

JOSEFIN NEWS

January 2010

Imprint

Responsible for the content:

Dr. Torsten Mehlhorn

Investitionsbank Berlin (IBB)

Bundesallee 210 | 10719 Berlin

Phone: +49 30 2125 3692

Fax: +49 30 2125 4388

E-mail: torsten.mehlhorn@ibb.de

www.ibb.de

Editorial office:

Michał Gałkiewicz

Vassilen Iotzov

Monika Jaskuła

Disclaimer:

This newsletter has been produced with the assistance of the European Union.

The content of this publication is the sole responsibility of

Mr. Torsten Mehlhorn, project manager and coordinator of JOSEFIN, and can in no way be taken to reflect the views of the European Union.

www.josefin-org.eu

January 2010

Dalarna
Brandenburg

Latvija

Eesti

Wielkopolskie

Lietuva

Sverige

Zachodniopomorskie

Berlin

Oslo

Lubuskie

Mecklenburg-
Vorpommern

Dolnośląskie



Table of Contents

02 Editorial

02 JOSEFIN: an example of BSR projects

03 Calendar

04 Photo Contest

05 Interview with Arkadiusz Lewicki

Director of National Contact Point for CIP in Poland

This issue introduces the Polish organisations and regions participating in JOSEFIN:

06 Partner Organisations

10 Partner Regions

13 Work in Progress

16 JOSEFIN in the Media

19 JOSEFIN Being Discussed

20 Internal Meetings

25 External Presentations



PART-FINANCED BY THE EUROPEAN UNION
(European Regional Development Fund)

EDITORIAL

Dear reader,

Welcome to the second edition of the detailed JOSEFIN newsletter. In addition to the e-newsflash, this release offers wider information on project's partners, participating regions, achievements and events. Every six months, a new issue provides insights into the last project period.

Each issue is intended to be country-specific, covering JOSEFIN partner regions and participating organisations based there. The current issue focuses on Poland, while the next one will be devoted to Sweden. We hope you will enjoy the contents of this newsletter and would be most grateful for your feedback.

Your JOSEFIN Team

JOSEFIN: an example of BSR projects

In the latest version of the Action Plan to the EU Strategy for the Baltic Sea Region (June 2009), JOSEFIN is referred to as an example of Baltic Sea Region projects rather than flagship project, as named previously in a BSR project brochure from May 2009. Mr. Bartłomiej Wierzbicki, Project Officer at the Joint Technical Secretariat Rostock, explains the current status in an e-mail to the JOSEFIN team:

"... This was due to the very dynamic development of the action plan to the Baltic Sea Strategy. In fact, even during the 2nd stakeholder conference in Rostock in February 2009 your project JOSEFIN was referred to and promoted by the European Commission's representatives. It was indeed presented as innovative and as very well contributing to the aims of the Strategy. Since, many drafts of the Action Plan to the EU Strategy for the Baltic Sea Region have been circu-

lated. After the Action Plan was finalised in June 2009 it became the only version we can refer to. In this version JOSEFIN is not directly listed as flagship project, but as an example of Baltic Sea Region projects in the field of prosperity. Your project is of high importance to the Strategy for the Baltic Sea Region even though it is not explicitly listed as example of flagship projects in the latest version..."



Baltic Sea Region
Programme 2007-2013

CALENDAR

Event	Further information at
18th February 2010 EU Finance Day for SMEs, The Hague – The Netherlands	www.sme-finance-day.eu
23rd February 2010 MicroMountains iINNOVATION fORUM for Micro Technology 2010, Villingen-Schwenningen – Germany	www.innovation-forum.eu
1st – 2nd March 2010 JOSEFIN Work Package 3 Meeting, Stockholm – Sweden	www.josefin-org.eu
3th – 4th March 2010 Corporate R&D: An engine for growth, a challenge for European policy CONCORD-2010, Seville – Spain	http://iri.jrc.ec.europa.eu/concord-2010
4th March 2010 European CeBIT Forum for Competitiveness and Growth in SMEs 2010, Brussels – Belgium	http://ec.europa.eu/enterprise/newsroom/cf/itemlong-detail.cfm?item_id=4006&tpa_id=135&lang=en
15th – 17th March 2010 Week of Innovative Regions in Europe, Granada – Spain	http://wire.fecyt.es
23rd – 24th March 2010 Promoting Innovation through Public Procurement, Brussels – Belgium	http://www.errin.eu/en/calendar.php?y=2010&m=03&d=23&id=100859
13th – 14th April 2010 CoR Forum Europe's Macro-regions, Brussels – Belgium	www.cor.europa.eu
13th – 14th April 2010 JOSEFIN Steering Committee Meeting, Riga – Latvia	www.josefin-org.eu
13th – 14th April 2010 From Economic Recovery to Sustainability, Valencia – Spain	www.r2sconference.eu
6th May 2010 B2B@BalticFuture 2010, Rostock – Germany	www.enterprise-europe-network.ec.europa.eu/public/bemt/home.cfm?EventID=2224
15th – 17th September 2010 Conference Baltic Dynamics, Riga – Latvia	www.balticdynamics.com
27th – 29th September 2010 ICT 2010: Belgian EU Presidency Event, Brussels – Belgium	http://ec.europa.eu/information_society/newsroom/cf/itemlongdetail.cfm?item_id=5491
4th – 7th October 2010 Open Days : Competitiveness, Cooperation, Cohesion, Brussels – Belgium	http://ec.europa.eu/regional_policy/conferences/od2010/index.cfm
25th – 27th October 2010 Euregia: Global Challenges - Regional Solutions, Leipzig – Germany	http://www.euregia-leipzig.eu



Wielkopolskie | Dalarna | Zachodniopomorskie | Latvija | Oslo | Brandenburg | Eesti | **Dolnośląskie** | Lietuva | Berlin | Sverige | Mecklenburg-Vorpommern | Lubuskie

PHOTO CONTEST

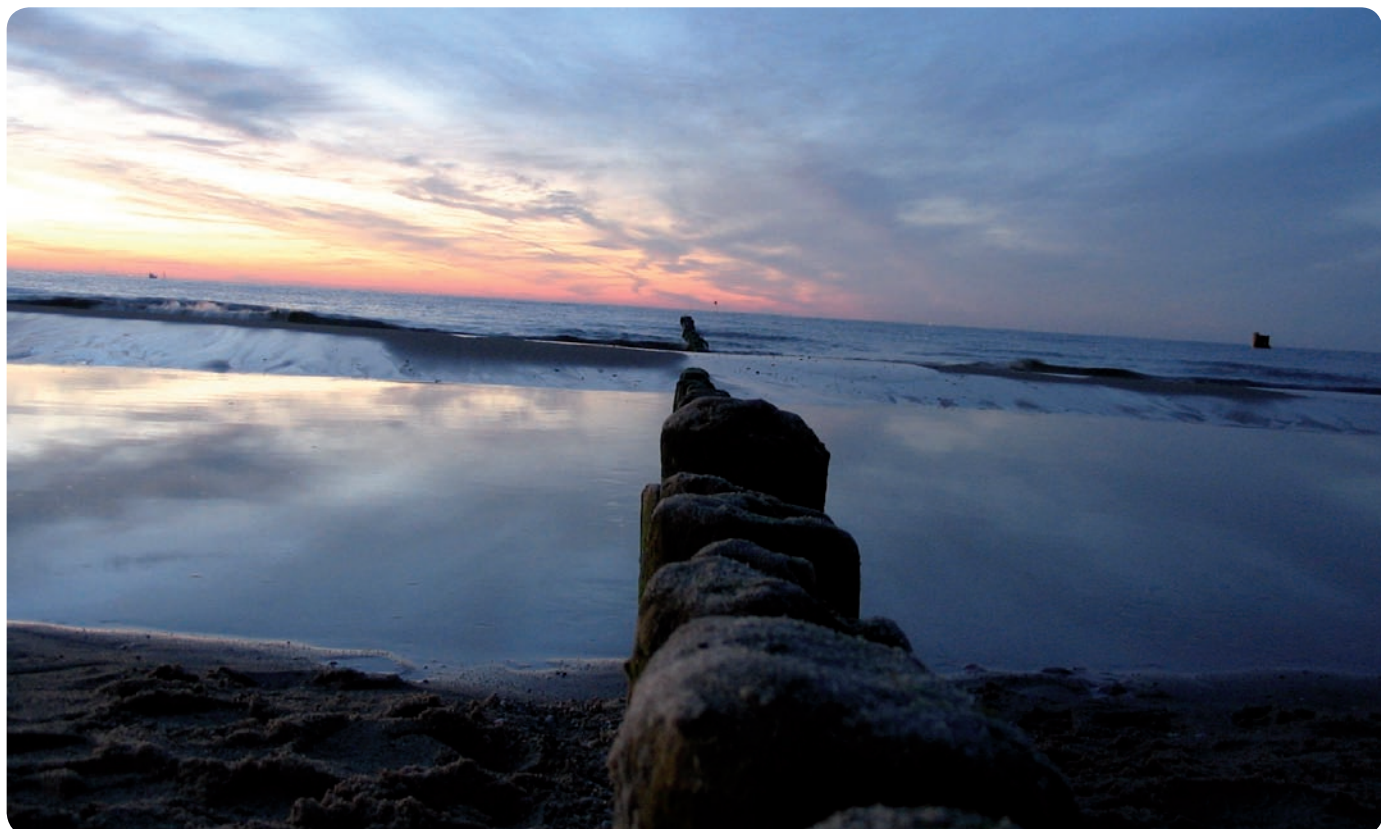
In the previous issue, we announced the launch of a photo contest for all JOSEFIN partners, giving the opportunity to shape the front page of the upcoming newsletters by submitting photographic impressions from the participating countries. In compliance with the topical focus of the current issue, the first round of the contest was devoted to Poland. Thus, the next one will focus on Sweden.

Submissions for the next issue covering Sweden can be e-mailed to photo-contest@josefin-org.eu until 15th July 2010. Photographs should be submitted as coloured TIFF, JPEG, BMP, PNG or PDF files preferably with a resolution of 300 dpi. Please mention in which country the photograph has been captured. If you intend to submit your own work, please include your name as well. Any other photos must be royalty-free.

