



## Area Progettazione territoriale e progetti speciali

Palazzo Ancini, Via Farini n. 1 - 42121 Reggio Emilia

Agenzia per la Coesione Territoriale  
Area Programmi e procedure  
Ufficio 1

Pec: [area.programmi.uf1@pec.agenziacoesione.gov.it](mailto:area.programmi.uf1@pec.agenziacoesione.gov.it)  
Mail: [area.programmi.uf1@agenziacoesione.gov.it](mailto:area.programmi.uf1@agenziacoesione.gov.it)

**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.

### Progress Report n. 7 (II FASE - settimo e ottavo semestre) - Periodo 01.04.2019 / 31.03.2020

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	Lead partner
Rapp. Legale	Magnani Massimo
Data inizio progetto	01/04/2016
Data fine progetto	31/03/2021
Rimborso in acconto /anticipazione	////
Data rendicontazione	18/09/2020
Spesa certificata	€ 33.219,20
FESR ricevuto	€ 28.236,32
Contropartita nazionale richiesta	€ 4.982,88

### Progress Report n. 8 (II FASE - nono e decimo semestre) - Periodo 01.04.2020 / 31.03.2021

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	Lead partner
Rapp. Legale	Magnani Massimo
Data inizio progetto	01/04/2016
Data fine progetto	31/03/2021
Rimborso in acconto /anticipazione	////
Data rendicontazione	19/05/2021
Spesa certificata	€ 16.540,08
FESR ricevuto	€ 14.059,06
Contropartita nazionale richiesta	€ 2.481,02

Relativamente ai due 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 € 1.800,00 (per le due 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 pagamento delle quote FESR relativa 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:

- € 4.982,88 (relativamente alla II FASE - 7° e 8° semestre - periodo di riferimento 01.04.2019 / 31.03.2020)
  - € 2.481,02 (relativamente alla II FASE - 9° e 10° semestre - periodo di riferimento 01.04.2020 / 31.03.2021)
- per un **ammontare complessivo di € 7.463,90**

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 "Progettazione territoriale e progetti speciali"  
*Arch. Massimo Magnani*



MASSIMO MAGNANI  
COMUNE DI REGGIO  
NELL'EMILIA  
21.07.2021  
13:17:38  
GMT+01:00



**Certifying authority**  
POM East-Flanders  
Woodrow Wilsonplein 2  
9000 Gent

**Saverio Serri**  
Municipality of Reggio Emilia  
Piazza Prampolini 1  
42121 Reggio Emilia  
Italy

Date: 09/10/2020

RE: PGI00129 COMPETE IN Payment notification - progress report 7

Dear lead partner,

We are happy to inform you that after acceptance of your progress report the payment of EUR **96,762.48** (ERDF) was made on 08/10/2020 to the following account:

Name of the bank: UNICREDIT S.P.A.  
IBAN: IT38C0200812834000100311263  
BIC: UNCRITM1447

Please be reminded that, in accordance with article 9.1 of the subsidy contract, you must ensure the transfer to your project partners of their respective part of the subsidy as quickly as possible and in full.

We wish you all the best for the next steps in the implementation of your project.

With kind regards,

Julie Cornelissen

Interreg Europe certifying authority

Tel:  
julie.cornelissen@oost-vlaanderen.be  
info@ca-ac.be



**Certifying authority**  
POM East-Flanders  
Woodrow Wilsonplein 2  
9000 Gent

**Saverio Serri**  
Municipality of Reggio Emilia  
Piazza Prampolini 1  
42121 Reggio Emilia  
Italy

Date: 03/06/2021

RE: PGI00129 COMPETE IN Payment notification - progress report 8

Dear lead partner,

We are happy to inform you that after acceptance of your progress report the payment of EUR **74,989.18** (ERDF) was made on 01/06/2021 to the following account:

Name of the bank: UNICREDIT S.P.A.  
IBAN: IT38C0200812834000100311263  
BIC: UNCRITM1447

Please be reminded that, in accordance with article 9.1 of the subsidy contract, you must ensure the transfer to your project partners of their respective part of the subsidy as quickly as possible and in full.

With kind regards,

Julie Cornelissen

Interreg Europe certifying authority

Tel:  
julie.cornelissen@oost-vlaanderen.be  
info@ca-ac.be

*Allegato 1*

**Documentazione Progress Report 7**

Periodo: 01.04.2019 / 31.03.2020









## 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 €	639,267.48 €	59,038.03 €	698,305.51 €	94.50 %	40,618.49 €
<i>Office and administration</i>	110,836.00 €	95,890.11 €	8,855.70 €	104,745.81 €	94.51 %	6,090.19 €
<i>Travel and accommodation</i>	165,842.00 €	93,306.60 €	3,995.96 €	97,302.56 €	58.67 %	68,539.44 €
<i>External expertise and services</i>	385,972.00 €	307,297.04 €	41,948.54 €	349,245.58 €	90.48 %	36,726.42 €
<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 €
<b>Total</b>	<b>1,416,574.00 €</b>	<b>1,150,761.23 €</b>	<b>113,838.23 €</b>	<b>1,264,599.46 €</b>	<b>89.27 %</b>	<b>151,974.54 €</b>
<i>Original budget for this semester in the application form</i>			<b>93,078.00 €</b>	<b>1,318,575.00 €</b>		
<i>Over- or underspending</i>			<b>20,760.23 €</b>	<b>-53,975.54 €</b>		
<i>Over- or underspending in %</i>			<b>22.30 %</b>	<b>-4.09 %</b>		









### 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 (09/02/2016 to 31/03/2021)	 IT	457,335.00 €	391,792.34 €	33,219.20 €	425,011.54 €	92.93 %	32,323.46 €
2-PP	Valencia Entrepreneurship and Competitiveness Institute (09/02/2016 to 31/03/2021)	 ES	141,755.00 €	115,267.91 €	7,714.17 €	122,982.08 €	86.76 %	18,772.92 €
3-PP	Upper Silesian Agency for Entrepreneurship and Development Ltd. (09/02/2016 to 31/03/2021)	 PL	112,311.00 €	83,325.65 €	5,121.66 €	88,447.31 €	78.75 %	23,863.69 €
4-PP	WIELKOPOLSKA REGION with the seat of the MARSHAL OFFICE OF THE WIELKOPOLSKA REGION IN POZNAN" (09/02/2016 to 31/03/2021)	 PL	89,031.00 €	70,394.28 €	1,059.25 €	71,453.53 €	80.26 %	17,577.47 €
5-PP	Wakefield Metropolitan District Council - partner until 28 November 2017 (09/02/2016 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 (09/02/2016 to 31/03/2021)	 SE	265,975.00 €	235,692.29 €	21,463.00 €	257,155.29 €	96.68 %	8,819.71 €
7-PP	ART-ER Joint Stock Consortium Company (until 30/04/2019 ERVET) (09/02/2016 to 31/03/2021)	 IT	162,585.00 €	137,726.76 €	12,826.72 €	150,553.48 €	92.60 %	12,031.52 €
8-PP	Leeds Beckett University - partner from 28 November 2017 (28/11/2017 to 31/03/2021)	 UK	163,689.00 €	92,643.16 €	32,434.23 €	125,077.39 €	76.41 %	38,611.61 €
<b>Total</b>			<b>1,416,574.00 €</b>	<b>1,150,761.23 €</b>	<b>113,838.23 €</b>	<b>1,264,599.46 €</b>	<b>89.27 %</b>	<b>151,974.54 €</b>

### 3.1.3 Reported expenditure by partner and funding rate

	Partner name	Partner state	Funding rate	ERDF/NO funding	Partner contribution	Other	Total
1-LP	Municipality of Reggio Emilia	 IT	85.00 %	28,236.32 €	4,982.88 €	0.00 €	33,219.20 €
2-PP	Valencia Entrepreneurship and Competitiveness Institute	 ES	85.00 %	6,557.04 €	1,157.13 €	0.00 €	7,714.17 €
3-PP	Upper Silesian Agency for Entrepreneurship and Development Ltd.	 PL	85.00 %	4,353.41 €	768.25 €	0.00 €	5,121.66 €
4-PP	WIELKOPOLSKA REGION with the seat of the MARSHAL OFFICE OF THE WIELKOPOLSKA REGION IN POZNAN”	 PL	85.00 %	900.36 €	158.89 €	0.00 €	1,059.25 €
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 %	18,243.55 €	3,219.45 €	0.00 €	21,463.00 €
7-PP	ART-ER Joint Stock Consortium Company (until 30/04/2019 ERVET)	 IT	85.00 %	10,902.71 €	1,924.01 €	0.00 €	12,826.72 €
8-PP	Leeds Beckett University - partner from 28 November 2017	 UK	85.00 %	27,569.09 €	4,865.14 €	0.00 €	32,434.23 €
			<b>Total</b>	<b>96,762.48 €</b>	<b>17,075.75 €</b>	<b>0.00 €</b>	<b>113,838.23 €</b>

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








	Partner name	Partner state	Funding rate	Programme funds (ERDF or NO)	Partner contribution from public sources	Partner contribution from private sources	Total partner contribution	
1-LP	Municipality of Reggio Emilia	 IT	85.00 %	28,236.32 €	4,982.88 €	0.00 €	4,982.88 €	
2-PP	Valencia Entrepreneurship and Competitiveness Institute	 ES	85.00 %	6,557.04 €	1,157.13 €	0.00 €	1,157.13 €	
3-PP	Upper Silesian Agency for Entrepreneurship and Development Ltd.	 PL	85.00 %	4,353.41 €	768.25 €	0.00 €	768.25 €	
4-PP	WIELKOPOLSKA REGION with the seat of the MARSHAL OFFICE OF THE WIELKOPOLSKA REGION IN POZNAN”	 PL	85.00 %	900.36 €	158.89 €	0.00 €	158.89 €	
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 %	18,243.55 €	3,219.45 €	0.00 €	3,219.45 €	
7-PP	ART-ER Joint Stock Consortium Company (until 30/04/2019 ERVET)	 IT	85.00 %	10,902.71 €	1,924.01 €	0.00 €	1,924.01 €	
8-PP	Leeds Beckett University - partner from 28 November 2017	 UK	85.00 %	27,569.09 €	4,865.14 €	0.00 €	4,865.14 €	
				<b>Total</b>	<b>96,762.48 €</b>	<b>17,075.75 €</b>	<b>0.00 €</b>	<b>17,075.75 €</b>


**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>978,146.86 €</i>	<i>96,762.48 €</i>	<i>1,074,909.34 €</i>	<i>89.27 %</i>	<i>129,178.56 €</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>978,146.86 €</i>	<i>96,762.48 €</i>	<i>1,074,909.34 €</i>	<i>89.27 %</i>	<i>129,178.56 €</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>
<b>Total</b>		<b>1,204,087.90 €</b>	<b>978,146.86 €</b>	<b>96,762.48 €</b>	<b>1,074,909.34 €</b>	<b>89.27 %</b>	<b>129,178.56 €</b>

## 3.2. Project Expenditure

### 3.2.1 Budget breakdown per partner per budget line

	Partner name	Partner state	Staff costs	Office and administration	Travel and accommodation	External expertise and services	Equipment	Revenues	Total partner expenditure
1-LP	Municipality of Reggio Emilia	 IT	16,690.29 €	2,503.54 €	887.92 €	13,137.45 €	0.00 €	0.00 €	33,219.20 €
2-PP	Valencia Entrepreneurship and Competitiveness Institute	 ES	5,460.74 €	819.11 €	854.32 €	580.00 €	0.00 €	0.00 €	7,714.17 €
3-PP	Upper Silesian Agency for Entrepreneurship and Development Ltd.	 PL	3,477.58 €	521.64 €	49.02 €	1,073.42 €	0.00 €	0.00 €	5,121.66 €
4-PP	WIELKOPOLSKA REGION with the seat of the MARSHAL OFFICE OF THE WIELKOPOLSKA REGION IN POZNAN"	 PL	921.09 €	138.16 €	0.00 €	0.00 €	0.00 €	0.00 €	1,059.25 €
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	10,570.44 €	1,585.57 €	1,740.63 €	7,566.36 €	0.00 €	0.00 €	21,463.00 €
7-PP	ART-ER Joint Stock Consortium Company (until 30/04/2019 ERVET)	 IT	6,217.93 €	932.69 €	121.00 €	5,555.10 €	0.00 €	0.00 €	12,826.72 €

8-PP	Leeds Beckett University - partner from 28 November 2017	 UK	15,699.96 €	2,354.99 €	343.07 €	14,036.21 €	0.00 €	0.00 €	32,434.23 €
<b>Total</b>			<b>59,038.03 €</b>	<b>8,855.70 €</b>	<b>3,995.96 €</b>	<b>41,948.54 €</b>	<b>0.00 €</b>	<b>0.00 €</b>	<b>113,838.23 €</b>
<i>Original budget in the application form</i>			<b>738,924.00 €</b>	<b>110,836.00 €</b>	<b>165,842.00 €</b>	<b>385,972.00 €</b>	<b>0.00 €</b>	<b>0.00 €</b>	<b>1,416,574.00 €</b>

**Changes from the original plans**

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

NA

### 3.2.2 External expertise and services

	Partner	Item number as planned in the application form	Type of cost	Description in the application	Planned amount	Supplier(s)	Description	Total amount in EUR	Reported so far
1	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 €	Connectionpoint Sp. z o.o.	Expert service - preparation of LAP (Regional Action Plan)- 2nd part	893.24 €	4,761.55 €
2	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 €	Service Catering	Catering services during the LSG monitoring meeting in Katowice (16.12.2019)	180.18 €	777.30 €
3	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. 6th semester expenses (period from 01/10/2018 to 31/03/2019)	580.00 €	4,161.60 €

4	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 €	PICININI RITA, PICININI RITA, PICININI RITA, PICININI RITA, PICININI RITA	SUPPORT FOR PROJECT MANAGEMENT March 2019 / April 2019	2,402.49 €	62,487.49 €
5	1-LP: Municipality of Reggio Emilia	2	FLC costs	FLC costs for phase 1 and phase 2 (8 checks)	5,800.00 €	ROSIGNOLI MASSIMILIANO	FIRST LEVEL CONTROLLER ACTIVITY - REPORT CERTIFICATION FOR SEM 6	900.00 €	5,400.00 €
6	1-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 €	ANDREA PARMEGGIANI, GUIDO PRATI	TRAVEL & ACCOMMODATION COSTS: REFUND FOR COLLABORATION WITHOUT COMPENSATION FOR PARTECIPATION TO THE IDEAON SCIENCE PARK of ANDREA PARMEGGIANI and GUIDO PRATI (LSG members) _ LUND (SWEDEN) _ 25-27/03/2019 (RP6 delayed payment)	2,262.82 €	9,364.23 €
		<p><u>Planned amount exceeded or unplanned expenditure reported. Please provide justification:</u> The planned amount has been exceeded due to the high participation of local stakeholders to the project activities. The overspending will be counterbalanced with underspending on other EE items or by applying the flexibility rule.</p>							
7	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) -	18,300.00 €	SPINNAKER'S TRAVEL OFFICE S.R.L., ELFO SOCIETA' COOPERATIVA SOCIALE, PAUSE ATELIER DEI SAPORI SRL, MARIA PIA FALCONE	INTERNATIONAL EXCHANGE SEMINAR AND PROJECT MEETING (REGGIO EMILIA, 13-14/03/2019) Hospitality expenses for speakers of the International Exchange Seminar (Purchase of flight, railway and airport shuttle tickets) (RP6 delayed payment)  Dinner 13/03/2019 (buffet for 50 people with typical local products and gastronomic excellence of the	7,572.14 €	25,125.28 €

				<p>10 participants per group/ partner; 1 international exchange seminar - 30 participants (2 representatives/PP + 5 from LP + LSG + Keynote speakers)</p>	<p>S.A.S., I.TER S.P.A., NOTARIE S.R.L.U., FONDAZIONE R.E.I. RICERCA INDUSTRIALE E TRASFERIMEN TO TECNOLOGIC O</p>	<p>Reggio Emilia tradition) (RP6 delayed payment)</p> <p>Interpreting service (2 interpreters with at least five years of experience in interpreting services related to relevant events, conferences and initiatives international also in institutional contexts, with particular significant skills in subjects economic and legal, with particular attention to areas related to the themes of project development international in which publics are involved administrations and business entities / entities; ITA &lt; EN&gt; ITA; mode: simultaneous guided tour mode with supply of the necessary equipment for n. 70 people - wireless headphones). (RP6 delayed payment)</p> <p>Hospitality expenses for the speakers of the International Exchange Seminar Costs of overnight stay, breakfast and taxes: _ n. 1 single / double room for single use on behalf LUIGI MERCURI - Check-in 12/03/2019 / Check out m 14/03/2019 (n.2 nights) _ n. 1 single / double room for single use on behalf MAURIZIO MARESCA - Check-in 12/03/2019 / Check Out 13/03/2019 (n.1 night) (RP6 delayed payment)</p> <p>Lunch 14/03/2019 for n. 8 people (RP6 delayed payment)</p>	
--	--	--	--	---	--	--	--

							Rental service of conference room and related technical services (RP6 delayed payment)		
		<p><u>Planned amount exceeded or unplanned expenditure reported. Please provide justification:</u>  The planned amount has been exceeded due to the total costs incurred for the realization of the International Exchange Seminar. The overspending will be counterbalanced with underspending on other EE items or by applying the flexibility rule.</p>							
8	7-PP: ART-ER Joint Stock Consortium Company (until 30/04/2019 ERVET)	56	FLC costs	FLC costs for phase 1 and phase 2 (8 checks)	7,000.00 €	Simone Centrone	Costs for FLC certification (PR4 & PR5)	1,462.00 €	3,658.00 €
9	7-PP: ART-ER Joint Stock Consortium Company (until 30/04/2019 ERVET)	55	Meeting costs: dissemination event	1 regional conference organization: rent room, communication, secretariat (semester 6)	3,000.00 €	Enrica Bondavalli, Società Cooperativa Sociale IT 2	Costs related to the organization of the regional conference "E-commerce per l'accesso ai mercati esteri – modelli di supporto a confronto" held in Bologna on February 2019 (catering, interpretation and related equipment)	4,093.10 €	4,521.04 €
		<p><u>Planned amount exceeded or unplanned expenditure reported. Please provide justification:</u>  Underestimation of initial costs related to the item. The Regional Conference was indeed an international conference with foreign speakers (coming from Valencia to represent the Good Practice from which we have been inspired and from the European Commission). Therefore it required an adequate organization in terms of interpretation system and catering. It was very important to create consensus among the Emilia-Romagna regional government and creating a dialogue with our stakeholders. It was all day long, divided in a public part in the morning session and in a discussion with stakeholders and external partners of ITA, Netcomm and Lombardy Region in the afternoon. We gave a lot of importance to the conference as a basis to launch our LAP focused on e-commerce, quite new for the region.</p>							
10	6-PP: Municipality of Gävle	43	Travel & accommodation costs: members of the stakeholder groups and other external bodies	<ul style="list-style-type: none"> <li>- Interregional workshop in Wakefield: 1 representative from LSG participating</li> <li>- Study visits: 4 representatives from LSG per study visit</li> <li>- Transfer workshops: 1 stakeholder participating as expert to each transfer workshop</li> <li>- International exchange seminar: 2 stakeholders participating</li> <li>- Project's final event: 4</li> </ul>	18,700.00 €	Big Travel Sweden AB, Big Travel Sweden AB, Big Travel Sweden AB, Big Travel Sweden AB, Nordea Bank AB (First Card), delayed payment	Transportation costs to the International Exchange Seminar, 12-14 March 2019, in Reggio Emilia, Italy.  DELATED PAYMENT. *International Exchange Seminar 12-14 March, 2019, in Reggio Emilia, Italy. Flight, fees and hotel concerning Mikael Nyman, employed by the municipality of Gävle. 1/5 of the invoice in Travel and Accommodation. Rest in External	4,347.72 €	11,098.02 €

				<p>stakeholders participating</p>			<p>expertise.</p> <p>*DELAYED PAYMENT. International Exchange Seminar 12-14 March, 2019, in Reggio Emilia, Italy. Flight, fees and hotel concerning Annika Lundqvist, employed by the municipality of Gävle. 1/2 of the invoice in Travel and Accomodation. Rest in External expertise.</p> <p>*DELAYED PAYMENT. Compete In International Exchange Seminar, 12-14 March, 2019, in Reggio Emilia, Italy. Taxi from Reggio Emilia to Bologna, 14 March, 2019, concerning Mikael Nyman, municipality of Gävle. 1/6 of amount in Travel and Accomodation, rest in External Expertise.</p> <p>*DELAYED PAYMENT. International Exchange Seminar 12-14 March, 2019, in Reggio Emilia, Italy. Train tickets and fee, in Sweden, Gävle-Stockholm/Arlanda-Gävle concerning Annika Lundqvist and Mikael Nyman, both employed by the municipality of Gävle. Divided invoice, this part in Travel and Accomodation. Rest in External expertise.</p> <p>*DELAYED PAYMENT. International Exchange Seminar 12-14 march 2019 in Reggio Emilia, Italy. Taxi fee in Sweden, Gävle/Uppsala/Arlanda concerning</p>		
--	--	--	--	-----------------------------------	--	--	---	--	--

Annika Lundqvist, employed by the municipality of Gävle. No public transport available. (Travel and Accomodation)

\*DELAYED PAYMENT.  
International Exchange Seminar 12-14 march 2019 in Reggio Emilia, Italy. Flight, fees and hotel concerning Anna Bäcklund and Therese Florentin, both employed by the University of Gävle. Bengt Högberg, employed by the Regional Export Centre and Moniqa Klefbom, employed by the region of Gävleborg. 4/5 of the invoice in External expertise. Rest in Travel and Accomodation.

\*DELAYED PAYMENT.  
International Exchange Seminar 12-14 march 2019 in Reggio Emilia, Italy. Flight, fees and hotel concerning Carina Åkerberg, employed by the region of Gävleborg. 1/2 of the invoice in External expertise. Rest in Travel and Accomodation.

