








Odisseus Consortium

Consortium

Odisseus

**Presentation to BLASNET Meeting
Varna, Bulgaria, September 4th, 2012**



Region Liguria and Genoa

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Odisseus: short story

- Incorporated in 2005 by a group of high-tech SME's, members of the Industrial Association of Genoa (Confindustria Genoa)
- Customer "basin": abt. 150 high-tech SME's, over 2000 employees, abt. 600 M€ turnover
- Main Target Countries: Bulgaria, Poland, Romania, Russia
- End of 2008: controlling participation acquired by Confindustria Genoa
- 2012/2013: merging of Odisseus activities within the activities of related Confindustria structures till complete takeover and winding-up of Odisseus as an independent Company .

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Italian Association of Industry



- **A Private Association among Italian Industrialists**
 - 18 Regional Associations
 - 100 Territorial Associations
 - 101 Category Associations
 - 27 Sector Federations




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Confindustria Genoa

- **A Territorial Association of Confindustria**
 - 1076 Member Enterprises
 - Abt. 58,250 total employees
 - 1035 SME's with abt. 45,600 employees
 - 41 Large Enterprises with abt. 12,650 emp.
 - 9 Aggregated Partners (Sector Associations representing an additional 1137 enterprises with abt. 23,200 employees)

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Confindustria support to Internationalization

- Organization of missions to Foreign Countries and of events in Italy and abroad
- Promotion of enterprise access to national export credit facilities
- Support to access EU funding:
 - Support to national institutions involved in the definition of EU funding programs
 - Support to Member Enterprises actions to access the funds
 - Direct access to funds through sponsored Projects




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Enterprise structure in Italy

Employees	Enterpr. (x1000)	% on total	Tot. Empl. (x1000)	Av. Empl.	Added Value (G€)
0 to 1	2.268,6	59,4%	2.269	1,0	180
2 to 9	1.341,5	35,1%	4.819	3,6	
10 to 49	184,4	4,8%	3.251	17,6	139
49 to 249	19,4	0,5%	1.876	96,8	99
SME's	3.813,8	99,9%	12.213	3,2	418
250+	3,3	0,1%	2.999	921,8	194
Total	3.817,1	100%	15.212		612



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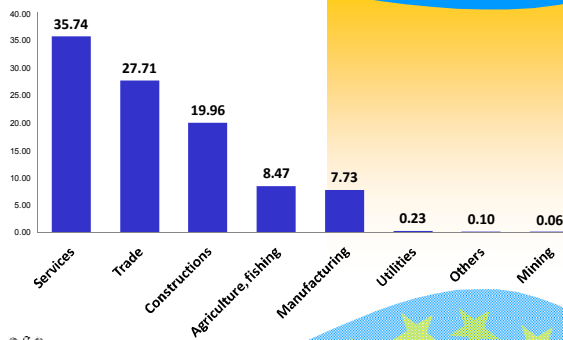
Enterprise structure in Liguria

Employees	Enterprises	Total %
0 to 1	89.773	64,04
2 to 9	45.340	32,34
10 to 49	4.555	3,25
50 to 249	426	0,30
250 +	81	0,06
Grand Total	140.178	100,00



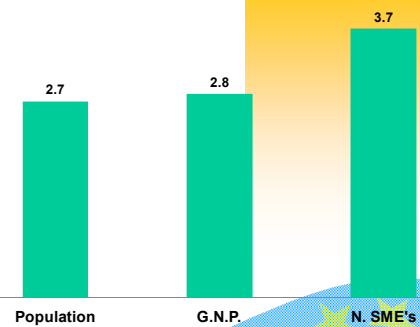
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Liguria: SME's by sector



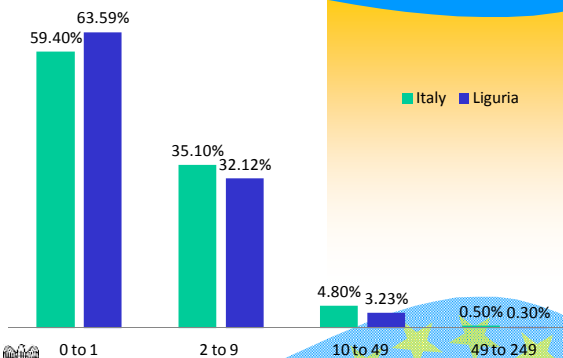
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Liguria % over Italy



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Italy & Liguria: SME by size



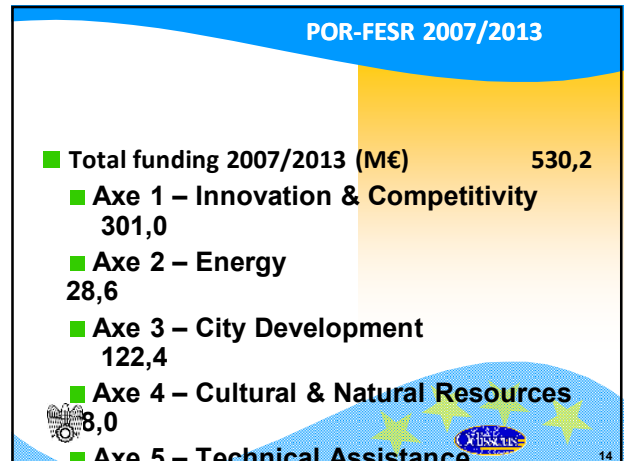
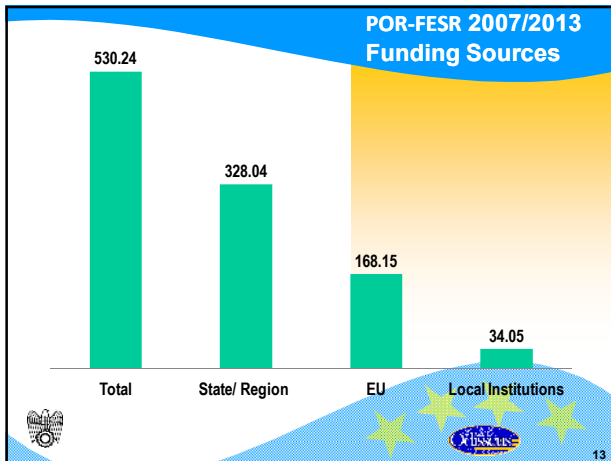
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Liguria: SME dynamics (2012)