We would like to thank all participants for their submissions. We are excited to share the talent of our JOSEFIN colleagues. Therefore, the most impressive photographs are featured on JOSEFIN's website and Facebook profile.

The winner of the first round is a photograph captured in Międzyzdroje by our colleague with an obvious passion for Poland – Thorsten Kohlisch of Berlin's Senate Department for Economics, Technology and Women's Issues. Międzyzdroje is a seaside resort in Zachodniopomorskie on the island of Wolin.

We look forward to receiving new submissions.



INTERVIEW WITH ARKADIUSZ LEWICKI

Director of National Contact Point for the Competitiveness and Innovation Programme (CIP Poland)



After becoming acquainted with JOSEFIN during the project meeting in Berlin, how do you view the project from the CIP perspective? As for financial issues, is a support for the JOSEFIN product conceivable? Bearing the coherences between CIP and JOSEFIN in mind, how could JOSEFIN benefit from CIP in general?

Firstly, we would like to express our gratitude to the organisers and participants in the JOSEFIN initiative for the invitation to cooperate in this very interesting and valuable project.

I think the very idea of the close cooperation of partners, particularly the experience exchange with those more advanced in respect of support instruments for innovative development and SMEs within the same region – is worth supporting. We are, primarily, interested in, of course, the financial engineering aspect in Poland and for this very reason we have joined the JOSEFIN work.

Within JOSEFIN, a special guarantee fund is going to be set up in Poland, which would support small and medium size entrepreneurs considering the introduction of innovations or development of economic operations on an international scale. The crucial question raised in Berlin was whether or not JOSEFIN could benefit from CIP.

To our knowledge, there is a possibility of receiving such a support from the European Investment Fund. In the particular case in question, it may consist in either the re-guarantee support of EFI itself or EFI within the CIP Program. If we talk about CIP, there are no formal obstacles for the application for re-guarantees within the EIP-SMEG component. As CIP NCP, established by the Polish government to support our financial institutions with respect to their access to CIP, we will, surely, keenly assist in the training and advisory preparation of such institutions in relation to the application procedure to Luxembourg.

Still, another question concerns a possibility to combine, within one financial institution and one product, the resources from more than one EU fund/programme (e.g. ERDF and CIP). This issue seems to be more complicated. As for the principle, there are no formal obstacles. We also know some similar cases of installments from 2000-2007, when the European Commission and EFI allowed to provide guarantee funds with additional capital from ERDF, and subsequently agreed for the provision of re-guarantee products from MAP (i. e., the CIP's predecessor's program). But in the case in question, it is a matter of a different kind of installment, i.e. two guarantee instruments within one product for SME.

To make a long story short, SMEs within the same facility/outlay, would benefit from two EU sources. However, within JOSEFIN what is provided for is a proportionate combination of two support instruments. The European Commission, which either approves or rejects every project applying for a support from CIP, is very cautious about

such installments, primarily in order to avoid the double financing of the same outlays. In this way, not banning such solutions, the EC warns however that they are rather to be treated as exceptional and be avoided. After the Berlin meeting, we enquired at the Directorate-General for Enterprise and Industry about the JOSEFIN case, and surely, we are going to forward the answer also to the JOSEFIN initiators.

What is your view on the demand for such financial instrument?

When it comes to the demand for pro-innovative financial instruments I think, at least on the Polish market, it very much exists, more than that, it is going up. During the recent crisis on financial markets, on the one hand banks and other financial institutions tightened the access to lending, on the other hand entrepreneurs gave up on many projects being afraid of stagnation on their markets. What is worth attention is the fact that in 2009 the National Bank of Poland recorded for the first time in history such a low demand for corporate loans. At the same time, we already know that our economy got out of the slowdown in relatively good shape, over several recent months one can notice some mood improvement and investment revival. Banks have stabilized the capital basis and entrepreneurs recovered optimism and rushed for credits.

Generally, I evaluate the JOSEFIN financial instrument as a very interesting and attractive solution for both key parties: lenders and borrowers. The risk related to business projects remains the major reason why financial institutions limit granting loans. There is a clear need for higher guarantees with reduced collateral requirements to improve access to finance for innovative SMEs with all kinds of ideas for projects in Poland. The JOSEFIN guarantee fund would take part in such risk coverage. The most attracting feature of the JOSEFIN product is a combination of components such as guarantee and coaching facilities in one product. That is what is innovative. The Polish financial market also needs innovations. We need brave pioneers who could search for and test new financial paths and in such a way they could prove the superiority of this way for the sake of the real effective support of the economic development over simple subsidies.

Asked by Polish guarantee funds – co-organisers of JOSEFIN – we (CIP National Contact Point), are currently conducting a survey on the demand for such services within the Polish banking sector. We are also preparing a meeting between the JOSEFIN initiators and Polish banks to present the project and make it familiar with the Polish banking market. After that, I hope, we will be able to answer thoroughly your last question.



Arkadiusz Lewicki
CIP NCP Director,
Poland
More about CIP NCP Poland:
www.cip.gov.pl

PARTNER ORGANISATIONS

Marshal Office of Lower Silesia



The Marshal Office of Lower Silesia is a public sector institution working on regional level. It is responsible among other things for regional development strategies. It is involved in creating, improving and implementing innovation policies. This includes three major priorities for creating a competitive and innovative economy: Increasing the investment attractiveness of Lower Silesia, creating a knowledge-based economy and supporting economic activity.

This includes actions such as supporting business environment institutions, strengthening the innovation potential, supporting SME development, and broadening interregional and international cooperation. The Voivodship has already been involved in several EU-funded projects. Throughout these experiences, the Voivodship could develop competencies in adopting foreign solutions into their regional framework conditions. Based on long-term experience in implementing project results into regional policies, the Voivodship may share their methods and cases realised in the region within the partnership.

Contact: Alicja Lindert-Zyznarska
 Wybrzeże Słowackiego 12-14, 50-411 Wrocław, Poland
 Phone: +48 71 776 95 34
 Fax: +48 71 776 91 86
 E-Mail: alicja.lindert-zyznarska@umwd.pl
www.dolnyślask.pl

Wrocław Centre for Technology Transfer



Wrocław Centre for Technology Transfer (WCTT) is a self-financing, non-profit unit of Wrocław University of Technology (WRUT) established in 1995. From the very first years, WCTT aimed to become a real bridge linking the unique scientists' knowledge and skills with the ideas and capital coming from industry. Due to its activity, WCTT is one of the most renowned and esteemed technology transfer centres in Eastern Europe today.

WCTT is a member of Enterprise Europe Network (EEN), National SME Services Network (KSU - the largest Polish business supporting network), FP7 National Contact Points Network (as Regional Contact Point for the 7th Framework Programme of the European Union). Taking into account the need for practical knowledge, WCTT became an educational centre for the entrepreneurs and employees, mainly

in the field of modern and innovative business. Special courses and support are provided for the young entrepreneurs and technostarters. The Centre also carries out projects aimed at scientists, encouraging and supporting the commercialisation of academic research results. In addition, WCTT was one of the main actors in the process of Regional Innovation Strategy elaboration and implementation (in Lower Silesia region).

Currently, WCTT employs 29 people as permanent staff and regularly co-operates with approx. 30 external experts. Moreover, thanks to its participation in many international projects during the past years, the Centre has strong cooperation links with over 100 prestigious research and business organisations from all European countries.

In short: WCTT operates as an intermediary between science and business, supporting both academic-based organisations and enterprises in many fields:

- technology transfer process: promoting innovative technologies; finding, acquiring and implementing the right solutions - from technology audits to the assistance in negotiating the agreements and legal advisory,
- research & development - assisting the organisations in access to various R&D programmes and sources of research financing and support in commercialisation,
- international cooperation - finding verified and reliable research, business and technology partners.

Contact: dr Jacek Firlej
Ul. Smoluchowskiego 48, 50-372 Wrocław, Poland
Phone: +48 71 320 43 40
Fax: +48 71 320 39 48
E-Mail: jacek.firlej@pwr.wroc.pl
www.pwr.wroc.pl | www.wctt.pl

Marshal Office of Wielkopolska Region

Marshal Office of the Wielkopolska Region in Poznań is a representative (executive body) of regional self-government. The Office is divided into 24 departments, which carry out their functions in cooperation with the Board of the Wielkopolska Region, local self-government organisational units, central government agencies and other public institutions.



**URZĄD MARSZAŁKOWSKI
WOJEWÓDZTWA
WIELKOPOLSKIEGO**

Marshal Office of the Wielkopolska Region performs activities of shaping and implementing the strategy of regional development. These activities include stimulating of economic ventures and raising of the economy's competitiveness and innovativeness. This is being

achieved by the support of innovative SMEs development, cooperation between science and economy, and promotion of technological progress, social integration, networks, clusters and all the business related institutions. It also promotes entrepreneurship and development of new business initiatives.

Contact: Joanna Waligóra
Niepodległości 18, 61-713 Poznań, Poland
Phone: +48 61 858 12 05
Fax: +48 61 855 77 50
E-Mail: joanna.waligora@umww.pl
www.umww.pl

Promotion and Development Fund of Wielkopolska Region

Promotion and Development Fund of Wielkopolska Region (FRIPWW) is the largest unit offering financial guarantees to entrepreneurs in the region. FRIPWW is part of the Network of Regional Guarantee Funds, operating in most Voivodships in the country.



and a team of experts in regional development policy, particularly in financial engineering and innovation. The Fund fulfills the tasks of facilitating the access to external finance for entrepreneurs. The guarantee offer of the Fund is intended for small and medium enterprises.

Its contribution to new innovative entrepreneurial projects is backed by a comprehensive knowledge of the business environment, especially SMEs; experience and competence in guarantee services

In a global economic environment, financial instruments are insufficiently useful to meet innovative entrepreneurial ambitions and increasing expectations. In the Wielkopolska region, fast SME devel-

opment, dynamic export and awareness raising of the key importance of innovation and international cooperation require the introduction of new financial engineering solution. This is achievable only through cooperation with other experts on this subject with different backgrounds. The main objective of FRIPWW within the framework of JOSEFIN is the enlargement of its offer to companies planning to develop innovative initiatives. During the project life, FRIPWW intends to define, adopt and implement new financial instruments for its clients. The new offer would be an efficient tool for SMEs to

develop innovative projects, including transnational ones between companies of Wielkopolska and the rest of the JOSEFIN area.

