change

Has the project succeeded in influencing this policy instrument?

Yes

If yes, please describe these measures.

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

Please explain how the above amount was estimated.

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

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 ERDF projects developed to improve policy instrument	0	0	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 new 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.

After transfer workshops were carried out, the potential for introducing elements of their respective BPs was carefully scrutinised. On July the 18th a meeting with Emilia-Romagna Region Representatives in charge of managing the different calls under measure 3.4.1 of the ERDF ROP 2014-2020 was held with a view to identify the main features of the COMPETE IN Local Action Plan. Taking into account the following circumstances:

- all the 3 types of calls financed under measure 3.4.1 of the ERD ROP 2014-2020 (Call for systemic promotional projects; Call for export promotion projects for non-exporting SMEs (A) and for SMEs participation to fairs (B); Call for export consortia) consider the costs incurred for setting-up and/or revising the website in foreign language and for devising an on-line promotion strategy/web-marketing plan as eligible, but none of them has as its core objective of addressing the complexities and the specialist supports (on-line payments, logistics, transport, etc.) needed by SMEs to export goods and/or services through on-line selling;
- the modifications introduced to the call for non-exporting SMEs (June 2018 edition) thanks to the EIS Action Plan will most likely have the effect of increasing the number of regional SMEs approaching foreign markets thanks to the support of ERDF and Region's own funds (lower thresholds, lower investment of time and money, export potential checks, lower contribution), but none of the modifications introduced is fully addressing the need to support SMEs in exploiting the potential of on-line selling for export purposes;

It was agreed that the strategic goal of the COMPETE IN LAP will be to tap into the potential of on-line selling to enhance SMEs prospects for internationalisation. Taking stock of the experiences and practices developed by the Chamber of Commerce of Spain, Chamber of Commerce of Valencia and IVACE in the framework of the XPANDE DIGITAL initiative, the objective will be to ascertain and evaluate the feasibility conditions of introducing a measure/call offering specific supports to regional SMEs for designing and implementing cross-border e-commerce solutions, as they actually represent means that can potentially overcome the shortcomings SMEs are facing when going international.

After such fundamental agreement ERVET staff developed a Local Action Plan concept note in order to share information and ideas with the LP and partners at the project meeting in Katowice (19 – 21 September).

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 feasibility conditions of introducing a new measure will be explored in depth during the first phase of LAP implementation, through benchmarking with further initiatives under implementation beyond the project partnership and through cooperation with LSG members.

A meeting with Emilia-Romagna Region was held on 18/07/18 to discuss and agree with Emilia-Romagna Region's representative as the LSG member owning the Policy Instrument to be influenced via the Action Plan on the main directions for developing Local Action Plan; on 8/09/2018 presentation and agreement with Emilia-Romagna Region's representative of the Local Action Plan Concept Note.

	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
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?

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 206,874.37.
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	Total reported so far	%	Remaining budget
<i>Preparation</i>	15,000.00 €	15,000.00 €	0.00 €	15,000.00 €	100.00 %	0.00 €
<i>Staff costs</i>	738,924.00 €	366,404.50 €	128,185.56 €	494,590.06 €	66.93 %	244,333.94 €
<i>Office and administration</i>	110,836.00 €	54,960.67 €	19,227.84 €	74,188.51 €	66.94 %	36,647.49 €
<i>Travel and accommodation</i>	165,842.00 €	60,903.01 €	7,661.38 €	68,564.39 €	41.34 %	97,277.61 €
<i>External expertise and services</i>	385,972.00 €	179,784.67 €	51,799.59 €	231,584.26 €	60.00 %	154,387.74 €
<i>Equipment</i>	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 €
Total	1,416,574.00 €	677,052.85 €	206,874.37 €	883,927.22 €	62.40 %	532,646.78 €
<i>Original budget for this semester in the application form</i>			199,610.00 €	959,223.00 €		
<i>Over- or underspending</i>			7,264.37 €	-75,295.78 €		
<i>Over- or underspending in %</i>			3.64 %	-7.85 %		

