

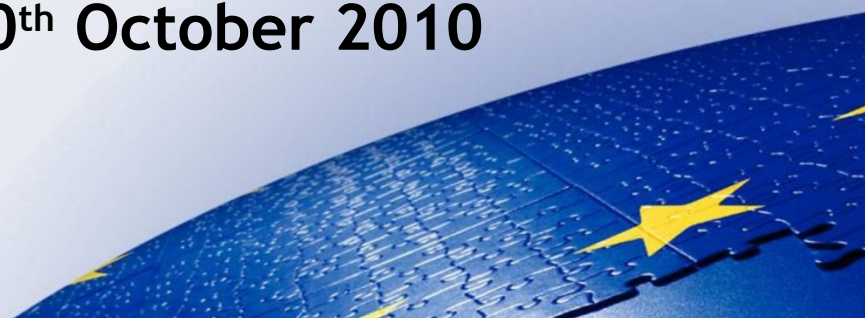
PIN-SME

The European Association of ICT small and medium sized enterprises

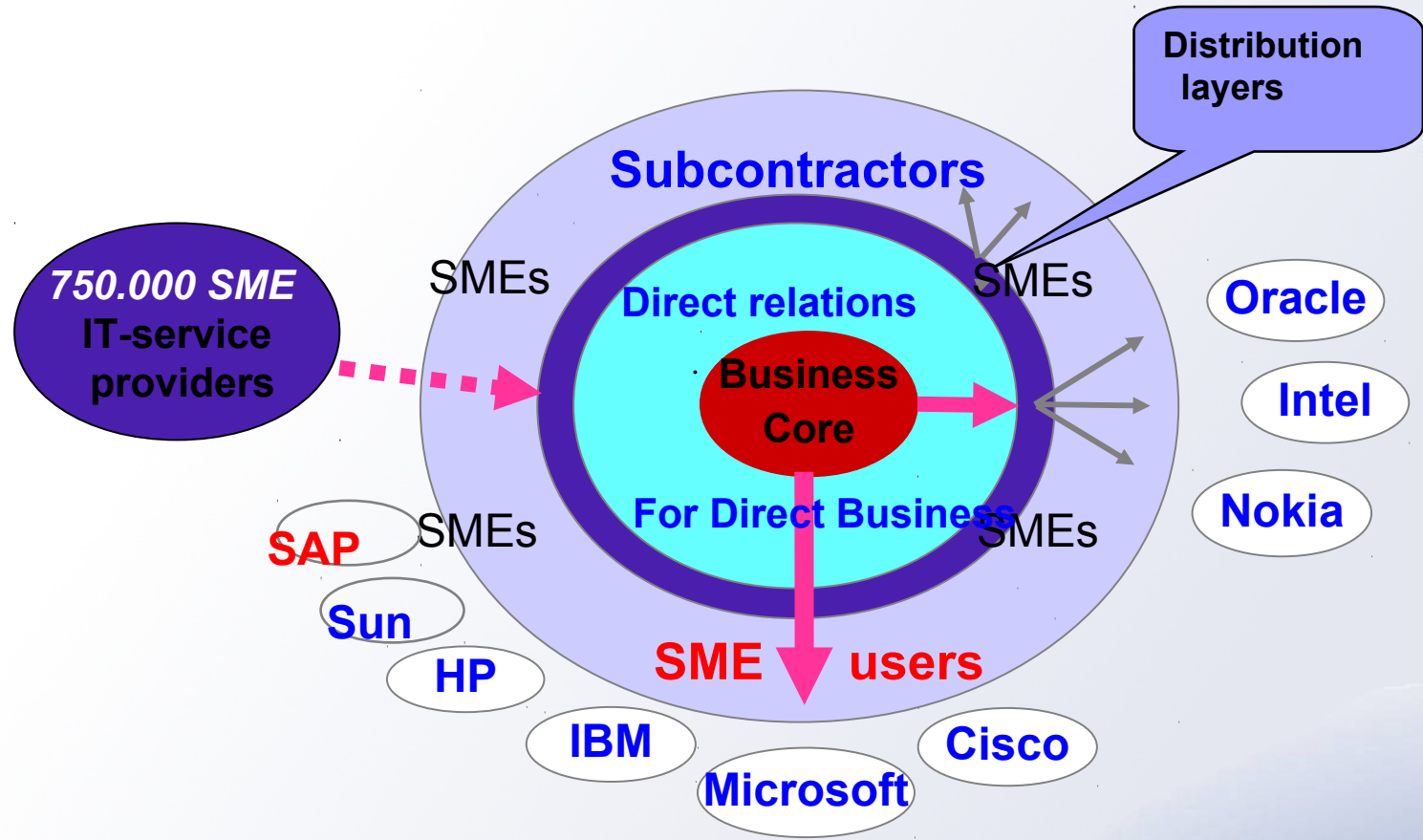
Rémi Orth
PIN-SME Policy Officer

**Empowering ICT SMEs
to compete internationally**

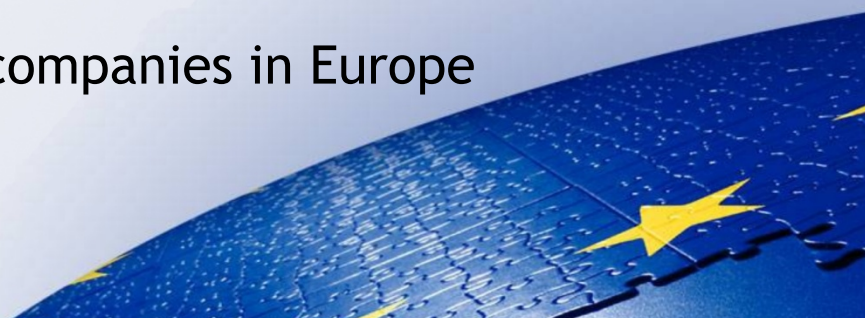
SPI meets in Sofia, 20th October 2010



The role of ICT-SMEs



ICT SMEs are the ICT enablers for 24 M companies in Europe



The Voice of ICT-SMEs

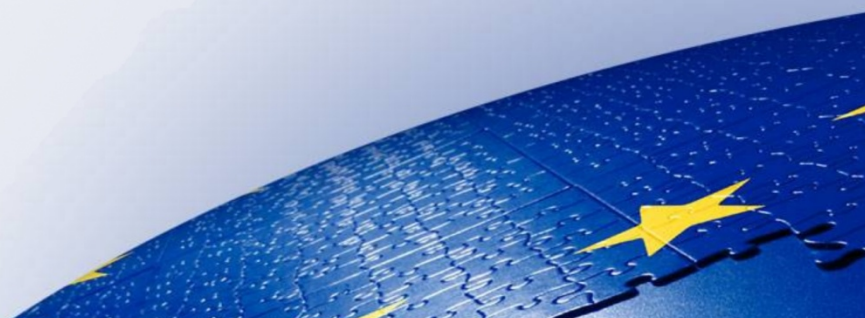
PIN-SME member: national associations of ICT SMEs



IT B2B opportunities for SMEs

Impact of ICT in different sectors

Level 1 Basic ICT use – with little impact on business processes	Level 2 Advanced e-business activity – sector-wide exchange of standardised data	Level 3 Sectors undergoing a major transformation due to e-business
<ul style="list-style-type: none">• Most SMEs in process manufacturing sectors (e.g. paper, chemical, basic metals, glass, ceramics, cement)• SMEs in manufacturing sectors such as food, furniture• Construction SMEs	<ul style="list-style-type: none">• Automotive industry• Electronics industry• Pharmaceutical industry• Large companies in other manufacturing sectors (e.g. chemicals, paper)• Large retail chains	<ul style="list-style-type: none">• ICT services• Tourism• Financial services• Knowledge-intensive business services• Publishing• Logistics





THE VOICE OF ICT SMEs IN EUROPE

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Business & project opportunities

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Business & project opportunities



