



CONNECTING SMES AND BIG BUSINESS

‘Platforms for business development’, an initiative by Gijon, aims to stimulate the local economy and consolidate the city’s entrepreneurial sector by promoting cooperation between local SMEs and larger, more established companies to develop innovative technological projects.



JOINT PROJECTS

between SMES and big ‘driver’ companies
↓
specialised in technological and scientific projects; many based within the ‘knowledge mile’
↓
grants awarded & projects completed within 12 months

BENEFITS

pooling expertise and ideas
↓
SMEs can tap into new markets and reach consumers they wouldn’t otherwise have access to
↓
access to financing that is usually hard for SMEs to secure

“ We got together with a big company (Tenneco Automotive Iberia) and another small company (ARSI) to develop a project. This platform helped us to enter into collaboration and start a business relationship with the company. We were given financial support that allowed us to launch more ambitious projects and to get to know and work with other companies.

Martin Bosque
Signal Software



RESULTS

applications have more than doubled since 2009
&
selection criteria has been refined to focus on business results
&
business benefits for all stakeholders, despite initial reservations



NUMBERS AND FIGURES

54
projects in
4
years

€2.5
million in grants

87
applications
submitted
in 2012

up to
€108,000
in grants
per project