\*DELAYED PAYMENT.  
International Exchange Seminar 12-14 march 2019 in Reggio Emilia, Italy. Travel costs concerning Per Henrik Dahl, employed by FPX, Future Position X, cluster for geographical information. Train, flight and fees. (External expertise)

\*DELAYED PAYMENT.  
International Exchange Seminar 12-

						<p>14 March, 2019, in Reggio Emilia, Italy. Train tickets and fee, in Sweden, Gävle-Stockholm/Arlanda-Gävle concerning Moniqa Klefbom and Carina Åkerberg, Region Gävleborg. Therese Florentin and Anna Bäcklund (University of Gävle) Divided invoice, this part in External expertise. Rest in Travel &amp; Accomodation.</p> <p>*DELAYED PAYMENT. Compete In International Exchange Seminar, 12-14 March, 2019, in Reggio Emilia, Italy. External Expertise: Travel costs, Taxi from Reggio Emilia to Bologna, 14 March 2019 concerning Moniqa Klefbom, Region Gävleborg, Anna Bäcklund and Therese Florentin, University of Gävle, Bengt Högberg, Regional Export Center and Henrik Dahl, FPX. 5/6 of amount in External expertise, the rest in Travel &amp; Accomodation.</p>			
11	6-PP: Municipality of Gävle	47	Publication and dissemination costs	Printing of project brochures, project's posters, roll-up and hand-outs to be used during interregional events and local events.	5,000.00 €	Gävle Offset, Baringo Reklam & Kommunikati on AB	Gävle Offset: Delayed payment. Posters LAPs Baringo: Delayed payment. Update and reprint of project folders due to PP5-PP8 partner change.	3,157.70 €	6,187.23 €
			<p><u>Planned amount exceeded or unplanned expenditure reported. Please provide justification:</u> The exceeding amount is related to the extra-printing of project brochures due to the partner change ocured. It will be compensated by applying the 20% flexibility rule between budget lines and/or other partners' budget.</p>						

13	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 €	Skärgårdskroge	DELAYED PAYMENT Delayed invoice from the restaurant "Skärgårdskroge". The nature of this cost is dinner during the Compete In Transfer Workshop together with Reggio Emilia, August 30, 2018. Participants: Giovanni Mattioli (Reggio Emilia Chamber of Commerce) Matteo Tedeschi (UNIMORE) Claudia Laricchia (Future Food Institute) Saverio Serri (Reggio Emilia) Sabrina Rosati (E35 Foundation) Anna Bäcklund (University of Gävle) Carina Åkerberg (Region of Gävleborg) Annika Lundqvist (Municipality of Gävle)	30.47 €	15,009.83 €
		Planned amount exceeded or unplanned expenditure reported. Please provide justification: The exceeding amount under EE budget line will be compensated by applying the 20% flexibility rule between budget lines and/or other partners' budget.							
14	8-PP: Leeds Beckett University - partner from 28 November 2017	39	Meeting costs: stakeholder group	Hosting costs for 1 training (room, catering) - about 10 participants	1,600.00 €	Create Cafe, Create Cafe, Create Cafe	LSG meetings May 2019, October 2019, Jan 2020 The costs include the catering, (teas, coffees, light refreshment) and use of the space within Create Cafe for the meeting.	41.02 €	41.02 €
15	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 Audit Partnership	2 x FLC checks December 2018 and July 2019	2,197.07 €	3,384.31 €

16	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 €	EDA Limited, EDA Limited	External Consultant final invoices for local action plan and policy guideleines documents	11,798.12 €	25,521.54 €
		Planned amount exceeded or unplanned expenditure reported. Please provide justification: Budget line 38 has been exceeded due to delayed payments moved into Claim 4.							
17	6-PP: Municipality of Gävle	44	Meeting costs: stakeholder group	Organising and delivery at least 3 LSG's local meetings - about 10 participants per meeting	2,400.00 €	Sodexo AB	Working lunch (2019-03-08) with stakeholders participating in the Compete In project in preparation of the International Exchange Seminar in Reggio Emilia (University of Gävle and Regional Export Centre). The costs reported refers to 3 stakeholders: Bengt Högberg (Regional export cooperation), Therese Florentin and Anna Bäcklund (University of Gävle).	30.47 €	30.47 €
								<b>41,948.54 €</b>	<b>350,601.81 €</b>

### 3.2.3 Equipment

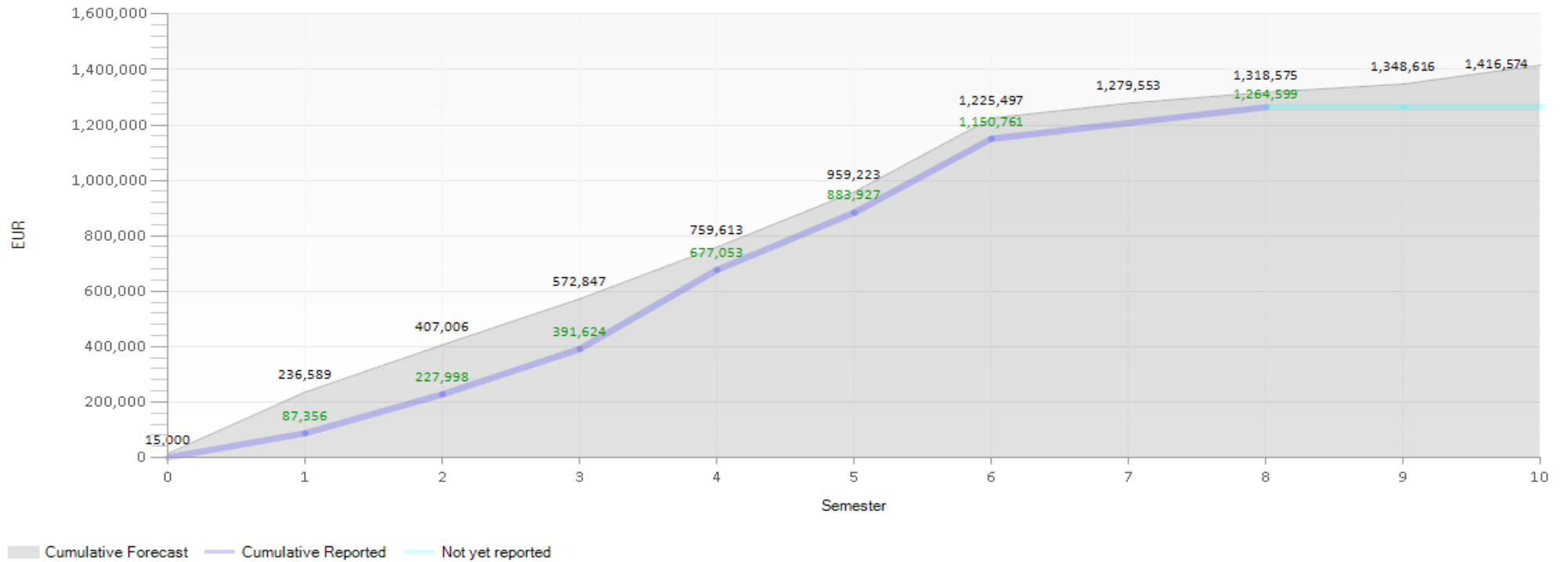
	Partner	Item number as planned in the application form	Type of cost	Description in the application	Planned amount	Supplier(s)	Description	Total amount in EUR	Reported so far
									<b>0.00 €</b>

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

Number	Partner	Supplier name	Contracted amount (excluding VAT)	Contracted amount (including VAT)	Procedure applied	Contract type	Reported amount in current report	Previously reported	Reported amount	Comments (optional)
P06-001	Municipality of Gävle	Resecity i Söderhamn AB	11,430,000.00 €	14,287,000.00 €	Open procedure	Services	5,962.56 €	21,248.68 €	27,211.24 €	N/A
P06-003	Municipality of Gävle	Sodexo AB	82,297,257.00 €	100,287,157.00 €	Open procedure	Services	30.47 €	147.18 €	177.65 €	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. Procuration advertise; Kommersannons.
P06-002	Municipality of Gävle	Winn Hotels	3,325,000.00 €	4,156,000.00 €	Open procedure	Services	0.00 €	4,240.09 €	4,240.09 €	N/A

### 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 €	266,834.01 €	113,838.23 €			



**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.**

The underspending situation is mainly due to 2 elements:

- Phase 2 project budget has been slightly overestimated considering the activities foreseen and implemented, including the decision to organise an online project meeting (a project meeting in person was scheduled for May 2020 in Leeds but it has been cancelled due to Covid-19 emergency and rescheduled as an online project meeting for October 2020);
- the Covid-19 pandemic, which has significantly slowed down the project activities in the last 2 months of the reporting period.

At the same time, PP6 is facing an overspending, in particular concerning the "External expertise and services" budget line, which was necessary in order to implement part of the project activities that could not be carried out by the Staff due to a hiring freeze at the Gavle Municipality. The exceeding amount will be compensated by reducing PP6 Staff costs as well as other PPs budget within the 20% flexibility rule.

### 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	1	30/10/2019	2
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	ART-ER Joint Stock Consortium Company (until 30/04/2019 ERVET)	 IT	0		1
8-PP	Leeds Beckett University - partner from 28 November 2017	 UK	1	03/07/2019	1

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





## PR 7 PGI00129 COMPETE IN

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

Version: 4

Submission Date: **18/09/2020**

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

PR Control Number: **e463d978fbb2050d0c3d53af732f517a**

Control Number: **207b7770f5f341fbbddf4563300190b5**

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

Reporting period **01/04/2019** to **31/03/2020**

ERDF amount reported in this reporting period: **96,762.48 €**

	Partner name	Partner state	Current report
1-LP	Municipality of Reggio Emilia	IT	33,219.20 €
2-PP	Valencia Entrepreneurship and Competitiveness Institute	ES	7,714.17 €
3-PP	Upper Silesian Agency for Entrepreneurship and Development Ltd.	PL	5,121.66 €
4-PP	WIELKOPOLSKA REGION with the seat of the MARSHAL OFFICE OF THE WIELKOPOLSKA REGION IN POZNAN"	PL	1,059.25 €
5-PP	Wakefield Metropolitan District Council - partner until 28 November 2017	UK	0.00 €
6-PP	Municipality of Gävle	SE	21,463.00 €
7-PP	ART-ER Joint Stock Consortium Company (until 30/04/2019 ERVET)	IT	12,826.72 €
8-PP	Leeds Beckett University - partner from 28 November 2017	UK	32,434.23 €
<b>Total</b>			<b>113,838.23 €</b>

# 1. Insight into project's implementation

## 1.1 Overview

### Monitoring the action plan implementation

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

Within reporting period 7, PPs continued to show a high level of commitment and involvement, also given the delay accumulated in the previous semesters and the need to recover part of the Phase 1 project activities at the beginning of the Phase 2. In particular, after the International Exchange Seminar and the Project Meeting held in Reggio Emilia on 13-14/03/19, PPs have cooperated closely in order to finalise the definition of their Local Action Plans.

Then, during SEM8, the level of involvement has moved more on the local level, where the different PPs have started working with their LSGs in monitoring the implementation phase of the LAPs. Within this last reporting period, LP has continued its activity of coordination of the project partnership, in order to guarantee a smooth progress of the project activities in the different regions, also with regard to the communication plan. Moreover, once the LAP implementation has started, the project has registered a high level of exchange respectively between the GP's importing and exporting partners, in particular concerning the evaluation and monitoring of the local actions.

By the end of RP8, all activities have been progressively slowed down due to the spread of the COVID-19 pandemic.

How did you ensure the proper monitoring of the action plan implementation? Was the monitoring process smooth or did you encounter any difficulties? Concrete examples are welcome.

Once the difficulties related to the definition of the LAPs had been overcome, PPs finally had the opportunity to start the implementation of the local activities, so also the LAP monitoring could start, in close cooperation with the local stakeholders.

In order to guarantee a smooth process and a common methodology, in December 2019, some monitoring guidelines have been defined by the LP and shared with the PPs, including some methodological tools. In particular, the monitoring and evaluation process was structured on two levels:

1) General assessment and evaluation referring to overall LAP implementation, impact and outcome and efficiency/effectiveness process: evaluation of dynamics that were established within the COMPETE IN regions, on the changes that the project has effected, on the positive processes activated and on how to guarantee their sustainability. The monitoring process should then focus on the activities carried out and, subsequently, on the results obtained.

2) Detailed evaluation and assessment relate to specific elements of value and dimension of interest for INTERREG Programme and COMPETE IN project.

The aim of the LAP monitoring guidelines is also that of guarantee a consistent level of analysis when the first evaluation and monitoring results will be presented and shared by all PPs during the next PMG.

Were the relevant stakeholders actively involved in phase 2? Did the partnership carry out specific measures to keep the stakeholders interested and mobilised? Are there any differences among the participating regions in this regard?

The level of active involvement of the local stakeholders has remained quite relevant also during Phase 2 and in some cases has also significantly increased, on the basis of how the different PPs have structured the implementation phase as well as the monitoring activity of LAPs.

In particular:

LP met its 10 LSG representatives 4 times (15/05/19,12/12/19,10/02/20,13/02/20) and 2 working groups - one dealing with internationalisation of SMEs and territory and the other more focused on attractiveness - have been set up.

PP2 LSG met on 25/04/19 (5 ppl) and on the occasion of the Regional Conference (19/11/19,5 ppl); the stakeholders directly concerned with the content of the good practices have been kept informed at each stage.

PP3: During the initial phase of implementation flow of information was smooth and regular. Stakeholders participated in the 1st LSG monitoring meeting (16/12/19,14 ppl) and another meeting was held during the Regional Export Platform establishment event (03/03/20,13 ppl).

PP4: 3 individual meetings took place in 2020 (10/01,05/02,07/02), with 3 different stakeholders (2 ppl each). The monitoring process was generally smooth, however some obstacles were encountered, mainly with the activity of the survey.

PP6: Team Gävleborg, including all relevant stakeholders, have met once (25/06/19,14 ppl) and kept in contact via e-mail. The respective LAP actions' leaders coordinate the delivery and follow-up of activities, that is then collected by the Municipality of Gävle.

PP7: ART-ER strictly worked with Emilia-Romagna Region for improving the addressed policy instrument by introducing new eligible expenditures dedicated to e-commerce, as well as guiding and coordinating stakeholders' actions implementation.

PP8: 3 LSG meetings (01/05/19,17/10/19,29/01/20-5,4,10 ppl). There has been a benefit of promoting the project to new as well as existing stakeholders: Wakefield Council has re-engaged, and the LSG has been re-invigorated, with new membership.

## **Participation in Policy Learning Platform**

During the reporting period, did you or your partners use any of the PLP services (e.g. expert helpdesk for policy advice, thematic workshops or webinars, good practice database, thematic publications)?

As LP we have downloaded the following Policy Briefs and also discussed them with LSG and Policy Makers:

- Putting theory into Practice: Circular Economy Business Models in the EU;
- Digital transformation and SMEs: what regions can do;
- Eco-Innovation in Europe;
- Business acceleration schemes for start-ups - Focus on internationalisation;
- Public-private startup accelerators in regional business support ecosystems;
- "University-Industry collaboration".

The first three Policy Briefs gave us the opportunity to analyse the GP of other countries and how Circular Economy, Digital Transformation and Eco-Innovation can be relevant for local companies in their internationalization process.

The last three Policy Briefs are more closely linked to the main focus of LP Local Action Plan and gave inspiration and suggestions for the development of the implementation phase of the Local Action Plan and the design of further local collaborations and activities.

Could you describe any specific benefits gained from using the PLP services (e.g. cooperation with new organisations or with new projects, identification of interesting content for your own project?)

In general, we use the PLP as a tool for continuous learning and improvement of our competences. We have downloaded several Policy Briefs from the PLP Knowledge Hub. We weekly consult the news on PLP to gain inspiration, information and knowledge to be shared further.

Several Policy Briefs provided us with support and inspiration in gaining new perspective on our projects, suggestions on how to disseminate our goals and expected project results both at local and at Partnership level. We also gained information and suggestions to encompass some aspects in our project.

Moreover, thanks to GPs publication, two European consortia contacted PP4 aiming to establish cooperation on pro-internationalisation and innovativeness initiatives.

Do you have any specific suggestions related to the PLP services (e.g. topics to be covered, new services that could be offered)?

PP4 would like to recommend a faster reviewing process concerning GPs database.

PP6 would suggest to make available on the platform reports (or summary) of all the Peer reviews .

PP7 would recommend to focus on E-commerce: EU rules/legislation and practices. Instruments, training and supporting for SMEs. Opportunities at the time of Coronavirus.

## 1.2 Storytelling

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

As LP, we are particularly proud for having implemented an innovative solution to tackle the implementation of Action 5 of the LAP, which is focused on the development of the Reggiane Innovation Park. The Municipality of Reggio Emilia along with the LSG members has launched a “challenge” to a group of students of the Course in Engineering of Organizational Processes of the University of Modena and Reggio Emilia. The project aim is to create collaboration between the students and LSG members to tackle a problem and propose an innovative solution.

Students are working together with the stakeholders to define the following activities:

- definition of communication, marketing and promotion tools of the Innovation Park in order to support international promotion in the diplomatic, institutional, and internal networks, partnerships, international clusters on the topics of research, innovation, technology transfer, business incubation;
- definition of a visit format for delegations, stakeholders and companies from abroad in order to position the Innovation Park at the centre of the international relations of local actors.

PP7 interviewed the Regional Government stakeholder to monitor the implementation of LAP actions and it was highlighted that the results achieved so far, in particular the focus on e-commerce and the intensified contacts with the Italian Trade Agency (ITA), have been possible thanks to the international conference ART-ER organized in Bologna on February 27, 2019 “E-commerce for access to foreign markets Support models in comparison”. This because the event made regional stakeholders aware and allowed a fruitful exchange between ART-ER staff, regional government representatives, national experts. It was the scenario that led the Regional Government, in agreement with the main stakeholders, to define actions able to exploit the potential of cross-border e-commerce. From that, the strengthened will of improving the policy instrument by introducing a new paragraph dedicated to e-commerce activities in the call 4.1 Regional Plan for Productive Activities (RPPA) 2012 – 2015 Operational Programme 4 - Internationalisation of the productive system launched in April 2019. In addition, e-commerce could be one of the keys to a faster recovery after COVID emergency. That is the reason why E-R Region started to discuss on more specific courses to be realized in cooperation with ITA.

One of the Compete In Wakefield SMEs is called Story Trails (<https://storytrails.co.uk/>). The sole trader and owner of this business wasn't sure, as a micro-SME, whether an export and internationalisation research project could help her. However the Compete In project stakeholder network has pointed her to different contacts and opportunities to grow her business both in the UK and beyond. Story trails engages with many different audiences through interactive learning for both children and adults, community projects, sustainability projects, and games philosophy initiatives.

PP8 used our stakeholder network to introduce a number of opportunities to grow and expand this diverse business. This included an introduction to a games / virtual reality contact in the Netherlands – a knowledge exchange is ongoing to explore mutually beneficial opportunities and for Story Trails to learn how to develop existing gamification skills into corporate opportunities.

LBU also introduced Story Trails to a local freelance illustrator and an animator – who are working together to create an interactive storytrail in Copenhagen for the tourist board. This SME is the missing link they needed in creating engaging content.

This is a real life example of how a micro-SME needs the collaboration of a number of agencies and stakeholders to open up opportunities, and enable them to take business to the next stage.

## 1.3 Work plan

### 1.3.1 Main outputs

Output indicators	Current period	Achieved so far (cumulative)	Target
Number of policy learning events organised	5	89	81
Number of good practices identified	0	22	21
Number of people with increased professional capacity due to their participation in interregional cooperation activities	0	42	42
Number of action plans developed	0	7	7
<a href="https://www.interregeurope.eu/competein/library/#folder=1886">https://www.interregeurope.eu/competein/library/#folder=1886</a>			
Number of appearances in media (e.g. press)	7	91	35
Media appearances are justified in a dedicated table, available in the project folder under this link: <a href="https://drive.google.com/drive/folders/OB_2u8LvpD_IzQndsY19rUFFzSFk">https://drive.google.com/drive/folders/OB_2u8LvpD_IzQndsY19rUFFzSFk</a> .			
Average number of sessions at the project pages per reporting period	282	369	1,000
Sessions at the project pages are recorded in a dedicated table (one per call), available under this link: <a href="https://drive.google.com/drive/folders/OB_2u8LvpD_IzTnFvOUVwLWxiYjQ">https://drive.google.com/drive/folders/OB_2u8LvpD_IzTnFvOUVwLWxiYjQ</a> .			

### 1.3.2 Reporting per semester

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

a) action plan implementation follow-up

Each region starts the implementation of its action plan. The relevant stakeholders for the implementation are mobilised.

b) communication and dissemination

The partners ensure regular updates of the project website with information on the action plan implementation.

c) project management

The lead partner prepares the progress report for the joint secretariat.

#### Main outputs of the first semester of the current reporting period as originally planned

Website updates

1 progress report

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

a) action plan implementation follow-up

Each partner monitors the action plan implementation by contacting the stakeholders and beneficiaries of the different actions.

All partners meet to learn from each other by exchanging on the success and difficulties met in the implementation of their action plan.

b) communication and dissemination

The partners ensure regular updates of the project website with information on the action plan implementation.

c) project management

## Main outputs of the second semester of the current reporting period as originally planned

1 project meeting  
Website updates

### Activities which took place during the reporting period

Describe in detail the activities related to a) action plan implementation follow-up, b) communication and dissemination and c) project management.

#### a) Monitoring action plan implementation

An online project meeting with all PPs took place on 13/01/2020, to discuss about project management issues as well as LAP implementation and monitoring methodology.

In particular, during the meeting, LP has presented the final version of the LAP monitoring methodological guidelines, a document that will serve as a guide to all PPs for monitoring implementation of Local Action Plans defined during COMPETE IN learning process.

The monitoring and evaluation process will consist of two levels:

- 1) General assessment and evaluation referring to overall LAP implementation, impact and outcome and efficiency/effectiveness process
- 2) Detailed evaluation and assessment relate to specific elements and dimension of interest for INTERREG Programme and COMPETE IN project

The methodology focuses on the added value of/for the Partner, the stakeholders and the SMEs that have a role in implementing the LAP. The gap between expected added value and obtained performances will provide a qualitative measure of the potential for project improvement through to the end of the lifecycle both in terms of efficiency/effectiveness and staff performance.

PPs have appreciated the guidelines and in particular the fact that the proposed methodology is not rigid and it can be adapted to the different implementation contexts.

Then, each PP has shared a quick update about the the progress in the implementation of the respective LAPs:

LP: LAP has been presented and approved in May 2019 at LSG and at the Executive Committee of the Municipality of Reggio Emilia. After that, within the local stakeholder group, 2 working groups have been created according to main interests of stakeholders to detail the operational plan of each activity: 1) Internationalisation of SMEs and territory 2) Attractiveness of SMEs and territory.

PP2: Of the two good practices, the one related to better coordination of the Valencia internationalization strategy through a market selection board is already in operation. The one related to support for entrepreneurs requires the participation of more agents and resources, which complicates its launch.

PP3: Even if already finalised, LAP had to be modified due to impossibility of change of policy instrument within current EU funds period. Action Plan was then approved in August 2019 and the implementation started, with the execution of the first activities related to Regional Export Platform and Internationalisation Academy.

PP4: The LAP implementation started at the beginning of September 2019 and is now proceeding smoothly.

PP6: The Municipality of Gävle, the Region Gävleborg and Almi had regular updates to follow up the implementation in general, also with the stakeholders responsible for the respective actions.

PP7: The Action plan is at a good stage of development in particular as regards actions 1 and 2. Action 3 depends on them.

PP8: A collaboration with a new Wakefield-based SME has contributed significant progress towards several key objectives.

**b) Communication and dissemination**

- NL: all PPs have contributed to the preparation of Compete In Newsletter no 5 that was published in January 2020;
- PLP: see "Participation in Policy Learning Platform" in section 1.1;
- 20 meetings with key decision makers: LP (4), PP2 (2), PP3 (3), PP4 (2), PP6 (2), PP7 (2), PP8 (5), mainly about the LAP finalisation, implementation, monitoring and evaluation;
- 2 regional conferences: PP2 (19/11/19): In the framework of the annual congress on internationalisation organised by different business support organisations, IVACE presented the two selected good practices ([www.congresoglobal.com/en/](http://www.congresoglobal.com/en/)); PP6 (05/12/19): the Regional conference was held within The Export Day organised by the Regional Export Centre, the municipality of Gävle and Region Gävleborg, with 120 participants and Anna Hallberg, Swedish minister of Foreign Trade, as one of the speakers;
- 2 presentations at external events: Compete In has been presented by PP8 at the Wakefield Business Week (19/06/19) with 20+ participants (project presentation with a focus on export and international trade) and at the Wakefield Bondholder Event (07/02/20) with 60+ participants (presentation to Wakefield Council, Wakefield Stakeholders and Wakefield SMEs about Compete In opportunities and project progress);
- Communication activities for reporting periods 7-8 also include regular updates of the project website and the project page on Facebook.

**c) Project management**

PR6 was completed by LP with PPs contribution and submitted to JS. All PPs were then updated about the budget and spending situation.

An online project meeting with all PPs was held on 13/01/2020, to discuss:

- LAP implementation and monitoring methodology;
- PR6 approval;
- next Progress Report (SEM7&8);
- next Project Meeting (May 2020);
- communication issues.

**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.

In general, the spread of the COVID-19 pandemic has slowed down the implementation activities of the LAPs from February 2020 on. Semester 9 will be significantly affected by the overall lockdown situation the different European countries have face and are facing. In this sense, PPs will be collaborating in order to find alternative and innovative solutions in order to carry on the project activities.

