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ANNEX 1

ANNEX

to the

Commission implementing Decision

concerning the adoption of the work programme for 2016 and the financing decision for the implementation of the Programme for the Competitiveness of Enterprises and small and medium-sized enterprises

ANNEX

Work Programme for the implementation of the Programme for the Competitiveness of Enterprises and small and medium-sized enterprises (COSME)

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INTRODUCTION

Improving the competitiveness of enterprises is essential if the Union is to deliver on its Europe 2020 priorities of smart, sustainable and inclusive growth. COSME – the Programme for the Competitiveness of Enterprises and Small and Medium-sized Enterprises (SMEs) – is the Union’s programme established by Regulation (EU) No 1287/2013 hereafter the “COSME Regulation” to strengthen the competitiveness and sustainability of the Union’s enterprises and to encourage an entrepreneurial culture and promote the creation and growth of SMEs. These objectives will be met by:

- a) improving access to finance for SMEs in the form of equity and debt;
- b) improving access to markets, particularly inside the Union but also at global level;
- c) improving framework conditions for the competitiveness and sustainability of Union enterprises, particularly SMEs, including in the tourism sector;
- d) promoting entrepreneurship and entrepreneurial culture;

These are the four specific objectives of COSME and the Work Programme is structured upon them.

COSME actions seek to optimise synergies with other programmes such as Horizon 2020, the Partnership Instrument and the European Structural and Investment Funds (ESIF), in particular as regards: internationalisation, entrepreneurship, the economic exploitation of new ideas, the creation of new firms, new business models, advanced capacities for product and service development, the capacity of SMEs to engage in growth in regional, national and international markets, developing ICT products and services, e-commerce, e-skills, investment in innovation and research, technology transfer, networking, clusters and Key Enabling Technologies.

The Commission has committed to mainstream climate action into Union spending programmes and to direct at least 20% of the Union budget to climate-related objectives. In this view, the need of enterprises to adapt to a low-carbon, climate-resilient, energy and resource efficient economy shall be promoted in the implementation of the Programme.

While the Commission remains responsible for the implementation of COSME, some implementing tasks are delegated to an executive agency, the European Agency for Small and Medium-sized Enterprises (EASME), while the financial instruments are entrusted to the European Investment Fund (EIF).

This Work Programme sets out 28 actions to implement COSME in 2016, with a budget of EUR 270 million¹ to be financed under the four objectives of COSME. A number of these actions are directly continuing actions of the 2015 Work Programme, ensuring continuity and coherence in the support provided to SMEs and entrepreneurs.

The Commission will draw up an annual monitoring report on the efficiency and effectiveness of supported activities, on the basis of a set of indicators set out in the COSME Regulation and in this work programme.

¹ Subject to the availability of appropriations.

A. Access to Finance

The first specific objective of COSME, is “*to improve access to finance for SMEs in the form of equity and debt*” as described in Article 8 of the COSME Regulation. Specific provisions for the financial instruments are provided for in Article 16 – 19, with the Equity Facility for Growth covered by Article 18 and the Loan Guarantee Facility by Article 19.

In 2016, there will be up to three actions to be financed under this specific objective with a budget of around EUR 167 million.

GRO/SME/16/A/01 - FINANCIAL INSTRUMENTS – LOAN GUARANTEE FACILITY INCLUDING THE SME INITIATIVE

OBJECTIVES PURSUED

Provide enhanced access to finance for SMEs in their start-up, growth and transfer phases through a debt financial instrument.

DESCRIPTION OF THE ACTIONS TO BE FINANCED

One of the financial instruments set up under COSME is the Loan Guarantee Facility (LGF) which provides

- Counter-guarantees and other risk sharing arrangements for guarantee schemes including, where appropriate, co-guarantees;
- Direct guarantees and other risk sharing arrangements for any other financial intermediaries.

The LGF is the successor of the SME Guarantee Facility established under the Competitiveness and Innovation Framework Programme - CIP (2007 - 2013). Based on the experience gained under CIP and in line with requirements formulated for financial instruments under the Financial Regulation (EU, Euratom N° 966/2012 of October 2012) the terms and conditions for the COSME financial instruments have been adjusted.

The implementation of the LGF is entrusted to the European Investment Fund (EIF). A continuous open call for expression of interest has been published by the EIF to which financial intermediaries may apply at any time until 30 September 2020. The call sets out the terms and conditions for the different implementing mechanism under the LGF (capped guarantees, guarantees for securitisation transactions). These may be complemented by calls for those Member States which have opted use the COSME resources for the SME Initiative as set out below.

The characteristics of the LGF in the form of capped (counter-)guarantees are:

- Guarantees for debt financing (including via subordinated and participating loans, leasing or bank guarantees) which shall reduce the particular difficulties that viable SMEs face in accessing finance either due to their perceived high risk or their lack of sufficient available collateral;
- Up to an amount of €150,000 all types of SMEs (regardless of sector or size) will be eligible for financing under the LGF. Above the threshold financial intermediaries will have to verify that the SME is not RDI driven and therefore not eligible for financing under the Horizon 2020's SME & small midcaps debt financing window (InnovFin SME Guarantee Facility). As regards the level of the guarantee, the entrusted entity will provide guarantees to financial intermediaries which will cover a portion of the

expected losses of a portfolio of newly generated, higher-risk SME transactions.

- The portfolios shall be composed of transactions which the financial intermediary would not have supported in the absence of the guarantee. The range of financial products which can be supported through the guarantees is intended to be broad so as not to discriminate amongst the SME population and to allow financial intermediaries to tailor products according to the specific needs of the market in which they operate.
- Individual guarantee agreements to be signed by the entrusted entity with a financial intermediary will have a maximum duration of 10 years, whereby it shall be permissible that individual financing transactions have maturities exceeding 10 years. Individual financing transactions must have a minimum duration of 12 months.

The characteristics of the LGF in the form of guarantees for securitisation transactions are:

- Guarantees for the mezzanine tranche of securitisation of SME debt finance portfolios, which are coupled with a contractual undertaking by the financial intermediary to build up new SME debt finance portfolios. The amount of this new debt financing shall be calculated in relation to the amount of the guaranteed portfolio risk. This amount and the period of time shall be negotiated individually with each originating institution by the entrusted entity.

The LGF is demand-driven meaning that the allocation of funding will take place based on the demand expressed by financial intermediaries also taking into account the need for a broad geographical distribution (e.g. through incentives to be provided from the Commission to the entrusted entity).

Relationship with Horizon 2020:

The LGF is part of the single EU debt financial instrument for EU enterprises' growth and research and innovation (R&I), together with the InnovFin SME Guarantee facility set up under the Horizon 2020 programme. The InnovFin SME Guarantee facility, which is also entrusted to the EIF for implementation, provides financing to SMEs and small midcaps with significant research, development and innovation (RDI) potential or investments in RDI activities, both with significant technological and financial risk provided that these are eligible under the innovation criteria as set out in the open call for expression of interest published for this facility.

Financial intermediaries will be free to apply either for one or both facilities under COSME and Horizon 2020 in line with their business objectives and possibilities to reach the potential target group of the different facilities.

LGF contribution to the EU SME Initiative

The EU SME Initiative is conceived as an anti-crisis measure with budget commitments over 3 years (2014-2016); building on the EU financial instruments that support lending to SMEs (COSME LGF and/or InnovFin SME Guarantee Facility under Horizon 2020).

It is implemented as a "joint instrument", i.e. - a mechanism allowing Member States to allocate European Structural and Investment Funds (ESIF) under their responsibility to programmes managed directly by the Commission, with disbursement geographically linked to contributions. This mechanism is provided for by the Common Provisions Regulation (CPR) governing the implementation of ESIF and the principle of such combination is also

contained in the legal basis for COSME and Horizon 2020.

The SME Initiative is implemented in the form of uncapped portfolio guarantees and/or securitisation operations using funds from COSME and/or Horizon 2020 and ESIF combined with resources from EIB and EIF. Member States are free to decide on the desired implementation mechanism as well as on the central EU financial instrument with which the pooling of resources shall occur.

Under both uncapped guarantees and securitisation, ESIF will guarantee the most junior tranche of the portfolio (i.e. the highest risk) and a combination of ESIF, EU (i.e. COSME and/or Horizon 2020) and EIF resources will cover the mezzanine tranche. The senior tranche will be covered by EIB and, if possible, national promotional banks. In the case of securitisation, the senior tranche should achieve high credit rating and could be sold to institutional investors.

Participation by Member States is entirely voluntary. Currently Spain and Malta are participating and both countries have decided to opt for the combination of resources with Horizon 2020 only.

The Commission has invited further Member States to join the SME Initiative, especially following the announcement of the Juncker Plan in November 2014² to support investments into the real economy.

A number of additional Member States have expressed interest to participate in the SME Initiative such as Bulgaria, Romania and Italy. While no decision have been taken as to whether a combination of resources would occur with COSME and/or Horizon 2020, the maximum amount of budget resource required from the COSME LGF would be approximately EUR 10 – 12 million.

Relationship with the European Fund for Strategic Investments (EFSI)³

As the resources which can be made available under the LGF are not sufficient to satisfy market demand (i.e. total of applications received from Financial Intermediaries by the EIF) for the financing of SMEs, a second amendment of the COSME Delegation Agreement has been signed on 22 July 2015, allowing for the combination of LGF resources with additional risk-bearing capacity under EFSI so as to avoid disruptions in signing transactions with financial intermediaries. Such combination will allow addressing sub-optimal investment situations in the Member States at a much faster pace than would have been possible under COSME LGF only. This frontloading of the LGF budget necessitates that budget which may become available in later years of the programming period will be used to replace the EFSI guarantee by COSME. It is envisaged that latest by the end of 2020 any EFSI guarantee provided for COSME LGF transactions has been replaced by coverage through the budget of the COSME LGF. This frontloading mechanism is only applicable for capped guarantee transactions signed with financial intermediaries in Member States.

² Communication from the Commission to the European Parliament, the Council, the European Central Bank, the European Economic and Social Committee, the Committee of the Regions and the European Investment Bank - An Investment Plan for Europe - COM/2014/903 final

³ Regulation (EU) 2015/1017 of the European Parliament and of the Council of 25 June 2015 on the European Fund for Strategic Investments, the European Investment Advisory Hub and the European Investment Project Portal and amending Regulations (EU) No 1291/2013 and (EU) No 1316/2013 — the European Fund for Strategic Investments

The maximum overall guarantee provided under EFSI towards the LGF shall not exceed EUR 500 million.

EXPECTED RESULTS

The EU added value will lay in the fact that financial intermediaries are encouraged to finance transactions which they would not finance in the absence of the guarantee due to the higher risks involved. In addition, the expertise of the EIF allows dissemination of best practices to less developed SME financing markets via dedicated information tools and can support product innovation (e.g. facilitating the creation of mezzanine products).

It is expected that over the lifetime of the programme between 220,000 and 330,000 SMEs will receive financing for a total value ranging from EUR 14 to 21 billion.

THE METHOD OF IMPLEMENTATION AND THE INDICATION OF THE AMOUNT ALLOCATED

IMPLEMENTATION MODE	TITLE	BUDGET (EUR)
Indirect Management	Loan Guarantee Facility including SME Initiative	116 184 073
Total		116 184 073

The budget amount of the LGF will be increased by the amount of annual repayments generated by the LGF and assigned to the LGF in accordance with Articles 21(3)(i) and 140(6) of Regulation (EU, Euratom) No 966/2012.

INDICATIVE IMPLEMENTATION TIMETABLE

MILESTONE DESCRIPTION	INDICATIVE QUARTER
Delegation Agreement signed with the entrusted entity	Q3 2014
Call for expression of interest launched by the entrusted entity	Q3 2014
First due diligence conducted for potential financial intermediaries	Q4 2014
First agreements signed with Financial Intermediaries	Q4 2014
First agreements signed benefitting from EFSI support	Q3 2015
Indicative total duration (months): The Delegation Agreement shall be valid until the last of the transactions under the programme is fully completed (latest by 2034).	
The call for expression of interest shall be open for application by the financial intermediaries throughout the lifetime of the programme with a latest date for application being 30 September 2020.	

INDICATORS

Indicators for 2016 budget:

Volume of financing made available and number of firms benefiting from financing: Value of financing mobilised ranging from € 2.3 billion to € 3.5 billion; number of firms receiving financing which benefits from COSME guarantee ranging from 35,700 to 53,600.

The above values have been computed based on the leverage targets of COSME which calls for a leverage of 1:20 - 1:30 for the debt instrument. They refer to new SME loan portfolios built during the whole availability period of individual deals with financial intermediaries authorised in 2016.

EFSI frontloading effect: Due to the fact that additional COSME LGF transactions will be signed under the EFSI guarantee in 2016 exceeding the available budget for 2016, the value of financing and the number of firms that will benefit from this financing is expected to double the number mentioned above.

GRO/SME/16/A/02 - FINANCIAL INSTRUMENTS – EQUITY FACILITY FOR GROWTH

OBJECTIVES PURSUED

Provide enhanced access to finance for SMEs in their start-up, growth and transfer phases through an equity financial instrument.

DESCRIPTION OF THE ACTIONS TO BE FINANCED

The Equity Facility for Growth (EFG) is one of the successor instruments of the High Growth and Innovative SME Facility (GIF) established under the Competitiveness and Innovation Framework Programme - CIP (2007 - 2013). It succeeds the GIF2 window set up under GIF to cover expansion stage investments into SMEs. Based on the experience gained under CIP and in line with requirements formulated for financial instruments under the Financial Regulation (EU, Euratom N° 966/2012 of October 2012) the terms and conditions for the COSME financial instruments have been adjusted.

The implementation of the EFG is entrusted to the European Investment Fund (EIF). A continuous open call for expression of interest, including the detailed terms and conditions, has been published by the EIF to which financial intermediaries may apply at any time until 30 September 2020.

Through the EFG risk capital funds can be supported which invest into SMEs at the growth stage, predominantly on a cross-border basis, or which help portfolio companies to grow beyond their national markets with a view to supporting the development of a self-sustainable pan-European risk capital market.

The characteristics of the EFG are:

- The entrusted entity shall make direct investments in intermediary risk capital funds providing investments for SMEs typically in their expansion and growth stage. These risk capital funds shall provide equity and mezzanine finance, such as subordinated or participating loans;
- Investments shall be long-term, normally involving 5 to 15 year positions, whereby the life of an investment shall not exceed 20 years;
- Investments may also be made into risk capital funds investing at the seed, start-up

and early stage in conjunction with the Equity Facility for R&I (Research and Innovation) under Horizon 2020 whereby the investment from EFG shall not exceed 20% of the total EU investment;

- In the case of multi-stage funds, the COSME EFG and Horizon’s Equity Facility for R&I will contribute pro rata to the funding of the risk capital funds based on the fund’s investment policy.

The EFG is demand-driven, meaning that the allocation of funding will take place based on the demand expressed by financial intermediaries also taking into account the need for a broad geographical distribution (e.g. through fee incentives which the Commission has provided to the entrusted entity).

Relationship with Horizon 2020:

The EFG is part of the single EU equity financial instrument for EU enterprises’ growth and research and innovation (R&I), together with the Horizon 2020 early-stage equity facility. The InnovFin SME Venture Capital under Horizon 2020 will focus on risk capital funds investing in seed, start-up and early-stage SMEs and small midcaps that are RDI-driven.

Financial intermediaries will be free to apply either for one of the two facilities under COSME and Horizon 2020 or for both in line with the fund’s investment policy. The InnovFin SME Venture Capital succeeds the GIF1 equity facility under the Competitiveness and Innovation Framework Programme.

Relationship with the European Fund for Strategic Investments (EFSI)

The implementation of the EFG may be subject to review, reorientation or adaptation due to EFSI.

EXPECTED RESULTS

The EU added-value will lay in the fact that support is provided for funds investing on a cross-border basis or funds which help SMEs to internationalise, thereby complementing national efforts which tend to concentrate on the development of national risk capital markets. The EFG will thereby have a catalytic effect for the development of a pan-European risk capital market.

It is expected that over the lifetime of the programme between 362 and 544 firms will receive venture capital investment with overall volume invested ranging from €2.6 to €4.0 billion.

THE METHOD OF IMPLEMENTATION AND THE INDICATION OF THE AMOUNT ALLOCATED

IMPLEMENTATION MODE	TITLE	BUDGET (EUR)
Indirect Management	Equity Facility for Growth	49 650 000
Total		49 650 000

The budget amount of the EFG will be increased by the amount of annual repayments generated by the EFG and assigned to the EFG in accordance with Articles 21(3)(i) and 140(6) of Regulation (EU, Euratom) No 966/2012 and by the amount of annual repayments generated by the second window of the High Growth and Innovative SME Facility established

under Decision No 1639/2006/EC (GIF2) and assigned to the EFG in accordance with Articles 14(7) and 21(4) of Regulation (EU, Euratom) No 966/2012.

INDICATIVE IMPLEMENTATION TIMETABLE

MILESTONE DESCRIPTION	INDICATIVE QUARTER
Delegation Agreement signed with the entrusted entity	Q3 2014
Call for expression of interest for EFG only launched by the entrusted entity	Q3 2014
First due diligence conducted for potential financial intermediaries	Q4 2014
First agreements signed with Financial Intermediaries	Q3 2015
Updated call for expression of interest covering Horizon 2020 early –stage facility and the EFG	Q3 2015
<p>Indicative total duration (months): The Delegation Agreement shall be valid until the last of the transactions under the programme is fully completed (latest by 2034).</p> <p>The call for expression of interest shall be open for application by the financial intermediaries throughout the lifetime of the programme with a latest date for application being 30 September 2020.</p>	

INDICATORS

Indicators for 2016 budget:

Overall risk capital invested and number of firms being supported: Overall value of risk capital investments ranging from €0.2 billion to €0.3 billion; number of firms receiving risk capital investments ranging from 27 to 41.