Contact: [Ludmiła Ługowska](mailto:Ludmila.Lugowska@fripww.pl)
 Ul. Strzelecka 49, 61-846 Poznań, Poland
 Phone: +48 61 858 10 60
 Fax: +48 61 858 10 62
 E-Mail: ludmila.lugowska@fripww.pl
www.fripww.pl

Wielkopolska Agency for Enterprise Development Poznań

Wielkopolska Agency for Enterprise Development Ltd. (WARP) is a company in 95% owned by the Regional Council of Wielkopolska. Its main objective is to develop the economic potential of the region.



The main activities developed to achieve this objective are:

- Regional Financial Institution for SMEs (ERDF)
- Financial Instruments for SMEs (loan fund for SMEs)
- Information Center of the European Social Fund
- Investor's Assistance Centre
- Clustering Initiatives leading to Innovation
- Realisation of European projects such as Interreg

Basically, WARP is a non-profit institution, which on the one hand is involved in the implementation of structural funds in cooperation with public units, and on the other hand itself carries out economic development projects focused mainly on the development of knowledge-based economy.

The Company provides assistance to small businesses meeting the conditions set out in Annex I to Regulation No 70/2001/EC of 12 January 2001 on the application of Articles 87 and 88 of the EC Treaty to State aid to small and medium-sized enterprises (OJ Urz. EC L 10 of 13.01.2001), amended by Regulation EC No. 364/2004 of 25 February 2004 (OJ EC L63 of 28.02.2004). It fosters the economic revival through loans, training courses and other forms of economic education, export promotion, business co-operation for companies with foreign partners.

Contact: [Paulina Jeziarska](mailto:Paulina.Jeziarska@warp.org.pl)
 Ul. Pikary 19, 61-823 Poznań, Poland
 Phone: +48 61 65 63 500
 Fax: +48 61 65 65 366
 E-Mail: info@warp.org.pl
www.warp.org.pl

Regional Development Agency JSC



Regional Financing and Implementing Institution
 Year of foundation: 1993
 Initial capital: 4.983.000,00 PLN paid in full

Shareholders: Self-government of the Lubuski administrative province represented by the Marshal of the province, banks, institutions, enterprises, natural persons.

Mission: The mission and objective of the Regional Development Agency in Zielona Góra is to undertake activities which shall inspire, support and promote the social and economic development of the Lubuskie region taking into consideration European standards, as well as to stimulate and support entrepreneurship focusing particularly on small and medium-sized companies, by means of implementing national and European aid programmes.

National System of Services: Since 30th May 2005, the Regional Development Agency has been registered at the National System of Services for Small and Medium-Sized Companies under the number 04/03/2005/087.

Objectives:

1. supporting the development of the economy of the region focusing on the sector of small and medium-sized companies – implementation of the EU structural funds.
2. undertaking actions to promote and develop the region, exports and to increase the inflow of investment projects by multi-faceted activities of the Investor Service Centre.
3. performance of tasks indicated by the Self-Government of the province aiming at the development of the region.

Polish Entrepreneurs Foundation



Photo: PFP

Polish Entrepreneurs Foundation (PEF) is a leading loan fund in Poland, which operates in 6 Polish regions: Zachodniopomorskie, Wielkopolskie, Kujawsko-Pomorskie, Pomorskie, Lubuskie and Dolnośląskie. Four of them are covered with the JOSEFIN project.

Regional and Subregional Loan Funds run by the Foundation offer facilities designed to finance current and investment operations in early stages of SMEs development. Loans of up to 120,000 złoty each are addressed to micro- and small entrepreneurs who do not qualify for traditional bank financing. Apart from loans, PEF launched a Loan Guarantee Programme addressed to SMEs who have applied for a bank loan or a soft loan from PEF Loan Fund, but cannot provide sufficient security. The Programme is managed by POLFUND Loan Guarantee Fund SA. PEF is also a shareholder of Zachodniopomorski Regional Loan Guarantee Fund offering loan guarantees to micro- and small entrepreneurs.

In 2007 the Foundation established POMERANUS II Innovation-Investment Fund Ltd to support innovative SMEs with capital investments. Since 1997, PEF has supported more than 8 thousand

Lubuski Loan Fund: In 2005, the Lubuski Loan Fund was set up within the structure of the Regional Development Agency. It grants loans to entrepreneurs acting in accordance with the Polish law, investing in the Lubuskie province. The Marshal of the province supervises the correctness of operations of the Fund through his representatives in the Fund Board.

Contact: Mariola Dobosz

Ul. Chopina 14, 65-001 Zielona Góra, Poland

Phone: +48 68 329 78 42

Fax: +48 68 329 78 40

E-Mail: m.dobosz@region.zgora.pl

www.region.zgora.pl

entrepreneurs providing financial services. In 2009, Amber Business Angel Network was launched to connect early stage companies looking for finance with investors seeking investment opportunities in Northwest Poland. The network provides services that prepare both companies and investors for effective presentations, negotiations and results in investment agreements.

Another Project launched in 2009 is Pomeranus Seed. Its goal is to increase the number of new businesses based on innovative ideas, technologies or business models in north-western Poland in the area of information and communication technologies, and bio- and nano-technology of materials and products.

Moreover, PEF provides training and consulting which forms an integral part of the financial assistance provided by the Foundation. It is addressed to entrepreneurs who seek assistance in the general corporate management area i.e. business planning, financial planning, human resource management, marketing, and the European Union assistance programmes. PEF is an accredited organisation of the National SME Service Network (KSU). Up to now, training and consultancy services have reached more than 70 thousand entrepreneurs.

Contact: Jacek Madej

Ul. Monte Cassino 32, 70-466 Szczecin, Poland

Phone: +48 91 312 92 20

Fax: +48 91 312 92 01

E-Mail: j.madej@pfp.com.pl

www.pfp.com.pl

PARTNER REGIONS

Dolnośląskie

The Province of Lower Silesia is one of the most innovative Polish regions in the fields of human resources, the standard of scientific research, innovative businesses, and in the quality of institutions supporting the development of the economy based on knowledge



and attractiveness of investment. Higher education in Lower Silesia is ranked high within Poland. Wrocław University of Technology and Wrocław University are among the best educational institutions of the nation. The region also leads in terms of the number of academic staff and graduates. The special economic zones are the base for economic development. Wałbrzyska Special Economic Zone, Wrocław Technological Transfer Centre and Wrocław Technological Park are among the leaders in the country. The academic areas in Lower Silesia Province with excellent future prospects include study of low temperatures and structural studies, bioelectronics, biochem-

istry, biophysics, biotechnology and medical technologies, chemistry, energy, medical physics, advanced materials and nanotechnology, medicine, mathematical modelling, earth studies, optical electronics, information and communication technologies, and telecommunications. The Lower Silesian educational institutions are successful in obtaining EU funds for the development of research infrastructure and the conduct of research within the Innovative Economy Operational Programme and the Seventh European Union Framework Programme. The Lower Silesian academic circles aim to be important partners of the European Technological Institute. Companies, in particular those with emphasis on innovation, will soon be able to take advantage of the funds from the Regional Operational Programme for 2007-2013 to support the competitiveness of Lower Silesian enterprises. The funds will go directly to companies as subsidies, through funding by Business Support Institutions, the region's research and development infrastructure, and through strengthening



the loan sector by establishing the Lower Silesian Trust Fund within the JEREMIE initiative. The region's activities in supporting innovation have received various awards, including the French Territoria Europa 2007 award and the award of the competition "Leaders in introduction of regional innovation strategies" organised by the Polish Agency for Enterprise Development (PARP).

Wielkopolskie

On whole-Poland scale, Wielkopolska is a region of great economic potential, ranking third out of the 16 Polish voivodships in terms of GDP per capita and boasting one of the lowest unemployment ratio. The economic potential of this region created over the past decades, such admirable qualities of its inhabitants as hard work and the long-term policy of the regional and local authorities bear now good fruit placing Wielkopolska at the top of the fastest developing regions of Poland.

The factor accelerating the social and economic development and sharpening the competitive edge is science. The scientific potential, strong and appreciated throughout Poland, is concentrated mainly in Poznań – the capital of Wielkopolska. As an academic centre, Poznań ranks third in Poland, following only Warszawa and Kraków. The scientific research conducted here in many domains is of the highest world standard and its results count domestically and abroad.

Lubuskie

Lubuskie province is one of the most beautiful regions of the Western Poland, bordering on Germany. The area of 13 989 square km is inhabited by 1.008.656 people. Consequently, the population density is 72 people per square km. The province is more urbanly developed than the rest of Poland. It ranks first in terms of forestal areas, encompassing many lakes and rivers. Therefore, the province is often referred to as the green gate of Poland.

The province was established in 1999 from two former provinces- Górzów and Zielona Góra after making small corrections with the neighbouring provinces Zachodniopomorskie, Wielkopolskie i Dolnośląskie.

Lubuskie is located on the intersection of natural routes North-South and East-West. Along with developing road networks, this makes the region well communicated with the rest of Poland and Europe. The most important towns in Lubuskie province are: Zielona Góra and Gorzów Wielkopolski exceeding one hundred thousand people as well as smaller towns such as Nowa Sól, Żagań, Żary. Poland's capital, Warszawa is located about 450 km from Lubuskie and Germany's capital, Berlin - 134 km from Gorzów Wielkopolski and 182 km from Zielona Góra.

Wielkopolska bonds its future with innovativeness and competitiveness. Consequently, great pressure is put on the development of information and communication technologies. Creating conditions for modern development in the region is necessary to make it more attractive for the economic EU partners who are the main recipients of the commodities produced in Wielkopolska. Local companies have been successfully competing on the global market owing this primarily to the high quality of the goods offered.