## 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	3	6
Amount (EUR) of Structural Funds (from Growth & Jobs and/ or ETC) influenced by the project in the field tackled by the project.	30,154	1,390,154	6,800,000
Number of other regional policy instruments where measures inspired by the cooperation were implemented in the field tackled by the project.	2	2	1
Amount (EUR) of other funds influenced by the project in the field tackled by the project.	165,000	165,000	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)	PR 7
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

<b>3</b>	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
<b>4</b>	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
<b>4b</b>	Operational Programme Knowledge Education Development 2014-2020, Measure 2.18 "High-quality administrative services"	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)	PR 7
<b>5</b>	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
<b>6</b>	Investment for Growth and Jobs programme, NUTS 2: North Central Sweden (C (2014)9938, decision by the European Commission, 15th of December 2014) Thematic goal 3: Strengthen the competitiveness of small- and medium sized companies. Investment priority 3d: Supporting small- and medium sized companies to invest in growth in regional, national and international markets and engage in innovation processes.	Yes	Tillväxtverket - Swedish Agency for Economic and Regional Growth	6-PP Municipality of Gävle (SE)	PR 5

7	ERDF Regional Operational Plan 2014-2020, Axis 3 Competitiveness and attractiveness of the productive system Investment Priority 3b Development and realization of news attractiveness models devoted to the SME, regarding in particular internalization Specific Objective 3.4 Increase of the internalization level of the productive systems Action 3.4.1 Projects for promoting export devoted to enterprises and their association identified at territorial or sectorial level.	Yes	Emilia-Romagna Region - General directorate for industry, trade and tourism	7-PP ART-ER Joint Stock Consortium Company (until 30/04/2019 ERVET) (IT)	N/A
7b	Regional Plan for Productive Activities (RPPA) 2012-2015 Operational Programme 4 - Internationalisation of the productive system	No	Emilia-Romagna Region	7-PP ART-ER Joint Stock Consortium Company (until 30/04/2019 ERVET) (IT)	PR 7

## 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 implementation

Please describe the overall progress made in the implementation of the action plan (including possible pilot actions). In particular, please describe which actions are already implemented (for those actions, please also indicate in the section below whether they can be considered as a policy change). In case implementation has not started yet, please explain why.

### ACTION 1

Reggio Emilia Team has worked to enhance collaboration and coordination of activities about internationalisation among all the stakeholders. In this framework, several initiatives have been proposed and shared in order to improve joint actions and coordination: a delegation from Ghana (November 2019), a proposal for an Italian call for SMEs in third countries (February 2020), a summit about SMEs and cooperation with migrant communities for a better internationalisation (March 2020 – postponed due to COVID-19). Moreover, a protocol among the stakeholders has been drafted and shared in order to better formalise the local coordination among stakeholders. A launching event about internationalisation policy of the territory was foreseen on March 4 with Reggio Emilia Mayor's speech but the event has been postponed due to COVID-19. emergency.

### ACTION 2

The 2 target countries of priority interest for the territory on which to develop integrated and territorial initiatives and projects have been identified within the Local Stakeholder Group: South Africa and Senegal. A joint project proposal addressing South Africa has been submitted (and recently approved) on the Emilia-Romagna Region call for internationalisation.

### ACTION 3

Reggio Emilia team along with LSG members have identified secondary schools (VET) students participating in Erasmus+ mobility projects as pilot target group of young people to whom address a agenda of meetings, training activities and visits on fields, in order to engage stakeholders in meeting students leaving for internship experiences abroad. Due to the COVID-19 pandemic, some activities (including mobilities) have been postponed, while the training activities have been realised via webinar.

### ACTION 4

LP has worked together with Prof. Ronald Wall to analyse and evaluate the international positioning of Reggio Emilia, through statistical data and researched that measure the attractiveness in terms of direct investments from abroad with respect to sectors and actors. The analysis looks at the competitiveness of Reggio Emilia in terms of inward investments, Reggio Emilia's strengths, growth and competitors.

### ACTION 5

Reggio Emilia team along with the LSG members has launched a "challenge" to a group of students of the Course in Engineering of Organizational Processes of the University of Modena and Reggio Emilia focused on this specific action of the LAP. Thanks to this innovative approach students, LSG members and Reggio Emilia project team will develop ideas and prototypes to strengthen the role of the Innovation Park on the territory.

### ACTION 6

In order to implement this action several meetings among local stakeholders and Municipality team were organized. Decision-makers and technicians from Municipality, Unindustria, Chamber of Commerce and external were able to define a specific topic for the first edition of the event (Artificial Intelligence and the Digital World) to take place by the end of 2020.

## Policy change

Has the project succeeded in influencing this policy instrument?

Yes

Please describe in detail the policy change achieved thanks to the project. Is it related to the implementation of new projects, to an improved management of the policy instrument or to a modification of the policy instrument itself (see also section 4.3.1 of the programme manual)?

The previous version of the DUP in “Objective 3: promotion and internationalisation” defined 3 main strategic lines:

- strengthening the tools and governance models for the promotion of the territorial system;
- increasing the visibility of the Reggio System making its reputation grow;
- building medium-long term local, national and international economic partnerships.

In the new version of the DUP, approved on 25/02/2020, the previous Objective 3 was redesigned and split into 2 new objectives:

-Obj. 16: Internationalization

“The Administration will strengthen existing international relations and activate new links with strategic local authorities for its territory. A discussion and co-planning table will be activated - open to public and private entities in the area - to guide and support the international dialogue of the territorial system, also with a view to promoting a strategy integrated able to connect economy and international cooperation, education and culture, sport and young people, environmental sustainability and territorial policies” (consistent with LAP Actions 1,2,3,4)

-Obj. 17: Work, Economy, Talents and Businesses

“To become a competitive city, Reggio Emilia must first of all be an attractive city. To achieve this, it is necessary to identify tools for promoting the area and its distinctive skills capable of building an effective synthesis and a real interconnection between supply and demand. To these strategies and these objectives responds the creation, in the area of the Innovation Park, of an Innovation-Business Week: one annual showcase of Reggio's excellence and projects with a thematic focus identified each year from the territory” (consistent with LAP Action 5)

“The Innovation Park as a shared asset/lever for the competitiveness of the territory: the Innovation Park must become a driving force to promote Reggio in an increasingly international dimension, increasing its visibility and increasing its reputation (consistent with LAP Action 6)

Please explain why this change would not have happened (fully or partly) without the Interreg Europe project; i.e. what is the link between the change and the activities organised within the project? Which lessons learned from the project were at the origin of this change? Please name the practices, activities or other content source which provided the inspiration.

With regard to the capacity to influence the Policy Instrument (DUP), the Compete In project played a crucial role being that:

- 2 DUP objectives have been re-designed on the basis of the LAP actions;
- thanks to the Compete In project, the LP has promoted within the LSG the signature of a Memorandum of Understanding for the internationalisation and attractiveness of territories, in order to formalise the governance approach experienced in the definition of the LAP.

In particular, the different LAP actions were inspired by the following GPs/experiences: Actions 1, 2, 6: Wakefield Bondholder Scheme (PP5/PP8) and Vit Empreude (PP2); Action 3: Vit Empreude (PP2); Action 4: EBoi project (PP4) and Wakefield Bondholder Scheme (PP5/PP8); Action 5: Wakefield Bondholder Scheme (PP5/PP8), Vit Empreude (PP2) and visit to the Ideon Science Park in Lund (Sweden)

With particular reference to the changes made to the new DUP, the Compete In project played a decisive role given that these changes are the result of the lessons and experiences learned during the transfer workshops held in Reggio Emilia with the partners of Wakefield and Valencia. Specifically, the new objective 16 of the DUP mentioned above was inspired by the experience of the Bondholder Scheme (PP5/PP8) while the new objective 17 of the DUP was influenced by the experience of VIT Empreude (PP2).

Please describe more precisely how this policy change was achieved; i.e. what were the steps to ensure that the lessons learned from the project were finally implemented in your region? Did you have to organise specific actions to ensure that that these lessons learned were passed within your organisation and/or among the stakeholders (e.g. dedicated meetings with key people)?

The DUP is the Municipality's strategic planning tool that is written by the Municipality managers responsible for the various policies and approved by the City Government.

During the definition phase of the new DUP, meetings were organized between the Compete In working group and the manager of the Municipality responsible for writing the sections of the DUP relating to economic development, internationalization and innovation. These meetings made it possible to pass on the lessons learned during the Compete In project to the decision maker and develop the new version of the DUP together with him. These changes were then endorsed by the policy makers in a course of specific meetings that led to the final approval of the new version of the DUP by the City Government.

In updating the DUP, referring to the LAP actions, the territorial needs (institutions, organizations, companies) have been taken into account in a participatory path throughout the project. The LAP was shared both on a technical level (to outline a feasible concrete path) and on a decision-making / political level (to outline a shared path at a strategic level).

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

Please explain how the above amount was estimated.

## Territorial Impact

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

The following results have been achieved:

1. The Municipality of Reggio Emilia along with the LSG members has launched a “challenge” to a group of students of the Course in Engineering of Organizational Processes of the University of Modena and Reggio Emilia to work together with the LSG to define the following activities:
  - definition of communication, marketing and promotion tools of the Innovation Park in order to support international promotion in the diplomatic, institutional, and internal networks, partnerships, international clusters on the topics of research, innovation, technology transfer, business incubation;
  - definition of a visit format for delegations, stakeholders and companies from abroad in order to position the Innovation Park at the centre of the international relations of local actors.
2. LP and LSG members have launched a new territorial project “Innovation & Business week at the Innovation Park”. Decision-makers and technicians from Municipality, Unindustria, Chamber of Commerce and external were able to define a specific topic for the first edition of the event (Artificial Intelligence and the Digital World) to take place by the end of 2020. Furthermore, a draft agreement to be signed by the event organizers was drawn up. Due to the Covid Emergency the realisation of the event has been postponed but backoffice activities are still ongoing.

With regard to the Self-defined performance indicator, given that no pilot project was defined by the LP, we propose to modify the indicator as indicated below.

In particular, we decided to focus on Objective n. 17 of the DUP (Work, Economy, Talents and Businesses) and on the projects and tools that will be developed in order to promote the attractiveness of Reggio Emilia at international level.

In case this effect can be reflected through indicators (i.e. the indicator should be clearly related to the above described effect), 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
N° of projects/tools developed for promoting Reggio Emilia and its distinctive skills	1	1	3

## 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 implementation

Please describe the overall progress made in the implementation of the action plan (including possible pilot actions). In particular, please describe which actions are already implemented (for those actions, please also indicate in the section below whether they can be considered as a policy change). In case implementation has not started yet, please explain why.

The action related to support for entrepreneurs requires the participation of more agents and resources, which complicates its launch. The good economic situation of the Valencian Community with the strong increase in exports has been losing dynamism since the end of 2019. This trend has been aggravated by the coronavirus crisis. These factors mean less funding for IVACE. The request for funds has been made but we will have to wait until we have the financial resources and tools necessary for its implementation.

- Action 1. Content of the tool according to existing proposals. Carried out
- Action 2. Scope of the tool and its integration in the plan to support the internationalization of the Valencian Community. Carried out
- Action 3. Design of the platform to be used by the entrepreneurs: pending a call for tenders. In process
- Action 4. Definition of tool managers. Carried out
- Action 5. Promotion of the tool. Pending

The action related to better coordination of the Valencia internationalization strategy through a market selection board is already in operation. After the visit of the representatives of Ervet and of the department of economic promotion of Emilia Romagna in May 2018, we prepared a report on their method of functioning. The objective was to adapt to our territory the model of elaboration of the internationalization plan of Emilia Romagna Go Global. This proposal has been supported by the regional administration and the industrial associations.

- Action 1. Design of the new method to be implemented Carried out
- Action 2. Definition of stakeholder participation Carried out
- Action 3. Setting up the forms and procedures.
- Action 4. Definition of deadlines. Completed
- Action 5. Resource allocation and management. Completed

## Policy change

Has the project succeeded in influencing this policy instrument?

No

If no, can you report on the main reasons why the policy instrument could not be influenced yet?

Some results (as described above) have been achieved but they are not enough to consider them as a concrete policy change, being the LAP implementation still in process.

Regarding the new action lines, the Direction General of internationalization belonging to the Regional Ministry of Economy and IVACE will be focusing more on New companies being created in order to boost the economy and promote employment. The traditional users of IVACE services are mostly consumer goods manufacturers, building materials manufacturers and food processing companies.

IVACE already has a proposal for the self evaluation tool they will test in the coming months.

This tool will allow IVACE to know the needs of micro businesses and those aspects in which they can have a greater impact. This occurs in an environment of limited technical and economic resources. In this sense, the new lines of action of both IVACE, the Valencian Government and the clusters, related to advice, services to exporters and economic support for internationalisation projects will be adapted to the new situation. For example, in the area of technical support that IVACE offer to exporters, they are going to change their tutorial programmes, making them more flexible and placing greater emphasis on the area of digital marketing and online markets, since the needs of companies are changing.

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

Please explain how the above amount was estimated.

## Territorial Impact

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

In case this effect can be reflected through indicators (i.e. the indicator should be clearly related to the above described effect), 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 implementation

Please describe the overall progress made in the implementation of the action plan (including possible pilot actions). In particular, please describe which actions are already implemented (for those actions, please also indicate in the section below whether they can be considered as a policy change). In case implementation has not started yet, please explain why.

### 1. Regional Export Platform

The Regional Export Platform was established on 02.03.2020 – The Agreement was signed on 02.03.2020.

Nevertheless, the idea of Regional Export Platform is its wide spread, which means that further discussions and arrangements have been organized in order to increase the number of institutions involved. The formal Agreement on 02.03.2020 was signed by 5 initial Members:

Chamber of Commerce Exporters and Importers in Mysłowice – as its Leader,  
Upper Silesian Agency for Entrepreneurship and Development Ltd. in Gliwice,  
KOMAG Institute of Mining Technology, Gliwice,  
GIG Research Institute, Katowice,  
Silesian University of Technology, Gliwice.

The Regional Export Platform as a network is financed within own funds of Members' institutions. Nevertheless, it is possible in the future to apply for funds for particular activities within public/ EU funds, including ROP of Silesia Voivodeship.

### 2. Internationalisation Academy

The very Internationalisation Academy is implemented within the project Global Silesia, which is financed through ROP of Silesia Voivodeship, within Measure 3.5 Internationalisation of regional economy, 3.5.1 – Promotion of regional economy. Discussions of the IA were executed during project meetings and individual meetings with the Marshall's Office and Upper Silesian Fund's representatives, when LAP was discussed and shared for implementation (these 2 institutions implement the project in partnership). The application form was submitted within the call for proposal announced on 09-12.2019. The duration of the project was planned for 2019-09-01 to 2023-06-30.

The project 'Global Silesia – Economic promotion of the region and activities connected with creation of favourable conditions for investment and export' is focused on following activities:

- international participation in trade fairs and exhibitions,
- organizing of international business missions, conferences, workshops, meetings,
- promotion of the region
- investment offers data base of SMEs,
- expertise and analyses in the field of internationalisation and promotion for SMEs.

Some elements of the Internationalization Academy are going to be implemented within the project Inter Silesia. The project is currently under assessment within the Sub-measure 3.5.2 – Modelling of export activities of SMEs (Measure 3.5 Internationalisation of regional economy), within the Call on 11.2019-03.2020, in the frame of the ROP of Silesian Voivodeship.

The project is planned to be implemented by Upper Silesian Fund in partnership with Marshal's Office of Silesian Voivodeship.

Project activities are focused on stimulation of pro-export development of regional SMEs, increase of their knowledge and competence in the field of business internationalisation. Within the project implementation among others prospective markets will be analysed and indicated and tools supporting foreign expansion for SMEs will be created.

## Policy change

Has the project succeeded in influencing this policy instrument?

Yes

Previous reports' descriptions of the nature of the change and how the project has contributed to this change.

Reported in PR 6: 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 Emprrende-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

Please describe in detail the policy change achieved thanks to the project. Is it related to the implementation of new projects, to an improved management of the policy instrument or to a modification of the policy instrument itself (see also section 4.3.1 of the programme manual)?

N/A

Please explain why this change would not have happened (fully or partly) without the Interreg Europe project; i.e. what is the link between the change and the activities organised within the project? Which lessons learned from the project were at the origin of this change? Please name the practices, activities or other content source which provided the inspiration.

N/A

Please describe more precisely how this policy change was achieved; i.e. what were the steps to ensure that the lessons learned from the project were finally implemented in your region? Did you have to organise specific actions to ensure that that these lessons learned were passed within your organisation and/or among the stakeholders (e.g. dedicated meetings with key people)?

N/A

	Current period (EUR)	Cumulative (EUR)
<b><i>If applicable, please estimate the amount of funding influenced by the project.</i></b>	31,947.61 €	31,947.61 €

Please explain how the above amount was estimated.

The amount of funds allocated within the project Global Silesia:

the whole project: 24 680 000 PLN (5 621 867,80 eur),

Regional Operational Programme co-financing: 20 978 000 PLN (4 778 587,60 eur),

Internationalisation Academy task: 165 000 PLN (37 585,42 eur), co-financing within ROP: 140 250 PLN (31 947,61 eur),

ERDF co-financing rate: 85%.

The amount of funding influenced is calculated as a part of funds dedicated to the task 'Internationalisation Academy', taking into consideration the co-financing rate of project budget: 85%.

## 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).

Reported in PR 6: 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.

### Current progress report:

Internationalisation Academy is based on ideas derived from following PPs' practices:

- Wakefield Bondholders Scheme – especially in the form of regular networking meetings on investing, education, which give additionally an opportunity for exchange of experience and gaining of knowledge on export, media, business models, financing, culture;
- VIT Emprende/Expande/Ivace – with particular focus on methodology of creation of educational programmes with support by representatives of regional self-government, academic, entrepreneurs. Such cooperation ensures the highest level of relevance to identified needs of entrepreneurs, as well as supporting institutions (e.g. chambers of commerce, agencies, business environment institutions etc.);
- ICT Meta Cluster/ TRIIP/ Gavle – approach which is based on proper selection of beneficiaries and providing of dedicated support (mentoring/ coaching/ training programmes), as well as its evaluating.

The project gives the huge opportunity to the whole region of Upper Silesia and the regional SMEs for their development, including their support and expansion in the foreign markets. Regional SMEs will be better prepared for the business expansion, their export readiness will be supported and enhanced, which will enable their stronger, long-lasting and stable position in international markets. Thanks to the project regional SMEs will be able to learn more about for instance how to prepare to foreign expansion, how to get the better export readiness of the business, what particular foreign markets look like, what their demands and opportunities are, how to meet international business partners. This is the way the Internationalisation Academy, which is a part of the Compete In LAP, will prepare the regional SMEs to spread their businesses internationally and will make them more competitive in international markets. Thanks to such opportunities the regional companies will develop and the region itself will be developed at the same way.

In case this effect can be reflected through indicators (i.e. the indicator should be clearly related to the above described effect), 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 implementation

Please describe the overall progress made in the implementation of the action plan (including possible pilot actions). In particular, please describe which actions are already implemented (for those actions, please also indicate in the section below whether they can be considered as a policy change). In case implementation has not started yet, please explain why.

Action I

The survey on internationalisation of enterprises, among BEIs from Wielkopolska Region, has been completed (initial phase). Survey results were developed at the beginning of new reporting period. One information and consultation meeting was planned (but not yet scheduled) for companies participating in regional stand at SIAL PARIS 2020 fair (main phase). We would like to underline that the organisation of the meeting will depend on Wielkopolska Region participation in the fair (the meeting will have to be cancelled in case of cancellation/postponement of the fair by organisers or resignation from participation due to current epidemic situation).

The policy change through Action I will occur when the conclusions of the survey affect changes in the recruitment of companies, which will hopefully take place in the 2nd half of 2020 and the beginning of 2021.

Action II

After signing the project subsidy agreement on 4 November 2019 (new project), activities related to the preparation for recruitment of local governments began. The activities included among others the dissemination of information about the project (setting up 1 large conference and 14 local information meetings in the region). Formal recruitment of Wielkopolska local governments to participate in the project started on 13 March 2020. By the end of the reporting period 71 applications had been received (the target number is 130).

The policy change through Action II will occur when the new project influences the standards of investor service in some local government units in Wielkopolska.

### Policy change

Has the project succeeded in influencing this policy instrument?

No

If no, can you report on the main reasons why the policy instrument could not be influenced yet?

The COMPETE IN project hasn't influenced the addressed policy instruments yet. The Action Plan didn't foresee the policy change achievement at this stage.

The policy change through Action I will occur when the conclusions of the survey affect changes in the recruitment of companies, which will hopefully take place in the 2nd half of 2020 and the beginning of 2021.

The policy change through Action II will occur when the new project influences the standards of investor service in some local government units in Wielkopolska.

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

Please explain how the above amount was estimated.

**Territorial Impact**

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

In case this effect can be reflected through indicators (i.e. the indicator should be clearly related to the above described effect), 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

## 2.2.4b Operational Programme Knowledge Education Development 2014-2020, Measure 2.18 "High-quality administrative services"

Policy Instrument addressed by

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

**General Features**

Name of the policy instrument in English

Operational Programme Knowledge Education Development 2014-2020, Measure 2.18 "High-quality administrative services"

Please describe the main features of this policy instrument.

Key objectives of Measure 2.18: improving the quality and monitoring of the administrative service provision process for services significant from the point of view of business activity.

The intervention is focused on the following areas: monitoring the implementation of tasks of public interest (for six selected areas), local tax and fees, real property management, investor service, tax administration's organisation, application of public procurement law, public-private partnership, food safety surveillance.

Is this policy instrument a Structural Funds operational programme?

Yes

Is this policy instrument a European Territorial Cooperation programme?

No

Please name the body responsible for this policy instrument.

WIELKOPOLSKA REGION with the seat of the MARSHAL OFFICE OF THE WIELKOPOLSKA REGION IN POZNAN"

Please indicate the geographical coverage of this policy instrument.

Country: Poland (POLSKA)

NUTS1 Region: REGION PÓŁNOCNO-ZACHODNI

NUTS2 Region: Wielkopolskie

NUTS3 Region:

Is this policy instrument related to the national/regional smart specialisation strategy?

No

**Policy change**Please describe in detail the policy change achieved thanks to the project. Is it related to the implementation of new projects, to an improved management of the policy instrument or to a modification of the policy instrument itself (see also section 4.3.1 of the programme manual)?

The project "Standards of investor service in local government units of the Wielkopolska Region" was approved by Ministry of the Interior and Administration on 3rd September 2019. Project subsidy agreement was signed on 4 November 2019.

Funding sources: Operational Programme Knowledge Education Development 2014-2020, Measure 2.18 "High-quality administrative services"; Competition project "Standards of investor service in local government units of the Wielkopolska Region"

Total project budget: PLN 3,224,186.00, of which 84.28% from the European Social Fund (PLN 2,717,343.96), 5.72% from the state budget (PLN 184,423.44) with 10% own contribution (PLN 322 418.60, as 10% from the pool of 15% of indirect costs).

The Action will consists of a series of training sessions for representatives of Wielkopolska local government units (employees dealing with investor service and management staff) regarding, among others, basics of the investor service in local government, management of strategic economic development, investment promotion on the Internet, preparation of promotional materials and territorial marketing. The trainings will be run by experts from the Department of Economy of The Investors and Exporters' Service Center of the Wielkopolska Region and external experts. After the training, its participants will be prepared to implement the investor service standard in their organisations.

Please explain why this change would not have happened (fully or partly) without the Interreg Europe project; i.e. what is the link between the change and the activities organised within the project? Which lessons learned from the project were at the origin of this change? Please name the practices, activities or other content source which provided the inspiration.

As we mentioned in the Local Action Plan, The Action II Conducting stationary basic training for Wielkopolska local government units in the field of investor service is inspired by lessons learnt from the International Best Practice Review (IBPR), the document prepared by scientific team from Leeds Beckett University (one of peer review learning outcomes) and the International Exchange Seminar in Reggio Emilia.

Among the practices described in the IBPR are initiatives related to increasing the investment attractiveness of countries and regions, including Invest Ottawa, APEX Brasil, Québec International and ProMexico. First initiative aims to attract companies by presenting Ottawa as the best city to make business, work and live. The Brazilian Trade and Investment Promotion Agency (APEX Brazil) deals, among others, in attracting foreign direct investment to strategic branches of the Brazilian economy. Support services for investors, including expert assistance and looking for business partners are one of Québec International tasks. ProMexico is an initiative that also involves attracting foreign direct investment – by assisting in conducting, coordinating and implementing actions of federal government agencies.

