



INSME

INSME

International Network for Small and Medium Enterprises (SMEs)

**UNECE International Conference on
“Policies to Address Financing and
Entrepreneurial Challenges”**

Helsinki, Finland, 2-3 June, 2010

**Ms SIMONA MARZETTI
SECRETARY GENERAL
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INSME in brief

- **A Multi-Stakeholder International Community Linking Public and Private Innovation Players worldwide**
- **Encouraging innovation through International Cooperation, Peer-to-Peer Networking and Benchmarking**
- **Promoting a Mutual Learning and Cross-cutting Approach to Innovation**
- **Helping Members to bring innovation closer to SMEs, providing local benefits from global connections and exchanges**

INSME Added Value

- A dedicated **transnational platform** for sharing knowledge and expertise, where Innovation Stakeholders can meet:
 - **SME-oriented Policy Makers**
 - **Investors and Financial Institutions**
 - **Technology professionals**
 - **Peers across the world**

and can find:

- **High-quality brain power**
- **Project ideas and business solutions**
- **Business and Financial Partners**
- **Clients**
- **Sponsors**

INSME MAIN AREAS OF INTEREST (1)

- **Public Policy Measures to support Innovation in SMEs**
- **Governance and Business Model of innovation intermediaries and their networks at sub-national, national and international level**
- **Research- industry Cooperation and Linkages**
- **Transnational Technology Transfer: matching technology providers and buyers (technology platforms)**
- **Industrial and Technological Clusters (low-tech/hi-tech)**

INSME MAIN AREAS OF INTEREST (2)

- **Entrepreneurship, Start-ups and High Growth SMEs: pre-incubation/incubation/post-incubation**
- **SME Innovation Financing**
- **Intellectual Property Rights (IPR): Intangible Assets and their valorisation on the market**
- **Design and creative industries (NEW)**
- **Eco-Innovation (NEW)**
- **Innovation in Services (NEW)**
- **Open Innovation (NEW)**

INSME SECRETARIAT ACTIVITIES

- **Targeted information** customized to Members' interests
- **On-demand Members' Help Desk**
- **Opportunities alerting service** on:
 - **International Call for tenders/experts/papers/vacancies/sponsorships**
 - **Events/Trainings/Fairs**
 - **Awards/Prizes/Competitions**
 - **Online Consultations**
 - **Business Offers**
 - **Latest Publications/Updates on SME innovation**
- **Promotion and marketing** of Members' activities (INSME portal and Newsletter- in English, Spanish and Russian)
- **Cross-border matchmaking:** Knowledge sharing & partnering support
- **Co-organization of thematic trainings** and events

INSME MEMBERS' BENEFITS

- ✓ **Free participation in INSME Annual Meetings, international joint training programmes**
- ✓ **Project Development Unit (PDU): incubation of new joint initiatives among INSME Members**
- ✓ **Gateway to international partnerships with 21 innovation networks/organisations worldwide**
- ✓ **Bilateral meetings/site visits/study tours on Members' request**
- ✓ **Access to intranet information, including online DB of international experts' CVs**
- ✓ **INSME Annual Compendium of Members' profile (Cd-rom)**
- ✓ **INSME Training Catalogue of Members proposals**

An aerial photograph of Rio de Janeiro, Brazil, showing the bay, mountains, and city buildings. The text "INSME IN FIGURES" is overlaid in the center.

