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Trend Chart on Innovation in Europe

GR 47

General presentation of the measure/scheme/action/regulation

Country

Greece

Geographical coverage, national or regional (state region)

(National)

Title of the measure

Centres of Entrepreneurial and Technological Development / Κέντρα Επιχειρηματικής & Τεχνολογικής Ανάπτυξης (KETA)

Information Source/Reference

Ministry of Development, www.ypan.gr

Overview (nature, main goals)

This programme aims at developing Centres of Entrepreneurial and Technological Development (KETA), which will provide information and consulting to companies. The sectors that will be supported are manufacturing, commerce, tourism and services in general. The centres will operate under the co-ordination of the Ministry of Development and through the exploitation and restructuring of the existent structures and mechanism KETA should be regional, in order to serve firms locally (13 centres, one in each region, and should have the appropriate infrastructure and human potential. A central coordinational body, responsible for all the centres will be selected through an open procedure by the Ministry of Development. The legal form, the composition of the centres and their territorial organisation will follow suggestions in the submitted proposals. There is no binding rule the legal form, however the establishment of a distinct legal entity, which will implement the plan, is needed. The main activities of the centres are: a. Information – Awareness Raising - Development of entrepreneurial spirit b. Monitoring of the SMEs competitiveness (implementation of benchmarking practices) c. Individual support by business consultants d. Organisation of the entrepreneurial services provision e. Organisation – Intermediatic – Exploitation of financing tools f. Support actions for internationalisation and export's orientation A call for proposals was launched in July 2001 and proposals can be submitted until the 8th of October 2001.

Action Plan objective addressed by measure

I.4. Innovation & Management

III.5. Absorption of Technologies by SMEs

Administering agency

[General Secretariat for Industry - Ministry of Development](#)

80, Michalakopoulou Ave.,, Greece

Phone: + 30 1 74 82 770

Web Site: www.ypan.gr/default_eng.htm

Name of the manager(s) responsible for the implementation of this measure with address, fax, phone

[A. Kartsakli](#)

General Secretariat for Industry - Ministry of Development

80, Michalakopoulou Ave.,, Greece

Description of Scheme

General Information

Reference to legal basis (e.g. act, public document, ...)

Call for Proposals No: 18038/794/27.7.2001, Ministry of Development, Operational Programme "Competitiveness", measure 1.4.1

Does the measure receive central funding or regional funding?

Central

Start date

The programme was launched in July 2001

Expected date of completion

The programme will end on 31/12/2006.

Previous measure (name, date, links with the current measure)

Although different in nature and scope this measure is trying to follow up the Offices of Industrial Restructuring created by the Ministry of Development during the Second CSF

Reasons for launching/modifying the new measure

The reason is the re-examination of the role and the re-orientation of the enterprises support structures in a direction of an integrated support for competitiveness, which will include all the productive sectors of the economy (industry, commerce, tourism, energy, technology, etc.). The experience gained and the new implementation framework of the 3rd CSF drive to decentralised procedures supported by local initiatives and bottom up approaches.

Have any of the main features of the measure/scheme/action/regulation changed during its implementation

The programme is only starting.

What is the predominant role of the government?

Provider of funding and coordinator.

Organisation and Implementation

Organisation and Structure

The programme was launched in July 2001, in the framework of the Operational Programme "Competitiveness" and proposals can be submitted until the 8th of October 2001. The combination of locally operating and nationally coordinated activities is a novelty in the organisation of publicly supported intermediaries. The centres that will be selected through the evaluation of the proposals will sign a public contract of services provision through the procedure of negotiation. KETAs will operate in the capitals of the regions of the country and have satellite offices, supported by prefectures if necessary. Especially for the Region of Attica the emphasis is given to the Prefectures of Piraeus, East and West Attica. The evaluation of the proposals (valid for 6 months) is implemented by a Committee in a 3-step procedure. At the end of the evaluation procedure, the Committee approves a part or the whole proposal of the candidates who presented the most economical advantage proposals after the negotiation procedure. The programme is expected to be operational from the beginning of the year 2002.

What are the criteria for eligibility?