The above values have been computed based on the leverage targets of COSME which calls for a leverage of 1:4 - 1:6 for the equity instrument. They refer to investments made during the life-time of risk capital funds in which COSME EFG investments were authorised in 2016.

GRO/SME/16/A/03 - FINANCIAL INSTRUMENTS – ACCOMPANYING ACTIONS

OBJECTIVES PURSUED

1. Survey on SMEs' access to finance

- to address a substantial lack of available information on the financial situation of SMEs especially with respect to timely information,
- to increase availability and quality of data on SMEs access to finance for policy-making purposes, particularly concerning the start-up and growth of SMEs,
- to limit the statistical burden imposed on enterprises by the data collection requirements imposed by the Commission and the ECB and by conducting only one comprehensive survey,

- to allow both institutions to fulfil their individual data collection task in a very cost-efficient manner by sharing the overall costs and through economies of scale by pooling the purchasing power and the resources.

2. Promotional activities

- to improve information to beneficiaries,

-to promote the use of guarantees, venture capital and alternative sources of finances for SMEs.

3. Studies

- to support policy making initiatives,

- to monitor the recent developments of SMEs' access to finance in Europe.

4. Workshops

- to bring together all stakeholders (SME representatives, banks and other organizations),

- to improve policies on financing innovation and SMEs,

- to follow, discuss and make proposals concerning SME financing in the European Union,

- to monitor the SME financing environment, exchange good practices and communicate about European Union actions.

5. Disseminating information to SMEs about access to EU sources of financing

- to inform SMEs about access to EU sources of financing on a single webportal, to be accessed through Your Europe Business.

DESCRIPTION OF THE ACTIONS TO BE FINANCED

Accompanying actions for the COSME financial instruments are mostly based on the Action Plan on access to finance⁴.

1. Survey on SMEs' access to finance

Timely information on the financial situation of SMEs is necessary for evidence based policymaking. Taking into account our obligation to limit the burden that data collection places on SMEs, the Commission and the European Central Bank (ECB) designed a joint survey on the financial situation of SMEs. The Commission waves (the survey that is co-financed by ECB and Commission) will be conducted once a year. Survey provides comparable results across EU Member States and other participating countries.

Previous Commission waves of the survey were conducted in 2009, 2011, 2013, 2014 and 2015.

2. Promotional activities

Difficulties in accessing finance are one of the main obstacles obstructing the growth of SMEs. There are multiple structural and cyclical causes for such obstacles. Information asymmetries between the suppliers and demanders of funds play a major role. The Commission will promote the use of EU financial instruments through communication

⁴ An action plan to improve access to finance for SMEs COM (2011) 870:
<http://eur-lex.europa.eu/LexUriServ/LexUriServ.do?uri=COM:2011:0870:FIN:EN:PDF>

material and provide better information to SMEs on alternative sources of finance. The results will be disseminated through the web, publications and events.

3. Studies

The studies will be carried out on SME financing, including evaluation and monitoring of the recent developments in Europe, in order to support policy making.

4. Workshops

Workshops with SMEs, banks and other financial institutions will be organised to monitor the market situation and to facilitate SMEs' access to finance. The workshops will be organised on an ad-hoc basis depending on interest/needs expressed by stakeholders, SME financing trends and political priorities. The latter include follow-up of actions initiated under the 2011 Action Plan on access to finance and the (forthcoming) action plan on long-term finance of the European economy.

5. Disseminating information to SMEs about access to EU sources of financing

The Commission will continue updating and promoting the single web portal on EU finance, to be accessed through Your Europe Business.

EXPECTED RESULTS

The expected results are:

- Improved understanding of SME access to finance issues and developments,
- Limited statistical burden on the SMEs and efficient use of resources for the statistical purposes,
- Input for the evidence-based policy making and identification of the needs to adjust policies on SME access to finance,
- Easier access by SMEs to relevant information about EU sources of finance;
- Positive feedback from participants on quality, relevance and added value of activities

Effective and efficient monitoring of and reporting on financial instruments implemented under COSME.

THE METHOD OF IMPLEMENTATION AND THE INDICATION OF THE AMOUNT ALLOCATED

IMPLEMENTATION MODE	TITLE	BUDGET
Specific contract under a framework contract	Survey on SMEs' access to finance	650 000
Specific contract under a framework contract	Studies	400 000
Reimbursement experts	Workshops	100 000
Specific contract under a framework contract	Workshops	50 000

IMPLEMENTATION MODE	TITLE	BUDGET
Specific contract under a framework contract	Disseminating information to SMEs about access to EU sources of financing	170 000
Specific contract under a framework contract	Promotional activities	100 000
Total		1 470 000

INDICATIVE IMPLEMENTATION TIMETABLE

MILESTONE DESCRIPTION	INDICATIVE QUARTER
Conferences/meetings/workshops/studies/single web portal/promotions	Q1 – Q4 2016
Indicative total duration: 12 months	

INDICATORS

1. Survey on SMEs' access to finance

- Timely carry-out of the survey
- Level of dissemination of results in media
- Geographical and thematic coverage of the survey

2. Promotional activities

- Positive feedback from participants on quality, relevance and added value of promotional material
- Level of dissemination of results in media

3. Studies

- Timely carry-out of the studies
- Positive feedback from the stakeholders on quality, relevance and added value of studies
- Geographical and thematic coverage of the studies

4. Workshops

- Organise 3 to 5 events on issues relevant to policy making
- Positive feedback from participants on quality, relevance and added value of workshops
- Number of proposals generated or further developed through the workshops

5. Disseminating information to SMEs about access to EU sources of financing

- Improving web metrics regarding access to the single webportal

B. Access to Markets

The second specific objective of COSME is “*to improve access to markets, particularly inside the Union but also at global level*” described in Article 9 of the COSME Regulation. Specific provisions for the Enterprise Europe Network are provided in Article 10.

In 2016, there will be up to 6 actions financed under this specific objective with a budget of more than EUR 52 million.

GRO/SME/16/B/01 - ENTERPRISE EUROPE NETWORK

OBJECTIVES PURSUED

The Enterprise Europe Network activities directly contribute to the overall Europe 2020 objectives of smart and sustainable growth, aiming at a competitive environment and stimulating the innovation capacity of businesses, especially SMEs. At the same time, the Network is a sounding board and a link between the Commission and the SME community in the implementation of the Think Small First principle and the Small Business Act. It aims to:

- Help EU SMEs finding international business, technology and research partners in the EU, COSME participating countries and third countries;
- Develop and provide a balanced integrated service range to SMEs to become active in the Single Market and beyond (e.g. regarding EU legislation and programmes, EU funding, intellectual property rights), linking up with regional actors and policies;
- Increase competitiveness of SMEs by internationalisation and innovation support services;
- Contribute to the SMEs feedback function to obtain SMEs opinion on Union policy options;
- Strengthen support for SMEs interested in participating in Horizon 2020 and corresponding calls for proposals, in particular encourage SMEs to participate to the SME Instrument; seek cooperation with Horizon 2020 national contact points.
- Provide support to enable SMEs to turn the climate resource efficiency and renewable energy challenge into opportunities, including providing information, assistance in participation in European-funded projects, and partnering and advice on resource efficient practices (contributing to the Climate Action, Green Action Plan and Eco-innovation Action Plan);
- Improve SME's awareness on access to finance;
- Improve SME's awareness about other EU initiatives such as the Your Europe portal and connected assistance services;
- Ensure visibility, recognition and local awareness about the Network.

DESCRIPTION OF THE ACTIONS TO BE FINANCED

The Enterprise Europe Network provides business support services – in particular for SMEs – by offering information, feedback and partnering services, innovation, technology and knowledge transfer services. The Network provides services encouraging the participation of SMEs in the COSME and Horizon 2020 programme as well as internationalisation services beyond the Single Market and informs SMEs on funding opportunities under the European Structural and Investment Funds. The Network helps SMEs with regards to access to finance and EU funding and helps them to become more resource and environmentally efficient

including through eco-innovation (e.g. Green Action Plan, verification of environmental technologies (ETV)).

Network organisations were selected by calls for proposals and signed grant agreements to cover the first operational period 2015-2016. The budget requested in the COSME work programmes 2016 and 2017 will be mainly used to cover the second operational period 2017-2018. Applicant organisations have to be established in EU Member States or in countries participating in the COSME programme under Article 6 of the COSME Regulation; they are legal entities, fully or partly public or private bodies; corporate bodies must be properly constituted and registered under the law.

The **Network animation** tasks include:

- Governing the Enterprise Europe Network, in particular by organising the annual conference, Steering Group, Working Group meetings or Network stakeholder meetings;
- IT tools and databases, in particular by operating, maintaining, improving and developing new IT tools and databases, ensuring data quality, and maintaining an IT helpdesk;
- Ensuring full operation of the Network in an efficient and proactive way;
- Helping the Network to provide its services in an efficient and effective manner and at the highest quality possible;
- Enabling Network partners to provide their services to European SMEs based on the "no wrong door principle".
- Network communication, information and support, implementation of the communication plan, prepare and make promotional material and infrastructure available, increase the Network visibility and facilitate networking;
- Training, implementing an operational training plan;
- Services to the Network, in particular managing knowledge contents, the forums system, valorising practices and running sector groups;
- Assistance to and mentoring of Network partners where quality of activities and services needs to be raised; regularly report on Network achievements, weaknesses, quality and risks.

The budget for Network animation may also include the budget needed to facilitate the integration of EEN Business Cooperation Centres located in Third Countries (travel and subsistence costs for training, working groups, steering groups, annual conference or sector groups)

During this second year of the Network in the COSME programme, the aim is to organise the **Annual Conference 2016** for the Network for about 800 participants in the country holding the rotating presidency of the Council of the European Union. The action includes all practical aspects for the conference (consisting of national meetings, opening session, parallel workshops, closing session, exhibition areas, catering etc).

JUSTIFICATION: An ad-hoc grant will be granted, without an open call for proposals under Article 190(1)(c) RAP, to the Slovakia government (or its representative), as Slovakia will hold the EU Council Presidency in 2nd half 2016.

EXPECTED RESULTS

The expected results are:

- Increased number of SMEs linked with other entities across Europe for cross-border business cooperation, technology and knowledge transfer and technology and innovation partnerships.
- Higher rate of European SMEs exporting within the Single Market.
- Higher rate of European SMEs exporting outside Europe.
- Better understanding of European SMEs of EU legislation and of opportunities offered by EU programmes and EU access to finance.
- Better knowledge in EU institutions of SMEs opinions, difficulties and expectations.

THE METHOD OF IMPLEMENTATION AND THE INDICATION OF THE AMOUNT ALLOCATED

IMPLEMENTATION MODE	TITLE	BUDGET (EUR)
Specific grant agreement	Enterprise Europe Network	42 000 000*
Specific contract under framework contract	Network Animation 2016	2 550 000
Grant - ad hoc grant Art. 190 RAP	Annual conference	450 000
Total		45 000 000

* an additional budget will be allocated in the work programme of 2017 to cover the needs for the specific grant agreements for the period 2017-2018.

INDICATIVE IMPLEMENTATION TIMETABLE

MILESTONE DESCRIPTION	INDICATIVE QUARTER
Launch of the call for proposals	Q1 2016
Signature of the contracts for Network Animation	Q1- Q4 2016
Signature Grant agreements for EEN members	Q4 2016 – Q1 2017
Grant - ad hoc grant Art. 190 RAP – Annual Conference	Q4-2016
Indicative total duration: 12 months (2016) for Network Animation 24 months for Network grants (2016 budget covers part of the operational period 2017-2018)	

INDICATORS

For the Network:

- Number of achievements (including business/technology/research Partnership Agreements and Advisory Service Outcomes);
- Number of SMEs reached via (digital) information services;

- Number of SMEs participating in brokerage events and company missions;
- Number of SMEs receiving support services (information, advice, events, IPR, business & technology reviews, financing, etc.);
- Impact on clients businesses: increased turnover, jobs created/maintained, new products or services developed, new markets accessed;
- Client satisfaction on the received services.

For the animation contract:

- Number of Network staff trained (centralised, de-centralised and e-learning);
- Number of Network staff having participated in staff exchange and mentoring activities;
- Number of visits to the public website of the Network

For the annual conference:

- Satisfaction of participants
- Number of participants

MAXIMUM RATE OF CO-FINANCING

60% for the Network grants

90% for the annual conference grant

GRO/SME/16/B/02 - YOUR EUROPE BUSINESS PORTAL

OBJECTIVES PURSUED

- Your Europe Business becoming the online gateway for SMEs and entrepreneurs who want to better know their rights and obligations when starting/managing a business in a different EU country;
- Provide practical information on the EU-wide rights/obligations;
- In cooperation with the Members States, provide information on practical implementation of the EU rules through national legislation;
- Use synergies with relevant assistance services, such as the Enterprise Europe Network, the EU.Go⁵ network, SOLVIT, Your Europe Advice, EURES: optimise signposting and inter-linking;
- Raise awareness of the portal among its target audience through search engine optimisation and promotion (in particular online), using partnerships with stakeholders and Member States;
- Enhance links with national business portals and use innovative ways of content provision for national information (e.g. content syndication systems with participating countries).

DESCRIPTION OF THE ACTIONS TO BE FINANCED

Your Europe Business Portal aims at being the reference public information portal for enterprises interested in cross-border activities within the European Union. Your Europe

⁵ See http://ec.europa.eu/internal_market/eu-go/

Business provides a multilingual practical guide that facilitates cross-border transactions. Your Europe Business Portal is part of the Your Europe Portal that includes a business and a Citizens section (financed outside the COSME programme). The portal offers all the information citizens and businesses need to exercise their single market rights in Europe. Its unique selling point is that it informs not only about the EU rules, but also how these apply in practice in each member state. In addition, the EU-level information is multilingual (in 23 official languages of the EU (all except Gaelic) and in Norwegian. Country-specific information is available in the national language(s) and English. Thus Your Europe offers businesses, public administrations and stakeholders a centralised and easy access to information on doing business in Europe, and signposts to more specialised information and help services, when relevant. To better address user needs, the content has been completely revamped in 2013-2015. This measure is the continuation of the actions under the objective of creation of an environment favourable to SME co-operation, particularly in the field of cross-border co-operation.

EXPECTED RESULTS

Through Your Europe Business the companies will be provided practical information on doing business in the Single Market. Your Europe Business as an online gateway to information and help signposts to specialised services for businesses, as listed above. In particular, Your Europe Business complements the local business support services provided by the Enterprise Europe Network. The two services help increase one another's outreach and mutually reinforce one another, offering businesses a seamless link from information to customised personal assistance. The goal is to increase the number of visits, as well as to constantly increase the visitors' loyalty.

THE METHOD OF IMPLEMENTATION AND THE INDICATION OF THE AMOUNT ALLOCATED

IMPLEMENTATION MODE	TITLE	BUDGET (EUR)
Specific contract under a framework contract	Your Europe Business Portal	450 000
Total		450 000

INDICATIVE IMPLEMENTATION TIMETABLE

MILESTONE DESCRIPTION	INDICATIVE QUARTER
Specific contract under a framework contract	Q2-Q3 2016
Indicative total duration: 12 months	

INDICATORS

- Number of visits to the portal (increase by 15% per year);
- Feed-back on user satisfaction based on a survey (target satisfaction rate above 85%).

GRO/SME/16/B/03 - SUPPORT TO SME INTERNATIONALISATION

OBJECTIVES PURSUED

Support the internationalisation of European SMEs, as well as strengthen the cooperation among national agencies and between these agencies and the European Commission

DESCRIPTION OF THE ACTIONS TO BE FINANCED

Action 1: Co-operation with Member States actors and agencies active in SME internationalisation on common projects in the field of trade promotion and missions for growth. This project is a follow-up of the one included in 2015 Work Programme and aims at strengthening the cooperation among national agencies and between these agencies and the European Commission. Potential areas of cooperation include exchange of experience, training, seminars, and staff exchange schemes on issues of common concern: economic analysis, impact assessment, monitoring of participating enterprises. This cooperation will be implemented via a call for proposals open to public organisations active in SME internationalisation or to private entities doing it on their behalf.

This measure will support further the internationalisation of European SMEs, as mentioned in the 2014 Communication “For a European Industrial Renaissance”, through reinforcing the representation of the European Union in major international fairs.

Action 2: The project will support the organisation of EU-Third Country events at the occasion of major international fairs, inside and outside the EU, including business-to-business meetings, information events, etc – 10 fairs should be covered over 2 years.

This project is based on the cooperation between the European Commission and the Member States actors and agencies active in SME internationalisation and will be implemented via a call for tenders.

EXPECTED RESULTS

At least 7 joint projects launched among these organisations;
At least 3 new tools developed in cooperation for the SME wanting to internationalise.
EU-Third Country events, including B2Bs in major international fairs.

THE METHOD OF IMPLEMENTATION AND THE INDICATION OF THE AMOUNT ALLOCATED

IMPLEMENTATION MODE	TITLE	BUDGET (EUR)
Call for proposals	Cooperation with national agencies for internationalisation	1 000 000
Call for tenders	EU-Third Country events, including B2Bs in major international fairs	1 350 000

IMPLEMENTATION MODE	TITLE	BUDGET (EUR)
TOTAL		2 350 000

INDICATIVE IMPLEMENTATION TIMETABLE

MILESTONE DESCRIPTION	INDICATIVE QUARTER
Launch of the call for proposals	Q1 2016
Launch of the call for tenders	Q1 2016
Signature of the grant agreement / contract	Q3 2016
Indicative total duration: 24 months	

INDICATORS

Number of joint projects launched among these organisations.

Number of tools developed in cooperation for the internationalisation of companies.

Number of organisations in the projects and their geographic spread.

Number of international fairs covered;

Number of European SMEs participating in those fairs;

Number of business cooperation activities and partnership agreements initiated through this action, as measured through ex-post surveys within two years after the events.

