



## Update from Compete In – what comes next?

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### Upcoming activities

#### September

Study visit – Reggio Emilia and ERVET, Italy.

#### October

Study visit – GAPR and Wielkopolska, Poland.

#### November

Study visit – Gävle, Sweden.

#### December

Study visit and Project Meeting – IVACE, Valencia, Spain.



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Final good practices presented at project meeting in Poznan.



## Intense and interesting times for Compete In project!

The project's aim to improve regional policies on internationalisation will be reached through the exchange of territorial **good practices** that each partner identified in close collaboration with local stakeholders. In March 2017, partners presented their proposals during a [webinar](#) and received useful feedback from the other partners to help identify the final 3 good practices to be shared.

The **project meeting** hosted by Wielkopolska Region in Poznan, Poland, on 19<sup>th</sup>-20<sup>th</sup> of April, gave partners the opportunity to meet and share the good practices selected, time to discuss the preparation of the upcoming study visits and update on project management and communication issues.

The partnership has now selected the **21 Good Practices** (3 per partner) to be presented in depth at the upcoming study visits. The selection is an interesting collection of a variety of innovative, well tested and proven to be successful initiatives/projects/programmes within three themes of internationalization of territories for the benefit of SME competitiveness: penetration of markets, attraction of investments and international partnership.

[Read more on our website](#)



Project meeting in Wielkopolska Region, April 2017



Webinar for the selection of good practices, March



**Wielkopolska is an attractive space for the entrepreneurship.**



## Focus: Wielkopolska

Wielkopolska Region is located in west-central Poland. The Region is administratively divided into 35 districts and 226 municipalities. There are 109 cities in Wielkopolska including Poznań. Poznań is the capital city of the region, a large urban centre inhabited by 550,000 people which brings together an agglomeration of about 1 million inhabitants. Poznań is located at a distance of 270 kilometres from Berlin and almost 300 kilometres from Warsaw. It is also one of the largest academic centres in the country, with 38 higher education institutions.

Wielkopolska became one of the most economically advanced Polish regions. The economic situation in the region is a consequence of balanced development with a significant industrialization level and a high technology level. Factors like high level of education at universities and a number of potential co-operating parties and suppliers have an influence on this effect. Also inhabitants of Wielkopolska are famous because of their thriftiness, work ethos and willingness to pursue and develop their own initiatives.

This natural need to act has also met the appreciation from foreign investors who had recognized involvement and qualifications of inhabitants of Wielkopolska. The region is an attractive space for entrepreneurship.

Suitable investment conditions supported by a favourable location and a relative vicinity of the European sales market are a recipe for success for almost every branch.

Wielkopolska Region has determined its own economic and social priorities within so-called intelligent specializations, which are: bio-resources and food for informed consumers, future interiors, industry of tomorrow, logistic specialized processes, development based on ICT and modern medical technologies.

At the same time, the priority sectors for the capital of the region are technologically advanced production, research and development (R&D), convention and exhibition activity and recreational and entertainment infrastructure.

We warmly welcome anyone who wishes to develop their activity and achieve ambitious goals as Wielkopolska is the region of success with broad prospects and unlimited possibilities for all those who have not discovered its huge potential yet.

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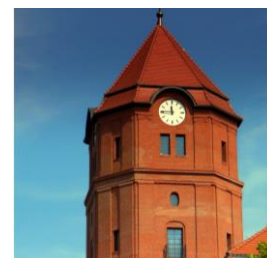


European Union  
European Regional  
Development Fund





**Encouraging economic development and competitiveness**



## Focus: Upper Silesian Agency for Entrepreneurship and Development - GAPR

The Upper Silesian Agency for Entrepreneurship and Development Ltd. (Polish acronym: GAPR) was established in 1998 as Local Development Agency Ltd. in Gliwice and started its operation in 1999. Its main purpose and mission was to encourage economy development of the municipalities that founded the Agency, to promote entrepreneurship approaches in their society and to support SMEs development.

