



Discussion Paper – Spain

The Export Consortium in Extremadura

Key Facts

SBA10 Sub-dimension: 10.1.1 -1.3

Country:
Spain (EU)

Further Facts & Figures:

- Extremadura Avante has access to 125 locations for land provision and planning
- 2250 companies are part of its network
- The program “Export Consortiums” supported 10 consortiums in 2016
- Support consists of a package of consultancy, training, grants and international marketing
- 10 business missions were conducted
- 5 specialised consultancies provided
- 6 marketing activities completed
- Resources needed per year: 3 in-house experts from Extremadura Avante plus external short-term experts

A. Policy Level

The multi-country INTRA project, funded by the EU Cohesion policy 2014 – 2020 focuses on the role of **public authorities** in creating **internationalisation** services to support the competitiveness of the regional economies and thus are derived from the *Europe 2020* policy. Developed by the project partners, it highlights the importance of regional **quadruple helix** partnerships to bring together universities, business, civil society and local authorities as the main stakeholders in research and design of new **internationalisation** policies, wider acceptance of the good practices identified within the INTRA regions.

INTRA has 6 partners from six different EU28 member states: Maribor Development Agency (SI), Regional Agency for entrepreneurship and innovations – Varna (BG), Foundation FUNDECYT Scientific and Technological Park of **Extremadura (ES)**, University of Algarve (PT), Coventry University Enterprises Limited (UK), CAPITANK (IT).

Good Practice of Extremadura (Spain)

- The program **Export Consortium** is a program of the Region of Extremadura, managed by Extremadura Avante
- **Extremadura Avante** is the region’s publicly owned company acting as its development agency
- The service portfolio encompasses support to traditional and emerging sectors, land allocation, financial support for innovation and internationalisation
- Extremadura acts as the implementing arm of the regional government





B. Programme Level

The Program “**Export Consortium**” helps SMEs to make the leap to foreign markets jointly with partners. The program is included in the regional Strategic Plan for Internationalisation. It is directly financed by the EU’s Regional Development Fund (ERDF) Operational Program of Extremadura under the priority Axes 3 “Enhancing the competitiveness of SMEs”. **Export Consortium** is a tool to help SMEs which have a common objective to work together for internationalisation.

C. Action Level

The single action under the program is essentially a call for proposals in order to prove eligible for the “package” service for internationalisation. It consists of small grants, consultancy and international marketing support.

For the consortium to be created it is necessary to apply as at least three companies with a registered office in Extremadura and with their activity focused on manufacturing or processing, or services. The program begins in the first quarter of the year (open call) and finishes on December 31st of the current year. It differentiates between:

- Initiation Consortium, whose members have not yet developed promotion and internationalisation actions before
- Consortium in development, i.e. between 1-3 years old
- Consolidated consortium with more than 3 years of experience in joint action

The grant component remains very limited for all of the above categories ranging from EUR 3000 to EUR 8000.

D. Key Success Factors

- The program incentivises the creation of consortia in the first place – that in itself is a success
- Risks and cost sharing is supported while completely new product ideas can emerge as a side effect
- Holistic, full “package” approach helps consortia with all aspects of internationalisation