3.1.2 Reported expenditure by partner

	Partner name	Partner state	Total budget	Previously reported	Current report	Total reported so far	%	Remaining budget
1-LP	Municipality of Reggio Emilia (01/04/2016 to 31/03/2021)	 IT	457,335.00 €	257,399.44 €	64,485.84 €	321,885.28 €	70.38 %	135,449.72 €
2-PP	Valencia Entrepreneurship and Competitiveness Institute (01/04/2016 to 31/03/2021)	 ES	141,755.00 €	75,181.04 €	26,506.02 €	101,687.06 €	71.73 %	40,067.94 €
3-PP	Upper Silesian Agency for Entrepreneurship and Development Ltd. (01/04/2016 to 31/03/2021)	 PL	112,311.00 €	49,593.52 €	7,133.85 €	56,727.37 €	50.51 %	55,583.63 €
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 €	44,965.30 €	11,185.40 €	56,150.70 €	63.07 %	32,880.30 €
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 €	23,918.84 €	100.11 %	-25.84 €
6-PP	Municipality of Gävle (01/04/2016 to 31/03/2021)	 SE	265,975.00 €	127,363.53 €	39,345.99 €	166,709.52 €	62.68 %	99,265.48 €
7-PP	ERVET - Emilia-Romagna Economic Development Agency L.t.d. (01/04/2016 to 31/03/2021)	 IT	162,585.00 €	86,611.09 €	25,543.71 €	112,154.80 €	68.98 %	50,430.20 €
8-PP	Leeds Beckett University - partner from 28 November 2017 (28/11/2017 to 31/03/2021)	 UK	163,689.00 €	12,020.09 €	32,673.56 €	44,693.65 €	27.30 %	118,995.35 €
Total			1,416,574.00 €	677,052.85 €	206,874.37 €	883,927.22 €	62.40 %	532,646.78 €

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 %	54,812.96 €	9,672.88 €	0.00 €	64,485.84 €
2-PP	Valencia Entrepreneurship and Competitiveness Institute	 ES	85.00 %	22,530.11 €	3,975.91 €	0.00 €	26,506.02 €
3-PP	Upper Silesian Agency for Entrepreneurship and Development Ltd.	 PL	85.00 %	6,063.77 €	1,070.08 €	0.00 €	7,133.85 €
4-PP	WIELKOPOLSKA REGION with the seat of the MARSHAL OFFICE OF THE WIELKOPOLSKA REGION IN POZNAN"	 PL	85.00 %	9,507.59 €	1,677.81 €	0.00 €	11,185.40 €
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 %	33,444.09 €	5,901.90 €	0.00 €	39,345.99 €
7-PP	ERVET - Emilia-Romagna Economic Development Agency L.t.d.	 IT	85.00 %	21,712.15 €	3,831.56 €	0.00 €	25,543.71 €
8-PP	Leeds Beckett University - partner from 28 November 2017	 UK	85.00 %	27,772.52 €	4,901.04 €	0.00 €	32,673.56 €
Total				175,843.19 €	31,031.18 €	0.00 €	206,874.37 €

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 %	54,812.96 €	9,672.88 €	0.00 €	9,672.88 €
2-PP	Valencia Entrepreneurship and Competitiveness Institute	 ES	85.00 %	22,530.11 €	3,975.91 €	0.00 €	3,975.91 €
3-PP	Upper Silesian Agency for Entrepreneurship and Development Ltd.	 PL	85.00 %	6,063.77 €	1,070.08 €	0.00 €	1,070.08 €
4-PP	WIELKOPOLSKA REGION with the seat of the MARSHAL OFFICE OF THE WIELKOPOLSKA REGION IN POZNAN	 PL	85.00 %	9,507.59 €	1,677.81 €	0.00 €	1,677.81 €
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 %	33,444.09 €	5,901.90 €	0.00 €	5,901.90 €
7-PP	ERVET - Emilia-Romagna Economic Development Agency L.t.d.	 IT	85.00 %	21,712.15 €	3,831.56 €	0.00 €	3,831.56 €
8-PP	Leeds Beckett University - partner from 28 November 2017	 UK	85.00 %	27,772.52 €	4,901.04 €	0.00 €	4,901.04 €
Total				175,843.19 €	31,031.18 €	0.00 €	31,031.18 €

3.1.5 ERDF-/Norwegian funding

	Rate	Maximum funding	Previous reports	Current report	Accumulated	%	Remaining
<i>ERDF</i>	<i>85.00 %</i>	<i>1,204,087.90 €</i>	575,494.79 €	175,843.19 €	751,337.98 €	62.40 %	452,749.92 €
<i>ERDF</i>	<i>75.00 %</i>	<i>0.00 €</i>	0.00 €	0.00 €	0.00 €	0.00 %	0.00 €
<i>ERDF</i>	<i>85.00 %</i>	<i>1,204,087.90 €</i>	575,494.79 €	175,843.19 €	751,337.98 €	62.40 %	452,749.92 €
<i>Norway</i>	<i>50.00 %</i>	<i>0.00 €</i>	0.00 €	0.00 €	0.00 €	0.00 %	0.00 €
Total		1,204,087.90 €	575,494.79 €	175,843.19 €	751,337.98 €	62.40 %	452,749.92 €