Both domestic and foreign investors see the region of Wielkopolska as one of the most important partners of cooperation with foreign partners. The European Community inter-regional projects are related primarily to supporting new forms of entrepreneurship and financing innovative projects. They deal with international cooperation of small and medium-sized firms as well as the transfer of scientific knowledge into economy.



Lubuskie has a well-developed trade and service sector, it is extending the number of hotels and holiday centres and is developing industrially. The region is both an investment centre for inter-

national companies and, along with other regions, an ecological leader due to joint efforts.

Lubuskie is attractive for foreign investors, who find good conditions for development and significantly contribute to the foreign trade sector

Zachodniopomorskie

West Pomerania is a historical western Slavic land, situated in the north-western part of Poland, between Mecklenburg and Pomorze Gdańskie, along the coastline of the Baltic Sea. West Pomeranian region was established in 1999 as a result of an administrative reform and is the fifth largest region in Poland with an area of 22,900 km² and 1.7 million inhabitants.

Szczecin is the capital of the voivodeship, a European Centre and the biggest city of the Polish-German borderland. Koszalin, the second biggest city, predominates over the north-eastern part of the region.

The most important advantage of the region is the location in the Centre of Europe, at the cross-roads of transport routes, going from East to West and from North to South. Proximity of important economic centres, such as Berlin, Prague and Copenhagen, makes the amount of international transport routes grow.

West Pomerania is one of the most attractive regions for tourists. It is characterised by its nature: several hundred kilometers coast, beautiful beaches, thousands of lakes and hectares of forests full of wild life. Plenitude of inland waters is an important feature of the region. The region's natural resources are unique in the world scale. The protected areas constitute up to 20,5 % of the area of West Pomerania. There are two national parks, seven natural landscape parks, 83 nature reserves and 20 landscape protection areas.

The most important minerals of West Pomerania are: oil, natural gas, mineral waters, peat and geothermal water.

The region has not only the beautiful landscape but also favourable conditions for economic development. Visiting the Marshal Office, we can find out that the mission of the West Pomeranian Region is to achieve sustainable and balanced development in compliance with EU standards by optimum use of all advantages of the region.

The co-operation with numerous regions of the European Union has been established during last 15 years, including regions from Germany, Sweden, Denmark, France, Portugal, Italy and Great Britain. Regional authorities are particularly involved in the cross-

of the region. Its most important trade partner is Germany. Almost 70 % of goods and services are exported to Germany, followed by Italy (4,1%), Holland (3,5%) and Denmark (3,3%). Germany ranks first in terms of import as well (over 50 %). Other significant partners are Italy (7,4%), Denmark (4,2%) and Czech Republic (3,3%).



Photo: Tomasz Duda/dudowie.pl

border co-operation with their counterparts in Germany and Sweden.

Economic potential of the region is determined by the industry and services connected with the sea and maritime economy. Trade, tourism and other market services are developing more and more dynamically. Since forests are great natural resources of the region, it makes wood processing industry one of the most important. Other sectors important for the regions' economy are: agriculture, food & fish processing, furniture manufacturing, chemical industry and renewable energy. The region is now developing new economic sectors, primarily the high-tech industries, which means that the region can meet the expectations of investors from various branches.

The face of West Pomerania is now being changed by industrial and technology parks and special economic zones

West Pomerania has large educational potential. There are universities, technical universities, academies and other educational institutions with almost 70 thousand students and 15 thousand graduates per year. Education in the region is represented especially by the University of Szczecin, The West Pomeranian University of Technology, Pomeranian Medical University, Maritime University of Szczecin and Technical University of Koszalin.

WORK IN PROGRESS

WP6 presents the JOSEFIN Evaluation Plan

The members of JOSEFIN's Work Package 6 took over the responsibility for the accompanying tasks of project evaluation and impact assessment. In this context, we are pleased to present their achieve-

ments. The JOSEFIN Evaluation Plan is available for registered partners in section partner area/meetings on our website.

The Internationalisation of Innovative SMEs

by Martin Jung, EVERS & JUNG GmbH

Why do SMEs go international?

The crucial question why SMEs do go international can be answered from two different perspectives. From a value chain perspective (maximising returns and minimising costs in purchasing, production and sales), the two possible drivers for internationalisation can be to gain access to markets (for market diversification/growth and for the launch of new products) or to find new sub-suppliers to rationalise the production.

If you rather analyse the strategic and innovation oriented drivers of internationalisation, three different main issues arise. For some SME, the main advantage of going international is to gain access to international competences and resources (technology, know-how, etc.). A second group is interested in international business relationships and joint ventures which also include a learning element in terms of common R&D/innovation/marketing activities and by sharing knowledge. For the third group, gaining access to finance/capital from foreign markets is the key.

How many have gone international yet?

According to a study of the Observatory of European SMEs (Observatory of European SMEs 2003: Internationalisation of SMEs), only about 6 % of the SME in the EU-15 (plus Norway) are yet involved in a more sophisticated internationalisation strategy that goes beyond import and export, for instance, subsidiaries or branches abroad, or the establishment of collaborative partnerships primarily with foreign SMEs.

Nearly two out of three SMEs (63 %) in the EU have not yet gone international at all. These non-internationalised SMEs can be divided into two groups. Those who believe the internal or external barriers to be too high (e.g. lack of managerial capabilities or suitable contacts) and those 60% of the non-internationalised SMEs who have not even considered going international because they think it is irrelevant for their business. The first group may be activated by targeted and customised business support, whereas raising awareness would be a key task in the second group.

What are the main barriers and challenges for SMEs?

Based on these findings and the discussion in the JOSEFIN team, some key barriers and challenges for the internationalisation of SMEs can be described:

- Limited awareness about the business opportunities in other countries. Many SMEs concentrate on local and regional markets,
- Lack of know-how regarding international issues / managers lack of international experience,
- Difficulties in finding suitable and reliable foreign partners,
- Lack of explicit strategy in the initial phase and lack of ability to implement strategies (insufficient planning skills),
- High cost of the internationalisation process (as internal barrier) or lack of capital or finance (as external barrier).

The JOSEFIN Service Model

The objective of JOSEFIN is to develop and implement an integrated support package that helps innovative SMEs in the Baltic Sea Region

(BSR) to go international. As outlined above, it is necessary to link information, contacts, coaching and finance to meet the needs of the SMEs. The JOSEFIN Service Model has been developed to provide a comprehensive framework that integrates this holistic support strategy while allowing the participating regions to adjust it to their specific regional context.

It is not only customer friendly from the perspective of the SME to link these different types of services. Also for the providers of the

financial and non-financial support elements, interesting synergies can be generated. Application and handling processes can be streamlined, and the success rate of the supported undertakings can be improved. The probability of default, for example, will be significantly lower if a financial investment in an internationalisation project is accompanied in the starting phase by an individual coach.

Registered partners can find further details on the JOSEFIN website in section "Methodology, Models, Definitions" of the partner area.

Definitions of Innovation and Internationalisation

by Martin Jung, EVERS & JUNG GmbH

People active in the innovation field know that there are hundreds of definitions of innovation. For JOSEFIN, a discussion of a useful and applicable definition had been started via e-mail and was finalised at the partner meeting, from 16th to 18th September, 2009 in Borlänge, Sweden.

"Innovation is a process geared towards risk-related developments in which the knowledge available within the cultural environment is transformed into competitive products/services. Innovations may affect Products/Services, Processes, Marketing and Management."

This definition was suggested by Dr. Kastytis Gecas, Director of the Lithuanian Innovation Centre based on the discussion of a Lithuanian expert group.

A definition of internationalisation had been suggested by Alicja Lindert-Zyznarska from the Marshal Office of Lower Silesia and was also accepted in Borlänge:

"Internationalisation is a way to increase competitiveness and turnover of individual enterprises. These are business activities based on:

1. Foreign supply relationships
2. Exporting and importing (no focus in JOSEFIN)
3. Collaborative relationships (exchange of know-how, R&D, etc.)
4. Foreign subsidiaries or branches

This cooperation should be organised in a formal way."

The partners emphasised that it is important to start with relatively wide definitions in order to have flexibility in the project. Nonetheless, it is possible to focus on very specific types of innovation and internationalisation activities if certain target groups are to be approached.

Registered partners can find further details on the JOSEFIN website in section "Methodology, Models, Definitions" of the partner area.

Congratulations! The Communication Strategy Has Been Approved

by Monika Jaskuła, JOSEFIN Communication | PR

Now it is official – the communication strategy for JOSEFIN has been approved by the JTS. In accordance with the transparent way of work in the project, we have outlined the most important aspects of the strategy below. The general objectives of JOSEFIN as a part of the BSR Programme are to promote the Baltic Sea Region as a place to invest and to strengthen its economic potential by facilitating and supporting innovations as well as transregional and transnational cooperations. The JOSEFIN initiative acts as an ambassador of the BSR programme towards its target groups.

External target groups:

- Financial entrepreneurs and intermediaries
- European Investment Fund and other relevant institutions at the European level
- Innovative, technology-oriented SMEs
- Multipliers
- Media
- Political and administrative decision makers

Internal target groups:

- Project partners
- Partner organisations
- Experts and coaches

To enable a smooth cooperation and implementation of the project's aims, an appropriate communication and exchange of information between all involved actors is necessary. The diversity of JOSEFIN's target groups requires a continuous adjustment of the communication tools and activities to both demands of the participating actors and particular project phases. The Communication Plan supports project and Programme goals by increasing the visibility and transparency of JOSEFIN and facilitating communication between all involved actors. Therefore, it is important to clarify the objectives of the communication.

Objectives of the Communication:

- to provide information on JOSEFIN and its outcomes to the target groups
- to raise wide awareness on the support for innovative SMEs provided by the JOSEFIN partners
- to ensure and to facilitate a smooth communication flow between all project partners and other target groups
- to promote BSR as a place to invest in innovations and internationalisation of SMEs

The key slogan summarises the main objectives of JOSEFIN in one sentence:

Access to finance for innovative SMEs in the Baltic Sea Region

Information about the project will be spread through a variety of channels (communication mix) in order to reach the different target groups according to their specific needs. Several communication tools will be further adjusted and used in compliance with the specific

Financial Management Handbook

With the new funding period 2007-2013, the INTERREG IVB BSR programme has introduced several new rules that are relevant for the financial management of projects. The financial management team has elaborated a handbook outlining these rules and their implementation within JOSEFIN.

