

## 1. Identification

### Call

R2 - split - prolongation

### Date of submission

15/06/2020

### 1.1. Project name

Strengthening smart specialisation by fostering transnational cooperation

73 / 250 characters

### 1.2. Project acronym

GoSmart BSR

11 / 20 characters

### 1.3. Priority

1. Capacity for innovation

### 1.4. Programme specific objective

1.2 Smart specialisation: To enhance growth opportunities based on increased capacity of innovation actors to apply smart specialisation approach

### 1.5. Project duration

Contracting start	25/05/2017	Contracting end	30/09/2017
Implementation start	01/10/2017	Implementation end	31/03/2021
		Duration of implementation phase (months)	42
Closure start	01/04/2021	Closure end	30/06/2021

### 1.6. Summary of the project

The GoSmartTransnational Project addresses low capacity for innovation in less developed BSR regions by mutual learning, translating S3 into practical SMEs joint actions, and employing best practices from more developed regions. The project is fully integrated with Smart Specialization Strategies (S3) and aims to foster effective cooperation in transnational approach between industry, R&D sector and authorities. Main expected results are: a) functioning and sustainable Transnational Innovation Brokerage System and SMEs Joint Smart Strategies implemented across partner regions. Although S3 are proliferating in the BSR regions they are still not effective enough to give regions growth. Particularly in south and east parts of BSR. The Project is focused on four regions: Podlaskie (PL), Kaunas (LT), Vidzeme (LV) and South/East (ES). Conversely, the regions: Sydänmark - DK, Hamburg - DE, and Åland - FI – those covered by the project (and others), are quite advanced in R&D, innovation, innovation-driven and internationalization-based business models. At the same time, both categories of regions as well as other areas of the Baltic Region, could benefit from more intensive economic collaboration, joint research and commercialization of R&D.

1,253 / 3,000 characters

### 1.7. Summary of the partnership

An important idea is Project partnership is to use knowledge and experience from better developed regions and implement good practices in other regions. Another crucial issue is to take advantage and synergy among companies, R&D institutions and public bodies involved in the project. Business entities from different sectors of defined SS will benefit directly. The consortium will consist of different types of partners: science institutions, chambers of commerce, regional development agencies, innovation centers and local/regional authorities, in order to efficiently implement planned activities in accordance with S3 approach and H3 logic.

1. Białystok University of Technology (PL) – Lead Partner – Responsible for management, administration of the project. Also will provide office space for the TIBS activities after end of the project
2. Podlaska Regional Development Foundation (PL) – Project Partner – responsible for searching and facilitating SMS's in to the project one of the brokers will be a person hired by PRDF
3. Vidzeme Planning Region (LV) – Project Partner - responsible for searching and facilitating SMS's in to the project one of the brokers will be a person hired by Vidzeme Planning Region
4. Valga town (ES) – Project Partner – responsible for implementing project in town and in the region.
5. Lithuania Innovation Center (LT) – Project Partner – responsible for searching and facilitating SMS's in to the project form Kaunas Region and being an active participant of established TIBS, one of the brokers will be a person hired by Lithuania Innovation Center.
6. Kouvola Innovation Ltd (FIN) – Project Partner – responsible for searching and facilitating SMS's in to the project one of the brokers will be a person hired by Kouvola Innovation Ltd.
- 7-
- 8 - Hamburg Institute of International Economics (HWWI) - Germany - responsible for process of methodological development of Trans-S3.
- PP 9 - Business Aabenraa - Denmark - responsible for sustainability strategy for TIBS.

2,011 / 3,000 characters

### 1.8. Changes compared to Concept Note

Full Application provides more detailed description of Work Packages, Groups of Activities, and in general more details. The approach to Trans-S3 has been updated and Trans-S3 will be developed for ALL partner regions, giving a win-win situation in all regions of the BSR.

272 / 2,000 characters

#### 1.9. Project Budget Summary

Financial resources [in EUR]		Preparation costs	Planned project budget
ERDF	ERDF co-financing	15,000.00	1,418,197.87
	Own contribution ERDF	5,000.00	341,569.63
	<b>ERDF budget</b>	20,000.00	1,759,767.50
NO	NO co-financing	0.00	0.00
	Own contribution NO	0.00	0.00
	<b>NO budget</b>	0.00	0.00
ENI	ENI co-financing	0.00	0.00
	Own contribution ENI	0.00	0.00
	<b>ENI budget</b>	0.00	0.00
RU	RU co-financing	0.00	0.00
	Own contribution RU	0.00	0.00
	<b>RU budget</b>	0.00	0.00
<b>TOTAL</b>	<b>Total Programme co-financing</b>	15,000.00	1,418,197.87
	<b>Total own contribution</b>	5,000.00	341,569.63
	<b>Total budget</b>	20,000.00	1,759,767.50

#### 1.10. Lead Applicant Declaration

By signing this application form we on behalf of all project partners confirm that:

1. the project, neither in whole nor in part, has received or will receive any other additional EU funds (except for the funds indicated in this application form) for any of the activities presented in the work plan during the whole duration of the project;
2. all organisations that will receive programme co-financing have been listed as project partners in this application form;
3. the project partners listed in the application form are committed to take part in the project's activities and financing;
4. the project is in line with and the entire project partnership will act according to the relevant EU legislation, rules of Interreg Baltic Sea Region, as well as national/regional legislation and policies;
5. the project respects equal opportunities and non-discrimination and has no harmful impact on the environment;
6. information in this application form is accurate and true to the best of our knowledge.

In case of approval of the application by the Interreg Baltic Sea Region Monitoring Committee our organisation will take the role of the lead partner with all the responsibilities assigned to it.

Signature of the Leadpartner

If applicable, stamp of the Lead Partner

Signatory's name

Place and date

Signatory's position

## 2. Partnership

### 2.1. Overview: Project Partnership

#### Project Partners and Reserved Project Partners

Role	Organisation (English)	Organisation (Original)	Country	Partner budget in the project	Preparation costs	Organisation Type
PP 1	Bialystok University of Technology	Politechnika Białostocka	PL	327,877.50 €	4,000.00 €	Higher education and research institution
PP 2	Podlaska Regional Development Foundation	Podlaska Fundacja Rozwoju Regionalnego	PL	128,205.00 €	4,000.00 €	Business support organisation
PP 3	Vidzeme Planning Region	Vidzemes plānošanas reģions	LV	224,770.00 €	2,000.00 €	Regional public authority
PP 4	Valga Municipality Government	Valga Vallavalitsus	EE	101,325.00 €	2,000.00 €	Local public authority
PP 5	Public Institution Lithuanian Innovation Centre	VSI Lietuvos inovacijų centras	LT	201,545.00 €	2,000.00 €	Business support organisation
PP 6	Kouvola Innovation Ltd.	Kouvola Innovation Oy	FI	277,020.00 €	2,000.00 €	Local public authority
PP 7	Ministry of Environmental Protection and Regional Development	DELETED	LV	0.00 €	0.00 €	National public authority
PP 8	Hamburg Institute of International Economics (HWWI)	Hamburgisches WeltWirtschaftsInstitut gemeinnützige GmbH (HWWI)	DE	247,480.00 €	2,000.00 €	Business support organisation
PP 9	Business Aabenraa	Business Aabenraa S/I Erhvervenes Hus Aabenraa	DK	251,545.00 €	2,000.00 €	Business support organisation

#### Associated Organisations

Role	Organisation (English)	Organisation (Original)	Country	Organisation Type
AO 1	Marshall's Office of Podlaskie Voivodeship	Urząd Marszałkowski Województwa Podlaskiego	PL	Regional public authority
AO 2	Ministry Economy, Transport and Innovation, City of Hamburg	Behörde für Wirtschaft, Verkehr und Innovation, Hamburg	DE	Regional public authority
AO 3	Kaakkois-Suomen ELY-keskus (ELY-keskus)	Centre for Economic Development, Transport and the Environment of the Southeast Finland (ELY Centre)	FI	Regional public authority
AO 4	Ministry of Economy of the Republic of Lithuania	Lietuvos Respublikos ūkio ministerija	LT	National public authority
AO 5	Region of Southern Denmark	Region Syddanmark	DK	Regional public authority

## 2.2 Project Partner Details - Partner 1

### Partner Information

Organisation in original language	Politechnika Białostocka	24 / 250 characters
Organisation in English	Białystok University of Technology	34 / 250 characters
Department in original language	Wydział Zarządzania	19 / 250 characters
Department in English	Faculty of Management	21 / 250 characters

### Localisation

Address	Wejska 45A	11 / 250 characters	Country	Poland
Postal Code	15-351	6 / 250 characters	NUTS1 code	REGION WSCHODNI
Town	Białystok	9 / 250 characters	NUTS2 code	Podlaskie
Website	www.pb.edu.pl	13 / 100 characters	NUTS3 code	Białostocki
Organisation identification No.	000001672	9 / 100 characters		
Type of register	Urząd Statystyczny w Białymstoku	32 / 250 characters		

### Contact Information

Legal Representative		Contact Person			
Position	Vice Rector for Development	27 / 250 characters	Position	Professor	9 / 250 characters
Given name	Roman	5 / 250 characters	Given name	Wiesław	7 / 250 characters
Family name	Kaczyński	9 / 250 characters	Family name	Urban	5 / 250 characters
Email	proroktor.rozwoj@pb.edu.pl	26 / 250 characters	Email	w.urban@pb.edu.pl	17 / 250 characters
Phone	+ 48 857 469 014		Phone	+ 48 857 469 820	
Mobile	+ 48 606 776 093		Mobile	+ 48 600 980 822	

#### Partner Description

Legal status	<input type="text" value="b) Bodies governed by public law"/>	
Source of contribution	<input type="text" value="public"/>	
Is your organisation entitled to recover VAT related to the EU funded project activities?	<input type="text" value="No"/>	
Type of partner	<input type="text" value="Higher education and research institution"/>	<input type="text" value="university faculty, college, research institution, RTD facility, research cluster, etc."/>

## 2.2 Project Partner Details - Partner 2

### Partner Information

Organisation in original language	Podlaska Fundacja Rozwoju Regionalnego	38 / 250 characters
Organisation in English	Podlaska Regional Development Foundation	40 / 250 characters
Department in original language	Dział Projektów	15 / 250 characters
Department in English	Projects Department	19 / 250 characters

### Localisation

Address	Starobojarska 15	16 / 250 characters	Country	Poland
Postal Code	15-073	6 / 250 characters	NUTS1 code	REGION WSCHODNI
Town	Białystok	9 / 250 characters	NUTS2 code	Podlaskie
Website	www.pfr.pl	11 / 100 characters	NUTS3 code	Białostocki
Organisation identification No.	0000051191	10 / 100 characters		
Type of register	National Court Register	23 / 250 characters		

### Contact Information

Legal Representative		Contact Person			
Position	President of the Board	22 / 250 characters	Position	Project manager	15 / 250 characters
Given name	Andrzej	7 / 250 characters	Given name	Magdalena	9 / 250 characters
Family name	Parafiniuk	10 / 250 characters	Family name	Maksimowicz	11 / 250 characters
Email	parafiniuk@pfr.pl	18 / 250 characters	Email	maksimowicz@pfr.pl	19 / 250 characters
Phone	+ 48 857 408 660		Phone	+ 4 808 507 408 678	
Mobile	+ 504 125 005		Mobile	+ 662 493 287	

Partner Description	
Legal status	f) Bodies having legal personality, but not fulfilling criteria i and/or iii under category b)
Source of contribution	private
Is your organisation entitled to recover VAT related to the EU funded project activities?	No
Type of partner	<div>Business support organisation</div> <div>chamber of commerce, chamber of trade and crafts, business incubator or innovation centre, business clusters, etc.</div>



## 2.2 Project Partner Details - Partner 3

### Partner Information

Organisation in original language	Vidzemes plānošanas reģions	28 / 250 characters
Organisation in English	Vidzeme Planning Region	23 / 250 characters
Department in original language	Attīstības un projektu nodaļa	29 / 250 characters
Department in English	Development and projects department	35 / 250 characters

### Localisation

Address	Jāņa Poruka iela 8-108	22 / 250 characters	Country	Latvia
Postal Code	LV-41010	8 / 250 characters	NUTS1 code	LATVIJA
Town	Cēsis, Cēsu novads	18 / 250 characters	NUTS2 code	Latvija
Website	www.vidzeme.lv	14 / 100 characters	NUTS3 code	Vidzeme
Organisation identification No.	90002180246	11 / 100 characters		
Type of register	State Revenue Service	21 / 250 characters		

### Contact Information

Legal Representative		Contact Person			
Position	Head of Administration	22 / 250 characters	Position	Project manager	15 / 250 characters
Given name	Guna	4 / 250 characters	Given name	Santa	5 / 250 characters
Family name	Kalniņa-Priede	14 / 250 characters	Family name	Niedola	7 / 250 characters
Email	guna.kp@vidzeme.lv	18 / 250 characters	Email	santa.niedola@vidzeme.lv	24 / 250 characters
Phone	+ 37 164 116 008		Phone	+ 37 164 116 007	
Mobile	+ 37 129 477 997		Mobile	+ 37 126 674 261	

Partner Description			
Legal status	a) National (governmental), regional and local public authorities		
Source of contribution	public		
Is your organisation entitled to recover VAT related to the EU funded project activities?	No		
Type of partner	<table><tr><td>Regional public authority</td><td>regional council, etc.</td></tr></table>	Regional public authority	regional council, etc.
Regional public authority	regional council, etc.		

## 2.2 Project Partner Details - Partner 4

### Partner Information

Organisation in original language	Valga Vallavalitsus	19 / 250 characters
Organisation in English	Valga Municipality Government	29 / 250 characters
Department in original language	Välisprojektide- ja arenguteenistus	35 / 250 characters
Department in English	International Projects and Development Service	46 / 250 characters

### Localisation

Address	Puistee 8	10 / 250 characters	Country	Estonia
Postal Code	68203	5 / 250 characters	NUTS1 code	EESTI
Town	Valga	5 / 250 characters	NUTS2 code	Eesti
Website	www.valga.ee	12 / 100 characters	NUTS3 code	Lõuna-Eesti
Organisation identification No.	77000507	8 / 100 characters		
Type of register	Estonian Business Register	26 / 250 characters		

### Contact Information

Legal Representative		Contact Person	
Position	Head of Municipality Government	Position	Entrepreneurship Specialist
Given name	Margus	Given name	Triin
Family name	Lepik	Family name	Roo
Email	margus.lepik@valga.ee	Email	triin.roo@valga.ee
Phone	+ 3 727 669 910	Phone	+ 3 727 669 953
Mobile	+ 3 725 027 768	Mobile	+ 37 253 498 683

#### Partner Description

Legal status	<input type="text" value="a) National (governmental), regional and local public authorities"/>	
Source of contribution	<input type="text" value="public"/>	
Is your organisation entitled to recover VAT related to the EU funded project activities?	<input type="text" value="No"/>	
Type of partner	<input type="text" value="Local public authority"/>	<input type="text" value="municipality, etc."/>

## 2.2 Project Partner Details - Partner 5

### Partner Information

Organisation in original language	VSI Lietuvos inovacijų centras	30 / 250 characters
Organisation in English	Public Institution Lithuanian Innovation Centre	47 / 250 characters
Department in original language	not applicable	14 / 250 characters
Department in English	not applicable	14 / 250 characters

### Localisation

Address	Mokslininku 6A, Vilnius	23 / 250 characters	Country	Lithuania
Postal Code	LT-08412	8 / 250 characters	NUTS1 code	LIETUVA
Town	Vilnius	7 / 250 characters	NUTS2 code	Lietuva
Website	http://www.liic.lt	17 / 100 characters	NUTS3 code	Vilniaus apskritis
Organisation identification No.	110066875	9 / 100 characters		
Type of register	State Enterprise Centre of Registers	36 / 250 characters		

### Contact Information

Legal Representative		Contact Person			
Position	Director	8 / 250 characters	Position	Projects Manager	16 / 250 characters
Given name	Mantas	6 / 250 characters	Given name	Giedre	7 / 250 characters
Family name	Vilys	5 / 250 characters	Family name	Stumbryte	9 / 250 characters
Email	m.vilys@ic.lt	14 / 250 characters	Email	g.stumbryte@ic.lt	20 / 250 characters
Phone	+ 37 068 650 156		Phone	+ 37 052 356 116	
Mobile	+ 37 052 356 116		Mobile	+ 37 052 356 116	

Partner Description	
Legal status	b) Bodies governed by public law
Source of contribution	public
Is your organisation entitled to recover VAT related to the EU funded project activities?	No
Type of partner	<div>Business support organisation</div> <div>chamber of commerce, chamber of trade and crafts, business incubator or innovation centre, business clusters, etc.</div>

## 2.2 Project Partner Details - Partner 6

### Partner Information

Organisation in original language	Kouvola Innovation Oy	21 / 250 characters
Organisation in English	Kouvola Innovation Ltd.	23 / 250 characters
Department in original language	Biolaakso	9 / 250 characters
Department in English	Bio valley	10 / 250 characters

### Localisation

Address	Kouvola Innovation Oy, Paraatitöntä 4	39 / 250 characters	Country	Finland
Postal Code	45100	6 / 250 characters	NUTS1 code	MANNER-SUOMI
Town	Kouvola	7 / 250 characters	NUTS2 code	Etelä-Suomi
Website	www.kinno.fi/en	15 / 100 characters	NUTS3 code	Kymenlaakso
Organisation identification No.	2221859-6	9 / 100 characters		
Type of register	Finnish Patent and Registration Office, Trade Register	54 / 250 characters		

### Contact Information

Legal Representative		Contact Person			
Position	Director of Administration and Development	42 / 250 characters	Position	Development director, bio and circular economy	46 / 250 characters
Given name	Pasi	4 / 250 characters	Given name	Tuomo	6 / 250 characters
Family name	Miettinen	9 / 250 characters	Family name	Kauha	5 / 250 characters
Email	pasi.miettinen@kinno.fi	23 / 250 characters	Email	tuomo.kauha@kinno.fi	20 / 250 characters
Phone	+ 358 206 158 814		Phone	+ 358 206 155 292	
Mobile	+ 358 400 691 221		Mobile	+ 358 404 899 292	

#### Partner Description

Legal status	<input type="text" value="b) Bodies governed by public law"/>	
Source of contribution	<input type="text" value="public"/>	
Is your organisation entitled to recover VAT related to the EU funded project activities?	<input type="text" value="Yes"/>	
Type of partner	<input type="text" value="Local public authority"/>	<input type="text" value="municipality, etc."/>



## 2.2 Project Partner Details - Partner 7

### Partner Information

Organisation in original language	DELETED	7 / 250 characters
Organisation in English	Ministry of Environmental Protection and Regional Development	61 / 250 characters
Department in original language	n/a	3 / 250 characters
Department in English	n/a	3 / 250 characters

### Localisation

Address	n/a	3 / 250 characters	Country	Latvia
Postal Code	n/a	3 / 250 characters	NUTS1 code	LATVIJA
Town	n/a	3 / 250 characters	NUTS2 code	Latvija
Website	n/a	3 / 100 characters	NUTS3 code	Riga
Organisation identification No.	n/a	3 / 100 characters		
Type of register	n/a	3 / 250 characters		

### Contact Information

Legal Representative		Contact Person			
Position	n/a	3 / 250 characters	Position	n/a	3 / 250 characters
Given name	n/a	3 / 250 characters	Given name	n/a	3 / 250 characters
Family name	n/a	3 / 250 characters	Family name	n/a	3 / 250 characters
Email	n/a	3 / 250 characters	Email	n/a	3 / 250 characters
Phone	+ 0		Phone	+ 0	
Mobile	+ 0		Mobile	+ 0	

#### Partner Description

Legal status	<input type="text" value="a) National (governmental), regional and local public authorities"/>	
Source of contribution	<input type="text" value="public"/>	
Is your organisation entitled to recover VAT related to the EU funded project activities?	<input type="text" value="No"/>	
Type of partner	<input type="text" value="National public authority"/>	<input type="text" value="ministry, etc."/>

## 2.2 Project Partner Details - Partner 8

### Partner Information

Organisation in original language	Hamburgisches WeltWirtschaftsInstitut gemeinnützige GmbH (HWWI)	63 / 250 characters
Organisation in English	Hamburg Institute of International Economics (HWWI)	51 / 250 characters
Department in original language	not applicable	14 / 250 characters
Department in English	not applicable	14 / 250 characters

### Localisation

Address	Baumwall 7	10 / 250 characters	Country	Germany
Postal Code	20459	5 / 250 characters	NUTS1 code	HAMBURG
Town	Hamburg	7 / 250 characters	NUTS2 code	Hamburg
Website	www.hwwi.org	12 / 100 characters	NUTS3 code	Hamburg
Organisation identification No.	DE 241849425	12 / 100 characters		
Type of register	Amtsgericht Hamburg HRB 94303	29 / 250 characters		

### Contact Information

Legal Representative		Contact Person	
Position	Chief Executive Officer	Position	Senior Researcher
	23 / 250 characters		17 / 250 characters
Given name	Dr. Henning	Given name	Isabel
	11 / 250 characters		6 / 250 characters
Family name	Vöpel	Family name	Sünner
	5 / 250 characters		6 / 250 characters
Email	voepel@hwwi.org	Email	suenner@hwwi.org
	15 / 250 characters		16 / 250 characters
Phone	+ 49 040 340 576 221	Phone	+ 4 904 212 208 242
Mobile	+ 491 703 449 453	Mobile	+ 49 015 258 295 915

#### Partner Description

Legal status	f) Bodies having legal personality, but not fulfilling criteria i and/or iii under category b)	
Source of contribution	private	
Is your organisation entitled to recover VAT related to the EU funded project activities?	No	
Type of partner	Business support organisation	chamber of commerce, chamber of trade and crafts, business incubator or innovation centre, business clusters, etc.

## 2.2 Project Partner Details - Partner 9

### Partner Information

Organisation in original language	Business Aabenraa S/I Erhvervenes Hus Aabenraa	46 / 250 characters
Organisation in English	Business Aabenraa	17 / 250 characters
Department in original language	Business Aabenraa	17 / 250 characters
Department in English	Business Aabenraa	17 / 250 characters

### Localisation

Address	Storegade 30	12 / 250 characters	Country	Denmark
Postal Code	DK-6200	7 / 250 characters	NUTS1 code	DANMARK
Town	Aabenraa	8 / 250 characters	NUTS2 code	Syddanmark
Website	www.businessaabenraa.com	24 / 100 characters	NUTS3 code	Syddjylland
Organisation identification No.	CVR: 29756309, P-No.: 1012597815	32 / 100 characters		
Type of register	Central Register	16 / 250 characters		

### Contact Information

Legal Representative		Contact Person			
Position	Chief Executive Officer	23 / 250 characters	Position	Project Manager / Business Consultant	37 / 250 characters
Given name	Helle Malene	12 / 250 characters	Given name	Lisbeth Strange	15 / 250 characters
Family name	Kjølsten Olsen	13 / 250 characters	Family name	Jensen	6 / 250 characters
Email	hmo@businessaabenraa.com	23 / 250 characters	Email	lsj@businessaabenraa.com	24 / 250 characters
Phone	+ 4 573 622 028		Phone	+ 4 573 622 024	
Mobile	+ 4 540 361 231		Mobile	+ 4 540 193 650	

Partner Description	
Legal status	b) Bodies governed by public law
Source of contribution	public
Is your organisation entitled to recover VAT related to the EU funded project activities?	Yes
Type of partner	<div>Business support organisation</div> <div>chamber of commerce, chamber of trade and crafts, business incubator or innovation centre, business clusters, etc.</div>

### 3. Strategy

#### 3.1. Challenge to be addressed

##### Situation in the field

Smart Specialization approaches and Strategies (S3) are proliferating across Europe and the Baltic Sea Region as a way to infuse innovation and increase competitiveness through practical partnerships among business, research and authorities. In countries and regions of north-west Baltic this process stems from high demand for innovation and competitive strengths, in the south-east Baltic the idea is only nascent and 'pushed' by the EU. While S3 are in place across the involved regions, it is considered critical to translate them into market- and consumer-oriented joint Smart Strategies implemented by businesses/SMEs with other Quadruple Helix partners, in transnational scale.

Currently, new ideas are being formulated on how S3 can be approached, moving beyond single region or country reimits. Some analysts already proposed that macro-regional and trans-European smart specialisation strategies could be based on multi-level approaches to experimentally extend and strengthen regional innovation eco-systems. To achieve robust and long-lasting outcomes, these experiments could apply some existing S3 tools. This requires transition from temporary programmes, projects and networks to new institutional frameworks for co-evolution and collaboration between S3 regions. The long-term challenge is the strengthening emergent European and macro-regional systems of innovation, and thus supporting the regions.<sup>(1)</sup> GoSmart project attempts to propose pragmatic solutions in this very new chapter of S3. The initiation of the project activities will be supported by a large volume of policy and analytical papers drafted on existing concepts related to S3 such as value chains.<sup>(2)</sup>

##### Main gaps the project addresses

The regions primarily benefitting from the Project are secondary/tertiary locations and/or peripheral in national and international contexts, and faced with numerous challenges and growing international competition. The regions are imitation/diversification-driven (ESPON,2012), and lagging behind technology and science regions of Europe. According to Global Innovation Index 2015, PL is ranged as 46-th, LT-38th, LV-33th, EE-23th. At the same time other project partners expected to share their experiences and know-how are ranged at: S-3th, FIN-6th, DK-10th. There is also a noticeable asymmetry in expenditure on R&D as a % of GDP (2014, Eurostat): PL-0.94, LT-1.02, LV-0.68, ES-1.46 and in developed partnering countries: DE-2.89, DK-3.08, FI-3.17; the average for the EU is 2.03%. The beneficiary regions are characterized by low internationalization in technology products and services, low overall performance (GDP per capita (2013, Eurostat): Podlaskie (PL)-49%, LV-64%, LT-73%, ES-73% of EU av.). With limited resources and unattractive local markets, SMEs in Project regions need to come up with effective innovation and growth strategies - this is possible by turning S3 approach into practical joint Smart Specialisations led by these regions-based SMEs focused on joint innovation. Joint actions, peer comparisons, and learning from more advanced partners, provide most appropriate solutions to make south-east BSR areas more innovation oriented.

The project will also involve much stronger EU regions of Syddanmark - DK, Hamburg - DE, and Åland -FI, who on the one hand will develop new transnational approaches to S3 jointly with the counterpart weaker regions, and will introduce on equal basis new related services (Transnational Innovation Brokerage System). This option allows all regions involved find themselves in a win-win situation, and in the process to support deeper economic and innovation driven integration in the Baltic Sea Region, and in Europe.

##### Needs of the selected target groups

The most critical and most vulnerable group of S3 actors are Small and Medium Sized Enterprises (SMEs), largely falling behind other categories of economic operators in terms of innovation activities and investing in R&D. This comes from the small scale of operations and limited financial resources, partially from attitudes focused on survival, not becoming more competitive by application of new business models (which the project proposes). An indication of these structural weaknesses of SMEs in innovation terms are reflected by their limited participation in EU programmes such as the Horizon 2020 (2016-2017 Work Programme).<sup>(3)</sup>

Some of the SMEs needs related to innovation management are already being satisfied by well-known services and support networks like the Enterprise Europe Network. Still the EEN provides from an in-depth support package incorporating a tailor-made "innovation health check" - known as the innovation management capacity assessment. Following initial analysis, an action plan for SME with actions and milestones is provided, including access to finance information.<sup>(4)</sup> The GoSmart project intends to complement and expand such assistance in the novel framework of transnational smart specializations directly linking innovation with internationalization of SMEs. Their collaboration with other R&D actors will also be supported in tailored ways.

Other S3 actors: policy makers, public support system institutions, business support organizations (the innovation environment around SMEs) can also benefit from broader and fresh perspectives on S3, transnational exchange of practices and lessons learned, which are considered an important element of transnational value added by the project.

- (1) <http://s3platform.jrc.ec.europa.eu/documents/20182/154989/Smart+Specialisation+Creating+Growth+through+Trans-national+cooperation+and+Value+Chains/f3587cf2-c511-42a4-b559-a89d511a7e38>  
(2) [http://s3platform.jrc.ec.europa.eu/documents/20182/154989/JRC102801\\_1\\_fina28086enn.pdf/04c2d91c-1e88-458d-a61c-4a5a12b42653](http://s3platform.jrc.ec.europa.eu/documents/20182/154989/JRC102801_1_fina28086enn.pdf/04c2d91c-1e88-458d-a61c-4a5a12b42653)  
(3) [http://ec.europa.eu/research/participants/data/ref/h2020/wp/2016\\_2017/main/h2020-wp1617-sme\\_en.pdf](http://ec.europa.eu/research/participants/data/ref/h2020/wp/2016_2017/main/h2020-wp1617-sme_en.pdf)  
(4) <http://een.ec.europa.eu/content/support-packages-innovative-smes>

5,987 / 6,000 characters

#### 3.2. Transnational value of the project

Implementation of S3 can only be successful if translated into structural changes in businesses in common sectors/common specializations in S3 (initially identified: food processing, healthcare, others to be defined during the Project) by:

- Improving SMEs access to international markets combined with innovations - know-how and technology transfers, and cooperation, specifically in R&D.
- Improving public authorities' understanding and effectiveness in supporting innovation and internationalization by businesses and R&D actors.
- Making R&D/research sector fully responsive to business needs, incl. transnational collaboration.

GoSmart project takes these issues on very pragmatically and combines intensive policy work with development of new SMEs support services dedicated to innovation in highly transnational level - the project partnership is composed of research institutions (2), business support organizations (4), and regional and local government structures (2) - in total 8 partners representing 7 geographically and structurally diverse regions of different economic development level:

- PP 1 - Białystok University of Technology  
PP 2 - Podlaska Regional Development Foundation  
PP 3 - Vidzeme Planning Region  
PP 4 - Valga Municipality Government  
PP 5 - Public Institution Lithuanian Innovation Centre  
PP 6 - Kouvola Innovation Ltd.  
PP7 - missing (Ministry of Environmental Protection and Regional Development LV has resigned from participation; LV is represented by PP 3 - Vidzeme Planning Region)  
PP 8 - Hamburg Institute of International Economics (HWM)  
PP 9 - Business Aabenraa

The regions represented are: Podlaskie - PL, Kaunas - LT, Vidzeme - LV, and South-East - EE, and Syddanmark - DK, Hamburg - DE, and Åland -FI. Thus the project promotes and implements practically transnational cooperation and integration, specifically by enhancing institutional capacities of all partners - knowledge and competences, and ability to work in transnational environment.

In very pragmatic ways, the GoSmart action is delivered by a series of coordinated transnational activities which would not be possible without the support programme in relation to EUSBSR targets and common multi-country priorities. The project impacts directly regional development mechanisms related to RIS with the potential to improve them in a number of regions and countries, focusing on priority 'capacity for innovation' which becomes a central issue in RD. Joining partners for GoSmart BSR is not only done to represent many BSR areas but cuts to the very fabric of shared challenges and expands into all levels of transnational collaboration such as joint planning, joint binding decisions, lasting partnership structures around joint functions such as the proposed Transnational Innovation Brokerage System. Joint piloting, testing and assessments are the core of GoSmart project.

2,884 / 3,000 characters

#### 3.3. Political and strategic background of the project

The GoSmart BSR project directly contributes to objectives of EU Strategy for the Baltic Sea Region (EUSBSR) and its Action Plan 2013 (Increase Prosperity). Specifically it fits into PA 'Innovation' (innovation capacity – smart specializations) and HA 'Involve' (multilevel governance), and cooperation. By doing so it adds to the EU 2020 Strategy of smart, sustainable and inclusive growth. Increased innovation and prosperity requires efficient labour market, resource efficiency, inclusion, and adaptability. Other relevant EU strategies and policies are: open innovation, governance, sustainable development.

Similar priorities are expressed by national development strategies, and thematic strategies on innovation, competitiveness and specifically smart specialisation (Poland-2014, Lithuania-2014, Latvia-2014, Estonia-2014). Innovation driven growth is also in focus of RIS3 of regions participating in this project - smart specialization approach to Regional Development since 2013.

Differently in Western Europe, the S3 concept is more mature and advanced, providing scope for transnational learning. The so called German High-Tech Strategy is the overarching research and innovation strategy on the German national level. Basically, the strategy is concentrating on areas in which major global challenges can be addressed. At the regional level the Masterplan Industrie Hamburg 2014 mentions strategic core industries of the RIS are also the foundation of the upcoming industrial strategy. Eight clusters are identified and officially recognized: Renewable Energy Hamburg, creative sectors health-related services, Hamburg Aviation, logistics, Life Science Nord, maritime industry, and media and IT. These eight clusters should ensure to focus the available resources on these areas, moreover, different branches initiatives support the outcome of the regional innovation strategy towards a more competitive region in Europe. In case of Syddanmark (DK), the S3 priorities are matrix defined, with the main descriptive definitions: Health and welfare innovation, Experience based industries (creative sectors), Sustainable energy. In Finland similarly.