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
1-LP	Municipality of Reggio Emilia	 IT	36,112.96 €	5,416.94 €	0.00 €	22,955.94 €	0.00 €	0.00 €	64,485.84 €
2-PP	Valencia Entrepreneurship and Competitiveness Institute	 ES	20,162.25 €	3,024.34 €	1,894.18 €	1,425.25 €	0.00 €	0.00 €	26,506.02 €
3-PP	Upper Silesian Agency for Entrepreneurship and Development Ltd.	 PL	5,763.01 €	864.45 €	22.14 €	484.25 €	0.00 €	0.00 €	7,133.85 €
4-PP	WIELKOPOLSKA REGION with the seat of the MARSHAL OFFICE OF THE WIELKOPOLSKA REGION IN POZNAN"	 PL	5,314.74 €	797.21 €	1,615.95 €	3,457.50 €	0.00 €	0.00 €	11,185.40 €
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 €
6-PP	Municipality of Gävle	 SE	26,093.24 €	3,913.99 €	617.35 €	8,721.41 €	0.00 €	0.00 €	39,345.99 €
7-PP	ERVET - Emilia-Romagna Economic Development Agency L.t.d.	 IT	17,727.46 €	2,659.12 €	1,035.95 €	4,121.18 €	0.00 €	0.00 €	25,543.71 €

8-PP	Leeds Beckett University - partner from 28 November 2017	 UK	17,011.90 €	2,551.79 €	2,475.81 €	10,634.06 €	0.00 €	0.00 €	32,673.56 €
Total			128,185.56 €	19,227.84 €	7,661.38 €	51,799.59 €	0.00 €	0.00 €	206,874.37 €
<i>Original budget in the application form</i>			738,924.00 €	110,836.00 €	165,842.00 €	385,972.00 €	0.00 €	0.00 €	1,416,574.00 €

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: <i>WIELKOPOLSKA REGION with the seat of the MARSHAL OFFICE OF THE WIELKOPOLSKA REGION IN POZNAN</i>	29	Meeting costs: stakeholder group	Organising and delivery at least 3 LSG's local meetings - about 10 participants per meeting	1,800.00 €	VIP CATERING Urszula Kaczmarek i Janusz Kaczmarek s.c., VIP CATERING Urszula Kaczmarek i Janusz Kaczmarek s.c.	Catering costs to organise stakeholders group meetings on the 19th of March 2018 and 14th of September 2018	125.61 €	125.61 €
2	4-PP: <i>WIELKOPOLSKA REGION with the seat of the MARSHAL OFFICE OF THE WIELKOPOLSKA REGION IN POZNAN</i>	27	Meeting costs: partner meeting	Hosting 1 Project meeting in SEM3 – Phase 1. 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 €	WhyNotTrave l Sp. z o. o. Sp. k., Hotele Vivaldi Sp. z o.o., Grzemi s.c., LIDEX Sp. z o.o., LIDEX Sp. z o.o., Grzemi s.c., WhyNotTrave l Sp. z o. o. Sp. k.	Travel & accommodation costs for experts (Transfer Workshop in Poznań); catering and translation services (Transfer Workshop in Poznań)	3,331.89 €	5,619.02 €

3	7-PP: ERVET - Emilia-Romagna Economic Development Agency L.t.d.	52	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	5,936.00 €	Viaggi Wallaby srl, Viaggi Wallaby srl, Viaggi Wallaby srl, Viaggi Wallaby srl, Viaggi Wallaby srl, Viaggi Wallaby srl, Viaggi Wallaby srl	Travel and accommodation costs for external experts of IVACE (Santiago, Montesinos, Rpdrieguez) involved in the Transfer Workshop (TW) organized by ERVET to import Best Practices Expand/Expand Digital and Sicomex presented by IVACE. TW held in Bologna on March 27/28 2018	2,000.68 €	4,720.56 €
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 €	La Casona Group srl, R - Car sp. Z.o.o.	Catering for the TW held in Bologna on March 27/28-3-2018; interpretation for the TW with Wielkopolska held in Bologna on June 19, 2018	2,120.50 €	5,776.50 €

5	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 €	Big Travel Sweden AB, Big Travel Sweden AB, Big Travel Sweden AB, Clarion Hotel Winn, Future Postion X, Sodexo AB, Gefle Gourmetservice, Big Travel Sweden AB, Big Travel Sweden AB, Big Travel Sweden AB, Gävle Taxi 129000 AB, Högskolerestauranger AB, Big Travel Sweden AB	Different costs connected to the Transfer Workshop in Gävle 25-26 June 2018. Cost for travel and accommodation for participants Javier Mateo and Diego Moya Najera (PP2 stakeholders). Various meals & coffee linked to the Transfer Workshop that took place at Movexum, regional incubator, and the study visit in Stockholm. Train to Stockholm for Javier Mateo and Diego Moya Najera for study visit and meeting with Business Region Stockholm and Epicenter Stockholm.	7,890.69 €	12,996.98 €
		<u>Planned amount exceeded or unplanned expenditure reported. Please provide justification:</u> The exceeding amount reported will be counterbalanced with other EE items. In general, due to the overall recruitment stop within the Municipality of Gavle, a budget change between Staff and EE will be necessary in order to cover the EE extra costs related in particular to Communication management (item 41 in the AF). This budget change will respect the 20% flexibility rule.							