The handbook is a compilation of both various presentations during lead partner and financial management seminars and the FAQ

requirements of each project phase. To simplify the communication with the different target groups, the slogan will be used in different publications as an entrance and short description of the benefits.

The efficient communication between Lead Partner, Project Partners, Joint Technical Secretariat and other project target groups is crucial for achieving the aims of the Communication Plan and the overall project aims.

The Lead Partner (Investitionsbank Berlin) is responsible for the leading of Work Package 2 - Communication and Information.

Contact: Investitionsbank Berlin (IBB), Dr. Torsten Mehlhorn, Email: torsten.mehlhorn@ibb.de

National project partners will play an important bidirectional role in information activities in the participating regions. On this account, all partners are kindly asked to

- provide information about JOSEFIN on their own internet sites
- distribute JOSEFIN leaflets during all relevant events and meetings
- provide the communication team with information on all relevant activities and events
- ensure the preparation of reports on relevant events and meetings in their region and provide the communication team with name and contact details of the person in charge with the report

In accordance with the project objectives, the communication strategy will be implemented in 2 phases.

- Communication activities are mainly aimed at project partners, decision makers and financial institutions. In addition, the general public will be kept informed on the project's progress.
- Update of the communication strategy following the launch of the fund: communication activities will be mainly aimed at enterprises in order to raise awareness on the new financial instrument.

section of the BSR website. This handbook is not binding. Decisions on the eligibility of certain expenses and their affiliation with certain budget line costs shall be made by the project partners themselves.

Registered partners can obtain the Financial Management Handbook from the JOSEFIN website in section "Guidelines & Documents" of the partner area.



Wielkopolskie | Dalarna | Zachodniopomorskie | Latvija | Oslo | Brandenburg | Eesti | **Dolnośląskie** | Lietuva | Berlin | Sverige | Mecklenburg-Vorpommern | Lubuskie

JOSEFIN IN THE MEDIA

This section reveals (partly) the media presence of JOSEFIN.

JOSEFIN on TV

As part of its “Metropolitans” series, the international TV channel EURONEWS was broadcasting the feature “Germany and Poland join hands across the Oder” from 22nd to 26th October, 2009. The “Oder” initiative seeks to strengthen Polish-German cooperation on infrastructure development, economics, transport and tourism.

JOSEFIN was introduced as an example for direct support of SMEs with cross-border ambitions.

<http://www.euronews.net/2009/10/21/germany-and-poland-join-hands-across-the-oder/>

JOSEFIN in the German Newspaper “Berliner Morgenpost”

JOSEFIN Coverage in the Berlin-based “Berliner Morgenpost” from October 10th, 2009

Chasing after Brussels’ millions
by Joachim Fahrún, Berliner Morgenpost

At the end of the day, it is all about the money. The journalist from Northern England asks Pawel Samecki whether his region is expected to pay back the EU millions because of inaccurate accounting. The Bulgarian is being assured by the Commissioner for Regional Policy that her poor country keeps its position among the top beneficiaries. He cannot make the same promise to the Spanish region of Asturias though: “Getting too rich implies the ineligibility for the maximum funding amount.”

Berlin has already left behind its affiliation with those most in need of help, and yet more than one billion Euros from the Structural Funds are flowing towards the German capital within 2009 and 2013. The Berlin Senate directs the flows to construction and social projects as well as to the public sector employment. The Investitionsbank Berlin (IBB) is replenishing its funds through Brussels’ millions. However, the long-term subventions are up for renegotiation. Lobbyists and eurocrats are already arguing that the funding regime may change following 2013. Many of the Member States as well as many members of the Commission are reluctant to support wealthy

regions. Since opinion making in EU-27 is an enduring process, the debate has already begun. Hence, the funding approach, better known as cohesion policy among the Brussels bureaucrats, was the top issue during the Open Days - the “family” gathering of the 344 European cities and regions.

Dirk Ahner, the highest-ranking official under Commissioner Samecki, is confident that “some kind of cohesion policy” would be continued as equal living conditions remain important to the Commission. However, he is bracing himself for a tough budget allocation. Until now, his office has been holding the lion’s share.

Volker Löwe, Head of the Berlin Representation to the EU, is lobbying for the current funding policy. However, the upcoming budget monitoring might reveal insufficiencies in terms of European cohesion, which would result in a new funding approach. Besides, many of the Member States want to pump less money into Brussels funds in future because of the financial crisis.

The trump card is called JOSEFIN

Löwe and his team seek to discover the new trends within the Commission, the Council and the Parliament in order to ensure a long-term access to the EU funding for their region. In future, the EU might be focussing on specific areas, such as climate protection.

This is one of the reasons why Berlin has sought to be affiliated with the Baltic Sea Region. Mr. Samecki regards the Baltic Sea Strategy as a successful example of the cooperation between countries and regions without the additional support of the EU. The BSR has proved to be doubly advantageous for Berlin. Prior to the crisis, the growth rates of a number of new EU Member States such as Poland and the Baltic States have been achieving high levels. Reaching EUR 650 million, Berlin's exports to Poland have been more than doubled after Poland's accession to the EU. Swedish and Finnish high-tech enterprises and technology parks offer worthwhile cooperations.

JOSEFIN is Berlin's trump card in Brussels. With this finance project, the Investitionsbank Berlin (IBB) and the Berlin Senate Department for Economics, Technology and Women's Issues have introduced an attractive model. JOSEFIN was last year's best submission within the Baltic Sea Strategy (124 applications in total) and is now a flagship project for cooperation in the Baltic Sea Region.

"We haven't reinvented the wheel. We've just put together the best ideas from Europe" says Torsten Mehlhorn of Investitionsbank Berlin. He keeps the project going together with Thorsten Kohlisch of Berlin's Senate Department for Economics, Technology and Women's Issues. However, JOSEFIN has been facing several obstacles. Initially, the EU Commission has been blocking the progress. Former Chairman of the Executive Board of Investitionsbank Berlin (IBB) Dieter Puchta intended to bury the project. Only the intervention of Senator Harald Wolf (Senate Department for Economics, Technology and Women's Issues) made sure that the project continued to move forward.

Meanwhile, Mr. Ahner of DG Regio approves the idea as the EU moves towards a replenishment-related approach in terms of

funding. "It was important to present us for the next funding period. Now, we have something to show", stresses Mr. Mehlhorn, who has been invited by Director General Ahner to discuss JOSEFIN and its adaption in emerging cooperation regions, such as the Danube Region.

JOSEFIN combines a variety of supporting measures for SMEs with ambitions that go beyond national borders. Along with the advisory services, JOSEFIN could assign an employee who is familiar with the new market to a particular enterprise and cover half of the labour costs incurred. EU counter guarantees encourage lenders to loosen conditions for even small borrowers. "The financial crisis helped us to become popular", says Mr. Mehlhorn, "Meanwhile, the credit problem is affecting larger enterprises as well. Being backed by the EU, we can approach this challenge."

For enterprises, it is helpful to have the same conditions in the BSR, whether or not the lender is based in Germany, Sweden or Poland. To agree on details with administrations and lenders from Estonia, Lithuania, Latvia, Norway, Poland and Sweden is time-consuming indeed, however, Mr. Kohlisch hopes that the first EU-backed loans can be provided next year.

The EU Commission looks forward to such promising approaches: "We are under the moral pressure of Member States and regions" shares Commissioner Samecki, "Now, we must deliver results"

The original article (in German) can be obtained here:
<http://www.morgenpost.de/printarchiv/berlin/article1187308/Auf-der-Jagd-nach-den-Bruesseler-Millionen.html>

JOSEFIN in the Polish Newspaper "Gazeta Wyborcza"

JOSEFIN has been covered by Poland's second-largest daily newspaper Gazeta Wyborcza. The article appeared in the WROCLAW regional print edition from September 9th, 2009 and has also been featured in the online edition gazeta.pl

Baltic EU project
 by Karolina Drogowska, Gazeta Wrocław

Within the next months, an EU project that will support SMEs is due to start. The initiative will facilitate the access to finance of innovative enterprises.

JOSEFIN is part of the Interregional Cooperation Programme and covers 7 Baltic States: Estonia, Germany, Latvia, Lithuania, Poland, Norway and Sweden. The initiative incorporates individual coaching and financial support instruments.

One of the institutions in charge of the implementation, the Wrocław Centre for Technology Transfer, will be working closely together with financial institutions. The EIF partly assumes responsibility concerning the lendings to SMEs. Eligible for support are projects which are both innovative and transnational. The cooperation can be carried out either within the participating regions or with SMEs based

in non-participating regions. "JOSEFIN intends to support high-risk but at the same time innovative projects, which are usually refused finance, by partly assuming responsibility," stresses Alicja Lindert-Zyznarska of the Lower Silesian Marshal Office.

The project is due to start next year. Loan and guarantee volumes are still unknown. The maximum amount is currently estimated to be 50 million zloty.

"Interested enterprises can already make use of our free-of-charge advisory service", reveals Jacek Firlej of the Wrocław Centre for

Technology Transfer. "We offer potential beneficiaries advice on accessible financing, cooperation activities and EU regulations."

The Wrocław Centre for Technology Transfer is member of the Enterprise Europe Network which is made up of 600 partner organisations spread across more than 40 countries in the EU and Associate countries.

The original article (in Polish) can be obtained here:

http://wroclaw.gazeta.pl/wroclaw/1,35771,7019269,Nadbaltycki_projekt_Unii_Europejskiej.html

JOSEFIN Goes Web 2.0

by Monika Jaskuła, JOSEFIN Communication | PR

JOSEFIN makes use of the enormous communication potential of the most popular social network worldwide - Facebook. Along with the website and other publications of JOSEFIN, the social network offers event schedules and photos and enables interaction activities such as discussions, comments, postings, video and photo sharing.

We cordially invite all partners and other interested persons to become a "Fan" of JOSEFIN. "Fans" must log in with their private facebook account first.

