

DGINFSO – C2

Strategy for ICT Research and Development

**Study on Innovative ICT SMEs in
Europe (EU 25)**

Final Study Report (5.3)

ANNEX II - METHODOLOGY

IDC EMEA

October 31st, 2007

The opinions expressed in this Report are those of the authors
and do not necessarily reflect the views of the European
Commission.

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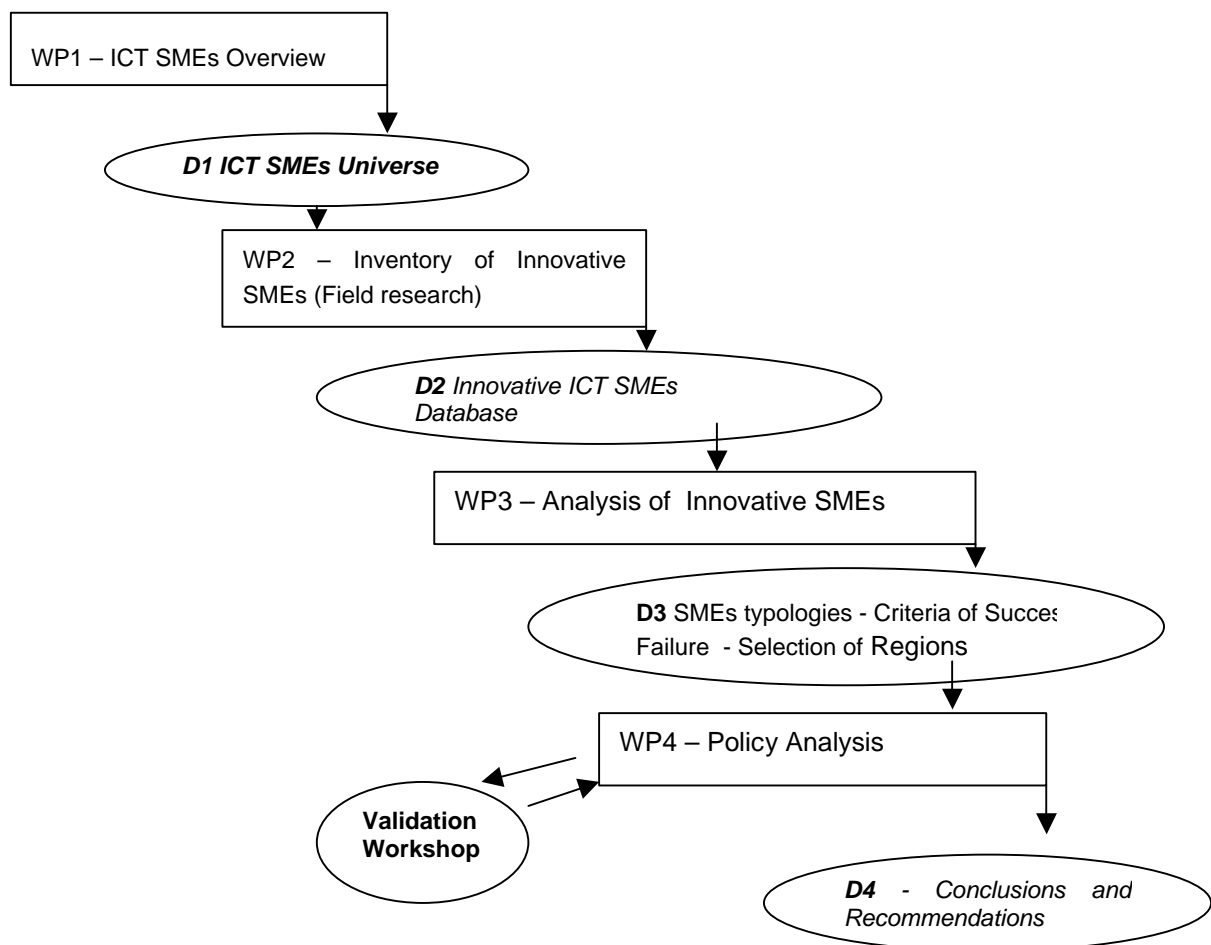
1 Methodology

1.1 Methodological Approach

The study used a combination of desk research, quantitative-qualitative field research methodologies, and a variety of elaboration and analysis methodologies, according to best practice in socioeconomic research. The work plan was articulated in 4 work packages corresponding to the main phases of analysis, plus a Management and Integration work package covering the entire duration of the study.

Each work package produced a deliverable with the main results. Each deliverable was peer-reviewed by the other members of the study team to insure quality control.

Figure 1: Study Workflow



Source: IDC 2006

1.2 Overview of ICT SMEs

The Overview of the universe of European ICT SMEs is presented in Deliverable 1. It builds on analytical, statistical and quantitative desk research. The statistical sources of OECD and EUROSTAT have been used, covering most of the 25 EU countries and their regions. The deliverable was produced by UNU-MERIT researchers Theo Dunnewijk and Kaushalesh Lal. As foreseen by the workplan, the deliverable was internally reviewed by Paolo Roberti and Andrea de Panizza of ISTAT, who provided comments and suggestions, taken into account in the final version of the study.