6	6-PP: Municipality of Gävle	43	Travel & accommodation costs: members of the stakeholder groups and other external bodies	- Interregional workshop in Wakefield: 1 representative from LSG participating - Study visits: 4 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: 4 stakeholders participating	18,700.00 €	Winn Hotels Gävle AB	Transfer Workshop in Gävle 29-31 August 2018. Costs for travel and accommodation for Giovanni Mattioli, Giovanna Galli, Matteo Tedeschi and Claudia Laricchia, (LP stakeholders from Reggio Emilia). Various meals and coffee linked to the Transfer Workshop that took place at the University of Gävle	830.72 €	4,512.23 €
7	2-PP: Valencia Entrepreneurship and Competitiveness Institute	14	FLC costs	FLC costs for phase 1 and phase 2 (8 checks)	5,000.00 €	AUDIMANCH A SL	First Level Controller. Auditing of the project, 4th semester expenses	580.80 €	3,000.80 €

8	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 €	ARVET - Thais Rodriguez was invited to participate in the Bologna Transfer workshop. , CAMARA DE VALENCIA Marian Montesinos and Helena Gil were invited to participate in the Bologna meetings / Marian Montesinos was invited to participate in the Poland meeting, ARVET - Thais Rodriguez was invited to participate in the Polonia Transfer workshop. Costs borne by the organizer.	Travel expenses of the Valencia Experts participating in Bologna transfer workshop (27/28 March 2018) and Poznan and Katowice TWs (4/6 June 2018). Flights and hotels paid by the organizer	468.90 €	9,345.17 €
		<u>Planned amount exceeded or unplanned expenditure reported. Please provide justification:</u> More stake holders than expected have participated in the transfer workshops, because they are directly involved in the sectors. They provided their specific knowledge and experience, so that we could profit from the COMPETE IN Project. The overspending on this item will be counterbalanced with underspending on items 19 and 20.							

9	2-PP: Valencia Entrepreneurship and Competitiveness Institute	17	Meeting costs: stakeholder group	Organising and delivery at least 3 LSG's local meetings - about 10 participants per meeting	2,100.00 €	VIAJES GULLIVER. Gianluca Baldoni was invited to participate in the Valencia meeting, Restaurante El Olivo. Lunch offered by IVACE to the participants in the Valencian meeting	Transfer workshop in Valencia with the Emilia Romagna delegate Mr Gianluca Baldoni. Air ticket Bologna-Valencia and accommodation for Mr Gianluca Baldoni. Costs for transfer workshop lunch at the restaurant.	375.55 €	375.55 €
10	8-PP: Leeds Beckett University - partner from 28 November 2017	37	Meeting costs: stakeholder group	Organising and delivery at least 3 LSG's local meetings - about 10 participants per meeting	2,400.00 €	Crate Wakefield cCIC	Hospitality costs for LSG meeting on the 1st May to raise the awareness of the project.	107.69 €	107.69 €
11	8-PP: Leeds Beckett University - partner from 28 November 2017	36	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	7,657.00 €	RISTORANTE DIANA SRL , RISTORANTE DIANA SRL , EXKI B , RISTORANTE PICCOLA PIEDIG , HTL POSTA , HTL POSTA , WETHERSPONS ,	Costs for 2 TW and project Study Visit. Study Visit in Valencia on 13-15th December 2017. Costs for consultant - Mick McKigney. Transfer Workshop (TW) TRIIP in Leeds UK (2 experts' return travel from Sweden to Leeds) Date of the workshop 7th June 2018. TW Wakefield Bondholder Scheme (WBHS) travel to Reggio Emilia, Bologna. (WBHS representatives x2, consultant - Mick McKigney). Dates: 17-18th May 2018.	3,954.83 €	3,954.83 €

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12	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	Consultant fees for the handover period included work on: Project Transfer between Wakefield MDC and Leeds Beckett University: including Scoping out transfer suitability; sharing the knowledge of the project; Provide update on project progress and introductions. Work on formalising the transfer: including attending meetings with Leeds Beckett University and Wakefield MDC; follow-up phone calls, emails; Liaising with Lead Partner regarding requirements and legalities Work on documentation for the transfer: including compiling evidence of LBU eligibility for transfer; research & draft the document; Liaising with Lead Partner regarding requirements and legalities; Skype calls. Accompany Leeds Beckett University delegation to Valencia: including Attend pre-meetings; draft paperwork for the visit; attend the Study Visit in Valencia; follow-up documentation and reports; Update on progress. Stakeholder Group: including identify and contact potential Stakeholder Group candidates; draft introductory project overview documents for the Stakeholder Group; facilitate introductions	5,384.30 €	5,384.30 €
13	8-PP: Leeds Beckett University - partner from 28 November 2017	33	FLC costs	FLC costs for phase 1 and phase 2 (8 checks)	7,400.00 €	DEVON COUNTY COUNCIL	FLC costs for the first claim.	1,187.24 €	1,187.24 €