Sector	Active	New	Dism.	Diff.	% sector
Agriculture, fishing	12.026	389	760	-371	-3,08
Mining	83	0	3	-3	-3,61
Manufacturing	10.971	391	712	-321	-2,93
Utilities	331	3	28	-25	-7,55
Constructions	28.341	2.178	2.224	-46	-0,16
Trade	39.342	1.851	2.992	-441	-1,12
Services	50.739	2.261	3.513	-1.252	-2,47
Others	149	3.417	679	2.738	1837,58
Grand Total	141.982	10.490	10.912	422	



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- ### Innovation & Competitivity
- Innovation poles and research system
 - Support to entrepreneurship
 - Industrial research and experimental development
 - Innovation
 - Financial engineering
 - Advanced services to enterprises
 - Enterprise aggregations
 - ICT dissemination

- ### Selection criteria privileging SME's
- Number and role of involved SME's
 - Industrial initiatives:
 - Deriving from academic or industrial spin-off
 - Promoted by young people or women
 - In the starting-up phase (newly incorporated)

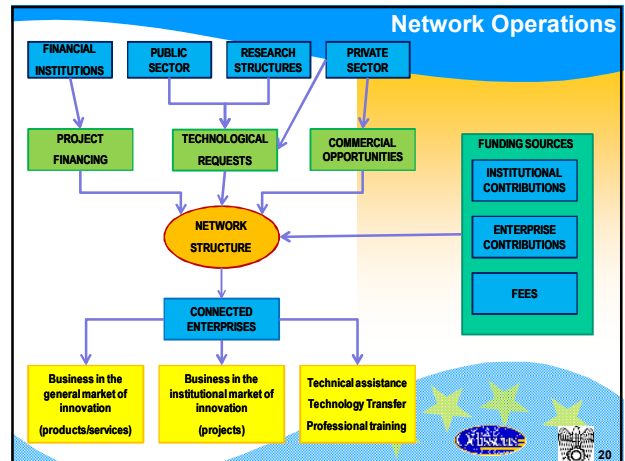
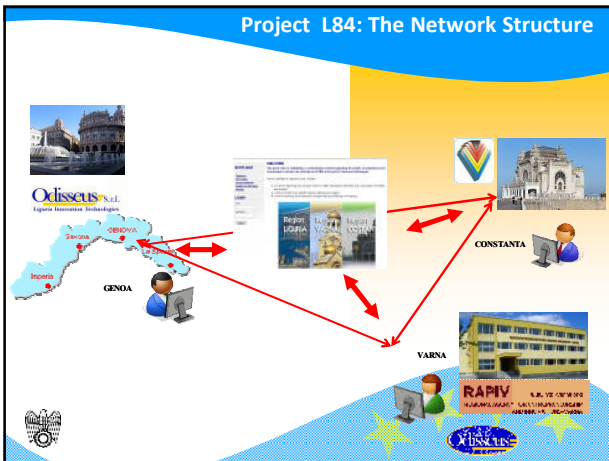
- ### FP7: Italian SME participation
- N° of SMEs: 1033 (18,9% of Italian participants)
 - SME's funding: 256,8 M€ (15.5% of total to Italian enterprises)
 - Ranking 4th after Germany, UK, France
 - Percentages slightly below European averages (19,4% numbers, 16,7% euro)
 - Prevailing sectors:
 - ICT (over 30% in both contribution and number)
 - Nanotechnologies, materials, production (abt 23,6%)
 - Transport (11% contribution, 13% number)
 - Health (10,5% and 8% respectively)
 - Food, agriculture, fisheries and biotechnology (7% and 11,4% resp.)

Project Under Law 84/2001
ICE 061966

L84/2001: issued to regulate Italian participation to the stabilization, reconstruction and development process of the Balkans

“CREATION OF A NETWORK STRUCTURE FOR THE SUPPORT TO LOCAL HIGH-TECH SME'S IN BULGARIA & ROMANIA THROUGH THE HIGH-TECH SME'S OF REGION LIGURIA”

*Implementation (from 2007 to 2010):
Odysseus, RAPIV – HTBIV, PIMM Constanta*



Contacts

Confindustria Genoa

- Via San Vincenzo 2, 16121 Genoa, Italy
- Ph.: +39 010 83381
- Fax: 010 8338225
- Mail: info@confindustria.ge.it
- Web site: <http://www.confindustria.ge.it>

Officer responsible for internationalization

- Ms. Piera Ponta
- Mail: pponta@confindustria.ge.it