

Appendix I

Notes taken during the regional presentations

In some cases only a few comments were written down but most presentations are represented here.

Association of SMEs

- 99.7% of 20 million enterprises in Europe are SMEs
- 93% employ less than 10 people
- 6 employees is the overall average

Piemonte (CSP)

- Piemonte's priority: ICT adoption by micro-enterprises
- Collaboration process
- Easy-to-use services
- Common-use technologies (mobile phones etc)

Baden-Wuttenberg

- Create technology relationships
- develop examples, testimonials
- clear message to SMEs, in their language

Trentino

- Make Trento more innovative
- digital divide
- increase use of ICTs and services
- broadband infrastructure
- integrate research and public sectors
- training for SMEs
- new standards for public sector: OS and P2P connectivity
- leverage security and regulatory environment of DBE

Yorkshire

- Focus on business environment and supporting services
- integrated approach
- business cases entry point of DBE approach
- Actors: business architect, network specialist, auditing, partners, integrator

Needs:

- How to add value to product/services: collaboration
- New markets through collaboration
- Collaboration starts at local level
- Clear business prospects/models
- Supporting infrastructure

Two possible recommendations:

- Finding markets for investors
- Drive micro-enterprises to merge (to reduce the very large number)

North-Denmark (& Eden cluster)

- Focus more on triangle of innovation: university, regional development agency, business
- User-driven innovation approach
- Technologies for collaboration among EU SMEs
- Collaborative business architectures in smart regions
- Strengthening regional networking
- Share information and best practices
- Create local innovation models: through policies?

Legal-IST

SME clusters (broker member liabilities, contracting and service agreements)

OS (patents, developer rights and liabilities)

Privacy, identity

Virtual contracts

Agents

Self-regulation

RFID

Knowledge management

Business registries

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