14	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 €	PKP INTERCITY S.A., Ryanair DAC., Hotel Management Angelo Katowice Sp. z o.o., Lemark Leszek Kupski	Transfer workshop in Katowice, 04/06/2018, experts' transport, accommodation, caatering on the workshop	484.25 €	2,744.66 €
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15	1-LP: Municipality of Reggio Emilia	1	Project and/or financial and/or communication management	Part-time external support for project/financial management: preparation of partner reports, budget monitoring and management, monitoring of activities implementation	64,860.00 €	PICCININI RITA, PICCININI RITA, PICCININI RITA, PICCININI RITA, PICCININI RITA, PICCININI RITA, PICCININI RITA, PICCININI RITA, PICCININI RITA, PICCININI RITA, PICCININI RITA, PICCININI RITA, PICCININI RITA, PICCININI RITA, PICCININI RITA, PICCININI RITA, PICCININI RITA,	SUPPORT FOR PROJECT MANAGEMENT	10,124.15 €	45,903.99 €
16	1-LP: Municipality of Reggio Emilia	2	FLC costs	FLC costs for phase 1 and phase 2 (8 checks)	5,800.00 €	ROSIGNOLI MASSIMILIANO	VAT SPLIT	304.17 €	2,700.00 €

17	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 €	Fondazione R.E.I. _ Ricerca Industriale e Trasferimento Tecnologico , AGAPTOUR S.R.L., PAUSE ATELIER DEI SAPORI SRL UNIPERSONALE, AES SRL, MORANDI ANGELA E C. SAS, REGGIO CHILDREN SRL, AGENZIA VIAGGI PORTOFRANCO SRL, PAUSE ATELIER DEI SAPORI SRL UNIPERSONALE, INTRAS CONGRESSI SRL, COSTRUZIONI EUROPA SRL, REGGIO CHILDREN SRL	TRANSFER WORKSHOPS REGGIO EMILIA (17-18.05.2018; 15.06.2018) TRAVEL AGENCY SERVICES FOR PPs STAKEHOLDERS; CATERING; INTERPRETING; HOTEL FOR PPs STAKEHOLDERS; RENT OF ROOM AND TECHNICAL EQUIPMENT	11,307.62 €	15,599.37 €
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18	1-LP: Municipality of Reggio Emilia	9	External support for the exchange of experience process, in particular the development of the regional action plan	External technical support to design and implement a web-based On-line platform the exchange of experiences between partners (used by all PPs to collect info on internationalization levels in each region)	20,000.00 €	Certhidea S.r.l.	EXTERNAL SUPPORT FOR THE EXCHANGE OF EXPERIENCE PROCESS, IN PARTICULAR THE DEVELOPMENT OF THE REGIONAL ACTION PLAN (ONLINE PLATFORM)	1,220.00 €	19,642.00 €
								51,799.59 €	231,584.26 €

3.2.3 Equipment

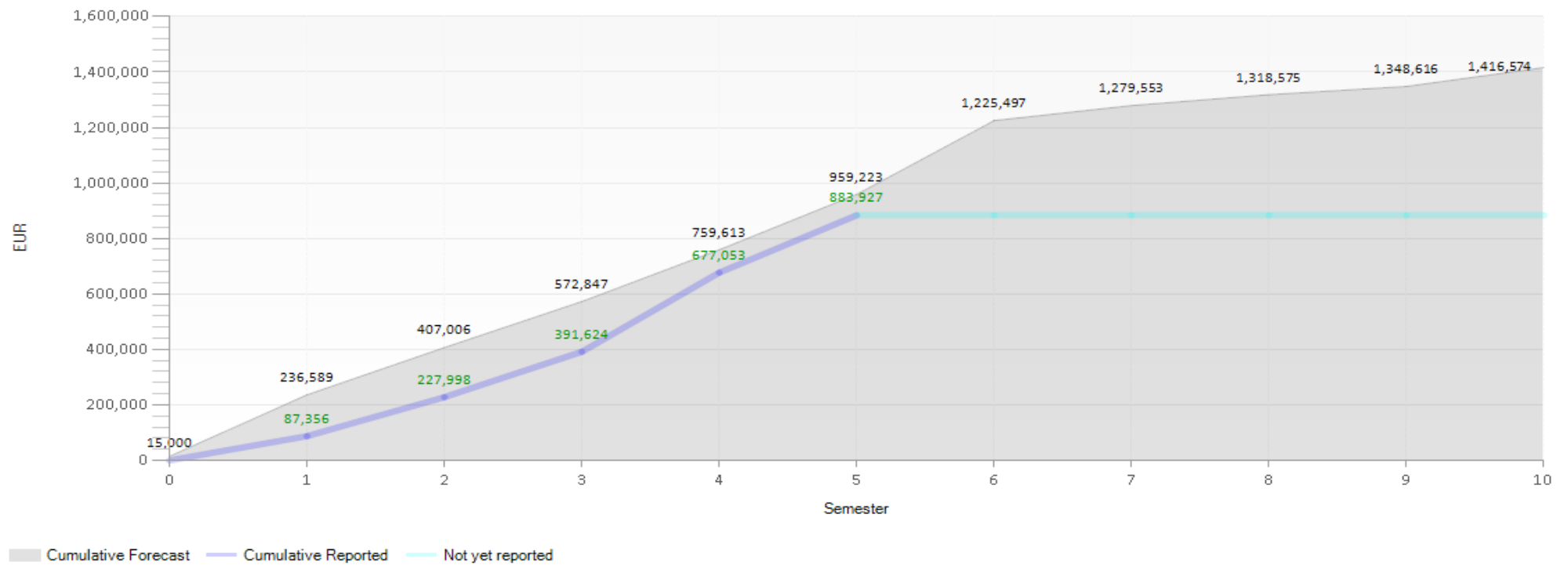
	Partner	Item number as planned in the application form	Type of cost	Description in the application	Planned amount	Supplier(s)	Description	Total amount in EUR	Reported so far
									0.00 €