MAXIMUM RATE OF CO-FINANCING

75%

GRO/SME/16/B/04 - EU-JAPAN CENTRE FOR INDUSTRIAL COOPERATION

OBJECTIVES PURSUED

To improve the access of European businesses in particular SMEs into the Japanese market, by providing them with the needed data on local conditions, by acquainting them with commercial and industrial practises and by providing them with material and immaterial logistic support. Also to promote the training on production technologies, quality management and innovation (e.g. Vulcanus, Human resources training programme, World class manufacturing) aiming at improving the competitiveness of EU businesses.

DESCRIPTION OF THE ACTIONS TO BE FINANCED

In line with the EU and Japan's growth strategies and the priority topics of mutual interest, in 2016 the EU-Japan Centre will continue and further expand its focus on the following main thematic areas: SMEs internationalization support (horizontal priority across all activities); "post-Fukushima" and Olympics 2020 business opportunities (i.e. renewable Energy, Raw

Materials, Construction Products, Smart Cities, Public Procurement, Environmental Services; Healthy Ageing Populations; industrial innovation and business related R&D, including cooperation on yet unexplored high-tech sectoral niches such as satellite navigation industry and services (GNSS), awareness-raising of on-going FTA negotiations and possible outcomes for European SMEs.

Meanwhile, policy seminars on horizontal industrial policy elements (standardization, ICT, KETS etc.) and market access will remain constant priorities, together with the more ad-hoc events proposed for joint organization by the EU Delegation in Japan, the Member States and/or the Japanese authorities. Collaboration with EURAXESS Links, linking European and non-European researchers in a global community, should be developed.

In terms of priority activities, the EU-Japan Centre primarily intends to significantly consolidate its business support relevance, particularly for SMEs, by an enhanced use of Enterprise Europe Network, in synergy with the training and industrial innovation/R&D activities, by expanding its cluster related activities and particularly by maintaining two recent initiatives on business information support and logistic support. On information support: the comprehensive web info portal “EU-Japan Business Bridge” will be further developed and targeted at SMEs in both EU and Japan. On concrete logistic support, “Step in Japan” will continue to offer free “soft-landing” type of support (hotdesk, meetings/seminar space, info, interpretation support) for EU SMEs, within the Centre’s premises. The Tax and Public Procurement Helpdesk for European SMEs a new service which intends to support the market access of European companies (particularly SMEs) to Japan., It takes the form of first-line information and advice on tax and public procurement (PP) and related issues, plus related training, materials and online resources.

Furthermore, in order to consolidate its policy analysis/think tank activities and output, a competitive fellowship scheme (“Minerva Fellowship”) set up in 2014 will be continued. The fellowship will be targeted towards younger EU and Japanese academics, trade/ economic analysts and civil servants, with an active interest in Japan and EU-Japan cooperation from multiple perspectives (trade/market access, economy, industrial policy, business, R&D, etc..).The fellows undertake policy analysis on priority topics and support the regular policy agenda of the Centre.

EXPECTED RESULTS

1. At least 30 European participants for the “Vulcanus” in-company traineeships;
2. Improved information services and helpdesk to SMEs
3. Successful Organisation of a new session of the training programmes.

THE METHOD OF IMPLEMENTATION AND THE INDICATION OF THE AMOUNT ALLOCATED

IMPLEMENTATION MODE	TITLE	BUDGET (EUR)
Action grant directly awarded on the basis of Article 190 (1)(d) RAP and Article 4 of the Council Decision 92/278/EEC	EU-Japan Centre For Industrial Cooperation	2 800 000

IMPLEMENTATION MODE	TITLE	BUDGET (EUR)
Total		2 800 000

INDICATIVE IMPLEMENTATION TIMETABLE

MILESTONE DESCRIPTION	INDICATIVE QUARTER
Invitation to submit a proposal	Q1 2016
Signature of the grant agreement	Q2 2016
Indicative total duration: 12 months	

INDICATORS

<ol style="list-style-type: none"> 1. Number of seminars organised and attendance 2. Number of enquiries addressed to the Centre and satisfactory replies provided 3. Number of students participating in Vulcanus and their level of competence 4. Level of awareness about the Centre

MAXIMUM RATE OF CO-FINANCING

90%

GRO/SME/16/B/05 - IMPROVED POINTS OF SINGLE CONTACT

OBJECTIVES PURSUED

The Points of Single Contact (PSCs), created under Directive 2006/123/EC on services in the internal market, were created to support and simplify the SMEs access to the internal market. This is done by requiring the Points of Single Contact (which have been set up in each Member State in form of online portals) to provide information on regulatory requirements that the companies need to comply with and allowing the companies to complete administrative procedures online.

The PSCs, however, do not yet live up to their full potential. Greater account should be taken of the actual needs of businesses. This has been confirmed by business organisations, in particular the Confederation of European Business and Eurochambres, and by the recent study undertaken to evaluate the performance of the PSCs: [The Performance of the Points of Single Contact: An Assessment against the PSC Charter](#). Furthermore, links with the Your Europe Business portal as central entry point to information and advice for SMEs should be reinforced to ensure seamless navigation between EU-level information and national portals.

The proposed action on the PSCs aims to respond to this call and improve the user-friendliness of the PSC portals by engaging the companies (in particular SMEs) in a testing of the PSC so that the needs of businesses (in particular SMEs) are better taken into account by PSC owners when designing and improving the PSC portals. In addition, promotional activities should be organised to increase the awareness among the SMEs about the PSCs on the national level as well in the cross-border context. These activities will be coordinated

with the promotion of Your Europe Business.

Well-functioning Points of Single Contact are an important instrument for companies wanting to operate in other EU country as they ease administrative burden linked with obtaining relevant information on regulatory conditions in other Member States. It is important that the PSCs when providing their services (information and possibility to complete procedures online) take into account the needs of users, mostly SMEs. Only comprehensive, well-structured and easy to use PSCs can support SMEs in entering new markets within the EU. Digital transformation requires that public e-services like PSCs constantly adapt to the expectations of their users. In order to respond to these requirements, the PSCs need to be built around the needs of users and for this reason this action supports the engagement of the companies (in particular SMEs) in the development of the PSC's interface and e-services offered by the PSCs.

Additional action is foreseen for raising awareness among businesses about the services offered by the PSCs. This action should in particular target SMEs active in cross-border regions, which have bigger potential for expanding to other EU markets and in particular online. This action should be performed in cooperation with business support organisations (e.g. Chambers of commerce) to make sure that they are better informed about the support provided by the PSCs.

DESCRIPTION OF THE ACTIONS TO BE FINANCED

The proposed action aims to support the performance of the Points of Single Contact by taking into account the needs of its users (mostly SMEs) and improving the awareness of the tools among prospective users. For the implementation of this action, two main work streams are foreseen in pursuit of the two-fold objective: improve awareness & user-friendliness

Objective 1: user-friendliness

Improved user-friendliness of the PSC would be achieved by user testing of the PSCs portals by businesses. The user testing should focus on testing existing applications and interface in focus groups or panel sessions. This would serve to identify the existing gaps between the current structure and functions of the portals and businesses' expectations. It would help the national entities in charge of running the PSCs to come up with the improved website design and services that better match the needs of businesses. This could include: structuring the information better by applying the business life cycle approach & providing for different pathways for different users (e.g. whether national or cross-border), improving the search functions and links with the websites of different competent authorities. Under this objective, project focusing on one PSC as well as projects involving various PSCs (including from different Member States) should be eligible. This should cover user testing as well as foreseen improvements to the PSC portals.

The user testing should focus primarily on the PSCs that underperform. For this purpose the Commission study on the [Performance of the PSCs](#) and the data published in [the Single Market Scoreboard](#) could be used as a benchmark.

Objective 2: improve awareness

Improved awareness would be pursued by promotion efforts (focusing mainly online and could include e.g. targeted ads campaigns), outreach activities to SMEs (especially those

active cross-borders) and jointed projects with business support organisations. When possible and suitable, awareness raising activities should be complemented by the use of the existing channels and resources of the Enterprise Europe Network partners.

Under this objective, cross-border projects involving at least two MS will be eligible.

So far the Commission has been organising in-house user testing of the PSCs. This exercises allowed PSCs to receive feedback from other Member States and not from business' users. User testing was also organised with the help of the Eurochambres and Enterprise Europe Network. This exercise was run by the Commission but due to the scope (covering all MS); this exercise was limited and performed mostly for Commission benchmarking purposes. This action should be regularly undertaken to improve the user-friendliness of the PSC portals.

No previous measures were taken on improving awareness at EU level as regards the Point of Single Contact. Member States' efforts in this respect remain scattered and are rarely coordinated in order to achieve broader impact. The need for future awareness raising activities should be aligned with the EC plans related to the Digital Single Gateway as announced in the Digital Single Market Strategy and to be specified in the Internal Market Strategy.

The action will contribute to the better functioning of the PSCs by improving their services offer and making it easier for companies wanting to provide their service cross-border to receive information and comply with administrative requirements. This should improve the access of companies active in the services sector to other EU markets.

EXPECTED RESULTS

Improvements in the functioning of the Points of Single Contact taking into account the needs of the business users & increase in the awareness about the services of the Points of Single Contact among businesses

THE METHOD OF IMPLEMENTATION AND THE INDICATION OF THE AMOUNT ALLOCATED

IMPLEMENTATION MODE	TITLE	BUDGET (EUR)
Call for proposals	Points of Single Contact: increasing user-friendliness through uses testing	500 000
Call for proposals	Points of Single Contact: awareness raising	500 000
Total		1 000 000

INDICATIVE IMPLEMENTATION TIMETABLE

MILESTONE DESCRIPTION	INDICATIVE QUARTER
Launch of the call for proposals	Q1-Q2 2016

Signature of grant agreement	Q3 2016
Indicative total duration: 4 – 6 months	

INDICATORS

<p>Objective 1: user-friendliness Number of PSCs organising user testing List of modifications made to the PSC portals following the PSC testing</p> <p>Objective 2: improve awareness Number of PSCs organising awareness raising activities Number of events (conference, workshops, seminars) organised to increase the awareness For each event organised the number of participants For online promotional activities: relevant statistics on webtraffic (e.g. google analytics)</p>

MAXIMUM RATE OF CO-FINANCING

75%

GRO/SME/16/B/06 - IMPROVING SMES' ACCESS TO PUBLIC PROCUREMENT

OBJECTIVES PURSUED

To improve SMEs' access to public procurement, especially across borders.

DESCRIPTION OF THE ACTIONS TO BE FINANCED

Improving SMEs' access to public procurement is an important objective for the European Commission. The SMEs weight in above threshold procurement is still low when compared with their contribution to GDP (only 45% compared to 58%). The participation of SMEs in cross-border procurement is even lower.

The recent public procurement reform introduced specific legislative measures in this area, including an encouragement to divide contracts into lots; the limitation of the turnover required to participate in a tender procedure; and the reduction of documentation requirements. These measures address several of the barriers SMEs face, but others, such as lack of knowledge about the procedures, especially in other member States, limited tender skills and experience, little dialogue with procurers, etc. remain. These issues are better tackled by support to the SMEs directly.

The current action is designed to give support to SMEs through co-financing actions of intermediate organisations supporting SMEs' participation in public procurement, especially cross border. As a result, these organisations should offer more and better support. This measure should complement the information on Your Europe Business and the efforts done by the Enterprise Europe Network (EEN) in this field and serve as a basis for a better understanding of the SMEs' concrete needs and developing more precise tools. Furthermore, certain tools developed under this project as well as the experience gained could be transferred

to the EEN for further dissemination to SMEs.

This action will be implemented through a call for proposals. As the needs of the SMEs vary from country to country and from sector to sector, this measure will give flexibility to the organisations submitting the proposal to tailor their services to their client needs. However, the action could cover several measures such as exchange of information on procurement between the Member States (tenders alerts and guides on what is specific to the respective country on public procurement), training and advisory services to SMEs, business-to-procurers events, partner-finding support, etc.

EXPECTED RESULTS

Among the expected results one can include:

- Better informed and prepared SMEs to participate in public procurement;
- More SMEs participating in public procurements;
- Materials on the specificities of the public procurement legislation in the different Member States;
- Better informed procurers on the specificities of SMEs and on the technologies available on the market.

THE METHOD OF IMPLEMENTATION AND THE INDICATION OF THE AMOUNT ALLOCATED

IMPLEMENTATION MODE	TITLE	BUDGET
Grant - Call for proposals	Improving SMEs access to public procurement	800 000
Total		800 000

INDICATIVE IMPLEMENTATION TIMETABLE

MILESTONE DESCRIPTION	INDICATIVE QUARTER
Call for proposal	Q1 2016
Signature of grant agreements	Q3 2016
Indicative total duration	18 months

INDICATORS

1. Number of SMEs reached by these actions (at least 500 SMEs from 5 Member States)
2. Number of guides developed for the Member States specificities (at least 5)
3. Number of meeting the procurers events (at least 5 meetings organised)
4. Number of partner-matching actions (at least 10)

MAXIMUM RATE OF CO-FINANCING

75%

C. Framework Conditions for Enterprises

The third specific objective of COSME is “to improve framework conditions for the competitiveness and sustainability of Union enterprises, particularly SMEs, including in the tourism sector” described in Article 11 of the COSME Regulation.

In 2016, there will be up to 15 actions to be financed under this specific objective with a budget of more than EUR 37 million.

GRO/SME/16/C/01 - SME POLICY (SPR, SBA, outreach)

OBJECTIVES PURSUED

This measure includes:

- the **SME Performance Review**
- the **SBA implementation**
- **Outreach tools**

The general objective of the **SME Performance Review** is to provide an empirical statistical tool to monitor SME performance and guide policy making. It will enable the Commission to effectively monitor the implementation of the as well as the related SME policy elements of the EU2020 strategy.

The **SBA implementation** measure aims to support the implementation of the SBA by ensuring the follow-up and monitoring (including exchange of good practices).

The objective of the **Outreach tools** is to provide communication and information tools to promote

the SME policy i.e. Small Business Act, its implementation in the Member States and inform SMEs /

SME stakeholders / relevant public authorities on SME policy / economic

developments/available support at EU and Member States level (including SME Performance Review).

DESCRIPTION OF THE ACTIONS TO BE FINANCED

The **SME Performance Review** is made up of annual reports and studies.

The 2016 annual report will include an overview of the size, structure and importance of European SMEs, outline the major trends and provide a summary of recent policy developments. The country fact sheets will be instrumental in the monitoring of the SBA implementation. In addition topical studies could be run.

The **SBA implementation** measure will follow-up the implementation of the SBA and in particular will improve its governance by monitoring EU and Member State activities, ensuring and organising the systematic exchange of best practice through events, online tools and experts meetings. In particular it will cover the SME Envoys network meetings, the implementation of the SME Envoys network work programme, the SME Week, the Single Market Forum events and the annual SME Assembly including the European Enterprise Promotion Awards (EEPA). It will furthermore cover meetings of the SBA National Contact Points (Sherpas to the SME Envoys), the SME Week coordinators and the EEPA Single points of contact.

Outreach tools (SME Portal and other tools such as web-based, audiovisual and/or printed leaflets, social media campaigns, SME definition tool) aim at communicating SME policy to SMEs and stakeholders, particularly regarding the SBA and its implementation, to SMEs and stakeholders. It will also cover communication activities linked to the SME Envoys network.

It also includes the production of brochures and website tools for the promotion of the SME Performance Review.

EXPECTED RESULTS

SME Performance Review:

- Improved knowledge and understanding of the situation of European SME;
- Better awareness among target groups of the Small Business Act and its effects on the SME sector in EU's member states;
- High quality estimation and analysis provides a basis for evidence-based policy making;
- Comparison against the large enterprises sector and benchmarking against the EU average.

SBA implementation:

- Increased commitment of MS to implement the SBA through the good functioning of the SME Envoys
- Increased involvement of SME stakeholders in EU-level policy making through an annual forum as foreseen by the SBA (SME Assembly) and more frequent arrangements to collect feedback on future EU-initiatives.
- Maintain the SME week as a "vitrine" to allow Members States and other countries participating in COSME to showcase their SME policy instruments and activities

Outreach tools:

- Increased awareness of EU programmes and initiatives to support SMEs
- Increased awareness of the good practices in the area of SME policy

THE METHOD OF IMPLEMENTATION AND THE INDICATION OF THE AMOUNT ALLOCATED

IMPLEMENTATION MODE	TITLE	BUDGET (EUR)
2 specific contracts under Framework Contract	SME Performance Review	1 250 000
5 specific contracts under existing framework contract	SBA implementation (SME Assembly, SME Week, SMF)	1 500 000
8 specific contracts under existing Framework Contracts	SBA implementation (SME Envoys network and expert meetings)	750 000
1 specific grant agreement under Framework Partnership Agreement (max co-fin. 95%) & individual contracts	Outreach tools	1 000 000
Total		4 500 000

INDICATIVE IMPLEMENTATION TIMETABLE

MILESTONE DESCRIPTION	INDICATIVE QUARTER
SME Performance Review: Specific contract	Q2 2016

MILESTONE DESCRIPTION	INDICATIVE QUARTER
Meeting SME Envoys Sherpa meetings EEPA and SME Week coordinators 2016 SME Assembly	Q1 2016 – Q4 2016
Business Planet	Q4 2016
Portal and other tools	Q2 2016
Indicative total duration: 12 months	

INDICATORS

SME Performance Review:

1. The annual report on European SMEs;
2. A complete set of SBA fact sheets (37 fact sheets for the individual countries of an average length of some 15 pages each);
3. Publication of the fact-sheets is to be accompanied by "satellite" documentation (press releases, technical notes, databases, website, etc.); there will also be a separate summary report summing up the main trends of the data compiled for the 37 individual fact sheets.