Visit JOSEFIN on Facebook:

<http://www.facebook.com/pages/JOSEFIN/285577425152>

"Berlin – Posen, Poznań – Berlin"

Presentation of Two European Metropolis

The final publication of a three-part series on economic and cultural issues and events in Poland and Germany has been released. Along with "Berlin-Posen, Poznań - Berlin", the series with the motto "Borders divide - Oder connects" also include "Berlin-Stettin, Szczecin-Berlin" and "Berlin-Breslau, Wrocław-Berlin", which have already been published. Within the framework of the Oder-Partnership, JOSEFIN has been introduced as a flagship example of transnational cooperation. The bilingual brochures (in German and Polish) have been published by Berlin Partner GmbH and Wrocław

City Council on behalf of Berlin Government Senate Department for Economics, Technology and Women's Issues.

The entire brochure can be obtained from the publisher:

Berlin Partner GmbH

Ludwig Erhard Haus, Fasanenstrasse 85, 10623 Berlin

Phone: +49 30 399 80-0, Fax: +49 30 399 80-239

info@berlin-partner.de



Wielkopolskie | Dalarna | Zachodniopomorskie | Latvija | Oslo | Brandenburg | Eesti | **Dolnośląskie** | Lietuva | Berlin | Sverige | Mecklenburg-Vorpommern | Lubuskie

JOSEFIN BEING DISCUSSED

Presenting JOSEFIN on the European Stage Project Meeting with Dirk Ahner at the European Commission in Brussels

by Thorsten Kohlisch, Senate Department for Economics, Technology and Women's Issues

"The European Commission and JOSEFIN are pulling together to foster financial engineering beyond regional and national borders", Torsten Mehlhorn delightedly concluded after his very open and fruitful meeting with the Commission's representative on September 29th in the heart of Brussels.

But let's start right at the beginning: Just before this year's summer break, JOSEFIN raised awareness among decision-makers on the European level. In particular, Dirk Ahner, the Director-General responsible for the European Commission's Regional Policy, announced his interest to learn more about the JOSEFIN risk sharing model for improved access to finance around the Baltic Sea.

Following his invitation, Torsten Mehlhorn, accompanied by the Head of Berlin's Brussels Office, Volker Löwe, and the regional authority's project partner, Thorsten Kohlisch, took the opportunity to discuss the attributes of JOSEFIN with the European policy-maker and his colleague responsible for the tasks of European Territorial Cooperation, Eveline Petrat.

Especially having in mind the challenges of the current world economic crisis, the meeting partners jointly emphasized the need for tailor-made financial solutions to boost the global competitiveness of European entrepreneurs and regions. In this context, the JOSEFIN partnership received a valuable compliment for perfectly serving the strategic goal of the European Commission to extend the scope of revolving financial instruments within their future funding programmes. Already today, the enhanced substitution of traditional grant schemes by refund-oriented portfolios is a defined priority for the EU Cohesion Policy from 2014.

Beyond the joint task of innovative financial engineering, both sides stressed the growing importance of transnational cooperation between entrepreneurs and/ or research institutions in order to successfully develop and exploit innovation-driven business solutions. As a result, Dirk Ahner and Eveline Petrat underlined the potential of JOSEFIN's transnational approach to provide a role model for other European macro-regions such as the Central European space or the North-West Europe cooperation area.



Hence, a high benchmark has been set for the 23 partner institutions between Tallinn and Wrocław. At the same time, the Commission's assurance to back-up the smooth implementation of the JOSEFIN approach in the partner regions provides a solid frame for the work lying ahead of the partnership. Thus, the ground is well prepared to put theory into practice.



Wielkopolskie | Dalarna | Zachodniopomorskie | Latvija | Oslo | Brandenburg | Eesti | Dolnośląskie | Lietuva | Berlin | Sverige | Mecklenburg-Vorpommern | Lubuskie

INTERNAL MEETINGS

Work Package 3 and 4 Meeting

27th-28th January 2010, Berlin, Germany

by Monika Jaskuła, JOSEFIN Communication | PR
and Vassilen Iotzov, JOSEFIN Communication

On 27th and 28th January 2010, a JOSEFIN project meeting focusing on the Work Packages 3 and 4 was held in Berlin. The meeting was hosted by Lead Partner Investitionsbank Berlin (IBB). Among the attendees, most of whom are affiliated with WP3 and WP4, were representatives of the Competitiveness and Innovation Framework Programme (CIP) from the Polish Bank Association Arkadiusz Lewicki and Magdalena Malachowska, and the representative of the partner project BaSIC Carolin Domann.



Issues related to the JOSEFIN coaching model were scheduled for the first day. The session was preceded by a brief introduction. Carolin Domann reported on new achievements within BaSIC. She also underlined the advantage of using synergies between both projects in order to provide complementary advisory service to innovative SMEs with international ambitions. Omar Saoudi of Wielkopolska Agency for Enterprise Development started the WP4 session with a draft for a JOSEFIN coaching model proposing a common procedure complemented by flexible regional approaches. Several objections regarding the executive status of coaches within approved projects as well as the SME and coaching criteria have been expressed and subsequently discussed.

A brief introduction of Mr. Lewicki from the CIP preceded insights into approaches towards SME coaching shared by representatives of Teknikdalen Foundation Sweden and Lithuanian Innovation Centre.

The second day was dedicated to Work Package 3. Representing the WP3 Leader, Erika Hinz opened the first session with an update of the working plan outlining the following steps. Subsequently, the links and Interfaces between WP3 and WP4 and the corresponding time schedule were introduced by consulting engineer Holger Zeiser. Project Manager Dr. Torsten Mehlhorn carried on with the upcoming Steering Committee decisions scheduled for the meeting in Riga, which is due to take place from 13th to 14th April 2010. First of all, the application form is to be updated. This is due to the recently gained insights indicating that there are different regional needs and conditions, which is again suggesting the need of national (well-matched) guarantee instruments rather than the initially planned joint transnational fund for all regions. Consequential budget changes are to be calculated and discussed during the meeting in Riga.

Interesting insights related to the implementation of the financial instrument were given by Magdalena Malachowska and Arkadiusz Lewicki. Insights into the corporate landscape, application regulations and the demand for CIP funding in Poland were supplemented with a discussion on parallel project funding from different EU Programmes, especially in the case of CIP funding. As for JOSEFIN, the question arose whether a combination of CIP and JEREMIE is conceivable to finance the project (apart from double funding). The discussion was triggered by following statement of the CIP experts, which is referable to Commission's regulations: „The use of JEREMIE and CIP funding by the same institution would not be an optimal use of Community funds and should therefore be avoided“. In this regard, the CIP representatives suggested that the combination of

both programmes in Poland was not possible. However, Mr. Lewicki promised to go into the matter after the conference and to inform the JOSEFIN partners. The results will also be posted on JOSEFIN's website as soon as available. Subsequently, the representatives of JOSEFIN's regions introduced their finance instrument models. In this regard, a common ground with regional variations especially in

terms of the funding structure, is derivable. According to the working plan, the common concept is due to be developed in Riga as well. The meeting finished with the schedule for the next WP3 steps.

More details including presentations are available for registered partners in section partner area/meetings on our website.

Work Package 3 Meetings with Polish and Baltic Partners

20th January 2010, Poznań and 21st January 2010, Riga, Latvia

On 20th January 2010, the first of a two meeting series focussing on Work Package 3 took place in Poznań, hosted by the Marshal Office of the Wielkopolska Region. Next day's meeting was held in Riga and hosted by the Investment and Development Agency of Latvia.

The Agendas of both meetings were similar starting with the updated working plan. All Polish regions as well as the partners from Latvia and Lithuania presented the status quo of the regional market studies, which are planned to be finalised by end of January 2010. In this context, it became clear that there is a need for increased guarantee rates in Poland (up to 80 %) with reduced collateral requirements (today at least 100% collateral is required) to improve access to finance for innovative SMEs with viable project ideas.

A draft concept for a new "JOSEFIN Innovation Loan Guarantee" was designed during the meetings. All participating regions agreed on this basic concept and will assess on the regional level if and how this can be implemented. All Polish regions will try to establish the same financial instrument for their regions. WARP and FRIPWW will be the lead organisations for the implementation of such facility in Poland. Furthermore, different options on how to establish the most efficient risk sharing models supported by CIP, JEREMIE and regional revolving funds using EU structural funds were discussed.



In the case of INVEGA, the instrument may even be established by adjusting the existing guarantee scheme. On this account, Lithuania may put additional focus on establishing a financial instrument to cover the coaching costs for the period following JOSEFIN.

More details including presentations are available for registered partners in section partner area/meetings on our website.

Work Package 6 Meeting

22nd and 23rd October 2009, Szczecin, Poland

On October 22nd and 23rd, 2009, Polish Entrepreneurs Foundation (PEF) organised the WP6 (Impact Assessment, Evaluation and Policy Recommendations) Meeting in Szczecin, Poland.

The meeting started with the welcoming speech of Ms. Barbara Bartkowiak, President of PEF Management Board, followed by a TV feature broadcasted on EURONEWS which introduces the Oder-partnership and JOSEFIN as good practice for the support of cross-border cooperation.

The objectives of the meeting were to discuss the achievements made so far and make further steps towards the evaluation plan and methodology, measurable indicators, measuring time and allocation of responsibilities.

Achievements delivered by two working groups established during the meeting include a draft of the evaluation plan consisting of 4 parts:

- A. Ex-ante evaluation (with or without scenario, situation in the region, SME motivation),
- B. Project progress evaluation (level of Project Partners) – progress measurement based on indicators (internal), addressing JOSEFIN in the region (external),
- C. Impact on regional business (communities/stakeholders),
- D. Policy Recommendation / Policy Makers Seminars - presentation of the JOSEFIN Model, obstacles identified, policy makers support.

In addition, the evaluation methodology for Communication (WP2), Finance (WP3), Coaching (WP4) and Cross-Project Cooperation (WP5) as well as the technical (web-based) and content-related development of questionnaires were discussed. Furthermore, the allocation of responsibilities and the time frame for the next steps, including the first policy maker seminar, were agreed upon.



Registered partners can find further details on the JOSEFIN website in section “Meetings” of the partner area.