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	<i>Previously reported</i>	Reported amount	Comments (optional)
P06-01	Municipality of Gävle	Resecity i Söderhamn AB	11,430,000.00 €	14,287,000.00 €	Open procedure	Services	6,113.94 €	12,492.13 €	18,606.07 €	N/A
P06-02	Municipality of Gävle	Winn Hotels	3,325,000.00 €	4,156,000.00 €	Open procedure	Services	1,009.00 €	2,697.11 €	3,706.11 €	N/A
P06-03	Municipality of Gävle	Sodexo AB	82,297,257.00 €	100,287,157.00 €	Open procedure	Services	88.69 €	58.49 €	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		87,355.63 €	140,642.47 €	163,625.69 €	285,429.06 €	206,874.37 €					



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 5 PPs have been reducing the underspending (-7.264,67 €) and a further and more consistent reduction is foreseen for Semester 6, in particular for PP3 and PP8 which had to postpone the report of part of the expenditures occurred during SEM5 for administrative reasons.

In fact, in view of the Mid-term Review, PPs have carefully updated their spending plan for SEM6 and SEM7-10, in order to definitely catch up with the forecast budget.

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	1	30/10/2018	1
8-PP	Leeds Beckett University - partner from 28 November 2017	 UK	0		0

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

Allegato 3
Documentazione Progress Report 6
Quinta Fase 01.10.2018/31.03.2019



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 €
Total			266,834.01 €

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
https://www.interregeurope.eu/competein/library/#folder=1886			
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: https://drive.google.com/drive/folders/0B_2u8LvpD_IzQndsY19rUFFzSFk .			
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: https://drive.google.com/drive/folders/0B_2u8LvpD_IzTnFvOUVwLWxiYjQ .			

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 new 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
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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>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
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 Empreende-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)
<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
% 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)
<i>If applicable, please estimate the amount of funding influenced by the project.</i>	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>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
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>	1,416,574.00 €	883,927.22 €	269,110.66 €	266,834.01 €	1,150,761.23 €	81.24 %	265,812.77 €
<i>Original budget for this semester in the application form</i>				266,274.00 €	1,225,497.00 €		
<i>Over- or underspending</i>				560.01 €	-74,735.77 €		
<i>Over- or underspending in %</i>				0.21 %	-6.10 %		

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 €
Total			1,416,574.00 €	883,927.22 €	269,110.66 €	266,834.01 €	1,150,761.23 €	81.24 %	265,812.77 €

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	<i>Municipality of Reggio Emilia</i>	 IT	85.00 %	59,421.00 €	10,486.06 €	0.00 €	69,907.06 €
2-PP	<i>Valencia Entrepreneurship and Competitiveness Institute</i>	 ES	85.00 %	11,543.72 €	2,037.13 €	0.00 €	13,580.85 €
3-PP	<i>Upper Silesian Agency for Entrepreneurship and Development Ltd.</i>	 PL	85.00 %	22,608.53 €	3,989.75 €	0.00 €	26,598.28 €
4-PP	<i>WIELKOPOLSKA REGION with the seat of the MARSHAL OFFICE OF THE WIELKOPOLSKA REGION IN POZNAN"</i>	 PL	85.00 %	12,107.04 €	2,136.54 €	0.00 €	14,243.58 €
5-PP	<i>Wakefield Metropolitan District Council - partner until 28 November 2017</i>	 UK	85.00 %	0.00 €	0.00 €	0.00 €	0.00 €
6-PP	<i>Municipality of Gävle</i>	 SE	85.00 %	58,635.35 €	10,347.42 €	0.00 €	68,982.77 €
7-PP	<i>ERVET - Emilia-Romagna Economic Development Agency L.t.d.</i>	 IT	85.00 %	21,736.16 €	3,835.80 €	0.00 €	25,571.96 €
8-PP	<i>Leeds Beckett University - partner from 28 November 2017</i>	 UK	85.00 %	40,757.08 €	7,192.43 €	0.00 €	47,949.51 €
Total				226,808.88 €	40,025.13 €	0.00 €	266,834.01 €