1.3 Field Research: the Study Survey

The study team carried out a CATI survey in the 25 MS in the period October 2006 -February 2007. The survey was targeted to the population of ICT SMEs between 2 and 250 employees, corresponding to the EC threshold for SMEs. The sectors targeted include the main Information and Communication Technologies industries, from Manufacturing to Services industries (identified on the bases of NACE 1.1 codes). The survey produced 1238 complete interviews distributed by EU Member State and by industry sector, as shown in the following exhibits. The survey was carried out in each country in the national language and was coordinated by IDC CEMA, subsidiary of IDC for Central and Eastern Europe, Middle East and Africa.

The questionnaire is attached to this report.

The call centres carrying out the interviews contacted a total of 19.410 enterprises by telephone, starting from lists of ICT SMEs. The SMEs who responded positively to the screening questions and accepted the interview were included in the sample. Overall, 19410 enterprises were contacted and 1241 interviews were completed (3 were eliminated in the following phase for various reasons). This corresponds to an average response rate of 6.4%.

The screening questions were the following ones:

1. Does your enterprise invest in internal or external Research and Technological Development?
2. Did your enterprise introduce relevant product or service innovation in its offering in the last year?
Please take into your consideration also innovation for your company not necessarily for the market.

Enterprises were considered eligible for the survey if they answered **yes to both questions** or **at least to question n.2**. In other words, **ALL the enterprises of this survey can be considered innovative**, because they declared to have introduced product/service innovation in the last year. This definition of innovation is used also by the Community Innovation survey. **A majority of enterprises (84%) answered yes to the first question (RTD investments) as well**, even if it was expected that SMEs are less likely to invest in research.

The survey was monitored and it was stopped in each country when the predefined quotas for the national samples were reached.

The survey used the following quotas:

- Quota by country: number indicated in the following exhibit
- Soft quota for company size: Micro and Small (under 50 employees): 50%, vs. Medium sized (over 50 employees): 50%
- Soft quota for sector: NACE 30.02 and NACE 72 more important

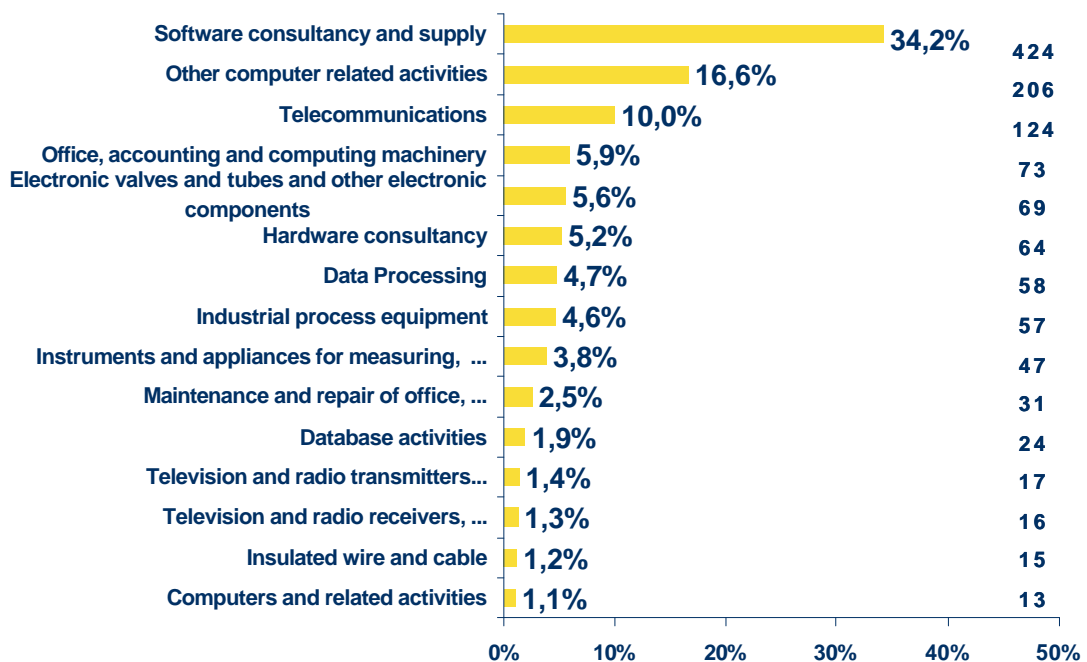
The “soft quota” is a quota with a margin of flexibility, which does not have to be rigidly respected (for example it can be 48% instead of 50%). Quotas are managed by adjusting the screening criteria during the survey. If for example in a given country the survey achieved the right number of micro and small enterprises but not of medium enterprises, eligibility criteria would be adjusted and interviews would continue accepting only medium enterprises until the right number would be reached.