The agenda of the seminar in Reggio Emilia included presentations of key note speakers on foreign direct investment and solutions attracting such investments. Prof. Roland Wall from the University of the Witwatersrand presented his research on competitiveness of territories with interesting results for investor services in local governments. Luigi Mercuri from FDI Center in Berlin talked about current trends in FDI ecosystem, which people involved in investor services should be aware of. One of the working groups at the seminar was devoted to the issue of attractiveness of territories.

Please describe more precisely how this policy change was achieved; i.e. what were the steps to ensure that the lessons learned from the project were finally implemented in your region? Did you have to organise specific actions to ensure that that these lessons learned were passed within your organisation and/or among the stakeholders (e.g. dedicated meetings with key people)?

A key role in the development of export in Wielkopolska is played by the Investors and Exporters' Service Center of the Wielkopolska Region (COIE).

On 20 March 2017, during the meeting of the Compete In LSG, the participants selected COIE as one of the project's GPs.

The investment promotion activities undertaken over many years have resulted in a good knowledge of the territorial self government units cooperating with us as well as their strengths, weaknesses and needs in the scope described above. Very good cooperation in this area has also been developed at the national level. The experiences described above were brought to the Compete in project by the persons implementing them, among others Ms. Anna Maciołek, Main Specialist of the Department of Economy - coordinator of the Compete in project, during the selection of PPs' good practices.

It should be noted that the decision to join the project was also dictated by the desire to exchange experiences in the field of investment promotion.

The experience gained in the Compete In project was used by the former coordinator as a COIE expert and further on during the preparation and writing of the "Standards of investor service in local government units of the Wielkopolska Region" project. In this way the many years of experience built up by the team of the Department of Economy was reflected in the launch of the new project Standards of investor service in local government units of the Wielkopolska Region", approved by the Ministry of Interior and Administration. Prior to the recruitment for the "Standards of investor service in local government units of the Wielkopolska Region" project, in the first quarter of the year 2020, the Department of Economy organized a series of informational and promotional meetings for the Wielkopolska territorial self government units, which were attended by a Member of the Board of the Wielkopolska Region, Mr. Jacek Bogusławski, responsible for economic issues of the region.

	Current period (EUR)	Cumulative (EUR)
<b><i>If applicable, please estimate the amount of funding influenced by the project.</i></b>	610,206.00 €	0.00 €

Please explain how the above amount was estimated.

Total project "Standards of investor service in local government units of the Wielkopolska Region" budget for Wielkopolska Region is: 3,224,186.00 PLN.

2,717,343.96 PLN – from the European Social Fund (610,206.00 €)

184,423.44 PLN – from the Wielkopolska Region state budget

322 418.60 PLN – from Wielkopolska Region own contribution

## 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).

The project assumes the improvement of the quality of investor service in the Wielkopolska territorial self-government units by providing support in the field of investor service standard in the self-government of at least 130 territorial self-government units (TSU) from the Wielkopolska region, at least half of which will implement the investor service standard thanks to a comprehensive offer including basic training and specialized workshops in the field of investor service, management and electronization of the investor service process, individual counseling and participation in local cooperation networks aimed at building relationships with investors, exchange of experience and good practices in attracting and serving investors. The implementation of the requirements of the standard by TSU will be confirmed during the final audit carried out by the experts of the Marshal Office of the Wielkopolska Region. As a result of the implementation of the standards specified in the project, the territorial self-government units should provide a high level of service to domestic and foreign entrepreneurs interested in the implementation of investments on their territory.

Formal recruitment of Wielkopolska local governments to participate in the project started on 13 March 2020. By the end of the reporting period 71 applications had been received (the target number is 130). Till now we have received almost 100 applications. The slowdown in recruitment is caused by the global outbreak of Covid-19 epidemic. Due to the ongoing global pandemic situation series of training sessions for the representatives of Wielkopolska local governments may be postponed.

In case this effect can be reflected through indicators (i.e. the indicator should be clearly related to the above described effect), 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
------------------------------------	----------------	------------------------------	--------

## 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 implementation**

Please describe the overall progress made in the implementation of the action plan (including possible pilot actions). In particular, please describe which actions are already implemented (for those actions, please also indicate in the section below whether they can be considered as a policy change). In case implementation has not started yet, please explain why.

Action 1 – Online platform

Significant progress: creation of a partnership and collaboration with <https://www.bleisurerewards.co.uk/> Internationalisation space on their app for registered SMEs, fulfilling/making significant progress towards LAP objectives:

- Identify helpful technology available for SMEs –Bleisure rewards app is a pilot trial of a dedicated internationalisation space for members to access information from regional stakeholder agencies
- Overcome potential barriers / raise awareness of tool to develop SME regional best practices: continue to trial different terminology and awareness-raising measures via the app and social media platforms.
- Group of Masters in Communications Leeds Beckett students undertook 3 month project to analyse the marketing and branding of the BLEisure app
- Increase SME participation rates: Intention to promote internationalisation workshops during 2020 via the app, as well as through other marketing streams, and will monitor app effectiveness.
- Involve LEP representatives: 2 LCRLEP stakeholders now on project and offering SME referral support. Intention to feedback to the LEP in December 2020 with our findings and progress on the project and record influence then.

Action 2: Ecosystem enabling SME mentoring and support

Ongoing implementation and progress of this action:

SME referrals to project are receiving 1:1 meeting and referral to expert stakeholder organisations to facilitate their internationalisation.

Business focussed workshops planned for 2020 – utilising academic and export specialists from our stakeholder network.

Wakefield UBC, since inception in 2017, has provided 47 SMEs with incubation, growth and internationalisation opportunities, seeing an increase in the SMEs using these services.

Workshops will be run at Wakefield UBC to strategically involve the UBC more prominently over final year of project.

Action 3: Develop a project / mechanism for linking university knowledge and talent to SME businesses

Some progress – planned Sem 9&10

Diagnostic questionnaire design ongoing. Implementation planned in next phase.

LBU collaboration with WYCC and the Higher Performing Workplaces Initiative – key section is Export, LBU potential to work with providers to discover their learnings.

Good progress informing SMEs about funded projects to enable access to skilled graduates - 2 Compete In SME referrals to Business development in R&E

LBU tender to deliver an ERDF funded strategic SME growth support programme - key element taking Compete In learning, continuing to build on the stakeholder network.

### **Policy change**

Has the project succeeded in influencing this policy instrument?

No

If no, can you report on the main reasons why the policy instrument could not be influenced yet?

The sign off of our LAP from the Joint Secretariat came through 24/9/2019 – 6 months into the implementation phase.

Although some initial work was done on our LAP actions, more proactive actions needed to wait until official approval came through.

Leeds Beckett needs to present the findings of the implementation phase of the project to the Leeds City Region Enterprise Partnership. As a separate body to the local authority, our route to influence the policy instrument is different to other project partners.

Our progress on the action plan will result in dissemination activities to our stakeholders, Wakefield Council and ultimately the Leeds City Region throughout 2020. This will culminate in a final presentation meeting with Henry Rigg and key stakeholders to discuss how the findings from Compete In can influence the policy instrument.

Partial influence of SME internationalisation can be found in previously referenced projects, including the strategic growth support programme – a new programme being tendered by the local authority. This includes significant export strands.

Also the WYCC are including export in their higher performing workplaces initiative – working with providers to disseminate learnings to SMEs. These projects include but also go beyond Wakefield – showing the wider reach and importance of the internationalisation project.

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

Please explain how the above amount was estimated.

## Territorial Impact

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

In case this effect can be reflected through indicators (i.e. the indicator should be clearly related to the above described effect), 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 implementation

Please describe the overall progress made in the implementation of the action plan (including possible pilot actions). In particular, please describe which actions are already implemented (for those actions, please also indicate in the section below whether they can be considered as a policy change). In case implementation has not started yet, please explain why.

The implementation of the Local Action Plan is well under way, even though there has been changes to the focus, resources and staff of some of the stakeholders during the past year and the Covid-19 crisis started in the beginning of 2020.

The municipality of Gävle, the Region Gävleborg and Almi had regular updates to follow up the implementation of the Local Action Plan in general. We have also had regular updates with the stakeholders that are responsible for the respective actions:

- Regional Export Centre (Almi)
- University of Gävle contribution to SME internationalisation (University of Gävle)
- Support to innovative start-ups (Movexum)

The project leader of the Regional Export Centre has during spring informed about his resignation and will be leaving his post beginning of April 2020. The recruitment of his replacement is under way, but it will be some effect/delay of the delivery of the activities until the new project leader is in place (July 2020?).

## Policy change

Has the project succeeded in influencing this policy instrument?

Yes

Previous reports' descriptions of the nature of the change and how the project has contributed to this change.

Reported in PR 5: 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 GAPP, 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).

Reported in PR 6: 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.

Please describe in detail the policy change achieved thanks to the project. Is it related to the implementation of new projects, to an improved management of the policy instrument or to a modification of the policy instrument itself (see also section 4.3.1 of the programme manual)?

In 2019, Movexum, the Region of Gävleborg's business incubator, member of the "Team Gävleborg" submitted the application "SPRINT-X" for ERDF funding, with the aim developing five focus areas: sustainability, internationalization, financing, inflows and accelerators. The application was approved with a total budget of 950,000 € of which 136,000 € is dedicated to the support to internationalisation of innovative start-ups. The Sprint X project will develop and strengthen the regional incubator to increase inflow of ideas and companies for increased growth and innovation power. Attracting more companies it should also increase the diversity of companies/entrepreneurs in Gävleborg through a wider perspective on innovation and an increased focus on international growth potential.

The project has five focus areas:

- sustainability
- internationalisation
- risk capital (incl network/meeting places)
- accelerator linked to smart specialisation areas
- broader target groups – increased diversity

The focus area internationalisation will increase international contacts to support startups & alumni companies to take the step to international market. Building on the methods and ways of working of the TRIIP project:

1. Develop interational relations with incubators for soft landing in the Nordics/Europé
2. Method development
3. "Export Boost", training of coaches (Movexum and Regional Export Centre) to develop adapted training for 10 companies
4. "Train the trainer", light version of the "Export Boost" to train innovation nodes, municipal business development offices
5. Financing external support, possible development cheques for internationalisation for startups

The application was submitted to the ERDF North Central Sweden, call 2020.3 with deadline on the 14th of September 2019 and decision of approval from the 17th of December 2019.

Please explain why this change would not have happened (fully or partly) without the Interreg Europe project; i.e. what is the link between the change and the activities organised within the project? Which lessons learned from the project were at the origin of this change? Please name the practices, activities or other content source which provided the inspiration.

Lessons learnt from the Future Position X (FPX) project and Compete In good practice; the TRIIP project, as well as the VIT Empreunde programme of the municipality of Valencia (international program to give the opportunity for the startups to meet, exchange and cooperate with other ecosystems and stakeholders) and input from different initiatives from the Compete In partners (GAPR, Silesia region – methodology of direction of internationalization of different industries, Gospodarna Wielkopolska – analysis for the internationalization of regional economy, Expande programme of IVACE, Valencia, for the penetration of territories).

Please describe more precisely how this policy change was achieved; i.e. what were the steps to ensure that the lessons learned from the project were finally implemented in your region? Did you have to organise specific actions to ensure that that these lessons learned were passed within your organisation and/or among the stakeholders (e.g. dedicated meetings with key people)?

The regional incubator Movexum is part of Team Gävleborg and the Regional Export Centre, and has been involved in the Compete In project over time, participating in activities and meeting with Compete partners as well as the local stakeholder group meetings. The municipality of Gävle together with the Regional Export Centre have supported in the development of the internationalisation part of the application.

	Current period (EUR)	Cumulative (EUR)
<b><i>If applicable, please estimate the amount of funding influenced by the project.</i></b>	-612,000.00 €	748,000.00 €

Please explain how the above amount was estimated.

Reported in PR 5: 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:

Previous reporting period: 680,000 € instead of 1,360,000 € for Regional Export Centre project (50% co-funded by the ERDF)

Current period: Sprint X project, total budget: 950,000 € of which 136,000 € is dedicated to internationalisation (50% co-funded by the ERDF). Influenced amount: 68,000 €

Cumulative: Regional Export Centre + Sprint X = 680,000 € + 68,000 € = 748,000 €

## 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).

Reported in PR 6: 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.

### Current progress report:

#### SUPPORT TO INNOVATIVE START-UPS

##### - Community building

The idea was to develop community building based in part of the example of Vit Emprende, Valencia, and in cooperation with the regional innovation system project "Innovationsklivet". This has unfortunately not been the case due to rules/regulations of Region Gävleborg on who can access website/communication platform. We are discussing with the region in order to find a solution.

#### REGIONAL EXPORT CENTRE

##### - Collaboration platform

Almi is in charge of the coordination of the Regional Export Centre and they have had meetings every two months with all the stakeholders involved in the delivery of their activities.

##### - Mapping and packaging

During 2019 appr 50 company visits have been carried out in the northern part of the region (Hälsingland) in order to collect information and further develop and package the offer of the Regional Export Centre.

##### - SME capacity building and inspiration

Capacity building and inspiration of SMEs has been done via different activities; breakfast meetings, participation in Business Forum and the organization of the Export Day.

#### UNIVERSITY OF GÄVLE CONTRIBUTION TO SME INTERNATIONALISATION

##### - Mapping of research and education

The University of Gävle is in the process of developing a new research and education strategy which will include internationalisation. The mapping of the research and education offer and how it could contribute to SME internationalisation has therefor been postponed until autumn 2020.

In case this effect can be reflected through indicators (i.e. the indicator should be clearly related to the above described effect), 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	2	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 ART-ER Joint Stock Consortium Company (until 30/04/2019 ERVET) (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 implementation

Please describe the overall progress made in the implementation of the action plan (including possible pilot actions). In particular, please describe which actions are already implemented (for those actions, please also indicate in the section below whether they can be considered as a policy change). In case implementation has not started yet, please explain why.

### Action 1

- Discussion of key elements of the new features dedicated to e-commerce in the call 4.1 RPPA with the Regional Service for attractiveness and internationalization, and information given to the stakeholders;
- Fine tuning of the call based on feedback given by stakeholders;
- Launch of the call 4.1 RPPA with new categories of eligible expenditures dedicated to e-commerce (open on April 29, 2019 until July 31, 2019);
- Assessment of applications and award of contributions (Regional act on November 11, 2019);
- Analysis of approved projects and starting implementation monitoring.

### Impact and results:

Thanks to the COMPETE IN phase 1 activities, and specifically to the international conference held in Bologna on February 27, 2019 “E-commerce for access to foreign markets Support models in comparison” which made regional stakeholders aware and allowed a fruitful exchange between ART-ER staff, regional government representatives, national experts, a new paragraph dedicated to e-commerce activities has been added in the call 4.1 RPPA.

With this action, 23 projects were funded, to which at least 8 companies have joined each. The projects presented define a structured process of internationalization of companies in a collective form aimed at developing initiatives aimed at promoting, commercial and industrial penetration which envisages a complex and targeted set of actions of an entrepreneurial and institutional nature, with repercussions on the regional production system and will have to conclude by 12/31/2020. The contribution of the Region is equal to 50% of the value of the eligible expenses up to a maximum of 80,000 euros. In this call, the Region has allocated a total of 1,683,000 euros.

### Action 2

- Definition of an agreement with the Italian Trade Agency (ITA) covering training of SMEs in digital marketing. Activation of a collaboration agreement and approval of a framework agreement between the Emilia-Romagna Region - Attractiveness and Internationalization Service and ICE - the Italian agency for the promotion abroad and the internationalization of companies (Regional Council resolution of August 26, 2019). The financial contribution of the Emilia-Romagna region is of 290,000 for the project UPGRADING-EMILIA ROMAGNA IN USA part of the framework agreement. The project is an integrated training course aimed at structured, dynamic and experienced companies in the field of internationalization interested in developing forms of stable presence in the US market. The project is also of interest to those companies that are experiencing crucial challenges, such as the decision to set up an additional production site, the creation of joint ventures, and the search for financial investments in the USA.

### Impact and results:

Within the project “Upgrading”, the training “Digital marketing and online channels in the USA” specifically dedicated on e-commerce has been inserted. Export Managers are the recipients.

## Policy change

Has the project succeeded in influencing this policy instrument?

No

If no, can you report on the main reasons why the policy instrument could not be influenced yet?

As it has been indicated and explained in the Action Plan, the ERDF Regional Operational Plan 2014-2020 is in an advanced stage of implementation: as of 10th June 2019, about 480 out of overall 481 million Euro (ERDF + National co-financing) have already been committed (96%), while payments reached more than 145 million (30% and well above the N+3 threshold).

With specific reference to Priority Axis 3 Competitiveness and attractiveness of the productive system, 109.2 million (90.6%) 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 dedicated to non-exporting SMEs and to promote SMEs participation to international fairs, which is open for applications until 19 July 2019. Therefore, no new support measure will be financed under Action 3.4.1 and no requests for formal modification of the ERDF OP will be submitted to the EC at this stage of implementation.

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

Please explain how the above amount was estimated.

### **Territorial Impact**

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

In case this effect can be reflected through indicators (i.e. the indicator should be clearly related to the above described effect), 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

## **2.2.7b Regional Plan for Productive Activities (RPPA) 2012-2015 Operational Programme 4 - Internationalisation of the productive system**

Policy Instrument addressed by

7-PP ART-ER Joint Stock Consortium Company (until 30/04/2019 ERVET) (IT)

### **General Features**

Name of the policy instrument in English

Regional Plan for Productive Activities (RPPA) 2012-2015

Operational Programme 4 - Internationalisation of the productive system

Please describe the main features of this policy instrument.

The Regional Plan for Productive Activities (RPPA) 2012-2015 approved by resolution of the Emilia-Romagna Legislative Assembly no. 83 of 25 July 2012, places at the center of its actions the realization of a development path based on an innovative and responsible business system articulated on SME supply chains, on a wide network of centers of competence and services for innovation, that make the regional context efficient and attractive. At present the RPPA 2012–2015 is still in force, its validity having been extended until a new Programme is endorsed and approved by the Regional Government.

RPPA tends to create the conditions for strengthening the networks and other forms of aggregation between companies, in line with production specializations and guided by the drivers of knowledge, innovation and internationalization,

The Operational Programme 4 "Internationalisation of the productive system" under the RPPA addresses the internationalisation of the regional productive system through a number of dedicated support measures, targeting both single SMEs and groups of SMEs, either directly or indirectly, i.e. via the specialist support provided by business support organisations (such as regional Chambers of Commerce, entrepreneurial organisations or Internationalisation Consortia).

Is this policy instrument a Structural Funds operational programme?

No

Please name the body responsible for this policy instrument.

Emilia-Romagna Region

Please indicate the geographical coverage of this policy instrument.

Country: Italy (ITALIA )

NUTS1 Region: NORD-EST

NUTS2 Region: Emilia-Romagna

NUTS3 Region:

Is this policy instrument related to the national/regional smart specialisation strategy?

Yes

If yes, please further explain the link to this strategy.

The programme also supports the internationalisation of the regional fairs system through the promotion of the internationalisation of the main regional fairs linked to regional productive specialisations and excellence and with priority sectors identified within the Smart Specialisation Strategy. Support is also provided to CLUST-ER(s), which are voluntary associations comprising SMEs and research centres active in the S3 sectors.

**Policy change**

Please describe in detail the policy change achieved thanks to the project. Is it related to the implementation of new projects, to an improved management of the policy instrument or to a modification of the policy instrument itself (see also section 4.3.1 of the programme manual)?

The policy instrument “Regional Plan for Productive Activities (RPPA) 2012 – 2015 Operational Programme 4 - Internationalisation of the productive system” has now included the theme of e-commerce in the focus. An entire paragraph has been added to the call, which includes specific eligible expenditures for “consultancy and start-up costs of a platform or store in a collective e-commerce marketplace”. The aim is to broaden the range of tools and measures available to regional SMEs to sell overseas. Already implemented actions and a new regional measure to be defined, coordinated with national level supports, will offer SMEs the opportunity of harnessing the development potential of one of the fastest growing segments of international trade, cross-border sales through digital channels.

Moreover, Emilia-Romagna Region has established an agreement with the Italian Trade Agency including training actions dedicated to e-commerce. The training, which is scheduled for September 2020 for 20 selected companies, will focus on digital marketing and e-commerce tools and strategies addressed to the US market.

Please explain why this change would not have happened (fully or partly) without the Interreg Europe project; i.e. what is the link between the change and the activities organised within the project? Which lessons learned from the project were at the origin of this change? Please name the practices, activities or other content source which provided the inspiration.

The policy change is based on the lessons learnt and inspirations from the XPANDE Digital initiative implemented by IVACE and the Valencia Chamber of Commerce (regional level) in partnership with the Chamber of Commerce of Spain (national level). We took inspiration from it but also we tried to go a step further. This meant not only co-financing the costs entailed by digital marketing campaigns, allowing SMEs to promote themselves and their products/services to potential buyers on foreign markets but addressing the full range of technical services and advice needed by SMEs to successfully exploit the potential of cross-border e-commerce, to be included in the new envisaged regional measure.

The project Upgrading Emilia Romagna in the USA is supported by ITA and Emilia-Romagna Region (290,000 €) in cooperation with Confindustria Emilia-Romagna (COMPETE IN stakeholder). It belongs to a framework agreement with ITA strengthened through Compete In project during the conference mentioned in the story telling. The training is strictly connected with the activity done under RPPA and with an integrated intervention to improve SMEs e-commerce capacities therefore influenced by COMPETE IN learnings (BEST PRACTICE EXCHANGE with IVACE, mentioned Conference and stakeholders involvement).

Please describe more precisely how this policy change was achieved; i.e. what were the steps to ensure that the lessons learned from the project were finally implemented in your region? Did you have to organise specific actions to ensure that that these lessons learned were passed within your organisation and/or among the stakeholders (e.g. dedicated meetings with key people)?

Specific actions:

- Transfer Workshops and the international conference (Bologna 27th February 2019) organized by ART-ER together with the Emilia-Romagna Region and attended by regional stakeholders, national and European key actors, including the Spanish referents of the accepted good practice.
- The international conference held in Bologna on February 27, 2019 “E-commerce for access to foreign markets Support models in comparison” made regional stakeholders aware and allowed a fruitful exchange between ART-ER staff, regional government representatives, and national experts. Subsequently, exchanges and requests between ART-ER and the Emilia-Romagna Region continued with the involvement of the key players by the regional representatives.

	Current period (EUR)	Cumulative (EUR)
<b><i>If applicable, please estimate the amount of funding influenced by the project.</i></b>	165,000.00 €	0.00 €

Please explain how the above amount was estimated.

3 projects approved under the e-commerce RPPA call, for a total amount of 330,000 € (50% co-funded by the Emilia-Romagna Region):

- Digital Export in USA (B2C) promoted by the Chamber of Commerce of Ravenna. Sector: digital food. Objective: to accompany regional food businesses through a training course aimed at obtaining the certifications necessary for export and consolidating a long-term presence on the US market; positioning of the selected companies on the amazon.com marketplace through the Store of a specialized supplier. Budget: 160,000 €

-- We digital China (B2C) promoted by Unindustria Reggio Emilia. Sector: digital consumer goods B2C. Objective: promotion and support for the insertion and marketing of "Made in Italy" products in the consumer goods sector on the Chinese market, particularly a digital approach (using new technologies and new distribution channels to meet the Chinese consumer trend). Budget: 70,000 €

-- China target to increase the export of "made in Emilia-Romagna" (B2B) promoted by the Chamber of Commerce of Reggio Emilia. Sector: digital machinery. Objective: simplification of the internationalization process in China of Emilia-Romagna companies operating in the mechanical and mechatronics sectors. This will be possible thanks to a structured path in a set of personalized services with high added value, capable of defining and implementing a correct digital communication strategy on the target market. Budget: 100,000 €

## **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 this phase, the impact is related to the awareness of the regional government and the key players towards a greater and wider use of the potential offered by e-commerce. The call launched (Action 1) gave the opportunity for regional SMEs to take advantage of regional funds to start or consolidate cross-border e-commerce activities. The concrete impact in terms of increased competitiveness and expansion of companies will be visible at a later stage. The framework agreement with ITA (Action 2) produced the planning of a specific training activity. The impact of this also in terms of SME participation will be assessable in the next period.

