

enterprise  
europe  
network

## Enterprise Europe Network

<http://een.ec.europa.eu/>

## 3A BAC

# INTERNATIONALISATION

**CYPRUS**

**TRCY20171114001**

[Full text here](#)

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A Cypriot e-business SME specialising in software development of online reputation monitoring systems for hotels is seeking for partners from the industry and/or R&D institutions and/or inventor for further product/application development via research and/or technical cooperation agreement. The company's technology provides a novel software solution for hotels, allowing them to get real-time feedback from their guests and act immediately to solve any problem while guests are still in the hotel.



# INTERNATIONALISATION

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## ОФЕРТИ ОТ EEN

Search Sign in Help

### Partnering Opportunities

Search:  Any word  All words Compact View

**Profile type(s):**

- Business Offer
- Business Request
- Research & Development Request
- Technology Offer
- Technology Request

**Profile country of origin:**

- Albania
- Argentina
- Armenia
- Austria
- Belarus
- Belgium
- Bosnia and Herzegovina
- Brazil
- Bulgaria

**Client requested:**

- Albania
- Argentina
- Armenia
- Austria
- Belarus
- Belgium
- Bosnia and Herzegovina
- Brazil
- Bulgaria

Бизнес коопериране EEN

Технологичен трансфер EEN

Търсене на партньори за проекти

Други предложения за сътрудничество

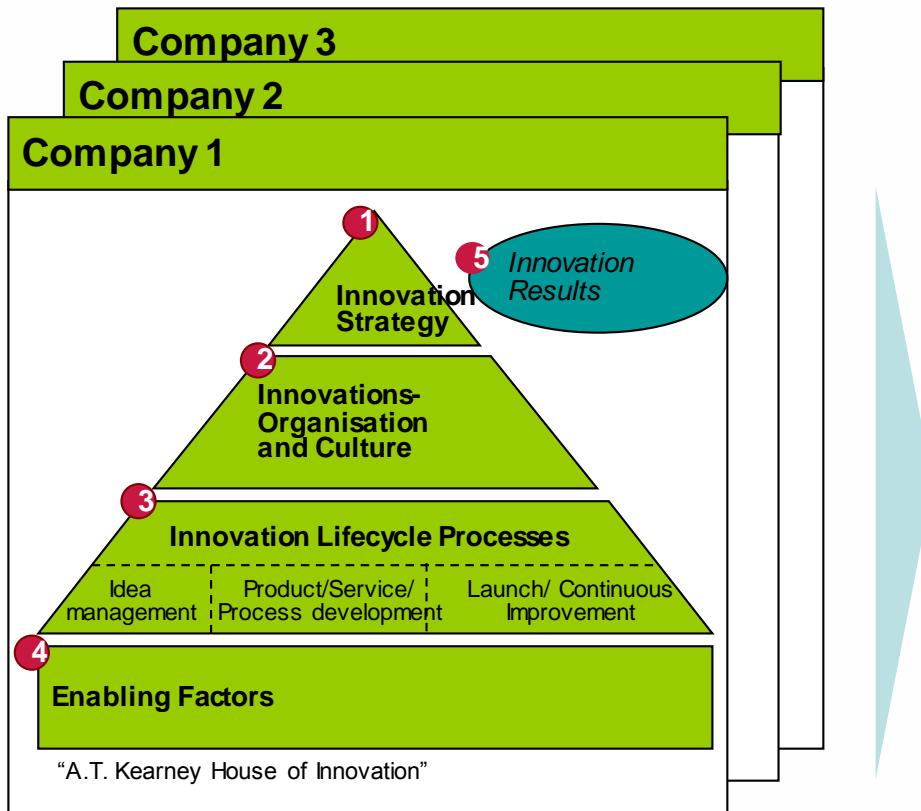
Оферти от EEN

# INTERNATIONALISATION



# INNOVATION MANAGEMENT

In the IMP<sup>3</sup>rove Assessment, Innovation Management is evaluated in five performance dimensions