Exhibit 1: Inventory of Innovative ICT SMEs: Distribution by Country

Country	ICT SMEs number	Country	ICT SMEs number
Austria	51	Latvia	30
Belgium	50	Lithuania	30
Cyprus	30	Luxemburg	30
Czech Republic	30	Malta	30
Denmark	50	Netherlands	48
Estonia	30	Poland	30
Finland	50	Portugal	30
France	100	Slovakia	30
Germany	100	Slovenia	30
Greece	30	Spain	100
Hungary	30	Sweden	50
Ireland	50	United Kingdom	100
Italy	99	TOTAL	1238

Source: IDC 2007

Figure 2: Distribution of Innovative ICT SMEs by sector (% of total respondents)Source: IDC 2007



The target person for the interview was the General Manager or Entrepreneur / or R&D Director / or Technical Director (CTO). As indicated in Figure 7 of the Final Report, 59% of respondents are either top managers or the owner himself, while the others are top managers of RTD functions. The respondents are therefore in the right position to answer the questionnaire.

1.4 Production of the Inventory Database

The IDC team produced an Inventory Database in Microsoft Access with a search interface developed ad hoc. The goal was to provide an effective tool for the use by Commission officers. Of course users experts of Access can still prepare their own queries and navigate the database independently from the interface.

The IDC team:

- Selected the main search keys on the basis of the elaboration of survey answers and relevance
- Developed the Reports layout for printing
- Revised and edited all the answers for the Reports to adapt them to browsing/reading

The database contains 1238 records, each one corresponding to an ICT innovative enterprise. Their distribution by country is reported in ex.2. The number of the records in the database corresponds to the interviews carried out in the telephone survey, based on screening questions to identify truly innovative enterprises.

The interviewees were asked to declare their willingness to be included in the Inventory (either anonymously or not: this may make a difference for their willingness to reveal sensitive performance data). As a result the database contains anonymous and non-anonymous enterprises, as shown in Exhibit 2, according to the approval policy. The anonymous enterprises are registered with the name of the country and a number (ex. Austria 1, etc.).

Exhibit 2: Inventory of Innovative ICT SMEs: share of anonymous records

Total Number of Enterprises / records in the database	1.238
Records with Company Name + approval to be quoted	583
Records with Company Name + lack of approval to be quoted	423
Records without Company Name + lack of approval to be quoted	157
Others (DK/NA)	75

Source: IDC 2007

The user-friendly Search Interface was developed by IDC (see Figure 6) selecting 10 main parameters as search keys for the navigation. They were selected on the basis of their relevance and their explanatory power. The users can select a group of enterprises out of the database using 1 or more of the search keys. Each search key can be selected or not: for example if no country is selected,

enterprises from all EU countries will be included. All keys are selectable by clicking with the mouse. It is possible to select more choices keeping the CTRL key pressed. In order to cancel choices previously clicked one must click again on the selected row, or click on the “reset all” key to clear the screen.

The search keys are the following ones.

Description variables: these search keys concern the main characteristics describing the enterprise/s.

a. Company name

This search key allows finding a specific company, in the case that the user has the name of the company. Otherwise the key can be used also to find the company whose names start with a letter or a combination of letters.

b. Country

This search key allows searching the database by selecting the country to which companies belong. The countries are 25. It is possible to select more than one Country at the same time (i.e.: France AND Cyprus), simply by clicking with the mouse and keeping the CTRL key pressed.

c. Company size

This search key allows searching the database by selecting the size class to which companies belong. The size classes are four:

- 2 to 9 employees
- 10 to 49 employees
- 50 to 99 employees
- 100 to 249 employees

It is possible to select more than one Size class at the same time (i.e.: 10 to 49 employees AND 50 to 99 employees), simply by clicking with the mouse and keeping the CTRL key pressed.

d. Sector/ NACE Code

This key allows extracting from the database the companies according to their industry sector, based on the NACE code (declared during the interview). The enterprises have also been divided in two main groups, MANUFACTURING and SERVICES because this is one of the most important variables affecting their innovation strategies and choices. These two main group have been constructed aggregating the enterprises with the corresponding NACE codes.

e. Turnover

Enterprises were asked to declare their overall turnover for the year 2005, or to place themselves in a class of turnover amounts. The search key allows to select one or more classes of turnover: the printed report shows the actual amount, if the company declared it.

f. Main Target Market

Enterprises declared their main target market out of a list of 7 possible choices. This is a checkbox where multiple choices are allowed (by clicking CTRL key).