2,165 / 3,000 characters

#### 3.4. Project's contribution to the EU Strategy for the Baltic Sea Region

The GoSmart BSR project directly contributes to objectives of EU Strategy for the Baltic Sea Region (EUSBSR) and its Action Plan 2013 (Increase Prosperity). Specifically it fits into PA 'Innovation' (innovation capacity – smart specializations) and HA 'Involve' (multilevel governance), and cooperation. By doing so it adds to the EU 2020 Strategy of smart, sustainable and inclusive growth. Increased innovation and prosperity requires efficient labour market, resource efficiency, inclusion, and adaptability. Other relevant EU strategies and policies are: open innovation, governance, sustainable development.

When referring to project relevant strategies, it would be short-sighted to omit some important projects and initiatives (mentioned under 'Details about former project' which is available in the application platform below), at least:

847 / 3,000 characters

#### 3.5. Seed money support

Did you receive seed money support?

No, we have not received any seed money support from the EUSBSR Seed Money Facility/Baltic Sea Region Programme

#### 3.6. Synergies with projects / other initiatives

Is your project based on any former or related to any current project/programme/initiative?

Yes

Details about former project

- BSR Stars S3 – Stimulating smart specialization ecosystem through engaging SMEs in open innovation processes was approved for funding in the first call of applications of the Interreg Baltic Sea Region Programme. Project involves 12 partners from Finland, Sweden, Denmark, Lithuania and Norway. The total budget of the project is 3.6 million euros. The main objective of the BSR Stars S3 project is to improve competences and capabilities of innovation actors (SMEs, universities, business development organisations, regional authorities and national policymakers) to apply a transnational approach in the implementation of their regional and national S3 strategies. Building on existing activities and policy governance structures (e.g. Innovation Express, the BSR Stars Advisory Board and the PA INNO Steering Committee), the BSR Stars S3 project aims to develop more integrated innovation support infrastructures (e.g. EEN, test/demonstration facilities, innovation platforms) and new innovation management tools to leverage complementary competences across borders in the BSR.

- European Innovation Partnerships: aiming to improve R&D among Europe with goals to step up R&D efforts, to coordinate investments in pilots, to anticipate and fast-track any necessary regulation and standards and to mobilise demand. By streamlining, simplifying, better coordinating and, when needed, complementing them, existing instruments shall be improved.

- European Technology Platforms - The ETPs are industry-led stakeholder fora recognised as key actors in driving innovation, knowledge transfer and competitiveness. Through development of research and innovation agendas and roadmaps for action at EU and national level it is hoped to deliver solutions to major challenges.

GoSmart BSR project will synergize with the above initiatives as described in more detail in all WPs.

All PPs will seek synergies of GoSmart BSR with their other projects related to S3 and internationalization.

1,984 / 2,000 characters

#### 3.7. Level of cooperation

Joint development



Joint implementation



Joint staffing



Joint financing



#### 3.8. Objectives and results

##### Programme Level

##### Programme specific objective

1.2 Smart specialisation: To enhance growth opportunities based on increased capacity of innovation actors to apply smart specialisation approach

##### Programme Result

1.2 Increased capacity of innovation actors (innovation intermediaries, authorities, research institutions, enterprises) to apply smart specialisation approach.



Project Level					
No.	Project Objective	Institutional Capacity Dimensions		No.	Project Result
PO1	<p>To develop methodology for identification and implementation of Transnational Smart Specializations (Tams-S3) which will be usable for other geographic areas apart from project target regions and will support institutional capacities related to smart strategic planning and management at supra-regional level by all partners engaged in Smart Specializations processes.</p> <p>370 / 3,000 characters</p>	<p>Enhanced institutionalised knowledge and competence <input checked="" type="checkbox"/></p> <p>Improved governance structures and organisational set-up <input type="checkbox"/></p> <p>More efficient use of human and technical resources (databases, technical solutions, small infrastructure etc.) <input type="checkbox"/></p> <p>Better ability to attract new financial resources <input type="checkbox"/></p> <p>Increased capability to work in transnational environment <input checked="" type="checkbox"/></p>		R1	<p>Transnational Smart Specializations are methodically defined, identified and limited few selected for support by the project through novel innovation driven internationalization processes by groups of SMEs:</p> <ul style="list-style-type: none"> <li>- Trans-S3 are widely used by policy makers and practice oriented institutions (innovation and business networks) in addition and in support to improved RIS, national S3, and innovation support programmes/instruments.</li> <li>- Multiple transnational actors come together to jointly develop Trans-S3 for new geographical areas, increasing their knowledge on Smart Specializations, using Trans-S3 to face common challenges, etc.</li> </ul> <p>629 / 3,000 characters</p>
PO2	<p>To establish, test and roll out functioning and sustainable Transnational Innovation Brokerage System in support of innovating SMEs groups across regions/countries which can be expanded geographically, replicated and/or integrated into new institutional settings, providing opportunities for new organizational competences among S3 support institutions.</p> <p>354 / 3,000 characters</p>	<p>Enhanced institutionalised knowledge and competence <input checked="" type="checkbox"/></p> <p>Improved governance structures and organisational set-up <input checked="" type="checkbox"/></p> <p>More efficient use of human and technical resources (databases, technical solutions, small infrastructure etc.) <input type="checkbox"/></p> <p>Better ability to attract new financial resources <input type="checkbox"/></p> <p>Increased capability to work in transnational environment <input checked="" type="checkbox"/></p>		R2	<p>Functioning and sustainable Transnational Innovation Brokerage System is established, providing support to innovating SMEs groups:</p> <ul style="list-style-type: none"> <li>- TIBS hosting institutions (regional and other level public bodies, business and/or innovation support organizations) display enhanced institutionalised knowledge and competences in provision of innovations related support.</li> <li>- New and improved governance structures and organisational modes are used in relation to Transnational Innovation Brokerage System (delivery, coordination, monitoring and evaluation, etc.).</li> <li>- TIBS involved institutions show increased capability to work in transnational environment and to jointly create new solutions, methods and tools.</li> </ul> <p>699 / 3,000 characters</p>
PO3	<p>To initiate Smart Strategies at micro level, so that private sector improves knowledge and competences in managing innovations and innovation-based internationalizations, and have SMEs Joint Transnational Smart Strategies (micro) underpin Transnational Smart Specializations (mezzo/macro), proliferating across partner and eventually other regions.</p> <p>348 / 3,000 characters</p>	<p>Enhanced institutionalised knowledge and competence <input checked="" type="checkbox"/></p> <p>Improved governance structures and organisational set-up <input type="checkbox"/></p> <p>More efficient use of human and technical resources (databases, technical solutions, small infrastructure etc.) <input checked="" type="checkbox"/></p> <p>Better ability to attract new financial resources <input type="checkbox"/></p> <p>Increased capability to work in transnational environment <input checked="" type="checkbox"/></p>		R3	<p>SMEs Joint Transnational Smart Strategies implemented across partner regions:</p> <ul style="list-style-type: none"> <li>- SMEs groups engaged in their Joint Transnational Smart Strategies enjoy increased institutionalised knowledge and competences in innovation intensive growth, leading to more efficient use of human and technical resources: new processes, new technologies applied, etc.</li> <li>- Joint Transnational Smart Strategies allow more effective search and obtaining new financial resources by SMEs.</li> <li>- SMEs learn how to collaborate in transnational environment by pursuing JTSS related innovation and internationalization based business models.</li> </ul> <p>611 / 3,000 characters</p>

Horizontal principles		
Horizontal Principles	Level of Influence	Description
3.9. Sustainable development	neutral	n/a 3 / 2,000 characters
3.10. Equal opportunities and non-discrimination	neutral	n/a 3 / 2,000 characters
3.11. Equality between men and women	neutral	n/a 3 / 2,000 characters

### 3.12. Cross-cutting issues

Cross-cutting issue	Contribution
2. Multi-level governance	<p>GoSmart project, in line with objectives and content will follow and promote multi-level governance management and approaches to outputs. GoSmart project takes these issues on very pragmatically and combines intensive policy work with development of new SMEs support services dedicated to innovation in highlytransnational level – the project partnership is composed of research institutions (2) , business support organizations (4), and regional and local government structures (2) - in total 8 partners representing 7 geographically and structurally diverse regions of different economic development level. The regions represented are: Podlaskie - PL, Kaunas - LT, Vidzeme - LV, and South-East - EE, and Syddanmark - DK, Hamburg - DE, and Åland –FI. Thus the project promotes and implements practically transnational cooperation and integration, specifically by enhancing institutional capacities of all partners across governance models and levels - knowledge and competences, and ability to work in in transnational environment.</p> <p>Multi-level governance is enhanced by adding Associated Organizations, of which most represent policy bodies (ministries) at the national level.</p>

1,181 / 2,000 characters

## 4. Activities

### Project management and administration

Work package budget

20%

#### 4.1. Description of strategic project management

GoSmart project will be managed according to UE Project Management Cycle principles and many years of experiences in EU funded project management by the Lead Partner PP1 - Bialystok University of Technology and all partners.

A Project Steering Committee will be composed of management level representatives of all partners, aiming to take strategic decisions by consensus, with respect for project purposes, implementation effectiveness and efficiency. Chairmanship of the PSC will remain with the Lead Partner PP1 - Bialystok University of Technology. All members of PSC will be professionals, with strong PM experience. In addition, to balance out any national dominance, the Polish partners will be given one vote at the PSC (at the disagreement, this shared vote will not count). PSC will not be composed of project staff with the exception of Coordinator positions.

Associated Organizations will be invited to take part in PSC meetings on need basis, however in capacity without voting rights.

The Lead Partner will ensure the successful implementation of the project. In order to ensure the high quality and fulfilment of objectives. For this purpose, a contract between the lead partner and project partners will be concluded. The partnership agreement will formalise the division of mutual responsibilities and rights of partners.

1,340 / 4,000 characters

#### 4.2. Description of project content management

The project goals and outputs will be co-managed by partners, by shifting among Work Packages and within activity groups (details provided in activity groups descriptions). WPs split is given below;

WP1 – Lead Partner PP1 - Bialystok University of Technology, PP 8 - Hamburg Institute of International Economics (HWWI)

WP2 – PP 3 - Vidzeme Planning Region, PP 6 - Kouvola Innovation Ltd.

WP3 – PP 2 - Podlaska Regional Development Foundation, PP 4 - Valga Municipality Government

WP4 – PP 2 - Podlaska Regional Development Foundation,

WP5 – Lead Partner PP1 - Bialystok University of Technology, PP 9 - Business Aabenraa

WP6 - PP 3 - Vidzeme Planning Region, PP 5 - Public Institution Lithuanian Innovation Centre

Each of the partners will provide own Coordinator engaged in project management processes and also in activities coordination. Communication and visibility is contained in a separate WP6, so does not get covered under PM. The key outputs of project management will be, in chronological order:

- Inception report with detailed implementation plans
- Progress narrative and financial reports, including expenditure verifications – FLCs
- Final narrative and financial reports, including final expenditure verifications.

The Lead Partner will ensure the successful implementation of the project. In order to ensure the high quality and fulfilment of objectives. For this purpose, a contract between the lead partner and project partners will be concluded. The partnership agreement will formalise the division of mutual responsibilities and rights of partners.

The Lead Partner (and respectively) leaders of individual WPs and GoAs will reach out to associated organizations and implementers of related projects (as listed in p 3.6) to exploit potential synergies in content and time, and coordinate, exchange experiences, conduct peer learning - to maximize the results and durability prospects of GoSmart BSR. The GoSmart project will focus particular attention on other ongoing Interreg projects on S3 facilitation in the Baltic area, these are:

- Smart Blue Regions
- Emplino
- BSR Stars.

With all the mentioned BSR projects, GoSmart will establish direct contacts and intensive consultations will be carried out to take advantage of their experiences and usable results already generated or in progress. These initiatives will be also consulted by GoSmart BSR initiatives to learn from them best possible governance and coordination mechanism modalities of the planned TIBS. GoSmart will assess relevance and usability of the aforementioned projects' results (and of other similar initiatives) and will efficiently adapt, integrate, and further develop them. Practical mechanisms of synergies will be defined in the project inception period when direct contacts will be made with the above mentioned and other relevant projects and initiatives.

2,865 / 4,000 characters

#### 4.3. Description of the project financial management

Financial management will be organized at project level and coordinated by the Lead Partner (PP1 - Bialystok University of Technology) internally and by each of the project partners with the objective to ensure accurate and timely.

- Financial reports, including expenditure verifications – FLCs
- Final narrative and financial reports, including final expenditure verifications.

Financial management and procurement will be organized in accordance with the principles of economy (sufficient, timely, quality at the best price), efficiency (best relationship between resources employed and results) and effectiveness attaining the specific objectives set and achieving the intended results). The Lead Partner will set up a project-level manual dedicated to sound financial management.

Financial management positions and public procurement expertise foreseen by the project are considered adequate and sufficient:

- PM2 - Financial Manager (75% FTE) hired by Project Leader: PP 1 - Bialystok University of Technology
- PM6 - Financial & Procurement Specialist (75% FTE) hired by PP 5 - Public Institution Lithuanian Innovation Centre.

Each Project Partner will cover their individual procurements, bookkeeping, accounting and financial management needs of the project by assigning these tasks to existing procurement, accounting and finance departments (or positions) and covering the respective costs from BL2 - Office & administration (at 15% of eligible direct staff costs). There are no specific provisions for external support for financial management foreseen in the project budget, however that each partner will be able to finance any specialized or ad hoc external support for financial management (as required) from:

- BL2 - Office & administration (at 15% of eligible direct staff costs) and/or
- BL4 - External expertise and services costs (legal consultancy, notary services, and other consultancy for project management).

All partners will run dedicating accounting systems, allowing audit trails, and will report in the First Level Control System (FLC) – centralized for Estonia, Latvia, and Poland, Åland (Finland); decentralized for other partners. All partners will submit their financial reports with appropriate FLC certificates.

The organization of financial management, including: establishment of a sound financial management structure, reporting obligations and related deadlines to be met, retention of documents, provisions guaranteeing that the funds allocated to the project are properly used, arrangements for recovering amounts unduly paid; and public procurement, will be integrated into the Partnership Agreement.

2,642 / 4,000 characters

#### 4.4. Financial control system

Please confirm that each partner in your project partnership is aware that project expenditure must be verified by a first level controller.



Please confirm that partners with a decentralised first level control system have reserved sufficient funds in their partner budgets for these controls.



Please confirm each partner is aware it has to identify the costs allocated to the project in its accounting system.



Please confirm that the lead partner and its first level controller will monitor the progress report on finance and activities of each project partner before they are included in the project's progress report that is submitted to the JS.



#### 4.5. Further details of the financial control and reporting system of your project

All partners will run double entry accounting computerized systems, in line with the EU directives, applicable national regulations and statutory requirements. Due to public and semi-public statutes of the involved partners, high standards of accounting and financial management (incl. transparency of reporting) are applied. International standards for good financial governance are known and applied.

As mentioned above, the Lead Partner will provide all partners with project-level financial manual covering also procurement issues, with practical guidance and user-friendly format. Risk areas in financial management and procurement will be identified and explanations provided how to avoid and mitigate these risks. The manual will also indicate best practices, and provide detailed tools and templates. In the inception period of the project, a review of internal control systems, documentation, filing, record keeping, procurement, asset management, payroll, time management, cash and bank management, accounting and financial reporting, will be carried out by the Financial Manager and Financial & Procurement Specialist using specific checklists, and recommendations for improvements provided to all PPs. Useful templates will be shared and compared, so that PPs can upgrade their financial management and procurement systems as necessary.

Specifically for the purpose of financial reporting, Project Partners will be provided by the Lead Partner with detailed self-checklists and other templates making reporting efficient and minimizing risk of errors (e.g. documentation checklist, procurement checklist, cash-flow reconciliation template, financial report checklist, etc.).

The Lead Partner will organize periodic seminars on contractual obligations, procurement and financial management procedures, manual and issues. Online sharing of files and access to selected transactions will be exchanged by partners to the extent practicable.

1,952 / 2,000 characters

#### 4.6. Internal coordination and communication

The content teams will coordinate with their host organizations financial and accounting departments to plan and control expenses, and report appropriately. The Lead Partner will set up manuals dedicated to:

- Content management
- Financial management (and procurement)
- Coordination
- Communication and visibility.

These Management Manuals will be accompanied by agreed process flows, checklists, templates and frequent questions sections to make them user-friendly, practical and easily applicable.

The Management Manuals will be developed within the first three months of project implementation and agreed among all Project Partners. At the start of the project a specific seminar will be devoted to project internal coordination and communication.

Periodic visits/meetings will be organized by the Financial Manager and/or the Financial & Procurement Specialist at least once a year to each Project Partner to make sure systems of financial management (and procurement) are applied consistently and constantly by the partners.

Online communication systems (teleconferences) will be extensively used for joint partnership-level and bilateral exchange of information and solving any issues which may rise questions or require clarification, etc.

1,256 / 3,000 characters

## Work package 2

### 4.1. Title

Identification of specializations, sectors, and supply chains with high transnational potentials & Developing transnational smart specializations (Trans-S3)

156 / 250 characters

Work package budget

10%

### 4.2. Aim of the WP

The aim of WP2 is to identify thematic areas (specializations, sectors, supply chains) which are the most promising in terms of linking innovation and internationalization of SMEs in target regions. These leading thematic areas will serve as potential transnational smart specializations (Trans-S3). In the four less developed regions/countries (Podlaskie - PL, Kaunas - LT, Vidzeme - LV, and South-East - EE) plenty of SMEs in S3 sectors do not exploit even partially the potentials of internationalization and do not intensively engage in innovation. Conversely, the regions: Syddanmark - DK, (Hamburg - DE), and Åland - FI – those covered by the project (and others), are quite advanced in R&D, innovation, innovation-driven and internationalization-based business models. At the same time, both categories of regions and other areas of the BSR, could benefit from more economic collaboration, joint research and commercialization of R&D.

WP2 will establish relationships with business and other S3 actors, who need to be involved in analytical and consultative processes, leading to the identification Trans-S3. By proposing high level value and advanced ways to innovate and internationalize groups of enterprises and other innovation actors, project partners will engage sufficient numbers of businesses (over 50) to participate. Later on, these groups will be supported to match and design their new business models within joint smart strategies. WP2 will define and compare RIS developed for the involved regions/countries in search for multi-regional S3, which means the (re)evaluation of: concentrations of economic and innovation activities in BSR and the EU, of regional innovation actors' strengths, of current economic linkages; all combined with review of market and technology trends in potential transnational S3. WP2 will leave behind a methodology with practical recommendations on how to identify Trans-S3 for the BSR and elsewhere in Europe, with clear transnational value added.

2,000 / 2,000 characters

### 4.3. Communication strategy in WP

No.	Communication aim	Target group(s)
1	Increase knowledge among	<p>Knowledge on RIS from the transnational perspective is clearly beneficial to:</p> <ul style="list-style-type: none"> <li>- Research bodies dealing with innovation, R&amp;D houses, R&amp;D promotion organizations, business internationalization</li> <li>- EU policybodies</li> <li>- National and regional, and socio-economic development policy makers</li> <li>- National and regional administrations</li> <li>- Business support organizations, business associations and similar, such as industry clusters</li> <li>- Organizations involved in public support programmes for innovation and internationalization, such as managing authorities, implementing agencies, etc.</li> <li>- Policy and practice networks, such as S3 Platform</li> </ul>
		620 / 1,000 characters
2	Receive input from	<ul style="list-style-type: none"> <li>- Research institutes, universities and other knowledge-related organizations dealing with S3 issues</li> <li>- Researchers dealing with RD, RIS, economic development, etc.</li> <li>- Networks dealing with RIS, e.g. the EC S3 Platform</li> <li>- Practitioners in support of S3, innovations, etc.</li> <li>- Business support organizations, etc.</li> <li>- S3 policybodies</li> </ul>
		327 / 1,000 characters
3	Raise awareness among	<ul style="list-style-type: none"> <li>- Policymakers on RIS</li> <li>- Businesses with innovation potential and open to internationalization</li> <li>- All practitioners in RD, RIS, Economic Development</li> <li>- Among regional and national administrations to improve policy and strategy processes</li> </ul>
		234 / 1,000 characters

### 4.4. WP leader

PP 1 - Bialystok University of Technology

PP 8 - Hamburg Institute of International Economics (HWWI)

### 4.5. Partner involvement

PP 1 - Bialystok University of Technology and PP 8 - Hamburg Institute of International Economics (HWWI) will co-lead the processes under WP2. They are both strong in applied research and studies on economic development, enterprise management, innovation management, etc. Both institutions possess abilities to expand theoretical concepts and make them applicable to market and policy adaptations. Based on their key competences, PP1 and PP8 will be specifically responsible for: identification of thematic areas with potential for Trans-S3, establishing close relations by all partners with businesses and other S3 actors, and finally produce and propagate the methodology for Trans-S3 identification. In addition, WP2 leaders will establish and use relationships with other Interreg projects on S3 in BSR in pursuit of Trans-S3.

Bialystok University of Technology is the largest technical university in the north-eastern region of Poland with nearly 12 thousand students and 7 faculties, including the Faculty of Management. The focus of the Faculty is on: technological basics of sustainable development, innovation mechanisms for technology transfer, tourism management, tourism enterprise management, business and securities valuation, International Financial Reporting Standards (IFRS), service marketing, public organization and territorial marketing, development strategies for urban regions, consumer surveys, political, economic and social aspects of international relations, managing public organizations, production and service management in companies.

The Hamburg Institute of International Economics specializes in the interdisciplinary analysis of key economic and socio-economic trends. The HWWI advances economic science through research and teaching and is affiliated institute of the University of Hamburg. The HWWI has developed its own principles of good scientific practice in conjunction with the German Research Foundation (DFG). The institute focuses on: Economic Trends and Global Markets, Regional Economics and Urban Development, Energy and Raw Material Markets, Environment and Climate, Demography, Migration and Integration, Labour and Family Economics, Health and Sports.

All other PPs will be involved in the WP2 activities directly, providing mixed and balanced perspectives on Trans-S3 concept development and application from: public authorities in charge of RIS making (regional governments) and implementation (local governments, EU funds implementation bodies), linkages to businesses (and support organizations), etc. Contributions from all PPs will be coordinated by WP2 leaders. GoSmart partners will be engaged to contribute, review, and comment on Trans-S3 in all stages of its development; project coordinators representing all partners will be actively engaged to connect to regional and national actors involved in S3.

This approach provides a good level of strong theoretical base and highly applicable proposition to Trans -S3 development.

PP 1 - Bialystok University of Technology  
PP 2 - Podlaska Regional Development Foundation  
PP 3 - Vidzeme Planning Region  
PP 4 - Valga Municipality Government  
PP 5 - Public Institution Lithuanian Innovation Centre  
PP 6 - Kouvola Innovation Ltd.  
PP 8 - Hamburg Institute of International Economics (HWWI)  
PP 9 - Business Aabenraa

2,995 / 3,000 characters

#### 4.6. Reserved partner involvement

0 / 3,000 characters

#### 4.7. Associated organisations involvement

Ministry Economy, Transport and Innovation, City of Hamburg (regional authority) responsibilities are in: structural policy and the harbour; marketing and tourism; foreign trade; agriculture; harbour, logistics, environmental economic policy, transport and roads; innovation and technology; business promotion; and north German cooperation. The Department for Innovation and Structural Policies, Small and Medium-sized Business and Harbour's main objective is to improve the industrial framework conditions in Hamburg, including the quality of the location, technology support and structural development. An important aspect in this respect is innovation and technology support; the department promotes innovation activities, technology and industry, R&D support, start-up support, technology transfer, cluster support and various technology clusters. Further areas are structural policies, small and medium-sized enterprises, services, and trades, among other fields.

Ministry of Economy of the Republic of Lithuania is responsible for handling government business in the following areas (among others): Business environment - issues relating to business development, small and medium-sized companies, supply of capital, entrepreneurship, simplification of rules, reduction of administrative burden on business, general conditions for enterprise growth; Investment - improvement of the investment environment, attraction of foreign investors, creation of favourable conditions for local investors; Export - export promotion of Lithuanian enterprises, support aimed for export development, commercial attaché in Europe, Russia, the United States, China; Innovation - issues relating to patents and innovation, investments to the development of high value added products, cooperation between science and business, commercialisation of scientific research results, promotion of clusterisation; Support to business - modernisation of Lithuania's economy, support to economic development; the Ministry of Economy administers the major share of support from the ES structural support funds to sectors like business, energy, research and tourism.

Both Associated Organizations will provide important inputs and rich perspectives – regional and national – on all aspects of the methodology elaborated for Trans-S3 as well as to the actual definition and identification of physical Trans-S3 in the Baltic Sea Region. More specifically they will provide direct comments and feedback on the draft methodology for Trans-S3 directly to PP 1 - Bialystok University of Technology and PP 8 - Hamburg Institute of International Economics (HWWI) who will co-lead the processes under WP2. Positions of both Ministries of Economy will be valuable to set the Trans-S3 methodology in the broader economic development and policy context.

Beyond AOs, GoSmart will consult and learn on the experiences of ongoing Interreg projects on S3 facilitation in the Baltic area:  
- Smart Blue Regions,  
- Emplino  
- BSR Stars.

AO 2 - Ministry Economy, Transport and Innovation, City of Hamburg  
AO 4 - Ministry of Economy of the Republic of Lithuania

2,995 / 3,000 characters

#### Activities, outputs and responsibilities

## WP 2 Group of activities 2.1

### 4.13. Group of activities leader

PP 1 - Bialystok University of Technology

#### A2.1

Title	Elaborating and agreeing methodology to be applied for the identification of Trans-S3	85 / 250 characters
Description of the group of activities	<p>All GoSmart partners working in a highly collaborative manner will consider the existing approaches and methods applied in defining smart specialization strategies, based on the EC Smart Specialization Platform (<a href="http://s3platform.jrc.ec.europa.eu/">http://s3platform.jrc.ec.europa.eu/</a>), on the regional strategies of the partner regions, national smart strategies, and on other available resources.</p> <p>Experiences and lessons learned, esp. by Western European partners and other Interreg projects on S3 will be considered, specifically of: Smart Blue Regions, Emplnno, BSR Stars, by direct contacts with them.</p> <p>Initially, an empirical and methodological framework needs to be established. This needs to define the scope of the analysis, develop a scheme for evaluation and monitoring, identify bottlenecks and specific challenges of less-developed regions, characterize regional stakeholder and, finally, define a categorization of the involved regions. On the basis of such a sound framework, a benchmark and impact analysis of existing RIS can be conducted. Using specific indicators and scope allows assessing objectives and instruments comparatively and enables the identification of good practice examples. The analysis' conclusions are than to be integrated into a new concept to enforce smart specialization strategies at the regional level. Mechanisms that in all cases have a positive impact on the innovative capacity of regions will be the foundation for tailor-made pilot actions and policy-learning tools. Thereby, assessing the transferability of the identified good practice examples is an important part in establishing the new concept, determining the scope of potential changes initiated by new approaches.</p> <p>A list of methodology related topics will be drafted and, when agreed upon, analysed independently by partners, including consultations with authors/working groups of their regional S3. Afterwards, key prevailing aspects will be identified, extrapolated, and considered for the elaboration of a common methodology for the identification of transnational smart specializations (Trans-S3). Joint efforts will combine:</p> <ul style="list-style-type: none"> <li>- Online/shared working files and knowledge depository development - with split on thematic areas and cross-references</li> <li>- Number of teleconferences (minimum 4) - throughout the GoA</li> <li>- Number of regional meetings and discussion sessions in each partner region (minimum 1 per region, total 7) - at the stage of advanced draft methodology</li> <li>- Number of all partners' meetings (at least 1) - before advanced draft of methodology is released.</li> </ul> <p>From the onset of work on elaborating and agreeing methodology to be applied for the identification of Trans-S3 two Associated Organizations (AO 2 - Ministry Economy, Transport and Innovation, City of Hamburg and AO 4 - Ministry of Economy of the Republic of Lithuania) will be contacted and directly involved in a consultative manner to provide suggestions and feedback on methodology development based on their policy knowledge and macro-economic perspectives.</p>	
		3,000 / 3,000 characters

State aid relevant?

☐

#### O2.1

Output Title	Initial Trans-S3 methodology developed and adopted	50 / 250 characters
Output Description	<p>Initial Trans-S3 methodology will be a research and process tool applied to identify the potential (and eventually final) transnational Smart Specializations for part(s) of the Baltic Sea Region, later on to be used elsewhere in the EU and beyond as importance and economic interest in mezzo-level policies and interventions grows.</p> <p>The methodology will provide strong theoretical underpinning and frameworks but with practical application, following approaches already present under the EU S3 efforts (multiple policy and practice briefs available on the S3 Platform). On the basis a sound framework, a benchmark and impact analysis of existing RIS will be conducted. Using specific indicators will enable identification of situations meeting established system of indicators.</p> <p>Standard analytical tools for RIS will be adopted (e.g. Location Quotient) to discriminate the potentials for transnational smart specializations development. Tools integrated in the methodology will be easily explained, including real life examples, making the Trans-S3 methodology easily applicable by policy practitioners and interested institutions. Additionally, practical application will encourage participatory and consultative processes, typical for S3 work, which add various perspectives and allow building consensus for policy purposes.</p> <p>The format of the Trans-S3 methodology will contain all necessary elements for replication by other future users, indicatively:</p> <ul style="list-style-type: none"> <li>- General methodological notes and justification, including limitations</li> <li>- Categories of data source categories and their interpretation/assessment</li> <li>- Step by step algorithm for application, including detailed computations</li> <li>- Problem solving guidelines</li> <li>- Guidance on interpretation of findings.</li> </ul> <p>The Trans-S3 methodology will be further refined in the process of initial application, and finalized towards the end of WP2.</p>	
		1,877 / 2,000 characters

Main Output

☐

Investment

☐

### 4.16. Timeline



	A2.1	O2.1
Period 1	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Period 2	<input type="checkbox"/>	<input type="checkbox"/>
Period 3	<input type="checkbox"/>	<input type="checkbox"/>
Period 4	<input type="checkbox"/>	<input type="checkbox"/>
Period 5	<input type="checkbox"/>	<input type="checkbox"/>
Period 6	<input type="checkbox"/>	<input type="checkbox"/>
Period 7	<input type="checkbox"/>	<input type="checkbox"/>

## WP 2 Group of activities 2.2

### 4.13. Group of activities leader

PP 8 - Hamburg Institute of International Economics (HWWI)

#### A.2.2

Title	Review of S3s in partner regions (and countries) in search of common multi-regional specializations	99 / 250 characters
Description of the group of activities	<p>Initially, a synthesis analysis of existing RIS3 will be conducted to see 'ready' thematic areas common among target regions (natural candidates for Trans-S3). For that purpose S3 Platform (by the Joint Research Centre (JRC) will be used. The S3 platform contributes to conceptual development of smart specialization and to the methodology for its application, publishing and regularly updating RIS3 guide. To review RIS3, tailored methods have been developed. Following a more practical approach, regular workshops are conducted for enhancement of trans-national mutual learning, exchange of good practice. General assessment of RIS3 is gradually dropped in favor of more targeted approaches with regard to specific actors, common features/structural similarities of regions, specific policy tools and common RIS3 priorities of regions/countries. The GoSmart BSR project can benefit from the tools (e.g. Benchmarking Regional Structure for finding reference regions based on structural similarities) developed by S3 platform and on the other hand contribute to further development of those tools. It is planned to establish a permanent dialogue and to provide input for workshops conducted by the platform. S3 stakeholders in GoSmart regions will be activated directly by all PPs.</p> <p>Preliminary analysis has already shown, however, that simple common areas of S3 are not abundant, just the opposite - S3 have been quite differently developed, despite adherence to the generally accepted smart specialization methodology, as each has taken a region-specific context and national rather than transnational points of reference. That is why GoSmart partners have decided to develop a dedicated methodology for Trans-S3.</p> <p>Based on the methodology developed under Activity Group 2.1 (A.2.1), a thorough review of S3 in partner regions Podlaskie - PL, Kaunas - LT, Vidzeme - LV, and South-East - EE, Syddanmark - DK, Hamburg - DE, and Åland - FI, will be conducted, including (re)evaluation of: - concentrations of different economic and innovation activities in the broader context of BSR and EU, regional innovation actors' strengths, current economic linkages among partner regions in potentially common thematic areas.</p> <p>The work will be peer-reviewed by all PPs and AOs (AO2-MoE/ Hamburg and AO4-MoE LT), to ensure methodological soundness and to maintain high quality standards. All steps and methodological issues will be documented to ensure the final methodology is well supported theoretically, and tested in the actual context of target regions.</p> <p>A preliminary list of multi-regional/transnational S3 (potential Trans-S3) - including methodological background, process description and outcomes - will be developed as a result, to be further analyzed in light of market and technological trends and global tendencies (A.2.4). In terms of partners' efforts, the following will take place:</p> <ul style="list-style-type: none"> <li>- Online/shared working files and knowledge depository further developed</li> <li>- Number of teleconferences (min. 3).</li> </ul>	
State aid relevant?	<input type="checkbox"/>	3,000 / 3,000 characters