The name of the Local Development Agency was changed into the Upper Silesian Agency for Entrepreneurship and Development Ltd. in 2013 along with the merger with GAPP S.A. Moreover, merging with GAPP S.A., Upper Silesian Agency for Entrepreneurship and Development Ltd. added to its history and experience of activities carried and gained by GAPP S.A. in the previous years.

During these years, besides encouraging economy development and entrepreneurship, Agency's activities have also been focused on civilians, youth, unemployed and others, raising their awareness of entrepreneurship, law, social policies, business, economy and the labour market.

The most important goals for the Agency are:

- supporting social development and increasing the regions competitiveness. This is achieved by supporting the development of SMEs located in the area of the Agency and by ensuring favourable conditions to enhance their development;

- cooperating with regional and local authorities in terms of implementation of projects concerning social policies, raising societal and entrepreneurship awareness;
- supporting companies' development by providing advisory and pro-innovative services on national level within the network ventures;
- converting degraded post-industrial areas into areas of economic activity;
- participating in international projects supporting the increase of regions and local competitiveness;
- developing objectives in international system of pro-innovative services, provided to SMEs located in the Central European region by business-environment institutions in different countries;
- initiating cluster activities and providing consultancy on internationalization and optimization;
- providing assistance in establishing new businesses and advice and support for start-ups;
- consultancy on EU grant applications preparation.

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## Reggio Emilia and South Africa: new agreement signed

Automotive, international cooperation and education, culture, sports. These are the themes of the mission of a Delegation from the Gauteng Province (Republic of South Africa) in Reggio Emilia in May 2017.

In particular, technological innovation, territorial development and competitiveness are the areas of the Cooperation Agreement between the Economic Development Agency of the Gauteng and E35 Foundation for International Projects of Reggio Emilia.

The Agreement is one of the outcomes of the mission promoted by the Municipality of Reggio Emilia and the Emilia-Romagna Region last October in South Africa and further strengthens the relationship between South Africa - in particular the Province of Gauteng, the most significant in terms of economic growth - and Reggio Emilia.

[Read more about the agreement on our website](#)

## Project presentation at EuroFound

The Municipality of Reggio Emilia, as Lead Partner of Compete In, has been invited to present the project within the Seminar "Internationalisation policies for a future oriented regional manufacturing sector" which took place in Shannon, Ireland, on the 12th -13th of June 2017. This seminar is part of the Pilot Project "The Future of Manufacturing in Europe", an EU-financed project which has been delegated to Eurofound, the European Foundation for the Improvement of Living and Working Conditions.

The seminar aimed to explore how internationalisation policies are designed and implemented at regional level. The Compete In presentation was part of Session 2 "Cross-border institutional cooperation in regional internationalisation policy".



This session illustrated examples of regional governments, social partners or other actors involved in regional policy cooperation with peers of other regions to jointly foster internationalisation of their region.

[Read the whole article here](#)

## Regional Export Centre in Gävleborg and Seminar on "Europe, our closest market" during the European Week



### Regional Export Centre in Gävleborg

The stakeholders of "Team Gävleborg" (working group for the Compete In project) has decided to establish a Regional Export Centre and applied for funding from the European Regional Development Fund in North Central Sweden.

The objectives are to get more international SMEs (exporting/importing/international cooperation) in Gävleborg (in 2015 – 740 exporting companies) and increase the number of companies that get support for their internationalization from business development checks for internationalization (2016 – 3 companies)

Sub objectives include:

- Establishment of a yearly Export Day
- 10 local workshops for companies in cooperation with the local authorities' business support organisations
- Creation of an inventory of the support system and its offers and dissemination of the information
- 10 yearly meetings of the support organisations
- Development of a model for follow-up
- 2 thematic seminars and workshops delivered yearly in cooperation with the support organisations
- Collection, sharing and dissemination of statistics around internationalization of SMEs
- Communication via verksamt.se and social media

Fingers crossed for a positive response to the application!

