

TAKING  
**COOPERATION**  
FORWARD

 **Challenges and Needs of SMEs and RTOs - Outcome of the  
1<sup>st</sup> Study Visit Workshop in Weiz on 30 January 2018**

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# SMEs NEEDS (and challenges)

## Internal factors

**INFORMATION**  
(networks, KETs,  
personal contacts,  
regulations)

**FINANCING**

**LACK of  
(innovation)  
strategies**

**UNDERSTANDING  
of benefits of R&D**

**MANAGEMENT**

**ADDED (MARKET) VALUE  
OF TECHNOLOGY**

**SECTOR**

**TRUST**

**Competitiveness**

**SMEs  
NEEDS**

**STAFF**  
Qualified &  
motivated !!!

## External factors

**Rapid market  
changes**

**COMMUNICATION**  
Language barriers, cultural  
differences, matching (contact  
points);

**CONTACT  
POINTS**

**EASIER  
PROCEDURES**  
Financing, NDAs, TRL

**New  
technologies**

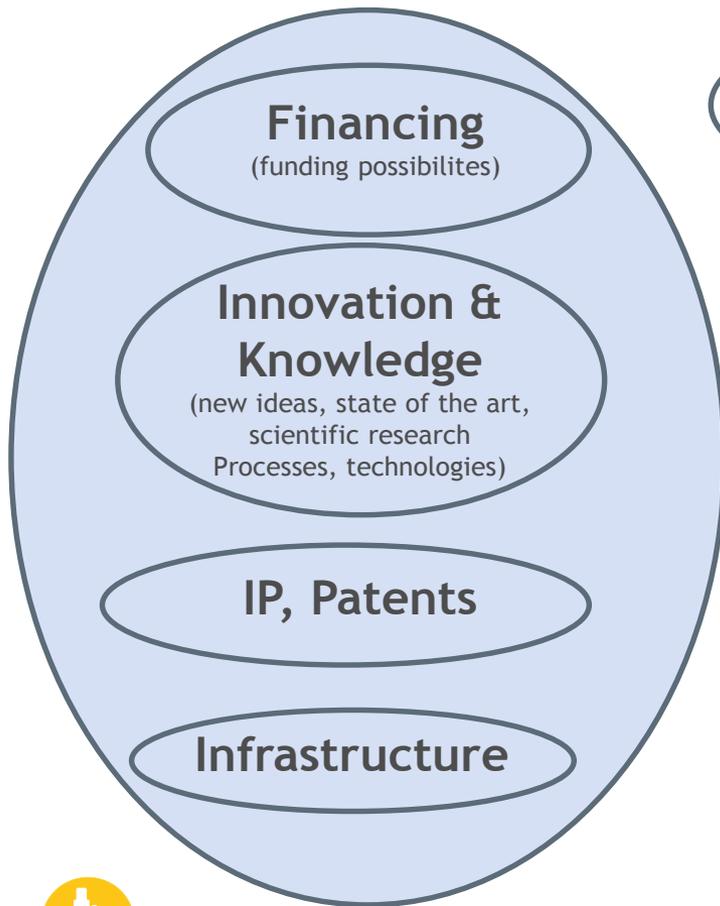
**QUICK SERVICE**

**National  
legislation**



# RTOs NEEDS

## Internal factors



TRUST

Competitiveness

**RTOs  
NEEDS**

**STAFF**  
Qualified &  
motivated !!!

## External factors