Performance variables: describing the growth or absence of growth of the enterprises, to divide successful from less successful ones.

g. Sales Dynamics (last 3 years)

Enterprises were asked to define their sales dynamics in the last 3 years, ranging from high growth to high decline, with 7 possible degrees. This is a drop down menu, and the user can select only one of the 7 options.

h. Profitability Dynamics (last 3 years)

Enterprises were asked to define their profitability dynamics in the last 3 years, ranging from high growth to high decline with 7 possible degrees. This is a drop down menu, and multiple choice is not allowed.

Research and Innovation Strategies Variables

i. Main Technological Area

Enterprises classified themselves in 6 main technological area targeted by their R&D activities. This is a checkbox where multiple choices are allowed (by clicking CTRL key).

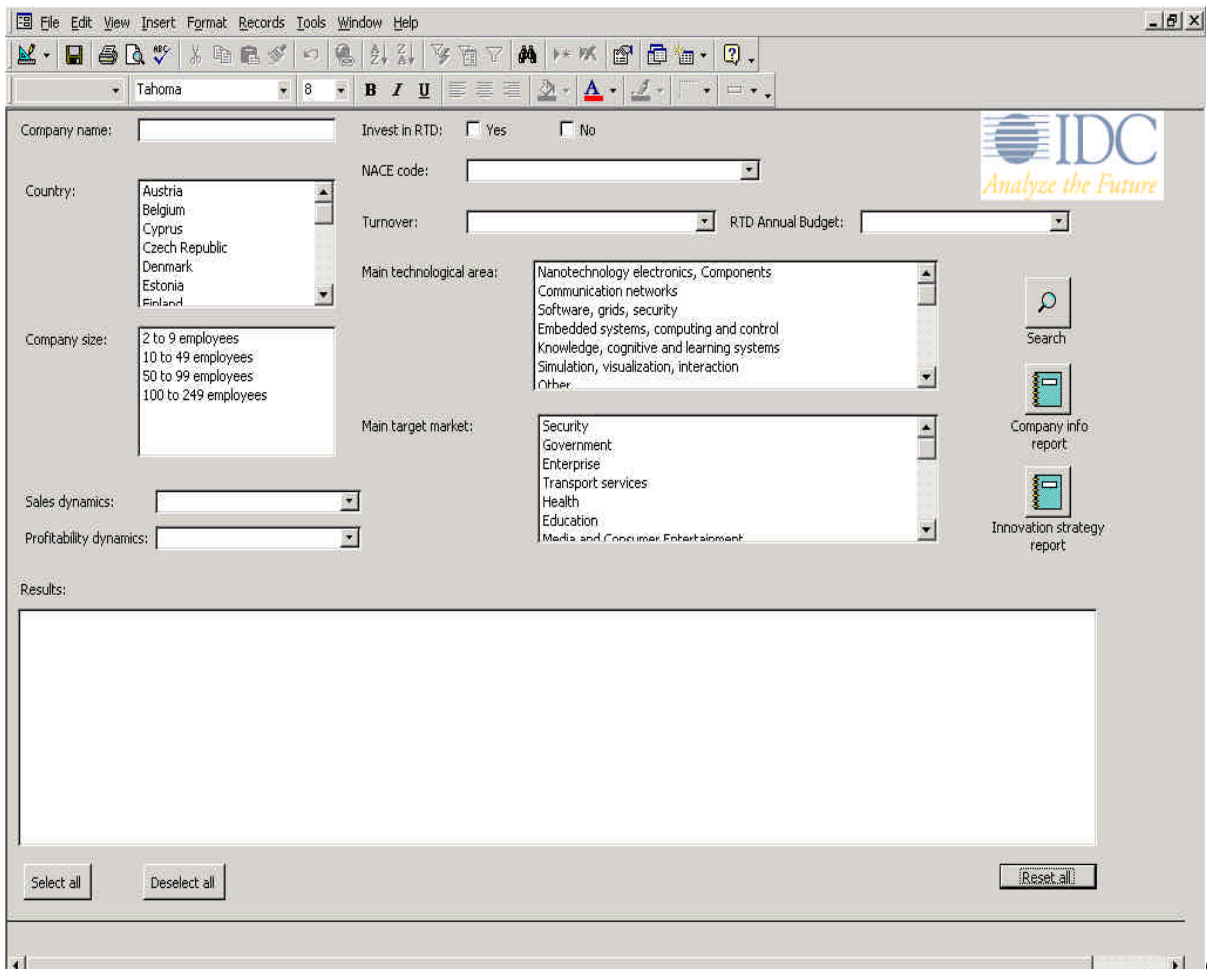
j. Investment in Research and Technology Development (RTD)

This search key is a simple yes-no variable distinguishing between enterprises who declared to invest in RTD and those who develop innovation without an institutional investment.

k. RTD Annual Budget

This key selects the enterprises, which declared to invest in RTD classified by the size of their investment. This is a drop down menu, and multiple choices are not allowed. If the user wants to include all the enterprises of the database investing in RTD it is sufficient to click yes on the previous search key.