INSME IN FIGURES

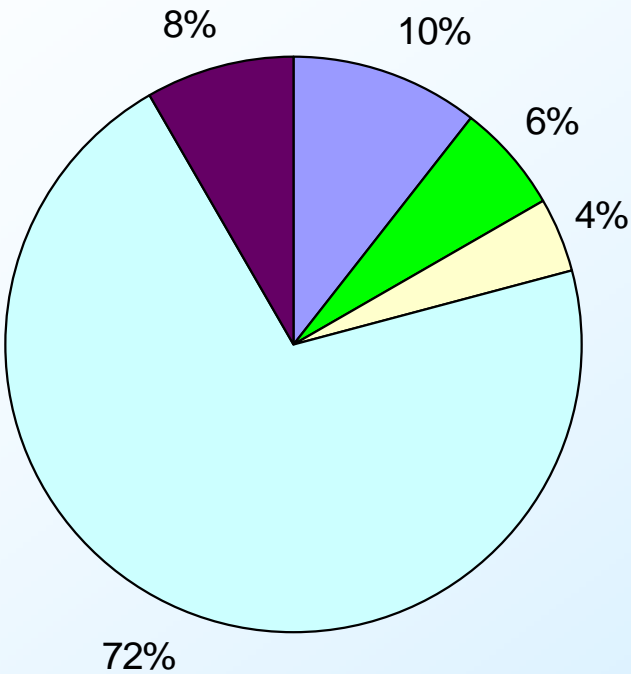
A WORLDWIDE NETWORK

75 INSME Members based in 29 countries (15 OECD- 14 non-OECD) in 5 Continents including:

- **18 International Governmental Organizations (Honorary Members, 24% in mid 2010):** AFRICAN DEVELOPMENT BANK GROUP, ALADI, APEC SME INNOVATION CENTER, CEI-ES, COMSATS, EACI, G-NEXID, IIC-IADB, OSCE, RITLA, SELA, UNCTAD, UNDP MEXICO OFFICE, UNIDO, UNECE, UNESCO, WIPO and EIF.
- **12 International Networks NGOs (16% in mid 2010):** ANIMA, ASTF, EBN, EBAN, ECSA, EPROCA, EURADA, FUNDES INTERNATIONAL, INTRASOFT INTERNATIONAL, ISBE, ISPIM, WBAA.