### Seminar "Europe, our closest market", Gävle European Week

The European Week has been celebrated every year in Gävle since 2007. Among this year's many interesting seminars, workshops, exhibitions, the municipality of Gävle together with Compete In stakeholders (Business Sweden, the Chamber of Commerce of Central Sweden and EEN) organized the seminar "Europe, our closest market"

Jessica Olsson, Senior Project Manager for Business Sweden in Berlin, presented on Global trends, European development and Business Opportunities in European markets, with a particular focus on Germany (Sweden's second largest export market) and representatives from the regional business support system updated on the support available for companies going for new markets. The session ended with a networking snack and time for exchanges and questions.



Jessica Olsson, Senior Project Manager for Business Sweden in Berlin





## COMPETE IN Project Study Visits: purpose and implementation

The purpose of study visits in the COMPETE IN project is to provide an on-site learning opportunity, facilitate discussion amongst partners and enable further investigation of themes and innovation identified within each good practice case study, with a view to building future networks and collaboration between regions and enterprises.

The first project's study visit was held in Wakefield, UK in June 2017. Partners from all regions attended the 2-day event, which involved presentations, site visits to local businesses and events arranged to further explore each of Wakefield's 3 good practice case studies.

The first day of the study visit was taken up with studying the Leeds City Region Enterprise Partnership, which included a presentation from Wakefield's SME Business Growth Officer and site visits to two local businesses, with time allowed for questions and discussion between partners. The China Partnership between Wakefield Council and the city of Xiangyang was discussed in detail in the afternoon.

The second day was devoted to the study of the Wakefield Bondholders Scheme. Partners were keen to explore how the scheme worked and network with bondholder businesses in order to gain a thorough understanding of how the scheme is managed and the impact it has had for businesses and the Wakefield district.

[Read more](#)

### COMPETE IN Study Visit Calendar:

Partner	Date of Study Visit
Wakefield Council, UK	15 <sup>th</sup> - 16 <sup>th</sup> June 2017
Municipality of Reggio Emilia, Italy and ERVET Economic Development Agency of Emilia Romagna Region, Italy	19 <sup>th</sup> - 21 <sup>st</sup> September 2017
GAPR Upper Silesian Agency for Entrepreneurship and Development and Wielkopolska Region, Poland	17 <sup>th</sup> - 20 <sup>th</sup> October 2017
Municipality of Gävle, Sweden	14 <sup>th</sup> - 15 <sup>th</sup> November 2017
IVACE Valencia Entrepreneur- ship and Competitiveness Institute, Spain	13 <sup>th</sup> - 15 <sup>th</sup> December 2017



Let's start with  
study visits!

## 5<sup>th</sup> Local Stakeholders Group meeting in Emilia-Romagna Region

On May 30<sup>th</sup> 2017 ERVET organized the 5<sup>th</sup> Local Stakeholders Group with the representatives of Emilia-Romagna Region - Attractiveness and Internationalization Service, CNA, Confcooperative, Irecoop and Confartigianato.

A brainstorming session started the evaluation of the good practices for internationalization proposed by COMPETE IN partners and led to a first planning of study visits in partners' regions and in the Regional territory.

Stakeholders considered in participating in most study visits depending on the specific interests of their institutions and beneficiaries. Moreover, they welcomed and appreciated the organization of the study visit in Emilia-Romagna Region as an opportunity to promote their best practices and experiences and have a direct exchange with partners and European Stakeholders on their territory.

The study visit in Emilia-Romagna Region is scheduled for the mid of September 2017 and it will be organized by ERVET together with Reggio Emilia.

Read more on [our website!](#)



<http://imprese.regione.emilia-romagna.it/internazionalizzazione>

<http://www.investinemiliaromagna.eu>

<http://www.cnaemiliaromagna.it>

<http://www.ervet.it/>

[http://www.ervet.it/?page\\_id=8605](http://www.ervet.it/?page_id=8605)





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## Project Partners

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Wakefield Metropolitan  
District Council

Municipality  
of Gävle

Wielkopolska region with  
the seat of the marshal office  
of the Wielkopolska region  
in Poznan

Upper Silesian Agency  
for Entrepreneurship  
and Development Ltd.

Municipality of Reggio Emilia

ERVET - Emilia-Romagna  
Economic Development  
Agency L.t.d.

Valencia Entrepreneurship and  
Competitiveness Institute