Figure 3: Database User Interface



1.5 Field Research: the Stakeholders Interviews

The interviews were carried out in the period October 2006-February 2007 by IDC Italy, IDC CEMA and Merit researchers, covering all the EU 25 Member States as requested by the contract with additional interviews were possible and important. The total number of interviews carried out is 29. The list of interviewees is reported in the table below, while the interview report are presented in Annex II.

The organizations targeted for the interviews were selected among the most representative in each country of ICT SMEs issues and policies. Their eligibility was based upon their ability to respond to the issues of the study and their knowledge of the relevant economic context.

The stakeholders fall mainly into the following categories:

- SMEs associations and networks,
- ICT industry association and networks,
- National research/SMEs funding agencies with a specific competence on innovative SMEs (venture capital funds, etc.).

IDC Italy prepared a Stakeholders' Interviews Guide (included in Annex IV) detailing the main topics of the interview and carried out the appropriate briefing to the researchers engaged in the interviews. A Letter for the Stakeholders (Annex III) was also prepared in order to present the survey to all the targeted contacts, as well as a letter by the Commission confirming the study. Nevertheless the interviews were very difficult to carry out and in most cases it was necessary to contact 4-5 persons before reaching the right one. It was also very difficult to convince the targeted persons to give some of their time to the interview.

In addition, the study team components carried out some desk research on the industry and policy environment for innovative ICT SMEs in each Member State in order to complete the information received by the interviewees.

The final output is a brief report for each Member State structured as follows:

1. Characteristics of the local innovative ICT population

A brief description of the ICT industry in the country, the relative weight of SMEs and their degree of innovativeness. This includes also the main characteristics of the national population of ICT SMEs (dynamics, concentration in some technological area/ target market).

2. Presence of ICT clusters

The issues covered are the possible presence of ICT clusters in the country and/or of aggregations of ICT companies in specific regions/geographical areas, or their networks. If possible, the interviewees were requested to point out "champion" ICT SMEs or cases of failure.

3. Economic context

A description of the economic climate in each analyzed country, investigating whether it is favorable or not to the birth and growth of innovative ICT SMEs. The main success factors or barriers for their development are also investigated, such as lack of funding, lack of specialized personnel, lack of business ability in the researchers/ high tech personnel; regulation on patents and intellectual property, lack of cooperation between university/ research centers and enterprises.

4. Main policies and measures addressed to ICT SMEs

The interviewees described the policy context for innovative ICT SMEs, pointing out whether the birth and development of ICT SMEs is or is not a policy priority and mentioning the main policies. The opinions of the stakeholders on the effects of these policies are reported, as well as a description of the main policies (as much as possible).

Table 1: List of Stakeholders Interviews

Country	Name	Position	Organization
Austria	Mr. Mag. Alfred Radauer	Project Manager Innovation and Technology	KMU Forschung Austria (Austria Institute for SME Research)
Belgium	Serge Kalitventzeff	NICT Business Unit Manager - Department of Technology & Innovative Projects	The Brussels Enterprise Agency
Cyprus	Panicos Masouras Andreas Kashiouris Andreas Hadjioannou	Secretary President Vice President	Cyprus Computer Society
Czech Republic	Michal Zalesak	Manager, Get IT Project	Economic Chamber of the Czech Republic
Denmark	John Sarborg Perdersen	Chief Advisor of Dansk Industri	Confederation of Danish Industries
Estonia	Vaho Klaamann	Member of the Supervisory Board Head of Electronic Communications Unit	Estonian Association of Information Technology and Telecommunications
Finland	Mrs Anri Kivimäki	Technology Development Expert/ Tekes facilities	TEKES
France	Anne Darnige	Technology Direction and sectorial animation/Multimedia and Innovate Services	(OSEO ANVAR)
Germany	Dr Jens Mundhenke Mr. Martin Lüttke	Head of Department, SMEs and Start-ups Wirtschaftsförderung Paderborn GmbH	BITKOM Technologiepark 13
Greece	Dr. Aggelos Tsakanikas	Research Associate	Foundation for Economic and Industrial Research
Hungary	Szabolcs Kátai	EU Relations Director	Association of IT Companies