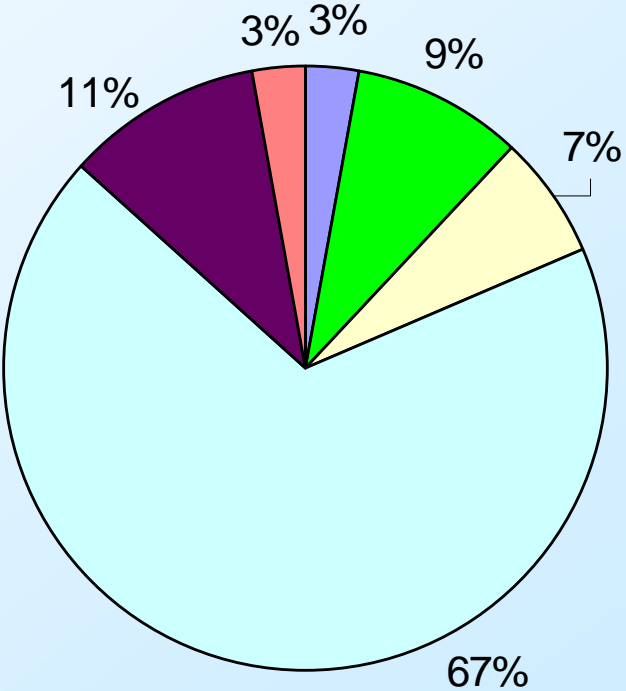
MEMBERSHIP GEOGRAPHICAL COVERAGE

2004
48 INSME Members



- Africa
- Middle East
- Latin-America
- Asia
- Europe

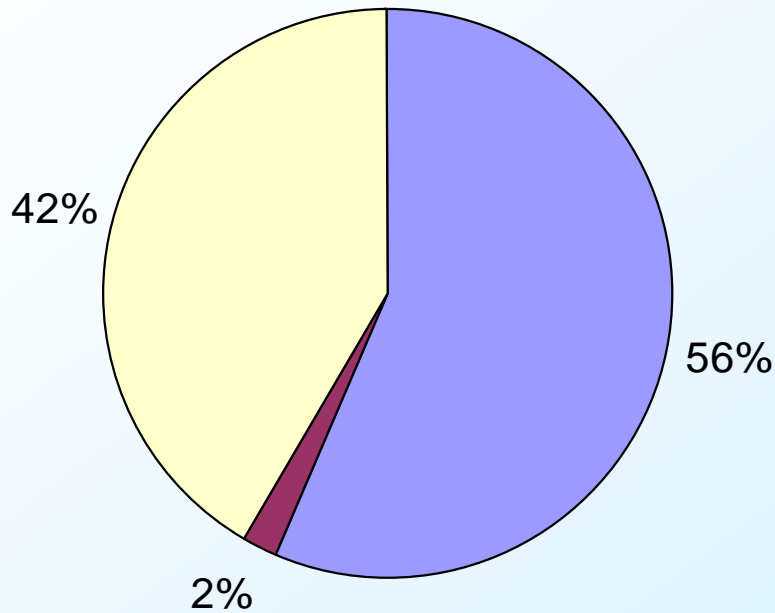
2010
75 INSME Members



- Africa
- Middle East
- Latin-America
- Asia
- Europe
- Other

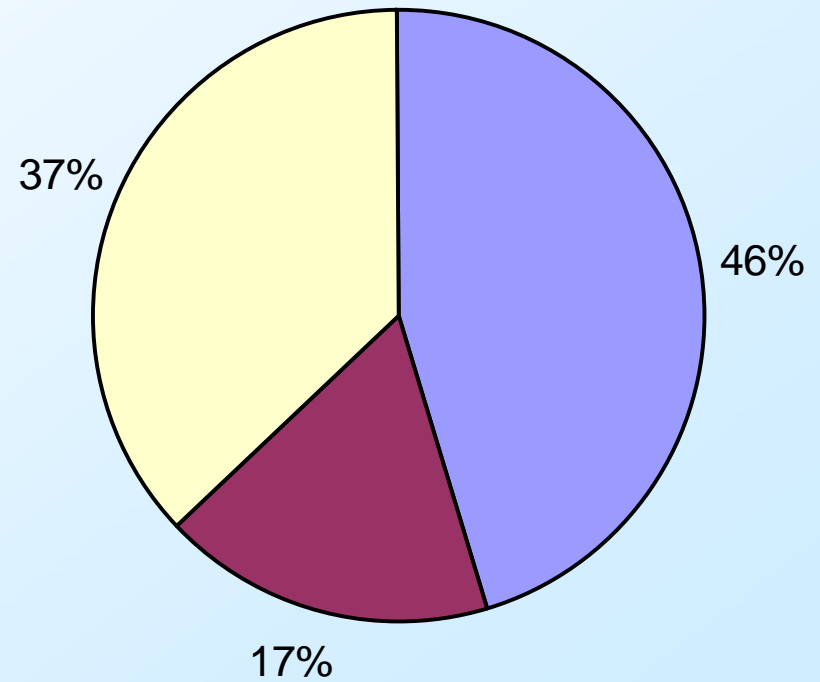
WHO IS INVOLVED

2004
48 INSME Members



- Public Organisations
- Private Organisations For Profit
- Private Organisations Not For Profit

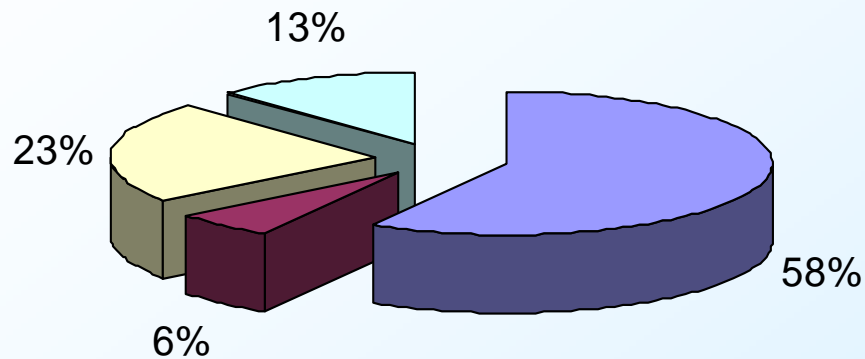
2010
75 INSME Members



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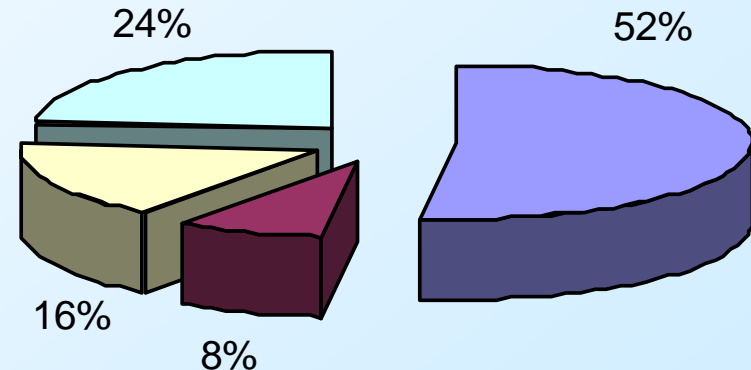
INSME MEMBERSHIP STATUS

2004
48 INSME Members



- Full Members
- Associate Members
- Observers (out of which 9% in kind)
- Honorary Members (11.00 out of which 67% Full Members; 33% Observers)

2010
75 INSME Members



- Full Members (out of which 15,4% in kind)
- Associate Members (out of which 50% in kind)
- Observers (out of which 8% in kind)
- Honorary Members (11.00 out of which: 78% Full Members; 22% Observers)

NEW MEMBERS IN 2009/MID 2010

3 Full Members:

- **Russian agency for small and medium business support (SIORA) - Russia**
- **Polo Navacchio S.p.A – Italy**
- **European ProClusters Association (EPROCA) - Finland**

1 Observer:

- **Italian Business Angels Network Association (IBAN) – Italy**

1 Associate:

- **World Business Angels Association (WBAA) - International NGO, Belgium**

2 Honorary Full Members (International Organisations):

- **Executive Agency for Competitiveness and Innovation (EACI) - Belgium**
- **European Investment Fund (EIF) - Belgium**