For more information on the business following project opportunities please kindly contact the PIN-SME secretariat at info@pin-sme.eu and mention the reference number.

Ref#B001 – Strategic process to new business pre-revenue development

A UK company is offering the Idea Street strategic process to new business pre-revenue development as a consulting service to a limited number of companies.

For more information, please kindly contact info@pin-sme.eu

Ref#P001 - Draft project proposal answering to FP7 call Objective ICT-2011.4.1 - SME initiative on Digital Content and Languages

The main goal of the project is to enable a radically new model for accessing, search and post-processing content.

PIN-SME is looking for 2 ICT SMEs for this project.

For more information / to become involved in the project, please kindly contact info@pin-sme.eu

Ref#P002 - Draft project proposal answering to FP7 call Objective FoF-ICT-2011.7.3 Virtual Factories and enterprises

The main goal of the project is to enable SME manufacturers to deploy and fully leverage state-of-the-art IoT infrastructures in their premises.

PIN-SME is looking for 3 manufacturers SMEs for this project.

For more information / to become involved in the project, please kindly contact info@pin-sme.eu

Ref#B002 – Coaching for ICT SMEs - access to business angels investment

An ongoing EU-funded project is offering ICT SMEs coaching to access investment through business angels, venture capital firms and corporate investors.

PIN-SME ADMINISTRATORS

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Thank you for your attention!

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