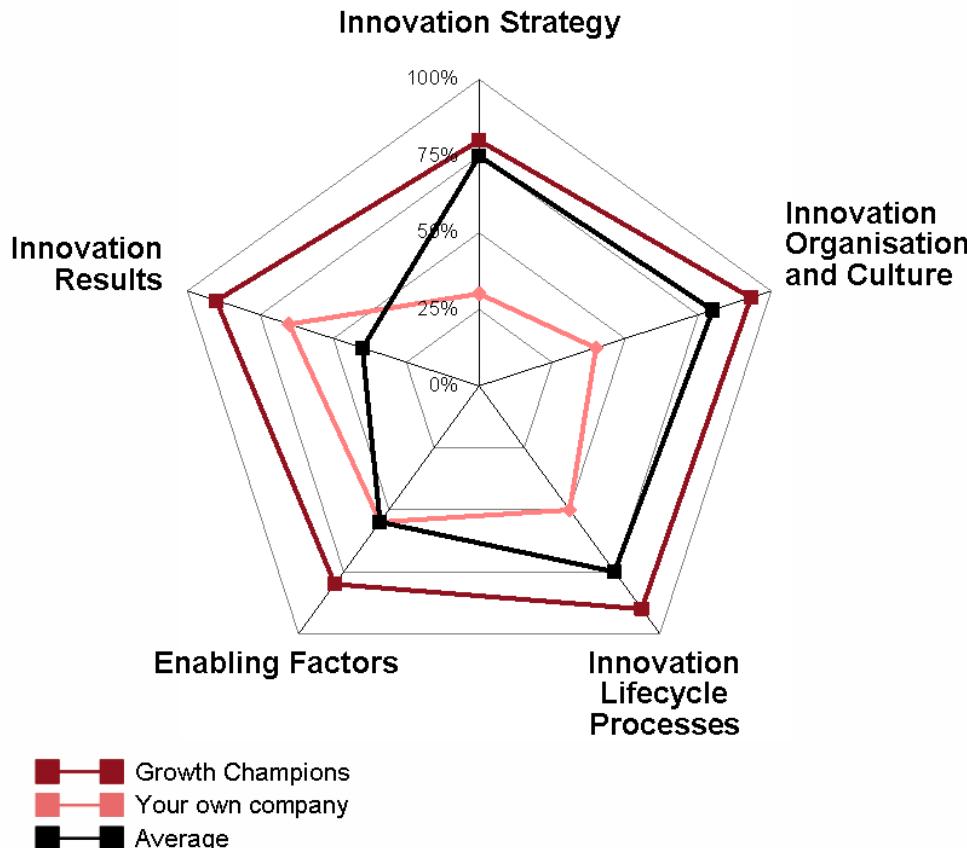
## Description

- 1 **Innovation Strategy**
  - Vision and strategic focus on innovation
  - Implementation of strategy
- 2 **Organisation and Culture**
  - Roles and responsibilities
  - Organisational structure
  - Organisational culture and climate
- 3 **Innovation Life Cycle Processes**
  - Idea management
  - Product/Process and Service Development
  - Launch and Continuous Improvement
- 4 **Enabling Factors**
  - Project management
  - Human Resources and Incentives
  - IT and Knowledge Management
- 5 **Innovation Results**