#### O.2.2

Output Title	List of potential Trans-S3 developed / synthesis report	55 / 250 characters
Output Description	<p>List of potential Trans-S3 developed / synthesis report</p> <p>As the outcome of preliminary analysis, the list of potential Trans-S3 developed (synthesis report) will document the process of reaching to the stage of identification of 'candidates' for Trans-S3 as the outcome of that process. The contents (format) of the potential Trans-S3 developed / synthesis report will be at least:</p> <ul style="list-style-type: none"> <li>- methodological background,</li> <li>- process description</li> <li>- outcomes (potential Trans-S3)</li> <li>- explanatory notes and limitations.</li> </ul> <p>The final format will be based on work and outputs of GoA.2.2, which are an essential part of the process of identifying ('discovering') potential Trans-S3.</p> <p>Dedicated methodology overcomes the shortcomings of oversimplification, yet given the practical approach, ensures applicability to the real situation of economy and societies of the Baltic Sea Region.</p> <p>Based on: concentrations of different economic and innovation activities in the broader context of BSR and the EU; regional innovation actors' strengths; current economic linkages among the partner regions in the potentially common thematic areas, potential Trans-S3 are identified, subject to further assessments in the ensuing project activities under the WP2.</p> <p>This output is considered a preliminary result, to be verified and consulted among interested parties, so that not only dedicated experts but a wide circle of stakeholders agree on the methodology and outcomes.</p>	
Main Output	<input type="checkbox"/>	1,439 / 2,000 characters
Investment	<input type="checkbox"/>	

### 4.16. Timeline

	A 2.2	O 2.2
Period 1	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Period 2	<input type="checkbox"/>	<input type="checkbox"/>
Period 3	<input type="checkbox"/>	<input type="checkbox"/>
Period 4	<input type="checkbox"/>	<input type="checkbox"/>
Period 5	<input type="checkbox"/>	<input type="checkbox"/>
Period 6	<input type="checkbox"/>	<input type="checkbox"/>
Period 7	<input type="checkbox"/>	<input type="checkbox"/>

## WP 2 Group of activities 2.3

### 4.13. Group of activities leader

PP 8 - Hamburg Institute of International Economics (HWWI)

#### A2.3

Title	Review of market and technology trends in potential Trans-S3	60 / 250 characters
Description of the group of activities	<p>To complete and complement the initial identification of Trans-S3, potential Trans-S3 will be analyzed in terms of their market and technology structures, dynamics and trends, with specific focus on R&amp;D&amp;I aspects. The analysis will be conducted to confirm or refute the Trans-S3 candidate areas/topics received through GoA2.2 in the light of processes and tendencies observed within these potential Trans-S3 and broader European and global trends.</p> <p>All GoSmart partners will be actively involved in the task of identifying leading sectoral developments, as well as value chains which are critical for the growth and success of these sectors (the analysis will be then deepened in Activity 3.3 (In-depth market research for selected Trans-S3). For this purpose PPs will actively seek contacts and exchanges and will activate their respective regional/national S3 key stakeholders, and will collect various ideas, concepts and positions in relation to S3 definitions, processes and implementation experiences. Findings from this exercise will be discussed among PPs during the process of Trans-S3 development.</p> <p>In terms of partners' efforts, the following will take place:</p> <ul style="list-style-type: none"> <li>- Trans-S3 methodology further developed / fine-tuned</li> <li>- Online/shared working files and knowledge depository further developed</li> <li>- Number of teleconferences (minimum 3).</li> </ul> <p>GoA will take approximately 3-4 months, immediately following the completion of GoA2.2 and disclosure of Trans-S3 candidate areas/topics. Implementation will consist of two main parts:</p> <ul style="list-style-type: none"> <li>- Market and technology trends review (market situation and dynamics, structural changes, etc.; review of most common and linked technologies in terms of their dynamics, expected substitution, new entries, significant ongoing R&amp;D, etc.) – approx. 2-3 months</li> <li>- Updating Trans-S3 methodology (in light of findings from the market and technology trends review above) – approx. 1 month.</li> </ul> <p>Specific feedback will be sought from the two Associated Organizations (AO 2 - Ministry Economy, Transport and Innovation, City of Hamburg and AO 4 - Ministry of Economy of the Republic of Lithuania) to make sure economic policy lessons and macro-economic perspectives are taken into account while identifying leading sectoral developments, as well as value chains which are critical for the growth and success of these sectors.</p> <p>The outcomes of processes carried out under activities 2.1 – 2.3 will be presented, distributed and widely consulted with S3 actors in all target regions (4 Helix). To this end, activities 2.4 and 2.5 are indispensable.</p>	2,561 / 3,000 characters

State aid relevant? ☐

#### O2.3

Output Title	Market and technology trends review (synthesis report) Updated Trans-S3 methodology	83 / 250 characters
Output Description	<p>Market and technology trends review (synthesis report) - the initial identification of Trans-S3, potential Trans-S3 is provided - in terms of their market and technology structures, dynamics and trends, with specific focus on R&amp;D&amp;I aspects. The analysis will show which potential Trans-S3 'candidate' areas/topics had been confirmed or refuted in the light of processes and tendencies observed within these potential Trans-S3 and broader European and global trends. The perspectives of current and discovered trends and new developments in markets, market structures and functioning as well as consumers' changing behaviors, coupled with observed and expected technological developments, counterbalance historical and static data and observations related to S3 such as concentrations of certain sectors and/or business categories. The synthesis report on market and technology trends review will document the process of informing Trans-S3 of recent market realities, and thus clear away overconcentration on past trends and on established factors.</p> <p>Updated Trans-S3 methodology – the initially agreed and adopted methodology (A2.1 and A2.2) will be refined, adjusted and improved in the process of progressing towards the final definition of Trans-S3 and identification of Trans-S3 in the BSR. This process of refining the methodology will make the tool stronger and better adjusted to economic realities, which is critical for any policy methodology.</p> <p>The final (updated and fine-tuned) Trans-S3 methodology will have the following format:</p> <ul style="list-style-type: none"> <li>- methodological background,</li> <li>- process description</li> <li>- outcomes (potential Trans-S3)</li> <li>- explanatory notes and limitations.</li> </ul> <p>Changes to this planned format might occur, depending on how the market and technology trends review will influence the overall method.</p>	1,798 / 2,000 characters

Main Output ☐

Investment ☐

### 4.16. Timeline

	A 2.3	O 2.3
Period 1	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Period 2	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Period 3	<input type="checkbox"/>	<input type="checkbox"/>
Period 4	<input type="checkbox"/>	<input type="checkbox"/>
Period 5	<input type="checkbox"/>	<input type="checkbox"/>
Period 6	<input type="checkbox"/>	<input type="checkbox"/>
Period 7	<input type="checkbox"/>	<input type="checkbox"/>

## WP 2 Group of activities 2.4

### 4.13. Group of activities leader

PP 9 - Business Aabenraa

#### A2.4

Title Establishing working relations with and among S3 actors in target regions

73 / 250 characters

Description of the group of activities

WP2 will establish initial relationships with business partners, research institutions, authorities, and other actors, who need to be aware and involved in the analytical and consultative processes, leading to the identification of multi-regional/transnational S3 (Trans-S3). These relationships will be of broad consultative nature and at the same time provide valuable insights into the stakeholders' dependencies and powers within the Trans-S3. Additionally, by intensively involving public authorities at the regional and national levels, ways of influencing policy frameworks around the Trans-S3 will be sought.

To make the process of identification of multi-regional/transnational S3 (Trans-S3) complete, transparent, and involving all Quadruple Helix actors, intensive working relations are necessary in all target regions. The GoSmart partners from four target regions (Podlaskie - PL, Kaunas - LT, Vidzeme - LV, and South-East - EE Syddanmark - DK, Hamburg - DE, and Åland - FI) will contact, make aware, and engage in the WP2 activities all S3 actors through:

- Compiling updated information on S3 actors (public authorities, R&D institutions, business representative organizations and leading innovative companies, business support organizations and non-governmental organizations)
- Providing information on the Trans-S3 processes and progress through direct mailings, electronic and social media (in each region at least: 3 rounds of direct mailings, 2 announcements in regional public online portals, regular posts on project FB page, Twitter, etc.)
- Organizing a Round of Public consultations on draft Trans-S3 (in total 7), covering discussion on the proposed methodology, findings and proposed conclusions (total of 7) regional consultation seminars/conferences), involving on average at least 20 organizations relevant to Trans-S3 in each target region.
- Setting up a stakeholder group for the purpose of peer review and communication of project findings.
- Discussion of strengths and weaknesses identified in the regional S3, particularly bottlenecks regarding the innovativeness and internationalization of SMEs (differentiated by sectors).

I collaboration with all Associated Organizations (especially AO 2 - Ministry Economy, Transport and Innovation, City of Hamburg and AO 4 - Ministry of Economy of the Republic of Lithuania), wider circles of businesses and economic players will be informed and at least indirectly involved into Trans-S3 concept and methods development, making the process more transparent, politically and acceptable to broad sectors of societies.

Additionally, direct and intensive relations will be developed with other ongoing Interreg projects on S3 facilitation in the Baltic area: Smart Blue Regions, Emplnno, and BSR Stars. Working relations with implementers of these projects will be highly beneficial as they present a long list of potential synergies and practical solutions which can be further developed and/or utilized by GoSmart BSR.

2,998 / 3,000 characters

State aid relevant? ☐

#### O2.4

Output Title Trans-S3 actors data base and stakeholders working groups

57 / 250 characters

Output Description

All actors maintain good and practical working relations with key S3 actors, either due to involvement in RIS processes and/or provision of support services or funding related to innovation and internationalization. These relations need to be deepened and oriented towards the new proposed approach to S3 – moving beyond regional and national levels, to the transnational perspective where global forces are more tangible, both in terms of challenges and business opportunities. Relations with S3 actors will be strongly oriented towards the regional clients (SMEs, BSOs, R&D institutions, regional and local authorities) and at the same time towards supra-regional objectives of 'internationalization through innovation' and vice versa.

The defined output 'Relations strength for Trans-S3' is of a less tangible character (not a product, not a publication, etc.) and thus will be documented by a number of elements:

- appropriate data on S3 actors in possession of project partners (in line with methodological needs – specifically data on products, sales, sales potential, possessed and required technology, interest in R&D&I areas, etc.)
- awareness level of regional innovation players on Trans-S (measured by dedicated pre- and post-intervention online surveys)
- depth and intensity of consultations and the level of participation (measured by evidence form activities and interviews with selected participants)
- functioning 'focused' stakeholder working groups (measured by evidence form activities)
- other characteristics developed during implementation as suitable.

1,578 / 2,000 characters

Main Output ☐

Investment ☐

### 4.16. Timeline

	A2.4	O2.4
Period 1	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Period 2	<input type="checkbox"/>	<input type="checkbox"/>
Period 3	<input type="checkbox"/>	<input type="checkbox"/>
Period 4	<input type="checkbox"/>	<input type="checkbox"/>
Period 5	<input type="checkbox"/>	<input type="checkbox"/>
Period 6	<input type="checkbox"/>	<input type="checkbox"/>
Period 7	<input type="checkbox"/>	<input type="checkbox"/>

## WP 2 Group of activities 2.5

### 4.13. Group of activities leader

PP 5 - Public Institution Lithuanian Innovation Centre

#### A2.5

Title	Engaging large numbers of businesses through their representative organizations	79 / 250 characters
Description of the group of activities	<p>By proposing high level value and advanced ways to innovate and internationalize operations of transnational groups of enterprises and other innovation actors, GoSmart BSR project partners will engage sufficient numbers of businesses to participate in the process of formulation of Trans-S3 (at least 30 in each region). The main mode of informing and engaging large numbers of enterprises/SMEs from the onset will be to contact their representative organizations such as regional/national chambers, sector associations and clusters, etc. SMEs are perceived as the leading actor that on one hand have the potential to engage into transnational innovation driven cooperation, and on the other hand have the greatest need to be assisted in the process while large companies are able to run R&amp;D operations and internationalize much easier.</p> <p>The steps to be taken are:</p> <ul style="list-style-type: none"> <li>- Analysis of data base of S3 actors and expanding it to cover business organizations/associations specific to Trans-S3 areas - this step includes obtaining key information to be integrated into the project data base and contacting selected business organizations to inform them about Trans-S3 and raise their interest</li> <li>- Validating proposed Trans-S3 areas with interested business organizations/associations - these will be conducted by informal meetings and formal interviews to collect robust responses and gain insights into the situation within and towards the proposed Trans-S3</li> <li>- One consultative session with business organizations in each target region (7 in total), involving at least 3-4 business representative organizations and business support organizations – a joint focus group discussion with structured protocol, etc., prior to public consultations on Trans-S3 described under activity 2.4.</li> </ul> <p>The above steps are sequential however, the data base will be expanded also as a result of validation meetings and interviews – as more relevant business and business support organizations might be identified through validation.</p> <p>Engaging large numbers of businesses through their representative organizations will be augmented by collaboration with all Associated Organizations, and more intensively AO 2 - Ministry Economy, Transport and Innovation, City of Hamburg and AO 4 - Ministry of Economy of the Republic of Lithuania), as they possess good and established contacts with business associations across sectors and both at regional and national levels. Opportunities to promote collaboration with business representative organizations through all Associated Organizations, such as policy forums, policy-business conferences, etc., will also be exploited.</p> <p>Later on, selected members of these target groups will be supported to match and design their business models to achieve benefits within their joint smart strategies (see activities under WP3 and WP4).</p>	
		2,837 / 3,000 characters

State aid relevant? ☐

#### O2.5

Output Title	Data base of businesses 'engaged in Trans-S3' (at least 20 per region)	70 / 250 characters
Output Description	<p>Consultative session(s) with business organizations in each target region involving at least 3-4 business representative organizations and business support organizations, will result in reaching tens of relevant active businesses, which will take part in actual discussions on Trans-S3, providing pragmatic contributions and comments, and positioning themselves to the expected future services in support of Trans-S3 implementation.</p> <p>It is expected that businesses linked to regional/national chambers, sector associations and clusters, etc., and otherwise open to development ideas, policy formulation, will be the ones constituting most of those interested in the Trans-S3 processes and outcomes. 20 businesses per region are meant to be the minimal number and project partners will be aiming to attract more of them, based on their presence and recognition in the regions – for working directly with enterprises/SMEs, providing support, funding, etc.</p> <p>Engaged businesses will be recorded in the project dedicated data base with the status of 'engaged' in Trans-S3 as evidenced by project activities they participated in and appropriate declarations signed by them.</p> <p>This outcome is particularly important from the perspective of further activities of the project, where Trans-S3 become the factor defining which businesses can gain additional advantages in accessing innovation funding and support in their internationalization efforts.</p>	
		1,441 / 2,000 characters

Main Output ☐

Investment ☐

### 4.16. Time line

	A2.5	O2.5
Period 1	<input type="checkbox"/>	<input type="checkbox"/>
Period 2	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Period 3	<input type="checkbox"/>	<input type="checkbox"/>
Period 4	<input type="checkbox"/>	<input type="checkbox"/>
Period 5	<input type="checkbox"/>	<input type="checkbox"/>
Period 6	<input type="checkbox"/>	<input type="checkbox"/>
Period 7	<input type="checkbox"/>	<input type="checkbox"/>

## WP 2 Group of activities 2.6

### 4.13. Group of activities leader

PP 8 - Hamburg Institute of International Economics (HWWI)

#### A2.6

Title	Identification of Trans-S3 for target regions	45 / 250 characters
Description of the group of activities	<p>Preliminarily identified Trans-S3 through activities 2.1 – 2.3, intensively consulted and validated through activities 2.4 – 2.5, will be established for the project purposes under this activity group.</p> <p>The process will involve all GoSmart partners and, furthermore, regional, national and international (BSR) public authorities, with the purpose to inform regional and national S3 policy makers in order to make the Trans-S3 approach complement with the strategies and tools developed for the 'regular' S3s.</p> <p>To this end, the following tasks will be carried out, focused on involving key S3 stakeholders activated under GoA2.4 &amp; 2.5:</p> <ul style="list-style-type: none"> <li>- Trans-S3 policy discussion tables in each target region (7 in total) – based on the preliminary Trans-S3 and serving as opportunities for direct and wide forums to discuss, improve and refine (or even disprove) the preliminary Trans-S3. Policy tables are critical to build wide consensus among those who will participate in Trans-S3 directly (businesses, research institutions) and policy agents.</li> <li>- Augmented by publications and discussion on the EC Smart Specialization Platform (<a href="http://s3platform.jrc.ec.europa.eu/">http://s3platform.jrc.ec.europa.eu/</a>) – publications will move the discussion and the concept of Trans-S3 to the European level, so that researcher and practitioners can provide further validation and move the concept and its application further.</li> </ul> <p>The S3 platform is, as an advisory institution for EU countries and regions, dedicated to providing information, methodologies, expertise and advice to policymakers and, moreover, promotes mutual learning, trans-national co-operation and contributes to academic debates. Through academic research, analysis, seminars and workshops, development of mutual trans-national learning tools, a regularly updated guide on RIS3 and the development of own tailored methods for reviewing RIS3, the platform is a relevant partner from whose experience one can profit. The platform's previous work with specific regions will also be a factor from which the project can benefit. To contribute to the workshops can be a cornerstone of cooperation between GoSmart and the S3platform. GoSmart will get into direct contact with S3platform leaders and seek ways to build strong information and knowledge exchange network around the concept of Trans-S3.</p> <p>Thereby, the international policy discussion forum should involve international networks for business support and internationalization, such as the Europe Enterprise Network, etc. The GoSmart project will also seek for the attention of the relevant Directorates General and agencies of the European Commission (DG Internal Market, Industry, Entrepreneurship and SMEs; DG Research and Innovation, etc.). GoSmart will establish direct contacts in these institutions by bilateral meetings, participation in their events – to promote and propagate the Trans-S3 concept. This will be done with the perspective of supporting acceptance of the concept and its continued application in BSR and beyond.</p>	
State aid relevant?	<input type="checkbox"/>	2,998 / 3,000 characters

#### O2.6

Output Title	Physically and functionally defined Trans-S3 for target regions	63 / 250 characters
Output Description	<p>Trans-S3 as envisaged by the project, will go a multi-step approach:</p> <ul style="list-style-type: none"> <li>- Methodological preparations (A2.1)</li> <li>- Initiation and analysis (A2.2)</li> <li>- Validation (A2.4)</li> <li>- Multi-level and multi-stakeholder consultations (A2.5)</li> </ul> <p>This approach ensures a balanced and usable policy product, which can be utilized by the project itself but equally by RIS key players such as international (the EU), national and regional authorities to adjust and reshape their approaches to innovation promotion, creation of quality jobs, internationalization and integration of economic operators. Trans-S3 developed within the project will be the most qualifying, according to the methodology developed and adopted, and in that sense 'safe', i.e. with low chances to be mistakenly included (or equally not including other real transnational specializations). The new concept of Trans-S3 requires such reserved approach, and justifies the proposed multi-step process.</p> <p>Stakeholder consultations will be especially intensive and will take the form of direct face-to-face sessions with representatives of the two key Associated Organizations under WP2 (AO 2 - Ministry Economy, Transport and Innovation, City of Hamburg and AO 4 - Ministry of Economy of the Republic of Lithuania) to seek economic policy relevance and ways how Trans-S3 methods and outcomes can be further promoted to become permanent elements of national business and innovation promotion efforts, and any regulatory policies.</p> <p>At the end of the Trans-S3 development, the documented product/outcome i.e. physically/functionally defined Trans-S3 can be used to inform policy and practices of all S3 actors at different governance and economic structures levels. Defined Trans-S3 as real economic structures will then be able to be integrated into (inter)national and regional public policies towards smart growth and innovations.</p>	
Main Output	<input type="checkbox"/>	1,863 / 2,000 characters
Investment	<input type="checkbox"/>	

### 4.16. Timeline



	A 2.6	O 2.6
Period 1	<input type="checkbox"/>	<input type="checkbox"/>
Period 2	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Period 3	<input type="checkbox"/>	<input type="checkbox"/>
Period 4	<input type="checkbox"/>	<input type="checkbox"/>
Period 5	<input type="checkbox"/>	<input type="checkbox"/>
Period 6	<input type="checkbox"/>	<input type="checkbox"/>
Period 7	<input type="checkbox"/>	<input type="checkbox"/>

## WP 2 Group of activities 2.7

### 4.13. Group of activities leader

PP 1 - Bialystok University of Technology

#### A2.7

Title	Finalization of Trans-S3 methodology and recommendations	56 / 250 characters
Description of the group of activities	<p>Upon closure of the Trans-S3 elaboration processes, the underpinning methodology and tools applied will be reviewed, updated, finalized, and prepared for further dissemination among other BSR regions and wider in the European Union. Online portals and communication channels related to S3 and internationalization of enterprises will be the primary way of publication and dissemination, maximizing the reach and minimizing the related costs.</p> <p>The Trans-S3 approach will provide a new perspective on S3s which can be valuable in terms of practical approach to global challenges, where groups of regions/larger territories seek common competitive and innovation driven paths to smart development. This can increase the impacts of S3 approach and at the same time provide grounds for deeper integration of neighbouring BSR and other European regions. Trans-S3, by broadening the strategic focus and introducing trans-regional and trans-national perspectives, bring additional integration stimulus and transnational value added to smart specializations. Policy recommendations accompanying the Trans-S3 methodology will also be circulated and widely published.</p> <p>As stated before, both Associated Organizations under WP2 (AO 2 - Ministry Economy, Transport and Innovation, City of Hamburg and AO 4 - Ministry of Economy of the Republic of Lithuania) will provide important inputs and rich perspectives – regional and national – on all aspects of the methodology elaborated for Trans-S3 as well as to the actual definition and identification of physical Trans-S3 in the Baltic Sea Region.</p> <p>Comments and feedback from AO2 and AO3 on the draft methodology for Trans-S3 will be sought and integrated directly by PP 1 - Bialystok University of Technology and PP 8 - Hamburg Institute of International Economics (HWM) who will co-lead the processes under WP2. Positions of both institutions will be valuable to set the Trans-S3 methodology in the broader economic development and policy context, and to promote its mainstreaming among national and regional authorities.</p> <p>At the same time, the Trans-S3 methodology and recommendations will be provided in the national languages of all GoSmart partners, to inform national and regional authorities, and to build awareness also from the bottom-up.</p> <p>In addition, a round table in Brussels with representatives of the EU institutions and national/regional representatives an International S3 policy discussion forum on Trans-S3 is planned, to gain policy awareness and disseminate findings beyond BSR is foreseen (it is initially envisaged to use the Hamburg representation to the EU for hosting this event). Implementers of other ongoing Interreg projects on S3 facilitation in the Baltic area (Smart Blue Regions, Emplino, and BSR Stars) will be invited to offer their experiences related to practical solutions and tools under S3, and consulted directly by the Lead Partner /this GoA leader to obtain their feedback based on work on S3 in BSR.</p>	
State aid relevant?	<input type="checkbox"/>	2,986 / 3,000 characters

#### O2.7

Output Title	Trans-S3 methodology finalized and disseminated	48 / 250 characters
Output Description	<p>Trans-S3 for target regions formulated - Trans-S3 developed within the project is an applied concept and a document showing how transnational smart specializations can be established. The strengths are following: methodological soundness, analytical depth, and multi-stage and multi-actor validation. Selected and agreed Trans-S3 help decision makers to formulate and improve their policies towards 'smart', innovation-intensive development. Trans-S3 thus become a balanced and usable policy product, which can be utilized by RIS key players at the supra-national, the national and regional authorities to adjust and reshape their approaches to innovation promotion.</p> <p>The format of the Trans-S3 methodology will contain all necessary elements for replication by other future users, indicatively:</p> <ul style="list-style-type: none"> <li>- General methodological notes and justification, including limitations</li> <li>- Categories of data source categories and their interpretation/assessment</li> <li>- Step by step algorithm for application, including detailed computations</li> <li>- Problem solving guidelines</li> <li>- Guidance on interpretation of findings.</li> </ul> <p>Upon closure of the Trans-S3 elaboration processes, the underpinning methodology and tools applied will be finalized and widely disseminated among other BSR regions, and in the European Union, primarily via online portals and communication channels related to S3 and internationalization of enterprises.</p> <p>Following the finalization and publication of Trans-S3 methodology, policy recommendations accompanying the Trans-S3 methodology will also be made widely available. Trans-S3 approach will provide a new perspective on RIS with practical solutions for groups of regions/larger territories seeking common competitive and innovation driven paths to smart development. This can multiply the impacts of S3 approach and at the same time provide grounds for deeper integration of neighbouring BSR and other European regions.</p>	
Main Output	<input checked="" type="checkbox"/>	1,911 / 2,000 characters
Investment	<input type="checkbox"/>	

#### 4.14. Target group(s) and use of the main output

Trans-S3 for target regions will be used by all (or majority of) regions covered by the project - Podlaskie - PL, Kaunas - LT, Vidzeme - LV, and South-East - EE, Syddanmark - DK, Hamburg - DE, and Åland - FI, and potentially beyond the project area (depending on the final outcomes of the Trans-S3 process which cannot be predetermined now). These physically defined areas of specialization with smart potential, can inform and improve existing net of RIS-es giving them a new perspective. On the basis of Trans-S3 current support systems and programmes under RIS can be evaluated, modified and improved, including the introduction of new policy instruments linked transnational opportunities for more applied R&D, more businesses engaged in innovations, etc. These direct benefits of having Trans-S3 defined for larger part(s) of the BSR will be of immediate use by:

- National and regional, and socio-economic development policy makers
- National and regional administrations
- Business support organizations, business associations and similar, such as industry clusters
- Organizations involved in support programmes for innovation and internationalization.

Having the Trans-S3 methodology finalized and disseminated will provide a new perspective on RIS with practical solutions for groups of regions/larger territories seeking common paths to smart development. This can multiply the impacts of S3 approach and at the same time provide for deeper integration of neighbouring BSR and other European regions. The use of the methodology is potentially broader, including knowledge expansion on S3 processes and new applications. The main recipients of this benefit are:

- Research bodies dealing with innovation, R&D houses, R&D promotion organizations, business internationalization
- Researchers dealing with RD, RIS, economic development, etc.
- EU policy bodies
- National and regional development policy makers
- Policy and practice networks
- All practitioners in RD, RIS, Econ. Development.

2,000 / 2,000 characters

#### 4.16. Timeline

	A2.7	O2.7
Period 1	<input type="checkbox"/>	<input type="checkbox"/>
Period 2	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Period 3	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Period 4	<input type="checkbox"/>	<input type="checkbox"/>
Period 5	<input type="checkbox"/>	<input type="checkbox"/>
Period 6	<input type="checkbox"/>	<input type="checkbox"/>
Period 7	<input type="checkbox"/>	<input type="checkbox"/>

## Work package 3

### 4.1. Title

Developing Transnational Innovation Brokerage System (TIBS)

59 / 250 characters

Work package budget

25%

### 4.2. Aim of the WP

The overall aim of WP3 is to design and develop the Transnational Innovation Brokerage System (TIBS) for all project regions. TIBS is defined as a network-based support system to assist groups of SMEs in defining and implementing their own Joint Smart Strategies across partner regions, and beyond.

Such a system requires three key components to respond to actual needs and become functional:

- Market knowledge and orientation - which feeds the purpose and informs design
- Methods and tools - methodology or 'technology' which defines delivery parameters
- Staff and structure - skills and competencies, coordination mechanism, fit-to-purpose and quality.

In WP3 an in-depth market research will be conducted for at least 3 transnational smart specializations (Trans-S3), for which initial relationships with Quadruple Helix partners: businesses, research institutions, authorities, other actors, have been established under WP2. This practically oriented analysis will answer questions how to best support enterprises and their innovation partners in smart, innovation driven internationalization, based on real needs and gaps, and collaboration potentials. Assessments will constitute a solid knowledge base regarding needs related to smart internationalization.

In the light of market research, main concepts (such as supply chain analysis (Porter), business internationalization model (Uppsala), smart specialization, etc.), will be applied to design methods and tools (procedures, manuals, checklists, IT solutions, etc.), which will define TIBS services and will underpin TIBS value proposition to enterprises and other innovation actors.

In parallel, TIBS staff (transnational innovation brokers) will be identified or recruited by GoSmart partners, their skills developed to work with target groups, apply TIBS methodology, and to integrate and sustain the network. The process of building TIBS competences will be run simultaneously to developing support methodology and contents.

1,998 / 2,000 characters

### 4.3. Communication strategy in WP

No.	Communication aim	Target group(s)
1	Increase knowledge among	<p>Increasing practical applied knowledge, skills and organizational competences:</p> <ul style="list-style-type: none"> <li>- Project partners in terms of their knowledge on situation in Trans-S3 microeconomic structures and linkages</li> <li>- Project partners in terms of design and delivery of SMEs (and other S3 actors) support in innovation driven internationalization – innovation brokerage at transnational level</li> <li>- Project partners in terms of organizing new support network (methodology and application tools design, testing, roll-out)</li> <li>- Innovation brokers – skills related to specialized services for SMEs and other S3 actors, methodology and tools.</li> </ul>
		605 / 1,000 characters
2	Raise awareness among	<p>Building awareness among various categories of stakeholders:</p> <ul style="list-style-type: none"> <li>- SMEs and other S3 actors of specialized services made available for innovation driven internationalization</li> <li>- Public authorities in availability and utility of support for innovation driven internationalization</li> <li>- General population on innovation and internationalization.</li> </ul>
		333 / 1,000 characters
3	Change attitude of	<p>Changing attitudes among project beneficiaries and other target groups:</p> <ul style="list-style-type: none"> <li>- SMEs and other S3 actors within Trans-S3 by making them more open and inclined towards innovation driven internationalization</li> <li>- Public authorities making them interesting to learn how better support can be provided to promote innovation and internationalization</li> <li>- Other business support networks to improve and profile their services towards S3 actors.</li> </ul>
		428 / 1,000 characters

### 4.4. WP leader

PP 6 - Kouvola Innovation Ltd.

PP 3 - Vidzeme Planning Region

### 4.5. Partner involvement

Kouvola Innovation Ltd. is known for its involvement and expertise in businesses and innovation support in a number of EU programmes, including Interreg Central Baltic. Examples or recent activities are:

- Support of circular economy development - innovative maintenance and reuse and remanufacturing of equipment, maximising the volume of waste that will be put to good (re)use in the form of raw materials – or as a green energy source, with a local forest cluster.
- Kouvola Region hosts world-class logistics with almost 200 transport and freight handling companies - recently, Kouvola was designated by the EU Commission as the only TEN-T core network terminal in Finland. In order to take logistics to another level, the City of Kouvola launched the Rail Road Terminal Project in 2015, with the stated aim of creating Finland's first large-scale intermodal terminal, complete with state-of-the-art Logistics Park services.

The main goal of Vidzeme Planning Region is to ensure regional planning and coordination, and cooperation between municipalities and different governmental institutions. VPR provides planning services on national, regional and local level; it ensures regional and local level representation in elaboration of entrepreneurship, employment and social policies. VPR is active in relevant EU projects such as cluster cross-sector cooperation project "Five for Cross-industry Value Chain Excellence" (5FOREXCELLENCE) which is funded from EU progr. for Competitiveness of Small and Medium-sized Enterprises (SMEs) – "COSME" 2014-2020. Within the project VPR, as a member and international cooperation coordinator of Latvian high added value and healthy food cluster, will develop cluster's management excellence. New and improved services within CT, logistics and food clusters clusters will be developed; experience exchange workshops and international conference organized, cluster management excellence strategy elaborated. All clusters will also be bench-marked according to European Cluster Excellence Initiative (ECEI) methodology.

All other PPs will be involved on equal basis in WP3 with the exception of the Lead Partner (PP1- Bialystok University of Technology as there are two partners from one Polish region, responsible for overall partnership coordination). TIBS as a network-based support system requires:

- Market knowledge and orientation - all PPs will provide valuable contributions from their own territories.
- Methods and tools - methodology and 'technology' will be developed on the basis of review of existing tools and techniques among PPs which can be adapted for TIBS.
- Staff and structure - PPs will provide, compare and agree these aspects by selecting best models from among them.

The additional strength of involving as WP Leaders: PP 3 - Vidzeme Planning Region and PP 6 - Kouvola Innovation Ltd., is that PP6 has very good contact and collaboration with AO3 - ELY-Centre, Finland.

PP 1 - Bialystok University of Technology  
PP 2 - Podlaska Regional Development Foundation  
PP 3 - Vidzeme Planning Region  
PP 4 - Valga Municipality Government  
PP 5 - Public Institution Lithuanian Innovation Centre  
PP 6 - Kouvola Innovation Ltd.  
PP 8 - Hamburg Institute of International Economics (HWWI)  
PP 9 - Business Aabenraa

2,944 / 3,000 characters

#### 4.6. Reserved partner involvement

N/A

3 / 3,000 characters

#### 4.7. Associated organisations involvement

The Ministry of Economic Affairs and Employment (MEAE) of Finland, operating in regions by its regional agendas, AO3 (ELY Centre) is one of them, actively works in following areas:

- industrial policy
- functionality of markets, promotion of competition and consumer policy
- energy policy and coordination of the preparation and implementation of the climate policy at national level
- employment and unemployment matters, as well as public employment services
- work-environment issues, non-discrimination in working life, collective agreements and arbitration of industrial disputes
- regional development and co-operation areas of the regional councils
- innovation and technology policy, internationalisation of enterprises and technical safety
- functionality of markets, promotion of competition and consumer policy

In WP 3, the following key elements of involvement of AO 3 - Centre for Economic Development, Transport and the Environment (ELY-Centre) are planned:

- Comments and feedback on the in-depth market research conducted for at least 3 transnational smart specializations (Trans-S3)
- Review of and specific recommendations on best support to enterprises and their innovation partners in smart, innovation driven internationalization, from the perspective of macro-economic structure and economic policy
- General comments and feedback on TIBS value proposition based on experiences in public support to innovation actors.