Ireland	Gerard O'Brien	Economist	Enterprise Ireland
Italy	Chiara Pennasi	Director	BIC La Fucina
France	Anne Darnige	Technology Direction and sectorial animation/Multimedia and Innovate Services	(OSEO ANVAR)
Germany	Dr Jens Mundhenke Mr. Martin Lüttke	Head of Department, SMEs and Start-ups Wirtschaftsförderung Paderborn GmbH	BITKOM Technologiepark 13
Greece	Dr. Aggelos Tsakanikas	Research Associate	Foundation for Economic and Industrial Research
Hungary	Szabolcs Káтай	EU Relations Director	Association of IT Companies
Ireland	Gerard O'Brien	Economist	Enterprise Ireland
Italy	Chiara Pennasi	Director	BIC La Fucina
Italy	Stefano Micelli	Director	TEDIS Center
Latvia	Lauris Linabergs	Managing Director	Latvian Information Technology and Telecommunications Association
Lithuania	Vilma Misiukoniene	Manager for European Affairs	Infobalt
Luxembourg	Diego Debiasio	Manager Technoport	Luxembourg
Malta	Karl Herrera	Manager, Enterprise Support	Malta Enterprise
The Netherlands	Arnoud Muizer	Senior Account manager Innovation	the Netherlands
Poland	Igor Jelinski	Innovative Enterprise Research	Polish Confederation of Private Employers Lewiatan
Portugal	José António Feu ¹	National Delegate to eBSN Director of CPE-Business Competitiveness Service	Ministry for Economy and Innovation Directorate General for Enterprise
Slovakia	Peter Kopkáš	Project Manager, ICT Sector	Business Innovation Centre Bratislava
Slovenia	Samo Zorc	State Undersecretary	Directorate for Information Society, Ministry of Higher Education, Science and Technology

¹ Mr Feu sent documentation but did not answer the interview as such

Spain	Mr Julian Sesena	Executive VP	AETIC
Sweden	Jonas Wallberg	Head of Department, Information and Communications Technology Department	VINNOVA
UK	Christopher Moir	Director - Industry, Economics and Statistics	DTI

1.6 Research on International Policies

The review of India and USA policies for innovative ICT SMEs were carried out on the basis of desk research and interviews by the following researchers:

USA: Elena Vaciago, IDC Italia

India: Adite Chatterjee, Indian researcher

1.7 High Fecundity and Low Fecundity Regions Model Methodology

We report here a synthesis of the methodological approach for the high fecundity – low fecundity regions model. For a more extended discussion, see D.4.2 “Policies for Innovative ICT SMEs”, chapter 4.

To carry out the analytical work presented in this chapter, fecundity is defined as incidence ICT SMEs and is proxied/measured by the z-transformed sum of the z-transformed fertility and contextual quality. This transformation is deemed desirable to obtain a good approximation of the (probability) distribution function of fecundity. Its advantage is that the z-transformation permits to produce ordinal scores out of cardinal ones, which indeed would be more difficult to handle for reasons that need not to be explained. In general², results range from -3.5 (worst) to +3.5 (best).

1.7.1 Fertility defined

Fertility can be proxied as the incidence of employment in a certain sector of economic activity, corrected for the incidence of SME’s and quality of the product measured by labour productivity apart from some size correction factors.

$$FERT_{ij} = (EMPL_{ij} / EMPL_i) * SME_i * LP_j * \ln(\sum EMPL_i) * \ln(\sum ENTR_i)$$

EMPL_{ij} = Employment in region i and sector j

EMPL_i = Employment in region i

SME_i = the share of SME in the region (assumed to be equal to the share of SME in the country)

LP_j = labour productivity in sector j

SEMP_i total employment in the region in manufacturing (or services)

² If the probability distribution is symmetric, which is not always the case.

SENTR_i total number of enterprises in the region in manufacturing (or services)

The first term on the right hand side of this equation gives the ratio of employment in sector j in region i to total employment (in manufacturing or services) in region i. The second and third term SME_i and LPI tells us about the share of ICT SMEs in the sector in national value added and the relative labour productivity of the sector to total national labour productivity in sector j respectively. Finally the two utmost right terms in the equation take into account the size of the sectors in the regions measured with both employment and number of firms. The size of the region needs to be taken into account because small regions can specialise further and easier than large regions. Therefore small regions have to be penalised because of the easier specialisation compared with large regions. However it remains uncertain if this penalisation is adequate enough. Despite this problem we can proceed and stay aware of the fact that regions that are highlighted have to be of a “proper” size.

1.7.2 Quantifying contextual quality in European regions.

The proxy measure of contextual quality referred to above is seen to have two basic ingredients which can be deemed relevant for science based clusters: the supply of highly educated personnel and a high incidence of public and private R&D activities. The interaction and incidence of ICT enterprises with their environment determines the quality of this regional economy. A simple and practical measurement of contextual quality of a region can be found in terms of the ratio of R&D expenditure (by businesses as well as government) to the regional product and the share of tertiary educated population in total educated population. An arithmetic mean of the Z-transformed variables (as an approximation of their probability distribution functions) defines the aggregate concept of contextual quality, which of course is a knowledge indicator.

$$Z(CQ) = Z(Z(RD/Y) + Z(edu3/edut))$$

- CQ = contextual quality, RD = total R&D expenditure, Y = Regional Product
- edu3= population aged over 15 years with tertiary education - levels 5-6 (ISCED 1997)
- edut = population aged 15 and over all levels of education attained
- Z(edu3/edut) = z-transformed share of tertiary educated people
- Z(RD/Y) z-transformed R&D expenditure as percentage of gross regional product
- Z(CQ) z-transformed contextual quality

1.7.3 Empirical analysis

The empirical analysis is based on EUROSTAT regional structural data and aims at ordering the regions with regard to the opportunities for ICT SMEs to establish in a certain regions and stay there. Hampered by data availability the period under consideration is the average of 2002-2003. Our interpretation of the theory is that there are good reasons to assume that high fecundity regions exhibit not only a relatively large numbers of ICT SMEs (high density), but also a high contextual quality. Moreover, high fecundity in ICT manufacturing industries is closely connected with high fecundity in ICT services industries.