SBA implementation:

1. Number of meetings organised
2. Number of participants
3. Timely dissemination of the results
4. Progress achieved in the implementation of the measures in the 10 key areas of the SBA

Outreach tools

- 1 - Timely production of tools (web-based, audiovisual and/or printed leaflets, social media campaigns)
- 2 - Effective dissemination of tools and use in major events
- 3 – Impact on target public (number of impacts, number of visits for websites, number of videos viewed online)

GRO/SME/16/C/02 - IMPLEMENTING SOCIAL BUSINESS INITIATIVE KEY ACTIONS

OBJECTIVES PURSUED

In order to promote a 'highly competitive social market economy', the Commission has placed the social economy and social innovation at the heart of its concerns, in terms of both territorial cohesion and the search for new solutions to societal problems, in particular the fight against poverty and exclusion, under the Europe 2020 Strategy, the Flagship initiative 'The Innovation Union', the European Platform against Poverty and Social Exclusion and the 'Single Market Act' (SMA). And social entrepreneurship / social enterprises are very much the driving force for growth and jobs and innovation.

A 2009 study assessed the share of the population involved in social entrepreneurship as 4.1% in Belgium, 7.5 % in Finland, 3.1 % in France, 3.3 % in Italy, 5.4 % in Slovenia and 5.7 % in

the United Kingdom. Approximately one in four businesses founded in Europe would therefore be a social enterprise. This figure rises to one in three in Belgium, Finland and France. These companies are often more productive and competitive than one might think. This is due to the very high level of personal commitment on the part of their employees and the better working conditions that they provide.

Social enterprises contribute to smart growth by responding with social innovation to needs that have not yet been met; they create sustainable growth by taking into account their environmental impact and by their long-term vision; they are at the heart of inclusive growth due to their emphasis on people and social cohesion.

The proposed action aims at implementing key action 7 ("*National and Regional Administrations: promotion of mutual learning and their capacity building*") and key action 10 ("*Enhancement of the element of quality in awarding contracts in the context of the reform of public procurement*") of the [Social Business Initiative](#)⁶ (2011-2014).

2 measures will be implemented in 2016:

1. SBI key actions in EU public policies

Commitment of national and local authorities is now crucial in the implemental phase of the SBI, in order to create a favourable ecosystem and framework for public authorities to encompass specific issues faced by social enterprises nationally or locally. It needs the full awareness of maximum of administration and public procurement buyers in the field, public procurement being, with 18 % of EU GDP, a formidable tool to help the development of social enterprises on the ground and facilitating then the implementation of the SBI.

Since 2012, several Member States (Spain, Slovenia, France, Portugal, Luxembourg, Malta, etc.) have developed regulations targeting social economy enterprises or social enterprises. This experience is useful for other Member States to mirror or duplicate domestically similar regulations. Likewise, many local authorities have targeted the development of social enterprises tools (hubs, incubators, etc.) and their experience could be useful for other local authorities in the EU.

These measures will have to be shaped and presented in an accessible way to the hundreds of thousands of national and local public practitioners via a website/portal, presentation of best practices and useful links and other tools.

In parallel, training (in particular capacity building seminars) on the ground will be necessary, to form public stakeholders in Member States who could then also multiply the knowledge sharing / diffusion / dissemination at a more local level. Peer mentoring between practitioners from Member States will be also useful.

2. Best practices of Social enterprises through their life-cycle

The project aims at building capacity for social entrepreneurship, by providing practical help/training (capacity building seminars) for social entrepreneurs and staff (already on the market or those considering it).

⁶ http://ec.europa.eu/internal_market/social_business/index_en.htm

The project could encompass support for the development of an online course module (e.g. on MOOC) and/or a dedicated website/portal (possibly added/linked to "Your Europe"), focusing on what it takes to start and run a social enterprise – how to get access to markets (e.g. participate in public tenders), how to get access to finance, etc. It could also indicate where people can turn to if they look for further information / help. Such practical guidance could also be combined with an effort to promote best practice (e.g., promote the practical experiences of the social enterprises that have won the social innovation competition prize – DG GROWTH- etc.)

Training (capacity building seminars) on the ground will be necessary, to form stakeholders in Member States who could then also multiply the knowledge sharing / diffusion / dissemination at a more local level. Peer mentoring between practitioners will be also useful.

DESCRIPTION OF THE ACTIONS TO BE FINANCED

Measure1:

Publication and execution of a Call for proposals targeted at entities involved in social entrepreneurship and public authorities to build a framework of awareness, information and knowledge sharing. The project proposals should focus on

(1) Conception: define how to collect and disseminate practical guidance and best practice, based on what exists and by exploring various options (practical information and guidance offered via the internet, the development of e-Learning tools or other training modules, the development of a training strategy etc).

(2) Execution: implementation of the guidance / training (capacity building seminars), after a selection of the best possible option by the European Commission.

European added value: sharing and dissemination of good practices across Member States, establishing of synergies between public institutions from various Member States, development of a coherent, European approach to Social Entrepreneurship in public policy creation and public procurement practices.

Measure 2:

Publication and execution of a Call for proposals targeted at entities involved in social entrepreneurship to build a framework of awareness, information and knowledge sharing. The project proposals should focus on

(1) Conception: define how to collect and disseminate practical guidance and best practice, based on what exists and by exploring various options (practical information and guidance offered via the internet, the development of e-Learning tools or other training modules, the development of a training strategy etc).

(2) Execution: implementation of the guidance / training (capacity building seminars), after a selection of the best possible option by the European Commission.

EXPECTED RESULTS

Measure 1:

- Collection and development of methodology and materials that can be used on the ground, especially through the web

- Creation of a core group of public institutions from various Member States that will act as leaders in Social Entrepreneurship in public authorities policies in Europe

- Formation of a core group of public practitioners (20-30) that will act as trainers (via capacity building seminars) and experts in Social Entrepreneurship.

Measure 2:

- Collection and development of methodology and materials that can be used on the ground, especially through the web

- Creation of a core group of social entrepreneurship entities from various Member States that will act as leaders in disseminating best practices in Europe

- Formation of a core group of stakeholders (20-30) that will act as trainers (via capacity building seminars) and experts in the best practices of Social Entrepreneurship throughout the life-cycle of companies.

THE METHOD OF IMPLEMENTATION AND THE INDICATION OF THE AMOUNT ALLOCATED

IMPLEMENTATION MODE	TITLE	BUDGET (EUR)
Call for Proposals	Social Entrepreneurship in EU public policies	800 000
Call for Proposals	Best practices of Social enterprises through their life-cycle	800 000
TOTAL		1 600 000

INDICATIVE IMPLEMENTATION TIMETABLE

MILESTONE DESCRIPTION	INDICATIVE QUARTER
Publication of the Call	Q3 2016
Signature of the grant agreements	Q1 2017
Indicative total duration: 36 months	

INDICATORS

1.
 - Number of countries participating;
 - Number of national and local authorities participating;
 - Number of training courses and events organized;
 - Number of capacity building seminars organized;
 - Feedback by participants on quality, relevance and added-value of training, seminars and materials provided;
 - Total number of public practitioners who will directly benefit from this measure and will acquire new or improved knowledge.

2.

- Number of countries participating;
- Number of stakeholders involved;
- Number of training courses and events organized;
- Number of capacity building seminars organized;
- Feedback by participants on quality, relevance and added-value of training, seminars and materials provided;
- Total number of entrepreneurs and their staff who will directly benefit from this measure and will acquire new or improved knowledge.

MAXIMUM RATE OF CO-FINANCING

90%

GRO/SME/16/C/03 – EU REFIT PLATFORM FOR REGULATORY BURDEN REDUCTION

OBJECTIVES PURSUED

Advise the Commission on issues concerning regulatory burden reduction, encouraging stakeholder input. The group has been created on 19/05/2015 (COM Decision C(2015)3261).

DESCRIPTION OF THE ACTIONS TO BE FINANCED

The EU Stakeholder Platform brings together Member States, high level experts and stakeholders, supporting the objective of reducing burden resulting from EU regulation or Member State implementation.

As the Commission may also task the Platform with any issue of its Better regulation work, this may involve contracting studies on issues of regulatory burden or fitness.

IT tools are needed to support these actions and stakeholder consultations in particular.

EXPECTED RESULTS

The platform will advise the Commission on issues of regulatory burden at all levels of government in the EU.

The work of the Platform could also involve assessment of the implementation by Member States of REFIT legislative initiatives: gathering evidence and opinion on the practical impacts on-the-ground.

Studies could support all of this work including the development of specific Better regulation actions.

THE METHOD OF IMPLEMENTATION AND THE INDICATION OF THE AMOUNT ALLOCATED

IMPLEMENTATION MODE	TITLE	BUDGET
Experts reimbursements (Non remunerated experts) and costs for meetings	Meetings	100 000
Specific contract under a framework contract and/or Call for tender	Studies	200 000
Specific contract under a framework contract	IT Development	200.000
Total		500 000

INDICATIVE IMPLEMENTATION TIMETABLE

MILESTONE DESCRIPTION	INDICATIVE QUARTER
Launch of the call for tenders	Q1 2016
Signature of the contract	Q2 2016
Conferences/meetings/workshops/studies/material	Q2 – Q4 2016
Indicative total duration	12 months

INDICATORS

1. Number of plenary sessions and preparatory meetings (target: 5 plenary sessions and, if needed 5 preparatory meetings);
2. Visits of members to Member States, EU institutions etc (target 6 visits)
3. Studies to measure regulatory burdens and costs, the results of EU actions or implementation best practice. .
4. IT tool (REFIT/Scoreboard tool) to be developed.

GRO/SME/16/C/04 - INTEGRATION AND COMPETITIVENESS REPORT 2017

OBJECTIVES PURSUED

Studies to support the Integration and Competitiveness Report 2017

DESCRIPTION OF THE ACTIONS TO BE FINANCED

Background studies on competitiveness and integration to support the integrated report 2017 and strengthen the evidence base for contribution to the European Semester process.

EXPECTED RESULTS

1. High Quality studies, delivered on time and corresponding to the requests of the Commission, inter alia so as to serve as background and evidence base for the integrated

report.

2. EU and MS policymakers taking the results into account when formulating new policy.

THE METHOD OF IMPLEMENTATION AND THE INDICATION OF THE AMOUNT ALLOCATED

IMPLEMENTATION MODE	TITLE	BUDGET (EUR)
6 specific contracts under existing framework contract	Integration and Competitiveness Report 2017	800.000

INDICATIVE IMPLEMENTATION TIMETABLE

MILESTONE DESCRIPTION	INDICATIVE QUARTER
Signature of the contract	Q3/2016
Indicative total duration: 5 to 8 months	

INDICATORS

1. Timely delivery of reports/activities (against set dates)
2. Number of visits/downloads of the reports from the websites
3. References to report in future EU and MS policy

GRO/SME/16/C/05 - CLUSTER INTERNATIONALISATION PROGRAMME FOR SMEs

OBJECTIVES PURSUED

The main objectives of the programme are:

- To intensify cluster and business network collaboration across borders and possibly also across sectoral boundaries;
- To promote the pan-European Strategic Cluster Partnerships to lead international cluster cooperation in areas of strategic interest;
- To better support SMEs in global competition.

By reinforcing cluster and business network cooperation and supporting the shaping of pan European cluster consortia in a more strategic manner at European level, the action will help SMEs to take a leading position globally.

This programme will focus on the promotion of cluster internationalisation where interested consortia will have the opportunity to develop a joint international strategy and support SME internationalisation beyond Europe, including in emerging thematic areas.

DESCRIPTION OF THE ACTIONS TO BE FINANCED

The measure is a continuation and expansion of the on-going cluster internationalisation

programme for the benefit of SMEs and envisages the following actions:

- Action 1. Cluster Go International

Strand 1) Supporting preparatory actions for the establishment and shaping of new European Strategic Cluster Partnerships (ESCPs). The ESCPs shall be consortia that are composed of independent legal entities all representing a cluster or a business network organisation, all established in EU Member States or countries participating in the COSME programme under Article 6 of the COSME Regulation and established in minimum three EU Member States or countries participating in COSME programme among which at least two EU Member States. The Partnerships are expected to develop a joint 'European' strategic vision with a global perspective and common goals towards specific third markets and shall contribute to better support European SMEs in global competition. They shall develop a joint international strategy and a roadmap for its implementation facilitating SME internationalisation, including in emerging industries, to support growth and employment in Europe. This strand could include support services for the identification and partnership building of strategic partners across Europe, notably building upon the Smart Specialisation Strategies of the participating regions, the development of a legal representation, the preparation of surveys among SME members to assess their needs and interest in cooperation with third countries, the preparation of a joint branding and marketing strategy and a roadmap for cooperation. Two Partnerships will be reserved for the Defence and Security sector. The aim will be to support European defence-related clusters to intensify collaboration across borders with other non-defence industrial clusters and to develop and implement joint strategies in areas of dual use technologies, products and services towards non-EU countries.

Strand 2) Supporting the first implementation, testing and further development of European Strategic Cluster Partnerships including those labelled "ESCP" through the previous 'Cluster Go International' call COS-Cluster-2014-3-03(except those already funded under strand 2) and similar existing pan-European alliances of cluster and business network organisations complying with the characteristics of an ESCP. Eligible consortia shall demonstrate that they have an operational partnership with a well-defined internationalisation strategy ready to be implemented. This strand is expected to develop concrete activities supporting cooperation with strategic partners in third countries. This strand could include further preparatory actions such as tailored analysis and fact-finding missions or assistance for opening of a joint office abroad, operational actions involving the cluster SMEs such as the organisation of international cluster matchmaking missions as well as follow-up actions providing assistance for preparing joint business and cooperation plans with international partners and for learning and monitoring activities.

Eligible consortia shall be composed of independent legal entities all representing a cluster or a business network organisation, all established in EU Member States or countries participating in the COSME programme under Article 6 of the COSME Regulation and established in minimum three EU Member States or countries

participating in COSME programme among which at least two EU Member States.. Each cluster and business network organisation will have to demonstrate that it is involved in offering or channelling cluster and network support services to businesses in compliance with the definition given in the section 1.3 (s) on 'innovation clusters' in Annex I of the new “EU Framework for State Aid for Research and Development and Innovation”⁷ and is registered on the European Cluster Collaboration Platforms.

- Action 2. Support for international cluster and business network cooperation and promotion of European Strategic Cluster Partnerships through the further development of the European Cluster Collaboration Platform (ECCP). This action would be implemented through a new service contract or a renewal of the existing service contract for the online ECCP platform and support for international cluster cooperation activities covering a two-year period.

EXPECTED RESULTS

The Cluster Internationalisation Programme for SMEs shall contribute to accelerate the development of more world-class clusters in all COSME participating countries by facilitating cluster internationalisation in a more strategic manner at EU level to better support European SMEs in global competition.

This programme will encourage European cluster consortia to work concretely together, notably across sectoral boundaries, to exploit synergies and develop a joint ‘European’ strategic vision with a global perspective and common goals towards specific third markets, especially in key areas for EU industries.

This will contribute to increase the number of "European Strategic Cluster Partnerships" established in Europe and help more SMEs access third markets and generate growth from international activities. The action will also support the continuation of the European Cluster Collaboration Platform to promote cluster cooperation within and beyond Europe and reinforce policy dialogues with international partners with a view to facilitate business cooperation between clusters and SME members with key strategic global partners.

THE METHOD OF IMPLEMENTATION AND THE INDICATION OF THE AMOUNT ALLOCATED

IMPLEMENTATION MODE	TITLE	BUDGET (EUR)
Grant - call for proposals	Cluster Go International	4 425 000
Contract – call for tenders / renewal of service contract	Promoting international cluster and business network cooperation through the	500 000

⁷ 2014/C 198/0, See at: [http://eur-lex.europa.eu/legal-content/EN/TXT/PDF/?uri=CELEX:52014XC0627\(01\)&from=EN](http://eur-lex.europa.eu/legal-content/EN/TXT/PDF/?uri=CELEX:52014XC0627(01)&from=EN) with further information available at http://ec.europa.eu/competition/state_aid/modernisation/rdi_framework_en.pdf and http://ec.europa.eu/competition/state_aid/legislation/horizontal.html amending the Community Framework (2006/C 323/01 see at: <http://eur-lex.europa.eu/LexUriServ/LexUriServ.do?uri=OJ:C:2006:323:0001:0026:en:PDF>),

⁸ See at: www.clustercollaboration.eu

IMPLEMENTATION MODE	TITLE	BUDGET (EUR)
	European Cluster Collaboration Platform	
Total		4 925 000

INDICATIVE IMPLEMENTATION TIMETABLE

MILESTONE DESCRIPTION	INDICATIVE QUARTER
Action 1: Call for proposals open	Q4 2016
Action 1: signature of grant agreements	Q3 2017
Action 2: Publication of call for tenders / Renewal of service contract	Q4 2016
Indicative total duration: 33 months	

INDICATORS

1. Number of cluster organisations and business networks from different COSME participating countries having benefited from the supported actions;
2. Number of partnership agreements resulting from the supported actions;
3. Impact of the supported actions to be measured in the number of resulting cooperation projects between international cluster and business network partners;
4. Number of SMEs having directly or indirectly benefited from the supported actions, resulting in cooperation projects, as measured through an ex-post survey within two years after the end of the supported actions;
5. Increase in the percentage of the turnover from international activities, and employment in Europe, of the SMEs having benefited directly and indirectly from the supported actions, compared to a similar group of SMEs not benefiting, as measured through an ex-post survey within two years after the end of the supported actions.

MAXIMUM RATE OF CO-FINANCING

75%

GRO/SME/16/C/06 - WORTH PARTNERSHIP PROJECT

OBJECTIVES PURSUED

This action should contribute to the general objective of reinforcing the competitiveness of the European SMEs. The Commission Communication 'For a European Industrial Renaissance' underlines the need to foster growth and competitiveness to sustain economic recovery. It also stressed the importance of industry, which accounts for 80% of the EU's exports. Knowing that EU companies cannot compete on low price and low quality products, they must turn to innovation (non-technological innovation in particular is of increasing importance), productivity, resource-efficiency and high value-added.