EXPECTED TO JOIN INSME SOON

- **Finance South East Ltd**, based in **UK**
<http://www.financesoutheast.com>
- **Italian-Libyan Chamber of Commerce**, based in Rome, **Italy** and in Tripoli, **Libya** <http://www.cameraitalolibica.it>
- Institute for the Promotion of Small and Medium Enterprises (**IPEME**), based in **Mozambique**
<http://www.ipeme.gov.mz>
- **Chamber of Commerce** of Manizales, **Colombia**
<http://www.ccm.org.co>

INSME UPDATES

INSME is Member of the following international Networks/Bodies:

- **ANIMA** since 2007
- **EURADA** since 2007
- **EBAN** since 2007
- **Italy-Argentina Chamber of Commerce** (Honorary basis) since 2008
- **World Business Angels Association (WBAA)** since 2009

INSME has the following collaborations:

✓ **Memoranda of Understanding (MoU) with:**

- **EU Project Incubation Centre (EUPIC)** – Chengdu P.R.China since 2009
- **Business Council of the Organization of the Black Sea Economic Cooperation (BSEC BC, Turkey)** (2010) – **in process**
- **World Technopolis Association (WTA, South Korea)** – **in process**

✓ **Status of Sectoral Dialogue Partner within:**

- **Black Sea Economic Cooperation (BSEC, Turkey)** since 2006

An aerial photograph of Rio de Janeiro, Brazil, showing the bay, mountains, and city buildings. The text "INSME ACTION PLAN 2010" is overlaid in the center.

INSME ACTION PLAN 2010

PDU ON INNOVATION NETWORKS

- Involving Transnational Business Innovation Networks (both INSME Members and Non Members) with the aim to **create and accelerate closer connections**
- Share ideas and **priorities** on specific thematic areas to maximise outputs (suggested topic for PDU: **innovation in emerging economies**)
- Stimulate identification and participation in **joint transnational projects**
- Mutually support each other for better organising and promoting the **annual event/congress**

PARTICIPATION IN FUTURE EVENTS

- **DIT 4th Strategic Forum/WAITRO 20th Biennial Congress on “Leadership for Innovation”**
Dubai, UAE, 11-14 October, 2010
- **Enterprise Europe Network 3rd Annual Conference**
Antwerp, Belgium, 13-15 October, 2010
- **Europe INNOVA 2010 Conference** on “*Reshaping Europe: addressing societal challenges through entrepreneurship and Innovation*” - INSME will have an information booth
Liege, Belgium, October 27-29, 2010
- **OECD “Bologna+10” High Level Meeting**
Paris, France, November 18-19, 2010



JOINT TRAINING PROGRAMME



Third International Training Programme

“Financing your Business with Intellectual Property (IP)”

WIPO Headquarters, **Geneva**, Switzerland
1-2 December, 2010

http://www.wipo.int/sme/en/about_sme.html

Working language: English only
Target: Train the Trainers
No participation fee



European ProClusters
Association

7th INSME ANNUAL MEETING 2011



INSME

***“Competitiveness, Culture and Cross-Border
Co-operation:
Assisting SMEs to Grow, Innovate and
Reach International Markets”***

**Co-organised in collaboration with EPROCA
(European ProClusters Association)**

**Helsinki, Finland
23-25 May, 2011**

No participation fee for INSME Members

 secretariat@insme.it

INSME Board mid 2010-mid 2011

- **President: Mr. Paolo Anselmo, IBAN, ITALY**
- **Vice President: Mr. Zhang Weixing, INNOFUND/ TORCH Center, P.R. CHINA (NEW)**
- **Vice President: Dr. Raimund Broechler, INTRASOFT International, LUXEMBOURG**
- **Secretary General: Ms. Simona Marzetti, IPI, ITALY**
- **Mr. Philippe Vanrie, EBN Association, BELGIUM**
- **Mr. Carlos Alberto dos Santos, SEBRAE, BRAZIL (NEW)**
- **Mr. Aleardo Furlani, INNOVA S.p.A., ITALY**
- **Mr. Iván Ornelas Diaz, Ministry of Economy, MEXICO**
- **Mr. Florin Rosu, Ministry of Economy, Trade and Business Environment, ROMANIA**
- **Mr. Vedat Kunt, VEGO Consulting & Information Technologies, TURKEY**
- **Mr. Hamad Al Hashemi, Dubai Institute of Technology (DTI) -Dubai Technopark, UAE**

INSME

International Network for Small and Medium Sized Enterprises (SMEs)



“Making Innovation Happen in SMEs”

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