Beyond OAs, also other Interreg projects on S3 facilitation in BSR (Smart Blue Regions, Emplnno, and BSR Stars) will be involved in consultations, exchange of learning experiences, and their specific solutions and tools under S3, to better inform and guide activities under this WP.

TIBS can directly benefit from some of the BSR Stars solutions and tools. In this respect GoSmart will take advantage of the experiences gathered by the BSR Stars, particularly on the matching businesses for developing internationalization strategy at the business level. GoSmart brokerage network will cooperate actively with BSR Stars transnational linkages between SME networks, clusters and specialized research as well as innovation nodes. Whilst working on the S3 on the cross-regional level, accomplishments of BSR Stars will be taken into account. Considering that GoSmart is not focused only on cluster structures it has serious prospects to go even further giving a new contribution for the cross-regional S3.

AO 3 - Kaakkois-Suomen ELY-keskus (ELY-keskus)

2,463 / 3,000 characters

#### Activities, outputs and responsibilities

## WP 3 Group of activities 3.1

### 4.13. Group of activities leader

PP 1 - Bialystok University of Technology

#### A3.1

Title	Review and analysis of applicable theoretical concepts	54 / 250 characters
Description of the group of activities	<p>Main concepts related to innovation and internationalization, and support thereof, will be fully reviewed and assessed, with a special focus on their practical applications. The key ideas, approaches and models will be studied: supply chain analysis (Porter), business internationalization model (Uppsala), smart specialization, etc.; all from the Trans-S3 perspective.</p> <p>The initial review will allow project partners formulating joint positions and understanding of how innovation is demanded by the competitive forces, and how modern concepts on business functioning and business models are shaped. Having in mind the design and development of services which provide bottom-up stimuli to Trans-S3 implementation, it is necessary to look into the microeconomic aspects of 'doing' business, and take the perspective of enterprises/SMEs seeking ways to grow more competitive within integrating and globalizing markets. This means fully understanding the mechanisms at micro level which plays an important role in translating strategies of companies, specifically SMEs, into broader trans-regional smart strategies.</p> <p>In this respect, also contacts and exchanges will be maintained with key S3 stakeholders, specifically regional and national business associations and business support organizations which can provide valuable lessons learned and positions on common experiences in innovation and internalization coming directly from (groups of) companies. Contacts established under GoA2.5 will be positively exploited by all PPs and the planned Study Task Force.</p> <p>The GoSmart partners will establish a Study Task Force to practice oriented methodological foundation of TIBS – their services and value proposition to enterprises and other innovation actors. Concrete steps will be taken:</p> <ul style="list-style-type: none"> <li>- Forming Study Task Force composed of all GoSmart representatives and other invited participants from among leading S3 actors</li> <li>- Establishing and agreeing review and evaluation methods</li> <li>- Working out initial methodological foundation for TIBS through several rounds of joint review, assessment and feedback: at least 3 teleconferences.</li> </ul>	2,123 / 3,000 characters
State aid relevant?	<input type="checkbox"/>	

#### O3.1

Output Title	Summary report of applicable concepts review	44 / 250 characters
Output Description	<p>The review of concepts applicable to: business internationalization model, supply chain analysis, and smart specialization, will be fully documented, following a methodology developed and agreed among the partners, involving work of highly qualified experts/staff: among others Market and Programmes Expert, Organization &amp; Network Dev. Expert. The structure of the review will be clear cut, starting from the basic models and ideas, moving to deeper aspects of modern business growth and competitiveness.</p> <p>The design of the project has been already informed by the key concepts supply chain analysis (Porter), business internationalization model (Uppsala), smart specialization; however they will be enriched by the Trans-S3 methodological approach worked out in parallel but leading before the said review.</p> <p>The summary report of applicable concepts review will become the conceptual foundation for the elaboration and development of the proposed Transnational Innovation Brokerage System, which is considered appropriate response to the expected needs by the Trans-S3 implementation. While Trans-S3 takes on the mezzo economic, policy oriented angle, it can only move forward if the key elements are positively stimulated and strengthened – these 'elements' are the S3 actors, primarily SMEs, and their activities in the sphere of transregional/transnational innovation and innovation driven internationalization. The report provides the initial answers on what are the weakest elements underpinning Trans-S3 and how they should be supported.</p>	1,547 / 2,000 characters
Main Output	<input type="checkbox"/>	
Investment	<input type="checkbox"/>	

### 4.16. Time line

	A3.1	O3.1
Period 1	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Period 2	<input type="checkbox"/>	<input type="checkbox"/>
Period 3	<input type="checkbox"/>	<input type="checkbox"/>
Period 4	<input type="checkbox"/>	<input type="checkbox"/>
Period 5	<input type="checkbox"/>	<input type="checkbox"/>
Period 6	<input type="checkbox"/>	<input type="checkbox"/>
Period 7	<input type="checkbox"/>	<input type="checkbox"/>

## WP 3 Group of activities 3.2

### 4.13. Group of activities leader

PP 3 - Vdøme Planning Region

#### A3.2

Title Review and analysis of support programmes and tools of public support in smart specializations, innovation and internationalization 131 / 250 characters

Description of the group of activities

Each GoSmart partner will review and analyse recent and ongoing support programmes and tools used for smart specializations, innovation and internationalization in their respective regions and countries on the basis of agreed methodology: grants, debt instruments, non-financial support instruments. At this point it is clear that a number of support mechanisms are present for boosting investments by enterprises into R&D and innovations, however most of them take on the RIS standard approach where smart specializations are defined at the regional or national level, with almost no perspective on the transregional or transnational context. Of course some RIS focus areas would fit into international, European or even global specializations, hardly this happens as a result of informed and evidence supported policies.

The focus will be on identifying interventions which work well (and not so well) in relation to smart specializations and internationalization, their usability for SMEs and other S3 actors, etc. Mapping the programmes and tools will provide a broad but very informative basis for the formulation of TIBS logic and scope, as well as creating the right relations with existing support systems to avoid duplication, overlaps, and less effective solutions. The analysis will also rely on prior evaluations of support programmes and tools, which can provide quantitative and qualitative assessments of the relevance, effects and effectiveness of existing support.

The cycle of review and analysis will be conducted as follows:

- Expanding the scope of the Study Task Force established under activity 3.1.
- Establishing and agreeing review and analytical methods
- Drafting analytical guidelines which will include recommendations on recent and current support programmes for smart specializations, innovation and internationalization (Policy Paper).

GoSmart project will focus particular attention on other Interreg projects on S3 facilitation in the BSR: Smart Blue Regions, Emplnno, BSR Stars. These projects have or will have developed a number of practical solutions and tools highly relevant for building the key elements of GoSmart. They provide important and practical support to implementation of S3, innovation and internationalization, and need to be studied by GoSmart to maximize results. Specifically, whilst GoSmart BSR will be working on cross-regional S3, the experience of the Smart Blue Regions where sector/thematic areas between both projects coincide will be considered. The Submariner Network and identified economic opportunities can serve as a great source for TIBS of finding new entities interested in niche/focused internationalization strategies at the business level. One of Emplnno's aims is to boost cooperation between innovation actors and SMEs as well as trans-nationally between SMEs and e.g. cluster managements, is especially close to the idea of GoSmart smart innovations of groups of companies.

2,959 / 3,000 characters

State aid relevant? ☐

#### O3.2

Output Title Support programmes review 25 / 250 characters

Output Description

The review will collect and systematize data on innovation and internationalization support instruments, of cross-regional and cross-national character. All available instruments will be listed, categorized, and assessed in terms of their: purpose, usability, ease of access, scope, and more detailed analysis on: effectiveness, efficiency and impacts. To this end existing monitoring data and evaluations results will be used as well as recorded feedback by beneficiaries and/or implementing agents.

The review will identify interventions which work well and not very well in relation to smart specializations and internationalization, their usability for SMEs and other S3 actors, etc. Mapping the programmes and tools will provide a strong knowledge base for the formulation of TIBS logic and scope, as well as create proper relations and links with existing support systems to avoid duplication and sub effective solutions.

926 / 2,000 characters

Main Output ☐

Investment ☐

### 4.16. Timeline

	A3.2	O3.2
Period 1	<input type="checkbox"/>	<input type="checkbox"/>
Period 2	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Period 3	<input type="checkbox"/>	<input type="checkbox"/>
Period 4	<input type="checkbox"/>	<input type="checkbox"/>
Period 5	<input type="checkbox"/>	<input type="checkbox"/>
Period 6	<input type="checkbox"/>	<input type="checkbox"/>
Period 7	<input type="checkbox"/>	<input type="checkbox"/>

### WP 3 Group of activities 3.3

#### 4.13. Group of activities leader

PP 3 - Vdžeme Planning Region

#### A3.3

Title Conducting in-depth market research for selected Trans-S3 57 / 250 characters

Description of the group of activities Market research initiated under activity 2.3 (Review of market and technology trends in potential Trans-S3) will be expanded while limited to the selected Trans-S3 for the target regions only.

This in-depth market research will be directed to Trans-S3 actors – participants of the regional innovation and internationalisation environments. It will involve obtaining secondary and primary data on these participants, including surveys and focus groups, to understand how Trans-S3 can be translated and supported by joint actions of groups of SMEs and other innovation actors. Pragmatic aspects of how innovations are made and what are the inhibiting factors of innovation and internationalization by SMEs will allow GoSmart partners to identify the best ways to provide support to innovation actors under Trans-S3s.

Additional value and strength of the market research will come from field work and field data collected from running a survey in all partner regions among S3 actors, predominantly among SMEs (estimated number of respondents in all regions – 150 – 200). Information gathered directly from the potential users of Transnational Innovation Brokerage System support will be considered a primary market 'insight'.

Relationships developed under WP2 (specifically under GoA2.4 and 2.5) will be positively exploited in order to obtain information and contributions from the key business associations, business support organizations at the regional and national levels, which can indicate important factors and trends not fully explicit from statistical data sets. All PPs involved in the Study Task Force but also others will be engaged to activate and involve the appropriate categories of S3 stakeholders from their respective regions and countries, especially those from the business sector.

Steps to be undertaken:

- Study Task Force continuation and potentially reformulation (the same as engaged for activities 3.2 and 3.3)
- Design of in-depth market research, including specific tools (e.g. questionnaires, focus study protocols, etc.)
- Execution of desk and field research elements, carrying out surveys
- Data collection, analysis and synthesis
- Roundtables/focus groups: Discussion, peer review and feedback from S3 actors on research results
- Making research results public.

2,303 / 3,000 characters

State aid relevant? ☐

#### O3.3

Output Title In-depth market research for Trans-S3 37 / 250 characters

Output Description Market research results will be collected, analysed and used by the project partnership to guide the process of TIBS services development, and to the extent applicable to inform all S3 actors on the needs of innovating companies and their partner organizations. Documentation will be retained and also used to build appropriate competence of (transnational) Innovation Brokers, in order to respond to the target groups needed directly and adequately.

Practical aspects of how innovations are made, how innovation actors search for one another, how they build relations, what are the driving forces and the inhibiting factors of innovation and internationalization by SMEs will allow GoSmart partners to identify the best ways to provide support to innovation actors under Trans-S3s.

Market research results will be combined with earlier output of A3.3 (Review and analysis of support programmes and tools of public support for smart specializations, innovation and internationalization) to identify the greatest mismatches between S3 actors needs and support provided.

1,072 / 2,000 characters

Main Output ☐

Investment ☐

#### 4.16. Timeline

	A3.3	O3.3
Period 1	<input type="checkbox"/>	<input type="checkbox"/>
Period 2	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Period 3	<input type="checkbox"/>	<input type="checkbox"/>
Period 4	<input type="checkbox"/>	<input type="checkbox"/>
Period 5	<input type="checkbox"/>	<input type="checkbox"/>
Period 6	<input type="checkbox"/>	<input type="checkbox"/>
Period 7	<input type="checkbox"/>	<input type="checkbox"/>



## WP 3 Group of activities 3.4

### 4.13. Group of activities leader

PP 2 - Podlaska Regional Development Foundation

#### A 3.4

Title	Design of TIBS methods and tools, including 'calculator of benefits'	68 / 250 characters
Description of the group of activities	<p>After the completion of review and research activities 3.1 – 3.3, GoSmart partners will make the preliminary design of TIBS methods and tools, which will define the process of service delivery to beneficiaries (SMEs and their innovation and internationalization partners), covering all steps of the development and care of Joint Transnational Smart Strategies by trans-regional groups of SMEs. This element will be critical to establishing common standards and maintaining them across the TIBS network.</p> <p>Organizational and capacity development aspects will be integrated into the TIBS design from the onset, as to secure appropriate competences and institutional support and oversight mechanisms for the TIBS. To this end, dedicated team of experts will be deployed (Organization &amp; Network Dev. Expert for TIBS, Capacity Building Expert for TIBS). GoSmart Partners will also draw on their own experiences (as relevant) in provision of support services to SMEs and other innovation actors. All innovation actors categories (businesses, research bodies, public authorities and non-governmental organizations) will be involved on the basis of solid knowledge and contacts already established under WP2 (specifically GoA2.4 and 2.5) - to obtain useful information on well functioning other support systems and programmes related to smart specializations, innovation and internationalization. On the basis of these contributions and assessment by PPs, most positive and effective solutions, tools and techniques will be adapted and integrated into the design of TIBS.</p> <p>The design process will be carried out by all GoSmart partners and will cover the following elements:</p> <ul style="list-style-type: none"> <li>- Integration of inputs from analysis and reviews, support programmes review, and in-depth market research (activities 3.1 – 3.3)</li> <li>- Development of process flows and appropriate service delivery tools (self-assessment and external assessment kits, check lists, algorithms, benefits calculator, partner search and partner matching protocols, etc.)</li> <li>- Peer-review of proposed process flows and service delivery tools, including quality aspects</li> <li>- Agreement on TIBS methods and tools to be applied in real-life situations (WP4)</li> <li>- All partners' meeting on TIBS methods and tools.</li> </ul> <p>GoSmart will involve other Interreg projects on S3 facilitation in the Baltic area: Smart Blue Regions, Emplnno, and BSR Stars in this respect to consult proposed solutions and take lessons learned by these projects into account, specifically their practical solutions and tools in support of smart specializations, innovation and internationalization at inter-company/partner levels (micro economic mechanisms).</p>	

2,656 / 3,000 characters

State aid relevant? ☐

#### O 3.4

Output Title	TIBS methods and tools	22 / 250 characters
Output Description	<p>TIBS will be developed in a structured and controlled process fashion with the provision of an easy to follow process flow manual, and accompanying documentation – forms for self-assessment and external assessment kits, check lists, algorithms, benefits calculator, partner search and partner matching protocols, etc. One benefit of this approach will be the ease of work for Innovation Brokers, another uniform treatment of beneficiaries, and yet another – standardization of TIBS services.</p> <p>Instructions to Brokers will be self-explanatory but requiring high learning skills and broad knowledge base – services in most cases will be provided to very dynamic and demanding SMEs, thus no space for mediocre performance is available.</p> <p>The project partners will consider the option of putting TIBS services under the ISO certification for quality assurance and promotional purposes – some of the partners deliver business support services under ISO-9000 procedures.</p>	

965 / 2,000 characters

Main Output ☐  
Investment ☐

### 4.16. Time line

	A 3.4	O 3.4
Period 1	<input type="checkbox"/>	<input type="checkbox"/>
Period 2	<input type="checkbox"/>	<input type="checkbox"/>
Period 3	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Period 4	<input type="checkbox"/>	<input type="checkbox"/>
Period 5	<input type="checkbox"/>	<input type="checkbox"/>
Period 6	<input type="checkbox"/>	<input type="checkbox"/>
Period 7	<input type="checkbox"/>	<input type="checkbox"/>

## WP 3 Group of activities 3.5

### 4.13. Group of activities leader

PP 6 - Kouvola Innovation Ltd.

#### A3.5

Title	Staffing and skills development for TIBS	40 / 250 characters
Description of the group of activities	<p>The TIBS, apart from methods and tools (technology or 'content'), will require skilled and capable staff directly engaged in service delivery and dealing directly with final beneficiaries. These functions will be carried out by innovation and internationalization brokers (IIBs) who will be supported methodologically by the project and institutionally by the GoSmart partner organizations. It is foreseen to establish at least 4 IIB positions in the target regions of Poland, Lithuania, Latvia, and Estonia, each at 0.5 Full Time Equivalent, for the duration of the project.</p> <p>GoSmart partners will define the necessary entry qualifications and work experience required from TIBS brokers and select suitable candidates from within their organizations or hire new persons for the IIB positions through open and criteria-based recruitments. The IIB positions will be financed from the GoSmart project budget within the project lifetime and by the host organizations (GoSmart partners in four target regions) in the sustainability period unless transferred to other organizations in line with the agreed and approved sustainability plan.</p> <p>TIBS staff will undergo an intensive capacity building programme, including: training, coaching on the job, and short-term placements in innovation and/or internationalization support structures. The placements will be organized in partner regions other than the host organization and will last minimum two weeks. In this respect, partners from Western EU will be expected to assist intensively. Contacts and relations with other S3 stakeholders will also be used to secure optimal placements and skills development for TIBS staff - in this respect effects of WP2 in stakeholder relations development are especially important (as initiated under GoA2.4 and 2.5).</p> <p>Skills development for innovation and internationalization brokers (four persons) is estimated to cover:</p> <ul style="list-style-type: none"> <li>- Formal training programme (international) – 2 weeks (one internal training within the project, one external training with innovation promotion institutions)</li> <li>- Coaching on the job by experts external to host organization – 1 week (exchanges among project partners)</li> <li>- Practical placement abroad – 1 week minimum (exchanges among project partners).</li> </ul>	
State aid relevant?	<input type="checkbox"/>	2,255 / 3,000 characters

#### O3.5

Output Title	TIBS staffed and skilled	24 / 250 characters
Output Description	<p>Each project partner (as earlier explained with the exception of PP1 – Lead) will nominate or hire (depending on availability of internal staff and their competences) Innovation Broker, satisfying the established job criteria: qualifications, general experience, specific work experience, skills. Innovation Brokers will be employed on labour contracts.</p> <p>All TIBS staff – Innovation Brokers will complete an intensive Formal training programme (international) composed of internal (within project partnership) and external training with innovation promotion institutions, and in addition receive coaching on the job from project experts external to host organization and/or representatives of other project partners, and short placement abroad within project partnership.</p> <p>Innovation Brokers will have individual capacity building/ training plans developed and will benefit from support provided by the Capacity Building Expert. This will ensure appropriate skills and competences behind TIBS services.</p>	
Main Output	<input type="checkbox"/>	1,007 / 2,000 characters
Investment	<input type="checkbox"/>	

### 4.16. Time line

	A3.5	O3.5
Period 1	<input type="checkbox"/>	<input type="checkbox"/>
Period 2	<input type="checkbox"/>	<input type="checkbox"/>
Period 3	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Period 4	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Period 5	<input type="checkbox"/>	<input type="checkbox"/>
Period 6	<input type="checkbox"/>	<input type="checkbox"/>
Period 7	<input type="checkbox"/>	<input type="checkbox"/>

## WP 3 Group of activities 3.6

### 4.13. Group of activities leader

PP 1 - Bialystok University of Technology

#### A3.6

Title	Working out TIBS structures and coordination mechanisms	55 / 250 characters
Description of the group of activities	<p>As TIBS will be built as a network structure it will require a solid structure and coordination mechanism. It is foreseen that the network rules and practices will be worked out by the GoSmart partners from the target regions with support of other partners. Other networks and structures working for smart specialization, innovation and internationalization (e.g. EEN, other Interreg initiatives) will be analyzed and consulted to identify best functioning models and particular solutions. Stakeholders relations developed in earlier WP2 will be utilized to obtain the necessary information and contributions. All PPs will also be tasked to seek ideas and existing systems regionally and nationally which can be considered useful and interesting for the TIBS development.</p> <p>The network structure will be autonomous and self-governing to the extent feasible, to ensure easy adaptation to dynamic environments and high integration. To do so, the structure leadership and coordination is preliminarily thought to be based on rotation (bi-annual or other agreed frequency). Later on the coordination mechanism will be adjusted to the TIBS sustainability model selected.</p> <p>Other elements, such as information exchange, progress reporting, mutual support, etc., will be worked out on the basis of consensus among partners with respect to the overall objectives of TIBS.</p> <p>To achieve these, the following steps are planned:</p> <ul style="list-style-type: none"> <li>- Agreement on critical network structural and coordination elements to be defined</li> <li>- Proposals regarding TIBS structures and coordination by each GoSmart partner from target region</li> <li>- Peer-review of proposals, including all GoSmart partners</li> <li>- Final agreements on TIBS structures and coordination by consensus</li> <li>- 3 teleconferences and</li> <li>- All Partners' meeting on TIBS structures and coordination.</li> </ul> <p>The TIBS structure will be finalized in the form of a contractual (or memorandum of understanding) agreement among all involved partners (those running TIBS - all with the exception of PP1). It will contain:</p> <ul style="list-style-type: none"> <li>- Necessary elements of TIBS (personal qualifications, experience and training)</li> <li>- Necessary infrastructure (office premises, ICT, etc.)</li> <li>- Services process description and delivery quality parameters</li> <li>- Requirements of exchange of information and reporting for TIBS network purposes</li> <li>- Other important structural elements as will be agreed at the stage of finalizing the TIBS concept, and ultimately fine-tuning it in period 6 of the project implementation.</li> </ul>	
State aid relevant?	<input type="checkbox"/>	2,495 / 3,000 characters

#### O3.6

Output Title	TIBS concept	12 / 250 characters
Output Description	<p>At the end of the TIBS design processes, the system will have:</p> <ul style="list-style-type: none"> <li>- Applicable methodology and tools, developed on the basis of extensive market mechanisms and market actors behaviours</li> <li>- Competent staff equipped with skills commensurate with the job demands and undergoing capacity building plans</li> <li>- Institutional support and network coordination mechanisms in place.</li> </ul> <p>TIBS methods and tools, which will define the process of service delivery to beneficiaries (SMEs and their innovation and internationalization partners), will cover all steps of the development and care of Joint Transnational Smart Strategies by trans-regional groups of SMEs. Innovation Brokers will be competent in the field and willing to work with business and R&amp;D actors. TIBS host structures are ready to manage the delivery of services, the staff and procedures.</p> <p>At this point TIBS will be ready to be market tested and eventually rolled out as a standard offer (in the next WP).</p> <p>Target groups from this point on will be invited to use TIBS services as described in other parts of the application (initially through the pilot cycles, eventually as a standard service) and to progress their Joint Transnational Smart Strategies with the support available from TIBS. Activation of target groups, especially innovating and internationalizing (or willing to do so) SMEs is achieved by other activities related to Trans-S3 identification (WP2) and Communication &amp; Visibility tools (WP6) and described in more detail therein.</p>	
Main Output	<input checked="" type="checkbox"/>	1,496 / 2,000 characters
Investment	<input type="checkbox"/>	

### 4.14. Target group(s) and use of the main output

<p>The key/direct target groups using TIBS concept will be:</p> <ul style="list-style-type: none"> <li>- All project partners (PP1 not delivering services but engaged in the network) - to actually deliver TIBS services for groups of SMEs/enterprises designing and implementing their JTSS. In this sense Project Partners are institutionally and technically READY (system and qualified staff in place) to support innovation driven internationalization - to provide innovation brokerage at transnational level. This means for PPs - increasing practical applied knowledge, skills and organizational competences</li> <li>- All project partners - when organizing the new support network, i.e. the TIBS network (methodology and application tools design, testing, roll-out)</li> <li>- Innovation brokers - skills related to specialized services for SMEs and other S3 actors, methodology and tools.</li> <li>- SMEs and other S3 actors of specialized services made available for their innovation driven internationalization - using TIBS concept/solutions in the capacity of clients.</li> </ul> <p>Other uses of TIBS concept:</p> <ul style="list-style-type: none"> <li>- SMEs and other S3 actors within Trans-S3 - becoming more open and inclined towards innovation driven internationalization</li> <li>- Public authorities - learning how to better support innovation and internationalization of regional SMEs, research bodies and other quadruple helix actors</li> <li>- Other business support networks - finding ways to improve and better profile their services towards S3 actors.</li> </ul>	1,423 / 2,000 characters
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### 4.16. Timeline

	A 3.6	O 3.6
Period 1	<input type="checkbox"/>	<input type="checkbox"/>
Period 2	<input type="checkbox"/>	<input type="checkbox"/>
Period 3	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Period 4	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Period 5	<input type="checkbox"/>	<input type="checkbox"/>
Period 6	<input type="checkbox"/>	<input type="checkbox"/>
Period 7	<input type="checkbox"/>	<input type="checkbox"/>

## WP 3 Group of activities 3.7

### 4.13. Group of activities leader

PP 5 - Public Institution Lithuanian Innovation Centre

#### A3.7

Title	Making target groups aware of TIBS value proposition and preparations for first delivery cycle	94 / 250 characters
Description of the group of activities	<p>Information and marketing efforts must accompany the roll out of TIBS services (which will take place under WP4). To this effect, several methods will be used, focused on but not limited to key S3 actors identified in the established Trans-S3s for the target regions (see activity groups 2.4 – 2.5 and 3.3):</p> <ul style="list-style-type: none"> <li>- Direct communications (mailings and other online feeds) with distribution of info materials</li> <li>- Info meetings – at least 2 in each target region (14 in total) with Q&amp;A sessions</li> <li>- Initial individual meetings with interested SMEs (and other S3 partners).</li> </ul> <p>Engagement and involvement of business associations, business support organizations and similar, will be critical in this respect, and largely dependent on the success of GoAs 2.4 and 2.5, and ensuing activities with key S3 stakeholders. As most of the Project Partners work directly with regionally/nationally active BOs, BSOs and leading enterprises, stakeholders involvement should not pose a challenge. Still, intensive marketing campaign will be accompanied by formal and informal meetings and contacts with key business associations, business support organizations, etc. to ensure that there is full understanding of TIBS proposition among key business actors who are considered leaders in JTSS processes.</p> <p>Communications and meetings under this activity will lead to collecting initial expressions of interest from SMEs and their groups, which will be then covered by the delivery cycle described under WP4.</p> <p>The aim is to identify at least double the number of highly interested SMEs/groups compared to the numbers targeted under WP4 – this means that by end of this activity group, at least 60-70 will declare interest to be supported by TIBS services in each region (or appropriate geographical area as established by Trans-S3).</p> <p>These activities will be enhanced by earlier established relations with other Interreg projects on S3 facilitation in BSR such as Smart Blue Regions, EmplInno, and BSR Stars. Information, contacts and offers will be made and channeled to beneficiaries and other stakeholders of these projects (whenever possible) by capitalizing on already developed connections and linkages, and positive experiences of using smart specialization support.</p>	
State aid relevant?	<input type="checkbox"/>	2,242 / 3,000 characters

#### O3.7

Output Title	Information on TIBS proposition	31 / 250 characters
Output Description	<p>S3 actors, and more specifically dynamic SMEs (and other S3 actors), will be targeted in this activity. Over a hundred businesses/SMEs will be contacted and invited to take part information meetings, presentations on TIBS. Along general descriptions they will receive printed info materials, and answers to any questions related to new services provision and conditions accompanying TIBS.</p> <p>By end of this activity group, at least 60-70 SMEs and other S3 actors will declare interest to be supported by TIBS services. They will constitute the first reference category to be considered for TIBS support, providing they meet the established conditions which will be used to select the SMEs groups first to be supported.</p> <p>Other regional and national actors (public authorities, business support organizations, sector networks and associations, etc.) will be also informed on the purposes and proposition by TIBS; however, they will be made generally aware of the fact and conditions, in expectation that they disseminate information within their extended networks, thus attracting more SMEs to TIBS eventually.</p>	
Main Output	<input type="checkbox"/>	1,108 / 2,000 characters
Investment	<input type="checkbox"/>	

### 4.16. Time line

	A3.7	O3.7
Period 1	<input type="checkbox"/>	<input type="checkbox"/>
Period 2	<input type="checkbox"/>	<input type="checkbox"/>
Period 3	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Period 4	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Period 5	<input type="checkbox"/>	<input type="checkbox"/>
Period 6	<input type="checkbox"/>	<input type="checkbox"/>
Period 7	<input type="checkbox"/>	<input type="checkbox"/>

#### Work package 4

##### 4.1. Title

Developing Joint Transnational Smart Strategies (JTSS) for innovation and internationalization & Testing TIBS services

118 / 250 characters

Work package budget

25%

##### 4.2. Aim of the WP

The overall aim of WP4 is to develop initial SMEs Joint Transnational Smart Strategies and by doing so, to test the TIBS services for interested beneficiaries (groups of SMEs and innovation partners).

Piloting SMEs joint smart strategies and testing TIBS services will serve two main purposes – making potential clients of the new system aware of practical and tangible benefits leading to more innovations and greater internationalization; and making TIBS services better fit-to-purpose, advanced and of higher quality, thus more prone for continuation, sustainability, and expansion.

TIBS brokers and GoSmart partners will intensively collaborate, including field work; will take selected SMEs groups (in common, transnational specializations) to the stage of developing SMEs Joint Transnational Smart Strategies for innovation driven internationalization, using Quadruple Helix approach. Homogenous groups of businesses, composed of minimum two SMEs from different regions, but connected in terms of innovation and internationalization (with effective support of TIBS, involved institutions, and experienced experts) will work on figuring out joint strategies and take advantages of cross-country cooperation.

Into WP4 also partners from more developed countries (DE, DK, FI) will be highly involved, supporting their SMEs into joint Smart Strategies through a mutual learning process. An active role is planned for public authorities' representatives and R&D institutions, getting directly involved into SME's strategies or providing policy and political support for the process.

By end of WP4, some 30 transnational groups of SMEs will have developed their own Smart Strategies, together with resources identified for the implementation of SSs (financing/grants, R&D sources, technology providers, markets, etc.).

1,827 / 2,000 characters

##### 4.3. Communication strategy in WP

No.	Communication aim	Target group(s)
1	Increase knowledge among	<p>Knowledge increase:</p> <ul style="list-style-type: none"> <li>- Project Partners and their staff increase personal and institutional knowledge on new services development, market testing, specialist staff development in translational context</li> <li>- SMEs – potential clients and first served under pilot cycles of TIBS services increase their knowledge on smart strategies and innovation driven growth, also available funding for R&amp;D activities, etc.</li> </ul>
		403 / 1,000 characters
2	Change attitude of	<ul style="list-style-type: none"> <li>- SMEs are changing their perceptions on working transnationally, forming partnerships and using consultancy support in their growth strategies</li> <li>- SMEs are becoming more open to ideas of innovation driven internationalization</li> </ul>
		225 / 1,000 characters
3	Change behaviour of	<ul style="list-style-type: none"> <li>- SMEs – potential clients and first served under pilot cycles of TIBS services turn to implement JTSS for their groups and implement innovation driven growth, etc.</li> </ul>
		165 / 1,000 characters

##### 4.4. WP leader

PP 2 - Podlaska Regional Development Foundation

PP 4 - Valga Municipality Government

##### 4.5. Partner involvement

PP 2 - Podlaska Regional Development Foundation and PP 4 - Valga Municipality Government lead and coordinate the Work Package.

PP 2 - Podlaska Regional Development Foundation (PRDF) - has extensive experience in delivering services to SMEs, other enterprises, and in promoting innovations, etc. (as member of European Enterprise Network since 1998, running regional micro-credit loan fund, loan guarantee fund, and venture capital fund) - these experiences predestine PRDF to very well understand the needs of growing, innovating and internationalizing SMEs. Currently PRDF is also implementing an element of support under the Regional Operational Programme (conditioned by RIS3 for Podlaskie region).

PP 4 - Valga Municipality Government - provides local perspective on how SMEs from less advanced and less concentrated locations can progress, enter into innovative and international coalitions. This perspective can be very useful to counterbalance expectations and possibilities in such locations as for example Hamburg. The knowledge of conditions and challenges in more peripheral locations will allow TIBS to be adjusted to different contexts, not only optimal ones.

Both partners will champion the process of working with groups of SMEs to develop their JTSS, especially PP 2 - Podlaska Regional Development Foundation. This means taking responsibility for piloting SMEs joint smart strategies and testing TIBS services but at the same time overseeing the same processes across the project regions and project partners. This will be done by intensive exchanges of first experiences working on JTSS, correcting mistakes, and improving in all aspects of TIBS functioning and service delivery. PP 2 - Podlaska Regional Development Foundation and PP 4 - Valga Mun. Government for this purpose will organize meetings between themselves and among all TIBS members (all PPs with the exception of PP1) and with Lead Partner (PP1) to make sure that everyone is engaged and learning alongside. Peer review among PPs of progress and difficulties will be the main method to calibrate and validate TIBS services, thus frequent meetings and exchanges of information among PPs will be conducted. WP4 Leaders will design and implement a system of peer review and learning among involved PPs.