The objectives of the Worth Partnership Project are:

- Promoting integration of creativity, design and new technologies (including ICT and digital technologies) in SMEs, leading to innovative, high-added value (and generally more profitable) products, processes and services,
- Promoting cross-EU cooperation between SMEs from more traditional industry sectors and designers and other creative professions.

Therefore the objectives of this action are the in line with the objectives of the COSME Programme, namely strengthening the competitiveness and sustainability of the Union's enterprises, particularly SMEs.

DESCRIPTION OF THE ACTIONS TO BE FINANCED

Worth Partnership Project will be based on the concept and methodology of Worth Pilot Project implemented under CIP 2013.

The aim of the Worth Partnership Project is to deploy design and other creative skills as well as new technologies (including ICT and digital) in SMEs in more traditional industry sectors (such as the design-based consumer goods industries) with a view to creating innovative, high value-added products and services.

To this end, Worth Partnership Project aims at creating partnerships between SMEs (e.g. manufacturers, craftsmen, retailers) on the one hand and on the other hand:

- Designers and other creative professionals or
- SMEs active in the field of new technologies (including ICT and digital).

The partnerships will work to create innovative products, services and other solutions with high-added value. They will receive support to, amongst others, define and create the products or services, define their market positioning, exhibit them at relevant trade fairs or exhibitions and organize Intellectual Property Rights management. Coaching and strategic advice will be provided to the partnerships.

The project will be implemented via a trans-national platform, which will be responsible for, amongst others:

- Selecting, via transparent calls, the participants of the project,
- Organising and validating partnerships,
- Ensuring tailor-made support through the duration of the partnerships,
- Ensuring information and publicity of the project,
- Managing the implementation of the project.

Final beneficiaries are SMEs, notably small and micro enterprises, which will benefit from a service from a designer, another creative professional, expert or a technology company at an affordable cost. Participation in the project will allow them to develop new products, processes or services with high value-added to improve their competitive position.

As in the Worth Pilot Project, partnerships will receive financial support in the form of a lump sum.

Each partnership will be validated and formalised, including the aspects related to intellectual property rights for partners.

Based on the marketing strategy (this could be also done with the support of an expert from

the project), the new product, service or solution will be presented at significant fairs and/or other professional industry events.

The platform will operate a website which will publish relevant information, e.g. related to calls for participation, partnerships put in place, project results and case studies. It would be explored at a later stage how this platform could become self-sustainable after the duration of the project, becoming for instance an internet tool for businesses to find partners for collaboration (e.g. companies searching for a designer or technology provider).

As it was the case of the pilot project, partnerships in Worth Partnership Project will be trans-national (partners must come from two different MS or COSME participating countries), which promotes co-operation and helps establish more durable links between businesses in different parts of the EU.

The Worth Pilot Project implemented between 2013 and 2015 aimed at putting in place 30 trans-national partnerships. Evaluation of the pilot will be carried out in the 4th quarter of 2015 and consequently some modifications to the original approach may be made following the evaluation.

EXPECTED RESULTS

- Creation of approximately 150 trans-national partnerships,
- Increasing design and creative content in products and services leading to strengthening of the competitive position of businesses,
- Creating and reinforcing links between more traditional businesses on the one hand and designers and other creative professionals on the other.

THE METHOD OF IMPLEMENTATION AND THE INDICATION OF THE AMOUNT ALLOCATED

IMPLEMENTATION MODE	TITLE	BUDGET (EUR)
Call for tender* *Implementation mode will be confirmed following the results of the evaluation of the Worth pilot project.	Worth Partnership Project	5 500 000
Total		5 500 000

INDICATIVE IMPLEMENTATION TIMETABLE

MILESTONE DESCRIPTION	INDICATIVE QUARTER
Publication of the call for tenders	Q2 2016
Signature of the contract	Q4 2016
Indicative total duration: 48 months	

INDICATORS

Number of partnerships created
Number of new products, services or other solutions presented at relevant fairs and exhibitions
Number of SMEs having benefited from the project

GRO/SME/16/C/07 - TOURISM

OBJECTIVES PURSUED

In line with the Lisbon Treaty, the actions proposed under COSME 2016 will contribute to the objectives of the Europe 2020 Strategy, by leveraging the competitiveness of the tourism sector and increasing its general contribution to economic growth and jobs in the EU. The actions will continue the implementation of the tourism strategy as set out in the Commission Communication on Tourism⁹ of 30 June 2010, while also taking into account the need for new initiatives which offers additional margin for growth, as highlighted in the discussion with Member States, the industry and other stakeholders. These actions will aim at improving the business environment for the tourism sector, and promoting trans-national cooperation between players at all levels, particularly by the exchange of good practice.

More specifically, three operational objectives will be pursued: (1) diversifying and increasing the tourism offer, (2) creating conditions for a favourable and competitive environment for tourism businesses, including by improving socio-economic knowledge of the sector and (3) increasing Europe's visibility as a tourist destination as well as of its diverse destinations and supporting tourism-related businesses to work with international business partners in third countries' target markets.

DESCRIPTION OF THE ACTIONS TO BE FINANCED

The following types of activities will be implemented under the three operational objectives:

1) Diversifying and increasing the tourism offer

Under this objective, one call for tender will allow the continuation of the EDEN project, which contributes, amongst others, to create new tourism offer in less known destinations. This will indirectly contribute to preventing the concentration of tourism flows in the most traditional destinations, and to promoting sustainable destination growth models. The call for tenders will consist in the organisation of one European contest to select new European Destinations of Excellence. The contest will be open to destinations of all COSME countries, possibly covering a variety of themes.

2) Creating conditions for a favourable and competitive environment for tourism businesses

The main actions under this objective will contribute to improving the competitive

⁹ COM(2010) 352/3 final of 30.06.2010

environment for businesses, in particular SMEs, in the tourism sector:

(a) Organisation of a number of events to debate with Member States, Regions, the industry, trade unions, academies and other stakeholders the main challenges and key priorities for the competitiveness of the sector. This will include the organisation of the European Tourism Forum (Presidency event) and the European Tourism Day, but also of other workshops and targeted events on different topics. Topics to be debated will be selected taking into account the main priorities and concerns expressed by the Members States and the industry. They will cover the areas where a better socio-economic knowledge of the sector is needed to improve policy and business decisions making processes, as for example in the areas of quality, sustainability, accessibility, skills, information and innovation, digital tourism (including sharing economy related aspects).

(b) Provision of additional content for the “Virtual Tourism Observatory” portal to enrich its usefulness as user-friendly tool, in particular for public authorities and SMEs, providing the most updated statistical information, analysis and mapping of policy and legislation relevant for the EU tourism sector. New socio-economic content will also be produced through the annual Eurobarometer Survey which will offer an overview on the behaviours and expectations for the travellers to support decision making, and the work done in cooperation with OECD for the production of the "Tourism Trends and Policies 2018" report.

3) Increasing Europe's visibility as a tourist destination and supporting tourism-related businesses to find international business partners in target markets

The actions under this objective will be implemented via one call for tender and one call for proposals to support interested tourism-related operators to work in the international markets. The aim of the actions is to facilitate business-to-business matching of operators, in particular SMEs, from the EU with operators from third countries. The actions will also enable operators to network for specific activities aiming at increasing tourism flows from long-haul markets. This action will create further business opportunities for travel and tourism operators and contribute to promoting Europe as top world tourism destination.

EXPECTED RESULTS

The tourism initiatives will contribute to strengthening the competitiveness of the European tourism sector.

The diversification of the tourism offer will help in motivating more tourists to travel and combat the congestion of traditional destinations, thus benefitting less favoured areas which will trigger local spill-over revenues. Awareness-raising activities and events will generate a better visibility and up-take of tourism initiatives. More complete statistics and qualitative information will help to better assess the position of EU tourism in the world tourism market, its contribution to employment and its effects on other economic sectors. They will also help political authorities and business managers to take knowledge-based decisions. The participation of small enterprises in tourism partnerships in the international arena will be increased.

THE METHOD OF IMPLEMENTATION AND THE INDICATION OF THE AMOUNT ALLOCATED

IMPLEMENTATION MODE	TITLE	BUDGET (EUR)
Call for tender	Diversifying and increasing the tourism offer – EDEN+: selection of new European Destinations of Excellence	200 000
3 specific contracts under framework contracts	Creating conditions for a favourable and competitive environment for tourism businesses – Information and awareness raising activities, organisation and participation in dedicated events	400 000
1 specific contract under framework contract	Creating conditions for a favourable and competitive environment for tourism businesses - Improving socio-economic knowledge of the sector through a Flash Eurobarometer Survey	250 000
Ad-hoc grant Article 190(1)(f) RAP	Creating conditions for a favourable and competitive environment for tourism businesses - Improving socio-economic knowledge of the sector through cooperation with OECD	350 000
2 specific contracts under a framework contract	Creating conditions for a favourable and competitive environment for tourism businesses- Improving socio-economic knowledge of the sector through new content provision and management of the “Virtual Tourism Observatory”	200 000
Call for tender	Increasing Europe's visibility as a tourist destination - Supporting tourism-related businesses to find international business partners in target markets	3 100 000
Total		4 500 000

OECD – Organisation for Economic Co-operation and Development

The OECD aims at promoting policies that will improve the economic and social well-being of people around the world. The OECD provides a forum in which governments can work together to share experiences and seek solutions to common issues of the tourism sector and at the same time links tourism with other policy areas. No other organisation can match OECD

in terms of its expertise and its geographical coverage. This special status is recognised in the Commission’s Communication on tourism -“Political Framework for tourism in Europe” - COM(2010)352 of 30.06.2010). OECD's unique expertise in the fields chosen for ad-hoc cooperation with the Commission justifies the award of a grant without an open call for proposals pursuant Article 190(1)(f) of the rules of Application.

INDICATORS

1.	Percentage of SMEs benefitting from the measures
2.	Increased awareness about and visibility of the key opportunities, policy initiatives and other actions developed for the benefit of the sector
3.	Entry in the new markets/increase in market share
4.	Potential number of jobs expected to be created

INDICATIVE IMPLEMENTATION TIMETABLE

MILESTONE DESCRIPTION	INDICATIVE QUARTER
Direct contracts	Q1-Q4 2016
Specific contracts	Q2-Q4 2016
Indicative total duration: 12 months	

1. Diversifying and increasing the tourism offer: European Destinations of Excellence (EDEN) - Selection of new destinations (Call for tenders)

INDICATIVE IMPLEMENTATION TIMETABLE

MILESTONE DESCRIPTION	INDICATIVE QUARTER
Publication of call	Q1 2016
Signature of the contract	Q2 2016
Indicative total duration: 10 months	

2. Creating conditions for a favourable and competitive environment for tourism businesses – information and awareness raising activities, organisation and participation in dedicated events (specific contracts under framework contracts)

INDICATIVE IMPLEMENTATION TIMETABLE

MILESTONE DESCRIPTION	INDICATIVE QUARTER
Publication of call	Q1 2016
Signature of the contract	Q3 2016
Indicative total duration: 12 months	

- 3. Creating conditions for a favourable and competitive environment for tourism businesses – Improving socio-economic knowledge of the sector through a Flash Eurobarometer Survey (Specific contract under framework contract)**

INDICATIVE IMPLEMENTATION TIMETABLE

MILESTONE DESCRIPTION	INDICATIVE QUARTER
Publication of call	Q2 2016
Signature of the contract	Q4 2016
Indicative total duration: 12 months	

- 4. Creating conditions for a favourable and competitive environment for tourism businesses – Improving socio-economic knowledge of the sector through cooperation with OECD (Ad-hoc grant)**

INDICATIVE IMPLEMENTATION TIMETABLE

MILESTONE DESCRIPTION	INDICATIVE QUARTER
Invitation to submit proposal	Q2 2016
Signature of Grant Agreements	Q4 2016
Indicative total duration: 24 months	

MAXIMUM RATE OF EU CO-FINANCING

75%

- 5. Creating conditions for a favourable and competitive environment for tourism businesses – “Virtual Tourism Observatory” content provision and management (Specific contracts under framework contract)**

INDICATIVE IMPLEMENTATION TIMETABLE

MILESTONE DESCRIPTION	INDICATIVE QUARTER
Publication of call	Q1 2016
Signature of contracts	Q2-3 2016
Indicative total duration: 12 months	

- 6. Increasing Europe's visibility as a tourist destination - Supporting tourism-related businesses to find international business partners in target markets (Call for proposals and call for tender)**

INDICATIVE IMPLEMENTATION TIMETABLE

MILESTONE DESCRIPTION	INDICATIVE QUARTER
Publication of calls	Q2 2016

MILESTONE DESCRIPTION	INDICATIVE QUARTER
Outcome of the evaluations	Q3 2016
Signature of Grant Agreements and contract	Q4 2016
Indicative total duration: 24 months	

MAXIMUM RATE OF EU CO-FINANCING

75%

INDICATORS

1. Diversifying the EU tourism products and increasing the offer

- Number of emerging destinations selected as destinations of excellence
- Increased awareness about and visibility of lesser known/emerging destinations and transnational thematic tourism offers (survey of key stakeholders)

2. Creating conditions for a favourable and competitive environment for tourism businesses

- Number of events, conferences, workshops, expert meetings organised
- Increased awareness about and visibility of the key opportunities, policy initiatives and other actions developed for the benefit of the sector (survey of key stakeholders)
- Feedback from tourism industry stakeholders / national tourism administrations on quality, relevance and added-value of documents produced (through a survey or collected through meetings/other exchanges)
- Number of data/reports/studies (co-)produced and included in the VTO knowledge base
- Feedback from stakeholders / national tourism administrations on the degree to which the data and research results directly or indirectly benefited policy makers at European, national and/or regional level and to SMEs (through a survey or collected through meetings/other exchange)

3. Increasing Europe's visibility as a tourist destination as well as of its diverse destinations

- Number of matching events
- Number of participating businesses

GRO/SME/16/C/08 - EUROPEAN SUSTAINABLE CHEMICALS SUPPORT SERVICE (ESCSS)

OBJECTIVES PURSUED

To extend and deepen the advisory services provided by the "European Sustainable Chemicals Support Service" (ESCSS) established under the ENT/SME/15/C/N14 (Phase I and II).

DESCRIPTION OF THE ACTIONS TO BE FINANCED

Phase III of the ECSS will:

- Extend the ESCSS advisory services to additional six model demonstrator regions;

- Extend the scope of the initiative, by considering further alternatives to fossil feed stocks, such as reuse of CO₂, for the production of sustainable chemicals;
- Maintain and further exploit the Self-Assessment Tool developed under Phase 1;
- Assist the set-up of specific investment funds fulfilling EIB requirements for co-funding;
- Continue the dissemination activities of the ESCSS.

EXPECTED RESULTS

- To increase the number of regions that have developed sustainable chemicals production strategies;
- To mobilise additional investments in bio-refineries, plastic recycling plants, production of nutrients recycled from water treatment plants and reuse of CO₂ for chemicals production;
- To reduce the dependency of the chemicals industry on fossil energy and critical raw materials, such as phosphate, by promoting the use of alternative feedstock for chemicals production;
- To increase employment in the chemical sector.

THE METHOD OF IMPLEMENTATION AND THE INDICATION OF THE AMOUNT ALLOCATED

IMPLEMENTATION MODE	TITLE	BUDGET (EUR)
Call for tenders	ESCSS (phase 3)	500 000
Total		500 000

INDICATIVE IMPLEMENTATION TIMETABLE

MILESTONE DESCRIPTION	INDICATIVE QUARTER
Launch of call for tenders	Q2 2016
Signature of the contract	Q3 2016
Indicative total duration: 18 months	

INDICATORS

Number of regions ready to attract investment in sustainable chemicals production,
Number of investment projects related to sustainable chemicals production.

GRO/SME/16/C/09 – NANOMATERIALS OBSERVATORY

OBJECTIVES PURSUED

The Nanomaterials Observatory will provide businesses, SMEs, workers and consumers with relevant information concerning nanomaterials on the market by collecting data from both existing sources and new market studies. It contributes to COSME's objective of improving framework conditions for the competitiveness and sustainability of EU businesses as follows:

Nanotechnology has been recognised as a Key Enabling Technology (KET) and its applications will be essential for the competitiveness of a wide range of EU products in the global market. Therefore, it is important to ensure confidence in the application of the technology among users, consumers and the general public. Confidence can be boosted by providing transparency of information concerning nanomaterials on the market. This is crucial in order to create an environment favourable to the growth of the nanotechnology field. In turn, the growing use of nanotechnology can unlock potential new innovations, thereby contributing to the competitiveness of EU businesses across sectors.

Furthermore, publicly available information on nanomaterials on the market can help businesses identify market trends across Europe. This will enhance market access for companies, in particular SMEs.

In addition, a Nanomaterials Observatory constitutes an industry/SME-friendly alternative compared to legislative measures to increase transparency, which would introduce burdensome reporting obligations to industry.

DESCRIPTION OF THE ACTIONS TO BE FINANCED

The Nanomaterials Observatory will collect relevant information on nanomaterials on the market and presenting it in a clear and user-friendly way to businesses, users, workers, consumers and authorities. The Observatory will contain existing data collected from existing databases, registries and studies, as well as new information gathered through further market studies and industry surveys. Collaboration (sharing data or interlinking) with other international initiatives may also be sought. Attention will be given to the validation and verification of existing data (e.g. through peer review) before incorporating it in the Nanomaterials Observatory. Member States to conduct data similarly to the Voluntary industry surveys on a Member State level, similar to those currently conducted by the United Kingdom authorities (DEFRA), can complement the existing information by ensuring regular contact with nanomaterial manufacturers and taking stock of the nanomaterials that are being manufactured and used. The existing JRC web platform on nanomaterials will be used as a basis for this initiative.