In case this effect can be reflected through indicators (i.e. the indicator should be clearly related to the above described effect), 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 regional-national actors related to e-commerce produced	1	1	1
Nr of SMEs that have realized specific e-commerce projects	3	3	3

## 2.3 Other achievements

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

LP - The Municipality of Reggio Emilia submitted a joint project proposal with the aim to develop professional and transversal skills of South-African youth through exchanges of know-how with professionals of the Emilia Romagna automotive sector in order to strengthen the training goal of the Automotive Hub and increase employability of recent graduate students in South Africa. The project would have not been designed without the formalization of the LSG and the creation of a working group dedicated to the positioning of Reggio Emilia with respect to institutional agreements, the presence of other companies or actors with whom it will be possible to build supply chain alliances. In particular, the LSG member E35 Foundation is partner of the project, which will be implemented with an active involvement of other local stakeholders: the Chamber of Commerce, Unindustria and some of its automotive associated companies.

PP2 - Participation in this Interreg project has had two additional results to those set out in the action plan. On the one hand, the technical cooperation with Emilia Romagna is very outstanding, even through the exchange of personnel with Aster which is the counterpart of IVACE in Bologna. With Poland, several lines of collaboration have been evaluated. We have launched a specific business cooperation project with Med Silesia, an entity that groups together health companies. In our region the University of Alicante and the network of technological institutes are involved in this initiative.

PP3 - Thanks to the LSG established within the project, exchange of information among regional institutions on their fields of activities was significant. Some of institutions previously had not proper information about each other. Thanks to the cooperation within the project some activities are not doubled any more, some fields of cooperation tightened. All this resulted in improvement of regional service for SMEs.

PP8 - The stakeholder network and collaboration influenced by this project has supported the tender by LBU of a new strategic growth SME support programme, which includes significant export strands. This is a separate project with a separate funding body, but the learnings from Compete In project have contributed to the LBU tender. This means that if the tender is successful, LBU will consolidate stakeholder links initially created in the Compete In project, in a new funded project, expanding its impact. One of our stakeholders, the WYCC, are including export in their higher performing workplaces initiative – working with providers to disseminate learnings to SMEs. These projects include but also go beyond Wakefield – showing the wider reach and importance of the internationalisation project. Two SMEs which were initial Compete In referrals, are now exploring further funding and growth opportunities. These links are in the early stages, but show that there is a natural development potential which has been created by this 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 113,838.23.
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.

*Allegato 2*

**Documentazione Progress Report 8**

Periodo: 01.04.2020 / 31.03.2021









## 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 €	698,305.51 €	68,621.56 €	766,927.07 €	103.79 %	-28,003.07 €
<i>Office and administration</i>	110,836.00 €	104,745.81 €	10,293.24 €	115,039.05 €	103.79 %	-4,203.05 €
<i>Travel and accommodation</i>	165,842.00 €	97,302.56 €	0.00 €	97,302.56 €	58.67 %	68,539.44 €
<i>External expertise and services</i>	385,972.00 €	349,245.58 €	9,307.81 €	358,553.39 €	92.90 %	27,418.61 €
<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 €
<b>Total</b>	<b>1,416,574.00 €</b>	<b>1,264,599.46 €</b>	<b>88,222.61 €</b>	<b>1,352,822.07 €</b>	<b>95.50 %</b>	<b>63,751.93 €</b>
<i>Original budget for this semester in the application form</i>			<b>97,999.00 €</b>	<b>1,416,574.00 €</b>		
<i>Over- or underspending</i>			<b>-9,776.39 €</b>	<b>-63,751.93 €</b>		
<i>Over- or underspending in %</i>			<b>-9.98 %</b>	<b>-4.50 %</b>		

### 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 (09/02/2016 to 31/03/2021)	 IT	457,335.00 €	425,011.54 €	16,540.08 €	441,551.62 €	96.55 %	15,783.38 €
2-PP	Valencia Entrepreneurship and Competitiveness Institute (09/02/2016 to 31/03/2021)	 ES	141,755.00 €	122,982.08 €	13,092.09 €	136,074.17 €	95.99 %	5,680.83 €
3-PP	Upper Silesian Agency for Entrepreneurship and Development Ltd. (09/02/2016 to 31/03/2021)	 PL	112,311.00 €	88,447.31 €	3,283.01 €	91,730.32 €	81.68 %	20,580.68 €
4-PP	WIELKOPOLSKA REGION with the seat of the MARSHAL OFFICE OF THE WIELKOPOLSKA REGION IN POZNAN" (09/02/2016 to 31/03/2021)	 PL	89,031.00 €	71,453.53 €	965.51 €	72,419.04 €	81.34 %	16,611.96 €
5-PP	Wakefield Metropolitan District Council - partner until 28 November 2017 (09/02/2016 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 (09/02/2016 to 31/03/2021)	 SE	265,975.00 €	257,155.29 €	15,741.60 €	272,896.89 €	102.60 %	-6,921.89 €
7-PP	ART-ER Joint Stock Consortium Company (until 30/04/2019 ERVET) (09/02/2016 to 31/03/2021)	 IT	162,585.00 €	150,553.48 €	10,632.45 €	161,185.93 €	99.14 %	1,399.07 €
8-PP	Leeds Beckett University - partner from 28 November 2017 (28/11/2017 to 31/03/2021)	 UK	163,689.00 €	125,077.39 €	27,967.87 €	153,045.26 €	93.50 %	10,643.74 €
<b>Total</b>			<b>1,416,574.00 €</b>	<b>1,264,599.46 €</b>	<b>88,222.61 €</b>	<b>1,352,822.07 €</b>	<b>95.50 %</b>	<b>63,751.93 €</b>

### 3.1.3 Reported expenditure by partner and funding rate

	Partner name	Partner state	Funding rate	ERDF/NO funding	Partner contribution	Other	Total
1-LP	Municipality of Reggio Emilia	 IT	85.00 %	14,059.06 €	2,481.02 €	0.00 €	16,540.08 €
2-PP	Valencia Entrepreneurship and Competitiveness Institute	 ES	85.00 %	11,128.27 €	1,963.82 €	0.00 €	13,092.09 €
3-PP	Upper Silesian Agency for Entrepreneurship and Development Ltd.	 PL	85.00 %	2,790.55 €	492.46 €	0.00 €	3,283.01 €
4-PP	WIELKOPOLSKA REGION with the seat of the MARSHAL OFFICE OF THE WIELKOPOLSKA REGION IN POZNAN”	 PL	85.00 %	820.68 €	144.83 €	0.00 €	965.51 €
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 %	13,380.36 €	2,361.24 €	0.00 €	15,741.60 €
7-PP	ART-ER Joint Stock Consortium Company (until 30/04/2019 ERVET)	 IT	85.00 %	9,037.58 €	1,594.87 €	0.00 €	10,632.45 €
8-PP	Leeds Beckett University - partner from 28 November 2017	 UK	85.00 %	23,772.68 €	4,195.19 €	0.00 €	27,967.87 €
			<b>Total</b>	<b>74,989.18 €</b>	<b>13,233.43 €</b>	<b>0.00 €</b>	<b>88,222.61 €</b>

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








	Partner name	Partner state	Funding rate	Programme funds (ERDF or NO)	Partner contribution from public sources	Partner contribution from private sources	Total partner contribution
1-LP	Municipality of Reggio Emilia	 IT	85.00 %	14,059.06 €	2,481.02 €	0.00 €	2,481.02 €
2-PP	Valencia Entrepreneurship and Competitiveness Institute	 ES	85.00 %	11,128.27 €	1,963.82 €	0.00 €	1,963.82 €
3-PP	Upper Silesian Agency for Entrepreneurship and Development Ltd.	 PL	85.00 %	2,790.55 €	492.46 €	0.00 €	492.46 €
4-PP	WIELKOPOLSKA REGION with the seat of the MARSHAL OFFICE OF THE WIELKOPOLSKA REGION IN POZNAN”	 PL	85.00 %	820.68 €	144.83 €	0.00 €	144.83 €
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 %	13,380.36 €	2,361.24 €	0.00 €	2,361.24 €
7-PP	ART-ER Joint Stock Consortium Company (until 30/04/2019 ERVET)	 IT	85.00 %	9,037.58 €	1,594.87 €	0.00 €	1,594.87 €
8-PP	Leeds Beckett University - partner from 28 November 2017	 UK	85.00 %	23,772.68 €	4,195.19 €	0.00 €	4,195.19 €
<b>Total</b>				<b>74,989.18 €</b>	<b>13,233.43 €</b>	<b>0.00 €</b>	<b>13,233.43 €</b>


**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>	1,074,909.34 €	74,989.18 €	1,149,898.52 €	95.50 %	54,189.38 €
<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>	1,074,909.34 €	74,989.18 €	1,149,898.52 €	95.50 %	54,189.38 €
<i>Norway</i>	<i>50.00 %</i>	<i>0.00 €</i>	0.00 €	0.00 €	0.00 €	0.00 %	0.00 €
<b>Total</b>		<b>1,204,087.90 €</b>	<b>1,074,909.34 €</b>	<b>74,989.18 €</b>	<b>1,149,898.52 €</b>	<b>95.50 %</b>	<b>54,189.38 €</b>

## 3.2. Project Expenditure

### 3.2.1 Budget breakdown per partner per budget line

	Partner name	Partner state	Staff costs	Office and administration	Travel and accommodation	External expertise and services	Equipment	Revenues	Total partner expenditure
1-LP	Municipality of Reggio Emilia	 IT	13,099.71 €	1,964.96 €	0.00 €	1,475.41 €	0.00 €	0.00 €	16,540.08 €
2-PP	Valencia Entrepreneurship and Competitiveness Institute	 ES	10,879.38 €	1,631.91 €	0.00 €	580.80 €	0.00 €	0.00 €	13,092.09 €
3-PP	Upper Silesian Agency for Entrepreneurship and Development Ltd.	 PL	2,854.79 €	428.22 €	0.00 €	0.00 €	0.00 €	0.00 €	3,283.01 €
4-PP	WIELKOPOLSKA REGION with the seat of the MARSHAL OFFICE OF THE WIELKOPOLSKA REGION IN POZNAN"	 PL	839.57 €	125.94 €	0.00 €	0.00 €	0.00 €	0.00 €	965.51 €
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	13,688.35 €	2,053.25 €	0.00 €	0.00 €	0.00 €	0.00 €	15,741.60 €
7-PP	ART-ER Joint Stock Consortium Company (until 30/04/2019 ERVET)	 IT	8,183.00 €	1,227.45 €	0.00 €	1,222.00 €	0.00 €	0.00 €	10,632.45 €

8-PP	Leeds Beckett University - partner from 28 November 2017	 UK	19,076.76 €	2,861.51 €	0.00 €	6,029.60 €	0.00 €	0.00 €	27,967.87 €
<b>Total</b>			<b>68,621.56 €</b>	<b>10,293.24 €</b>	<b>0.00 €</b>	<b>9,307.81 €</b>	<b>0.00 €</b>	<b>0.00 €</b>	<b>88,222.61 €</b>
<i>Original budget in the application form</i>			<b>738,924.00 €</b>	<b>110,836.00 €</b>	<b>165,842.00 €</b>	<b>385,972.00 €</b>	<b>0.00 €</b>	<b>0.00 €</b>	<b>1,416,574.00 €</b>

**Changes from the original plans**

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

n/a

### 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	7-PP: ART-ER Joint Stock Consortium Company (until 30/04/2019 ERVET)	56	FLC costs	FLC costs for phase 1 and phase 2 (8 checks)	7,000.00 €	Centrone Simone	FLC PR 9 and final check	1,222.00 €	4,880.00 €
2	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 Audit Partnership, Devon Audit Partnership	FLC Costs covering the claim period from July 2019 to February 2021	6,029.60 €	9,413.91 €
		<u>Planned amount exceeded or unplanned expenditure reported. Please provide justification:</u> The exceeded expenditure is going to be covered via the T&A remaining budget. Approved by Lead partner							
3	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	Auditing costs covering period 01/04/2019 to 31/03/2020	580.80 €	4,742.40 €
4	1-LP: Municipality of Reggio Emilia	2	FLC costs	FLC costs for phase 1 and phase 2 (8 checks)	5,800.00 €	ROSIGNOLI MASSIMILIANO	FIRST LEVEL CONTROLLER ACTIVITY - REPORT CERTIFICATION FOR SEMESTERS 7 AND 8	1,475.41 €	6,875.41 €
		<u>Planned amount exceeded or unplanned expenditure reported. Please provide justification:</u> The overspending will be counterbalanced with underspending on other EE items or by applying the flexibility rule.							
								<b>9,307.81 €</b>	<b>359,909.62 €</b>

**3.2.3 Equipment**

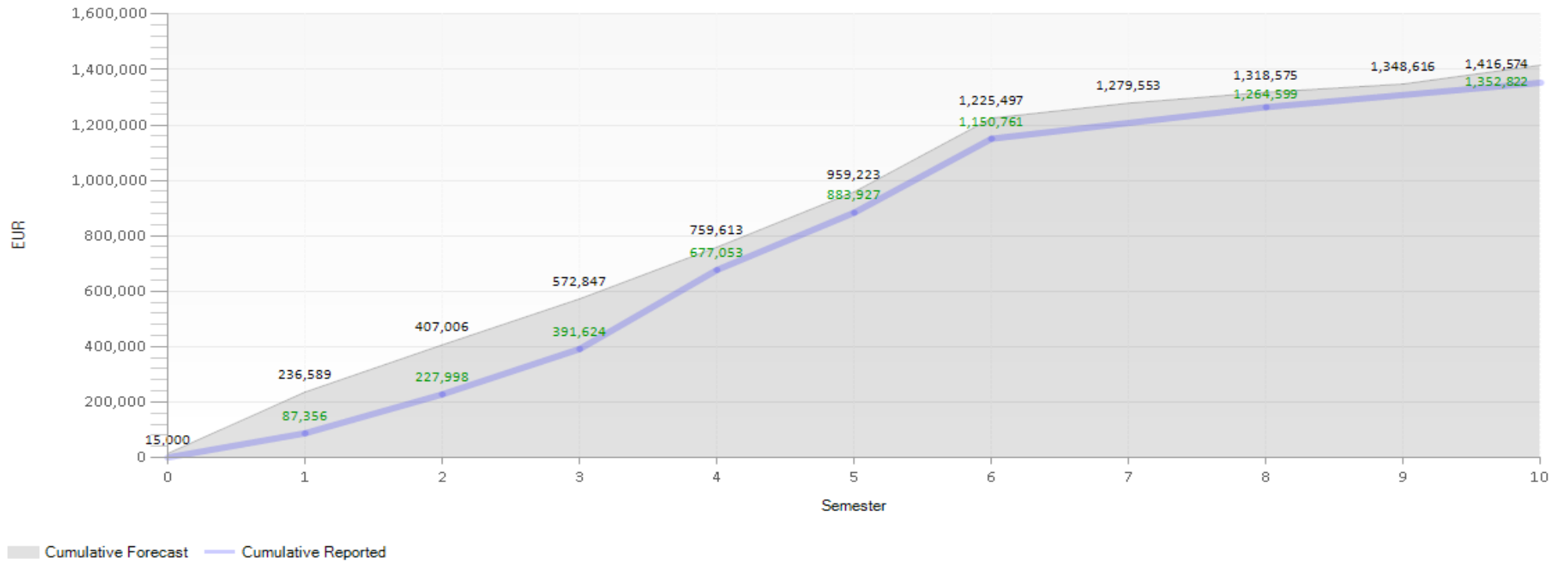
	Partner	Item number as planned in the application form	Type of cost	Description in the application	Planned amount	Supplier(s)	Description	Total amount in EUR	Reported so far
									<b>0.00 €</b>

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

Number	Partner	Supplier name	Contracted amount (excluding VAT)	Contracted amount (including VAT)	Procedure applied	Contract type	Reported amount in current report	Previously reported	Reported amount	Comments (optional)
P06-001	Municipality of Gävle	Resecity i Söderhamn AB	11,430,000.00 €	14,287,000.00 €	Open procedure	Services	0.00 €	27,211.24 €	27,211.24 €	N/A
P06-002	Municipality of Gävle	Winn Hotels	3,325,000.00 €	4,156,000.00 €	Open procedure	Services	0.00 €	4,240.09 €	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 €	177.65 €	177.65 €	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. Procuration 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 €	266,834.01 €	113,838.23 €		88,222.61 €	











**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.**

The final underspend of the project amounts to € 63.752,00, corresponding to the 4,5% of the total budget. This is due mainly to the spread of COVID-19, which affected the project activities in the whole reporting period 8, as well as to a significant delay accumulated in particular in the first year of the project, that reflected upon the whole project duration, despite the relevant efforts by the PPs in order to catch up.

Some deviations in terms of single PP budget lines have also been registered, but well below the 20% limit of the flexibility rule.

### 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		2
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	ART-ER Joint Stock Consortium Company (until 30/04/2019 ERVET)	 IT	0		1
8-PP	Leeds Beckett University - partner from 28 November 2017	 UK	0		1

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

n/a





## PR 8 PGI00129 COMPETE IN

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

Version: **3**

Submission Date: **19/05/2021**

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

PR Control Number: **c9f2fafa6602d40b548732e32dc4f580**

AF Control Number: **207b7770f5f341fbbddf4563300190b5**

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

Reporting period **01/04/2020** to **31/03/2021**

ERDF amount reported in this reporting period: **74,989.18 €**

	Partner name	Partner state	Current report
1-LP	Municipality of Reggio Emilia	IT	16,540.08 €
2-PP	Valencia Entrepreneurship and Competitiveness Institute	ES	13,092.09 €
3-PP	Upper Silesian Agency for Entrepreneurship and Development Ltd.	PL	3,283.01 €
4-PP	WIELKOPOLSKA REGION with the seat of the MARSHAL OFFICE OF THE WIELKOPOLSKA REGION IN POZNAN"	PL	965.51 €
5-PP	Wakefield Metropolitan District Council - partner until 28 November 2017	UK	0.00 €
6-PP	Municipality of Gävle	SE	15,741.60 €
7-PP	ART-ER Joint Stock Consortium Company (until 30/04/2019 ERVET)	IT	10,632.45 €
8-PP	Leeds Beckett University - partner from 28 November 2017	UK	27,967.87 €
<b>Total</b>			<b>88,222.61 €</b>

# 1. Insight into project's implementation

## 1.1 Overview

### Monitoring the action plan implementation

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

Within reporting period 8, PPs' involvement has been hardly challenged by the spread of the COVID-19 pandemic, both at international and local level. Activities have been reshaped and organised mostly online. The pandemic impacted in particular the involvement of regional and local institutions, engaged on the front line in the fight against the COVID-19.

Nevertheless PPs, as well as their local stakeholders, have demonstrated a high capacity to redefine and transform their working methods, identifying innovative solutions capable, at least partially, of overcoming the difficulties and restrictions caused by the pandemic.

Also with regard to the LAP implementation, PPs were able to reshape some activities, in order to carry out the work and actively involve the local actors responsible for the implementation of the single actions.

During RP8 LP has continued its activity of coordination of the project partnership, in order to support the progress of the project activities in the different regions, in particular in SEM10 with regard to the project management issues and to the organisation of the project Final Dissemination Event.

How did you ensure the proper monitoring of the action plan implementation? Was the monitoring process smooth or did you encounter any difficulties? Concrete examples are welcome.

The spread of the COVID-19 pandemic affected the smooth LAP implementation as well as the monitoring of its progress.

Nevertheless, during RP8 PPs have kept monitoring the implementation of the LAPs by maintaining regular contacts with LSGs and implementing institutions through emails, phone/video calls.

An updated version of the Monitoring Guidelines has been developed by the LP, shared with PPs and used in the online monitoring meeting which took place on the 20.10.2020 in preparation of the Final Dissemination Event.

The tool provided a guide to support PPs in evaluating and improving actions and activities, in 3 sections:

1. general assessment and evaluation of dynamics established within each region; changes effected by the project; positive processes activated and on how to guarantee their sustainability;
2. assessment and evaluation of relevant elements for local action plan implementation and interreg methodology and assessment of specific elements of value for the interreg programme expectations and results and impacts on regional territories;
- 3-. COVID-19 impact on Compete In actors and actions both in terms of negative consequences but also of innovative perspectives and opportunities.

Were the relevant stakeholders actively involved in phase 2? Did the partnership carry out specific measures to keep the stakeholders interested and mobilised? Are there any differences among the participating regions in this regard?

LP: due to COVID-19 and due to the stage reached in the LAP implementation, single online meetings (8 in total) with LSG members (Unimore, STU Reggiane, REI Foundation, Chamber of Commerce, Unindustria, Legacoop, CNA, CRPA) were held within RP8, according to their role in the action implementation and to keep them updated on the overall development of the project.

PP2: Meetings with the market selection committee members have been held virtually since March 2020. There has been no meeting with all the stakeholders as a group. The export sectors have presented 49 proposals related to the internationalisation of companies: stakeholders' participation has been active, as it is also a question of building up the commitment of their associates and providing value-added services.

PP3: 2 monitoring LSG meetings were held (08.12.2020, 22.01.2021). Due to the global pandemic situation both meetings were organised online. During the meetings progress in implementation of LAP activities were presented by relevant institutions.

PP4: 2 online meetings with the Polish Chamber of Commerce for Importers, Exporters and Cooperation held on 7th and 11th December 2020, regarding participation in Round Table on Final dissemination event.

PP6: Team Gävleborg has not met during this period. However, the managing team (Municipality of Gävle, Region Gävleborg and Almi) have had regular meetings to update on project activities, also with the stakeholders responsible for the different parts of the Action Plan (University of Gävle and Movexum).

PP7: no LSG meetings were held but regular contacts were kept with the Emilia-Romagna region representative taking part in the LSG (also on behalf of the policy maker).

PP8: 3 LSG online meetings (15.07.2020, 12.11.2020, 19.01.2021) were held. The LSG is fundamental in maintaining relationships with the Leeds City Region stakeholders from a number of organisations, and LSG meetings have maintained the momentum of the project, despite Covid.

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

During the reporting period, did you or your partners use any of the PLP services (e.g. expert helpdesk for policy advice, thematic workshops or webinars, good practice database, thematic publications)?

LP took part into the Policy Learning Platform webinar on "Building resilient economies" (17.06.2020).

PP4 used the good practice database to re-examine their potential in the context of work on the next programming period.

PP6 participated in the "30 stories Party" on the 10.12.2020 as one their good practices (Gävleborg Export Centre) was included in the Interreg Europe publication "When Europe cooperates, regions benefit".

Could you describe any specific benefits gained from using the PLP services (e.g. cooperation with new organisations or with new projects, identification of interesting content for your own project?)

PP4: In addition to the good practices selected by Wielkopolska Region in the course of the project, during the analysis of the good practices database special attention was paid to projects runned by the Emilia-Romagna Region "Higher education in support of internationalization processes" and "Co-financing promotional activities of SMEs Internationalisation Consortia". Ideas contained in those projects will be taken into consideration in process of shaping the Regional Operational Programme 2021.

Do you have any specific suggestions related to the PLP services (e.g. topics to be covered, new services that could be offered)?

n/a

## 1.2 Storytelling

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

LP, as well as other PPs, are particularly proud of the results of the Final Dissemination Event which took place on 16.12.2020, both in terms of partners commitment, stakeholders participation and involvement, and also of relevance of contribution (19 panelists; 42 participants from 15 different cities).

In particular during the event it was evident that all partners and stakeholders are more than willing to continue relations and engagement in order to pursue future activities and collaborations. This is a clear evidence of Interreg Europe exchange of experience method to create networks of cities and regions able to strengthen partnerships that go beyond single project duration.

Regarding this, Daniele Marchi, Deputy Mayor for Welfare and Economical Development of the Municipality of Reggio Emilia said "Decision makers and local governments must increasingly develop international relations based on an economic vision and perspective. Building partnerships with other territories in a strategic way means to look at regions that have complementary growth models and economic dynamics, and, therefore, to create opportunities for exchanges and relationships to the benefit of businesses."

Moreover, we are really proud that, with the final event, it was clearly stated by several speakers coming from different countries the key role local authorities and local institutions should play as "Ambassador for Economic Diplomacy" in order to support SMEs and territorial partnerships at international level. In particular, it has been acknowledged how much international and institutional relations can be strategic assets to promote business and experiences at international level, alongside building up competitive advantages and trusting partnerships. These aspects are particularly relevant to us since they were the key premises for the concept and design of Compete in project.

