



# SME-TraiNet: Leonardo stakeholder network for successful SME-development

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18 May2011



# SME Trainet - Basic Data



- Network project funded by Leonardo da Vinci Programme
- Project duration: October 2008- October 2011
- Consortium consisting of 14 projects partners like VET-Providers, Chambers of Commerce and Craft, SME-Associations and Universities of 10 European countries:
  - Austria
  - Bulgaria
  - Estonia
  - Finland
  - Germany
  - Italy
  - Poland
  - Slovakia
  - Slovenia
  - Turkey



# SME Trainet - Background

- Political priority in all European member states, to promote and support entrepreneurship (SMEs)
- Focus of support on initial aid during the first steps into entrepreneurship
- No structured and holistic support for “still young” entrepreneurs (already operating > 2 years)
- Owners not fully capable of managing sudden growth
- Need of supportive training and guidance on management leadership
- almost 90% of all SMEs in the EU are micro-businesses
- Lack of transparency of the current training and support offers



## SME Trainet - overall Objectives

- Identification and dissemination of best training practice and structures to support business development and growth of European SMEs
- Identification of current sector-specific trends and future needs
- Develop suggestions for suitable training and guidance offers
- Reinforcement of cooperation between VET providers and enterprises



# SME Trainet

## Background and Objectives

Answers and solutions for following questions:

- What are the critical factors hampering success and growth of young SMEs after starting-phase?
- Why do young SME´s often not survive the first business years?
- What are the current needs of young SME´s in the field of supportive training and guidance?
- What are already existing good practice examples of training and supporting offers?
- How can we appeal the target group more precicely?

# SME Trainet- results achieved so far



- 10 national status quo analyses containing:
  - Current situation of young businesses (structure, trends, challenges)
  - Good practice examples of training and supporting offers
  - Relevant stakeholders and multipliers
  - Actual needs and missing offers
  
- European executive summary of research reports containing:
  - Overview of current european training g and support structures
  - Current trends, needs and problems of SME structures in European countries
  - Conclusions and recommendations
  
- International Compendium of good practice examples
  - Detailed description of good practice examples and contact details

# SME Trainet- results achieved so far



## ➤ Networking activities:

### national working groups :

- Aiming at the concrete transfer of European good practices
- Focusing on national priority topics for the improvement of training and support for SMEs

### conferences:

- Dissemination of the project results between all potential interested stakeholders
- Successful transfer of results to target groups
- Focussing on strategy building, how the current needs of young entrepreneurs from craft and SME's sector should be met in the support and vocational training offer in whole Europe



# SME Trainet- Sustainability of the Network

## Long term objectives:

Enlargement of the network

Elaboration of sustainable continuous activities and follow-projects

Promoting the necessity of supporting young businesses and improving their environment

Interested in becoming a new member of SME Trainet?

Active involvement in the development of follow-up activities

All documents, studies and reports are available: [www.smetrai.net](http://www.smetrai.net)