The establishment of the Observatory can function as a gateway to information that is already collected on a Member State level, e.g. through national studies or registries. Given the complexity of the market and the importance of creating a level-playing field across Member States, an Observatory on an EU level can be of significant added value to businesses. Member States have indeed called upon the Commission to establish transparency measures on an EU level.

EXPECTED RESULTS

Increased transparency on nanomaterials on the market and increased confidence in the use of nanomaterials in products.

THE METHOD OF IMPLEMENTATION AND THE INDICATION OF THE AMOUNT ALLOCATED

IMPLEMENTATION MODE	TITLE	BUDGET (EUR)
Depending on the outcome of an ongoing impact assessment, subsequent political decisions and discussions with ECHA and JRC which cannot be pre-empted at this stage, the implementation mode will be: Delegation to ECHA or administrative arrangement with JRC	Nanomaterial Observatory	800 000
Total		800 000

INDICATIVE IMPLEMENTATION TIMETABLE

MILESTONE DESCRIPTION	INDICATIVE QUARTER
Signature of the contract	Q3 2016
Indicative total duration: 12 months	

INDICATORS

<ul style="list-style-type: none"> • Successful establishment of a Nanomaterial Observatory • Publication of information clearly going beyond currently available tools • Successful establishment of evaluation of information • Clarity and understandability of websites and information for workers and consumers • Number of hits of the website
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MAXIMUM RATE OF CO-FINANCING

N.A. (Delegation to ECHA, administrative arrangement with JRC or procurement)

GRO/SME/16/C/10 – MODERNISATION OF INDUSTRY

OBJECTIVES PURSUED

A competitive European economy that creates growth and jobs needs a strong industrial base. This requires industry in Europe to modernise through an increased up-take of advanced technologies, digitalisation, new business models and service innovation in order to deliver

innovative, high value-added products, processes and services. Policy impulse is essential to foster such industrial modernisation, in particular to leverage investments and develop more favourable ecosystems for innovation. In particular, there is a need to actively disseminate best policy practices towards regions and cities across the EU and, more specifically, to provide targeted support to regions for the implementation of their smart specialisation strategies.

This overall objective is translated into three specific objectives:

- speeding-up the digital transformation of European industry and unleashing new business opportunities in the digital world in all sectors of the economy. This will be done by developing targeted support services to enhance European regions and businesses' trust and confidence to the digital world;
- promoting the development of more world-class cluster and business networks in the EU, with a view to facilitating SMEs' access to clusters and internationalisation activities as well as to accelerate industrial modernisation and boost entrepreneurship in emerging industries with growth potential; and
- providing targeted policy support to regional authorities in the implementation of their smart specialisation strategies, to foster investment projects for industrial modernisation, with a focus on cross-regional cooperation and proactive involvement of industry and SMEs.

DESCRIPTION OF THE ACTIONS TO BE FINANCED

The measure will comprise three mutually re-enforcing actions to help policy-makers in Europe to design and implement evidence-based policies to effectively facilitate industrial modernisation namely:

1. **Re-enforcing cities and regions as centres for digital transformation**, with the following actions:
 - Promote networking among cities, regions and local centres that currently pioneer in modernising their industry and business;
 - Develop a common framework for benchmarking the modernisation of industry through digital transformation at local and regional level in order to enable measuring progress;
 - Identify and disseminate best policy-making and business practices, including best practices for public authorities to make available their data (open data policies) thereby stimulating the creation of innovative products and services ;
 - Continue to review and update the blueprint, a smart guide for digital transformation and investment, addressed to national, regional and local policy makers;
 - Promote experimentation among smaller and less advanced cities (at least 15 cities/regions in Europe), offer expert guidance, mentor and showcase how cities and local centres can learn and successfully apply the blueprint and mobilise financial support from various EU and national instruments;

- Offer expert guidance to Member States, regions and cities to make better use of European structural and investment funds (ESIF) for investing in projects, products or services that help businesses to make the transition to digital more quickly, or for offering targeted support for digital companies who want to go global.

A number of workshops with industry, the business and academic community and national and regional experts will be organised to shape a pan-European vision and coordinate relevant policy actions. Maintenance and ongoing development of dedicated web pages.

2. The European Observatory for Clusters and Industrial Change, with the following actions:

- Offering statistical and trend analysis of clusters and how clusters are a driver of industrial modernisation. This will include geographical and cross-sectoral value chain analysis, statistical cluster analysis, foresight and trend analysis of investment, cluster internationalisation and industrial transformation patterns. It will in particular update the European cluster database and mapping tool as well as present a European Panorama of Clusters and Industrial Change and other reports.
- Identifying favourable framework conditions and bottlenecks for the modernisation of existing industries and the development of new industrial value chains and emerging industries through clusters. It will present a European Scoreboard for Clusters and Industrial Change, integrating an updated version of the European Service Innovation Scoreboard. Case study reports will add in-depth analyses.
- Providing customised policy advice to 12 selected model demonstrator regions on modern cluster policy in support of industrial modernisation (e.g. driven by Key Enabling Technologies including advanced manufacturing, service innovation, digitalisation, creativity, and eco-innovation and resource-efficiency towards a circular economy), thereby showcasing and providing guidance to policy-makers. The participating regions will be selected through a call for expression of interest. Half of the selected regions will relate to the digitalisation of industry, while the other half will relate to any, or a combination, of the outlined drivers of industrial modernisation.
- Supporting mutual cluster policy learning, policy mapping and transnational cooperation, including through the EU Cluster Portal and a Policy Forum that will bring together committed regional and/or national authorities that support clusters and networks to foster entrepreneurship and industrial modernisation. It will present a Smart Guide for European Cluster Partnerships for Smart Investments and also further develop the European Stress Test for Cluster Policy and strengthen cluster policy monitoring and evaluation.
- Providing advisory support to European Cluster Partnerships for the implementation of smart specialisation strategies and promoting their networking in order to exchange better practices for fostering cross-regional collaborations and accelerating joint innovation investments.

The action will build upon and brings together the work currently undertaken by the European Cluster Observatory and the European Service Innovation Centre, yet with a stronger focus on the role of clusters for industrial modernisation and on boosting mutual cluster policy learning and cross-border cooperation. This will contribute to creating synergies between cluster-

related measures under different EU Programmes and building European Cluster Partnerships, e.g. for the implementation of smart specialisation strategies, leading to greater cross-border policy coordination and joint investments. It will help regions to develop modern cluster policies and to raise awareness of the role and impact of industrial change, clusters and cluster policy.

3. Regional Co-operation Networks for Industrial Renaissance and Modernisation (RECONFIRM), with the following actions

- Provide expertise and support to facilitate regions' networking with the aim of establishing concrete co-operation mechanisms and projects based on the regions' specialization strategies and technological focus, based on an assessment of technological strengths and other industry-related assets per region.
- In selected manufacturing areas, concretely help pooling efforts of regions interested in topics of common interest in order to engage them in the development of pilot plans for innovative industrial applications, backed by the commitment of relevant industry and SMEs. This will include, where relevant, showcasing successful Horizon 2020 pilot lines for possible further funding under ESIF and/or EFSI.

Potential for co-operation will be identified through a bottom-up approach (e.g. call for expression of interest), Synergies will be ensured with existing policy initiatives by the EU (e.g. Smart Specialisation Platform) and by Member States.

The three actions described above will be deployed in close cooperation with each other through regular co-ordination meetings. These actions will build on existing analytical and monitoring tools, in particular the European Digital Transformation Monitor and Scoreboard, the Strategic Policy Forum on Digital Transformation, the KETs Observatory, the European Clusters Observatory, the Innovation Union Scoreboard and Regional Innovation Scoreboard, the European Service Innovation Scoreboard, the Business Innovation Observatory, the Smart Specialisation Platform, and the Industrial Performance Scoreboard.

EXPECTED RESULTS

The action is expected to raise the sense of urgency for action by all actors of the economy, governments, business, academia and citizens, and offer evidence-based tools, support and advice. It shall contribute to showcase how cities/regions can profit from sharing high-level expertise around Europe and achieve tangible progress in industrial modernisation, boosting their business growth and creating high-value jobs.

The action shall contribute to the development of better policies for the modernisation of industry that should assist enterprises, particularly SMEs, in developing new, globally competitive advantages in new industrial value chains that cut across sectors and competences, thereby being well positioned to adjust to industrial change and to reap growth

opportunities.

THE METHOD OF IMPLEMENTATION AND THE INDICATION OF THE AMOUNT ALLOCATED

IMPLEMENTATION MODE	TITLE	BUDGET (EUR)
Contract – call for tenders	Reinforcing cities/regions as centres of digital transformation	2 860 000
Contract –call for tenders	European Observatory for Clusters and Industrial Change	2 800 000
Contract –call for tenders	RE-CONFIRM	2 700 000
Reimbursement of experts	Digital Entrepreneurship/ Digital transformation	40 000
Specific contract under framework contract	Relevant IT development	100 000
Total		8 500 000

INDICATIVE IMPLEMENTATION TIMETABLE

MILESTONE DESCRIPTION	INDICATIVE QUARTER
Publication of three call for tenders	Q2 2016
Signature of the contracts	Q4 2016
Start of service contracts	Q1 2017
Final report	Q4 2018
Indicative total duration: 24 months	

INDICATORS

1. Quality and visibility of the deliverables, including reports and websites, soundness of economic analysis underlying these deliverables, and quality and relevance of policy recommendations and good practices identified.
2. Quality, number and impact of policy makers participating actively in the policy learning and the policy support services provided, to be measured by satisfaction surveys, the coverage and number of policy makers and the input into the implementation of smart specialisation strategies, European Structural and Investment Funds, European Fund for Strategic Investments (EFSI), Horizon2020 and other

public and private funds mobilised in support of a modern European industrial base.

3. Quality and number of follow-up measures taken by public authorities at EU, national, regional and local level and/or private investors, European Partnerships and other stakeholders, as a result of these measures.

MAXIMUM RATE OF CO-FINANCING

N/A

GRO/SME/16/C/11 – POTENTIAL OF SERVITISATION FOR EU SMES

OBJECTIVES PURSUED

This action would complement other actions concerning the digital transformation of industry, regional cooperation for industrial modernisation, and skills for digitised enterprises and those using KETs, by including a specific focus on service SMEs. The study would provide an analytical background to better exploit the results to the demonstration and communication actions already foreseen for the “modernisation of industry” action.

DESCRIPTION OF THE ACTIONS TO BE FINANCED

Servitisation is the process by which companies (traditionally from the manufacturing sector, but also those providing services or both goods and services) add innovative services to their core activities. It occurs throughout a variety of sectors, from heavy industry to hospitality services. In many cases business services, very frequently provided by SMEs, are instrumental in joining the dots between actors of complex servitised value chains. Indeed to deliver servitised solutions, firms must interact closely with one another to develop outcomes that are specific to customers' needs.

Servitisation holds many benefits for companies, and SMEs in particular. It allows businesses to increase their competitiveness by moving away from price competition and integrating into global value chains. It also helps businesses to diversify activities, thus allowing them to better weather economic variations. Since most service solutions are built on multi-year contracts, they generate steady revenue streams. Developing sustainable business models is key to stimulating investment and job creation, particularly for SMEs.

However servitisation is a challenging process, as it implies a change in business model and upfront investment, whereas many SMEs struggle to access finance. Innovative service entrepreneurs may have difficulties setting up and scaling up. This is particularly true of business service providers relying on new technologies, including data-enabled or digital technologies. Developing customised service solutions may also be challenging for SMEs working under limited resources. Certain companies do not see an increase in revenue from their attempted shift to services (the ‘service paradox’). Finally the delivery of large scale advanced service solutions, whereby third-party providers are tasked with overseeing a full stage of their customer’s value chain, may require SMEs to set up clusters, including cross-border. This is a challenging but promising process, the potential of which many SMEs are not aware.

To better understand the process of servitisation and allow SMEs to successfully shift towards the delivery of servitised solutions, the study should:

- Provide an overview of the development and possible impact of servitisation on EU SMEs. In particular it should identify the sectors in which servitisation holds the most potential for growth and job creation. Particular attention should be paid to the structure and SME share of these sectors. The analysis should include but not limit itself to the business services sector, digital industries and sectors using key enabling technologies (KETs). On this basis, the study should identify challenges (including regulatory barriers) facing companies wishing to provide innovative services and take part in global value chains, in particular those specific to SMEs, as well as possible success factors. The study should then provide an evaluation of the possible impact of servitisation on growth, job creation and competitiveness. The analysis should use quantitative data as far as possible and distinguish between low, medium and high growth scenarios. Monitoring tools such as key performance indicators (KPI) should be identified.
- Building on this analysis, describe five successful real life SME business cases. At least three of them should involve cross-border provision of services. As far as possible, they should involve SMEs in the high potential sectors identified in the analysis and/or sectors identified as priority sectors in EU internal market policy, such as business services.
- Combining an analysis of the case studies and existing academic and business literature, define a typology of servitisation processes for SMEs (i) from the manufacturing sector; (ii) from the services sector; and (iii) providing both goods and services. The typology should also differentiate between companies providing services nationally and cross-border. Policy recommendations should be developed to address the potential and challenges of each business process.

EXPECTED RESULTS

The study will provide the following deliverables:

- (a) Analysis of servitisation landscape and potential for EU SMEs, including monitoring tools such as KPIs;
- (b) Five studies of successful SME servitisation cases;
- (c) Typology of servitisation process and associated policy recommendations.

THE METHOD OF IMPLEMENTATION AND THE INDICATION OF THE AMOUNT ALLOCATED

IMPLEMENTATION MODE	TITLE	BUDGET (EUR)
Call for tenders	Study on potential of servitisation for EU SMEs	500 000
Total		500 000

INDICATIVE IMPLEMENTATION TIMETABLE

MILESTONE DESCRIPTION	INDICATIVE QUARTER
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MILESTONE DESCRIPTION	INDICATIVE QUARTER
Launch of call for tenders	Q2 2016
Signature of the contract	Q3 2016
Indicative total duration: 12 months	

INDICATORS

Contractor should provide items on list of deliverables timely and qualitatively.

GRO/SME/16/C/12 - NEW SKILLS FOR THE DIGITAL TRANSFORMATION OF ENTERPRISES, MANUFACTURING AND KEY ENABLING TECHNOLOGIES

OBJECTIVES PURSUED

The objectives of this measure are to promote new skills for digital and key enabling technologies (KETs) and advanced manufacturing and to increase the European talent pool of technology savvy professionals, managers and entrepreneurs.

There is a broad agreement on the topic and critical shortages have been identified by industry.

Building on best practices and achievements of previous efforts on digital skills (e-skills), KETs and advanced manufacturing, the measure will contribute to develop in an integrated and coherent manner an overall vision and supporting actions on skills in relation to smart industrial specialisation for KETs and the digital transformation of enterprises. It will include new technical skills as well as the related leadership, entrepreneurship and management skills which are crucial to increase the competitiveness and innovation capabilities of European enterprises, SMEs and start-ups.

The measure will aim at addressing the shortage of skills by helping scaling up best practices and re-focus funds, programmes and incentives, promoting the importance of highly skilled professionals, managers and entrepreneurs and by strengthening multi-stakeholders partnerships (industry, academia and government) in cooperation with the Grand Coalition for Digital Jobs and the European Institute of Innovation and Technology (EIT Digital and Advanced Manufacturing).

The European workforce of the future will need to develop a strong capacity to use digital and key enabling technologies to achieve business and manufacturing excellence and foster its employability.

DESCRIPTION OF THE ACTIONS TO BE FINANCED

The measure will focus on key actions for addressing skills shortages and mismatches to ensure that Europe has the leaders and the workforce it needs to spark enduring competitive advantage based on digital and key enabling technologies.

These include:

- Developing an overall vision and a set of supporting actions on skills for smart industrial specialisation based on digital, KETs and advanced manufacturing skills;
- Benchmarking policies fostering high-level skills and addressing skills shortages, gaps and mismatches in these fields;
- Monitoring and forecasting supply and demand and better identifying industry requirements of European enterprises for new skills for the development of new and better curricula;
- Promoting the acquisition of high-level skills for efficient leadership and business transformation;
- Developing digital organisation frameworks (at the enterprise and sectoral level) in support of digital transformation and ICT professionalism;
- Promoting new approaches to deliver new skills based on online education and training tools in cooperation;
- Supporting the creation of public private partnerships (between industry, Universities, business schools and training organisations) for acquiring these high-level skills;
- Boost the supply of highly specialised digital skills, such as for big data analytics, Internet of Things (IoT) cyber-security and coding, by encouraging all stakeholders to develop curricula guidelines and training content. Big data analytics skills are particularly (and increasingly) sought-after in the labour market.

EXPECTED RESULTS

- Development of an overall vision and coherent set of supporting actions on skills for smart industrial specialisation and digital transformation (including digital, KETs and advanced manufacturing skills). This will be done in close cooperation with Member States and stakeholders and other relevant EC services (RTD, CNECT, EMPL, EAC etc.)
- Provision of detailed information on the situation and new trends and development including benchmarks, scoreboards, statistics, forecasts till 2020 etc.
- Development of specific tools and wide dissemination of results including the promotion of the adoption of new curricula and new online training solutions
- Increased number of multi-stakeholders partnerships
- Detailed policy recommendations including an agenda and roadmap for implementation till 2020
- Actions targeting specialised skills (big data, IoT and cyber-security) identifying , supporting and promoting concrete responses and solutions to the needs of SMEs
- Further consolidation at EU level of previous and on-going activities in support of ICT professionalism as well as leadership skills for digital and key enabling technologies

Meetings/workshops/conference with industry, stakeholders and national experts will be organised to shape a pan-European vision and coordinate relevant policy actions at EU and national level.