The overall aim of WP4 to develop initial SMEs Joint Transnational Smart Strategies and by doing so, to test the TIBS services for interested beneficiaries (groups of SMEs and innovation partners), will be in the focus of collaboration by PP 2, PP 4, and other PPs.

In addition, experiences of other Interreg projects on S3 facilitation in the Baltic area (Smart Blue Regions, Emplnno, and BSR Stars) will be consulted and utilized to make WP4 more effective and efficient. Some practical solutions achieved and developed by these projects can ease up and speed up the development of JTSSs. Lead Partner and WP4 leaders will build on the earlier established connections with these projects (though WP2 and WP3).

2,999 / 3,000 characters

PP 1 - Bialystok University of Technology  
PP 2 - Podlaska Regional Development Foundation  
PP 3 - Vidzeme Planning Region  
PP 4 - Valga Municipality Government  
PP 5 - Public Institution Lithuanian Innovation Centre  
PP 6 - Kouvola Innovation Ltd.  
PP 8 - Hamburg Institute of International Economics (HWWI)  
PP 9 - Business Aabenraa

#### 4.6. Reserved partner involvement

N/A

3 / 3,000 characters

#### 4.7. Associated organisations involvement

AO 1 - Marshall's Office of Podlaskie Voivodeship and AO 2 - Ministry Economy, Transport and Innovation, City of Hamburg have been selected to be the key AOs for this Work Package as they have the broader perspective on regional economic and innovation systems.

AO 1 - Marshall's Office of Podlaskie Voivodeship - is engaged in overall management of EU funds for the region (EU RD Operational Programme for Podlaskie 2014-2020), development and implementation of the Regional Smart Specialization Strategy (2015-2025), and overall socio-economic policies and strategies for the region. This is an excellent position to provide a broader perspective on TIBS and JTSS, and link them to the overall system of innovation and internationalization support.

AO 2 - Ministry Economy, Transport and Innovation, City of Hamburg (regional authority) - has responsibilities in: structural policy and the harbour; marketing and tourism; foreign trade; agriculture; harbour, logistics, environmental economic policy; transport and roads; innovation and technology; business promotion; and north German cooperation. Within the Departmental Authority, the Department for Innovation and Structural Policies, Small and Medium-sized Business and Harbour's main objective is to improve the industrial framework conditions in Hamburg, including the quality of the location, technology support and structural development. An important aspect in this respect is innovation and technology support; the department promotes innovation activities, technology and industry, R&D support, start-up support, technology transfer, cluster support and various technology clusters. Further areas are structural policies, small and medium-sized enterprises, services, and trades, among other fields.

Both these AOs can greatly support Project Partners in developing initial SMEs Joint Transnational Smart Strategies and by doing so, to test the TIBS services for interested beneficiaries (groups of SMEs and innovation partners). This will be done primarily through:

- direct consultations between leader PPs and indicated AOs
- thematic meetings between leader PPs and indicated AOs
- written feedback obtained from the indicated AOs
- co-organization of events and communications with the indicated AOs at the level of the project (overall TIBS and JTSS design) while other AOs will be engaged by the remaining project partners.

Beyond AOs, TIBS services and functioning will be also consulted with other Interreg projects related to S3 such as Smart Blue Regions, Emplnno, BSR Stars as well as other services involved in provision of support for smart specializations, innovation and internationalization such as EEN. WP4 Leaders will further develop direct contacts with these initiatives and obtain useful information on their lessons learned in service provision and system/network functioning. Several meetings (some virtual) are foreseen for that purpose; preferably combined with other project activities and events.

2,992 / 3,000 characters

AO 1 - Marshall's Office of Podlaskie Voivodeship  
AO 2 - Ministry Economy, Transport and Innovation, City of Hamburg

#### Activities, outputs and responsibilities

## WP 4 Group of activities 4.1

### 4.13. Group of activities leader

PP 2 - Podlaska Regional Development Foundation

#### A4.1

Title	Recruitment, selection and intake of first groups of SMEs and their innovation partners for joint smart strategies	114 / 250 characters
Description of the group of activities	<p>From among SMEs and/or their groups, which expressed their initial interest in being supported by TIBS to develop and implement their Joint Transnational Smart Strategies (JTSS), at least 3 SMEs per target region will be selected to take part in the first cycle of TIBS services. Relations with business organizations, business support organizations and other key S3 actors will be used to recruit the right kinds of SMEs, potentially involving some of them to a limited extent in the selection process.</p> <p>As the JTSS can only be developed by groups of enterprises, the process of recruitment and selection is somehow complicated. A group of SMEs and their partners is defined as at least 2 SMEs from different regions forming a group which will develop and follow their JTSS, involving other S3 partners as required. A group of 2 SMEs is considered sufficient although in practice it could be much larger (clusters, associations, cooperating companies), as viewed from the perspective of supply chain, these 2 SMEs represent their supply partners (inputs suppliers, services suppliers, distributors, R&amp;D providers, etc.).</p> <p>Selection and intake of SMEs groups will be based on the following preliminary criteria applicable to each participating SME (to be reviewed at the appropriate advancement of the project, subject to approval by the Contracting Authority):</p> <ul style="list-style-type: none"> <li>- SMEs are directly related to one of the established Trans-S3 by a key product or service</li> <li>- SMEs have well established operations (at least one full year of operations)</li> <li>- SMEs have human and organizational competences to deal with innovation driven internationalization (at least one specialist dealing with foreign partners on regular basis)</li> <li>- SMEs qualify to at least one funding instrument under existing S3 or internationalisation support</li> <li>- SMEs have declared interest in benefiting from TIBS services as a group</li> <li>- Preference given to SMEs declaring financial resources available to innovation driven internationalization</li> </ul> <p>Selection will be documented by the TIBS staff and outcomes communicated to interested SMEs. It is estimated that at least 3 SMEs per target region will be selected (21 in total). On the basis of these SMEs, SMEs groups will be formed in subsequent activities with their number potentially increasing (group build-up) or decreasing (group disintegration).</p>	
		2,349 / 3,000 characters

State aid relevant?

☐

#### O4.1

Output Title	Data base of potential beneficiaries/SMEs and relations for TIBS	64 / 250 characters
Output Description	<p>Data base of potential beneficiaries/SMEs collated - Following the selection and intake of SMEs groups based on the following preliminary criteria applicable to each participating SMEs, the SMEs groups are registered as potential TIBS clients, thus initiating client data base. Individual information is collected from the earlier contacts and selection steps indicating at least partially precisely the kind of assistance required under the TIBS offer. The information is used by Innovation Brokers to prioritize services among SMEs groups, balancing between urgency and prospects of engagement, and other accompanying elements such as availability of other (e. g. financial support) instruments.</p> <p>Relations established with dozens of business partners, research institutions, authorities, and others for TIBS – in each region, despite good initial contacts and even collaboration with S3 actors, the project partners have established dedicated relations within Trans-S3 and the potential to support client SMEs groups via TIBS services. These relations are based on direct contacts of SMEs top management, key staff responsible for R&amp;D&amp;I, and important company information shared with the project partners by those SMEs. On the basis of these, concrete support offers can be formulated, discussed and developed in the next stages of TIBS support.</p> <p>The outputs of A4.1 are mainly directed towards TIBS hosting organizations (project partners) who use them to respond with appropriate support to innovating and internationalizing SMEs. Information on SMEs will be used on daily basis by Innovation Brokers to plan and deliver their services. The end users of new services developed in relation clients data base will be SMEs groups engaging in transnational innovation projects. The areas covered are Trans-S3 defined territories (initially considered equal to NUTS 2 regions represented by project partners).</p>	
		1,914 / 2,000 characters

Main Output

☐

Investment

☐

### 4.16. Timeline

	A4.1	O4.1
Period 1	<input type="checkbox"/>	<input type="checkbox"/>
Period 2	<input type="checkbox"/>	<input type="checkbox"/>
Period 3	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Period 4	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Period 5	<input type="checkbox"/>	<input type="checkbox"/>
Period 6	<input type="checkbox"/>	<input type="checkbox"/>
Period 7	<input type="checkbox"/>	<input type="checkbox"/>



## WP 4 Group of activities 4.2

### 4.13. Group of activities leader

PP 4 - Valga Municipality Government

#### A 4.2

Title	Assistance to groups of SMEs in their work towards Joint Transnational Smart Strategies step 1 - pre-treatment	110 / 250 characters
Description of the group of activities	<p>Selected SMEs will be pre-treated by:</p> <ul style="list-style-type: none"> <li>- Value chain analysis, including innovation potentials – analysis of business linkages with suppliers, providers of key services, distributors, areas for entry by R&amp;D and other categories of innovation providers (e.g. organizational, process improvement topics)</li> <li>- Innovation assessment – review of SMEs position in terms of comparative strengths in innovation, R&amp;D, business reconfiguration, and similar</li> <li>- Possible innovation driven internationalization models which can substantially add value to companies, with focus on group collaboration based on shared benefits</li> <li>- Calculator of financial benefits of innovation driven internationalization – making decisions easier to engage in Trans-S3 defined processes and supported by TIBS</li> <li>- Elaboration of potential Joint Transnational Smart Specialization/Strategy (JTSS) partner profiles to initiate partners search, etc.</li> </ul> <p>This part of assistance is considered preliminary and establishes grounds to form groups of SMEs related by their value chains, potentials for innovations and joint internationalization (activity 4.3). The pre-treatment ends with a well-defined assessment of SME's current standing, growth potentials and partner matches which can significantly contribute to this growth.</p>	1,281 / 3,000 characters
State aid relevant?	<input type="checkbox"/>	

#### O 4.2

Output Title	1st pilot TIBS services step 1: pre-treatment	45 / 250 characters
Output Description	<p>Selected SMEs receiving pre-treatment elements:</p> <ul style="list-style-type: none"> <li>- Value chain analysis, including innovation potentials,</li> <li>- Innovation assessment,</li> <li>- Possible innovation driven internationalization models, etc.,</li> </ul> <p>showing their positions on innovation spectrum, and leading to more advanced support elements by TIBS.</p> <p>Pre-treatment services by TIBS are not considered going beyond simple information gathering and processing, which has little commercial value and can be offered to almost any number of beneficiaries. The fact that SMEs for TIBS are selected and limited in numbers does not change the situation.</p>	597 / 2,000 characters
Main Output	<input type="checkbox"/>	
Investment	<input type="checkbox"/>	

### 4.16. Timeline

	A 4.2	O 4.2
Period 1	<input type="checkbox"/>	<input type="checkbox"/>
Period 2	<input type="checkbox"/>	<input type="checkbox"/>
Period 3	<input type="checkbox"/>	<input type="checkbox"/>
Period 4	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Period 5	<input type="checkbox"/>	<input type="checkbox"/>
Period 6	<input type="checkbox"/>	<input type="checkbox"/>
Period 7	<input type="checkbox"/>	<input type="checkbox"/>

## WP 4 Group of activities 4.3

### 4.13. Group of activities leader

PP 4 - Valga Municipality Government

#### A.4.3

Title	Assistance to groups of SMEs in their work towards Joint Transnational Smart Strategies step 2 - matching partners	114 / 250 characters
Description of the group of activities	<p>Partners for SMEs (other SMEs or large enterprises, R&amp;D institutions, clusters and business associations, business support organizations, etc.) will be identified and selected on the basis of matching profiles for collaboration within JTSS.</p> <p>Partner matching will require communication among partnering brokers of TIBS (IIBs) and other networks (such as the EEN), and effectively conducting a similar pre-treatment (screening) as in activity 4.2 to all candidates to SMEs group: value chain analysis, innovation assessment, draft possible innovation driven internationalization models, etc. Potential benefits for all sides will be identified (calculation of potential benefits). Eventually, SMEs groups will be formed by signing a memorandum of understanding or more advanced cooperation contracts if feasible at this stage (if not, these should be concluded under the next activity).</p> <p>At this point at least 2 SMEs groups for Joint Transnational Smart Strategies should be established in each target region (14 groups in total) – the number of beneficiaries is expected to fluctuate in the process as some might discontinue not finding the right partners, not agreeing further steps with the partners, or for other reasons. If some SMEs decline from the services they can be substituted by inviting others from the data base of potential TIBS clients. Further assistance will cover SMEs groups treated as key carriers of activities contributing to Trans-S3 in pragmatic sense (the essence of Trans-S3).</p>	
State aid relevant?	<input type="checkbox"/>	1,506 / 3,000 characters

#### O.4.3

Output Title	1st pilot of TIBS services step 2: partners matched	51 / 250 characters
Output Description	<p>SMEs groups are initiated only at this point (by matching at least two partner SMEs, which bring together with them their 'value chain' actors, thus a much greater number of players affected by innovation project perspectives).</p> <p>SMEs groups are autonomous, can fluctuate, and morph into different configurations, as the world of SMEs and innovating actors is very dynamic. For the purpose of TIBS service continuation, there should be some core link to the SME which initiated the processes, the main subject for collaboration, or similar.</p> <p>Partners matching (SMEs group formation) is not considered state aid as such services are easily available without pay in the market, and do not require advanced resources, differently to stage 3 of TIBS service delivery process.</p>	
Main Output	<input type="checkbox"/>	772 / 2,000 characters
Investment	<input type="checkbox"/>	

### 4.16. Timeline

	A.4.3	O.4.3
Period 1	<input type="checkbox"/>	<input type="checkbox"/>
Period 2	<input type="checkbox"/>	<input type="checkbox"/>
Period 3	<input type="checkbox"/>	<input type="checkbox"/>
Period 4	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Period 5	<input type="checkbox"/>	<input type="checkbox"/>
Period 6	<input type="checkbox"/>	<input type="checkbox"/>
Period 7	<input type="checkbox"/>	<input type="checkbox"/>

## WP 4 Group of activities 4.4

### 4.13. Group of activities leader

PP 4 - Valga Municipality Government

#### A.4.4

**Title** Assistance to groups of SMEs in their work towards Joint Transnational Smart Strategies step 3 – defining and supporting innovation and internationalization business model  
171 / 250 characters

**Description of the group of activities**

At this point assistance to 8 groups of SMEs working towards their Joint Transnational Smart Strategies will be delivered:

- A series of workshops/meetings/seminars in transnational group to work out possible and optimal internationalization models (new business models)
- Calculation of potential benefits for the group
- Selection of innovation driven internationalization model
- Planning for JTSS implementation – schedules and milestones
- Support in identification of further assistance, including EU funding and support programmes
- Formalization of cooperation – MoUs, contracts, etc.

In the process, the SMEs groups will be expected to be still flexible with possible rotation of some partners, additions and drop-outs. Solidified SMEs groups are considered only when bound by mutual contracts.

Differently to preliminary steps (activities 4.1 – 4.4) this activity is considered as providing significant benefits to SMEs groups which can differentiate their competitive positions towards other economic operators, and thus falling under the state aid rules. The GoSmart project will provide assistance primarily in the form of work of the Innovation and Internationalization Brokers (IIBs) – their time devoted to individual companies will be registered and associated direct cost (salaries and contributions) considered state aid under national regulations, under the 'de minimis' rules. Beneficiary companies will have to declare their de minimis status and will be notified of state aid provided in line with legal requirements. Support by TIBS is considered finalized when SMEs groups enter into the implementation of their JTSS – no support is planned in terms of actual application for funding or support in obtaining results of joint innovation and/or internationalization. At the same time, SMEs groups will concede to the monitoring of their progress by GoSmart project to access effects and effectiveness of support provided.

Beneficiaries are expected to cover all cooperation related costs (with the exception of IIBs work) such as transportation to meetings, accommodation and subsistence, etc., as well as all costs related to implementing their JTSS (R&D, consultancy costs, investments, etc.).

2,222 / 3,000 characters

**State aid relevant?** ☐

#### O.4.4

**Output Title** 1st pilot TIBS services step 3: innovation driven internationalization business models  
87 / 250 characters

**Output Description**

New business models based on innovation and internationalization are developed together with the SMEs groups and with them. Joint Transnational Smart Strategies by SMEs groups receive significant support in implementation with concrete milestones agreed, schedules and tasks followed – TIBS are providing valuable consultancy services to beneficiary SMEs groups.

Support also covers identification of further assistance, including EU funding and support programmes, without though support in applying, which can be normally provided by commercial consultancy companies. Differently to preliminary steps (activities 4.1 – 4.4) this activity is considered as providing significant benefits to SMEs groups which can differentiate their competitive positions towards other economic operators, and thus falls under the state aid rules.

833 / 2,000 characters

**Main Output** ☐

**Investment** ☐

### 4.16. Time line

	A.4.4	O.4.4
Period 1	<input type="checkbox"/>	<input type="checkbox"/>
Period 2	<input type="checkbox"/>	<input type="checkbox"/>
Period 3	<input type="checkbox"/>	<input type="checkbox"/>
Period 4	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Period 5	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Period 6	<input type="checkbox"/>	<input type="checkbox"/>
Period 7	<input type="checkbox"/>	<input type="checkbox"/>

## WP 4 Group of activities 4.5

### 4.13. Group of activities leader

PP 2 - Podlaska Regional Development Foundation

#### A 4.5

Title	Assessment and learning from assistance provided under 1st Pilot Cycle, adjustments to TIBS	91 / 250 characters
Description of the group of activities	<p>After the first cycle is completed in all partner locations (SMEs groups implementing their Joint Transnational Smart Strategies), the TIBS partners will assess how the support system worked in terms of:</p> <ul style="list-style-type: none"> <li>- Recruitment and selection of beneficiaries</li> <li>- Effectiveness of forming SMEs groups for Joint Transnational Smart Strategies</li> <li>- Effectiveness of formulating Joint Transnational Smart Strategies</li> <li>- Progress and impacts of Joint Transnational Smart Strategies</li> <li>- Lessons learned from the 1st pilot cycle worth taking up for the future operations of TIBS - what worked well and what difficulties or deficiencies were identified.</li> </ul> <p>To make the assessment informative, baselines established during TIBS design phase (earlier GoAs) will be used and referred to.</p> <p>Other stakeholders representing BCs, BSOs, and innovation support networks such as EEN or other Interreg projects might be invited to participate in the assessment (in general level, not intruding the protected information on JTSSs) depending on needs. These stakeholders will be invited and consulted by the WP leader on the basis of earlier contacts and relations developed under GoSmart activities.</p> <p>On the basis of these assessments, the GoSmart partners will share knowledge and experience, jointly learn, take stock of best practices, review and improve TIBS methods and tools (checklists, procedures, manuals, etc.). Consultations among project partners will take the form of written exchanges and teleconferences and in addition:</p> <ul style="list-style-type: none"> <li>- TIBS coordination meeting will be organized (experience sharing and working out improved methods and tools).</li> </ul>	
		1,606 / 3,000 characters

State aid relevant? ☐

#### O 4.5

Output Title	Assessment of 1st pilot cycle of TIBS services	46 / 250 characters
Output Description	<p>TIBS partners will have formally assessed the TIBS support system initial performance in all its aspects:</p> <ul style="list-style-type: none"> <li>- Recruitment and selection of SMEs</li> <li>- Effectiveness of forming SMEs groups</li> <li>- Effectiveness of formulating Joint Transnational Smart Strategies</li> <li>- Progress and impacts of Joint Transnational Smart Strategies</li> <li>- Lessons learned from the 1st pilot cycle worth taking up for the future operations of TIBS are collected and integrated into improved TIBS services.</li> </ul>	
		461 / 2,000 characters

Main Output ☐

Investment ☐

### 4.16. Time line

	A 4.5	O 4.5
Period 1	<input type="checkbox"/>	<input type="checkbox"/>
Period 2	<input type="checkbox"/>	<input type="checkbox"/>
Period 3	<input type="checkbox"/>	<input type="checkbox"/>
Period 4	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Period 5	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Period 6	<input type="checkbox"/>	<input type="checkbox"/>
Period 7	<input type="checkbox"/>	<input type="checkbox"/>

## WP 4 Group of activities 4.6

### 4.13. Group of activities leader

PP 2 - Podlaska Regional Development Foundation

#### A 4.6

Title	Delivery of assistance under 2nd Pilot Cycle (repetition of steps 1-3 of TIBS services delivery)	96 / 250 characters
Description of the group of activities	<p>The second pilot cycle of TIBS services will repeat activities 4.1 – 4.5 for new groups of SMEs. This time, from among SMEs and/or their groups, which expressed their initial interest in being supported by TIBS to develop and implement their Joint Transnational Smart Strategies (JTSS), 5-6 SMEs per target region will be selected to take part in the second cycle of TIBS services (in total 35 SMEs groups).</p> <p>After selection and intake, services will cover: 1/pre-treatment (screening), 2/matching partners, and 3/defining and supporting innovation driven internationalization business models for groups of SMEs (elaboration of their JTSS). It is estimated that assistance to at least 30 groups of SMEs working towards their Joint Transnational Smart Specializations will be delivered, giving the total number of some 50 assisted SME groups in both cycles.</p> <p>The second pilot cycle will be initiated when the first cycle is completed, however it can also be started in the later stages of the first cycle if no major problems are identified. Such technical overlap might be necessary to maintain a tight schedule, while it still allows treating two pilot cycles separately.</p>	1,172 / 3,000 characters
State aid relevant?	<input type="checkbox"/>	

#### O 4.6

Output Title	Transnational groups of SMEs with progressed practical Smart Strategies	71 / 250 characters
Output Description	<p>About 25-35 Joint Transnational Smart Strategies will be delivered and thus about 50 SMEs directly assisted by TIBS services. These practical strategies cover joint innovation project of collaborative nature, oriented toward market use and commercialization.</p> <p>It is considered feasible that these strategies will increase private spending on R&amp;D&amp;I which is one of the key objectives in most RIS. Additionally, further economic benefits are expected in: export increase, cross-border direct productive investments, and companies moving to much higher innovation levels, and developing new practices and business models based on innovation and innovation driven internationalization.</p>	683 / 2,000 characters
Main Output	<input checked="" type="checkbox"/>	
Investment	<input type="checkbox"/>	

### 4.14. Target group(s) and use of the main output

SMEs are the key targeted group, which clearly needs support in increasing their R&D&I activities. The project will support about 25-35 Joint Transnational Smart Strategies and thus about 50 SMEs. These practical strategies cover joint innovation project of collaborative nature, oriented toward market use and commercialization. More economic players will be positively affected as they can come into cooperation agreements with supported SMEs groups, the same is true for other S3 actors.

The newly established TIBS services will have direct and positive impact on Trans-S3 core categories of actors – SMEs, capable to go for innovation driven internationalization. Initially the project areas represented by partners (seven NUTS 3 regions along South and Eastern Baltic (from Denmark to south of Finland) will be covered. With potential expansion of TIBS, geographic coverage also increase.

894 / 2,000 characters

### 4.16. Timeline

	A 4.6	O 4.6
Period 1	<input type="checkbox"/>	<input type="checkbox"/>
Period 2	<input type="checkbox"/>	<input type="checkbox"/>
Period 3	<input type="checkbox"/>	<input type="checkbox"/>
Period 4	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Period 5	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Period 6	<input type="checkbox"/>	<input type="checkbox"/>
Period 7	<input type="checkbox"/>	<input type="checkbox"/>

## WP 4 Group of activities 4.7

### 4.13. Group of activities leader

PP 2 - Podlaska Regional Development Foundation

#### A 4.7

Title	Assessment and learning from assistance provided under 2nd Pilot Cycle, final adjustments to TIBS	97 / 250 characters
Description of the group of activities	<p>Similarly to the first cycle, after the second cycle completion in all partner locations (SMEs groups implementing their JTSS), the TIBS partners will assess how the support system worked in terms of:</p> <ul style="list-style-type: none"> <li>- Recruitment and selection of beneficiaries</li> <li>- Effectiveness of forming SMEs groups for Joint Transnational Smart Strategies</li> <li>- Effectiveness of formulating Joint Transnational Smart Strategies</li> <li>- Progress and impacts of Joint Transnational Smart Strategies</li> <li>- Lessons learned from the 2nd pilot cycle worth taking up for the future operations of TIBS gathered and applied</li> </ul> <p>Other stakeholders representing BOs, BSOs, and innovation support networks such as EEN or other Interreg projects might be invited to participate in the assessment again (in general level, not intruding the protected information on JTSSs) depending on needs. These stakeholders will be invited and consulted by the WP leader on the basis of earlier contacts and relations developed under GoSmart activities.</p> <p>On the basis of these assessments, the GoSmart partners will share knowledge and experience, jointly learn, take stock of best practices, review and improve TIBS methods and tools (checklists, procedures, manuals, etc.). Consultations among project partners will take the form of written exchanges and teleconferences and in addition:</p> <ul style="list-style-type: none"> <li>- TIBS coordination meeting will be organized (experience sharing and working out improved methods and tools).</li> </ul> <p>At this point TIBS functions and services will have been successfully market-tested and ready for a roll out on routine basis. Also, rules for extending the TIBS network in the future will be considered.</p>	1,633 / 3,000 characters
State aid relevant?	<input type="checkbox"/>	

#### O 4.7

Output Title	Assessment of 2nd pilot cycle of TIBS	37 / 250 characters
Output Description	<p>On the basis of the second assessment of TIBS services, the GoSmart partners will share knowledge and experience, jointly learn, take stock of best practices, review and improve TIBS methods and tools (checklists, procedures, manuals, etc.).</p> <p>Consultations among project partners will take the form of written exchanges and teleconferences and in addition:</p> <ul style="list-style-type: none"> <li>- TIBS coordination meeting will be organized (experience sharing and working out improved methods and tools).</li> </ul> <p>TIBS partners will have formally assessed the TIBS support system initial performance in all its aspects:</p> <ul style="list-style-type: none"> <li>- Recruitment and selection of SMEs</li> <li>- Effectiveness of forming SMEs groups</li> <li>- Effectiveness of formulating Joint Transnational Smart Strategies Progress and impacts of JTSS</li> <li>- Lessons learned from the 1st and 2nd pilot cycles worth taking up for the future operations of TIBS are collected and integrated into improved TIBS services.</li> </ul>	908 / 2,000 characters
Main Output	<input type="checkbox"/>	
Investment	<input type="checkbox"/>	

### 4.16. Time line

	A 4.7	O 4.7
Period 1	<input type="checkbox"/>	<input type="checkbox"/>
Period 2	<input type="checkbox"/>	<input type="checkbox"/>
Period 3	<input type="checkbox"/>	<input type="checkbox"/>
Period 4	<input type="checkbox"/>	<input type="checkbox"/>
Period 5	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Period 6	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Period 7	<input type="checkbox"/>	<input type="checkbox"/>

## Work package 5

### 4.1. Title

Advancing Joint Transnational Smart Strategies for innovation and internationalization & Making TIBS services sustainable

121 / 250 characters

Work package budget

5%

### 4.2. Aim of the WP

Facilitating and advancing SMEs Joint Transnational Smart Strategies shall continue as a bottom-up process in support of Trans-S3 in the target regions, changing the fabric of regional economies and making them more innovative and better integrated in the BSR and European context. Once the most appropriate methods and standards are developed for TIBS services (under WP4), now they should grow in number and scope, reaching more trans-regional SME groups pursuing their smart specializations. At this point more Trans-S3 can be considered as identified in earlier stages of the project, and if deemed appropriate for the expansion of SME groups' base.

TIBS needs to be made fully sustainable, i.e. a durable cross-country network embedded in Quadruple Helix with beneficiary/SMEs groups (transnational SMEs groups linked with R&D and public bodies) implementing their smart strategies via joint/coordinated: R&D, technology transfer, product and market development, application for funding, etc.

Sustainability of TIBS will be integrated into the GoSmart project from the very beginning and intrinsically linked to the concept of Trans-S3. We believe that developing and pursuing trans-regional smart strategies for macro regions (such as sub-regions of BSR) makes sense in terms of building innovative and integrated future and addressing common challenges at a scale greater than a single region, thus making regular S3 enhanced and complemented by the international dimension.

Key target groups, i.e. SMEs and R&D&I institutions, especially those already engaged in JTSS, will be actively approach to promote and disseminate information on their benefits and success stories in using TIBS. These positive experiences will be intensively propagated via Communication and Visibility activities (WP6) with the aim to create more demand for TIBS and durable demand. Other TGs such as policy actors will be given examples and aggregated data on TIBS and JTSS to showcase their usefulness.

1,995 / 2,000 characters

### 4.3. Communication strategy in WP

No.	Communication aim	Target group(s)
1	Receive input from	<p>TIBS partners, TIBS clients - information and direct feedback on the services offered and rendered will be critical to understand how to improve TIBS offer and design so that it can deliver marketable services, or at least on cost-recovery basis, which is important from durability/sustainability perspective.</p> <p>Inputs will take the form of:</p> <ul style="list-style-type: none"> <li>- satisfaction surveys</li> <li>- interviews re. quality of TIBS services</li> <li>- focus groups with TIBS clients</li> <li>- statistical data on TIBS clients and their behaviour (drop outs, those using services repeatedly, etc.).</li> </ul>
		546 / 1,000 characters
2	Increase knowledge among	<p>SMEs and R&amp;D&amp;I institutions engaged in JTSS - their knowledge on transnational innovations processes, risks, and solutions will benefit the TIBS directly. On one hand they will be promoting the new system and services, on the other hand, they will provide feedback on what can be improved and fine tuned.</p>
		304 / 1,000 characters
3	Raise awareness among	<p>All S3 actors - information on establishment and progress of TIBS should help to raise awareness on innovations, smart specializations, also in transnational context, among vast numbers of S3 actors. Especially public authorities at EU, national/regional levels will be informed about the benefits which TIBS can bring to promotion and acceleration of growth, innovations and jobs. This in turn should help shape better public policies and programmes for the innovating and internationalizing SMEs, R&amp;D&amp;I houses, and in turn contribute to the growth of the earlier identified Trans-S3s.</p>
		586 / 1,000 characters

### 4.4. WP leader

PP 1 - Bialystok University of Technology

PP 9 - Business Aabenraa

### 4.5. Partner involvement

PP 1 - Bialystok University of Technology and PP 9 - Business Aabenraa will lead and coordinate the WP5.

PP 1 - BUT - is the largest university of its kind in the north-eastern Poland, modern, dynamically developing institution educating scientists and technologists. BUT cooperates with 37 academic centres across the world within the framework of bilateral scientific agreements (currently 89). BUT staff have been taking part in both national and international scientific research and didactic programmes. BUT also participates in Erasmus + Programme (113 current agreements).

PP 9 - BAA - acts as the secretariat for local business associations with over 650 member enterprises and cooperates extensively with the municipality on expert start-up and innovation advice, trainings, networking for local SMEs and entrepreneurs. BAA is operator of municipal e-tourism center and development park for young entrepreneurs in creative sector. BAA nurses its links to other BDOs, e.g. the regional "Business Development Centre - Southern Denmark" and the "South Denmark European Office" as well as engages in a number of Danish and cross-border networks. BAA has experience in regionally, nationally and EU funded projects e.g. BAA participated in cross-border projects on the food and experience economy, up-skilling and business development in rural areas, strengthening of a cross-border labor market, Student-to-Business. The strategic framework for BAA's activities are the local and regional growth strategies; the regional S3 with its three specialization areas: Sustainable Energy, Health & Welfare Innovation and Experience Economy.

PP1 and PP9 bring mixed experience of knowledge/research and direct work with enterprises. This combination is highly suitable to facilitating and advancing SMEs Joint Transnational Smart Strategies as a bottom-up process in support of Trans-S3 in the target regions. All Project Partners are strong in this respect, however balanced leadership and coordination are necessary. As TIBS needs to be made fully sustainable, i.e. a durable cross-country network embedded in Quadruple Helix with beneficiary/SMEs groups (transnational SMEs groups linked with R&D and public bodies), oversight of the process by research and local economic development institutions seems appropriate and beneficial.

All PPs will be intensively involved in WP5 as bottom-up information and experiences in JTSS support delivery will be extremely important for validation and fine tuning of TIBS functioning and services through:

- feedback on particular experiences and special cases (non-standard JTSSs)
- peer review of progress and difficulties encountered
- brainstorming for improvement ideas
- peer quality assessments of services delivered.

Above activities will require frequent contacts and meetings, and a solid system of information exchange. The WP5 leaders are responsible to develop such system and implement it effectively.

2,963 / 3,000 characters

PP 1 - Bialystok University of Technology  
PP 2 - Podlaska Regional Development Foundation  
PP 3 - Vidzeme Planning Region  
PP 4 - Valga Municipality Government  
PP 5 - Public Institution Lithuanian Innovation Centre  
PP 6 - Kouvola Innovation Ltd.  
PP 8 - Hamburg Institute of International Economics (HWWI)  
PP 9 - Business Aabenraa

#### 4.6. Reserved partner involvement

N/A

3 / 3,000 characters

#### 4.7. Associated organisations involvement

AO 2 - Ministry Economy, Transport and Innovation, City of Hamburg and AO 5 - Region of Southern Denmark have been indicated as key AOs for this WP.