Partner Meeting

16th to 18th September in Dalarna, Sweden

by Marie Ericson, Stiftelsen Teknikdalen



A meeting attended by all JOSEFIN partners took place from 16th to 18th September in Dalarna, Sweden.

Following the first day's sessions, all attendees visited the Falun Copper Mine that has been recognised as a World Heritage Site. In a guided tour, the copper mining process during many years was described.

In the evening, the team of JOSEFIN was invited to a Swedish buffet dinner by the Governor of Dalarna, Mrs Maria Norrfalk. The soiree took place at the residence in Falun, which was built in the early 17th century and attracted the guests with its old furniture and famous

paintings. The occasion to discuss JOSEFIN with the Governor was also taken.

After the second day's sessions, the team faced the surprise task of painting an own Dala horse (the national symbol of Sweden). The attendees became acquainted with the story of the Dala horse and were also given the opportunity to taste local specialities such as horse sausage and venison.

On day three of the meeting, the team had the opportunity to visit local companies, such as Siljan Chark (a slaughterhouse specialising in local meat products) and Nils Olsson Handicraft in Nusnäs, where Mr. Olsson held a lecture about the internationalisation of the company.





WP2 Session

by Michał Gałkiewicz, Bermag Sp.j

The aim of the WP2 (Communication and Information) presentation was to give an outline of the achievements during the first project period as well as discuss the main activities of the next project periods. Michał Gałkiewicz summarised the major parts of the JOSEFIN Communication Strategy that has been approved by JTS. Furthermore, communication tools utilised so far, such as newsletter and e-newsletter as well as a new function of the JOSEFIN website were presented. In the second part of the presentation, new ways of an effective and enjoyable communication were proposed: the use of WEB 2.0 social services such as Facebook and the initiation of a photo contest. All partners were kindly asked to provide information about JOSEFIN on their own internet sites as well as during all relevant regional events and meetings. The reliance on assistance in terms of reporting on relevant activities was also stressed.

WP3 Session

The main issues occupying the WP3 (Financial Support Instruments for innovative SMEs) session were the implementation of regional market studies and the descriptions of regional products and implementation models. The attendees agreed that every region is free to use its own methodology. However, a common structure

of the analysis and reports should be proposed by Work Package Leader Teknikdalen. Draft reports of the regional studies are to be submitted by the end of 2009. The procedure for describing a model for financing on the basis of the product designed by the NRW Bank, which has preliminarily been submitted to the EIF, was also agreed upon during the session. A blueprint provided by the Lead Partner will be adapted by all regions, which shall result in a national preliminary information designated for the EIF.

WP4 Session

The presentation of the WP4 (Transnational Innovation Projects of SMEs and Individual Coaching), held by Omar Saoudi (FRIPWW), focused on the Good Practice coaching models, like the PARP and PHILLIPS, which can be useful for JOSEFIN. Furthermore, experiences from the "move2health" initiative were shared and the Swedish model for coaching was presented. The participants discussed the steps scheduled for the second project period. The necessity of a common basis for the coaching platform, the regional service models, the profile of coaches and SME allowing criteria was agreed upon.

WP5 Session

by dr. Jacek Firlej, Wrocław Centre for Technology Transfer

The aim of the WP5 (Cross-project Cooperation) session was to present and discuss both the achievements made so far and the main activities planned for the project's implementation during the second project period. WP5 leader is Wrocław Centre for Technology Transfer (WCTT) based in Lower Silesia, Poland. According to the working plan and previous discussions, this aim will be achieved in three steps: STEP 1 – identification of projects and potential partners at local, national and international level; STEP 2 – establishing of cooperation through agreements and personal contacts; STEP 3 – information exchange and other forms of cooperation. The allocation of responsibilities within the working group has been agreed as follows: WCTT will identify transnational projects, networks or institutions dealing with financial tools and/or supporting activities for innovative SMEs, whereas other WP 5 members will focus on national and regional projects. An aggregate list of projects or networks for possible cooperation (with all necessary contact persons and contact details) is expected as a result of the first step. First contacts have already been initiated by WCTT and an initial list of projects has been established. In July 2009, WCTT prepared a template for a cooperation agreement that can be adjusted by the JOSEFIN partners to their needs. All the agreements are to be signed by the IBB (Lead Partner) on the part of JOSEFIN. Within the second project period,

the list of projects is to be elaborated, three cooperation agreements are to be signed, and presentations at external events are to be carried out. The areas of cooperation with other projects, networks or institutions may include the exchange of experience, information, companies' needs or cross-project clients transfer. Furthermore, three workshops for other projects' leaders are planned to be carried out within the period 2010-2011 and a series of JOSEFIN presentations will be made at external events. A handbook on leading SMEs to finance is planned to be released in 2012.

WP6 Session

During the WP6 (Impact Assessment, Evaluation and Policy Recommendations) session, attendees collected evaluation indicators in four different categories corresponding with the JOSEFIN Work Packages 2,3,4 and 5. The collection is due to be supplemented and amended by the WP6 members considering the additional suggestions made by the other WP Leaders. In addition, WP6 Leader Lennart Färje proposed a questionnaire as a possible evaluation tool. Issues occupying WP6 after its first meeting, such as the definitions of internationalisation and innovation, have already been resolved in preceding sessions of the Dalarna conference, according to Mr. Färje.

The meeting was overall well received by the attendees.



Registered partners can find further details on the JOSEFIN website in section "Meetings" of the partner area.

Work Package 3 Working Group Meeting

6th September 2009, Wrocław, Poland

The WP3 (Financial Support Instruments for Innovative SMEs) meeting was held on September 6th, 2009 in Wrocław. The first part was dedicated to the allowing criteria, in particular to the definitions of internationalisation and innovation. In this context, the partners agreed that unifying the type of investment was not necessarily needed, since the criteria could be different in each region. A potential SME beneficiary could cooperate with another SME from non-participating regions, however, only SME's based in the regions of JOSEFIN would be allowed to use guarantee and coaching services provided by JOSEFIN. Once more, the link between coaching and finance support was highlighted. In general, the need for finance

should be the precondition for using the individual coaching services within JOSEFIN. If loans would be rejected, the costs for the individual coaching would be covered by JOSEFIN. Other issues on the agenda included the implementation of both coaching and financial support. At the end of the meeting the idea of using JOSEFIN experiences for launching another project in future (maybe in Central Europe) was expressed.

Registered partners can find further details on the JOSEFIN website in section "Meetings" of the partner area.



Wielkopolskie | Dalarna | Zachodniopomorskie | Latvija | Oslo | Brandenburg | Eesti | **Dolnośląskie** | Lietuva | Berlin | Sverige | Mecklenburg-Vorpommern | Lubuskie

EXTERNAL PRESENTATIONS

1st EU Financial Engineering Instruments Day

9th December 2009, Warszawa, Poland

by Michal Galkiewicz, Bermag Sp.j

On 9th December 2009, the 1st EU Financial Engineering Instruments Day took place in Poland's capital Warszawa, hosted by the exclusive banker's club of Polish Bank Association and organised by the National Contact Point of the Competitiveness and Innovation Framework Programme (CIP) under the patronage of Bank Gospodarstwa Krajowego (BGK), the European Commission and the Polish Minister of Economy. The main purpose of the meeting was a cross-sectional promotion of financial engineering instruments supported by the EU in Poland. During the meeting, a set of specialised financial tools available in Poland within the period 2007-2013 was presented and major changes scheduled to be implemented next year were discussed.

The president of BGK Tomasz Mirończuk underlined the role and function of his bank in the future financial support system for SME in Poland. Arkadiusz Lewicki, Director of National Contact Point for

CIP, outlined the role of CIP as an information point for beneficiaries and financial institutions regarding matters such as potential alternative sources of grant funding and changes of EU commission's policies from a non-refundable aid to more effective supporting tools.

The representative of project partner WARP Jarosław Nowicki introduced the EU co-financed project JOSEFIN. Its presentation alongside the EU initiatives JEREMIE and JESSICA suggests an equal attitude towards the project and is an evidence for appreciation.

The meeting in Warszawa offered an opportunity to present the idea of JOSEFIN to the potential partners from the commercial bank sector as well as to the decision makers from BGK.

More details are available on the Polish website of CIP at www.cip.gov.pl

"Commercial Finance for Innovation – the Future or Fiction?"

6th November 2009, Baranowo, Poland

by Omar Saoudi, Wielkopolska Agency for Enterprise Development

The conference that has been organised and mainly chaired by the Wielkopolska Agency for Enterprise Development Ltd, took place on November 6th, 2009 in Baranowo.

Krzysztof Leń, President of the Wielkopolska Development and Promotion Fund SA (Guarantee Fund of Wielkopolska region) introduced JOSEFIN and explained in detail its service model, describing the entire process and giving practical examples for potential beneficiaries. Subsequently, Tomasz Lewandowski (Director of the Regional Financial Institution in charge of the European funds for companies, which operates within WARP Ltd.) outlined the manage-

ment approach within business support programmes, focussing on the actual needs of SMEs in terms of support/grant tools.

Both presentations were succeeded by a lively mutual debate on coaching services and the necessity of implementing JOSEFIN in European regions.

After the presentation of the JEREMIE initiative and its achievements, held by the representative of the National Property Bank (in charge of this initiative in Wielkopolska), the correlation between JEREMIE and JOSEFIN was warmly discussed.

In addition, JOSEFIN service models from two more partner regions with their minor region-related differences were shared and mutually discussed together with the service model of Wielkopolska. The final debate focussing on the effectiveness of JOSEFIN's instru-

ment resulted in the common conclusion that European regions need such instruments including coaching for innovation and internationalisation of SMEs.

EU Finance Day for SMEs

28th October 2009, Riga, Latvia

by Monika Jaskuła, JOSEFIN Communication | PR

On 28th October 2009, JOSEFIN was presented at the „EU Finance Day of SMEs“ in Riga.

The “EU Finance Day for SMEs“ is a series of events in the Member States that the European Commission is organising to inform about the EU financial instruments for SMEs together with the national financial intermediaries that implement these instruments locally. The aim is to raise awareness about different sources of finance and provide a forum for sharing good practices in helping innovative SMEs get easier access to finance.