PP3: The important result of project implementation was the experience and the knowledge gained within the project. Thanks to the project implementation GAPR has been involved into the development of regional and European policies. In particular PP3:

1. participated in consultations of new programming/financing period within the Interreg Europe, giving its feedback on experience and suggestions for development;
2. shared with the regional authorities our knowledge and experience within the process of preparation of update of the Strategy of Silesian Voivodeship; shared assumptions and recommendations worked out within the project and LAP in the field of innovation, internationalisation and export.

PP8: Existing and Future Collaboration between different stakeholders – the growth throughout the project for Leeds Beckett to link and further relationships between different stakeholder bodies has been excellent. Plans are now to continue collaboration beyond the project lifecycle by maintaining links between the knowledge base of the University and the wider business and stakeholder community throughout the Leeds City Region.

## 1.3 Work plan

### 1.3.1 Main outputs

Output indicators	Current period	Achieved so far (cumulative)	Target
Number of policy learning events organised	2	91	81
Number of good practices identified	0	22	21
Number of people with increased professional capacity due to their participation in interregional cooperation activities	0	42	42
Number of action plans developed	0	7	7
<a href="https://www.interregeurope.eu/competein/library/#folder=1886">https://www.interregeurope.eu/competein/library/#folder=1886</a>			
Number of appearances in media (e.g. press)	6	97	35
Media appearances are justified in a dedicated table, available in the project folder under this link: <a href="https://drive.google.com/drive/folders/0B_2u8LvpD_IzQndsY19rUFFzSFk">https://drive.google.com/drive/folders/0B_2u8LvpD_IzQndsY19rUFFzSFk</a> .			
Average number of sessions at the project pages per reporting period	234	342	1,000
Sessions at the project pages are recorded in a dedicated table (one per call), available under this link: <a href="https://drive.google.com/drive/folders/0B_2u8LvpD_IzTnFvOUVvLWxiYjQ">https://drive.google.com/drive/folders/0B_2u8LvpD_IzTnFvOUVvLWxiYjQ</a> .			

### 1.3.2 Reporting per semester

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

a) action plan implementation follow-up

Each partner continues monitoring the action plan implementation and is in regular contact with the stakeholders and beneficiaries of the different actions.

b) communication and dissemination

The partners organise a final dissemination event gathering executives and policy makers from the regions and from other relevant institutions. The aim is to promote the project achievements and to disseminate the results of the action plan implementation to a large audience. The project website is updated accordingly.

c) project management

The lead partner prepares the progress report for the joint secretariat.

#### Main outputs of the first semester of the current reporting period as originally planned

1 high-level political dissemination event

Website updates

1 annual progress report

**Activities of the second semester of the current reporting period as originally planned**

## a) action plan implementation follow-up

Each partner finalises the monitoring of the action plan implementation.

Each partner discusses the results of this implementation with the relevant regional stakeholders and beneficiaries.

All partners meet to exchange and draw conclusions on the two years of action plan implementation.

## b) communication and dissemination

The partners ensure regular updates of the project website with information on the action plan implementation.

## c) project management

Each partner summarises the level of achievement of its action plan. The lead partner compiles the information and prepares the last progress report (final report) for the joint secretariat.

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

1 project meeting

Website updates

1 annual progress report

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

Describe in detail the activities related to a) action plan implementation follow-up, b) communication and dissemination and c) project management.

### a) Monitoring action plan implementation

On 20/10/2020 an online project meeting was organised, with a specific session dedicated to the monitoring of the LAP.

Here are some of the more relevant insights and contributions shared by the PPs.

LP: The implementation of the LAP has been characterized by a collaborative and proactive attitude between the LP and its LSG, particularly relevant notwithstanding the difficulties and limits created by the Covid emergency. In particular, this vision and the joint work have created added value, and better capacity to respond to the needs and trends of the market.

The collaboration among local stakeholders has led to a growing involvement in other local activities and projects. For example new European projects were designed together with/among local stakeholders as a consequence of an effective collaboration, as long as joint initiatives and events co-design in order to coordinate proposals and efforts in the internationalisation sector.

PP2: COMPETE IN has made it possible to include new non-traditional sectors, such as technology service companies, into internationalisation and to use new instruments to support export beginners, through the positive experiences of other European regions. In particular Sweden and Emilia Romagna in Italy. The existence of more exporting companies and a greater diversification of markets clearly contributes to the creation of employment, which is one of the problems faced in recent decades.

PP3: Local Action Plan implemented within the Partner's region is considered as a successful initiative. Our positive effect is the Regional Export Platform established. At the beginning of the LAP preparation, we faced some barriers, but fortunately regional institutions solved any doubts and the networking cooperation for the SMEs has begun in the form of REP. More and more institutions join this initiative, more events are organised, other regions are interested in joining the network. As a result regional SMEs and the whole regional economy are supported in international development.

PP7: COVID 19 caused some delays but represented also an opportunity to accelerate what was foreseen as the goal of our LAP: promoting internationalization through digital tools. Therefore, COMPETE IN opened and anticipated the digitization process, which was then accelerated by COVID. Moreover, the project brought greater awareness among SMEs, their representatives and policy makers towards strategies of digital internationalization, valued in facing the COVID emergency.

PP8: We have face difficulties in linking with other partners due to Covid 19. Impact on everyday business and way of working has meant that priorities have shifted. This has impacted the project in the initial stages of lockdown when alot of project network were firefighting business impact of the pandemic. Also Brexit turmoil for businesses at the end of the year and into 2021 has meant focus has been on maintaining business as usual as much as possible.

### **b) Communication and dissemination**

LP and PPs organised the COMPETE IN project Final Dissemination Event (16th December 2020), gathering executives and policy makers with the aim of:

- promoting and highlighting the importance of the interregional exchange and learning process in innovating regional policies for internationalisation and competitiveness;
- disseminating the main achievements and results in terms of lessons learnt for the definition of new policies;
- sharing main perspectives at European level about the role of regional policies for the internationalisation and attractiveness of territories and SMEs.

The event has been promoted by all PPs through their web and social channels, as well as dedicated press releases. A total of 19 panelists and 42 participants attended the webinar, that was also broadcasted live of the Compete In Facebook page: <https://www.facebook.com/events/694588754826196>.

### **c) Project management**

PR7 was prepared by the LP, in collaboration with all PPs and was submitted to JS. The Progress Report was then approved by JS after 2 clarification rounds in which LP, with the support of other PPs, collected and provided all the information requested.

2 online project meetings took place during RP8:

- on 09/07/2020 (extra, not foreseen in the work plan), to discuss about PR7 submission and project spending situation and budget, as well as update about each PPs' LAP implementation progress;
- on 20/10/2020, with the following agenda:
  1. LAP monitoring session (according to the monitoring guidelines provided by LP);
  2. Project management: final progress report and project closure;
  3. Organisation of the COMPETE IN Final Dissemination Event.

### **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.

As already mentioned, the spread of the COVID-19 pandemic has slowed down the LAP implementation and, more in general, affected all the project activities. Despite these difficulties, all PPs made relevant efforts and strictly collaborated in order to find alternative and innovative solutions in order to carry on the project activities, avoiding significant deviations from the original work plan.

## 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.	2	5	6
Amount (EUR) of Structural Funds (from Growth & Jobs and/ or ETC) influenced by the project in the field tackled by the project.	325,000	1,715,154	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	2	1
Amount (EUR) of other funds influenced by the project in the field tackled by the project.	0	165,000	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)	PR 7
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

<b>3</b>	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
<b>4</b>	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)	PR 8
<b>4b</b>	Operational Programme Knowledge Education Development 2014-2020, Measure 2.18 "High-quality administrative services"	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)	PR 7
<b>5</b>	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
<b>6</b>	Investment for Growth and Jobs programme, NUTS 2: North Central Sweden (C (2014)9938, decision by the European Commission, 15th of December 2014) Thematic goal 3: Strengthen the competitiveness of small- and medium sized companies. Investment priority 3d: Supporting small- and medium sized companies to invest in growth in regional, national and international markets and engage in innovation processes.	Yes	Tillväxtverket - Swedish Agency for Economic and Regional Growth	6-PP Municipality of Gävle (SE)	PR 5

7	ERDF Regional Operational Plan 2014-2020, Axis 3 Competitiveness and attractiveness of the productive system Investment Priority 3b Development and realization of news attractiveness models devoted to the SME, regarding in particular internalization Specific Objective 3.4 Increase of the internalization level of the productive systems Action 3.4.1 Projects for promoting export devoted to enterprises and their association identified at territorial or sectorial level.	Yes	Emilia-Romagna Region - General directorate for industry, trade and tourism	7-PP ART-ER Joint Stock Consortium Company (until 30/04/2019 ERVET) (IT)	PR 8
7b	Regional Plan for Productive Activities (RPPA) 2012-2015 Operational Programme 4 - Internationalisation of the productive system	No	Emilia-Romagna Region	7-PP ART-ER Joint Stock Consortium Company (until 30/04/2019 ERVET) (IT)	PR 7

## 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 implementation

Please describe the overall progress made in the implementation of the action plan (including possible pilot actions). In particular, please describe which actions are already implemented (for those actions, please also indicate in the section below whether they can be considered as a policy change). In case implementation has not started yet, please explain why.

### ACTION 1

Although the Covid 19 emergency and hard situation affecting business associations and companies, Reggio Emilia Team has worked to keep ongoing relations and collaboration of activities about internationalisation among all the stakeholders. In this framework, there have been several exchanges among the actors and several initiatives have been proposed and shared in order to improve joint actions. In particular, dedicated meetings have been organised with business associations to collect SMES' needs and challenges about internationalisation after the pandemic.

### ACTION 2

According to the countries priorities defined, Reggio Emilia has worked to define some joint initiatives and projects in order to gather together local stakeholders and companies and building up innovative opportunities of knowledge and collaboration. In details, a joint action has been developed toward South Africa, with the application for Emilia Romagna Region Call to support connections between University of Modena and Reggio Emilia, Unindustria Automotive Consortium and South African partners in the automotive sector. Moreover, a webinar has been promoted in South Africa to present Reggio Emilia automotive opportunities and linking the territories with new skills and competences. Reggio Team has promoted several initiatives and webinars to build up new ideas and competence about internationalisation, such as: incoming of a diplomatic delegation from India (September 2020); online meeting with diplomatic representatives from Poland (October 2020); Summit about Smes and cooperation with migrant communities for a better internationalisation (October 2020); webinar dedicated to diversity management as asset to build social and business capital within the companies (January 2021).

### ACTION 3

In this year of activities, it was foreseen a calendar of meeting, training activities and visits on fields in order to engage stakeholders in meeting Erasmus students leaving for internships experiences abroad. These meetings – at the beginning foreseen between April 2020 and September 2020 in order to organise activities before the leaving of student and then postponed in Autumn 2021 – were finally further delayed due to COVID-19.

### ACTION 5

As reported in PR7 Reggio Emilia team along with the LSG members has launched a “challenge” to a group of university students focused on this specific action of the LAP. During current report period students have worked with LSG members and Reggio Emilia project team to develop shared communication tools and strategies to enhance the role of the Innovation Park as pivotal asset of the territory for internationalization.

### ACTION 6

During RP8 decision-makers and technicians from Municipality, Unindustria, Chamber of Commerce, University and REI Foundation continued to work on the co-design of the “Edu- Research & Business Week” format and content. The event, originally planned by 2020, has been postponed due to Covid-19 emergency.

## Policy change

Has the project succeeded in influencing this policy instrument?

Yes

Please describe in detail the policy change achieved thanks to the project. Is it related to the implementation of new projects, to an improved management of the policy instrument or to a modification of the policy instrument itself (see also section 4.3.1 of the programme manual)?

Reported in PR 7: The previous version of the DUP in “Objective 3: promotion and internationalisation” defined 3 main strategic lines:

- strengthening the tools and governance models for the promotion of the territorial system;
- increasing the visibility of the Reggio System making its reputation grow;
- building medium-long term local, national and international economic partnerships.

In the new version of the DUP, approved on 25/02/2020, the previous Objective 3 was redesigned and split into 2 new objectives:

-Obj. 16: Internationalization

“The Administration will strengthen existing international relations and activate new links with strategic local authorities for its territory. A discussion and co-planning table will be activated - open to public and private entities in the area - to guide and support the international dialogue of the territorial system, also with a view to promoting a strategy integrated able to connect economy and international cooperation, education and culture, sport and young people, environmental sustainability and territorial policies” (consistent with LAP Actions 1,2,3,4)

-Obj. 17: Work, Economy, Talents and Businesses

“To become a competitive city, Reggio Emilia must first of all be an attractive city. To achieve this, it is necessary to identify tools for promoting the area and its distinctive skills capable of building an effective synthesis and a real interconnection between supply and demand. To these strategies and these objectives responds the creation, in the area of the Innovation Park, of an Innovation-Business Week: one annual showcase of Reggio's excellence and projects with a thematic focus identified each year from the territory” (consistent with LAP Action 5)

“The Innovation Park as a shared asset/lever for the competitiveness of the territory: the Innovation Park must become a driving force to promote Reggio in an increasingly international dimension, increasing its visibility and increasing its reputation (consistent with LAP Action 6)

Please explain why this change would not have happened (fully or partly) without the Interreg Europe project; i.e. what is the link between the change and the activities organised within the project? Which lessons learned from the project were at the origin of this change? Please name the practices, activities or other content source which provided the inspiration.

Reported in PR 7: With regard to the capacity to influence the Policy Instrument (DUP), the Compete In project played a crucial role being that:

- 2 DUP objectives have been re-designed on the basis of the LAP actions;
- thanks to the Compete In project, the LP has promoted within the LSG the signature of a Memorandum of Understanding for the internationalisation and attractiveness of territories, in order to formalise the governance approach experienced in the definition of the LAP.

In particular, the different LAP actions were inspired by the following GPs/experiences: Actions 1, 2, 6: Wakefield Bondholder Scheme (PP5/PP8) and Vit Empreude (PP2); Action 3: Vit Empreude (PP2); Action 4: EBoi project (PP4) and Wakefield Bondholder Scheme (PP5/PP8); Action 5: Wakefield Bondholder Scheme (PP5/PP8), Vit Empreude (PP2) and visit to the Ideon Science Park in Lund (Sweden)

With particular reference to the changes made to the new DUP, the Compete In project played a decisive role given that these changes are the result of the lessons and experiences learned during the transfer workshops held in Reggio Emilia with the partners of Wakefield and Valencia. Specifically, the new objective 16 of the DUP mentioned above was inspired by the experience of the Bondholder Scheme (PP5/PP8) while the new objective 17 of the DUP was influenced by the experience of VIT Empreude (PP2).

Please describe more precisely how this policy change was achieved; i.e. what were the steps to ensure that the lessons learned from the project were finally implemented in your region? Did you have to organise specific actions to ensure that that these lessons learned were passed within your organisation and/or among the stakeholders (e.g. dedicated meetings with key people)?

Reported in PR 7: The DUP is the Municipality's strategic planning tool that is written by the Municipality managers responsible for the various policies and approved by the City Government.

During the definition phase of the new DUP, meetings were organized between the Compete In working group and the manager of the Municipality responsible for writing the sections of the DUP relating to economic development, internationalization and innovation. These meetings made it possible to pass on the lessons learned during the Compete In project to the decision maker and develop the new version of the DUP together with him. These changes were then endorsed by the policy makers in a course of specific meetings that led to the final approval of the new version of the DUP by the City Government.

In updating the DUP, referring to the LAP actions, the territorial needs (institutions, organizations, companies) have been taken into account in a participatory path throughout the project. The LAP was shared both on a technical level (to outline a feasible concrete path) and on a decision-making / political level (to outline a shared path at a strategic level).

Please describe any update on the policy change previously reported (see above) and/or any additional change regarding this policy instrument. If possible, please also estimate the amount of funds influenced.

As reported in PR7, following local election in 2019 the new Administration has re-designed objectives and actions of the Single Programming Document (DUP). The new 2020-2022 plan encompasses both in aims and actions measures defined in the LAP. This was achieved thanks to collaboration in drafting the document between the Compete-In project team at the Municipality and policy makers in charge of the DUP design. Annually the DUP document is updated. In 2020 no relevant changes were introduced in the sections related to LAP actions.

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

Please explain how the above amount was estimated.

n/a

## **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).

Reported in PR 7: The following results have been achieved:

1. The Municipality of Reggio Emilia along with the LSG members has launched a “challenge” to a group of students of the Course in Engineering of Organizational Processes of the University of Modena and Reggio Emilia to work together with the LSG to define the following activities:
  - definition of communication, marketing and promotion tools of the Innovation Park in order to support international promotion in the diplomatic, institutional, and internal networks, partnerships, international clusters on the topics of research, innovation, technology transfer, business incubation;
  - definition of a visit format for delegations, stakeholders and companies from abroad in order to position the Innovation Park at the centre of the international relations of local actors.
2. LP and LSG members have launched a new territorial project “Innovation & Business week at the Innovation Park”. Decision-makers and technicians from Municipality, Unindustria, Chamber of Commerce and external were able to define a specific topic for the first edition of the event (Artificial Intelligence and the Digital World) to take place by the end of 2020. Furthermore, a draft agreement to be signed by the event organizers was drawn up. Due to the Covid Emergency the realisation of the event has been postponed but backoffice activities are still ongoing.

With regard to the Self-defined performance indicator, given that no pilot project was defined by the LP, we propose to modify the indicator as indicated below.

In particular, we decided to focus on Objective n. 17 of the DUP (Work, Economy, Talents and Businesses) and on the projects and tools that will be developed in order to promote the attractiveness of Reggio Emilia at international level.

### Current progress report:

In this reporting period LP and its LSG were able to continue and deepen the collaborative and proactive attitude created thanks to Compete In project, especially notwithstanding the difficulties and limits created by the Covid emergency. In particular, this vision and the joint work have created added value, and better capacity to respond to the needs and trends of the market.

The collaboration among local stakeholders has led to a growing involvement in other local activities and projects. For example new European projects were designed together with/among local stakeholders as a consequence of an effective collaboration, as long as joint initiatives and events co-design in order to coordinate proposals and efforts in the internationalisation sector.

Thanks to Compete In project, new working methods within local stakeholder network were developed, such as transfer workshop methodology and “challenge” (problem solving tool and solution prototyping).

In case this effect can be reflected through indicators (i.e. the indicator should be clearly related to the above described effect), 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
N° of projects/tools developed for promoting Reggio Emilia and its distinctive skills	0	1	3

## **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 implementation

Please describe the overall progress made in the implementation of the action plan (including possible pilot actions). In particular, please describe which actions are already implemented (for those actions, please also indicate in the section below whether they can be considered as a policy change). In case implementation has not started yet, please explain why.

The impact of the Valencian Community's participation in the COMPETE IN project has been very positive. Our territory depends largely on the tourism sector, which has been badly affected by the COVID 19 pandemic. The diversification of economic activity and the consolidation of the export sector are fundamental objectives of the autonomous government. One of the selected lines of work is the expansion of the export base. The incorporation of new non-traditional sectors, such as technology service companies, into internationalisation represents a challenge.

COMPETE IN has made it possible to adapt the strategy to this objective and to use new instruments to support export beginners, through the positive experiences of other European regions. In particular Sweden and Emilia Romagna in Italy.

The implementation of the two actions of the LAP is almost complete.

The market selection committee started meeting in 2018. The operational and technical procedures were defined in 2019, as well as the stakeholders who would be involved (especially sector associations).

The self-assessment tool for the company's export position EXPORTEST was officially launched on 5 October 2020. It is currently being evaluated in terms of its content and scope.

Markets selection committee. The main objective of this action is to increase the effectiveness and efficiency in the design of the annual internationalisation strategy managed by the Directorate General for Internationalisation and carried out jointly with the IVACE.

This project is already under implementation.

- There have been two public call for proposals launched in the fourth quarter of 2019 and 2020
- Basic requirements have been established
- Templates and procedures have been designed. It is managed on line.
- There is a chronogram of actions
- The role of the stakeholders is based on the contribution of a proposal obtained from their associates on the objectives for the following year.
- Contribution to the implementation of the various initiatives selected and included in the promotion plan.
- The exporters have a proposal of activities adapted to their needs
- As mentioned before, this committee has been functioning since 2018, although there have been adjustments to its operations in 2019

### EXPORTEST

- The content and scope of the tool and its objectives were defined in the first quarter of 2020
- The supplier proposals were requested in the first half of 2020. A consultant/supplier has been contracted
- The presentation to the stakeholders took place on 10 July 2020
- A promotional and information campaign for stakeholders was launched in September/October
- Companies started using it on 5 October and several informative campaigns have been conducted.
- The results have yet to be evaluated and adapted to the needs of companies and stakeholders.
- There are about 100 registered companies, but not all have completed the entire itinerary, by 25 February 2021

## Policy change

Has the project succeeded in influencing this policy instrument?

No

If no, can you report on the main reasons why the policy instrument could not be influenced yet?

Throughout the process of implementing good practices there has been no final impact on policy change.

There has been a clear impact on everything related to:

- Optimisation of technical, human and financial resources of export-related actors with the sole objective of improving the internationalisation of companies.
  - Adaptation of the Valencian Community's value proposal to the changing international business environment.
- These challenges have been driven by the pandemic and by the need to incorporate digital channels into the internationalisation strategy of companies.

In conclusion, more than a new policy instrument, participation in the COMPETE IN programme means better implementation of the existing policies. This is so because of the content of the good practices that have been selected, in accordance with the characteristics of the region and its current challenges.

	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 (i.e. the indicator should be clearly related to the above described effect), 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 implementation

Please describe the overall progress made in the implementation of the action plan (including possible pilot actions). In particular, please describe which actions are already implemented (for those actions, please also indicate in the section below whether they can be considered as a policy change). In case implementation has not started yet, please explain why.

The LAP was successfully implemented despite the global pandemic situation with COVID-19, although some activities were interrupted.

1. Regional Export Platform was established in March 2020 (reported previously). The institutional network has developed since then. The Members cooperate, meetings are organised on regular basis. The activity is coordinated by Chamber of Commerce Exporters and Importers in Mysłowice as its leader. The REP was launched and reported in a previous period. The Agreement was signed by initial group of Members, but since then it has developed and consists of next institutions – 11 in total.

Preparation of database and portal – arrangements are being determined.

The general workplan was discussed and agreed at the beginning. The Members cooperate closely. Meetings are organised regularly on a monthly basis. 6 RPE meetings took place, next one is planned for March. Common events are organised – international opportunities, online meetings, conference, informational meetings for SMEs.

Additionally the RPE concept has a wide potential – currently a cooperation with Opolskie region is being arranged as the RPE possibilities are recognised.

2. Internationalisation Academy – is implemented within the project Global Silesia (reported previously), workshops have been organised – although suspended at the beginning due to covid restrictions, the set of workshops has begun.

The activity is implemented by Marshal's Office of Silesian Region and Upper Silesian Fund as beneficiaries of the project Global Silesia implemented within 3.5 ROP (EU Funds). The project within structural funds has started, subsidy contract was signed, which was reported previously.

After the initial suspension of the activity due to covid restrictions (its launch was planned for April 2020), workshops were eventually organised online. 3 workshops took place (May, November, December). Next 3 workshops are planned for 2021.

## Policy change

Has the project succeeded in influencing this policy instrument?

Yes

Previous reports' descriptions of the nature of the change and how the project has contributed to this change.

Reported in PR 6: 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 Emprrende-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

Please describe in detail the policy change achieved thanks to the project. Is it related to the implementation of new projects, to an improved management of the policy instrument or to a modification of the policy instrument itself (see also section 4.3.1 of the programme manual)?

Reported in PR 7: N/A

Please explain why this change would not have happened (fully or partly) without the Interreg Europe project; i.e. what is the link between the change and the activities organised within the project? Which lessons learned from the project were at the origin of this change? Please name the practices, activities or other content source which provided the inspiration.