THE METHOD OF IMPLEMENTATION AND THE INDICATION OF THE AMOUNT ALLOCATED

IMPLEMENTATION MODE	TITLE	BUDGET
Call for tenders	Overall vision on skills for smart industrial specialisation and digital transformation	500 000
Call for tenders	Scaling up best practices and re-focus funds, programmes and incentives	200 000
Call for tenders	Curriculum guidelines for KETs and advanced manufacturing	500 000
Call for tenders	Promoting online training opportunities for the workforce	500 000
Call for tenders	Developing digital organisation frameworks in support of digital transformation and ICT professionalism	300 000
Call for tenders	Supporting specialised skills development: Big Data, IoT and cyber-Security for SMEs	500 000
Total		2 500 000

INDICATIVE IMPLEMENTATION TIMETABLE

MILESTONE DESCRIPTION	INDICATIVE QUARTER
Signature of contracts	Q4 2016
Publication of the calls	Q2 2016
Evaluation of the calls	Q3 2016
Indicative total duration : 2 years	

INDICATORS

1. Number of participating countries and stakeholders;
2. Relevance of the recommendations and of good practices identified;
3. Satisfaction survey regarding the relevance of the results and the quality of the deliverables;
4. Number of follow-up measures taken by the Commission, public authorities and stakeholders;

5. Improvement of the talent pool and reduction of skills shortages;

GRO/SME/16/C/13 – RAISING AWARENESS OF CIVIL DRONES' OPERATORS ABOUT PRIVACY AND DATA PROTECTION OBLIGATIONS

OBJECTIVES PURSUED

The emerging market of civil drones' applications and services presents huge business opportunities for SMEs and entrepreneurs. Accessing this market will however require a good understanding of privacy and data protection issues related to commercial drones' operations in order to design applications acceptable to the public and cope with regulatory obligations. The objective of the action is to help SMEs addressing this complex issue when developing civil drones' businesses.

Following the recommendation made by the European Data Protection Supervisor (EDPS) in its opinion of 24/11/2014 on the Commission Communication 2014/207 “*A new era for aviation - Opening the aviation market to the civil use of remotely piloted aircraft systems in a safe and sustainable manner*”, the measure will create privacy and data protection awareness amongst commercial drones manufacturers and operators across Europe, developing and delivering training and encouraging them to implement adequate measures such as identification, privacy by design, privacy impact assessment etc.

This action will reinforce the privacy and data protection dimension of the one-stop shop web-portal for light drones (safety) regulations created under measure COS-WP2014-2.2-005.

DESCRIPTION OF THE ACTIONS TO BE FINANCED

Based on the results of the on-going policy developments in the area of privacy and data protection issues related to civil drones operations (development by the EC of a privacy impact assessment, forthcoming MS opinion, privacy by design, identification etc.), the measure will create training material (on-line tutorials, booklets, etc.) and deliver training across Europe in at least six languages in close cooperation with National Data Protection Authorities, the EDPS and industrial associations.

To ensure a broad dissemination and access to training material, the action will, in addition to face-to-face training, make use and continue to develop the portal established under measure COS-WP2014-2.2-005.

EXPECTED RESULTS

Substantial improvement of the understanding privacy and data protection issues related to civil drones' operations by SMEs and their capacity to address them, resulting in an improved acceptance of civil drones operations by citizens.

THE METHOD OF IMPLEMENTATION AND THE INDICATION OF THE AMOUNT ALLOCATED

IMPLEMENTATION MODE	TITLE	BUDGET (EUR)
Call for proposals	Privacy and data protection awareness raising for civil	450 000

IMPLEMENTATION MODE	TITLE	BUDGET (EUR)
	drones' operators.	
Total		450 000

INDICATIVE IMPLEMENTATION TIMETABLE

MILESTONE DESCRIPTION	INDICATIVE QUARTER
Invitation to submit proposals	Q4 2016
Indicative total duration: 24 months	

INDICATORS

Quality of training material
Number of SMEs trained

MAXIMUM RATE OF CO-FINANCING

90%

GRO/SME/16/C/14 – IMPLEMENTATION OF THE ACTION PLAN “CONSTRUCTION 2020”

OBJECTIVES PURSUED

Implementation of the Action Plan Construction 2020, as defined in the Communication on the Sustainable Competitiveness of the construction sector¹⁰ and taking into account the recommendations from the related High Level Forum, in order to:

- Facilitate a more rapid adaptation of the construction sector to the evolution of the markets through a better human capital basis;
- Promote a more rapid uptake of innovative approaches and research results;
- Create a coherent policy and regulatory framework for the development of the enterprises and the cooperation amongst them, the Internal Market for construction products and services and industrial cooperation including with developing countries.

DESCRIPTION OF THE ACTIONS TO BE FINANCED

The measure will be implemented through a series of capacity building measures, roadmaps, market analyses and collection/dissemination of good practices and an annual review of the results achieved with the Action Plan implementation. It foresees also the technical secretariat support for the High Level Forum and the Thematic Groups set up with the context of Construction 2020. It includes:

- Capacity building measures: promote exchange of good practice at policy level that could support Member States in the implementation of the strategy and establishing links with platforms, think-tanks and forum at national level to ensure commitment and capacity building of the different actors;

¹⁰ COM(2012)433 of 31.7.2012

- Road maps for implementing the different parts of the strategy tailored to the state of development in the various Member States and sector organisations;
- Market analysis and collection/dissemination of good practices relating to different elements of the strategy and recommendations from the High level Forum. These activities would deal with specific domains or measure of the Action Plan Construction 2020 related to financial mechanisms for boosting building and infrastructure renovation, the anticipation of future sector skills needs, the uptake of innovative solutions in the construction sector, performance tests of the compliance of different pieces of the EU legislation, the Internal market access by non EU operators;
- Gathering a strong factual basis on market conditions and competitive pressures on various market segments (residential, non-residential, infrastructure including for transport), employment and the level of skills in construction enterprises, the access to finance and delays of payment, investments in R&D, the cost of energy and raw materials, insurance and liability related matters, the access to non-EU markets and the competition with non-EU operators on the EU Internal Market; a state of play of national regulatory measures with respect to sustainability in construction (energy efficiency, renewable energy production and consumption, water consumption, waste, natural resources);
- The monitoring of the impact of national fiscal and financial measures for energy efficient renovation (public investments, number of loans/grants, number of project undertaken, jobs creation, energy saved or renewable energy produced and profitability);
- Initiatives related to skills/traineeship on new working practices, resource efficiency, key-enabling technologies, new materials, etc. in connection with “Green” Jobs, Sector Skill Councils and Sector Skill Alliance initiatives;
- An annual review reporting on a set of indicators about the objectives, findings and results achieved with the implementation of the Action Plan. This review will be presented and discussed during an annual conference of the Construction 2020 High Level Forum.
- A review (study) will analyse the progress made with the implementation of the Construction 2020 strategy and assess its effects in terms of streamlining and coordination of initiatives at EU, national and sectoral levels, and of development of synergies.

EXPECTED RESULTS

- Operation of an EU Observatory on Construction to keep good track on the competitiveness and sustainability aspects related to the construction sector and its enterprises in the EU-28 member states;
- Increased attractiveness of the construction sector for new talents;
- Increased investment in low energy buildings in renovation;
- Easier access to non-EU construction markets.
- Appraisal of the degree of involvement of Member States and stakeholders in the strategy implementation.
- Appraisal of the proposition value of the work and recommendation made in the context of the High Level Forum and the Thematic Groups set up for Construction 2020
- Identification of the links established between EU, national and sectorial agendas for construction, and of transfer of experience and good practice
- Appraisal of the degree of improvement in terms of monitoring and assessment of policy actions

THE METHOD OF IMPLEMENTATION AND THE INDICATION OF THE AMOUNT ALLOCATED

IMPLEMENTATION MODE	TITLE	BUDGET (EUR)
Service contract under call for tender'	Implementation of the Action Plan "Construction 2020" – European Construction Observatory	500 000
Service contract under call for tender	Implementation of the Action Plan "Construction 2020" – Technical secretariat	185 000
Purchase orders under procedures or order form under call for tender via FWC	Implementation of the Action Plan "Construction 2020" – MIPIM leading property market exhibition	25 000
Service Contract under call for tender	Review (study) of the implementation of the Construction 2020 strategy	100 000
Total		810 000

INDICATIVE IMPLEMENTATION TIMETABLE

MILESTONE DESCRIPTION	INDICATIVE QUARTER
Signature of contract renewal – European Construction Observatory	Q4 2016
Publication of call – Technical secretariat	Q 2 2016
Signature of service contract – Technical aecretariat	Q4 2016
Signature of Purchase orders or order forms - MIPIM	Q4 2016
Publication of call – Review (study)	Q2 2016
Signature of Service Contract – Review (study)	Q3-Q4 2016
Indicative total duration: 12 months	

INDICATORS

<ul style="list-style-type: none"> – Number of sectoral organisations participating in the initiatives – Feedback from stakeholders and participants concerning the added value of the initiatives – Increased level of investment in energy efficient renovation and resource efficiency – Number of equipment installations and retrofitted buildings – Amount of energy saved, percentage of energy used from renewables, reduction in CO₂ emissions – Number of jobs safeguarded and jobs created in related industries – Number of new staff entered in the sector – Increased level of credit support for the internationalisation of the sector

GRO/SME/16/C/15 - PROMOTION OF CORPORATE SOCIAL RESPONSIBILITY (CSR)

OBJECTIVES PURSUED

Objective 1: Inclusion of Corporate Social Responsibility (CSR) in entrepreneurship and business education

Entrepreneurship is a key driver of jobs and growth in Europe. New companies, especially SMEs, represent the most important source of new employment: they create more than 4 million new jobs every year in Europe; 85% of all new jobs are created by SMEs. Understanding the opportunities as well as the challenges and risks in operating a small business is extremely important for ensuring its very survival. The opportunities and risks involved extend far beyond short term operational and financial implications, but relate to strategic concerns. Opportunities involve innovation, resource efficiency, a business' or brand reputation and responsible investment while risks concern for instance employee rights/labour markets, avoiding violations of human rights abuses, and ensuring that a product or service does not harm consumers or society at large. Thus, consistently applied, CSR can be a powerful tool to boost the competitiveness of a company and improve its risk management. Knowledge about how to run a business in a socially responsible way and application of CSR in a strategic way are quite frequent in large corporations, however small businesses often do not have the knowledge about the potential of CSR and underestimate its potential.

On the other hand the growing complexity and internationalisation of business require increasingly a socially responsible way of managing a business: According to the Commission's 2014 Public Consultation on CSR, 79 per cent of respondents believe that CSR has an important impact on the medium/long-term competitiveness of the EU economy. Among the ten most frequent suggestions from respondents included the need to inform the public on what they are consuming, promoting consumer education and incentives for consumers towards sustainable consumption.

In line with the Commission's approach to support the application of CSR as a voluntary practice driven by companies themselves this action will aim at enhancing entrepreneurship education with CSR to equip future and current entrepreneurs with the know-how on how to use CSR to increase competitiveness and manage risks in a strategic way. The need for such education and training is confirmed by the aforementioned 2014 public consultation in which 83 per cent of respondents stated that further integrating CSR into education training is a vital aspect of ensuring long-term corporate responsibility.

EU firms cannot compete in the global economy on price alone. They can compete on design, quality, technology and CSR. CSR can be used to strengthen in international markets the "Brand Europe" that, besides advanced products, stands for responsible products.

The proposed action aims at making CSR a key component of entrepreneurship and business education and training in line with the Entrepreneurship 2020 Action Plan, and hence the COSME programme (Article 12.4). It shall support the development of a European approach to introducing CSR into business education and entrepreneurial education. The first target group will be universities and business schools. The initiative will aim at bringing together

existing European and national expertise about the teaching methodologies of CSR and their impact, through the knowledge sharing, development of methodologies and peer mentoring between practitioners from Member States. The objective is to complement entrepreneurship and business education at business schools and universities by:

- Developing or adapting innovative teaching modules that combine entrepreneurial education with an increased awareness of CSR, offering students knowledge and methods on how to turn CSR into an instrument to strengthen the competitiveness of an enterprise;
- Testing the teaching approaches thus developed with a selected group of teachers, in order to refine, improve and validate the pedagogical tools;
- On that basis, deliver wider training to teachers so that they are able to offer effective education on CSR and on its advantages for the companies and for society;
- In the longer term, increasing the number of recipients of education on CSR in business schools and universities, thus raising the awareness and abilities of university students on how to use CSR as an entrepreneurial tool.

To promote CSR in entrepreneurship and business education, a call for proposals on building CSR knowledge, skills and capabilities will be launched, as part of the direct implementation of the Commission's CSR strategy and Pillar 1 of the Entrepreneurship 2020 Action Plan. It will target not only business schools and other tertiary education institutions, but also any other organisations involved in entrepreneurship and business education as well as organisations involved in CSR to build and/or strengthen CSR teaching capacities in tertiary education.

Objective 2: Support the implementation of the European strategy on Corporate Social Responsibility

For most European companies the question is no longer whether, but how, they conduct CSR activities. In particular for companies that are internationally active many questions arise with regard to the risks they might face in a particular country – for example regarding corruption, human rights violations or environmental concerns. The overall objective of a CSR Risk Check tool is to enhance responsible business conduct among European SMEs, allowing for businesses to be more aware of choices in their supply chains that have socio-environmental risks.

This action will provide companies, and in particular SMEs, with a practical tool and practical solutions to help them address the CSR risks that they might face through supply chains both within the EU and abroad.

DESCRIPTION OF THE ACTIONS TO BE FINANCED

Measure 1:

Publication and execution of a Call for proposals targeted at education institutions and other organisations involved in entrepreneurship and business education as well as organisations involved in CSR to build and/or strengthen CSR teaching capacities in tertiary education. The project proposals should focus on

- (1) how to develop, collect and disseminate effective teaching and training methodologies, didactics and material for CSR in entrepreneurship and business education and
- (2) piloting / testing / disseminating methodologies, didactics and material through seminars and workshops for teachers / professors / lecturers at tertiary education institutions.

Previous measures on the same topic:

There has not yet been an initiative on bringing CSR into entrepreneurship and business education before. A similar call for training of entrepreneurship teachers / professors / lecturers at tertiary education institutions was published under the Entrepreneurship and Innovation Programme 2012.

European added value: sharing and dissemination of good practices across Member States, establishing of synergies between tertiary education institutions from various Member States, development of a coherent, European approach to CSR in entrepreneurship and business education

Measure 2:

The CSR risk check tool will be a practical and easily understandable online tool. It will allow companies to receive a succinct report on the potential CSR risk on the countries they operate in. There will be no naming and shaming of specific countries and/or companies, but an analysis of the respective risks with regard to CSR.

The information collected for these reports will be based on collaboration agreements with international NGOs and other relevant sources (UN, reputable institutes, etc.).

A similar tool exists currently in the Netherlands, with a successful track record and well received. This action will expand the scope of this tool and to create an EU-wide CSR risk tool that is accessible to all European companies.

EXPECTED RESULTS

For objective 1:

- Collection and development of methodology and materials that can be used at tertiary level for teaching CSR in entrepreneurship and business education
- Creation of a core group of tertiary education institutions from various Member States that will act as leaders in CSR in entrepreneurship and business education in Europe
- Formation of a core group of entrepreneurship teachers / professors / lecturers (around 200) at tertiary education who have received training in CSR and who will act as ambassadors of CSR and specialised trainers within their institutions.

For objective 2:

- Contribution to better CSR performance of EU businesses in general
- Assisting EU companies, in particular SMEs, in complying with international due diligence requirements (in particular OECD guidelines, UN Guiding Principles on Business and Human Rights, UN Global Compact)
- Making CSR more accessible to companies, in particular SMEs

THE METHOD OF IMPLEMENTATION AND THE INDICATION OF THE AMOUNT ALLOCATED

IMPLEMENTATION MODE	TITLE	BUDGET (EUR)
Call for Proposals	CSR in entrepreneurship and business education	1 200 000

IMPLEMENTATION MODE	TITLE	BUDGET (EUR)
Call for tender	CSR Risk Check tool	300 000
Total		1 500 000

INDICATIVE IMPLEMENTATION TIMETABLE

MILESTONE DESCRIPTION	INDICATIVE QUARTER
Publication of the two Calls	Q1 2016
Signature of the grant agreement and of the contract	Q2/3 2016
Final report for objective one	Q4 2018
Indicative total duration: 36 months for objective one, 18 months for objective two	

INDICATORS

Objective 1:

- Number of countries participating; (minimum 3 for each funded project, for a minimum of 6 in total);
- Number of educational and training institutions participating; (minimum 6 in total);
- Production of high quality pedagogical tools focusing on CSR, which can be widely replicated to train teachers and students;
- Number of education/training courses and events organized; (a minimum of 2 wider training seminars – beyond the testing phase - for each project, for a minimum of 4 in total);
- Number of educators trained in CSR (at least 100 for each project, at least 200 in total);
- Feedback by participants on quality, relevance and added-value of training, seminars and materials provided;
- The creation of a core group and a network at European level of tertiary level educational institutions and business schools that will act as leaders in promoting CSR in entrepreneurship and business education in Europe;
- Total number of students/young people/teachers who will directly and indirectly benefit from this measure and will acquire new or improved knowledge about CSR.

Objective 2:

- Visitors per year
- Reports downloaded
- Feedback provided online

MAXIMUM RATE OF CO-FINANCING

75%

D. Entrepreneurship and entrepreneurial culture

The fourth specific objective of COSME is “*to promote entrepreneurship and entrepreneurial culture*” described in Article 12 of the COSME Regulation.

In 2016, there will be up to 4 actions to be financed under this specific objective with a budget of more than EUR 12 million.