AO 2 - Ministry Economy, Transport and Innovation, City of Hamburg (regional authority) has responsibilities in: structural policy and the harbour; marketing and tourism; foreign trade; agriculture; harbour, logistics, environmental economic policy; transport and roads; innovation and technology; business promotion; and north German cooperation. Within the Departmental Authority, the Department for Innovation and Structural Policies, Small and Medium-sized Business and Harbour's main objective is to improve the industrial framework conditions in Hamburg, including the quality of the location, technology support and structural development. An important aspect in this respect is innovation and technology support; the department promotes innovation activities, technology and industry, R&D support, start-up support, technology transfer, cluster support and various technology clusters. Further areas are structural policies, small and medium-sized enterprises, services, and trades, among other fields.

AO 5 - Region of Southern Denmark - is one of five regional governments in Denmark. The most important task of the Region of Southern Denmark is to operate the healthcare service in Southern Denmark. The Region also handles specialist assignments in the field of social services, and in relation to both children and adults with disabilities. The Region is responsible for assuring and coordinating development and growth in Southern Denmark, including innovation and economic internationalization topics.

These AOs, especially AO2 - Ministry Economy, Transport and Innovation, City of Hamburg (regional authority) are well prepared to provide support, broad policy perspectives, and feedback on how to make TIBS fully sustainable, i.e. a durable cross-country network embedded in Quadruple Helix with beneficiary/SMEs groups. This will be done via:

- direct consultations between leader PPs and indicated AOs
- thematic meetings between leader PPs and indicated AOs
- written feedback obtained from the indicated AOs
- co-organization of events and communications with the indicated AOs at the level of the project (overall TIBS and JTSS development and durability aspects) while other AOs will be engaged by the remaining project partners.

Additionally, other Interreg projects on S3 facilitation in the Baltic area (Smart Blue Regions, EmplInno, BSR Stars) will be utilized as source of consultation, experience sharing, and peer feedback in the process of roll out of JTSSs. Durability and sustainability experiences of these projects will also be taken into account.

In the context of TIBS development/sustainability strategy, further and closer contacts will be made by WP5 leaders with the EEN in order to see how TIBS and their support to JTSS can become attractive to the EEN as their potential new service package.

2,992 / 3,000 characters

AO 2 - Ministry Economy, Transport and Innovation, City of Hamburg  
AO 5 - Region of Southern Denmark

#### Activities, outputs and responsibilities



## WP 5 Group of activities 5.1

### 4.13. Group of activities leader

PP 1 - Bialystok University of Technology

#### A.5.1

Title	Monitoring and evaluation of initiated Joint Transnational Smart Strategies	75 / 250 characters
Description of the group of activities	<p>GoSmart partners will closely follow progress made by SMEs groups supported in their JTSS. Initial evaluations will be carried out for those JTSSs which are completed or well advanced (at least those from the 1st pilot cycle under activities 4.1 – 4.4 and some from the 2nd pilot cycle under activity 4.6) – estimated 25-35 SMEs groups in total.</p> <p>Monitoring and evaluation will provide important information on the level of efforts (and costs) in relation to effects and impacts of JTSSs, thus help answering questions on TIBS effectiveness and efficiency, and inform decisions which are oriented towards making support services more responsive to the needs of beneficiaries, more effective and efficient. Monitoring and evaluation data should also help establish the potential scope for TIBS services in target regions and thus provide a good indication on demand for TIBS services in other sub-regions of the BSR and elsewhere in Europe.</p> <p>Partners external to GoSmart BSR project will be considered to join the above assessments (e.g. EEN representatives) or to provide feedback on key observations and findings. Involvement of other S3 stakeholders (as necessary) will be secured on the basis of intensive relations developed earlier under WP2 and WP3.</p>	
State aid relevant?	<input type="checkbox"/>	1,257 / 3,000 characters

#### O.5.1

Output Title	<p>1. All SMEs Smart Specializations under implementation, resources for continuation of JTSS identified</p> <p>2. TIBS service packs ready</p>	130 / 250 characters
Output Description	<p>1. All SMEs Smart Specializations under implementation and resources identified for continuation of JTSS (financing/grants, R&amp;D sources, technology providers, markets, etc.):</p> <p>Joint Transnational Smart Strategies can be further supported from existing public support instruments and market driven mechanisms. Monitoring and evaluation have provided important information on the level of efforts (and costs) in relation to effects and impacts of JTSSs.</p> <p>There are resources external to the project which can be attracted and used to progress the implementation of Joint Transnational Smart Strategies: RIS programmes, Horizon 2020, etc. Continuation of Joint Transnational Smart Strategies is thus not under major risks. Over time, the beneficiaries are expected to gather enough resources through economic operations, to be able to cease using public support for innovation and internationalization.</p> <p>2. TIBS service packs are tested and developed. TIPS has gathered required level of transnational relationships:</p> <p>TIBS service packs have been prepared based on applicable concepts and methodologies, tested in real market conditions thorough 2 intake and processing cycles of beneficiary SMEs groups, assessed jointly by project partners, and prepared for sustainable continuation.</p> <p>TIBS effectiveness and efficiency have been assessed and inform decisions which are oriented towards making support services more responsive to the needs of beneficiaries, more effective and efficient. Monitoring and evaluation data should also help establish the potential scope for TIBS services in target regions and thus provide a good indication on demand for TIBS services in other sub-regions of the BSR and elsewhere in Europe.</p>	
Main Output	<input checked="" type="checkbox"/>	1,724 / 2,000 characters
Investment	<input type="checkbox"/>	

### 4.14. Target group(s) and use of the main output

<p>1. All SMEs Smart Specializations under implementation and resources identified for continuation of JTSS (financing/grants, R&amp;D sources, technology providers, markets, etc.):</p> <p>SMEs groups are the primary users/implementers of Joint Transnational Smart Strategies taking them and their R&amp;D&amp;I partners to higher levels of innovation and internationalization. Through the positive impacts, other SMEs and S3 actors are attracted to use the Joint Transnational Smart Strategies, related tools and services, to progress on the innovation scale.</p> <p>Groups of SMEs are fully engaged into the JTSS processed – own them, and naturally promote in business communities across the target regions of BSR.</p> <p>2. TIBS service packs are tested and developed. TIPS has gathered required level of transnational relationships:</p> <p>TIBS services have been used by a significant number of innovating SMEs groups from different regions in the Baltic Sea basin. TIBS services have been tested in real market conditions thorough 2 intake and processing cycles of beneficiary SMEs groups, assessed jointly by project partners, and prepared for sustainable continuation.</p> <p>TIBS effectiveness and efficiency have been assessed showing TIBS support services responsive to the needs of beneficiaries, effective and efficient. All project regions ( 7 regions in the BSR) have integrated TIBS services to their innovation support portfolio. This can be further extended.</p>	1,437 / 2,000 characters
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### 4.16. Timeline

	A 5.1	O 5.1
Period 1	<input type="checkbox"/>	<input type="checkbox"/>
Period 2	<input type="checkbox"/>	<input type="checkbox"/>
Period 3	<input type="checkbox"/>	<input type="checkbox"/>
Period 4	<input type="checkbox"/>	<input type="checkbox"/>
Period 5	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Period 6	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Period 7	<input type="checkbox"/>	<input type="checkbox"/>

## WP 5 Group of activities 5.2

### 4.13. Group of activities leader

PP 1 - Bialystok University of Technology

#### A.5.2

Title	Conducting TIBS continuation feasibility study	46 / 250 characters
Description of the group of activities	<p>Sustainability of TIBS will be integrated into the GoSmart project from the very beginning and intrinsically linked to the concept of Trans-S3. We believe that developing and pursuing trans-regional smart strategies for macro regions (such as sub-regions of BSR) makes sense in terms of building innovative and integrated future and addressing common challenges at a scale greater than a single region, thus making regular S3 enhanced and complemented by the international dimension. Thus Trans-S3 will be promoted and experiences shared with regional, national and international policymakers, specifically those engaged in the design and implementation of smart specialization strategies: regional authorities, national authorities dealing with research, innovation and economic development, and international bodies involved in BSR and European Union policy on innovation, growth and jobs. TIBS providing bottom-up support to those who make Trans-S3 real, i.e. SMEs SMEs-led groups of innovating partners, will be made sustainable by a number of factors:</p> <ul style="list-style-type: none"> <li>- Market needs driven, highly specialized, and well positioned towards Quadruple Helix partners, especially SMEs (relations built through both Trans-S3 and JTSS SMEs Joint Transnational Smart Strategies processes)</li> <li>- Market tested, with established methods and tools, as well as competences and standards in service delivery, network structures and coordination mechanism</li> <li>- Able to identify, recruit and work directly with SMEs groups, as hosted by appropriate types of structures: business support organizations, economic development promoters, etc.</li> </ul> <p>GoSmart partners, based on project experiences with Trans-S3 and JSTT, and on the data provided from monitoring and evaluation of JTSSs, will carry out a feasibility study on the continuation of TIBS. Here all options for TIBS sustainability will be considered: integration into EEN, continuation by GoSmart partners on cost recovery basis, and commercialization.</p> <p>The feasibility study will be conducted by all GoSmart partners:</p> <ul style="list-style-type: none"> <li>- Study Task Force establishment (possible the same composition as STF engaged for activities 3.2 and 3.3, etc.)</li> <li>- Design of feasibility study methodology</li> <li>- Data collection, analysis and synthesis</li> <li>- Discussion, peer review and finalization.</li> </ul> <p>Feasibility study will be used to objectively assess the potentials of future growth (or lack of it) of TIBS, to adopt appropriate continuation strategy.</p> <p>Lessons learned in feasibility of smart specialization, innovation, and internationalization from other Interreg projects on S3 facilitation in the Baltic area, such as Smart Blue Regions, Emplino, BSR Stars, will be taken into account on the basis of direct relations developed with these projects earlier by GoSmart BSR. GoA5.2 Leader (Lead Partner) will be the key interlocutor. This GoA will be the main point of exchange with these projects under WP5. Other outside project partners such as EEN will be consulted on the main aspects of TIBS feasibility.</p>	
		2,996 / 3,000 characters
State aid relevant?	<input type="checkbox"/>	

#### O.5.2

Output Title	Feasibility study for TIBS continuation	39 / 250 characters
Output Description	<p>Transition of TIBS from a project mode to a standard network service will be considered from a number of angles, as each one of them has its own strengths and weaknesses, each one should be considered before final choices are made. TIBS future will be analysed under the working options:</p> <ul style="list-style-type: none"> <li>- Integration into existing support networks such as European Enterprise Network - as TIBS can complement existing support services to SMEs/enterprises from Europe and beyond, they can be added to current services related to internationalization and modernization of companies such as provided by EEN. This model for sustaining and expanding TIBS is particularly attractive - EEN is a well-established mechanism, with over 600 providers in over 50 countries. If course, integration of TIBS into the EEN offer would require effort, this can be covered under a follow up project. EEN will be contacted in early stages of TIBS and kept informed on progress, as to make discussions on possible integration of TIBS easier.</li> <li>- Continuation of TIBS services by host organizations – GoSmart partners in target regions are ready to continue provision of TIBS services either on cost recovery basis and/or project funding basis where costs are at least partially covered by public funding and support delivered under the state aid rules (similarly to the situation under the project).</li> <li>- Commercialization of TIBS services – depending on interest and outcomes of TIBS services under the GoSmart project, if it is considered possible feasible to fully cover costs of operations from fees by SMEs groups (including success fees), TIBS services can be transferred to appropriate organizations – GoSmart partners should retain network structure and coordination as well as standards assurance. This option at the moment is seen however the least feasible, considering the service type and especially beneficiary groups (mostly SMEs which need to be supported into innovation-intensive and internationally-oriented models).</li> </ul>	
		1,998 / 2,000 characters
Main Output	<input type="checkbox"/>	
Investment	<input type="checkbox"/>	

### 4.16. Timeline

	A 5.2	O 5.2
Period 1	<input type="checkbox"/>	<input type="checkbox"/>
Period 2	<input type="checkbox"/>	<input type="checkbox"/>
Period 3	<input type="checkbox"/>	<input type="checkbox"/>
Period 4	<input type="checkbox"/>	<input type="checkbox"/>
Period 5	<input type="checkbox"/>	<input type="checkbox"/>
Period 6	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Period 7	<input type="checkbox"/>	<input type="checkbox"/>

## WP 5 Group of activities 5.3

### 4.13. Group of activities leader

PP 9 - Business Aabenraa

#### A.5.3

Title	Negotiations on TIBS sustainable future	39 / 250 characters
Description of the group of activities	<p>The feasibility study (GoA5.2) should provide clear indications (based on pilot cycles of TIBS, growth trends, feedback from service users, etc.) of what is the optimal strategy for durability of the established system (partially or fully marketable, with limited or robust demand, showing weak or strong uptake, etc.).</p> <p>On the basis of outcomes of the feasibility study, the GoSmart partners will follow one of the selected approaches by:</p> <ul style="list-style-type: none"> <li>- Entering into discussions and negotiations with the EEN on integrating TIBS services into EEN offer</li> <li>- Running internal discussions and negotiations if the option to maintain TIBS in project partner structures or commercialization is chosen.</li> </ul> <p>Option 1 - Entering into discussions and negotiations with the EEN on integrating TIBS services into EEN offer - will be chosen if feasibility study recommends maintaining TIBS as public support system (where cost recovery is possible but commercial gains not). On the balance of costs and benefits (to the extent possible Cost-Benefit Analysis) TIBS can add value to society/economy as specialized service within broad instruments for innovation and internationalization of companies, and this should be a convincing factor for EEN (or other public actors). The strength of existing support system on the UE level with well established presence and service spectrum is quite attractive.</p> <p>Option 2 - Running internal discussions and negotiations if the option to maintain TIBS in project partner structures or commercialization is chosen – Partners might be willing to consider maintaining TIBS (if cost recovery is possible or incomes can exceed direct costs) and incrementally building the network by inviting other interested organizations to enter, following the fulfillment of necessary criteria (as described in finalization of TIBS structure). Such decisions will require agreeing the future structure, coordination and governance system of the network.</p> <p>In either case, it is planned to run:</p> <ul style="list-style-type: none"> <li>- Several rounds of teleconferences (2-3) (with the EEN and/or among the GoSmart partners), and</li> <li>- 2 international meetings (with the EEN and/or among the GoSmart partners).</li> </ul> <p>Other key S3 actors operating support systems and networks for smart specialization, innovation and internationalization will be analyzed and contacted to identify competitive prospects of TIBS sustainability and development. Stakeholders will be selected and engaged by GoA leader on the basis of earlier involvement with GoSmart and agreement among PPs.</p> <p>The above opportunities and risks will be carefully considered and balanced. For this purpose the Project Partners will consult and take the perspectives also of all Associated Organizations – as this might help to find options which are most durable/sustainable within the existing public policy and programmes dedicated to innovation and internationalization.</p> <p>Through the negotiations, formal agreements (MoU, contracts) will be concluded and TIBS sustainability plan developed.</p>	
State aid relevant?	<input type="checkbox"/>	3,000 / 3,000 characters

#### O.5.3

Output Title	Agreements on TIBS future	25 / 250 characters
Output Description	<p>Project partners take a joint decision on TIBS continuation form, which is most beneficial to the network survival and expansion. As mentioned before, this boils down to either:</p> <ul style="list-style-type: none"> <li>- Entering into discussions and negotiations with the EEN on integrating TIBS services into EEN offer</li> <li>- Running internal discussions and negotiations if the option to maintain TIBS in project partner structures or commercialization.</li> </ul> <p>Depending on situation and interest from existing networks, either transfer or 'retain' decisions are taken. In either case, the most feasible option is preferred.</p> <p>Transfer decision – requires analyzing costs and risks of moving operations to other organizations (or within them) which will need preparatory activities, possibly new or re-qualified personnel, adoption of solutions for industrial property rights, etc. Transfer decision might introduce at least temporary instability of TIBS and losses among its clients (groups of SMEs implementing their JTSS).</p> <p>Retain decision – while easier and less risky might limit the perspective of future expansion of TIBS to incremental only (as opposed to for example transfer to EEN by which over short period practically most if not all EEN points could adopt and develop TIBS services).</p>	
Main Output	<input checked="" type="checkbox"/>	1,247 / 2,000 characters
Investment	<input type="checkbox"/>	

### 4.14. Target group(s) and use of the main output

Continuation in either form will allow TIBS services to be used by further numbers of innovating SMEs groups from different regions in the Baltic Sea basin, and potentially beyond.

181 / 2,000 characters

### 4.16. Timeline

	A 5.3	O 5.3
Period 1	<input type="checkbox"/>	<input type="checkbox"/>
Period 2	<input type="checkbox"/>	<input type="checkbox"/>
Period 3	<input type="checkbox"/>	<input type="checkbox"/>
Period 4	<input type="checkbox"/>	<input type="checkbox"/>
Period 5	<input type="checkbox"/>	<input type="checkbox"/>
Period 6	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Period 7	<input type="checkbox"/>	<input type="checkbox"/>

## WP 5 Group of activities 5.4

### 4.13. Group of activities leader

PP 9 - Business Aabenraa

#### A5.4

Title	Initiation of implementation of TIBS sustainability plan	57 / 250 characters
Description of the group of activities	<p>Coordination and monitoring system on TIBS sustainability will be designed and initiated, with some early steps possibly made during the GoSmart project duration. Details will be developed within the sustainability plan. The sustainability plan will contain at least:</p> <ul style="list-style-type: none"> <li>- analytics covering current state of affairs</li> <li>- SWOT analysis</li> <li>- strategic directions</li> <li>- risks and mitigation actions analysis</li> <li>- institutional solutions, coordination and monitoring system</li> <li>- financial projections.</li> </ul> <p>All PPs will be involved into the development of TIBS sustainability plan. Associated Organizations will also be consulted, at least on the strategic issues and in relation to public policies which can help mainstream and/or further the TIBS concept and network.</p> <p>The initial phase of implementation of TIBS sustainability plan can still be covered by the GoSmart project (time allowing) – it is foreseen that at least:         <ul style="list-style-type: none"> <li>- one meeting of the appropriate TIBS steering and/or monitoring committee can take place during the duration of the GoSmart project.</li> </ul> </p> <p>It is expected that all Project Partners will be involved into the steering/monitoring system of TIBS, some AOs and other relevant stakeholders may also be invited. Most appropriate stakeholders to be involved will be identified by the GoA leader on the basis of earlier collaboration with GoSmart, position in S3 support, and following agreement among the PPs.</p> <p>This step will largely depend on the sustainability solutions adopted by GoSmart BSR project (see options under GoA5.3: Option 1 - Entering into discussions and negotiations with the EEN on integrating TIBS services into EEN offer; Option 2 - Running internal discussions and negotiations if the option to maintain TIBS in project partner structures or commercialization is chosen.). In case of Option 1, the TIBS sustainability plan will be simpler and its implementation largely transferred to/dependent on the EEN structures.</p>	
State aid relevant?	<input type="checkbox"/>	1,931 / 3,000 characters

#### O5.4

Output Title	TIBS sustainability plan under implementation	45 / 250 characters
Output Description	<p>TIBS as advanced and specialized SMEs support network establishes new permanent structures business-science-authorities-nongovernmental sector, coordination and collaboration opportunities to a wide range of S3 actors. The use of this opportunity is of course dependent on the GoSmart BSR project success and its sustainability perspectives. At the stage of proposal writing these perspectives appear reasonably positive.</p> <p>TIBS and their key activities (support to JTSSs) are established as permanent structure/network which provides needed support to groups of SMEs and other innovation and internationalization actors along the QH logic. Functioning of TIBS is documented by the number of:</p> <ul style="list-style-type: none"> <li>- number of participating regions/countries and institutions</li> <li>- number/availability of dedicated staff, structures, procedures, etc., implemented for/under TIBS</li> <li>- number of completed and ongoing JTSSs in all covered regions.</li> </ul> <p>Information on the above parameters of TIBS existence and functioning (and durability prospects) will be collected and made available through GoSmart BSR project monitoring and evaluation systems.</p>	
Main Output	<input checked="" type="checkbox"/>	1,118 / 2,000 characters
Investment	<input type="checkbox"/>	

### 4.14. Target group(s) and use of the main output

<p>TIBS services have been used by a significant number of innovating SMEs groups from different regions in the Baltic Sea basin. TIBS services have been tested in real market conditions thorough 2 intakes and processing cycles of beneficiary SMEs groups, assessed jointly by project partners, and prepared for sustainable continuation.</p> <p>TIBS services are clearly focused on support to Joint Transnational Smart Strategies by groups of SMEs and other innovation actors with them. Specificity of these services is defined at least by the following parameters:</p> <ul style="list-style-type: none"> <li>- group actions (not individual businesses acting alone)</li> <li>- innovation and internationalization focus (in line with Trans-S3 methodology)</li> <li>- effective brokerage and highly professional skills and tools applied.</li> </ul> <p>The above characteristics will clearly differentiate TIBS and their offered services from other support programmes and systems related to smart specializations, innovation and internationalization.</p> <p>Two main categories of Target Groups are identified for TIBS, towards which GoSmart BSR activities (different WPs and GoAs) are directed, preparing them for use of TIBS support and growth of the network:</p> <ul style="list-style-type: none"> <li>- SMEs and other D&amp;R&amp;I actors (research houses, investors, export/import agents, etc.) which directly benefit from TIBS by using their specialized services</li> <li>- Regional public authorities and/or non-governmental actors which might be interested to establish TIBS for their respective territories / join the TIBS network.</li> </ul> <p>GoSmart BSR will make sure to differentiate information and offers to the above key TGs as they will have different motivation to positively respond to the TIBS idea.</p>	1,658 / 2,000 characters
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### 4.16. Timeline

	A 5.4	O 5.4
Period 1	<input type="checkbox"/>	<input type="checkbox"/>
Period 2	<input type="checkbox"/>	<input type="checkbox"/>
Period 3	<input type="checkbox"/>	<input type="checkbox"/>
Period 4	<input type="checkbox"/>	<input type="checkbox"/>
Period 5	<input type="checkbox"/>	<input type="checkbox"/>
Period 6	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Period 7	<input type="checkbox"/>	<input type="checkbox"/>



## Work package 6

### 4.1. Title

Dissemination and proliferation of results & Building ground for expanding TIBS

79 / 250 characters

Work package budget

15%

### 4.2. Aim of the WP

GoSmart project as dealing with novel policy approaches (Trans-S3) and introducing new support services (TIBS) requires high level of awareness building. In the light of the ambitions to make the TIBS a BSR-wide or Europe-wide, it requires specific efforts to making policy makers, innovation and internationalization support providers as well as S3 actors, in particular SMEs, aware and interested in the new concept and the new support services.

Communication, dissemination, and visibility activities are organized throughout and follow project progress, in line with the SBR Programme guidelines. Communication, dissemination, and visibility activities will target groups specific and use targeted communication channels, including traditional, electronic and social media. Communication and visibility plan will be developed in the initial phase of the project and followed through.

WP6 'Dissemination and proliferation of results & Building ground for expanding TIBS' will aim at:

- raising awareness among key S3 actors, including but not limited to: enterprises/SMEs, R&D&I institutions, local/regional/national public authorities and institutions engaged in smart specializations, innovation support, etc., non-governmental organizations, especially those working for economic development, innovation promotion, export promotion - to create sufficient interest in Trans-S3 concept and ultimately services
- changing attitudes and behaviours of those within Trans-S3 and those who can influence and support them: primarily innovation actors and public authorities - to get them actively engaged into Trans-S3 processes and support thereof.

In addition, collaboration with other Interreg projects on S3 facilitation in BSR (Smart Blue Regions, Emplnno, BSR Stars) will be developed for dissemination and promotion.

1,825 / 2,000 characters

### 4.3. Communication strategy in WP

No.	Communication aim	Target group(s)
1	Raise awareness among	<p>All S3 actors:</p> <ul style="list-style-type: none"> <li>- Enterprises/SMEs, specifically from the Trans-S3 which will be identified</li> <li>- Business support organizations, business associations and similar, such as industry clusters</li> <li>- R&amp;D&amp;I institutions, especially those which correspond to the needs of Trans-S3 which will be identified during the project</li> <li>- Local/regional/national authorities and institutions engaged in smart specializations, innovation support, etc.,</li> <li>- Non-governmental organizations, especially those working for economic development, innovation, export promotion</li> <li>- Research bodies dealing with innovation, R&amp;D houses, R&amp;D promotion organizations, business internationalization</li> <li>- EU policy bodies</li> <li>- Organizations involved in public support programmes for innovation and internationalization, such as managing authorities, implementing agencies, etc.</li> <li>- Policy and practice networks, such as S3 Platform</li> </ul> <p>Broad awareness building will promote greater interest and interactions among all involved in the quadruple helix.</p>
		994 / 1,000 characters
2	Change attitude of	<p>All S3 actors, but more specifically:</p> <ul style="list-style-type: none"> <li>- enterprises/SMEs, specifically from the Trans-S3 which will be identified during the project, and forming and implementing Joint Transnational Smart Strategies</li> <li>- R&amp;D&amp;I institutions, especially those which correspond to the needs of Trans-S3 which will be identified during the project</li> <li>- local/regional/national public authorities and institutions engaged in smart specializations, innovation support, etc.</li> </ul> <p>The latter ones - to make them interested and willing to engage and direct support to future growth based on S3 approach applied at the trans-national and trans-regional levels.</p>
		623 / 1,000 characters
3	Change behaviour of	<p>All S3 actors, but more specifically:</p> <ul style="list-style-type: none"> <li>- enterprises/SMEs, specifically from the Trans-S3 which will be identified during the project, implementing Joint Transnational Smart Strategies</li> <li>- R&amp;D&amp;I institutions, especially those which correspond to the needs of Trans-S3 which will be identified during the project</li> <li>- local/regional/national public authorities and institutions engaged in smart specializations, innovation support, etc.</li> </ul> <p>The latter ones - to consider undertaking policy decisions in favour of smart specializations of groups of companies (JTSS) integrating the concepts of Trans-S3 and JTSS into their policies. This should prepare favourable conditions for promoting durability of project results.</p>
		707 / 1,000 characters

### 4.4. WP leader

PP 3 - Vidzeme Planning Region

PP 5 - Public Institution Lithuanian Innovation Centre

### 4.5. Partner involvement

PP 3 - Vidzeme Planning Region, PP 5 - Public Institution Lithuanian Innovation Centre lead WP6.

PP3 - VPR provides planning services on national, regional and local level; it ensures regional and local level representation in elaboration of entrepreneurship, employment and social policies. VPR is active in relevant EU projects such as cluster cross-sector cooperation project "Five for Cross-industry Value Chain Excellence" (5FOREXCELLENCE) which is funded from EU progr. for Competitiveness of Small and Medium-sized Enterprises (SMEs) – "COSME" 2014-2020. Within the project VPR, as a member and international cooperation coordinator of Latvian high added value and healthy food cluster, will develop cluster's management excellence. Evaluation of cluster management and training of cluster facilitators by international experts will be carried out for involved ICT, logistics and food clusters. New and/or improved services within clusters will be developed; exchange workshops and international conference organized and cluster management excellence strategy elaborated. Clusters will also be benchmarked accordingly to European Cluster Excellence Initiative (ECEI) methodology.

PP5 - The main strategic goal of LIC is increasing Lithuanian international competitiveness by stimulating innovations in business through: fostering capabilities of the companies to develop and implement innovations, accelerating commercialization of achievements of advanced sciences, decreasing the risk of innovation implementation. Since 1996, LIC have been carrying out more than 45 projects. Through these projects, LIC provides annually on average 5000 services (consultations, trainings, researches, technological missions) for more than 1000 clients (business enterprises and research institutions). LIC provides public (free of charge) innovation support services and promotes innovation culture in Lithuania.

Both WP6 leaders are well prepared to lead and coordinate communication and visibility tasks within the project partnership, based on their statutory focus and extensive experience in innovation support and promotion.

All other PPs will be actively involved in all WP6 activities (coordinated by VPR and LIC) in their respective regions and based on close relationships with national/regional stakeholders; they will ensure effective consultation, dissemination, learning, promotion of GoSmart results; collect feedback.

Each PP will be responsible for all dissemination activities such as regional workshops, conferences, especially from the point of bringing the right stakeholders and building ground for expanding and sustaining TIBS into the future through their official and unofficial networks among key national and regional players.

All PPs will also work directly with their respective Associated Organizations (see p.4.7) to seek ways to promote GoSmart approaches and mainstream them in national/regional public policies on innovation and internationalization.

2,990 / 3,000 characters

PP 1 - Bialystok University of Technology  
PP 2 - Podlaska Regional Development Foundation  
PP 3 - Vidzeme Planning Region  
PP 4 - Valga Municipality Government  
PP 5 - Public Institution Lithuanian Innovation Centre  
PP 6 - Kouvola Innovation Ltd.  
PP 8 - Hamburg Institute of International Economics (HWWI)  
PP 9 - Business Aabenraa

#### 4.6. Reserved partner involvement

n/a

3 / 3,000 characters

#### 4.7. Associated organisations involvement

AO 2 - Ministry Economy, Transport and Innovation, City of Hamburg and AO 4 - Ministry of Economy of the Republic of Lithuania will be the key AOs under WP6. However, as WP6 relates to overall dissemination, promotion, and sustaining TIBS in all regions, all other AOs will be involved in this WP.

AO 2 aims to strengthen the regional economy and to foster technical progress. Important aspects are research and development and future-oriented sectors and clusters. The Authority's responsibilities are in: structural policy and the harbour; marketing and tourism; foreign trade; agriculture; harbour, logistics, environmental economic policy; transport and roads; innovation and technology; business promotion; and north German cooperation. The Department for Innovation and Structural Policies, Small and Medium-sized Business and Harbour's main objective is to improve the industrial framework conditions in Hamburg, including the quality of the location, technology support and structural development. The department promotes innovation activities, technology and industry, R&D support, start-up support, technology transfer, cluster support and technology clusters.

AO 4 is responsible for handling government business in the following areas (among others): Business environment - issues relating to business development, small and medium-sized companies, supply of capital, entrepreneurship, simplification of rules, reduction of administrative burden on business, general conditions for enterprise growth; Investment - improvement of the investment environment, attraction of foreign investors, creation of favourable conditions for local investors; Export - export promotion, support aimed for export development; Innovation - issues relating to patents and innovation, investments for development of high value added products, cooperation between science and business, commercialisation of scientific research results, promotion of clusterisation; Support to business - modernisation of Lithuania's economy, support to economic development.

Both associated organization have extensive capacities in organizing and running awareness and information campaigns, including those under EU programmes and projects. The AOs will be asked to provide ideas, inputs and feedback into the content and distribution plans of the communication and visibility elements of the project. Furthermore, working directly with the WP leaders (PP3 and PP5s), they will be asked to advise how to effectively use existing public communications channels - both their own and those of other public authorities at national and regional levels.

All other AOs will be involved by each Project Partner in their respective region/country to strengthen dissemination and promotion effects, and to find ways how to turn TIBS into lasting elements of public policies in the respective territories.

Ways of synergistic communication and promotion with other Interreg projects related to S3 will be assessed and used.