Reported in PR 7: N/A

Please describe more precisely how this policy change was achieved; i.e. what were the steps to ensure that the lessons learned from the project were finally implemented in your region? Did you have to organise specific actions to ensure that that these lessons learned were passed within your organisation and/or among the stakeholders (e.g. dedicated meetings with key people)?

Reported in PR 7: N/A

Please describe any update on the policy change previously reported (see above) and/or any additional change regarding this policy instrument. If possible, please also estimate the amount of funds influenced.

Announcement of calls within new Measure 3.5 effected in implementation of many projects. Among them except for the Global Silesia within 3.5.1, the next project INTERSILESIA (CALL 3.5.2) was submitted and approved and its implementation has begun in this period

INTERNATIONALISATION OF SMES (CALL 3.5.3): 77 projects were approved, 69 are currently being implemented by SMEs.

	Current period (EUR)	Cumulative (EUR)
<b><i>If applicable, please estimate the amount of funding influenced by the project.</i></b>	0.00 €	31,947.61 €

Please explain how the above amount was estimated.

Reported in PR 7: The amount of funds allocated within the project Global Silesia:

the whole project: 24 680 000 PLN (5 621 867,80 eur),

Regional Operational Programme co-financing: 20 978 000 PLN (4 778 587,60 eur),

Internationalisation Academy task: 165 000 PLN (37 585,42 eur), co-financing within ROP: 140 250 PLN (31 947,61 eur),

ERDF co-financing rate: 85%.

The amount of funding influenced is calculated as a part of funds dedicated to the task 'Internationalisation Academy', taking into consideration the co-financing rate of project budget: 85%.

Current progress report:

n/a

## **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).

Reported in PR 6: 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.

Reported in PR 7: Internationalisation Academy is based on ideas derived from following PPs' practices:

- Wakefield Bondholders Scheme – especially in the form of regular networking meetings on investing, education, which give additionally an opportunity for exchange of experience and gaining of knowledge on export, media, business models, financing, culture;
- VIT Emprende/Expande/Ivace – with particular focus on methodology of creation of educational programmes with support by representatives of regional self-government, academic, entrepreneurs. Such cooperation ensures the highest level of relevance to identified needs of entrepreneurs, as well as supporting institutions (e.g. chambers of commerce, agencies, business environment institutions etc.);
- ICT Meta Cluster/ TRIIP/ Gavle – approach which is based on proper selection of beneficiaries and providing of dedicated support (mentoring/ coaching/ training programmes), as well as its evaluating.

The project gives the huge opportunity to the whole region of Upper Silesia and the regional SMEs for their development, including their support and expansion in the foreign markets. Regional SMEs will be better prepared for the business expansion, their export readiness will be supported and enhanced, which will enable their stronger, long-lasting and stable position in international markets. Thanks to the project regional SMEs will be able to learn more about for instance how to prepare to foreign expansion, how to get the better export readiness of the business, what particular foreign markets look like, what their demands and opportunities are, how to meet international business partners. This is the way the Internationalisation Academy, which is a part of the Compete In LAP, will prepare the regional SMEs to spread their businesses internationally and will make them more competitive in international markets. Thanks to such opportunities the regional companies will develop and the region itself will be developed at the same way.

### Current progress report:

Within these projects SMEs have the unique opportunity to develop their businesses in the international markets through participation in international trade fairs and meeting potential foreign partners. Moreover the project InterSilesia gives them opportunity to get access to, for example:

- Internationalisation Centre,
- Internationalisation platform,
- Advisory services on export, markets, foreign business running, export/product readiness,
- Workshops and conferences,
- creations of international business models, export strategy,
- access to international markets advisors abroad.

This kind of services provided within the Measure 3.5 are crucial for regional SMEs and the whole region and their economic development.

Due to the activities within the new Measure (the policy instrument) the regional supporting activities for the SMEs are developed, thanks to which the very SMEs are given the better opportunities, the better support. All competences gained thanks to it will help them prepare to the internationalisation process and develop their businesses and the regional economy in a result at the same time.

In case this effect can be reflected through indicators (i.e. the indicator should be clearly related to the above described effect), 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
N° of projects implemented within the new Measure 3.5 ROP	2	2	2

## 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 implementation

Please describe the overall progress made in the implementation of the action plan (including possible pilot actions). In particular, please describe which actions are already implemented (for those actions, please also indicate in the section below whether they can be considered as a policy change). In case implementation has not started yet, please explain why.

There has been progress in the implementation of both Action I and Action II, although some aspects of the action plan have slowed down due to COVID-19. In case of the project "Standards of investor service in local government units of the Wielkopolska Region" it will not be possible to achieve the targeted indicators until the project is completed. The ongoing pandemic had a significant impact mainly on those components of the plan that were directly related to meetings or recruitment among TSUs. Regardless of this, we are continuing our work with great determination, fully convinced that the delays will not put at risk the achievement of our objectives.

### Action I

- Indicator: 1 survey report

The survey report was prepared on 22nd April. 30 Wielkopolska BEIs, which are also LSG members, were invited to participate in the survey. Finally 12 of the institutions took part in it. The survey gathered feedback on the experiences, plans and needs of enterprises related to foreign expansion.

In the light of all the information gathered during the survey, apart from taking into consideration the suggestions provided by Wielkopolska BEIs participating in the survey, continuing the support for Wielkopolska's enterprises on principles similar to those of the "Gospodarna Wielkopolska" project and undertaking the organization of information and consulting meetings on a given market for companies participating in fairs within the project (as part of this project) seems to be highly justify.

- Indicator: 2 information and and consultation meetings (concerning 2 calls of enterprises for regional stands); minimum 10 entities participating in 2 meetings (total)

Due to ongoing Covid-19 epidemic in reporting period (04.2020-03.2021) there was no possibility to organize the meetings, especially directly linked with calls enterprises for regional stands. No project calls were announced throughout the year.

### Action II

Indicator: Minimum 2 series of training (1 for management staff and 1 for employees of LGUs), minimum 30 participants of all series of training.

There was huge slowdown in ongoing recruitment, caused by the global outbreak of Covid-19 epidemic. Till now 105 application had been received. Two series of training, both for management staff and employees will be conducted the earliest in the second quarter of this year. Despite this, the actions taken in the project "Standards of investor service in local government units of the Wielkopolska Region" can be considered as a policy change.

## Policy change

Has the project succeeded in influencing this policy instrument?

Yes

Please describe in detail the policy change achieved thanks to the project. Is it related to the implementation of new projects, to an improved management of the policy instrument or to a modification of the policy instrument itself (see also section 4.3.1 of the programme manual)?

Regional authority of Wielkopolska attaches great importance to the internationalization of local companies. Regional strategy papers emphasize the importance of strengthening regional businesses in the global market for the development of Wielkopolska.

"Gospodarna Wielkopolska" is a project co-financed by the Wielkopolska's ERDF Regional Operational Programme 2014-2020 offering a public funding scheme that supports Wielkopolska companies' participation in international economic events around the world (trade fairs, business forums, etc.).

Action I expanded the support offered to entrepreneurs participating in regional stands (economic promotion) by organising information and consultation meetings on the given market with the participation of experts, before the event.

Thanks to the project Compete In, the idea of Gospodarna Wielkopolska was enriched with added value.

Entrepreneurs participating in the call for international fairs as part of the regional stand were offered participation in specially dedicated information and consultation meetings on the market of a given country. Expert organisations ensured the participation of experts in selected markets - thanks to which entrepreneurs from Wielkopolska Region received comprehensive knowledge and could consult individual questions with experts. The addition of information and consultation meeting component on target markets, has met with great interest from entrepreneurs. These observations were fully confirmed in our survey report.

On December 29th 2020, the new Regional Innovation Strategy (RIS) 2030 was adopted. One of its strategic objectives is to include Wielkopolska Region in global value chains through, among other measures, internationalization of enterprises. The implementation of the strategic objectives of RIS will have a direct impact on the shape of the new operational programme which is currently being created.

Please explain why this change would not have happened (fully or partly) without the Interreg Europe project; i.e. what is the link between the change and the activities organised within the project? Which lessons learned from the project were at the origin of this change? Please name the practices, activities or other content source which provided the inspiration.

The Action is inspired by the lessons learnt from the transfer workshops on good practices XPANDE and TRIIP. There are consultative elements in both practices that paid particular attention to Wielkopolska.

During phase I of XPANDE programme, individualized consulting sessions are offered to companies from Valencia Region in Spain. These sessions consist of 4 modules, of which 2 concern markets selection and market entry strategy.

TRIIP-project beneficiaries, which are micro-enterprises from North Central Sweden, get fundamental knowledge about sustainable business with consideration of different cultures. Specific knowledge regarding the selected markets is delivered by project partners and coaches.

Above mentioned elements were translated and adapted to Wielkopolska Region through changes in "Gospodarna Wielkopolska" -main project run by regional authorities, which deals with the issue of internationalisation of Wielkopolska SMEs. The project was launched in 2016 and will end in 2021. More than 3 years of experience with about 30 regional stands at trade fairs organised and over 200 participants gave right perspective for summaries and modifications.

Lessons learned from the partners and the analysis of good practices described above led to the enrichment of activities carried out in the project with the component of information and consultation meetings, organized for entrepreneurs from Wielkopolska before the trade fair participation.

Please describe more precisely how this policy change was achieved; i.e. what were the steps to ensure that the lessons learned from the project were finally implemented in your region? Did you have to organise specific actions to ensure that that these lessons learned were passed within your organisation and/or among the stakeholders (e.g. dedicated meetings with key people)?

The first step in the implementation of the change was the consultation with the Lead Partner of the project, who agreed to such a move during the meeting in Reggio Emilia (12-15 March 2019 r.).

After returning to the country we discussed our idea of introducing information and consultation meetings regarding the markets on which the fair is to be held with the LSG members. The stakeholder group was very enthusiastic about the idea and thought that it would be very helpful for Wielkopolska entrepreneurs. (LSG maintains its opinion, as confirmed by our survey report, conducted in 2020).

After the Project Leader's approval and consultation with LSG, in March 2019 we prepared templates of new documents in the project (recruitment regulations and contract), which was consulted with the Legal Office of the Marshal Office of the Wielkopolska Region. The next step, after formal and legal verification, was to submit project documentation to the Managing Authority of the Wielkopolska Regional Operational Program with a request for approval of changes in the project.

The Managing Authority's approval to make changes in the project (on April 2019), enabled us to organize information and consultation meetings in 2019 on 20th May (The Republic of Cuba market) and 22nd of May (The USA market). In both meetings took part 30 enterprises from the region.

This significant change in the project "Gospodarna Wielkopolska" improved the policy instrument indicated in the application form.

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

Please explain how the above amount was estimated.

n/a

## **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).

According to our Action Plan vision we would like to create a sort of an avant-garde of the SME sector in Wielkopolska – companies actively conducting expansion on foreign markets based on support instruments offered by the regional policy and cooperating with other companies from the sector / area of smart specialisation and business environment institutions. The avant-garde is to "lead the way" to other entrepreneurs who plan to expand on foreign markets.

In the framework of the project „Gospodarna Wielkopolska” implementation, from 2016 to the end of 2020, 34 regional stands were organized at international fair events (including three Wielkopolska Brand exhibitions and four times participation of Wielkopolska TSUs in investment fairs).

All the events described above were attended by 284 entrepreneurs, representing individual Smart Specializations of Wielkopolska. Entrepreneurs from the Wielkopolska Region had the opportunity to present the potential of their products and services at regional stands of the Wielkopolska Region organized during international fair events in Asia, the Middle East, and Africa, Jakarta, Hanoi, Saigon, Hong-Kong, Tokyo, Oman, Abu Dhabi, Tanzania, Dubai, Ghana, Rwanda, South Africa, Australia, South and Central America, Panama and Cuba.

Each year we observe growing interest of entrepreneurs in internationalisation in the region. We are also receiving an increasing number of inquiries from entrepreneurs regarding the possibility to support companies in this regard within the framework of the project.

In case this effect can be reflected through indicators (i.e. the indicator should be clearly related to the above described effect), 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%)	9	9	8

## 2.2.4b Operational Programme Knowledge Education Development 2014-2020, Measure 2.18 "High-quality administrative services"

Policy Instrument addressed by

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

### General Features

Name of the policy instrument in English

Operational Programme Knowledge Education Development 2014-2020, Measure 2.18 "High-quality administrative services"

Please describe the main features of this policy instrument.

Key objectives of Measure 2.18: improving the quality and monitoring of the administrative service provision process for services significant from the point of view of business activity.

The intervention is focused on the following areas: monitoring the implementation of tasks of public interest (for six selected areas), local tax and fees, real property management, investor service, tax administration’s organisation, application of public procurement law, public-private partnership, food safety surveillance.

Is this policy instrument a Structural Funds operational programme?

Yes

Is this policy instrument a European Territorial Cooperation programme?

No

Is the body responsible for this policy instrument included in the partnership?

Yes

Please name the body responsible for this policy instrument.

WIELKOPOLSKA REGION with the seat of the MARSHAL OFFICE OF THE WIELKOPOLSKA REGION IN POZNAN”

Please indicate the geographical coverage of this policy instrument.

Country: Poland (POLSKA)

NUTS1 Region: REGION PÓŁNOCNO-ZACHODNI

NUTS2 Region: Wielkopolskie

NUTS3 Region:

Is this policy instrument related to the national/regional smart specialisation strategy?

No

### Policy change

Please describe in detail the policy change achieved thanks to the project. Is it related to the implementation of new projects, to an improved management of the policy instrument or to a modification of the policy instrument itself (see also section 4.3.1 of the programme manual)?

Reported in PR 7: The project "Standards of investor service in local government units of the Wielkopolska Region" was approved by Ministry of the Interior and Administration on 3rd September 2019. Project subsidy agreement was signed on 4 November 2019.

Funding sources: Operational Programme Knowledge Education Development 2014-2020, Measure 2.18 "High-quality administrative services"; Competition project "Standards of investor service in local government units of the Wielkopolska Region"

Total project budget: PLN 3,224,186.00, of which 84.28% from the European Social Fund (PLN 2,717,343.96), 5.72% from the state budget (PLN 184,423.44) with 10% own contribution (PLN 322 418.60, as 10% from the pool of 15% of indirect costs).

The Action will consist of a series of training sessions for representatives of Wielkopolska local government units (employees dealing with investor service and management staff) regarding, among others, basics of the investor service in local government, management of strategic economic development, investment promotion on the Internet, preparation of promotional materials and territorial marketing. The trainings will be run by experts from the Department of Economy of The Investors and Exporters' Service Center of the Wielkopolska Region and external experts. After the training, its participants will be prepared to implement the investor service standard in their organisations.

Please explain why this change would not have happened (fully or partly) without the Interreg Europe project; i.e. what is the link between the change and the activities organised within the project? Which lessons learned from the project were at the origin of this change? Please name the practices, activities or other content source which provided the inspiration.

Reported in PR 7: As we mentioned in the Local Action Plan, The Action II Conducting stationary basic training for Wielkopolska local government units in the field of investor service is inspired by lessons learnt from the International Best Practice Review (IBPR), the document prepared by scientific team from Leeds Beckett University (one of peer review learning outcomes) and the International Exchange Seminar in Reggio Emilia. Among the practices described in the IBPR are initiatives related to increasing the investment attractiveness of countries and regions, including Invest Ottawa, APEX Brasil, Québec International and ProMexico. First initiative aims to attract companies by presenting Ottawa as the best city to make business, work and live. The Brazilian Trade and Investment Promotion Agency (APEX Brazil) deals, among others, in attracting foreign direct investment to strategic branches of the Brazilian economy. Support services for investors, including expert assistance and looking for business partners are one of Québec International tasks. ProMexico is an initiative that also involves attracting foreign direct investment – by assisting in conducting, coordinating and implementing actions of federal government agencies.

The agenda of the seminar in Reggio Emilia included presentations of key note speakers on foreign direct investment and solutions attracting such investments. Prof. Roland Wall from the University of the Witwatersrand presented his research on competitiveness of territories with interesting results for investor services in local governments. Luigi Mercuri from FDI Center in Berlin talked about current trends in FDI ecosystem, which people involved in investor services should be aware of. One of the working groups at the seminar was devoted to the issue of attractiveness of territories.

Please describe more precisely how this policy change was achieved; i.e. what were the steps to ensure that the lessons learned from the project were finally implemented in your region? Did you have to organise specific actions to ensure that that these lessons learned were passed within your organisation and/or among the stakeholders (e.g. dedicated meetings with key people)?

Reported in PR 7: A key role in the development of export in Wielkopolska is played by the Investors and Exporters' Service Center of the Wielkopolska Region (COIE).

On 20 March 2017, during the meeting of the Compete In LSG, the participants selected COIE as one of the project's GPs.

The investment promotion activities undertaken over many years have resulted in a good knowledge of the territorial self government units cooperating with us as well as their strengths, weaknesses and needs in the scope described above. Very good cooperation in this area has also been developed at the national level. The experiences described above were brought to the Compete in project by the persons implementing them, among others Ms. Anna Maciołek, Main Specialist of the Department of Economy - coordinator of the Compete in project, during the selection of PPs' good practices. It should be noted that the decision to join the project was also dictated by the desire to exchange experiences in the field of investment promotion.

The experience gained in the Compete In project was used by the former coordinator as a COIE expert and further on during the preparation and writing of the "Standards of investor service in local government units of the Wielkopolska Region" project. In this way the many years of experience built up by the team of the Department of Economy was reflected in the launch of the new project Standards of investor service in local government units of the Wielkopolska Region", approved by the Ministry of Interior and Administration. Prior to the recruitment for the "Standards of investor service in local government units of the Wielkopolska Region" project, in the first quarter of the year 2020, the Department of Economy organized a series of informational and promotional meetings for the Wielkopolska territorial self government units, which were attended by a Member of the Board of the Wielkopolska Region, Mr. Jacek Bogusławski, responsible for economic issues of the region.

	Current period (EUR)	Cumulative (EUR)
<b><i>If applicable, please estimate the amount of funding influenced by the project.</i></b>	0.00 €	610,206.00 €

Please explain how the above amount was estimated.

Reported in PR 7: Total project "Standards of investor service in local government units of the Wielkopolska Region" budget for Wielkopolska Region is: 3,224,186.00 PLN.

2,717,343.96 PLN – from the European Social Fund (610,206.00 €)

184,423.44 PLN – from the Wielkopolska Region state budget

322 418.60 PLN – from Wielkopolska Region own contribution

Current progress report:

n/a

## 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).

Reported in PR 7: The project assumes the improvement of the quality of investor service in the Wielkopolska territorial self-government units by providing support in the field of investor service standard in the self-government of at least 130 territorial self-government units (TSU) from the Wielkopolska region, at least half of which will implement the investor service standard thanks to a comprehensive offer including basic training and specialized workshops in the field of investor service, management and electronization of the investor service process, individual counseling and participation in local cooperation networks aimed at building relationships with investors, exchange of experience and good practices in attracting and serving investors. The implementation of the requirements of the standard by TSU will be confirmed during the final audit carried out by the experts of the Marshal Office of the Wielkopolska Region. As a result of the implementation of the standards specified in the project, the territorial self-government units should provide a high level of service to domestic and foreign entrepreneurs interested in the implementation of investments on their territory.

Formal recruitment of Wielkopolska local governments to participate in the project started on 13 March 2020. By the end of the reporting period 71 applications had been received (the target number is 130). Till now we have received almost 100 applications. The slowdown in recruitment is caused by the global outbreak of Covid-19 epidemic. Due to the ongoing global pandemic situation series of training sessions for the representatives of Wielkopolska local governments may be postponed.

Current progress report:

See update on the policy change.

In case this effect can be reflected through indicators (i.e. the indicator should be clearly related to the above described effect), 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
------------------------------------	----------------	------------------------------	--------

## 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 implementation**

Please describe the overall progress made in the implementation of the action plan (including possible pilot actions). In particular, please describe which actions are already implemented (for those actions, please also indicate in the section below whether they can be considered as a policy change). In case implementation has not started yet, please explain why.

The implementation of all 3 actions within the Local Action Plan have been fully or partially completed. The Covid 19 pandemic has impacted implementation – particularly Action 1 where we have been unable to analyse the online platform. The provider had to suspend the platform due to business pressures.

**ACTION 1:**The collaboration with Wakefield SME led to provision of an internationalisation space on their app for registered SMEs. PR7 detailed progress. Covid19 impacted planned activities to promote internationalisation workshops during Semester 9 & to monitor the app effectiveness. Further lockdown led to SME suspending the online platform. Although significant progress was made in the Semester 7 and 8, further progress and influence of this measure had to pause.

**ACTION 2:**Full implementation and progress of this action achieved.

SME referrals via stakeholder network & ecosystem to expert stakeholder organisations to facilitate their internationalisation. Business focussed workshops planned for 2020 amended due to UK lockdown. 4 online internationalisation workshops utilising academic & business specialists ran September 2020. Received very positive feedback. 9 attending SMEs. Attendance numbers lower than anticipated: Saturated market for online workshops inducing poor response by the business community. Wakefield UBC 2017+ has provided 50+ SMEs with incubation, growth & internationalisation opportunities, increasing the SMEs using these services. The UBCs had to close from March preventing strategic involvement of the UBC in the workshop provision.

**ACTION 3:**Diagnostic questionnaire designed, implemented and analysed during Semester 9.

Business Student Gateway Project started July 2020 between Leeds Business School & project. Referral of student group placements to fulfil SME business projects from November through to May 2021. This pilot scheme proved very successful - 30 businesses referred to student talent.

Likely to repeat next summer and also extend to graduate talent, more student placements and longer term relationships between the SME community and Leeds Beckett.

Monitoring of the LAP implementation has been through collaboration with key stakeholders throughout the period. The LSG is fundamental in maintaining relationships with the Leeds City Region stakeholders from a number of organisations, and our meetings have maintained the momentum of the project, despite Covid. Unfortunately Wakefield stakeholder relationships have suffered because the lack of opportunity for face to face contact has stopped us building more progress with the council - who's focus has been to provide emergency support and grant administration to suffering SMEs impacted by the pandemic

### **Policy change**

Has the project succeeded in influencing this policy instrument?

No

If no, can you report on the main reasons why the policy instrument could not be influenced yet?

**Priority 1: Unlocking the Growth Potential of Businesses in Key Economic Sectors – ESIF Strategy 2014 – 2020**

There has been no firm change to influencing policy.

However, the learning we have taken from each of the programmes, via our action plan to support SME orientation to growth, innovation and internationalisation, have made significant impact on the projects that Leeds Beckett deliver, that we have delivered in partnership in Wakefield and the wider region and we anticipate influencing future policy and funding streams.

Politically the landscape has changed enormously for the Leeds City Region during the delivery of the Complete In Project. For example, at the beginning of the project we hoped to be able to influence future European Funding Projects but during delivery the UK has left the European Union and this can no longer be delivered.

The Leeds City Region is also moving to a Devolution deal with UK government which again will affect funding and focus of this funding.

The new funding programmes have been delayed due to delays to BREXIT, devolution and the impact of COVID 19. This delay means we will not be able to prove we have influenced policy as a result of our involvement in Compete In. We anticipate that our delivery and findings of the LAP and the subsequent discussions we have had with Local Stakeholders, Policy Groups and Local Authorities across the region will mean that new funding streams do include the best practice we have learnt such as

- The benefits of local partners working together to strengthen delivery to SME
- The benefits local skills and talent – student and graduates can offer to projects
- The role of peer to peer networking in projects especially when they link to accountability
- The benefits of on line platforms and masterclasses allowing businesses to access valuable knowledge transfer

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

Please explain how the above amount was estimated.

**Territorial Impact**

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

In case this effect can be reflected through indicators (i.e. the indicator should be clearly related to the above described effect), 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 implementation

Please describe the overall progress made in the implementation of the action plan (including possible pilot actions). In particular, please describe which actions are already implemented (for those actions, please also indicate in the section below whether they can be considered as a policy change). In case implementation has not started yet, please explain why.

The implementation of the Action Plan is coming along very well. Most of the activities have been implemented, even though some effects of the Covid-19 pandemic.

The municipality of Gävle and Region Gävleborg together with Almi (as coordinator of Regional Export Centre) have the overall responsibility for the monitoring of the LAP implementation and meet regularly to follow up on activities.

