



smeSpire
www.smespire.eu

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Summary

- *EU ICT SMEs*
- *The Project*
- *The Partnership*
- *Objectives*
- *Expected Output*
- *Target Groups*
- *Actions undertaken*
- *MSCPs involvement*

geoICT SMEs

SME definition

<u>Category</u>	<u>Employees</u>	<u>Turnover</u>	<u>or</u>	<u>Balance sheet</u>
Medium-sized	< 250	≤ € 50 m		≤ € 43 m
Small	< 50	≤ € 10 m		≤ € 10 m
Micro	< 10	≤ € 2 m		≤ € 2 m

source: http://ec.europa.eu/enterprise/policies/sme/facts-figures-analysis/sme-definition/index_en.htm

ICT SMEs in EU27

- *ICT consultancy (NACE J62, J63):*
 - **ICT enterprises 554.000 (Eurostat, 2009)**
 - **turnover: 400bln€**
 - **value added: 191bln€**
 - **people: 2.9 million**

source:

http://epp.eurostat.ec.europa.eu/statistics_explained/index.php/Information_and_communication_service_statistics_-_NACE_Rev._2

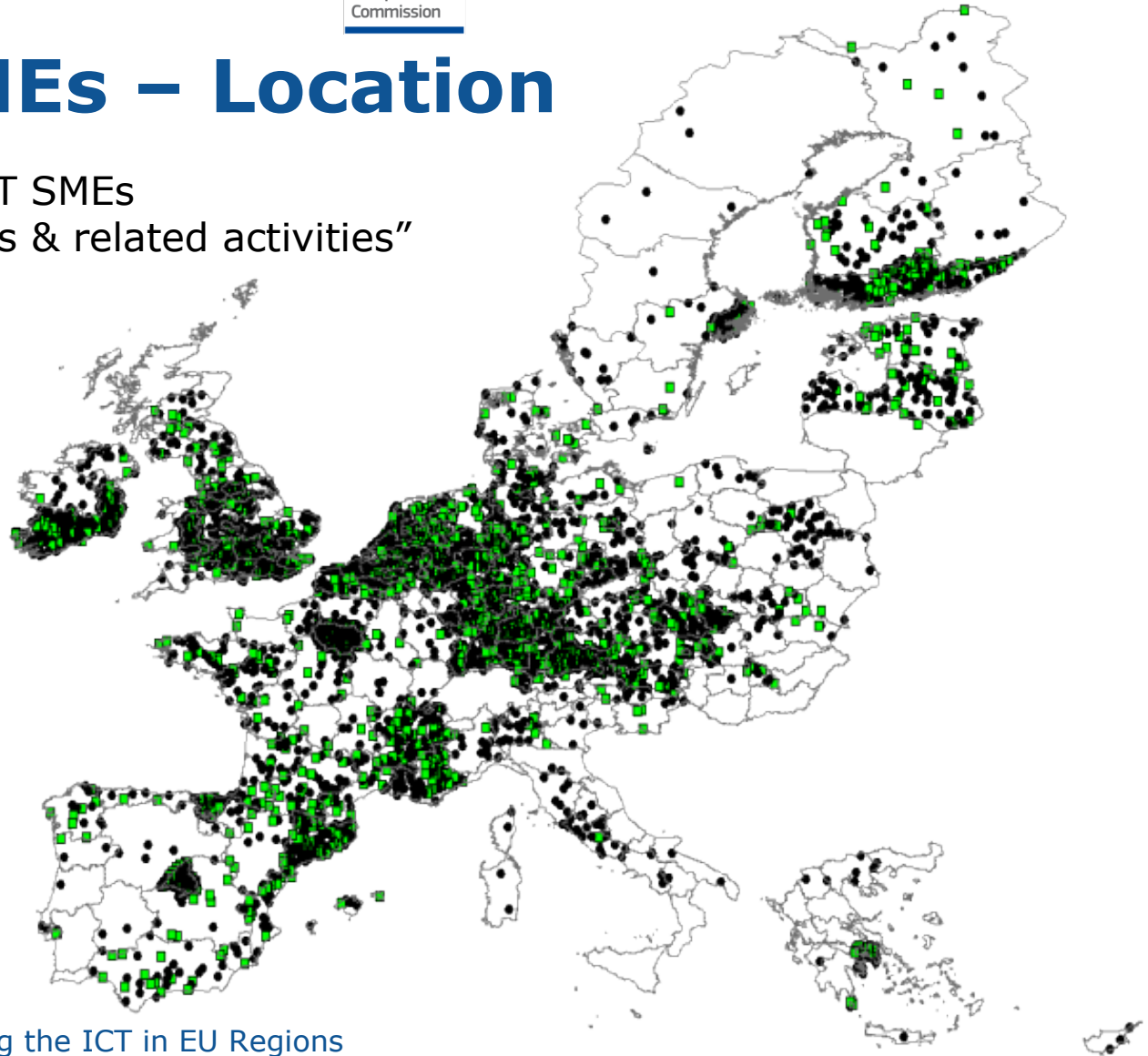
- *> 90% are "micro-enterprises" (<10 employees)*
 - **top 4 countries: UK, DE, FR, IT**
 - 70% value added
 - 60% employees

