

THE PROJECT LOOKS TO improve the effectiveness of **regions and cities as facilitators** of internationalization processes. Cities and regions promote international relations and act as governance actors and enablers for a range of local stakeholders who cooperate to make regions (not just single SMEs) as better able to pursue internationalization.

THE PROJECT DEPLOYS A NEW METHODOLOGY: approaching internationalization not by addressing uniquely SMEs, but by **addressing the regional systems of distinctive competences**, always bearing in mind that the final objective is to support SMEs internationalization.

COMPETE-IN IS ALSO ENGAGED with facilitating the **exchange of good practices and transfer of knowledge** among the partners' territories about internationalization, focusing in particular on penetration of territories, attraction of economic and social resources and creation of international partnerships.

THE EXPECTED OUTCOMES of the Compete-In project are improvements of internationalization policies and the creation of local cooperation processes making all relevant stakeholders (SMEs, universities/research centres, trade associations, Chambers of Commerce, local/regional governments) acting as part of a regional system to be internationalized.

COMPETE IN Interreg Europe

Project Partners

Municipality of Reggio Emilia (IT), *Lead partner*
www.comune.re.it

Valencia Entrepreneurship and
Competitiveness Institute (ES)
www.ivace.es

Upper Silesian Agency for
Entrepreneurship and
Development Ltd. (PL)
www.gapr.pl

Wielkopolska region with
the seat of the marshal office
of the Wielkopolska
region in Poznan (PL)
www.umww.pl

Wakefield Metropolitan
District Council (UK)
www.wakefield.gov.uk

Municipality of Gävle (SE)
www.gavle.se

ERVET - Emilia-Romagna Economic
Development Agency L.t.d. (IT)
www.ervet.it



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**Competitive territories through internationalization:
Small and Medium-sized Enterprises'
competitiveness in globalised regions**



Project Partners

How can cities and regions support the internationalization of Small and Medium-sized Enterprises (SMEs) by improving regional support systems?

THE COMPETE-IN PROJECT deals with the internationalization of **Small and Medium-sized Enterprises and territories**. This is a key issue for SMEs growth at global scale, since there are still relevant weaknesses, including high investments required and uncertainty of investments' effectiveness.

REGIONS CAN TACKLE THIS, by supporting Small and Medium-sized Enterprises' internationalization via the **international relations** that each city/regions build, and by **leveraging on the proximity** they have to the territory.

COMPETE IN promotes the improvement of regional policies on internationalization through identifying and disseminating new approaches to support successful SMEs engagement in international markets. With only 13% of European SMEs operating in 3rd country markets, there is considerable economic potential for them.

