

## Central Baltic Region Smart City Solutions for Global Cities (SME2GO)

Programme Priority: P1 Competitive economy

Programme Specific Objective: 1.3. More exports by the Central Baltic companies to new markets

Sub-programme: Central Baltic

Duration: 01.10.2015 - 30.09.2018

Total funding: 1.839.996 EUR

ERDF funding: 1.419.997 EUR ERDF

Project Summary:

Cities play a significant role in our efforts to reduce the effects of global climate change. Smart cities and innovative urban environments will be the main target of investments in e.g. Africa, Asia and South-America within the next ten years. For the Central Baltic region to play a significant role in exporting the research and development and innovative solutions developed here the companies providing smart city solutions need to be supported. The SME2Go project focuses on improving the competitiveness of ca. 500 identified smart city solution providers in Estonia, Finland and Sweden.

SME2Go focuses on improving the competitiveness of these smart city solution providers. The project brings together SMEs and their knowhow, trains them in sales and marketing skills, provides market intelligence and forms consortia out of these SMEs with readiness to enter new markets.

As a result, during the project 3-5 cross-border consortia of Central Baltic smart city SMEs are formed and 2-3 new sales in relevant target markets achieved either during or shortly (1-2 years) after the project implementation.

## Map of Partners

### Partners

Lead Partner

### SISP Swedish Incubators & Science Parks

Country: SE

[www.sisp.se](http://www.sisp.se) [1]

Partner budget: 489.996 EUR

Amount of ERDF funding: 367.497 EUR ERDF

Project Partners

## **Tallinn Science Park Tehnopol**

**Country:** EE

[www.tehnopol.ee](http://www.tehnopol.ee) [2]

**Partner budget:** 400.000 EUR

**Amount of ERDF funding:** 340.000 EUR ERDF

## **Turku Science Park Ltd**

**Country:** FI

[www.turkusciencepark.com](http://www.turkusciencepark.com) [3]

**Partner budget:** 305.000 EUR

**Amount of ERDF funding:** 228.750 EUR ERDF

## **Västerås Science Park AB**

**Country:** SE

[www.vasterassciencepark.se](http://www.vasterassciencepark.se) [4]

**Partner budget:** 340.000 EUR

**Amount of ERDF funding:** 255.000 EUR ERDF

## **Posintra Ltd**

**Country:** FI

[www.posintra.fi](http://www.posintra.fi) [5]

**Partner budget:** 305.000 EUR

**Amount of ERDF funding:** 228.750 EUR ERDF

## **Results**

### **Expected results**

## Achieved results

Project result in category - New cluster co-operation exporting to new markets

## Central Baltic Region Smart City Solutions for Global Cities

Cities play a significant role in our efforts to reduce the effects of global climate change. Smart cities and innovative urban environments will be the main target of investments in e.g. Africa, Asia and South America within the next ten years. The SME2Go project focused on improving the competitiveness of hundreds of identified smart city solution providers in Estonia, Finland and Sweden.

The project brought together SMEs and their knowhow, trained them in sales and marketing skills and provided market intelligence. 10 consortias was formed representing joint offers to target markets by 60 companies. Many companies got a chance to participate on either planning of or an actual export mission to the markets that they would not have been reached without the cross-border collaboration. By the end of the project the first sales for participating companies were achieved and work continued with business leads and contacts

The project supported 163 unique companies and one durable outcome of the project is continuous cooperation among partners to support companies in their efforts to prepare for entry and to enter to the new export markets.

Project page in database

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At a glance

10 consortias was formed

163 unique companies was supported

Tags

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[Urban Development](#) [8]

[clustering and economic cooperation](#) [9]

## Project Visibility

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#### **Links**

[1] <http://www.sisp.se> [2] <http://www.tehnopol.ee> [3] <http://www.turkusciencepark.com> [4] <http://www.vasterassciencepark.se> [5] <http://www.posintra.fi> [6] <https://database.centralbaltic.eu/project/23> [7] <https://database.centralbaltic.eu/tags/sme-and-entrepreneurship> [8] <https://database.centralbaltic.eu/tags/urban-development> [9] <https://database.centralbaltic.eu/tags/clustering-and-economic-cooperation> [10] <http://sme2go.eu/> [11] <https://twitter.com/SME2GO>