source: http://cordis.europa.eu/fp7/ict/ssai/docs/20090730-d2-eu-ssbs-industry_en.pdf

EU ICT SMEs – Location

Location of **new** ICT SMEs
“Computing services & related activities”

- 1995-2000
- 2001-2004



EU ICT SMEs – Revenue & Segments

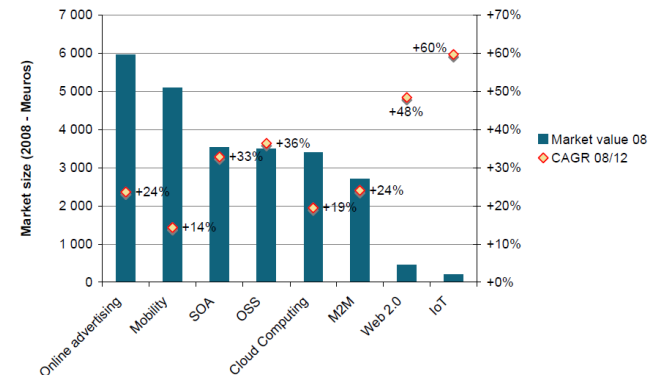
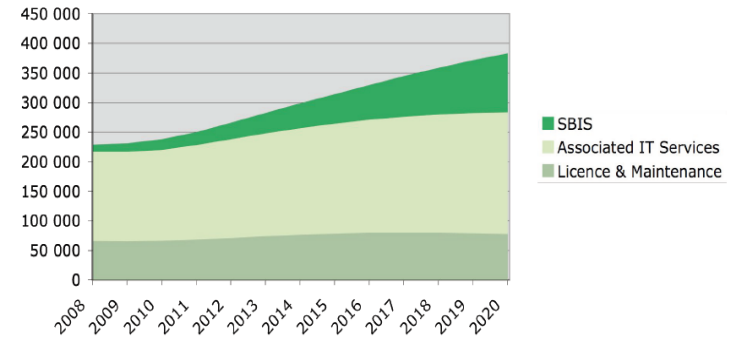
- *Software & Software Based Service market*
- *EU27 (2020 forecast)*

- **Revenue models**

- SBIS (Software Based Internet Services)
- Associated IT Services
- License & Maintenance

- **Emerging segments**

- Mobility
- Service Oriented Architecture (SOA)
- Open Source Software (OSS)
- Cloud Computing



source: PAC, 2009, A Software Strategy for Europe - D3-Baseline Scenario for 2020



