

Selection of S&T intermediaries and methods used to fill in the questionnaires

➤ **10 S&T intermediaries selected:**

- Regional Development Agency: CIDEM (“Center for Innovation and Business Development”)
- Local Public Agencies: Barcelona Activa (Barcelona); Knowledge Society (City Council of Terrassa).
- Technological and scientific Parks: Barcelona Scientific Park (PCB); Technological Park of Vallès (PTV)
- Universities: Technology Transfer Center (Polytechnic University of Catalonia)
- Terrassa Trade Chamber
- Entrepreneur Associations: CECOT Innovation Foundation; PYMEC; National Labour Organization (FNT).

➤ **Methods used to fill questionnaire:** face to face interviews.

Difficulties/questions/needs of clarification on the S&T intermediaries questionnaire

- **On the selection of intermediaries:** Due to Funditec specialized activity in innovation, we've tried to incorporate to the super-sme project highly recognized intermediaries coming from public and private sphere. The selection has had no major difficulties.
- **On the involvement of intermediaries:** No difficulties on first approach. Many doubts when receiving questionnaire. Some difficulties about involvement in meetings and study visits.
- **On the questionnaires contents:** High level of complexity (our intermediaries work in diverse areas of support to Sme's, so filling correctly the questionnaire is taking them a big effort); high level of specificity of the questions.

Though we found the questionnaire a good and useful tool, we should consider the timing of the project more open, as it depends on the available time and willingness of our interviewed.

Selection of SMEs and methods used to fill in the questionnaires

- The **selection of sme's** has been done using previous contacts with them. We've tried as much as possible to involve sme's that could offer a good input to the project goals, with no sectoral preference. Some of them have already participated in other european projects.
- Our **methods** used to fill the questionnaire have been: first introduce to the company managers or representatives the whole project, objectives and aims (by phone or e-mail). In second place, to inform about the contents of the questionnaire and to offer our assessment to clarify any doubts. Finally, we are proceeding to face to face interviews (no more than one hour) to fill them.

Difficulties/questions/needs of clarification on the SME questionnaire

- Although most of the sme's we've been contacting have shown their interest in the project, it is hard to involve them specially in the active participating and assistance to the meetings planned. They often ask about which are the "tangible" benefits to participate in such a project
- About the questionnaires contents, up to this point we are having problems to get the information required. Some representatives don't have a proper tracking of their activities and some other need a lot of time to compile the information. This is, without doubt, the hardest point so far.

As expressed by mail to Sophie, we have been seriously considering to give an economical compensation to the participating sme's, to be deducted from our person-month costs. Just as a kind incentive for their time.

First results

- Intermediaries: We've contacted all of them, getting a positive response from five of them. Still waiting for the rest to confirm. We've already have filled 3 questionnaires via face to face interviews.
- SME's: All 10 contacted and agreed in participate. Business panel susceptible to be changed as the face to face interviews progress. At the moment we've visited 5 companies, though the questionnaires will need a second round to be filled properly.
- So far, very different positions towards the services offered and demanded.