BUSINESS DEVELOPMENT THROUGH EU PROJECTS

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Manager of development projects
International projects in Tallinn City
Enterprise Board

- Since 2001 14 projects with total costs 93 milj EEK
- 41 085 milj EEK +(51.9milj EEK) (including 1 Technology Park's, 3 Tourism Office, projects)

- TCEB : Coordinator in 8 projects and in 6 co-partner

- TCEB Co-financed 4.86 milj EEK
Business development projects

- Project based activities:
- Local projects
  - Entrepreneurship day in Tallinn,
  - Mentor Club,
- Fairs and co-operation events with Chamber of Commerce, sectoral federations associations
- Youth projects—with the aim to raise entrepreneurial spirit, promotion of professions in the sector for youngsters—excursions to the companies, welding festival etc.

- International projects
- INNOMET, INNOCLUS, INNOACT etc
Financial resources

- Interreg IIIA, IIIB
- Phare CBC SPF 2001, 2002
- Phare ESC 2003
- Leonardo Da Vinci
- Structural Funds: ESF- measures 1.3, 1.1
- 5. Framework
- Bilateral projects: Estonian-Flandria co-operation programme
Programme Development

SECTORAL PROGRAMME

INNOACT (ESF 1.3)
Activization of unemployed people

INNOCLUS I, II (Phare CBC)
Clustering, networking

INNOMET I, II (Leonardo da Vinci, ESF 1.1)
Development of qualified workforce
INNOACT system

- Labour market situation analysis
  - Companies by region
    - Vacancies of professions in the companies
    - Needed professions in the companies
    - Needed qualifications
  - Educational institutions
    - Studying programs and courses
    - Qualifications
  - INNOACT
    - Arrangement of courses and qualification exams
    - Analysis

Tallinn Enterprise Board
The analysis of technological capabilities (INNOCLUS)

Description of technological capabilities (TC)

Groups of technological capabilities (1-10)

Types of technological capabilities

Types of machine tools

Parametrical description:
- \( B \) – max width of the processed part;
- \( L \) – max length of the processed part;
- \( H \) – max height of the processed part;
- \( d \) – max diameter of the processed hole

Cutting
- Welding
- Assembly
- Surface finishing
...

Turning
- Milling
- Drilling
...

Radial drilling
- Vertical drilling
...

B=630 mm
L=1200 mm
H=600 mm
D=36 mm
Cooperation with social partners

- Key partner in local level is Federation of Metal-Machine Industry in Estonia, Tallinn Technical University, Tartu City Administration
- International level good cooperation with Regional Council of South West Finland, Finnish Met, Turku Vocational Adult Centre, Stockholm Royal Institute etc

Why this sector- **Federation of Metal-Machine Industry**?
- Main sector in Estonian manufacturing industry
- 26% export of manufacturing industry
- Per year 2000 new work places
- 40,000 workers
- Innovative trends in sector
- Federation is very active partner
INTERNATIONAL PROJECTS (SF)

- "INNOMET II" – development of human resources in the metal-machine sector; development the innovative database model for adding innovation capacity of labour force and entrepreneurs of the metal engineering, machinery and apparatus sector; internet based model for vocational education
  - **PARTNERS:** 18 partners (including local municipalities, 9 vocational schools, universities); City of Tallinn as partner
  - **Budget:** 7,5 mln EEK (~480 thou EUR), 2005-2006

- "INNOACT" – activization of labour market in metal-, machinery, apparatus sector through training and issuing of qualification certificates, 300 unemployed people, 80 enterprises involved (Tallinn, Tartu, East-Estonia)
  - **PARTNERS:** City of Tartu, Federation of Estonian Engineering Industry, Virumaa College of Tallinn University of Technology
  - **Budget:** 5,2 mln EEK (~332 thou EUR), 2004-2005
INTERNATIONAL PROJECTS (INTERREG)

- “FINEST METNET” – strengthen the metal industry sector and its firms by establishing cross-border contacts, developing networking and cluster-building and personnel training. Ca 100 companies in Estonia and Western Finland.
  - PARTNERS: Turku Adult Vocational Education Centre, Federation of Estonian Engineering Industry, Tartu and Tallinn City governments
  - Financing: Interreg III A, budget 2,4 mln EEK (~154 thou EUR), 2002-2004

- “CONNECT BALTIC SEA REGION” – financial, technical and business development resources for creation and development of new high growth companies (new firms and jobs within the knowledge intensive economy)
  - PARTNERS: Oslo Business Region (leader), Connect Norway, Connect Sweden, Oslo Business Region, Connect Stockholm, Connect Denmark, Connect Estonia, Connect Latvia, Stockholm Economic Agency, Riga, Kaunas, Malmö, Copenhagen, Tallinn (as partner)
  - Financing: Interreg III B, budget 59 mln EEK (~3,8 mln EUR), 2002-2004
“BALTMETINVEST” – promotion of sustainable development of the Baltic metropolises through coordinated approach to investment planning (strategies) and management.