The Project

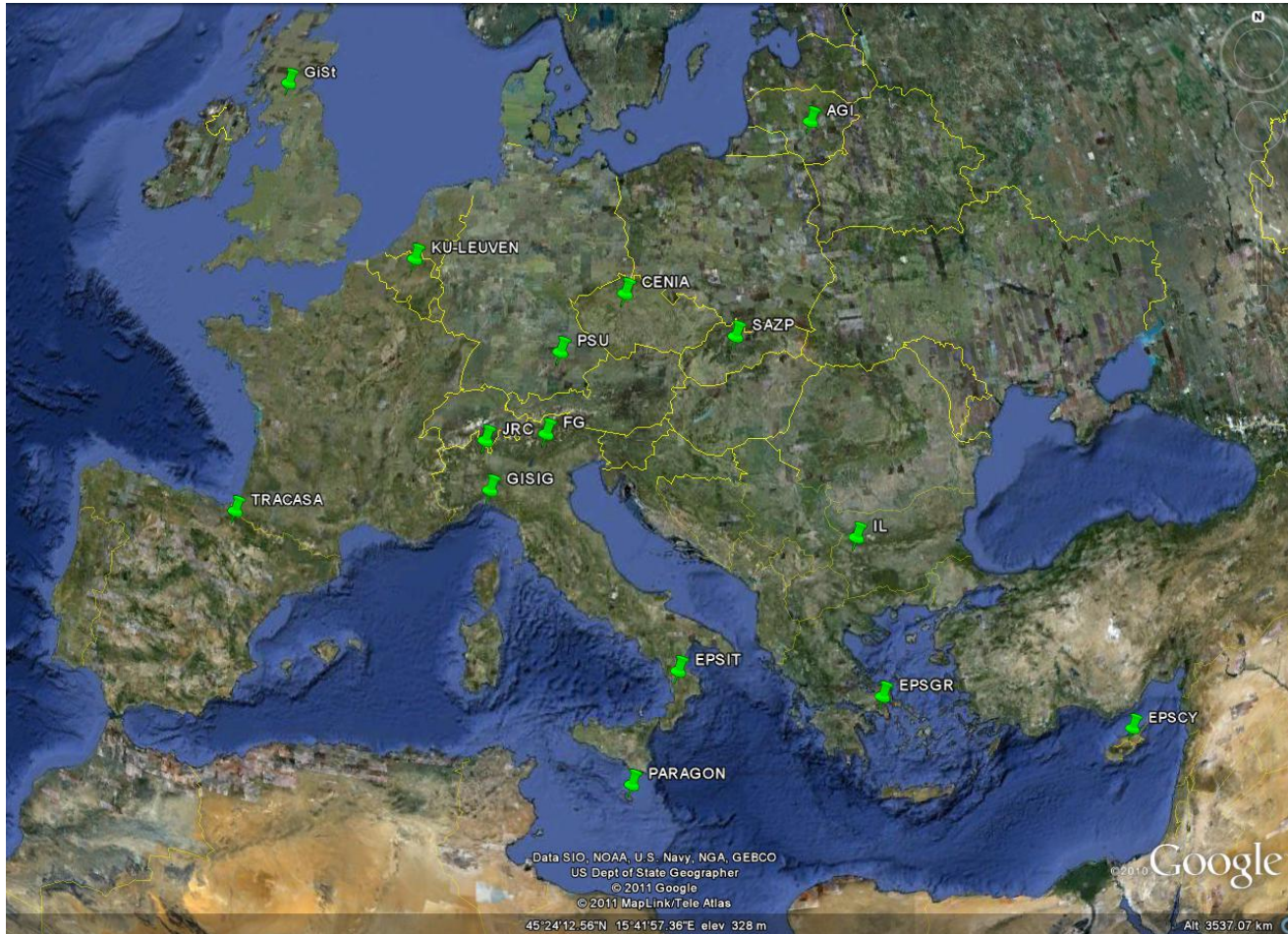
SmeSpire's purpose is to encourage and enable the participation of SMEs in the mechanisms of harmonising and making large scale environmental content available.

SMEs can enable countries to fulfil the Directive, creating new market opportunities with increased potential for innovation and new jobs.

The Project

- *FP7 Support Action*
- *15 partners involved*
- *12 Member States represented*
- *Description of Work: identifies tasks, roles and responsibilities*
- *SAMB (Support Action Management Board) composed by WP/Task leaders*

The Partnership



EPSILON Italia (coor)
GISTANDARD
CENIA
SAZP
INFO-LOGICA
JRC
EPSILON Greece
PARAGON
EPSILON Cyprus
GISIG
PSU
GRAPHITECH
AGI
TRACASA
KU LEUVEN

Objectives

Assess the market potential for geoICT companies in relation to INSPIRE

- **SMEs helping PA in implementing INSPIRE**
- **SMEs using INSPIRE thematic datasets**

Characterise obstacles for geoICT companies to enter this market

- **Knowledge gap**
- **Training needs**

Expected Output 1/2

- 1. *Assessment***, in EU Member States, of potential market for geoICT SMEs
- 2. *Training package*** based on vocational training curricula.
- 3. *Best Practice catalogue***, including lessons learned and unsuccessful outcomes
- 4. *Dissemination events*** (“smeSpire days”), which will include training workshops, to be organised in the participating countries (as ePractice workshops).