Source: Eu Finance day for SMEs

<http://www.sme-finance-day.eu/index.php?id=10>

More than 100 attendees came together, including officials from European Commission (DG Economic and Financial Affairs, DG

Enterprise and Industry, DG Research) and representatives of the European Investment Fund (EIF), the Latvian Finance Ministry, several Latvian Banks, Universities, SMEs and other institutions engaged mainly the support of SMEs.

The main issues on the agenda were the European Commission's SME policies; the Competitiveness and Innovation Framework Programme (CIP), focusing on CIP Financial Instruments and their implementation; experiences with EU financial instruments in Latvia, e.g. loan guarantees, Venture Capital and other financing sources; presentations of further opportunities for SMEs, as well as their views and needs. During the meeting, JOSEFIN was presented as a new instrument to support the access to finance for SMEs and boost innovation by Anete Vitola of Latvian Investment and Development Agency. The JOSEFIN model received very positive feedback.

Annual Conference of the Enterprise Europe Network (EEN)

7th to 9th October 2009, Stockholm, Sweden

by Anke Wiegand, EEN Berlin-Brandenburg

From 7th to 9th October, the 2009 Annual Conference of the Enterprise Europe Network (EEN) took place in Stockholm. Under the heading “Rising to the challenge – Supporting small business in a time of crisis”, 800 experts from all over Europe entered into discussions on how services for small and medium businesses should be tailored to suit their specific needs under the circumstances of the current economic crisis.

Within the Open Space Forum of the Conference, JOSEFIN Coordinator Dr. Torsten Mehlhorn, chaired on October 8th, 2009 an open space discussion, where a group of EEN experts exchanged views on specific needs of SMEs seeking for appropriate finance for going abroad. The experts realised that key objectives of JOSEFIN, such as:

- assisting SMEs already in the preparation phase of entering new markets,

- combining business matchmaking services of the EEN during fairs and events with tailor made individual coaching,
- introducing new models of risk-sharing in financing SMEs
- and creating a new type of counter-back guarantee,

are innovative approaches that should be transferred into future initiatives in other regions of Europe.

The EEN Partners with their direct contacts both to companies and local stakeholders in their regions are in a preferred position to take over the role of driving forces for such initiatives, bearing in mind that “...when you cross a border, the game is the same but the rules are different”.

The participants of the discussion round came up with the idea that perhaps an EEN working group should be established to monitor

existing projects and develop new interregional initiatives with the help of the EU commission. The EEN partners within the JOSEFIN project group will follow up these ideas and ensure that discussions

about innovative solutions for financing business activities of SMEs across Europe will be a permanent topic on the agenda of the EEN meetings.

European Week of Regions and Cities (Open Days)

7th October 2009, Brussels, Belgium

by Thorsten Kohlisch, Senate Department for Economics, Technology and Women's Issues

Within the framework of the 2009 European Week of Regions and Cities (Open Days), JOSEFIN was invited to join the Workshop "How can the public sector promote regional innovation?" organised by the transnational Baltic Sea Group (BSG) on October 7th in the Brussels Office of Mecklenburg-Vorpommern.

Perfectly moderated by Pascal Cools from Flanders region, the project managers representing Tampere (Demola), Eastern Norway (Innovation Music Network), Estonia (Cross-border e-ticketing), Southwest Finland (Humak), Riga (Creative Metropolises) and Berlin (JOSEFIN) used the opportunity to exchange their practical experience in order to elaborate new ideas for the future design of regional support tools. "Especially within the European single market, innovation processes rarely stop at political-administrative borders", Dr. Torsten Mehlhorn underlined during the lively panel discussion. "As a result, innovation support structures on the transnational level, combining the strategic competences of the EU and the applied know-how of the regions, will be of growing importance in the upcoming years." Moreover, the discussion round highlighted the need for open innovation environments as well as tailor-made approaches for the creative industries and clear-sighted, long-term public sector commitments as core conditions for effective and sustainable innovation policies around the Baltic Sea.



Beyond the BSG-Workshop, the discussion on future EU Cohesion Policy was taking the center stage of this year's Open Days. Altogether, more than 100 seminars, workshops, debates, exhibitions and meetings involving 214 regions and cities from 33 countries shaped the frame for the largest ever European Regional Policy event.

For more information please visit the Open Days 2009 website:
http://ec.europa.eu/regional_policy/conferences/od2009/

All presentations of the BSG-Workshop (07A16) are obtainable at:
http://ec.europa.eu/regional_policy/conferences/od2009/presentation_frame.cfm?nmenu=333

Day of the European Regional Development Fund

1st October 2009, Berlin, Germany

by Monika Jaskuła, International Communication | PR

JOSEFIN encountered a positive response from EU official Christopher Todd. At the Day of the European Regional Development Fund, Mr. Todd of Directorate-General for Regional Policy, who is in charge of the regional policies in Germany and the Netherlands, praised the project as particularly interesting and attractive. Thus, he confirmed the greatly positive and supportive attitude towards JOSEFIN considering the meeting with Director General Ahner in Brussels.

Among other projects, JOSEFIN was introduced within the ERDF day aimed at Berlin-based enterprises, which took place in ESTREL Hotel Berlin on October 1st, 2009. Several ERDF case studies from the current funding period as well as useful informations on particular funding opportunities and eligibility were shared by speakers and project's stands. The attendees were welcomed by Senator Harald Wolf (Berlin Senate Department for Economics, Technology



fltr: Mrs. Staib, Mr. Kohlisch (both: Berlin Senate Department for Economics, Technology and Women's Issues), Mr. Todd

and Women's Issues). Mr. Todd moved on to the importance of the EU contributions to the regional development. Subsequently, Permanent Secretary for Economics, Technology and Women's Issues Dr. Jens Peter Heuer summarised the achievements in industry



on the right: Senator Harald Wolf

within the current funding period so far. During a short break, attendees had the opportunity to gain direct insights from particular project stands. The event was continued with comprehensive presentations of projects and funding opportunities.

10th Forum of the Polish Entrepreneurs

30th September 2009, Berlin, Germany

by Monika Jaskuła, International Communication | PR



On September 30th, 2009, the 10th Forum for Polish Entrepreneurs in Germany was carried out in Berlin. The event has been organised by the Department for Trade and Investments (Embassy of the Republic of Poland in the Federal Republic of Germany) in cooperation with Investitionsbank Berlin (IBB). During the Forum, various aspects of supporting Polish businesses in Germany and vice versa were discussed. JOSEFIN was introduced by Project Manager Dr. Torsten Mehlhorn of Investitionsbank Berlin as a new instrument to boost innovation and cooperation between German and Polish SMEs on both sides. The meeting was attended by more than 30 participants.

World Innovation Days in Poznań

28th September to 2nd October 2009, Poznań, Poland

by Michal Galkiewicz, Bermag Sp.j

The World Innovation Days, the largest innovation conference in Wielkopolskie, took place from September 28th to October 2nd, 2009. During the five days, nearly 1000 participants from Japan, Brazil, the United Kingdom, France, Sweden, Hungary, Italy, the Netherlands and Poland attended more than 50 panel discussions and lectures. This year's conference focussed on the role of design

in the product development and the significance of both clusters and new financial instruments for innovations. The third day was dedicated to the financial instruments. Leszek Wojtasiak, Deputy Marshal of the Wielkopolska Region, stressed the importance of new financial instruments for the induction of innovation in the region. In this context, Mr. Leń of FRIP introduced JOSEFIN in connection with

the new possibilities for financing internationalisation and innovative projects. The presence of many financial institution and stake holders gave the opportunity to raise awareness on JOSEFIN along with the existing financial tools and regional programmes for support of innovation. The introduction of JOSEFIN during the annual World Innovation Days in Poznań was important and fruitful. Hopefully, this occasion can be used next year to present the fast development of our new financial tool for innovation.



International Colloquium on Science Parks and Innovative Regions

9th September 2009, Berlin, Germany

by Monika Jaskuła, International Communication | PR

“Internationalisation is a trump card in the competition between locations” stressed the Mayor of Berlin Klaus Wowereit during the International Colloquium on Science Parks and Innovative Regions in Berlin Adlershof. International cooperations play a major role for prospering economic development and competitiveness. Thus, initiatives such as JOSEFIN are confirmed to be indispensable for the future.

The Colloquium took place on the September 9th, 2009 in Berlin. The 100th anniversary of Berlin’s technology park Adlershof gave rise to the event. Mr. Mehlhorn took the opportunity to introduce JOSEFIN and induce closer ties to BaSIC. As JOSEFIN, BaSIC is a project of the Baltic Sea Region Programme 2007-2013. The initiative aims to build a „Baltic Sea Archipelago of Innovation“ with seamless working

conditions for innovative SMEs that will accelerate the innovation dynamics in large cities. The project will identify, select, train and coach SMEs, which will gain access to international markets. In this context, BaSIC will acquaint the selected SMEs with the financial instruments developed within JOSEFIN.

Further objectives of the colloquium were Measuring Performance for Science and Technology Parks (STP) with a focus on relevant criteria to specify sustainable growth, tools for innovative SME support in STPs, opportunities for closer international networking of incubators and STPs. Afterwards, the science and technology parks as valuable instruments for knowledge based economic growth and the impact of science parks on regional economies were discussed.

„Prognoses for Financial Instruments“

7th September 2009, Wrocław, Poland

On September 7th, 2009, JOSEFIN was presented at the Conference „Prognoses for financial instruments supporting regional development – Analysis of trends in financial instruments evolution“ in Wrocław.

This was an official introduction of JOSEFIN to financial and business support institutions with the goal to share its concept and encourage attendees to adapt the model to their region. The presentation covered issues such as definitions (innovation and internationalisation), organisational and financial frames of the CIP Program and

methods of demand estimation. In addition, the financial instruments in Lower Silesia were discussed. Katarzyna Koper of the Lower Silesian Marshal Office reported on news from JEREMIE: the Bank Gospodarstwa Krajowego had been chosen to manage the Silesian Holding Fund with an amount of 104 million zloty that will be used to implement existing and develop new financial products.

Registered partners can find further details on the JOSEFIN website in section “Meetings” of the partner area.