### Regional Export Centre

#### - Collaboration platform

Almi is in charge of the coordination of the Regional Export Centre and they have meetings (digital since April 2020) once a month with all the stakeholders involved in the delivery of their activities. The meetings are used to update each other on LAP and other activities as well as coming events and new initiatives.

#### - Mapping and packaging

During the period April 2020-January 2021 approximately 50 companies in Gävle/Gästrikland have been contacted in order to collect information and offer support. The packaging activities (with storytelling; articles and videos etc) is still being developed.

#### - SME capacity building and inspiration

Capacity building and inspiration of SMEs via different activities; company network meeting in August and digital meetings. The Export Day planned for autumn 2020 was postponed to 2021 due to Covid-19.

### University of Gävle contribution to SME internationalisation

#### - Mapping of research and education

The University of Gävle has adopted a new research and education strategy with internationalisation at the forefront. The mapping of the research and education offer and how it could contribute to SME internationalisation has started and will be ready during spring of 2021..

#### - International students

The University of Gävle has, together with stakeholders of the Regional Export Centre, applied for and received funding for an ERDF project HARISI that will develop a model to make use of and connect international students and SMEs in order to develop internationalisation (see below).

### Support to innovative start-ups

#### - Support to the internationalisation of innovative start-ups

The delivery of the SPRINT-X project is well on its way, focusing on method development for support of internationalisation of innovative start-ups, development of international relations and training of incubator and innovation ecosystem staff/stakeholders.

#### - Community building

The idea was to develop community building based in part of the example of VET Emprende, Valencia, and in cooperation with the regional innovation system project "Innovationsklivet". There is a digital platform in place for stakeholders of the innovation system to share information, but the open and accessible idea from VET Emprende has not yet been addressed.

## Policy change

Has the project succeeded in influencing this policy instrument?

Yes

Previous reports' descriptions of the nature of the change and how the project has contributed to this change.

Reported in PR 5: 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).

Reported in PR 6: 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.

Please describe in detail the policy change achieved thanks to the project. Is it related to the implementation of new projects, to an improved management of the policy instrument or to a modification of the policy instrument itself (see also section 4.3.1 of the programme manual)?

Reported in PR 7: In 2019, Movexum, the Region of Gävleborg's business incubator, member of the "Team Gävleborg" submitted the application "SPRINT-X" for ERDF funding, with the aim developing five focus areas: sustainability, internationalization, financing, inflows and accelerators. The application was approved with a total budget of 950,000 € of which 136,000 € is dedicated to the support to internationalisation of innovative start-ups. The Sprint X project will develop and strengthen the regional incubator to increase inflow of ideas and companies for increased growth and innovation power. Attracting more companies it should also increase the diversity of companies/entrepreneurs in Gävleborg through a wider perspective on innovation and an increased focus on international growth potential.

The project has five focus areas:

- sustainability
- internationalisation
- risk capital (incl network/meeting places)
- accelerator linked to smart specialisation areas
- broader target groups – increased diversity

The focus area internationalisation will increase international contacts to support startups & alumni companies to take the step to international market. Building on the methods and ways of working of the TRIIP project:

1. Develop interational relations with incubators for soft landing in the Nordics/Europé
2. Method development
3. "Export Boost", training of coaches (Movexum and Regional Export Centre) to develop adapted training for 10 companies
4. "Train the trainer", light version of the "Export Boost" to train innovation nodes, municipal business development offices
5. Financing external support, possible development cheques for internationalisation for startups

The application was submitted to the ERDF North Central Sweden, call 2020.3 with deadline on the 14th of September 2019 and decision of approval from the 17th of December 2019.

Please explain why this change would not have happened (fully or partly) without the Interreg Europe project; i.e. what is the link between the change and the activities organised within the project? Which lessons learned from the project were at the origin of this change? Please name the practices, activities or other content source which provided the inspiration.

Reported in PR 7: Lessons learnt from the Future Position X (FPX) project and Compete In good practice; the TRIIP project, as well as the VIT Empreunde programme of the municipality of Valencia (international program to give the opportunity for the startups to meet, exchange and cooperate with other ecosystems and stakeholders) and input from different initiatives from the Compete In partners (GAPR, Silesia region – methodology of direction of internationalization of different industries, Gospodarna Wielkopolska – analysis for the internationalization of regional economy, Expande programme of IVACE, Valencia, for the penetration of territories).

Please describe more precisely how this policy change was achieved; i.e. what were the steps to ensure that the lessons learned from the project were finally implemented in your region? Did you have to organise specific actions to ensure that that these lessons learned were passed within your organisation and/or among the stakeholders (e.g. dedicated meetings with key people)?

Reported in PR 7: The regional incubator Movexum is part of Team Gävleborg and the Regional Export Centre, and has been involved in the Compete In project over time, participating in activities and meeting with Compete partners as well as the local stakeholder group meetings. The municipality of Gävle together with the Regional Export Centre have supported in the development of the internationalisation part of the application.

Please describe any update on the policy change previously reported (see above) and/or any additional change regarding this policy instrument. If possible, please also estimate the amount of funds influenced.

A new project, HARISI, promoted by the University of Gävle (together with several of the Team Gävleborg stakeholders), has been funded under the ERDF North Central Sweden call with deadline on the 8th of May 2020. The project has been approved on the 16/12/2020.

The project is about developing business model that is adapted to and support SME needs and development of market knowledge for internationalisation. The students will contribute with analysis to the SMEs (cultural, structural and sustainable conditions of specific markets) and knowledge and application of different kind of support that facilitates the internationalisation process.

The project has been influenced by the Compete In project since it was conceived as an outcome of the LAP Action 2 "University of Gävle contribution to SME internationalisation" which was, in turn, inspired by the Reggio Emilia good practice "Higher education in support of internationalization processes".

The University of Gävle has linked the work on SME internationalisation to international students thanks to the Compete In project and the activities within the LAP. They have brought together Team Gävleborg stakeholders to contribute to the development of the project HARISI.

The University of Gävle and the Regional Export Centre organized in the autumn of 2019 a half day seminar/workshop "Sustainable International Business" for international students at the University to meet with local companies. Appr 30 persons participated (companies, students and teachers). The program included presentations on Sustainable international business, SMEs sustainability and cooperation between businesses and international students. Students and companies had the possibility to interact, discuss and get to know each other. The event was much appreciated and led to further contacts and discussions on possible cooperation between the international students and local SMEs. The University of Gävle then organised workshops (spring 2020) as well as individual meetings with the Team Gävleborg stakeholders, in order to develop a project idea and application to ERDF. Lessons learnt from both previous projects at the University, Compete In and other stakeholder initiatives and experiences were taken into account and made up the proposal to ERDF North Central Sweden call with deadline on the 8th of May 2020.

Total budget 6,674,547 SEK with 50% ERDF co-financing, 3,337,273 SEK.

	Current period (EUR)	Cumulative (EUR)
<b><i>If applicable, please estimate the amount of funding influenced by the project.</i></b>	325,000.00 €	1,073,000.00 €

Please explain how the above amount was estimated.

Reported in PR 5: 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

Reported in PR 7: Previous reporting period: 680,000 € instead of 1,360,000 € for Regional Export Centre project (50% co-funded by the ERDF)

Current period: Sprint X project, total budget: 950,000 € of which 136,000 € is dedicated to internationalisation (50% co-funded by the ERDF). Influenced amount: 68,000 €

Cumulative: Regional Export Centre + Sprint X = 680,000 € + 68,000 € = 748,000 €

Current progress report:

325,000 € corresponds to 3,337,273 SEK (see above)

## 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).

Reported in PR 6: 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.

Reported in PR 7: SUPPORT TO INNOVATIVE START-UPS

- Community building

The idea was to develop community building based in part of the example of Vit Emprende, Valencia, and in cooperation with the regional innovation system project "Innovationsklivet". This has unfortunately not been the case due to rules/regulations of Region Gävleborg on who can access website/communication platform. We are discussing with the region in order to find a solution.

REGIONAL EXPORT CENTRE

- Collaboration platform

Almi is in charge of the coordination of the Regional Export Centre and they have had meetings every two months with all the stakeholders involved in the delivery of their activities.

- Mapping and packaging

During 2019 appr 50 company visits have been carried out in the northern part of the region (Hälsingland) in order to collect information and further develop and package the offer of the Regional Export Centre.

- SME capacity building and inspiration

Capacity building and inspiration of SMEs has been done via different activities; breakfast meetings, participation in Business Forum and the organization of the Export Day.

UNIVERSITY OF GÄVLE CONTRIBUTION TO SME INTERNATIONALISATION

- Mapping of research and education

The University of Gävle is in the process of developing a new research and education strategy which will include internationalisation. The mapping of the research and education offer and how it could contribute to SME internationalisation has therefor been postponed until autumn 2020.

Current progress report:

The Regional Export Centre project is coming to the end and will submit their final report by the end of May. The continuation of the Regional Export Centre will be funded by Region Gävleborg, national funding and ReactEU-funding, including also invest promotion.

The SPRINT-X project is under way. The ambition is to develop relationships with international incubators, preparatory work with so-called softlandings for the region's startups to be done with European countries (contact with Compete In partners). A digital pitch event with Canadian investors and companies has been arranged during the Scandinavian Startup Week initiative, a trip to Canada is planned as soon as there is no longer limitations by the pandemic. Method development is underway and a new initiative called "Export Boost" is under development. Dialogue is ongoing regarding regionally valid financing and business checks for startups that establish themselves internationally.

In case this effect can be reflected through indicators (i.e. the indicator should be clearly related to the above described effect), 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	3	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 ART-ER Joint Stock Consortium Company (until 30/04/2019 ERVET) (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 implementation

Please describe the overall progress made in the implementation of the action plan (including possible pilot actions). In particular, please describe which actions are already implemented (for those actions, please also indicate in the section below whether they can be considered as a policy change). In case implementation has not started yet, please explain why.

Implementation of LAP continued even if with adaptation to COVID situation. Anyway, COVID 19 caused some delays but represented also an opportunity to accelerate what was foreseen as the goal of our LAP: promoting internationalization through digital tools. Therefore, COMPETE IN opened and anticipated the digitization process, which was then accelerated by COVID. A change of address by the regional government occurred. COMPETE IN brought greater awareness among SMEs and policy makers towards strategies of digital internationalization, valued in facing COVID emergency.

Action 2 - Definition of a new regional measure/action supporting digital exports of single and/or networks of regional SMEs and coordination with national level support measures.

Launch of the Call "Projects for the international digital promotion of the Consortia - Year 2021" under measure 3.4.1 of ROP ESFR. A new call under this measure has been opened even if most of funds were already allocated.

What is new compared to previous calls is the focus on digital international promotion projects and the introduction of related eligible expenditures:

- Analysis for the adoption of digital and virtual services
- Preparation of a digital export plan (as in "Expande Digital GP transferred by IVACE)
- Temporary export manager/Digital export manager (as in "Expande Digital GP transferred by IVACE)
- Digital marketing expenses
- Consultancy costs for online business start-up and development (b2b and b2c)
- Expenses for attending B2B meetings and events (virtual or face-to-face)
- Expenses for participation in international fairs, including virtual ones

Action 3 - Implementation and evaluation of the new regional measure/action supporting digital exports of single and/or networks of regional SMEs - Not fulfilled (no time due to slowdowns caused both by the regional elections/COVID 19)

## Policy change

Has the project succeeded in influencing this policy instrument?

Yes

Please describe in detail the policy change achieved thanks to the project. Is it related to the implementation of new projects, to an improved management of the policy instrument or to a modification of the policy instrument itself (see also section 4.3.1 of the programme manual)?

Launch of the Call “Projects for the international digital promotion of the Consortia - Year 2021” under action 3.4.1 of ERDF ROP 2014-2020.

The Call is approved with the Regional Council Resolution n. 1270 of 28/09/2020, with the changes made by the Regional Council resolution n. 1435 of 26/10/2020. It favors internationalization paths of regional SMEs in aggregate form, also on international digital channels, supporting the international promotion activities carried out collectively through the Consortia for internationalization

This new call under action 3.4.1 has been opened even if most of funds were already allocated.

What is new compared to previous calls is the focus on digital international promotion projects and the Introduction of new related eligible expenditures:

- Analysis for the adoption of digital and virtual services
- Preparation of a digital export plan (as in “Expande Digital GP transferred by IVACE)
- Temporary export manager/Digital export manager (as in “ Expande Digital GP transferred by IVACE)
- Digital marketing expenses
- Consultancy costs for online business start-up and development (b2b and b2c)
- Expenses for attending B2B meetings and events (virtual or face-to-face)
- Expenses for participation in international fairs, including virtual on

Considering that the resources of the ROP ERDF 2014-2020 had already been almost entirely allocated with regard to action 3.4.1, the new call “Projects for the international digital promotion of the Consortia - Year 2021”. was not initially possible, although discussed between ART-ER and the Emilia-Romagna Region and indicated as possibility in the Local Action Plan. The Covid 19 emergency, which penalized the internationalization processes of SMEs and which led to the need for adaptations, first of all the use of digital tools, has therefore made it possible to accelerate the process already started thanks also to the contribution of Compete in.

Please explain why this change would not have happened (fully or partly) without the Interreg Europe project; i.e. what is the link between the change and the activities organised within the project? Which lessons learned from the project were at the origin of this change? Please name the practices, activities or other content source which provided the inspiration.

Specifically, the Emilia-Romagna Action Plan was already focused on crossborder e-commerce and digital tools for internationalization. The starting point was the acquisition of the good practice presented by IVACE centered on the Expande Digital program managed by the Valencia Chamber of Commerce which supports SMEs in the creation of digital export plans and the presence of a digital export manager.

The ER Region therefore initially acquired the good practice of Valencia but extending it with a focus on cross-border e-commerce by launching a call, on another fund still having resources that was not ROP ERDF (i.e. under the call 4.1 - Regional Programme of Productive Activities 2012-2015 for systemic promotional projects), adjusted to new needs and consequently introducing new eligible costs dedicated to the development of crossborder e-commerce.

Subsequently, having already opened this process from a strategic, technical and formal point of view and, having developed other collateral actions, always included in the Local Action Plan of Compete IN, such as the collaboration with Italian Trade Agency and the digital Academy school that involved 200 SMEs with export potential, the ER Region decided to launch a new ERDF ROP 2014-2020 call for consortia with new address and features with respect to all previous calls dedicated to consortia. This new call focused for the first time on digital internationalization promotion projects and borrowed as well the experience of Valencia and of the previous above mentioned call by introducing new eligible targeted expenditures.

Please describe more precisely how this policy change was achieved; i.e. what were the steps to ensure that the lessons learned from the project were finally implemented in your region? Did you have to organise specific actions to ensure that that these lessons learned were passed within your organisation and/or among the stakeholders (e.g. dedicated meetings with key people)?

The policy change was achieved thanks a deep cooperation with the policy maker represented in the stakeholders group. ART-ER and Emilia-Romagna Region shared all project's steps including Study Visits, Transfer Workshops, LAP definition, adjustments and implementation. Stakeholders were constantly informed through a participatory process, typical of ER Region, by the regional representative with whom they collaborated in the various actions. SMES were involved through their representative bodies, also part of the stakeholders group.

To sum up, policy change was achieved thanks to:

- Lessons learnt from phase 1 put into practice
- Transfer workshop with IVACE and Valencia Chamber of Commerce
- Close relationship with policy maker/regional government even reinforced thanks to project's interregional meetings and study visits
- LSG highlighted needs and fostered actions on e-commerce/discussion in meetings and in project's regional dedicated event.

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

Please explain how the above amount was estimated.

### **Territorial Impact**

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

Beneficiaries: Consortia for internationalization based in the Emilia-Romagna Region (small and micro SMEs)

The call is for the year 2021. It opened in October 2020 and it will close in March 2021.

In case this effect can be reflected through indicators (i.e. the indicator should be clearly related to the above described effect), 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

## **2.2.7b Regional Plan for Productive Activities (RPPA) 2012-2015 Operational Programme 4 - Internationalisation of the productive system**

Policy Instrument addressed by

7-PP ART-ER Joint Stock Consortium Company (until 30/04/2019 ERVET) (IT)

### **General Features**

Name of the policy instrument in English

Regional Plan for Productive Activities (RPPA) 2012-2015

Operational Programme 4 - Internationalisation of the productive system

Please describe the main features of this policy instrument.

The Regional Plan for Productive Activities (RPPA) 2012-2015 approved by resolution of the Emilia-Romagna Legislative Assembly no. 83 of 25 July 2012, places at the center of its actions the realization of a development path based on an innovative and responsible business system articulated on SME supply chains, on a wide network of centers of competence and services for innovation, that make the regional context efficient and attractive. At present the RPPA 2012–2015 is still in force, its validity having been extended until a new Programme is endorsed and approved by the Regional Government.

RPPA tends to create the conditions for strengthening the networks and other forms of aggregation between companies, in line with production specializations and guided by the drivers of knowledge, innovation and internationalization,

The Operational Programme 4 "Internationalisation of the productive system" under the RPPA addresses the internationalisation of the regional productive system through a number of dedicated support measures, targeting both single SMEs and groups of SMEs, either directly or indirectly, i.e. via the specialist support provided by business support organisations (such as regional Chambers of Commerce, entrepreneurial organisations or Internationalisation Consortia).

Is this policy instrument a Structural Funds operational programme?

No

Is the body responsible for this policy instrument included in the partnership?

No

Please name the body responsible for this policy instrument.

Emilia-Romagna Region

Please indicate the geographical coverage of this policy instrument.Country: Italy (ITALIA )NUTS1 Region: NORD-ESTNUTS2 Region: Emilia-RomagnaNUTS3 Region:Is this policy instrument related to the national/regional smart specialisation strategy?

Yes

If yes, please further explain the link to this strategy.

The programme also supports the internationalisation of the regional fairs system through the promotion of the internationalisation of the main regional fairs linked to regional productive specialisations and excellence and with priority sectors identified within the Smart Specialisation Strategy. Support is also provided to CLUST-ER(s), which are voluntary associations comprising SMEs and research centres active in the S3 sectors.

**Policy change**

Please describe in detail the policy change achieved thanks to the project. Is it related to the implementation of new projects, to an improved management of the policy instrument or to a modification of the policy instrument itself (see also section 4.3.1 of the programme manual)?

Reported in PR 7: The policy instrument “Regional Plan for Productive Activities (RPPA) 2012 – 2015 Operational Programme 4 - Internationalisation of the productive system” has now included the theme of e-commerce in the focus. An entire paragraph has been added to the call, which includes specific eligible expenditures for “consultancy and start-up costs of a platform or store in a collective e-commerce marketplace”. The aim is to broaden the range of tools and measures available to regional SMEs to sell overseas. Already implemented actions and a new regional measure to be defined, coordinated with national level supports, will offer SMEs the opportunity of harnessing the development potential of one of the fastest growing segments of international trade, cross-border sales through digital channels.

Moreover, Emilia-Romagna Region has established an agreement with the Italian Trade Agency including training actions dedicated to e-commerce. The training, which is scheduled for September 2020 for 20 selected companies, will focus on digital marketing and e-commerce tools and strategies addressed to the US market.

Please explain why this change would not have happened (fully or partly) without the Interreg Europe project; i.e. what is the link between the change and the activities organised within the project? Which lessons learned from the project were at the origin of this change? Please name the practices, activities or other content source which provided the inspiration.

Reported in PR 7: The policy change is based on the lessons learnt and inspirations from the XPANDE Digital initiative implemented by IVACE and the Valencia Chamber of Commerce (regional level) in partnership with the Chamber of Commerce of Spain (national level). We took inspiration from it but also we tried to go a step further. This meant not only co-financing the costs entailed by digital marketing campaigns, allowing SMEs to promote themselves and their products/services to potential buyers on foreign markets but addressing the full range of technical services and advice needed by SMEs to successfully exploit the potential of cross-border e-commerce, to be included in the new envisaged regional measure.

The project Upgrading Emilia Romagna in the USA is supported by ITA and Emilia-Romagna Region (290,000 €) in cooperation with Confindustria Emilia-Romagna (COMPETE IN stakeholder). It belongs to a framework agreement with ITA strengthened through Compete In project during the conference mentioned in the story telling. The training is strictly connected with the activity done under RPPA and with an integrated intervention to improve SMEs e-commerce capacities therefore influenced by COMPETE IN learnings (BEST PRACTICE EXCHANGE with IVACE, mentioned Conference and stakeholders involvement).

Please describe more precisely how this policy change was achieved; i.e. what were the steps to ensure that the lessons learned from the project were finally implemented in your region? Did you have to organise specific actions to ensure that that these lessons learned were passed within your organisation and/or among the stakeholders (e.g. dedicated meetings with key people)?

Reported in PR 7: Specific actions:

- Transfer Workshops and the international conference (Bologna 27th February 2019) organized by ART-ER together with the Emilia-Romagna Region and attended by regional stakeholders, national and European key actors, including the Spanish referents of the accepted good practice.
- The international conference held in Bologna on February 27, 2019 “E-commerce for access to foreign markets Support models in comparison” made regional stakeholders aware and allowed a fruitful exchange between ART-ER staff, regional government representatives, and national experts. Subsequently, exchanges and requests between ART-ER and the Emilia-Romagna Region continued with the involvement of the key players by the regional representatives.

	Current period (EUR)	Cumulative (EUR)
<b><i>If applicable, please estimate the amount of funding influenced by the project.</i></b>	0.00 €	165,000.00 €

Please explain how the above amount was estimated.

Reported in PR 7: 3 projects approved under the e-commerce RPPA call, for a total amount of 330,000 € (50% co-funded by the Emilia-Romagna Region):

- Digital Export in USA (B2C) promoted by the Chamber of Commerce of Ravenna. Sector: digital food. Objective: to accompany regional food businesses through a training course aimed at obtaining the certifications necessary for export and consolidating a long-term presence on the US market; positioning of the selected companies on the amazon.com marketplace through the Store of a specialized supplier. Budget: 160,000 €

-- We digital China (B2C) promoted by Unindustria Reggio Emilia. Sector: digital consumer goods B2C. Objective: promotion and support for the insertion and marketing of "Made in Italy" products in the consumer goods sector on the Chinese market, particularly a digital approach (using new technologies and new distribution channels to meet the Chinese consumer trend). Budget: 70,000 €

-- China target to increase the export of "made in Emilia-Romagna" (B2B) promoted by the Chamber of Commerce of Reggio Emilia. Sector: digital machinery. Objective: simplification of the internationalization process in China of Emilia-Romagna companies operating in the mechanical and mechatronics sectors. This will be possible thanks to a structured path in a set of personalized services with high added value, capable of defining and implementing a correct digital communication strategy on the target market. Budget: 100,000 €

Current progress report:

n/a

## **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).

Reported in PR 7: In this phase, the impact is related to the awareness of the regional government and the key players towards a greater and wider use of the potential offered by e-commerce. The call launched (Action 1) gave the opportunity for regional SMEs to take advantage of regional funds to start or consolidate cross-border e-commerce activities. The concrete impact in terms of increased competitiveness and expansion of companies will be visible at a later stage. The framework agreement with ITA (Action 2) produced the planning of a specific training activity. The impact of this also in terms of SME participation will be assessable in the next period.

Current progress report:

Effects in the territory also in terms of point of attention for future regional policies and actions:

- change of approach in the way of promoting and presenting the products, adapted to digital tools and need to support advertising: image, graphics, social networks and influencers or testimonials, video tutorials (in the food sector the visual perception and the descriptive ability replace taste);
- needs to support actions and skills development for: products regulatory and labeling aspects (e.g nutritional table and product description in the food sector, especially for USA market)
- price calibration to be competitive
- packaging design and security
- logistics and crossborder practices.
- keeping the product on the market to respond to an increasingly vast and less niche target demand

In case this effect can be reflected through indicators (i.e. the indicator should be clearly related to the above described effect), please complete the following section. Please note that additional self-defined indicators can be proposed when reporting in phase 2.

<b>Self-defined performance indicator</b>	<b>Current period</b>	<b>Achieved so far (cumulative)</b>	<b>Target</b>
Nr. of agreements/joint initiatives among regional-national actors related to e-commerce produced	0	1	1
Nr of SMEs that have realized specific e-commerce projects	35	38	3

## 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 88,222.61.
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.