Expected Output 2/2

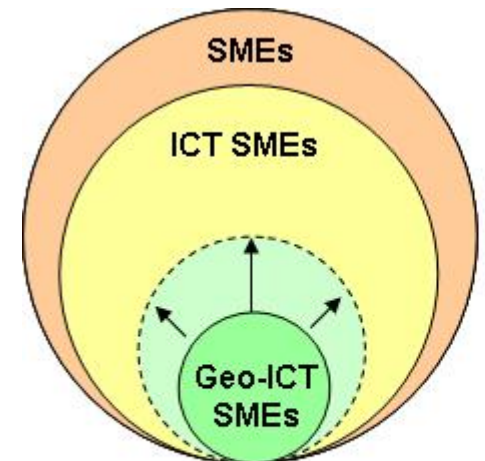
- 1. Network of SMEs** and other stakeholders to bridge the gap between INSPIRE-driven demand and the geoICT-driven offer
- 2. Business model** to enable already established and new geoICT EU SMEs to convert technological innovation into economic value
- 3. European geoICT SMEs Database**, enabling complex business intelligence studies and analysis
- 4. General awareness** about the importance of interoperability (also results of EIS/EIF and ISA)

Target Groups 1/2

Established SMEs already active in the *geoICT* domain

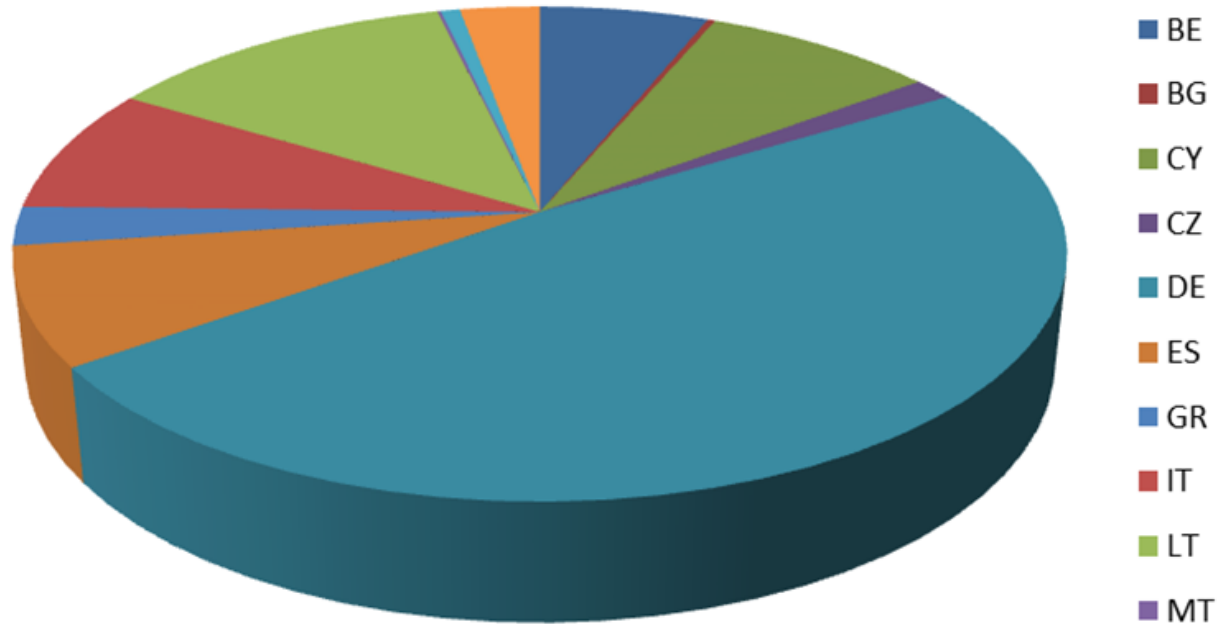
New entrant SMEs in the *geoICT* domain, consisting of:

- *already established ICT SMEs, looking for new business opportunities*
- *start-up SMEs*



Target Groups 2/2

BE	89
BG	4
CY	123
CZ	21
DE	711
ES	113
GR	37
IT	120
LT	185
MT	2
SK	10
UK	42



Actions undertaken

Focus on:

- List of geoICT SMEs in 12 MS represented in the project (ca.1500 geoICT listed)
- Online questionnaire design (**draft**)
 - Scheduled on 22nd November
 - Open until end of April 2013
- In-depth interviews design
 - MSPCs
 - LMOs / NGOs
- geoICT SMEs database model

MSCPs involvement 1/2

*Direct involvement of Member States Contact Points is **crucial***

- We need in-depth interviews with Contact Points
- Goal of the interviews is Contact Points to help us in studying geoICT sector
- smeSpire partners will contact Contact Points in next weeks to organise the interview

MSCPs involvement 2/2

Draft examples:

- Do you have an overview of all private companies active in geoICT?
- Can you describe the geoICT sector in your country (size, composition, geographical distribution)?
- Differences and similarities between ICT sector and geoICT sector in your country?
- Strengths and weaknesses of the geoICT sector in your country? How do you evaluate the geoICT skills and knowledge in your country?

thank you for your attention and for feedback

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