1.7.4 Methodology

The methodology that has been followed stems from a three pronged approach. Firstly contextual quality is calculated for the regions in EU25. Second, regions are ranked according to their score with respect to fecundity for the main ICT industries. As seen above, fecundity is fertility plus contextual

quality following the relation in paragraph 5.2. Fertility is calculated using the dataset derived from EUROSTAT sources. This dataset contains the number of ICT SMEs enterprises by sector and the employment in these enterprises in the EU25 regions. Labour productivity and size class distribution is only known for the industries at the country level. So the implicit assumption is that these national averages are relevant for the regions as well. These variables lead to the calculation of ICT manufacturing and ICT services industries fertility of the EU regions. Contextual quality is calculated on the basis of information on total (i.e. government and business) R&D intensities and tertiary educational attainment in the regions.

Fecundity is understood here as based on fertility and contextual quality as explained above. High fecundity regions differ from low fecundity regions not only in the incidence of ICT SMEs but also, although in a different degree, in the incidence of contextual quality.

The ICT fertility data is aggregated in two groups of sectors, ICT manufacturing vs. ICT services industries. ICT manufacturing consists of all ICT manufacturing sub sectors (NACE30, 32, 33) while ICT services consist of computer and other services (NACE72) and excludes the telecommunications sector, because of its different market conditions and poor data coverage. Earlier elaborations of this model showed that disaggregation beyond this level resulted in considerable weak results.

The research questions we pose here are:

- Can we rank the EU regions according to their capacity to home ICT SMEs and provide these ICT SMES with favorable conditions for conducting their business in the region?
- How does regional fertility with regard to ICT SMEs depend on contextual quality?
- Is there any complementarity between fecundity of ICT manufacturing and fecundity in ICT services?
- What are the spin-offs in high/low fecundity regions? If any are they dependent on contextual quality?

We start with assessing contextual quality, and then we rank the regions according fecundity in ICT manufacturing and ICT services industries. In the next steps the dependence of fertility and contextual quality will be assessed. Finally the differences between high/low fecundity, high low fertility and high low contextual quality regions will be shown.

1.8 The EU Case Studies

The IDC study team selected the case studies on the basis of their presence in the regions with very high or very low fecundity of ICT SMEs and their value for the analysis. Each case study was prepared on the basis of desk research and interviews with a minimum of two stakeholders for each cluster. The list of interviews and main sources for each case study is reported below.

The responsibility for the case study was assigned as follows:

Cambridge – IDC Italy (telephone interviews)

Etna Valley – IDC Italy (face to face interviews)

Kista Science City, Stockholm: IDC Nordics

Israel – IDC Israel

The team prepared an interview guide and a case study template. The case studies were sent to the interviewees for a final check.

1.8.1 Main sources: Case study Etna Valley

OCSI, Osservatorio competitività e Sviluppo Imprenditoriale, Report Sud-Est Sicilia, Year 1-N.1

Carmela Schillaci, Cristina di Gesù, Chiara Di Guardo, Microelettronica e imprenditorialità verso lo sviluppo di un polo hi-tech nell'area catanese, Economia & Management, gennaio 2001

Santangelo G. D., FDI and Localised Spillovers in Peripheral areas: the role of location motives and market relationships in Etna Valley, 2005

Patto per Lo Sviluppo del Distretto Produttivo Etna Valley Catania, Regione Siciliana - Assessorato Regionale della Cooperazione, Commercio, Artigianato e Pesca Decreto n.152 dell'1/12/2005 (GURS n. 57 del 30 dicembre 2005) - Criteri di individuazione e procedure per il riconoscimento dei "distretti produttivi" previsti dall'articolo 56 della Legge Regionale n.17/2004

Relevant websites

<http://www.etnavalley.com/>

<http://www.st.com/stonline/index.htm>

<http://www.unict.it>

<http://site.mi-sg.com/index.htm> (Meridionale Impianti)

<http://www.marconimpianti.it/> (Marconi Impianti)

<http://www.phoenixelettronica.it/index.htm> (Phoenix Elettronica)

<http://www.l488.it/>

<http://www.etnahitech.it/>

List of interviews

- Prof. Carmela Schillaci, Catania councillor for Development and Industry
- Mrs. Elena Vecchio, Consorzio Etna Hi-Tech (former head of the Area Marketing plan by Investiacatania)
 - Prof. Lorenzo Vita, University of Catania
 - Prof. Alberto Faro, University of Catania
 - Mr. Marcello Messina, Province of Catania
 - Mr. Luigi Grasso, Datanet
 - Mr. Salvo Raffo, Meridionale Impianti