GRO/SME/16/D/01 – ERASMUS FOR YOUNG ENTREPRENEURS

OBJECTIVES PURSUED

The objectives of the Erasmus for Young Entrepreneurs mobility scheme are:

- Helping new entrepreneurs acquire and build managerial skills and further develop their business plan/activity by learning from experienced entrepreneurs;
- Learning on the job by the new entrepreneurs by working with the host entrepreneur on concrete business projects;
- Supporting the host entrepreneur in researching, developing and testing or piloting new business concepts, products or services by the new entrepreneur's bringing in fresh ideas from another environment (in national, academic, market etc. terms);
- Raising entrepreneurs' awareness for the benefits from going international and, in particular, from exploiting the potential of the Single European Market by getting hands-on know-how about other national markets within the EU;
- Intensifying the networking and business relationship between entrepreneurs from different participating countries, especially laying the ground for further internationalisation of SMEs' businesses and for further spreading of innovative methods or products in the Single European Market.

DESCRIPTION OF THE ACTIONS TO BE FINANCED

Erasmus for Young Entrepreneurs is a mobility scheme that allows potential or newly established entrepreneurs to spend a period of time collaborating with an experienced entrepreneur in another participating country. These mobility actions aim to help the entrepreneurs enrich their experiences as well as learn and network with entrepreneurs in other participating countries. This measure will expand and strengthen the existing network of Intermediary Organisations (IO) which act as local contact points in participating countries. The IOs are in charge of recruiting and matching the entrepreneurs and facilitating the mobility actions. They also promote the programme and its benefits at local and national level.

Activities to support the network are carried out, including regular meetings with the IOs to foster networking. A Support Office assists the Commission in the promotion, the coordination of the IOs' network and the day-to-day support. This measure is a follow-up of the preparatory action carried out in 2009-2011, under the EIP objective Entrepreneurship and Innovation Culture in 2012 and 2013 and under COSME in 2014 and 2015.

The interim evaluation of the preparatory action confirmed the added value of this action and the lack of similar schemes at national level. It also confirms the efficiency of the operational set up to fulfil the pursued objectives and the quality of the exchanges carried out. The cross-

border nature of the action makes it unique as a way of promoting entrepreneurship and is directly relevant to a key EU policy objective of internationalisation and helping new and growing businesses to take advantage of the EU's Internal Market. Promotion of the benefits and achievements of the Erasmus for Young Entrepreneurs and technical support to users will be provided.

The initiative will be implemented via Call for Proposals.

Entities can be public or private entities whose core activity is in the field of business support. The rate of Union co-financing shall be up to 90 % of eligible costs incurred by the IOs. The European Union contribution shall not exceed 75 % of the programme management costs but may be up to 100 % of the sum allocated by beneficiaries (IOs) to third parties (sub-grantee, i.e. new entrepreneurs) participating in a mobility action.

Financial assistance to new entrepreneurs participating in a mobility action shall take the form of a scale of unit cost of maximum EUR 6 600 per entrepreneur.

Service contract awarded to the "Support Office" which ensures coordination and coherence of the activities and particularly supports the Intermediate Organisations in their work.

EXPECTED RESULTS

The initiative expects to have achieved the following results by January 2019:

- Circa 2400 exchanges matched;
- Circa 5500 entrepreneurs registered;
- Circa 120 Intermediary Organisations involved in the implementation of the programme;
- At least 28 countries covered;
- Rate of successful exchanges above 90%.

THE METHOD OF IMPLEMENTATION AND THE INDICATION OF THE AMOUNT ALLOCATED

IMPLEMENTATION MODE	TITLE	BUDGET (EUR)
Call for proposals leading to framework partnership agreements (FPA) or possibly with two strands, leading to FPA and grant agreements	Erasmus for Young Entrepreneurs	6 800 000
Call for tenders	Support Office	600 000
Total		7 400 000

INDICATIVE IMPLEMENTATION TIMETABLE

MILESTONE DESCRIPTION	INDICATIVE QUARTER
Publication of the call (9) for proposals	Q1 2016
Communication of results to applicants	Q4 2016

MILESTONE DESCRIPTION	INDICATIVE QUARTER
Signature of the grant agreements	Q4 2016
Publication call for tenders for Support Office	Q1 2016

INDICATORS

1. Number of entrepreneurs registered for the programme
 2. Number of relationships achieved
 3. Number of intermediary organisations involved in the implementation of the programme
 4. Number of countries covered by the Intermediary Organisations
 5. Index of satisfaction of the participants
 6. Level of implementation efficiency by the Intermediary Organisations
- Long term indicators:*
1. Number of resulting joint projects/cooperation agreements;
 2. Number of jobs created;
 3. Number of start-ups created.

MAXIMUM RATE OF CO-FINANCING

90%

GRO/SME/16/D/02 - EUROBAROMETER ON ENTREPRENEURSHIP

OBJECTIVES PURSUED

Entrepreneurship is a driving force for job creation, competitiveness and growth, and it contributes to personal fulfilment and the achievement of social objectives. The main objective of the Eurobarometer is to assess the development of entrepreneurship in EU Member States, the willingness of EU citizens to become self-employed and the concerns that are related to such a choice.

Moreover, the measure aims to compare the results for EU MS with the situation in other non-EU economies and with the previous editions of Eurobarometer. .

DESCRIPTION OF THE ACTIONS TO BE FINANCED

A Flash Eurobarometer on entrepreneurship has been carried out for over a decade done regularly (every 2-3 years) to establish the evolution of attitudes of the European population towards entrepreneurship, the willingness to become self-employed and the problems that may be connected to such a choice. It is carried out through a framework contract of DG COMM.

The previous Flash Eurobarometer on this subject was carried out in 2012 and funded under the CIP 2012 work programme.

For the sake of data comparability, the approach will be similar to previous editions which consisted of a telephone opinion survey regarding various aspects of entrepreneurship in the EU and major comparators, neighbours, and competitive economies, including EU-28, Iceland, Norway, Turkey, China, Japan, South Korea, Switzerland, Brazil, India and the USA.

EXPECTED RESULTS

Survey report containing horizontal analysis and country results breakdown, foreseen for publication.

Survey will provide input for designing a relevant and targeted entrepreneurship policy and will be DG's key Management Plan indicators.

THE METHOD OF IMPLEMENTATION AND THE INDICATION OF THE AMOUNT ALLOCATED

IMPLEMENTATION MODE	TITLE	BUDGET (EUR)
Specific contract under a framework contract	Entrepreneurship in the EU and beyond - Flash Eurobarometer 2016	1 000 000
Total		1 000 000

INDICATIVE IMPLEMENTATION TIMETABLE

MILESTONE DESCRIPTION	INDICATIVE QUARTER
Signature of the contract	Q2 2016
Publication of results	Q4 2016
Indicative total duration: 12 months	

INDICATORS

Degree of comparability with previous Eurobarometers;

- Timeliness of the delivery;

- Impact on target population (national and regional governments), i.e.: indication that the data contained in the analysis is used by governments as an input on their policies on entrepreneurship.

GRO/SME/16/D/03 – MIGRANTS ENTREPRENEURSHIP SUPPORT SCHEMES

OBJECTIVES PURSUED

The objective is to identify and promote the quick implementation of best practices in the fields of outreach to and support for potential entrepreneurs in migrant communities already within the EU, who may not be reached by traditional business start-up support services.

DESCRIPTION OF THE ACTIONS TO BE FINANCED

The area of migrants as entrepreneurs and how to effectively support them are addressed by relatively few initiatives in Europe at present. Those efforts that do exist are often at the level of city or locality, or are pilot schemes undertaken at the initiative of banks or universities.

The Commission will organise a best-practice seminar bringing together Member States Administrations and representatives from the existing schemes around February 2016, with a view to identifying the best practices and possible collaborative schemes, and collating a set of case studies for use by administrations across Europe at all levels.

Sharing of approaches across administrations which have already put into place such initiatives and those wishing to develop them will serve to develop new support schemes and improve existing ones. This call will support the quick setting-up of entrepreneurship support schemes for migrants, building on their qualifications beyond diploma recognition, and based on the best-practices identified.

EXPECTED RESULTS

Quick setting-up of entrepreneurship support schemes for migrants, building on their qualifications beyond diploma recognition, and based on the best-practices identified.

Recommendations and guidance to be disseminated to interested administrations and organisations (e.g., business support providers, banks, social support and community organisations) for replication.

THE METHOD OF IMPLEMENTATION AND THE INDICATION OF THE AMOUNT ALLOCATED

IMPLEMENTATION MODE	TITLE	BUDGET (EUR)
Call for proposal	Migrants Entrepreneurship support Schemes	500.000
Total		500 000

INDICATIVE IMPLEMENTATION TIMETABLE

MILESTONE DESCRIPTION	INDICATIVE QUARTER
Launch of the call for proposals	Q1 2016
Signature of the contract	Q2 2016
Indicative total duration: 24 months	

INDICATORS

- Timely delivery of support services
- Number of potential migrant entrepreneurs advised
- Uptake of recommendations for policy and programme development

MAXIMUM RATE OF CO-FINANCING

75 %

GRO/SME/16/D/04 - EUROPEAN NETWORK FOR EARLY WARNING AND FOR SUPPORT TO ENTERPRISES AND SECOND STARTERS

OBJECTIVES PURSUED

Evidence shows that by far that the majority of bankruptcies (96%) are due to objective problems such as late payments by clients. They are thus “honest failures”. Although the percentage of fraudulent behaviour is a small, many member states apply the same procedures for bankruptcies of dishonest and honest entrepreneurs which are often long and/or result in legal consequences that are legally or practically prohibitive for the failed entrepreneur starting a new enterprise.

The 2012 Eurobarometer survey among European citizens showed that **the fear of failure is** one of the most important factors **affecting the creation of new enterprises**: 43% of EU respondents in the survey said that they would be afraid of the risk of going bankrupt, while more than a third - 37% - said that the risk of losing their property/home would concern them the most. In United States, the tolerance for business failure is much higher and one of the crucial reasons for higher levels of entrepreneurial activity. In the EU former bankrupts are legally and socially stigmatized and find it much more difficult to finance and start a new enterprise, which can save or create jobs and growth.

Early warning, prevention and crisis support are crucial since they can avert bankruptcy process or can mitigate the effects of a crisis. As such, they have an important impact on entrepreneurship, since an early recognition of financial problems can help viable companies to overcome a crisis, restore financial health while problems are still small and help the company to go on a new course of growth. Equally, expert support can help to close down non-viable enterprises quicker and in a more effective way as well as to minimise closure-related negative consequences to the entrepreneur, employees and creditors, and preserve as much as possible for a new start.

Based on evidence from member states, saving viable companies could be a cost effective exercise. It can cost less than 1.500 euros to save a company from bankruptcy with significant savings for the governments in lost taxes and avoided unemployment payments.

The creation of a European Network for Early Warning and for Support to Enterprises and Second Starters will establish a network of support services to enterprises in difficulties. Based on the experiences of existing support services for companies and company-owners in distress, the Network should foster the roll-out of an effective support system in Europe to the countries in which such systems do not exist or are only partly covered.

The aim of this initiative is to develop advisory and support services to

(1) businesses that are still viable for restructuring and advice to survive or to go into an orderly and quick liquidation if ultimately not viable, and
(2) honest bankrupt entrepreneurs to go for a second start in business, inter alia to manage and restructure their debt, to facilitate their economic and social inclusion and support them in a 'second start'.

Such services should consist of a comprehensive package that covers all relevant aspects of a company's and its owner-manager's distress: business / economic, legal, financial, accounting and its/his/her environment.

The **European Network for Early Warning and for Support to Enterprises and Second Starters** will establish support services for companies and company-owners in distress in 4 European countries that are not yet (fully) covered by such services. The build-up of the Network shall start in the second half of 2016, serving as a model for implementation in further European countries if a three-year pilot phase is successful.

This initiative supports the specific objective related to the promotion of entrepreneurship and entrepreneurial culture by improving framework conditions affecting the development of entrepreneurship, including the reduction of obstacles to the setting-up of enterprises. (This initiative is also streamlined with Commission's flagship initiatives on Capital Market Union and the Internal Market Strategy). In addition, it is in accordance with the invitation to the Commission to support the business environment and culture favourable to sustainable enterprises, start-ups, growth, business transfer, second chance (re-start) (Article 12 and preamble 14 in 1287/2013 COSME Regulation).

DESCRIPTION OF THE ACTIONS TO BE FINANCED

The measures are :

A call for proposals to create and fund a **European Network for Early Warning and for Support to Enterprises and Second Starters** in charge of conceptualising, organizing the development and implementing the abovementioned support services for companies and company-owners in difficulties and honest bankrupt entrepreneurs vying for a second start. It should provide for building and rolling out these services in the participating European countries and serve as a model for the extension of such services to other, still unserved European countries after 2018.

The Network shall be built on the experiences and emulate the good practices of existing support services such as the Danish Early Warning Scheme, the support services of BECI in Brussels, Tussenstap in Flanders, FADE in Asturias/Spain or Anonyme Insolvenzler in Germany. By building on the approaches of already working schemes it can create the momentum and offer the possibility for a quicker and more effective dissemination of impactful methods across Europe.

The Network should be led by one or more organisations that have experience in running a national or regional support service for companies and company-owners in distress and consist of business support services that have committed to establish such services in their own countries. These services will have to commit to offering assistance to targeted numbers of businesses in their own countries.

EXPECTED RESULTS

The Network shall serve as the core for a future Europe-wide system of support services and disseminate impactful support methods across Europe. It should contribute to increasing the rate of saving companies that face economic difficulties and improve the rate of honest failed entrepreneurs that go for a second chance in entrepreneurship.

THE METHOD OF IMPLEMENTATION AND THE INDICATION OF THE AMOUNT ALLOCATED

IMPLEMENTATION MODE	TITLE	BUDGET (EUR)
Call for Proposals	European Network for Early Warning and for Support to Enterprises and Second Starters	3 800 000
Total		3 800 000

INDICATIVE IMPLEMENTATION TIMETABLE

MILESTONE DESCRIPTION	INDICATIVE QUARTER
Publication of the call	Q1 2016
Signature of the contract	Q2/3 2016

INDICATORS

Number of countries in the network and number of companies supported

MAXIMUM RATE OF CO-FINANCING

75 %

Annex I: Overview table of the COSME 2016 Work Programme

CODE	TITLE OF THE ACTION	BUDGET	
		02 02 01	02 02 02
Objective A: Access to Finance			
GRO/SME/16/A/01	Loan Guarantee Facility including SME Initiative		116 184 073
GRO/SME/16/A/02	Equity Facility for Growth		49,650,000
GRO/SME/16/A/03	Accompanying Actions		1,470,000
Total	TOTAL		167 304 073
Objective B: Access to markets			
GRO/SME/16/B/01	Enterprise Europe Network	45,000,000	
GRO/SME/16/B/02	Your Europe Business Portal	450,000	
GRO/SME/16/B/03	Support to SME internationalisation	2,350,000	
GRO/SME/16/B/04	EU-Japan Centre for industrial cooperation	2,800,000	
GRO/SME/16/B/05	Improved points of single contacts	1,000,000	
GRO/SME/16/B/06	Improving SMEs' access to public procurement	800,000	
Total	TOTAL	52,400,000	
Objective C: Framework Conditions for Enterprises			
GRO/SME/16/C/01	SME Policy (SPR, SBA, outreach)	4,500,000	
GRO/SME/16/C/02	Implementing Social Business Initiatives key-actions	1,600,000	
GRO/SME/16/C/03	EU Stakeholder platform for Better Regulation	500,000	
GRO/SME/16/C/04	Integration and Competitiveness Report 2017	800,000	
GRO/SME/16/C/05	Clusters Internationalisation Programme for SMEs	4,925,000	
GRO/SME/16/C/06	Worth Partnership Project	5,500,000	
GRO/SME/16/C/07	Tourism	4,500,000	
GRO/SME/16/C/08	European Sustainable Chemicals Support Service (ESCSS)	500,000	
GRO/SME/16/C/09	Nanomaterials observatory	800,000	
GRO/SME/16/C/10	Modernisation of industry	8,500,000	
GRO/SME/16/C/11	Potential of Servitisation for EU SMEs	500,000	
GRO/SME/16/C/12	New skills for the digital transformation of enterprises, manufacturing and Key Enabling Technologies	2,500,000	
GRO/SME/16/C/13	Raising awareness of civil drones' operators about Privacy and Data protection obligations	450,000	
GRO/SME/16/C/14	Implementation of the Action Plan "Construction 2020"	810,000	
GRO/SME/16/C/15	Corporate Social Responsibility	1,500,000	
Total	TOTAL	37,885,000	
Objective D: Entrepreneurship and Entrepreneurial Culture			
GRO/SME/16/D/01	Erasmus for Young Entrepreneurs	7,400,000	
GRO/SME/16/D/02	Eurobarometer on entrepreneurship	1,000,000	
GRO/SME/16/D/03	Migrants Entrepreneurs Laboratories	500,000	
GRO/SME/16/D/04	European Network for early warning and for support to enterprises and second starters	3,800,000	
Total	TOTAL	12,700,000	
TOTAL 2016 COSME BUDGET		102,985,000	167 304 073

Annex II: Eligibility criteria and Selection and award criteria

Eligibility criteria

Applicant organisations must be established:

- in EU Member States;
- or in countries participating in the COSME programme under Article 6 of the COSME Regulation.

When relevant, additional eligibility criteria are indicated in the action description and in the call text.

Selection and award criteria

As regards all grants envisaged in this work programme, each proposal will be evaluated on the basis of the selection criteria specified in the respective calls for proposals. Essentially, these criteria are based on the following:

- Financial capacity to complete the proposed operation;
- Stable and sufficient sources of finance to ensure the continuity of the organisation throughout the project and to play a part in financing it;
- Operational (technical and management) capacity to complete the operation;
- Capacity to manage activities corresponding to the size of the project for which a grant is requested;
- Adequate professional qualifications and experience of the team responsible for the project/operation.

An evaluation of the quality of proposals, including the proposed budget, will be based on the following award criteria:

- Relevance of the actions proposed in view of the objectives established in the call;
- Quality of the proposed actions;
- Impact on target audience;
- Budget and cost-effectiveness.

All actions under the first objective – Access to Finance will be funded on budget line 02 02 02. All other actions will be funded on budget line 02 02 01.