2,996 / 3,000 characters

AO 1 - Marshall's Office of Podlaskie Voivodeship  
AO 2 - Ministry Economy, Transport and Innovation, City of Hamburg  
AO 3 - Kaakkois-Suomen ELY-keskus (ELY-keskus)  
AO 4 - Ministry of Economy of the Republic of Lithuania  
AO 5 - Region of Southern Denmark

#### Activities, outputs and responsibilities

## WP 6 Group of activities 6.1

### 4.13. Group of activities leader

PP 3 - Vidzeme Planning Region

#### A 6.1

Title	Elaboration of detailed communication and visibility plan	57 / 250 characters
Description of the group of activities	<p>Communication and Visibility plan will be elaborated by GoSmart partners according to project purposes and EU guidelines, and submitted for approval by the Contracting Authority.</p> <p>The C&amp;V plan will contain all strategic choices in terms of communication, referring to the information and awareness objectives towards all target groups, as well as events, tools and products to be used. In addition, C&amp;V processes will be design, to ensure all the partners follow the same forms and formats, and maintain high quality of C&amp;V activities and materials. Agreements among partners will be made as how to maintain feeding information on project progress, and which information is focused on regional and supra-regional audiences.</p> <p>Communication and Visibility plan will be initially elaborated by WP6 leaders (PP3 and PP5), then shared for comments among all project partners. Afterwards, the plan will be subject of presentation, discussion and feedback from the Associated Organizations (AO2 and AO4). After these steps the Communication and Visibility plan will be approved by the Project Lead Partner (PP1).</p> <p>Communication and Visibility plan will contain:</p> <ul style="list-style-type: none"> <li>- General Communication Strategy (overall objectives, target groups, specific objectives for each TG and each project phase)</li> <li>- Communication activities (nature, responsibilities, planned outputs and timelines, tools: media, advertising, events, etc.)</li> <li>- Indicators of achievement (for different tools proposed)</li> <li>- Provisions for feedback</li> <li>- Resources to support C&amp;V (human resources, financial, technical, etc.).</li> </ul> <p>Communication and Visibility plan will be reviewed as to effectiveness and progress at bi-annual intervals, and updated according to the same steps as described for the initial plan development. All PPs will be involved into the C&amp;V planning and execution as described later on in the WP.</p> <p>The Communication and Visibility activities are of both transnational and national/regional/local relevance as dissemination of information, promotion and awareness elements will be delivered at different levels.</p> <p>All project target groups will be involved into C&amp;V activities in the following ways, but not limited to:</p> <ul style="list-style-type: none"> <li>- Design and development (especially Associated Organizations who represent one of the key TGs)</li> <li>- Inputs provision (from among all the different 4 Helix partners - interviews, stories, surveys, etc.)</li> <li>- Feedback channel use (providing return info, assessment of quality of communications)</li> <li>- Reactions to C&amp;V by taking/not taking part in project content activities.</li> </ul> <p>The C&amp;V plan (at least key elements) will be communicated to other Interreg projects and S3 key actors identified in the inception period, to seek synergies and opportunities for collaboration, greater effectiveness, greater impacts, and avoidance of overlaps and collision of major events.</p>	
State aid relevant?	<input type="checkbox"/>	2,837 / 3,000 characters

#### O 6.1

Output Title	Communication and Visibility Plan	33 / 250 characters
Output Description	<p>Communication and Visibility plan will contain at least:</p> <ul style="list-style-type: none"> <li>- General Communication Strategy (overall objectives, target groups, specific objectives for each TG and each project phase)</li> <li>- Communication activities (nature, responsibilities, planned outputs and timelines, tools: media, advertising, events, etc.)</li> <li>- Indicators of achievement (for different tools proposed)</li> <li>- Provisions for feedback</li> <li>- Resources to support C&amp;V (human resources, financial, technical, etc.).</li> </ul> <p>Communication and Visibility plan will be adopted, circulated among project partners and followed under the coordination by Communication Manager (75% FTE, hired by PP 3 - Vidzeme Planning Region). It will be reviewed as to effectiveness and progress at bi-annual intervals, and updated according to the same steps as described for the initial plan development.</p> <p>Communication and Visibility plan will become part of the Project Communication Manual (as mentioned in WP1).</p>	
Main Output	<input type="checkbox"/>	942 / 2,000 characters
Investment	<input type="checkbox"/>	

### 4.16. Timeline

	A 6.1	O 6.1
Period 1	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Period 2	<input type="checkbox"/>	<input type="checkbox"/>
Period 3	<input type="checkbox"/>	<input type="checkbox"/>
Period 4	<input type="checkbox"/>	<input type="checkbox"/>
Period 5	<input type="checkbox"/>	<input type="checkbox"/>
Period 6	<input type="checkbox"/>	<input type="checkbox"/>
Period 7	<input type="checkbox"/>	<input type="checkbox"/>

## WP 6 Group of activities 6.2

### 4.13. Group of activities leader

PP 3 - Vidzeme Planning Region

#### A 6.2

Title	Production of project standard information materials and promotion videos	73 / 250 characters
Description of the group of activities	<p>Immediately after the C&amp;V plan is approved, project information materials and products will be established, including:</p> <ul style="list-style-type: none"> <li>- Project info sheet, business cards for permanent staff, etc. These will be prepared at the very beginning of the project - including info on project objectives, expected results, partnership, BSR Programme, etc. The Project info sheet will be afterwards updated at annual intervals or more often if needed. Business cards for project staff will be designed and an economic method for printing used.</li> <li>- Project web page and FB page Project web page and FB page (other social media if considered useful) will be designed in period 1 and kept updated throughout the project with a frequency of at least every two weeks or higher depending on the needs.</li> <li>- Standard visibility formats (for letter head, presentations, publications, etc.) Standard visibility formats will be designed to keep visual and perceptual identity of the project, allowing easier/better recognition and identification of the project itself and the ideas and concepts promoted.</li> <li>- Gadgets such as pens, keyrings, etc. Small gadgets will be designed and produced in period 1 to be available throughout project implementation.</li> <li>- Information materials such as simple brochures, etc. (printed by partners according to needs, at no additional costs to project) Simple information materials will be designed, maintained in C&amp;V materials online depository and printed by each Partner as needed and when needed. This way unnecessary costs can be eliminated (e.g. of producing too many copies).</li> <li>The above will be developed and paid for by PP 3 - Vidzeme Planning Region (one of the WP6 leaders). PP3 in consultations with LP will consider hiring a promotion company to provide unique identification strategy (logo, etc.) and to design all (or most) C&amp;V materials and products. All C&amp;V materials and products will be generated in English language and national language versions for the involved countries will be provided at no external costs by all Project Partners respectively.</li> <li>- Promotion videos (at least 2) will be produced during project implementation, documenting and promoting key achievements and made widely available online. It is foreseen that the videos will be prepared during period 4 and period 6 to serve different purposes (promotion of TIBS, then promotion of results/JTSS). Videos will be produced by PP8.</li> <li>Visibility products and actions of other key S3 actors will be assessed and consulted by the GoA leader in order to identify best practices and practical solutions already applied. For that purpose GoSmart database of stakeholders and relations established under WP2 (GoA2.4 and 2.5) will be the starting point.</li> </ul>	
State aid relevant?	<input type="checkbox"/>	2,728 / 3,000 characters

#### O 6.2

Output Title	Communication and Visibility standard products	46 / 250 characters
Output Description	<ul style="list-style-type: none"> <li>- Publications (thematic research, methodology papers, policy briefs) - at least 4 major publications (made available for downloads)</li> <li>- Conferences (as already described under other activities but also providing opportunity for communication and visibility) - at least 4 inter-regional conferences with strong visibility coverage</li> <li>- Other actions – numerous round tables and similar events, and training workshops, which will be promoted via various media and communication channels</li> <li>- Visibility products – promotion videos (2), gadgets such as pens, keyrings, etc. (1000), advertisements in media (several), and information materials such as simple brochures, etc. (1000),</li> <li>- Webpage and social media presence and activities (Facebook, possibly Twitter, Instagram, etc.)</li> <li>- Promotion videos (2).</li> </ul> <p>Communication and visibility materials will be made available in English and national languages of Project Partners (as appropriate) at no additional cost to the project (translations provided by Project Partner's staff).</p> <p>Most C&amp;V materials and products will be prepared in period 1 but then continuously until the project end - thus output is indicated in period 6.</p>	
Main Output	<input type="checkbox"/>	1,164 / 2,000 characters
Investment	<input type="checkbox"/>	

### 4.16. Timeline

	A 6.2	O 6.2
Period 1	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Period 2	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Period 3	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Period 4	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Period 5	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Period 6	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Period 7	<input type="checkbox"/>	<input type="checkbox"/>

## WP 6 Group of activities 6.3

### 4.13. Group of activities leader

PP 5 - Public Institution Lithuanian Innovation Centre

#### A 6.3

Title	Organization of kick-off conferences in all target regions	58 / 250 characters
Description of the group of activities	<p>All Project Partners (with the exception of PP2 as it is from the same region as PP1) will organize project kick-off conferences in each target region with the objectives to:</p> <ul style="list-style-type: none"> <li>- inform target groups of the project initiation, its goals and results</li> <li>- show the ways in which different target groups can benefit from the action</li> <li>- make regional stakeholders aware of current developments within the S3 concept and possibility to expand it to transnational levels.</li> </ul> <p>Kick-off conferences will gather about 50 participants in each project region so altogether some 300 participants representing key S3 stakeholders – primarily business associations and chambers, national/regional authorities, D&amp;R&amp;I institutions, business support organizations. Direct contacts will be made by all Project Partners in their respective territories to make sure that leading and most relevant S3 stakeholders take part.</p> <p>Kick-off conferences will use common format (half to full-day seminars), standard communication tools, materials, and messages worked out by Communication Manager together with project Coordinators appointed by each Project Partner. They will take place in regional or national capitals (depending on geographic location of the Project Partners and of concentration of businesses and R&amp;D institutions). They will be composed of the following sessions (tentatively):</p> <ul style="list-style-type: none"> <li>- introductions</li> <li>- information on current themes in S3 and relevance of the project</li> <li>- information on project key elements (objectives, partnership, main activities, expected results, etc.)</li> <li>- questions and answers session</li> <li>- presentation of a regional or national case of successful innovation/smart specialization project involving an SME.</li> <li>- Information on next steps for potential beneficiaries.</li> </ul> <p>Kick-off conferences will be extensively promoted and proceedings presented in regional and national media to disseminate information as widely as possible. Conferences materials and proceedings will be published online and thus also available to wide audiences, with the possibility to register for the project as potential beneficiaries (expression of interest).</p>	

2,123 / 3,000 characters

State aid relevant?

☐

#### O 6.3

Output Title	Kick-off conferences in all target regions	42 / 250 characters
Output Description	<p>Information will be provided to all key stakeholders about the project and ways to benefit, at least on:</p> <ul style="list-style-type: none"> <li>- information on current themes in S3 and relevance of the project</li> <li>- information on project key elements (objectives, partnership, main activities, expected results, etc.)</li> <li>- information on conditions for participation in project activities and next steps for potential beneficiaries.</li> </ul> <p>This information provided will be documented by conference materials and attendance lists. Circulation and reach of information will be also assessed using coverage info on the media used for promotion and publicity, and those who reported on the conferences independently.</p> <p>Conferences proceedings will be published online in the media used by the project and thus also available to wide audiences, with the possibility to register for the project as potential beneficiaries (expression of interest). Kick-off conferences will be used as one of the 'nets' to attract those S3 actors who are searching for new opportunities, are active and willing to take part in new undertakings. Publicly available information is not the best targeted communication but it creates background 'noise' and support to other more refined and direct tools.</p> <p>Some 300 participants in all regions will receive information directly from participating in the conferences and some 1000 stakeholders indirectly by receiving information from the kick-off conferences (output metrics).</p> <p>Kick-off conferences will provide an initial stimulus to raise interest among all stakeholders to: take part in future content related activities (other WPs), be aware of latest developments in S3 ideas, seek ways to benefit from GoSmart in the future. Thus these conferences have profound impact on future success of the project.</p>	

1,780 / 2,000 characters

Main Output

☐

Investment

☐

### 4.16. Timeline

	A 6.3	O 6.3
Period 1	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Period 2	<input type="checkbox"/>	<input type="checkbox"/>
Period 3	<input type="checkbox"/>	<input type="checkbox"/>
Period 4	<input type="checkbox"/>	<input type="checkbox"/>
Period 5	<input type="checkbox"/>	<input type="checkbox"/>
Period 6	<input type="checkbox"/>	<input type="checkbox"/>
Period 7	<input type="checkbox"/>	<input type="checkbox"/>

## WP 6 Group of activities 6.4

### 4.13. Group of activities leader

PP 3 - Vdžme Planning Region

#### A 6.4

Title	Online presence and information engagement of target groups; Project publications production; Advertisements	108 / 250 characters
Description of the group of activities	<p>Online presence and information engagement of target groups; project publications production; advertisements will be coordinated, designed and produced under the lead of PP3 (one of the leaders of WP6). All partners will provide inputs related to their country/region situation and progress and will provide national language versions of communications.</p> <p>Online presence via webpage and social media will be maintained by all partners – their tasks and responsibilities will be defined by the agreed Communication and Visibility Plan (GoA 6.1). On the basis of online tools, mailing lists will be established allowing potential beneficiaries, final beneficiaries and interested parties receiving current project info and updates, invitations to events, etc. Social online media will provide updated news, interesting stories and discussion platforms, etc. Online presence will be ensured using common formats and standards (sub-web pages, events calendars, etc.). Links to related web sites and topics will be provided to generate more traffic from those generally interested in S3, innovations, transnational economic development and cooperation.</p> <p>Project publications will be prepared using agreed format and technical standards. Choice will be made of using 'print yourself' option (downloads) and producing certain number of copies of key project publications.</p> <p>Advertisements will be prepared in a standardized way, through review among interested PPs and finally approved by the Communications Manager. Paid advertisements whenever possible will be substituted by online/social media announcements, etc.</p> <p>All online presence and information engagement of target groups; project publications production; advertisements will be coordinated, checked for quality and approved by the Communications Manager hired by PP3 (one of the leaders of WP6). Some procurements and cost of external services related to GoA 6.4 will be secured by PP5 (one of the leaders of WP6).</p> <p>In addition, the GoA leader (PP3) will analyse online presence of other Interreg projects related to S3 and other actors involved in S3 support, to identify and adapt the already existing best practices and solutions. This will be based on stakeholders database and relations established under WP2.</p>	
State aid relevant?	<input type="checkbox"/>	2,269 / 3,000 characters

#### O 6.4

Output Title	Online and other communications	31 / 250 characters
Output Description	<p>Online and other communications - web page/social media, publications, advertisements – will be produced according to best practices in communications and visibility, in line with EU guidelines on the subject. They will contain:</p> <ul style="list-style-type: none"> <li>- Useful content/ information</li> <li>- Indication of project funding</li> <li>- Contacts to information provider(s) and project partners</li> <li>- Links to further information sources, primarily from the project, secondarily from 3S Platform and other related outlets</li> <li>- Explanations how to join the project activities, how to benefit from support available</li> </ul> <p>Information and communication contents will be provided in an uncomplicated language, easy to follow, and containing only the necessary key messages. This way communication will be open to many stakeholders, easily digestible and comprehensible, inviting action and follow up.</p> <p>The reach of the project communication will be established in the project inception period (1) and monitored throughout. At this moment it seems feasible that in each partner region/country project information should reach some 2000 persons (passive recipients), and some 300 will take part in project communication activities such as conferences, seminars, etc., and use communication products such as mailing lists, etc. (active recipients).</p> <p>Online and other communications will be produced constantly throughout the project but finalization of outputs will take place in period 6 as indicated in the timeline.</p>	
Main Output	<input type="checkbox"/>	1,454 / 2,000 characters
Investment	<input type="checkbox"/>	

### 4.16. Timeline

	A 6.4	O 6.4
Period 1	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Period 2	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Period 3	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Period 4	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Period 5	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Period 6	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Period 7	<input type="checkbox"/>	<input type="checkbox"/>



## WP 6 Group of activities 6.5

### 4.13. Group of activities leader

PP 4 - Valga Municipality Government

#### A 6.5

Title	Organization of international conference on Trans-S3	52 / 250 characters
Description of the group of activities	<p>The international conference on Trans-S3 will be organized to widely promote the new concept, especially among high-level policymakers. Upon closure of the Trans-S3 elaboration processes, the underpinning methodology and tools applied will be reviewed, updated, finalized, and prepared for further dissemination among other BSR regions and wider in the European Union. Online portals and communication channels related to S3 and internationalization of enterprises will be the primary way of publication and dissemination, maximizing the reach and minimizing the related costs. At the same time, the Trans-S3 methodology and recommendations will be provided in the national languages of all GoSmart partners, to inform national and regional authorities, and to build awareness also from the bottom-up.</p> <p>The Trans-S3 approach will provide a new perspective on S3s which should be communicated at EU and national/regional policy levels. The international conference on Trans-S3 will take the form of a round table on Trans-S3 at EU level International S3 policy discussion forum. The objectives will be to:</p> <ul style="list-style-type: none"> <li>- inform target groups of Trans-S3 concept</li> <li>- show the ways in which different target groups can benefit from it</li> <li>- make EU-level and national/regional stakeholders aware of the nascent concept of Trans-S3.</li> </ul> <p>The international conference on Trans-S3 will gather about 50 participants. The location will be decided later on but indicatively it could be Brussels as to have easy access to the EU institutions. Key S3 stakeholders at EU and national levels will be invited – primarily business associations and chambers, national/regional authorities, D&amp;R&amp;I institutions, business support organizations. Direct contacts will be made to make sure that leading and most relevant S3 stakeholders take part.</p> <p>The international conference on Trans-S3 will use the format of a discussion forum rather than classical information session, allowing all participants to actively discover interesting aspects of Trans-S3 and discuss them with peers.</p> <p>Details will be worked out by Communication Manager together with project Coordinators appointed by each Project Partner.</p> <p>The international conference on Trans-S3 will be extensively promoted and proceedings presented in international media (S3 Platform, etc.) regional and national media to disseminate information to many different policy actors. Conference materials and proceedings will be published online and thus also available to wide audiences, with the possibility to register for the project as potential beneficiaries (expression of interest). Other Interreg projects on S3 facilitation in the Baltic area (Smart Blue Regions, Emplnno, BSR Stars) will be invited to actively participate and contribute on the basis of their practical experiences.</p>	
State aid relevant?	<input type="checkbox"/>	2,801 / 3,000 characters

#### O 6.5

Output Title	International conference on Trans-S3	36 / 250 characters
Output Description	<p>Information from the international conference on Trans-S3 will be provided to all key stakeholders in economic and innovation policy fields about Trans-S3 and more broadly about all topics covered and supported by the project and ways to benefit, at least on:</p> <ul style="list-style-type: none"> <li>- information on how Trans-S3 can be identified</li> <li>- information on how Trans-S3 can be used to accelerate economic growth, jobs and innovation</li> <li>- information on how public policy can be shaped to increase the benefits within and from Trans-S3</li> </ul> <p>Circulation and reach of information will be also assessed using coverage info on the media used for promotion and publicity, and those who reported on the conferences independently. Conferences proceedings will be published online in the media used by the project and thus also available to wide audiences.</p> <p>Direct participation by some 50 representatives of high-level policymakers, business associations and chambers, etc., and information circulated among some 1000 stakeholders in BSR and the EU (output metrics), are expected to allow critical assessment of Trans-S3 methodology, its dissemination and promotion, and awareness raised in order to support further steps of the GoSmart project, specifically the development of TIBS and JTSSs which will translate Trans-S3 into actual micro economic activities.</p> <p>The Trans-S3 conference will thus contribute to fine tuning and improving the methodology developed under GoSmart WP which becomes the basis for further content activities of the project, specifically to: WP3 - Developing Transnational Innovation Brokerage System (TIBS) and WP4 - Developing Joint Transnational Smart Strategies (JTSS).</p> <p>The international conference on Trans-S3 will be organized towards the finalization of Trans-S3 methodology (Period 3) and it will also help validating the methodology with feedback from the conference used. Following the conference, other S3 actors will be invited to apply Trans-S3 and share their results as a ground for mutual learning.</p>	
Main Output	<input type="checkbox"/>	1,998 / 2,000 characters
Investment	<input type="checkbox"/>	

### 4.16. Timeline

	A 6.5	O 6.5
Period 1	<input type="checkbox"/>	<input type="checkbox"/>
Period 2	<input type="checkbox"/>	<input type="checkbox"/>
Period 3	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Period 4	<input type="checkbox"/>	<input type="checkbox"/>
Period 5	<input type="checkbox"/>	<input type="checkbox"/>
Period 6	<input type="checkbox"/>	<input type="checkbox"/>
Period 7	<input type="checkbox"/>	<input type="checkbox"/>

## WP 6 Group of activities 6.6

### 4.13. Group of activities leader

PP 3 - Vdžerne Planning Region

#### A 6.6

Title	Organization of international conference on TIBS	48 / 250 characters
Description of the group of activities	<p>The international conference on TIBS will be organized to widely promote the new type of innovation support system (dedicated transnational services), especially among high-level policy makers.</p> <p>Upon closure of the TIBS elaboration processes, the underpinning methodology and tools applied will be reviewed, updated, finalized, and prepared for further dissemination among other BSR regions and wider in the European Union. Online portals and communication channels related to S3 and internationalization of enterprises will be the primary way of publication and dissemination, maximizing the reach and minimizing the related costs. At the same time, the TIBS design, methodology and expected results/potentials will be explained in the national languages of all GoSmart partners, to inform national and regional authorities, and to build awareness also from the bottom-up.</p> <p>The TIBS approach will provide a new perspective on how innovations can be made within the transnational setting, which should be communicated at EU and national/regional policy levels. The international conference on TIBS will take the form of a round table at EU level International S3 policy discussion forum. The objectives will be to:</p> <ul style="list-style-type: none"> <li>- inform target groups of TIBS concept, design, purpose and potential</li> <li>- show the ways in which different target groups can benefit from it</li> <li>- make EU-level and national/regional stakeholders aware of the new and potentially beneficial support system to groups of innovating enterprises/SMEs and R&amp;D&amp;I institutions collaborating with them.</li> </ul> <p>The international conference on TIBS will gather at least 50 participants. The location will be decided later on but indicatively it could be Brussels as to have easy access to the EU institutions. Key S3 stakeholders at EU and national levels will be invited – primarily business associations and chambers, national/regional authorities, D&amp;R&amp;I institutions, business support organizations. Direct contacts will be made to make sure that leading and most relevant S3 stakeholders take part.</p> <p>The international conference on TIBS will use the format of a discussion forum rather than classical information session, allowing all participants to actively discover interesting aspects of TIBS and discuss them with peers.</p> <p>Details will be worked out by Communication Manager together with project Coordinators appointed by each Project Partner.</p> <p>The international conference on TIBS will be extensively promoted and proceedings presented in international media (S3 Platform, etc.) regional and national media to disseminate information to many different policy actors. Conference materials and proceedings will be published online and thus also available to wide audiences, with the possibility to register for the project as potential beneficiaries (expression of interest). Other Interreg projects on S3 facilitation in BSR (Smart Blue Regions, EmplInno, BSR Stars) will be invited to actively contribute on the basis of their experiences.</p>	
State aid relevant?	<input type="checkbox"/>	2,992 / 3,000 characters

#### O 6.6

Output Title	International conference on TIBS	32 / 250 characters
Output Description	<p>International conference on TIBS will provide information to all key stakeholders in economic and innovation policy fields about TIBS and more broadly about all topics covered and supported by the project and ways to benefit, at least on:</p> <ul style="list-style-type: none"> <li>- information on how TIBS are designed, structured and will be delivered</li> <li>- information on how TIBS can be used to accelerate economic growth, jobs and innovation</li> <li>- information on how public policy can be shaped to increase the benefits stemming from TIBS</li> </ul> <p>Circulation and reach of information will be also assessed using coverage info on the media used for promotion and publicity, and those who reported on the conferences independently. Conferences proceedings will be published online in the media used by the project and thus also available to wide audiences.</p> <p>The international conference on TIBS will gather at least 50 participants - primarily business associations and chambers, national/regional authorities, D&amp;R&amp;I institutions, business support organizations; indirectly information from the conference will reach some 1200 stakeholders (outputs metrics).</p> <p>Conference materials and proceedings will be published online and thus also available to wide audiences, with the possibility to register for the project as potential beneficiaries of TIBS.</p> <p>The design, methodology and expected results/potentials of TIBS will be communicated, discussed and fine-tuned based on the feedback from the international conference. And thus TIBS functioning (WP4) and later implementation of joint transnational smart strategies by groups of enterprises (WP5) will be positively affected by the conference.</p>	
Main Output	<input type="checkbox"/>	1,647 / 2,000 characters
Investment	<input type="checkbox"/>	

### 4.16. Timeline

	A 6.6	O 6.6
Period 1	<input type="checkbox"/>	<input type="checkbox"/>
Period 2	<input type="checkbox"/>	<input type="checkbox"/>
Period 3	<input type="checkbox"/>	<input type="checkbox"/>
Period 4	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Period 5	<input type="checkbox"/>	<input type="checkbox"/>
Period 6	<input type="checkbox"/>	<input type="checkbox"/>
Period 7	<input type="checkbox"/>	<input type="checkbox"/>

## WP 6 Group of activities 6.7

### 4.13. Group of activities leader

Please select

#### A 6.7

Title	Organization of project closing conferences in all target regions	65 / 250 characters
Description of the group of activities	<p>Achievements and sustainability of Trans-S3 and TIBS widely disseminated through project closing conferences in all target regions.</p> <p>All Project Partners (with the exception of PP2 as it is from the same region as PP1) will organize project closing conferences in each target region with the objectives to:</p> <ul style="list-style-type: none"> <li>- inform target groups of the project results and perspectives on continuation</li> <li>- show the ways in which different target groups can benefit after completion of the project</li> <li>- make regional stakeholders aware of adopted durability strategy for TIBS.</li> </ul> <p>Project closing conferences will gather about 50 participants in each project region so altogether some 300 participants representing key S3 stakeholders – primarily business associations and chambers, national/regional authorities, D&amp;R&amp;I institutions, business support organizations. Direct contacts will be made by all Project Partners in their respective territories to make sure that leading and most relevant S3 stakeholders take part. Contacts established during the whole project will be extensively used.</p> <p>Project closing conferences will use common format (half to full-day seminars), standard communication tools, materials, and messages worked out by Communication Manager together with project Coordinators appointed by each Project Partner. They will take place in regional or national capitals (depending on geographic location of the Project Partners and of concentration of businesses and R&amp;D institutions). They will be composed of the following sessions (tentatively):</p> <ul style="list-style-type: none"> <li>- introductions</li> <li>- information on main achievements of the project</li> <li>- presentation of transnational (but involving regional or national SMEs) case of successful innovation/smart specialization project using TIBS services.</li> <li>- Information on how TIBS be continued, how to enter into JTSS and future opportunities for potential beneficiaries.</li> </ul> <p>Project closing conferences will be extensively promoted and proceedings presented in regional and national media to disseminate information as widely as possible. Conferences materials and proceedings will be published online and thus also available to wide audiences, with the possibility to register for the project as potential beneficiaries (expression of interest).</p>	
State aid relevant?	<input type="checkbox"/>	2,254 / 3,000 characters

#### O 6.7

Output Title	Closing conferences in all target regions	41 / 250 characters
Output Description	<p>Information will be provided to all key stakeholders about the project, its main results (scale of TIBS services already delivered, number of successful JTSS) and ways to benefit in the future, at least on:</p> <ul style="list-style-type: none"> <li>- information on where and how to use TIBS</li> <li>- information on conditions for participation in JTSS</li> <li>- information on related support for innovations in transnational context.</li> </ul> <p>This information provided will be documented by conference materials and attendance lists. Circulation and reach of information will be also assessed using coverage info on the media used for promotion and publicity, and those who reported on the conferences independently. Conferences proceedings will be published online in the media used by the project and thus also available to wide audiences, with the possibility to register for the project as potential beneficiaries of TIBS interested to enter into JTSS – thus helping to build durability and sustainable future of the system established.</p> <p>Project closing conferences will gather about 50 participants in each project region - some 300 participants representing key S3 stakeholders; furthermore some 1500 stakeholders will be indirectly informed about the conferences and their proceedings (output metrics).</p> <p>The closing conferences will not be used merely as information dissemination and promotion events summing up all contents and results of the GoSmart BSR project (WP1-WP5) but will also serve the objective of contributing to sustainability of TIBS and JTSSs by making more potential TIBS clients and participants to JTSSs about existing opportunities, specifically those enterprises/SMEs who were not involved earlier. This will serve to develop future pipeline of business for TIBS, making its durability prospects even stronger.</p>	
Main Output	<input type="checkbox"/>	1,777 / 2,000 characters
Investment	<input type="checkbox"/>	

### 4.16. Timeline

	A 6.7	O 6.7
Period 1	<input type="checkbox"/>	<input type="checkbox"/>
Period 2	<input type="checkbox"/>	<input type="checkbox"/>
Period 3	<input type="checkbox"/>	<input type="checkbox"/>
Period 4	<input type="checkbox"/>	<input type="checkbox"/>
Period 5	<input type="checkbox"/>	<input type="checkbox"/>
Period 6	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Period 7	<input type="checkbox"/>	<input type="checkbox"/>

## 5. Output indicators

### 5.1. Obligatory output indicator

Number	Obligatory output indicator	Description	
O1	Documented learning experience	<p>Project partners enhance their institutional knowledge by jointly developing methodology for Transnational Smart Specializations and identifying a set of Trans-S3 in which other transnational learning takes place.</p> <p>Work on Trans-S3 involves methodological collaboration, joint application of agreed methods, peer reviews and consultation, etc. Partners support one another and come to common conclusions – Trans-S3 is developed for all (or most) of represented regions and has transnational character.</p> <p>The learning experience is documented by a number of policy briefs, joint policy forum, and publications presenting the Trans-S3.</p>	634 / 1,000 characters
O2	Documented learning experience	<p>Project partners enhance their institutional knowledge by joint development of new support system within identified Trans-S3 by establishing a Transnational Innovation Brokerage System (TIBS), designed and built to agreed methods and implementation tools. In the process project partners together:</p> <ul style="list-style-type: none"> <li>- Carry out in depth market research and support programmes review,</li> <li>- Build methods and tools for TIBS</li> <li>- Develop skills and intitutional functions related to service delivery by Innovation Brokers</li> <li>- Pilot and market test new TIBS services</li> <li>- Assess and improve TIBS design</li> <li>- Establish coordination and monitoring sub-systems</li> <li>- Execute feasibility study for TIBS</li> <li>- Decide on the future of established TIBS network.</li> </ul> <p>All steps of the learning experience are documented in organizational structures and processes of the partners, joint training programme, in sustainability plan, etc.</p>	877 / 1,000 characters

### 5.2. Project specific output indicators

Number	Output indicator	Mark in case output indicator not relevant	Description	Target value in number
P1	No. of local/regional public authorities/institutions involved	<input type="checkbox"/>	6 BSR regions will be involved in the project (7 partners). Of the 7 partners, 2 are considered local/regional public authorities/institutions involved (receiving grants from the programme): PP3 and PP4. 203 / 1,000 characters	2
P2	No. of national public authorities/institutions involved	<input checked="" type="checkbox"/>	6 BSR regions will be involved in the project (7 partners), none of them are national public authorities/institutions. 118 / 1,000 characters	0
P3	No. of enterprises receiving support	<input checked="" type="checkbox"/>	N/A (see P4). 13 / 1,000 characters	0
P4	No. of enterprises receiving non-financial support	<input type="checkbox"/>	50 selected SMEs (their groups working towards own Joint Transnational Smart Strategies) will be pre-treated by: Value chain analysis, including innovation potentials, Innovation assessment, Possible innovation driven internationalization models which can substantially add value to companies, Calculator of financial benefits of innovation driven internationalization, Elaboration of potential JTSS partner profiles. After that SMEs are matched with innovation partners (other enterprises, R&D houses, etc.) and eventually receive support (as groups) in choosing innovation driven internationalization model, planning their Joint Transnational Smart Strategies and implementation of these strategies. 703 / 1,000 characters	50
P5	No. of enterprises cooperating with research institutions	<input type="checkbox"/>	It is estimated that about 50% of the SMEs treated will develop direct cooperation with research institutions, so 25 SMEs in the project lifetime, to implement their groups Joint Transnational Smart Strategies 208 / 1,000 characters	25
P6	No. of documented newly developed market products and services	<input checked="" type="checkbox"/>	 0 / 1,000 characters	0
P7	Amount of private investments matching public support in innovation or R&D projects	<input type="checkbox"/>	SMEs benefiting from the project will be required to cover their own costs related to travels to meetings with (potential) partners, catering and premises costs of workshops/meetings/seminars in transnational groups, thus contributing to the costs of this innovation project. Amounts are estimated at 1000-3000 euros, thus averaging at 2000 euros per SMEs, estimated total – 100,000 euros. SMEs will fully finance or co-finance their innovation projects – values are impossible to estimate at this point. 505 / 1,000 characters	100,000
P8	Amount of documented planned investments to be realised with other than the Programme funding	<input checked="" type="checkbox"/>	 0 / 1,000 characters	0

## 6. Budget

### 6.1 External expertise and services

Item No.	Contract specification	Investment item?	Group of activities no.	Contracting partner	Planned contract value	Planned award procedure
1	Translation of official project related documents - PP1 55 / 100 characters	No	WP1 Project management and administration	1. Bialystok University of Technology	2,500.00	Bid-at-three
2	Premises, catering, etc. for PSC meeting 1 - PP1 48 / 100 characters	No	WP1 Project management and administration	1. Bialystok University of Technology	1,000.00	Bid-at-three
3	Premises, catering, etc. for PSC meeting 2 - PP8 48 / 100 characters	No	WP1 Project management and administration	8. Hamburg Institute of International Economics (HWWI)	2,000.00	Bid-at-three
4	Premises, catering, etc. for PSC meeting 3 - PP4 48 / 100 characters	No	WP1 Project management and administration	4. Valga Municipality Government	1,000.00	Bid-at-three
5	Premises, catering, etc. for PSC meeting 4 - PP1 48 / 100 characters	No	WP1 Project management and administration	1. Bialystok University of Technology	1,000.00	Bid-at-three
6	Travel & accomm. for external experts, Ass.Org. reps for PSC meeting 1 - PP1 77 / 100 characters	No	WP1 Project management and administration	1. Bialystok University of Technology	4,500.00	Bid-at-three
7	Travel & accomm. for external experts, Ass.Org. reps for PSC meeting 2 - PP8 77 / 100 characters	No	WP1 Project management and administration	8. Hamburg Institute of International Economics (HWWI)	4,500.00	Bid-at-three
8	Travel & accomm. for external experts, Ass.Org. reps for PSC meeting 3 - PP4 77 / 100 characters	No	WP1 Project management and administration	4. Valga Municipality Government	4,500.00	Bid-at-three
9	Travel & accomm. for external experts, Ass.Org. reps for PSC meeting 3 - PP1 77 / 100 characters	No	WP1 Project management and administration	1. Bialystok University of Technology	4,500.00	Bid-at-three
10	Legal consultancy, notarial services, other consult. for project management - PP1 82 / 100 characters	No	WP1 Project management and administration	1. Bialystok University of Technology	1,000.00	No procurement
11	Legal consultancy, notarial services, other consult. for project management - PP2 82 / 100 characters	No	WP1 Project management and administration	2. Podlaska Regional Development Foundation	500.00	No procurement
12	Legal consultancy, notarial services, other consult. for project management - PP3 82 / 100 characters	No	WP1 Project management and administration	3. Vidzeme Planning Region	500.00	No procurement
13	Legal consultancy, notarial services, other consult. for project management - PP4 82 / 100 characters	No	WP1 Project management and administration	4. Valga Municipality Government	500.00	No procurement
14	Legal consultancy, notarial services, other consult. for project management - PP5 82 / 100 characters	No	WP1 Project management and administration	5. Public Institution Lithuanian Innovation Centre	500.00	No procurement
15	Legal consultancy, notarial services, other consult. for project management - PP6 82 / 100 characters	No	WP1 Project management and administration	6. Kouvola Innovation Ltd.	1,000.00	No procurement
<b>Total</b>					257,950.00	