1.8.2 Case study - Cambridge

Cambridge Technopole Report, Summer 2006

Clustering and economic complexity — regional clusters of the ICT sector in the UK. David Charles, Paul Benneworth, 1999

Innovation Champions Network: The Cambridge Cluster Description. Alan Barrel, 2004

LibraryHouse (2006). The Impact of the University of Cambridge on the UK Economy and Society

LibraryHouse (2004). Flight to quality: The Cambridge cluster report 2004, LibraryHouse, Cambridge, UK.

Notes on technology transfer activities at the University of Cambridge. David Probert, Céline Druilhe and Tim Minshall, 2003

The Advantage of the Cambridge Area and the Value of Partnership”, presentation of Peter Hewkin (CEO, Cambridge Network), 2007

The Cambridge Phenomenon Report. Segal Quince & Partners, 1985

UK Productivity and Competitiveness Indicators 2003, DTI Economics Paper No. 6, November 2003

List of interviews

- Shirley Jamieson, Cambridge Enterprise Limited, Head of Marketing,
- Peter Hewkin , Cambridge Network, CEO

1.8.3 Case study - Kista

Facts: ICT Cluster, Kista Science City 2006

IT-Företagsindikatorn maj 2007, IT-Företagen 2007

Rapport: En växande vetenskapsstad, Kista Science City 2006

Rapport: Infrastruktur, Kista Science City 2006

Verksamhetsberättelse, Kista Science City 2004-2006

Relevant websites

<http://www.kista.com/> (Kista Science City)

<http://www.innovationsbron.se/> (Innovationsbron)

<http://www.stingcapital.com/> (Sting Capital)

<http://www.stockholminnovation.com/> (Stockholm Innovation & Growth)

List of interviews

- Nils-Erik Selin, CEO Kista Science City AB
- Pär Hedberg, CEO Sting Capital AB

1.9 The Validation Workshop

Given the complexity of the policy analysis, the study team decided to carry out a one-day validation workshop with a small group of 4-5 multidisciplinary experts to discuss the main results and policy conclusions of the study. The workshop is a more interactive way to carry out a peer review of results, including also of course the Commission steering Committee. The main goals of the workshop therefore are:

- Presentation of the results of the Analysis of data and Analysis of Policies for Innovative ICT SMEs.

- ☒ Presentation of the selected Case studies of Best Practice Policies.
- ☒ Presentation of the Draft Recommendations on Best Practice Policies for Innovative ICT SMEs.
- ☒ Discussion and feedback from the experts.

The workshop Policy Challenges for Innovative ICT SMEs was held in Bruxelles, on July 31st 2007, in Avenue De Beaulieu 25, 1st floor Meeting room.

The experts invited have been selected as first-class, recognized experts in the market research, statistical analysis and innovation policies analysis fields. They present a good range of competences and the ability to provide a valid feedback to the workshop. The experts who have accepted to participate are the following ones:

- ☒ Tony Clayton, Director Economic Analysis, Office for National Statistics, UK , well known expert of the development and impacts of Information Society issues;
- ☒ Elena Navajas, Information Society Unit, IPTS, whose research interest regard regional development and innovation;
- ☒ Hannes Selhofer, empirica, eBusiness Watch project manager, the project analysing European businesses use of ICT by sector for the last 5 years, as well as ICT supply-demand dynamics;
- ☒ Vincenzo Spiezia, Senior Economist, Head, Information and Communication Technologies Unit, Directorate for Science, Technology and Industry, OCDE.

The methodology and the criteria of elaboration of the survey were appreciated and considered of good quality by the experts. Therefore the considerations drawn by the study team were mainly accepted by the experts and considered valid on the basis of the data gathered.

Positive results of this phase of the work, in the experts' opinions were:

- ☒ The production of original data on innovative ICT SMEs, which is quite rare, including aspects such as the size of RTD budgets and the networking activities.
- ☒ The quality of the database resulting from the survey;
- ☒ The structure of the questionnaire, allowing to investigate the characteristics of SMEs, their RTD activities and their innovation behaviour, exploring their links and correlations. Mr Spiezia appreciated specifically the distinction between continuous and occasional innovators.
- ☒ The confirmation in the data of the links between research activities, growth and performance of innovative SMEs.
- ☒ The fact that there is a population of innovative iCT SMEs who can be targeted by EU policies and research programmes in order to support them and maximise their positive influence on growth and competitiveness.

The experts suggested that the study value added should be in drawing conclusions and lessons learned about the best practice policies, rather than presenting general recommendations about innovation policies. Rouhana agreed with this approach since this is not a policy study, but a study with the goal to present new evidence and draw understanding from it.