## Digital Innovation Quotient

# INNOVATION MANAGEMENT

**The results of the benchmarking follow a key principle – comparison with the Growth Champions**



**The definition of the growth champions focuses on sustainability**

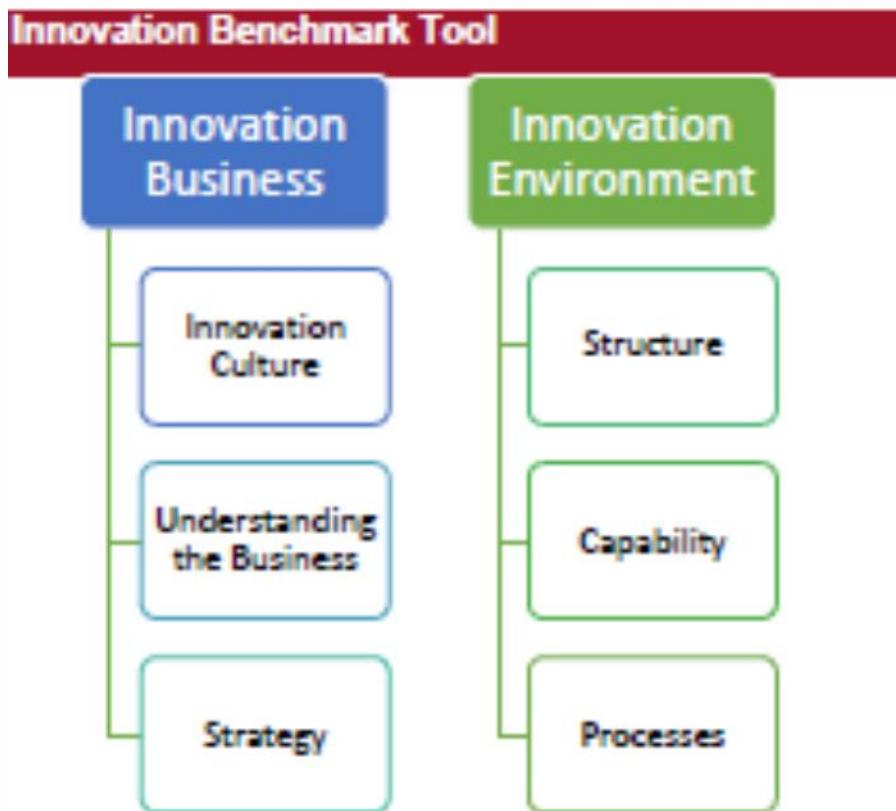
- Highest rate of income growth
- Highest growth in operational margin
- Highest rate in growth of number of employees
- Highest contribution of organic growth
- Older than 7 years

Calculation of benchmarks

**Average score of the 10% best performers**

# INNOVATION MANAGEMENT

## Innovation Health Check



# INNOVATION MANAGEMENT

## Strengths Identified

### Q. no. Q. Description

- 1.01 Innovative Environment & Motivation
- 1.04 Management Style
- 1.05 Openness and Attitude to Change
- 1.06 Learning from Successes and Mistakes
- 1.07 Risk Tolerance
- 1.08 Reward and Recognition
- 4.07 Intellectual Property (IP) Management
- 5.01 Staff Innovation Skills
- 6.11 Effective Project Management
- 6.12 Post Project Review

## Weaknesses Identified

### 2.03 Capturing Customer Feedback

score difference from the average position: -50%

score difference from the upper quartile average position: -74%

You need to know how satisfied your customers are. This can be done through carrying out surveys, using focus groups or formal customer interviews. Complaints need to be captured and monitored. It should be easy for a customer to communicate with your organisation. Using customer feedback data for planned product and service improvement is essential.

# ACCESS TO (RISK) FINANCE



# ACCESS TO (RISK) FINANCE

## Основни типове източници за финансиране

Дългово финансиране	Дялови инвестиции	Публично финансиране
Обезпечен заем (банка)	Рисков капитал	Европейски рамкови програми
Семейство и приятели (необезпечен дълг)	Бизнес ангели	Оперативни програми
Микро заеми на базата на търговска фактура	Платформи за взаимопомощ	Развитие на селските райони
Лизинг	IPO	Субсидии
Crowdfunding	Стратегически инвеститор (M&A)	Програми на други донори
Облигации	Семейство и приятели	

# Бизнес предавател

- ✓ Building blocks for resilience in evolving ICT systems
- ✓ An empowering, inclusive Next Generation Internet
- ✓ A multilingual Next Generation Internet

Оферти

Новини

Lean In Pitching Battles  
for Female Entrepreneurs

# НОВО!

- Step2Scale – в помощ на фирмения растеж
- Empowa – разширяване участието на жен-предприемачи в Хоризонт 2020
- SharON – насърчаване на бизнеси да навлязат в „икономиката на споделянето“
- Access4SMEs – финансиране на иновации в МСП, EuroQuity [www.euroquity.com](http://www.euroquity.com)
- Widening – разширяване участието на фирми и организации от Източна Европа в изследователски програми

# Благодаря за вниманието!

## Веселин Илиев



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