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 €
Total				226,808.88 €	40,025.13 €	0.00 €	40,025.13 €

3.1.5 ERDF-/Norwegian funding

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

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 €
Total			144,677.42 €	21,701.60 €	25,662.63 €	77,069.01 €	0.00 €	0.00 €	269,110.66 €	266,834.01 €
<i>Original budget in the application form</i>			738,924.00 €	110,836.00 €	165,842.00 €	385,972.00 €	0.00 €	0.00 €	1,416,574.00 €	

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/ Radlińska Katarzyna, Marshal Office of Wielkopolska Region/ Radlińska Katarzyna	Travel & accommodation costs for four stakeholders (International Exchange Seminar in Reggio Emilia): Iwona Weoslek (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 €
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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 €

12	2-PP: Valencia Entrepreneurship and Competitiveness Institute	15	Meeting costs: partner meeting	Hosting 1 project meeting ((rent room, catering) - 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)	8,200.00 €	RESTAURANT E SAONA S.L.U., ALBERTO PALANCA CUENCA	Lunch with TRIIP GP delegation visiting Valencia for the Transfer Workshop - 6 October 2018 Lunch with PP3 delegation visiting Valencia for the Transfer Workshop on VIT EMPRENDE GP - 23 November 2018	141.05 €	4,475.13 €
13	3-PP: Upper Silesian Agency for Entrepreneurship and Development Ltd.	22	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	8,700.00 €	ESKY.PL S.A., ESKY.PL. S.A., Marcin Jabłoński, Tomasz Piechniczek, Int Travel Sp. z o.o., LSG members (E.Kubica-Korek, B.Kruczek-Gębczyńska, M.Wachowski, B.Rozpondek, A.Szewera)	2 LSG members (T.Piechniczek, M.Jabłoński) participating to Transfer Workshop in Valencia (23.11.2018). 1 LAP expert (M.Jabłoński) and 5 LSG members (E.Kubica-Korek, B.Kruczek-Gębczyńska, A.Szewera, M.Wachowski, B.Rozpondek) participating to International Exchange Seminar in Reggio Emilia (13.03.2019).	3,945.00 €	12,972.57 €
		<u>Planned amount exceeded or unplanned expenditure reported. Please provide justification:</u> All expenditures incurred were necessary to achieve project results. In order to involve the regional stakeholders into the project and its results, participation of their highest number in project international events, such as study visits, transfer workshops, international seminar, was required. In effect regional relevant stakeholders institutions were convinced to get involved into work within the project in order to search for the best results together. All the expenditures were consulted with Lead PARTner. The total amount for the whole budget line (BL4) is still underspent, only division among particular items has changed.							

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, Connectionpoint 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 €

18	6-PP: Municipality of Gävle	41	Project and/or financial and/or communication management	External support in project management	7,700.00 €	Randstad AB, Randstad AB	External support concerning communication, support in project management, facilitation of local cooperation process with stakeholders, organisation of meetings with stakeholders. Jonathan Högberg, Randstad AB. Several invoices. External support concerning communication, support in project management, facilitation of local cooperation process with stakeholders, organisation of meetings with stakeholders. Eva Persson, Randstad AB. Several invoices.	26,706.67 €	68,912.24 €
		<u>Planned amount exceeded or unplanned expenditure reported. Please provide justification:</u> This External support was necessary in order to implement part of the project activities that could not be carried out by the Staff of P6 due to a hiring freeze. The exceeding amount will be compensated by reducing the partner Staff costs budget line within the 20% flexibility rule.							