The proposals that are going to be submitted must fulfil some conditions for the organisation and the function of these business centres in order to be approved. The criteria of the design of these Centres are the followings: a. Corporate relations with the participation of as many as possible of the local authorities that have specialisation and experience in similar objects (Chambers, Research Centres, Technological Institutes etc.), b. The vast co-operation or even exploitation of other already existing networks that are involved in some way in the support of the local productive and business mechanism, c. The co-operation with similar services provision bodies in abroad for the transport of know-how, best practices, methodological tools etc., d. The organisational structure must serve in the best way the needs of entrepreneurship support, according to the peculiarities of each region, e. The avoidance of overlapping of responsibilities and services support by the local authorities and the best possible use of the existing mechanisms of support for SMEs, in order to establish a unified regional policy, f. Ensure the same quality and range of services for all the receivers of their activities, regardless their geographical range and position, g. Flexibility in the administration and management of their project, h. Transparency in the financial management, i. Ensuring skilled and experienced executives, especially for the posts of the business consultants, g. The candidates should prove with reliable evidence that they are able to continue their activities even after the end of the programme (2006), k. These centres should plan their development in the prefecture with antenna - offices (at least one in each prefecture). The exploitation of the fixed assets that the co-operating bodies already possess will be taken in serious consideration. Concerning the evaluation procedure, it takes place in 3 steps: First, through a formal control, examining if all the necessary supporting documents are submitted. 2. If the application complies with the formal control the "Technical Offer" is examined. This folder contains evidence of the financial and technical adequacy and experience of the candidates. 3. At the final phase, after the "Technical Offer" has been approved, the "Economical Offer" is examined. At this stage the technical offer and a presentation/interview as well as the economic offer are being evaluated. Stage 1 Evaluation Criteria: The proposals should fulfil the following conditions, otherwise they will be excluded: a. To have in separate folders the Technical and Economical offer, b. To submit the guarantee letter and all the necessary details needed, c. Not to be in bankruptcy proceedings, pause of activities, obligatory management or other similar proceedings, d. To be informed about the obligations regarding social security contributions and tax obligations. Stage 2 Evaluation Criteria: A. The financial ability of the candidate proved by the followings: 1. Balance sheets of the last 3 years or other equivalent documents, 2. Documents of credit ability, 3. Statement of the turnover regarding the provision of services similar to what is asked in the call for proposals for the last 3 years. The technical efficiency and experience is proved by the followings: 1. Main services that have been provided during the last 3 years, 2. List of the working specialised personnel, Infrastructure of the candidate (establishment area and equipment that are going to be disposed in the project, computerisation, etc.), 4. Experience of the candidate in the use of new technologies and modern methods of entrepreneurship, 5. Experience or ability of

development of activities in the field of entrepreneurship support, 6. Suitability of the organisational infrastructure (breadth of corporate relation, documentation of the need of participation in the corporate scheme, effectiveness of the organisation chart, etc.)7. Adequacy of the project team (degrees, professional titles). Stage 3 Evaluation Criteria: this phase, an evaluation will take place for those who fulfil the typical participation conditions and are considered financially and technically sufficient and experienced. Afterwards, the sum of the grades is going to be estimated for each criteria team. More specifically, the criteria and the co-efficient of importance for each team are the following: A: Integrated character of the proposal (20%): 1. Range of activities of the KE (30%), 2. Balanced development of activities (20%), 3. Degree of the regional needs coverage by the KETA (50%). B: Methodology for the implementation of the plan (40%): Proposal and methodology adequacy and understanding of the needs of the programme (20%), 2. Special know-how that will be used for the needs of the project, supporting too and their usage (30%), 3. Technical strengths of the proposal (activities - efforts - commitments) and the way the plan will be implemented (50%). C: Special features of the Project Team (30%): 1. Degree and quality of thematic objects coverage by the proposed team (50%), 2. Organisation and composition of the project team (50%), D: Interview / Presentation (10%).

What is the mode of delivery of the measure?

The measure is delivered as a competitive grant for the development of the KETA centre. More specifically, the financing of these Centres of Entrepreneurial Development takes place as follows: 1. A deposit 20% is given after and equal in amount letter of guarantee submitted, when the Ministry of Development signs the contract. The letter of guarantee is bounced when the certified services cover the sum of the deposit. 2. Part payments according to the process of implementation of the project and the certification of progress and good execution of the natural objectives, which are specifically determined in the contract and concern enterprises and entrepreneurs that have been helped, awareness events, leaflets etc. The supervision and the control of the project, as well as the payments are made by the Ministry of Development. For this purpose: a. Each Centre submits to the Ministry of Development a progress report, as well as an annual report for each trimester after the contract signing. b. Each Centre submits to the Ministry of Development a final report within a semester from the completion of the project.

Financing : Overall budget allocated to the measure

The budget for the 13 Centres of Entrepreneurial and Technological Development is about 10 billions Drachmas (€ 21.34 mil) and will be regionally distributed. The cost will be covered 100% by public contribution.

Financing : expenditure per year

The measure has not started yet.

Financing : other budgetary sources (additional financing)

None.

Results Result Measurement

What are the main indicators for the measurement of the results ?

Implementation indicators: No. of KETAs in operation. Indicators of Results: Many years of employment during the measure, No. of firms visiting the KETAs, Establishment of regional monitoring systems for competitiveness (Regional benchmarking), No. of individual plans for the regional enterprises, No. of enterprises that are supported to international activities, No. of enterprises for which the KETA are intermediaries for the exploitation of the modern financial tools. Indicators of Effects: Creation of new employment posts in the KETA services.

Where an evaluation has taken place, what were the main results achieved?

The implementation of this programme hasn't started yet, so it is too early to plan an evaluation.

If no official evaluation has been undertaken, have there been any indicators of success?

It is too early to draw conclusions.

Observations

Which mechanisms seem to function well in the measure?

The implementation of this programme hasn't started yet, so it is too early to judge the results.

Which mechanisms seem to be less successful in the measure?

The implementation of this programme hasn't started yet, so it is too early to judge the results.

Are there any other measures planned or in operation as a follow up to this measure? Direction of the planned measures? Objectives? Target groups?

The implementation of this programme hasn't started yet, so it is too early to make judgements.