Item No.	Contract specification	Investment item?	Group of activities no.	Contracting partner	Planned contract value	Planned award procedure
16	Legal consultancy, notarial services, other consult. for project management - PP3 81 / 100 characters	No	WP1 Project management and administration	3. Vidzeme Planning Region	500.00	No procurement
17	Legal consultancy, notarial services, other consult. for project management - PP8 82 / 100 characters	No	WP1 Project management and administration	8. Hamburg Institute of International Economics (HWWA)	1,000.00	No procurement
18	Legal consultancy, notarial services, other consult. for project management - PP9 82 / 100 characters	No	WP1 Project management and administration	9. Business Aabenraa	1,000.00	No procurement
19	Verifications - First level controls for PP5 45 / 100 characters	No	WP1 Project management and administration	5. Public Institution Lithuanian Innovation Centre	3,000.00	Other
20	Verifications - First level controls for PP6 45 / 100 characters	No	WP1 Project management and administration	6. Kouvola Innovation Ltd.	6,500.00	Other
21	Verifications - First level controls for PP8 45 / 100 characters	No	WP1 Project management and administration	8. Hamburg Institute of International Economics (HWWA)	6,500.00	Other
22	Verifications - First level controls for PP9 45 / 100 characters	No	WP1 Project management and administration	9. Business Aabenraa	6,500.00	Other
23	Premises, catering, etc. for Meeting on joint Trans-S3 methodology - PP2 72 / 100 characters	No	2.1 Elaborating of joint methodology to be applied for the identification of Trans-S3	2. Podlaska Regional Development Foundation	250.00	Bid-at-three
24	Premises, catering, etc. for Meeting on joint Trans-S3 methodology - PP3 72 / 100 characters	No	2.1 Elaborating of joint methodology to be applied for the identification of Trans-S3	3. Vidzeme Planning Region	250.00	Bid-at-three
25	Premises, catering, etc. for Meeting on joint Trans-S3 methodology - PP4 72 / 100 characters	No	2.1 Elaborating of joint methodology to be applied for the identification of Trans-S3	4. Valga Municipality Government	250.00	Bid-at-three
26	Premises, catering, etc. for Meeting on joint Trans-S3 methodology - PP5 72 / 100 characters	No	2.1 Elaborating of joint methodology to be applied for the identification of Trans-S3	5. Public Institution Lithuanian Innovation Centre	250.00	Bid-at-three
27	Premises, catering, etc. for Meeting on joint Trans-S3 methodology - PP6 72 / 100 characters	No	2.1 Elaborating of joint methodology to be applied for the identification of Trans-S3	6. Kouvola Innovation Ltd.	500.00	Bid-at-three
28	Premises, catering, etc. for Meeting on joint Trans-S3 methodology - PP8 72 / 100 characters	No	2.1 Elaborating of joint methodology to be applied for the identification of Trans-S3	8. Hamburg Institute of International Economics (HWWA)	500.00	Bid-at-three
29	Premises, catering, etc. for Meeting on joint Trans-S3 methodology - PP9 72 / 100 characters	No	2.1 Elaborating of joint methodology to be applied for the identification of Trans-S3	9. Business Aabenraa	500.00	Bid-at-three
30	Premises, catering, etc. for All Partners' Meeting on joint Trans-S3 methodology - PP5 86 / 100 characters	No	2.1 Elaborating of joint methodology to be applied for the identification of Trans-S3	5. Public Institution Lithuanian Innovation Centre	1,000.00	Bid-at-three
31	Travel & accomm. for external experts for All Partners' Meeting on joint Trans-S3 methodology - PP5 99 / 100 characters	No	2.1 Elaborating of joint methodology to be applied for the identification of Trans-S3	5. Public Institution Lithuanian Innovation Centre	3,000.00	No procurement
32	Premises, catering, etc. for Public consultations on draft Trans-S3 - PP2 74 / 100 characters	No	2.4 Establishing working relations with and among S3 actors in target regions	2. Podlaska Regional Development Foundation	500.00	Bid-at-three
<b>Total</b>					257,950.00	

Item No.	Contract specification	Investment item?	Group of activities no.	Contracting partner	Planned contract value	Planned award procedure
33	Premises, catering, etc. for Public consultations on draft Trans-S3 - PP3 74 / 100 characters	No	2.4 Establishing working relations with and among S3 actors in target regions	3. Vidzeme Planning Region	500.00	Bid-at-three
34	Premises, catering, etc. for Public consultations on draft Trans-S3 - PP4 74 / 100 characters	No	2.4 Establishing working relations with and among S3 actors in target regions	4. Valga Municipality Government	500.00	Bid-at-three
35	Premises, catering, etc. for Public consultations on draft Trans-S3 - PP5 74 / 100 characters	No	2.4 Establishing working relations with and among S3 actors in target regions	5. Public Institution Lithuanian Innovation Centre	500.00	Bid-at-three
36	Premises, catering, etc. for Public consultations on draft Trans-S3 - PP6 74 / 100 characters	No	2.4 Establishing working relations with and among S3 actors in target regions	6. Kouvola Innovation Ltd.	1,000.00	Bid-at-three
37	Premises, catering, etc. for Public consultations on draft Trans-S3 - PP8 74 / 100 characters	No	2.4 Establishing working relations with and among S3 actors in target regions	8. Hamburg Institute of International Economics (HWWI)	1,000.00	Bid-at-three
38	Premises, catering, etc. for Public consultations on draft Trans-S3 - PP9 74 / 100 characters	No	2.4 Establishing working relations with and among S3 actors in target regions	9. Business Aabenraa	1,000.00	Bid-at-three
39	Premises, catering, etc. for Consultative session with business organization on draft Trans-S3 - PP2 100 / 100 characters	No	2.5 Engaging large numbers of businesses through their representative organizations	2. Podlaska Regional Development Foundation	250.00	Bid-at-three
40	Premises, catering, etc. for Consultative session with business organization on draft Trans-S3 - PP3 100 / 100 characters	No	2.5 Engaging large numbers of businesses through their representative organizations	3. Vidzeme Planning Region	250.00	Bid-at-three
41	Premises, catering, etc. for Consultative session with business organization on draft Trans-S3 - PP4 100 / 100 characters	No	2.5 Engaging large numbers of businesses through their representative organizations	4. Valga Municipality Government	250.00	Bid-at-three
42	Premises, catering, etc. for Consultative session with business organization on draft Trans-S3 - PP5 100 / 100 characters	No	2.5 Engaging large numbers of businesses through their representative organizations	5. Public Institution Lithuanian Innovation Centre	250.00	Bid-at-three
43	Premises, catering, etc. for Consultative session with business organization on draft Trans-S3 - PP6 100 / 100 characters	No	2.5 Engaging large numbers of businesses through their representative organizations	6. Kouvola Innovation Ltd.	500.00	Bid-at-three
44	Premises, catering, etc. for Consultative session with business organization on draft Trans-S3 - PP8 100 / 100 characters	No	2.5 Engaging large numbers of businesses through their representative organizations	8. Hamburg Institute of International Economics (HWWI)	500.00	Bid-at-three
45	Premises, catering, etc. for Consultative session with business organization on draft Trans-S3 - PP9 100 / 100 characters	No	2.5 Engaging large numbers of businesses through their representative organizations	9. Business Aabenraa	500.00	Bid-at-three
46	Premises, catering, etc. for Trans-S3 policy discussion tables in each target region - PP2 91 / 100 characters	No	2.6 Identification of Trans-S3 for target regions	2. Podlaska Regional Development Foundation	250.00	Bid-at-three
47	Premises, catering, etc. for Trans-S3 policy discussion tables in each target region - PP3 91 / 100 characters	No	2.6 Identification of Trans-S3 for target regions	3. Vidzeme Planning Region	250.00	Bid-at-three
<b>Total</b>					257,950.00	

Item No.	Contract specification	Investment item?	Group of activities no.	Contracting partner	Planned contract value	Planned award procedure
48	Premises, catering, etc. for Trans-S3 policy discussion tables in each target region - PP4 91 / 100 characters	No	2.6 Identification of Trans-S3 for target regions	4. Valga Municipality Government	250.00	Bid-at-three
49	Premises, catering, etc. for Trans-S3 policy discussion tables in each target region - PP5 91 / 100 characters	No	2.6 Identification of Trans-S3 for target regions	5. Public Institution Lithuanian Innovation Centre	250.00	Bid-at-three
50	Premises, catering, etc. for Trans-S3 policy discussion tables in each target region - PP6 91 / 100 characters	No	2.6 Identification of Trans-S3 for target regions	6. Kouvola Innovation Ltd.	500.00	Bid-at-three
51	Premises, catering, etc. for Trans-S3 policy discussion tables in each target region - PP8 91 / 100 characters	No	2.6 Identification of Trans-S3 for target regions	8. Hamburg Institute of International Economics (HWWI)	500.00	Bid-at-three
52	Premises, catering, etc. for Trans-S3 policy discussion tables in each target region - PP9 91 / 100 characters	No	2.6 Identification of Trans-S3 for target regions	9. Business Aabenraa	500.00	Bid-at-three
53	Premises, catering, etc. for Round table on Trans-S3 at EU level - PP8 71 / 100 characters	No	2.7 Finalization of Trans-S3 methodology and recommendations	8. Hamburg Institute of International Economics (HWWI)	3,000.00	Bid-at-three
54	Travel & accomm. for ext. experts, Ass. Org. reps for Round table on Trans-S3 at EU level - PP8 95 / 100 characters	No	2.7 Finalization of Trans-S3 methodology and recommendations	8. Hamburg Institute of International Economics (HWWI)	4,500.00	No procurement
55	Survey execution among TransS3 actors in region - PP2 54 / 100 characters	No	3.3 In-depth market research for selected Trans-S3	2. Podlaska Regional Development Foundation	1,000.00	Bid-at-three
56	Survey execution among TransS3 actors in region - PP3 54 / 100 characters	No	3.3 In-depth market research for selected Trans-S3	3. Vidzeme Planning Region	1,000.00	Bid-at-three
57	Survey execution among TransS3 actors in region - PP4 54 / 100 characters	No	3.3 In-depth market research for selected Trans-S3	4. Valga Municipality Government	1,000.00	Bid-at-three
58	Survey execution among TransS3 actors in region - PP5 54 / 100 characters	No	3.3 In-depth market research for selected Trans-S3	5. Public Institution Lithuanian Innovation Centre	1,000.00	Bid-at-three
59	Survey execution among TransS3 actors in region - PP6 54 / 100 characters	No	3.3 In-depth market research for selected Trans-S3	6. Kouvola Innovation Ltd.	2,000.00	Bid-at-three
60	Survey execution among TransS3 actors in region - PP8 54 / 100 characters	No	3.3 In-depth market research for selected Trans-S3	8. Hamburg Institute of International Economics (HWWI)	2,000.00	Bid-at-three
61	Survey execution among TransS3 actors in region - PP9 54 / 100 characters	No	3.3 In-depth market research for selected Trans-S3	9. Business Aabenraa	2,000.00	Bid-at-three
<b>Total</b>					257,950.00	

Item No.	Contract specification	Investment item?	Group of activities no.	Contracting partner	Planned contract value	Planned award procedure
62	Premises, catering, etc. for Roundtables/focus groups on market research for TransS3 - PP2 90 / 100 characters	No	3.3 In-depth market research for selected Trans-S3	2. Podlaska Regional Development Foundation	250.00	Bid-at-three
63	Premises, catering, etc. for Roundtables/focus groups on market research for TransS3 - PP3 90 / 100 characters	No	3.3 In-depth market research for selected Trans-S3	3. Vidzeme Planning Region	250.00	Bid-at-three
64	Premises, catering, etc. for Roundtables/focus groups on market research for TransS3 - PP4 90 / 100 characters	No	3.3 In-depth market research for selected Trans-S3	4. Valga Municipality Government	250.00	Bid-at-three
65	Premises, catering, etc. for Roundtables/focus groups on market research for TransS3 - PP5 90 / 100 characters	No	3.3 In-depth market research for selected Trans-S3	5. Public Institution Lithuanian Innovation Centre	250.00	Bid-at-three
66	Premises, catering, etc. for Roundtables/focus groups on market research for TransS3 - PP6 90 / 100 characters	No	3.3 In-depth market research for selected Trans-S3	6. Kouvola Innovation Ltd.	500.00	Bid-at-three
67	Premises, catering, etc. for Roundtables/focus groups on market research for TransS3 - PP8 90 / 100 characters	No	3.3 In-depth market research for selected Trans-S3	8. Hamburg Institute of International Economics (HWWI)	500.00	Bid-at-three
68	Premises, catering, etc. for Roundtables/focus groups on market research for TransS3 - PP9 90 / 100 characters	No	3.3 In-depth market research for selected Trans-S3	9. Business Aabenraa	500.00	Bid-at-three
69	Premises, catering, etc. for All partners' meeting on TIBS methods and tools - PP3 83 / 100 characters	No	3.4 Design of TIBS methods and tools, including 'calculator of benefits'	3. Vidzeme Planning Region	1,500.00	Bid-at-three
70	Travel & accomm. for ext. experts for All partners' meeting on TIBS methods and tools - PP3 91 / 100 characters	No	3.4 Design of TIBS methods and tools, including 'calculator of benefits'	3. Vidzeme Planning Region	3,000.00	No procurement
71	Premises, catering, etc. for Training Programme for Innovation Brokers - Part 1 (internal) - PP5 97 / 100 characters	No	3.5 Staffing and skills development for TIBS	5. Public Institution Lithuanian Innovation Centre	3,000.00	Bid-at-three
72	Training services for Training Programme for Innovation Brokers - Part 2 (external) - PP2 90 / 100 characters	No	3.5 Staffing and skills development for TIBS	2. Podlaska Regional Development Foundation	1,500.00	Bid-at-three
73	Training services for Training Programme for Innovation Brokers - Part 2 (external) - PP3 90 / 100 characters	No	3.5 Staffing and skills development for TIBS	3. Vidzeme Planning Region	1,500.00	Bid-at-three
74	Training services for Training Programme for Innovation Brokers - Part 2 (external) - PP4 90 / 100 characters	No	3.5 Staffing and skills development for TIBS	4. Valga Municipality Government	1,500.00	Bid-at-three
75	Training services for Training Programme for Innovation Brokers - Part 2 (external) - PP5 90 / 100 characters	No	3.5 Staffing and skills development for TIBS	5. Public Institution Lithuanian Innovation Centre	1,500.00	Bid-at-three
<b>Total</b>					257,950.00	

Item No.	Contract specification	Investment item?	Group of activities no.	Contracting partner	Planned contract value	Planned award procedure
76	Training services for Training Programme for Innovation Brokers - Part 2 (external) - PP6 90 / 100 characters	No	3.5 Staffing and skills development for TIBS	6. Kouvola Innovation Ltd.	1,500.00	Bid-at-three
77	Training services for Training Programme for Innovation Brokers - Part 2 (external) - PP8 90 / 100 characters	No	3.5 Staffing and skills development for TIBS	8. Hamburg Institute of International Economics (HWWA)	1,500.00	Bid-at-three
78	Training services for Training Programme for Innovation Brokers - Part 2 (external) - PP9 90 / 100 characters	No	3.5 Staffing and skills development for TIBS	9. Business Aabenraa	1,500.00	Bid-at-three
79	Premises, catering, etc. for All Partners' Meeting on TIBS structures and coordination mech. - PP8 99 / 100 characters	No	3.6 Working out TIBS structures and coordination mechanisms	8. Hamburg Institute of International Economics (HWWA)	1,000.00	Bid-at-three
80	Premises, catering, etc. for Info meetings – 2 in each target region on TIBS proposition - PP2 95 / 100 characters	No	3.7 Making target groups aware of TIBS value proposition and preparations for first delivery cycle	2. Podlaska Regional Development Foundation	1,000.00	Bid-at-three
81	Premises, catering, etc. for Info meetings – 2 in each target region on TIBS proposition - PP3 95 / 100 characters	No	3.7 Making target groups aware of TIBS value proposition and preparations for first delivery cycle	3. Vidzeme Planning Region	1,000.00	Bid-at-three
82	Premises, catering, etc. for Info meetings – 2 in each target region on TIBS proposition - PP4 95 / 100 characters	No	3.7 Making target groups aware of TIBS value proposition and preparations for first delivery cycle	4. Valga Municipality Government	1,000.00	Bid-at-three
83	Premises, catering, etc. for Info meetings – 2 in each target region on TIBS proposition - PP5 95 / 100 characters	No	3.7 Making target groups aware of TIBS value proposition and preparations for first delivery cycle	5. Public Institution Lithuanian Innovation Centre	1,000.00	Bid-at-three
84	Premises, catering, etc. for Info meetings – 2 in each target region on TIBS proposition - PP6 95 / 100 characters	No	3.7 Making target groups aware of TIBS value proposition and preparations for first delivery cycle	6. Kouvola Innovation Ltd.	1,500.00	Bid-at-three
85	Premises, catering, etc. for Info meetings – 2 in each target region on TIBS proposition - PP8 95 / 100 characters	No	3.7 Making target groups aware of TIBS value proposition and preparations for first delivery cycle	8. Hamburg Institute of International Economics (HWWA)	1,500.00	Bid-at-three
86	Premises, catering, etc. for Info meetings – 2 in each target region on TIBS proposition - PP9 95 / 100 characters	No	3.7 Making target groups aware of TIBS value proposition and preparations for first delivery cycle	9. Business Aabenraa	1,500.00	Bid-at-three
87	Premises, catering, etc. for TIBS coordination meeting - PP4 61 / 100 characters	No	4.5 Assessment and learning from assistance provided under 1st Pilot Cycle, adjustments to TIBS	4. Valga Municipality Government	1,250.00	Bid-at-three
88	Premises, catering, etc. for TIBS coordination meeting - PP9 61 / 100 characters	No	4.7 Assessment and learning from assistance provided under 2nd Pilot Cycle, final adjustments to TIBS	9. Business Aabenraa	2,500.00	Bid-at-three
89	Premises, catering, etc. for Negotiations on TIBS sustainable future - Meeting 1 - PP1 87 / 100 characters	No	5.3 Negotiations on TIBS sustainable future	1. Bialystok University of Technology	1,000.00	Bid-at-three
<b>Total</b>					257,950.00	

Item No.	Contract specification	Investment item?	Group of activities no.	Contracting partner	Planned contract value	Planned award procedure
90	Travel & accomm. for ext. experts, Ass.Org. reps for Negot. on TIBS sustainable future - Meet. 1-PP1 100 / 100 characters	No	5.3 Negotiations on TIBS sustainable future	1. Bialystok University of Technology	3,000.00	No procurement
91	Premises, catering, etc. for Negotiations on TIBS sustainable future - Meeting 2 - PP5 87 / 100 characters	No	5.3 Negotiations on TIBS sustainable future	5. Public Institution Lithuanian Innovation Centre	1,000.00	Bid-at-three
92	Travel & accomm. for ext. experts, Ass.Org. reps for Negot. on TIBS sustainable future - Meet. 2-PP5 100 / 100 characters	No	5.3 Negotiations on TIBS sustainable future	5. Public Institution Lithuanian Innovation Centre	3,000.00	No procurement
93	Premises, catering, etc. for Meeting of TIBS steering/monitoring committee - PP2 81 / 100 characters	No	5.4 Implementation of TIBS sustainability plan	2. Podlaska Regional Development Foundation	700.00	Bid-at-three
94	Design and printing of Project Infor Sheet, business cards for perm. Project staff, etc. - PP2 95 / 100 characters	No	6.2 Production of project standard information materials	3. Vidzeme Planning Region	4,000.00	Bid-at-three
95	Design of Standard visibility formats (for letter head, presentations, publications, etc.) - PP2 97 / 100 characters	No	6.2 Production of project standard information materials	3. Vidzeme Planning Region	3,000.00	Bid-at-three
96	Design and production of Project Gadgets such as pens, keyrings, etc. - PP2 77 / 100 characters	No	6.2 Production of project standard information materials	3. Vidzeme Planning Region	10,000.00	Bid-at-three
97	Design of Information materials such as simple brochures, etc. (to be printed internally) - PP2 96 / 100 characters	No	6.2 Production of project standard information materials	3. Vidzeme Planning Region	10,000.00	Bid-at-three
98	Design and production of Promotion videos (at least 2) - PP8 61 / 100 characters	No	6.2 Production of project standard information materials	8. Hamburg Institute of International Economics (HWWI)	10,000.00	Bid-at-three
99	Premises, catering, etc. for regional Kick-off Conference - PP1 64 / 100 characters	No	6.3 Round of kick-off conferences in all target regions	1. Bialystok University of Technology	1,500.00	Bid-at-three
100	Premises, catering, etc. for regional Kick-off Conference - PP3 64 / 100 characters	No	6.3 Round of kick-off conferences in all target regions	3. Vidzeme Planning Region	1,500.00	Bid-at-three
101	Premises, catering, etc. for regional Kick-off Conference - PP4 64 / 100 characters	No	6.3 Round of kick-off conferences in all target regions	4. Valga Municipality Government	1,500.00	Bid-at-three
102	Premises, catering, etc. for regional Kick-off Conference - PP5 64 / 100 characters	No	6.3 Round of kick-off conferences in all target regions	5. Public Institution Lithuanian Innovation Centre	1,500.00	Bid-at-three
103	Premises, catering, etc. for regional Kick-off Conference - PP6 64 / 100 characters	No	6.3 Round of kick-off conferences in all target regions	6. Kouvola Innovation Ltd.	3,000.00	Bid-at-three
104	Premises, catering, etc. for regional Kick-off Conference - PP8 64 / 100 characters	No	6.3 Round of kick-off conferences in all target regions	8. Hamburg Institute of International Economics (HWWI)	3,000.00	Bid-at-three
105	Premises, catering, etc. for regional Kick-off Conference - PP9 64 / 100 characters	No	6.3 Round of kick-off conferences in all target regions	9. Business Aabenraa	3,000.00	Bid-at-three
<b>Total</b>					257,950.00	

Item No.	Contract specification	Investment item?	Group of activities no.	Contracting partner	Planned contract value	Planned award procedure
106	Design, maintenance and updates of online presence (webpage, FB page, other channels) - PP5 91 / 100 characters	No	6.4 Online presence and information engagement of target groups; Project publications production and distribution; Advertisements	5. Public Institution Lithuanian Innovation Centre	20,000.00	Limited national tender
107	Design of Project publications - PP5 37 / 100 characters	No	6.4 Online presence and information engagement of target groups; Project publications production and distribution; Advertisements	5. Public Institution Lithuanian Innovation Centre	5,000.00	Bid-at-three
108	Design and publication of Project online advertisements - PP5 62 / 100 characters	No	6.4 Online presence and information engagement of target groups; Project publications production and distribution; Advertisements	5. Public Institution Lithuanian Innovation Centre	12,000.00	Other
109	Premises, catering, etc. for International conference on Trans-S3 - PP4 72 / 100 characters	No	6.5 International conference on Trans-S3	4. Valga Municipality Government	7,000.00	Bid-at-three
110	Travel & accomm. for ext. experts, Ass.Org. reps for International conference on Trans-S3 - PP4 96 / 100 characters	No	6.5 International conference on Trans-S3	4. Valga Municipality Government	4,500.00	No procurement
111	Premises, catering, etc. for International conference on TIBS - PP3 68 / 100 characters	No	6.6 International conference on TIBS	3. Vidzeme Planning Region	7,000.00	Bid-at-three
112	Travel & accomm. for ext. experts, Ass.Org. reps for International conference on TIBS - PP3 92 / 100 characters	No	6.6 International conference on TIBS	3. Vidzeme Planning Region	4,500.00	No procurement
113	Premises, catering, etc. for regional Project Closing Conference - PP1 71 / 100 characters	No	6.7 Project closing conferences in all target regions	1. Bialystok University of Technology	1,500.00	Bid-at-three
114	Premises, catering, etc. for regional Project Closing Conference - PP3 71 / 100 characters	No	6.7 Project closing conferences in all target regions	3. Vidzeme Planning Region	1,500.00	Bid-at-three
115	Premises, catering, etc. for regional Project Closing Conference - PP4 71 / 100 characters	No	6.7 Project closing conferences in all target regions	4. Valga Municipality Government	1,500.00	Bid-at-three
116	Premises, catering, etc. for regional Project Closing Conference - PP5 71 / 100 characters	No	6.7 Project closing conferences in all target regions	5. Public Institution Lithuanian Innovation Centre	1,500.00	Bid-at-three
117	Premises, catering, etc. for regional Project Closing Conference - PP6 71 / 100 characters	No	6.7 Project closing conferences in all target regions	6. Kouvola Innovation Ltd.	3,000.00	Bid-at-three
118	Premises, catering, etc. for regional Project Closing Conference - PP8 71 / 100 characters	No	6.7 Project closing conferences in all target regions	8. Hamburg Institute of International Economics (HWWI)	3,000.00	Bid-at-three
119	Premises, catering, etc. for regional Project Closing Conference - PP9 71 / 100 characters	No	6.7 Project closing conferences in all target regions	9. Business Aabenraa	3,000.00	Bid-at-three
<b>Total</b>					257,950.00	





## 6.2 Equipment

Item No.	Category		Investment item?	Group of activities no.	Contracting partner	Planned contract value	Planned award procedure
	Category	Additional Specification					
1	<input type="text" value="Please select"/>	<input type="text"/> 0 / 100 characters	<input type="text" value="Select"/>		<input type="text" value="Please select"/>	<input type="text" value="0.00"/>	<input type="text" value="Please select"/>
	<b>Total</b>					<input type="text" value="0.00"/>	

There is no investment selected.

#### 6.4 Expenditure for specific project activities (e.g. expenditure for large research activities on sea etc.)

This section is activated only in the exceptional cases defined in the Programme Manual and after a successful consultation with the JS.

#### 6.5 Breakdown of planned project costs per budget line & per partner

Partner	BL1 - Staff costs	BL2 - Office & administration	BL3 - Travel & accommodation	BL4 - External expertise & services	BL5 - Equipment	BL6 - Infrastructure & works	BL7 - Specific project activities	Total project budget
PP 1 - Bialystok University of Technology	220,050.00	33,007.50	53,320.00	21,500.00	0.00	0.00	0.00	327,877.50
PP 2 - Podlaska Regional Development Foundation	85,500.00	12,825.00	23,680.00	6,200.00	0.00	0.00	0.00	128,205.00
PP 3 - Vidzeme Planning Region	113,400.00	17,010.00	42,360.00	52,000.00	0.00	0.00	0.00	224,770.00
PP 4 - Valga Municipality Government	51,300.00	7,695.00	15,580.00	26,750.00	0.00	0.00	0.00	101,325.00
PP 5 - Public Institution Lithuanian Innovation Centre	98,700.00	14,805.00	28,540.00	59,500.00	0.00	0.00	0.00	201,545.00
PP 6 - Kouvola Innovation Ltd.	201,600.00	30,240.00	23,680.00	21,500.00	0.00	0.00	0.00	277,020.00
PP 7 - Ministry of Environmental Protection and Regional Development	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
PP 8 - Hamburg Institute of International Economics (HWWI)	158,400.00	23,760.00	18,820.00	46,500.00	0.00	0.00	0.00	247,480.00
PP 9 - Business Aabenraa	181,500.00	27,225.00	18,820.00	24,000.00	0.00	0.00	0.00	251,545.00
<b>Total</b>	<b>1,110,450.00</b>	<b>166,567.50</b>	<b>224,800.00</b>	<b>257,950.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>1,759,767.50</b>

There is no state aid relevant activity selected.

#### 6.7 Planned project budget per funding source & per partner

Partner	Country	Legal status	Funding source	Co-financing rate [in %]	Total [in EUR]	Programme co-financing [in EUR]	Own contribution [in EUR]
PP 1 - Bialystok University of Technology	PL	Bodies governed by public law	ERDF	85.00 %	327,877.50	278,695.87	49,181.63
PP 2 - Podlaska Regional Development Foundation	PL	Bodies having legal personality, but not fulfilling criteria i and/or iii under category b)	ERDF	85.00 %	128,205.00	108,974.25	19,230.75
PP 3 - Vidzeme Planning Region	LV	National (governmental), regional and local public authorities	ERDF	85.00 %	224,770.00	191,054.50	33,715.50
PP 4 - Valga Municipality Government	EE	National (governmental), regional and local public authorities	ERDF	85.00 %	101,325.00	86,126.25	15,198.75
PP 5 - Public Institution Lithuanian Innovation Centre	LT	Bodies governed by public law	ERDF	85.00 %	201,545.00	171,313.25	30,231.75
PP 6 - Kouvola Innovation Ltd.	FI	Bodies governed by public law	ERDF	75.00 %	277,020.00	207,765.00	69,255.00
PP 7 - Ministry of Environmental Protection and Regional Development	LV	National (governmental), regional and local public authorities	ERDF	85.00 %	0.00	0.00	0.00
PP 8 - Hamburg Institute of International Economics (HWWI)	DE	Bodies having legal personality, but not fulfilling criteria i and/or iii under category b)	ERDF	75.00 %	247,480.00	185,610.00	61,870.00
PP 9 - Business Aabenraa	DK	Bodies governed by public law	ERDF	75.00 %	251,545.00	188,658.75	62,886.25
Total ERDF					1,759,767.50	1,418,197.87	341,569.63
Total					1,759,767.50	1,418,197.87	341,569.63

#### 6.8 Spending Plan - per reporting Period

	EU partners (ERDF)	Total
Period 1 [Month 1-6]	325,022.12	325,022.12
Period 2 [Month 7-12]	321,422.12	321,422.12
Period 3 [Month 13-18]	404,452.02	404,452.02
Period 4 [Month 19-24]	246,981.27	246,981.27
Period 5 [Month 25-30]	288,455.02	288,455.02
Period 6 [Month 31-36]	173,434.95	173,434.95
Period 7 [Month 37-42]	0.00	0.00
Total	1,759,767.50	1,759,767.50

#### 6.9 Net-revenues

No.	Project Partner	Description	Amount [in EUR]	Source of revenues
1	<input type="text" value="Please select"/>	<input type="text"/> 0 / 100 characters	<input type="text" value="0.00"/>	<input type="text"/> 0 / 100 characters



## 7. Preparation costs

### 7.1 Preparation Costs

Would you like to apply for reimbursement of the preparation costs?

Yes

### 7.2 Other EU support of preparatory cost

Did you receive any other EU funds specifically designated to the development of this project application?

No

### 7.3 Payment request to reimburse Preparation cost

The project herewith applies for reimbursement of the preparation cost.

This reimbursement is based on a lump sum which means that no real cost have to be certified by the first level controller. Please note that for the lump sums no accounting documents proving expenditure will be required by the Programme. The only preconditions to receive this lump sum payment are:

- the approval of your application;
- the conclusion of the subsidy contract;
- no double financing of the preparation cost.

PP no.	PP name/country	Total cost	Co-financing rate	Reimbursement	Fund
1	Politechnika Białostocka (PL)	4,000.00	75%	3,000.00	ERDF
2	Podlaska Fundacja Rozwoju Regionalnego (PL)	4,000.00	75%	3,000.00	ERDF
3	Vidzemes plānošanas reģions (LV)	2,000.00	75%	1,500.00	ERDF
4	Valga Vallavalitsus (EE)	2,000.00	75%	1,500.00	ERDF
5	VSI Lietuvos inovacijų centras (LT)	2,000.00	75%	1,500.00	ERDF
6	Kouvola Innovation Oy (FI)	2,000.00	75%	1,500.00	ERDF
7	DELETED (LV)	0.00	75%	0.00	ERDF
8	Hamburgisches WeltWirtschaftsInstitut gemeinnützige GmbH (HWWI) (DE)	2,000.00	75%	1,500.00	ERDF
9	Business Aabenraa S/I Erhvervenes Hus Aabenraa (DK)	2,000.00	75%	1,500.00	ERDF
<b>TOTAL</b>		<b>20,000</b>	<b>75%</b>	<b>15,000</b>	

### 7.4 Bank information

Name of the bank	Bank PEKAO SA	
Address	Rynek Kosciuszki 7	
Country & Town	Poland	Białystok
IBAN	PL40124011541978001016689197	
BIC (S.W.I.F.T.-Code)	PKOPPLPW	
Internal reference	n/a	
Holder of the account	Białystok University of Technology	
Address	Włajska 45A	
Country & Town	Poland	Białystok