

Discussions on general topics of RIS3 in Lublin

Direct engagement of firms in RIS3 development

- How was it done? (i.e. did you use interviews, face-to-face, surveys, seminars, workshops, events, panel discussions?)
- Was it beneficial for the RIS3 development?
- How have you interpreted and practiced the entrepreneurial discovery process? Has it changed the way you set priorities? Was there a continuous involvement of firms after the initial EDP?
- How have you been involving new firms and businesses?

In the **Lubelskie Voivodeship** for the process of entrepreneurial discovery the involvement of firms includes numerous and intensive meetings with selected stakeholders under various projects. Also, economic marketing is undertaken, and trades, missions and meetings carried through to keep the priorities alive and valorise their strengths. To include companies, in joint venture activities four regional working groups are installed to keep the smart specialisations updated and companies involved. The strategy itself can be defined as rather flexible as it leaves open way for adjusting the smart specialisations in case that there are developments that are not represented by the initial RIS3. This leaves room for emerging companies or areas of specializations. Communication methods are B2B meetings, workshops, conferences, Questionnaires /surveys and formal/informal meetings, etc.

As for **Tartu and South-Estonia**, the EDP was mainly done with seminars, thematic workshops, direct contacts and short surveys. It was beneficial in that sense that companies were actively involved and provided their vision regarding the RIS3 – and the aim was to have the strategy as entrepreneurial as possible. The final RIS3 strategy represented as much as possible the views and expectations of companies. The EDP did not change directly the way how the priorities were set in the region because already the original goal was to represent the views of the industry. The process was continuous and the phases of EDP were not differentiated. New companies are involved to the activities according to the strategy (e. g. SPARK Demo, activities of county development centres, etc.).

In **South Savo**, the further development of the RIS3 is based on project monitoring, indicators and self-evaluation processes. Regular annual discussions take place with main stakeholders such as the Chamber of Commerce or technology oriented intermediaries. For updating the RIS3 and keeping the strategy alive a mid-term evaluation has been undertaken. The evaluation is based on 68 interviews of experts and companies following various themes. Based on the lessons learned from this evaluation, the RIS3 has been updated accordingly. South Savo focuses on finding weak signals as well.

In **Mecklenburg-Vorpommern** by comparison a committee has been set up consisting of the Chamber of Commerce, four universities and intermediaries (i.e.: technology-oriented companies). These actors meet up on a regular basis in the committee. The Ministry of Economics runs regular

sessions and conferences and includes companies to receive feedback. However, in what way this input is really used for RIS3 revision and updating processes, is yet unclear and remains to be seen.

In the case of **Lithuania**, the two ministries of Science and Economics are in charge for the formulation and implementation of the concept. The smart specialisation strategy developed is mainly about improving cooperation between the area of science and business, which is also why two ministries are in charge of the RIS3 strategy. The SME involvement in the EDP can be characterised as weak.

As for the **Kujawsko-Pomorskie Voivodeship**, various companies were targeted in the development process which showed an interest in the RIS3 strategy. Common ideas were sought for developing the strategy and the challenge here was to synthesize and to bring together the diverse interests from different fields such as private business and public administration. A tour the region is conducted for providing further information on RIS3 and opportunities for developing cooperation, cluster and sharing common business ideas regarding the smart specialisations. The region experiences however difficulties in attracting companies to attend these meetings and to encourage them to share their ideas accordingly.

In the case of **Southern Denmark**, new business opportunities are currently explored within the context of RIS3.

In the **Region of Gävleborg**, there was an indirect engagement of firms in the RIS3 process via four cluster organisations and other intermediaries representing the voice of business. A new process to steer and implement the RIS3 was set up with currently six full time employees.

In **South Ostrobothnia** the strategy preparation work has given particular weighting to the viewpoint of business, which was acquired through an electronic questionnaire form and interviews. The questionnaire form was sent to companies that employ over 10 people. South Ostrobothnian companies, which were represented in the strategic process preliminary focus selections, were approached with theme interviews. Furthermore, interviews were conducted, where company managers from outside of the province were asked about their views concerning the strengths of possibilities for the thematic business sectors of South Ostrobothnia. Possibilities have also been mapped from outside of the traditional sectors. Involving lot of businesses was challenging and required lot of work.

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