- PARTNERS: Riga, Tallinn and Vilnius

“BALTMETINNO” – developing complementary innovation strategies for Baltic Sea Region metropolises; creating joint innovation policy frame-work for the region; to identify and develop the regional, complementary growth clusters; to increase the competence and efficiency of the innovation systems.

- PARTNERS: Berlin, Copenhagen, Helsinki, Malmö, Oslo, Riga, St. Petersburg, Stockholm, Tallinn, Warsaw and Vilnius
OTHER PROGRAMMES (1)

FROM OTHER PROGRAMMES

■ “INNOCLUS I and II” - Innovative Cluster Development in metal-machinery-electronics sector (research, mapping, analysis( technological possibilities, cooperation links in companies )web-site based database)Study trips to Finland
  • PARTNERS: Regional Council of South-West Finland, Federation of Estonian Engineering Industry, Tartu and Tallinn City governments.
  • Financing: Phare CBC SPF
    - INNOCLUS I, budget 1,0 mln EEK (~64 thou EUR), 2003-2004
    - INNOCLUS II, budget 1,2 mln EEK (~77 thou EUR), 2005-2006

■ “DEVELOPMENT OF TALLINN TECHNOLOGY PARK” - infrastructure
  • PARTNERS: Republic of Estonia, Tallinn University fo Technology, City of Tallinn
  • Financing: Phare ESC 2003, budget 51,9 mln EEK (~3,3 mln EUR), 2003-2005
“INNOMET I” – development of the innovative database model for adding innovation capacity of labour force and entrepreneurs of the metal engineering, machinery and apparatus sector; test version building

**PARTNERS:** Budapest University of Technology and Economics, Turku Adult Vocational Education Centre, Stockholm Royal Institute of Technology, IAL Piemonte, Tallinn Technology University, Federation of Estonian Engineering Industry.

**Financing:** Leonardo da Vinci programme
COOPERATION AND COMMON INTERESTS

- **Applicant** – local government or non-governmental organisation
- **Partners** – companies, business associations/federations (by sectoral cooperation).
- **Companies' interest** – private companies can often not apply, technical administration regarding project application and implementation is time consumable, specific
PRINCIPLES

- **BENEFICIARIES** - not individual companies, but sector generally
- **INITIATIVE** - the idea, initiative and concept of the project has to come from companies (through business association)
  e.g. Why metal-, machinery-, apparatus-, electronics sector?
  Active federation; innovative, export orientated sector; lack of human resources
- **SUPPORT** not for investments in equipment or infrastructure of individual companies, but for “soft” activities
  Examples: sector researches, trainings, networking, databases, exhibitions, B2B contacts
BASIC DOCUMENTS

- ESTONIAN SME DEVELOPMENT POLICY – Ettevõtlik Eesti
  No priority sectors defined

- ESTONIAN R&D STRATEGY - Teadmistepõhine Eesti
  ICT
  Bio-med
  Materials

- TALLINNA SME DEVELOPMENT PROGRAMME
  No priority sectors defined
INTERNATIONAL COOPERATION (1)

- Helsinki–Tallinn Science Twin City – part of the EUROPES Helsinky-Tallinn co-operation and the Science Twin City priority. The aim is to increase competitiveness of the two capitals in international high-tech business in three sectors: biomedicine and biotechnology, ICT and material sciences (incl. new technologies).
  - Studies and analyses, brokerage events for actors in the three high-tech sectors, surveys on supply of office, laboratory and other facilities and science park services, as well as joint efforts in R&D and innovation marketing.
  - **Financing:** Interreg III A

- Growth Triangular In Baltic Sea Region – Finland-Russia-Estonia “cooperation umbrella” to initiate projects in the region
  - **Financing:** Interreg III A
INTERNATIONAL COOPERATION (2)

- **UBC – Union of Baltic Cities**, The Commission on Business Cooperation
  - 38 cities represented
  - platform for mutual initiatives in the fields of business development and matchmaking activities in the Baltic Sea Region; exchange experiences and information within the field of business and trade; promote contacts between the business communities.

- **EUROCITIES network** - Economic Development Forum
  - 40 member cities represented
  - platform for policy development; systematic exchange of experience on issues related to the implementation of city development strategies, on innovation and new entrepreneurship.
DREAM CITY FOR EVERY BUSINESSMAN