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 Beckett 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 €
		<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							

20	6-PP: Municipality of Gävle	43	Travel & accommodation costs: members of the stakeholder groups and other external bodies	- Interregional workshop in Wakefield: 1 representative from LSG participating - Study visits: 4 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: 4 stakeholders participating	18,700.00 €	Future Position X (FPX), First Card, Big Travel Sweden AB, First Card Sweden AB	Travel & accommodation costs related to the participation of 2 TRIIP GP's experts to the Transfer workshop in Valencia (05.08.2018) Travel & accommodation costs related to the participation of 5 local stakeholders to the International exchange seminar, Reggio Emilia 12-14 march 2019.	2,238.07 €	6,750.30 €
21	6-PP: Municipality of Gävle	46	Meeting costs: stakeholder group	Hosting costs for 1 training (room, catering) - about 10 participants	1,600.00 €	Gefle Gourmetservice AB, Kultur-och fritidsnämnd, municipality of Gävle	Room and catering costs for hosting the LSG meeting (28th of November 2018)	446.90 €	1,664.38 €
		<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							
22	8-PP: Leeds Beckett University - partner from 28 November 2017	37	Meeting costs: stakeholder group	Organising and delivery at least 3 LSG's local meetings - about 10 participants per meeting	2,400.00 €	Create Cafe, Create Cafe	Stakeholder Group meeting 29/11/18. Costs for room, buffet and drinks £159.81 Stakeholder Group meeting 27/2/19. Costs for room, buffet and drinks £120 Revised totals: £279.81 €324.08	324.08 €	431.77 €

23	8-PP: Leeds Beckett University - partner from 28 November 2017	36	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	7,657.00 €	Wizz Air, Key Travel , Key Travel , Key Travel , Key Travel , Key Travel , Clarion HOfel, 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 €
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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 €
		<u>Planned amount exceeded or unplanned expenditure reported. Please provide justification:</u> 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.	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 €
		<u>Planned amount exceeded or unplanned expenditure reported. Please provide justification:</u> The exceeding amount will be covered through the remaining budget of other EE items.							
								77,069.01 €	308,653.27 €

3.2.3 Equipment

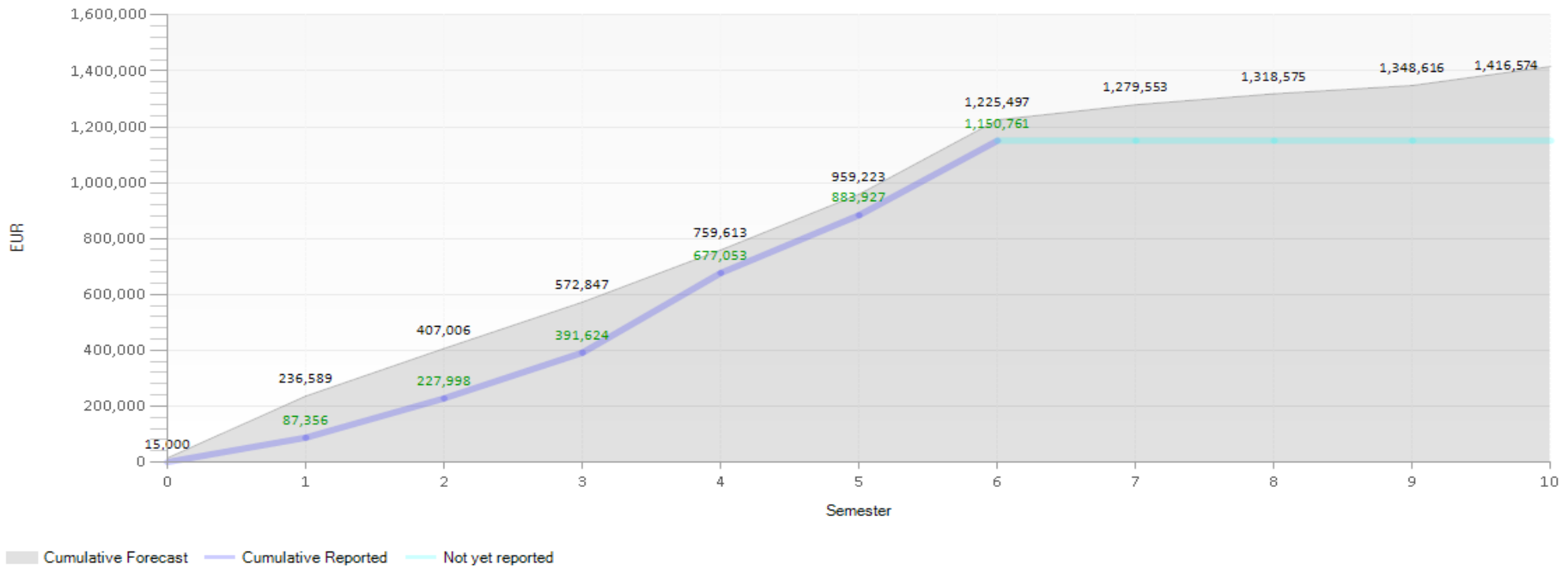
	Partner	Item number as planned in the application form	Type of cost	Description in the application	Planned amount	Supplier(s)	Description	Total amount in EUR	Reported so far
									0.00 €

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	<i>Previously reported</i>	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	fight 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	fight 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.
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