

EXPERIENCES FROM THE POINT OF VIEW OF LITHUANIA REGARDING EAST-WEST EUROPE PARTNERSHIP

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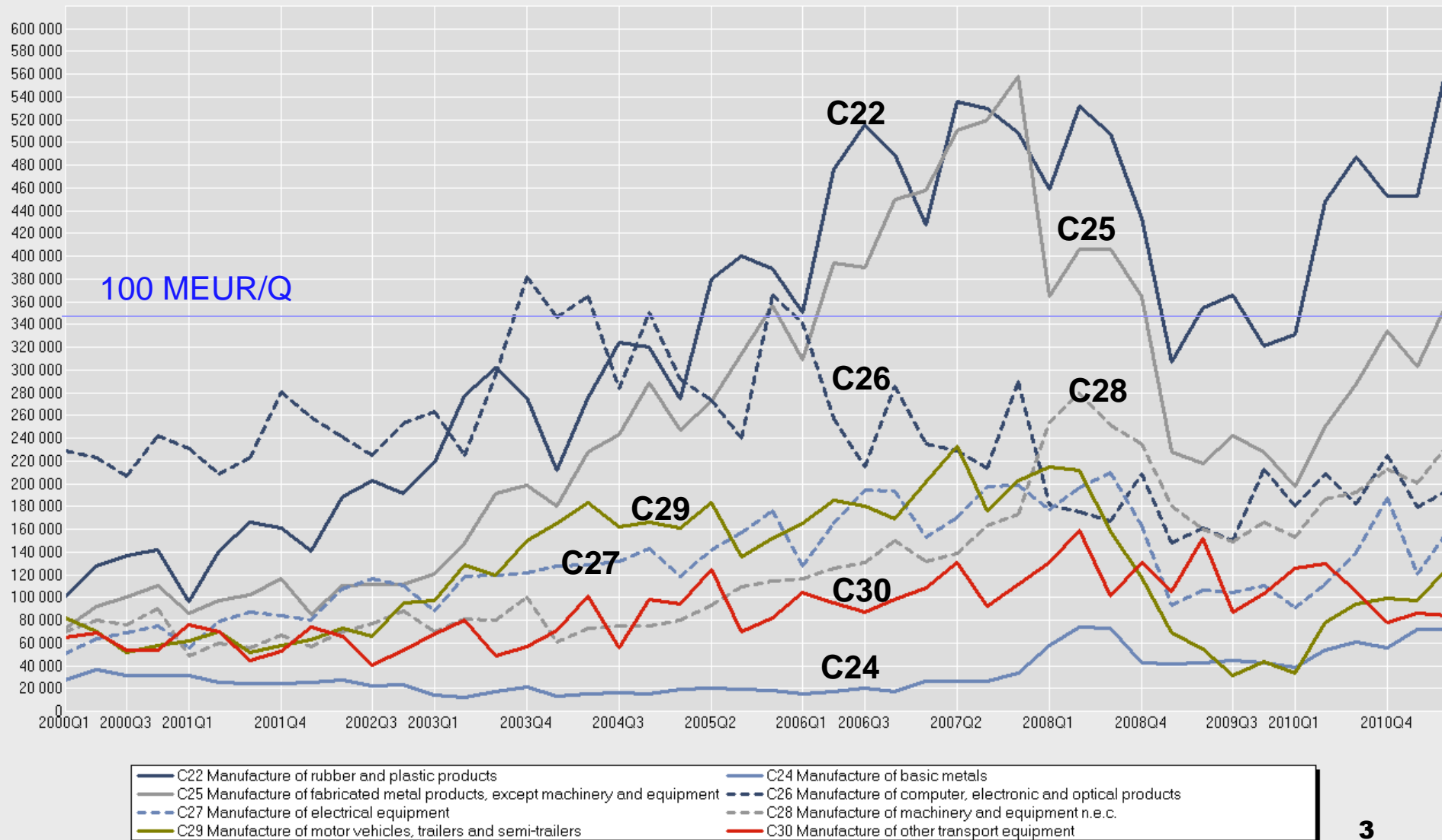
October 25, 2011
Wroclaw

LINPRA, THE ENGINEERING INDUSTRIES ASSOCIATION OF LITHUANIA

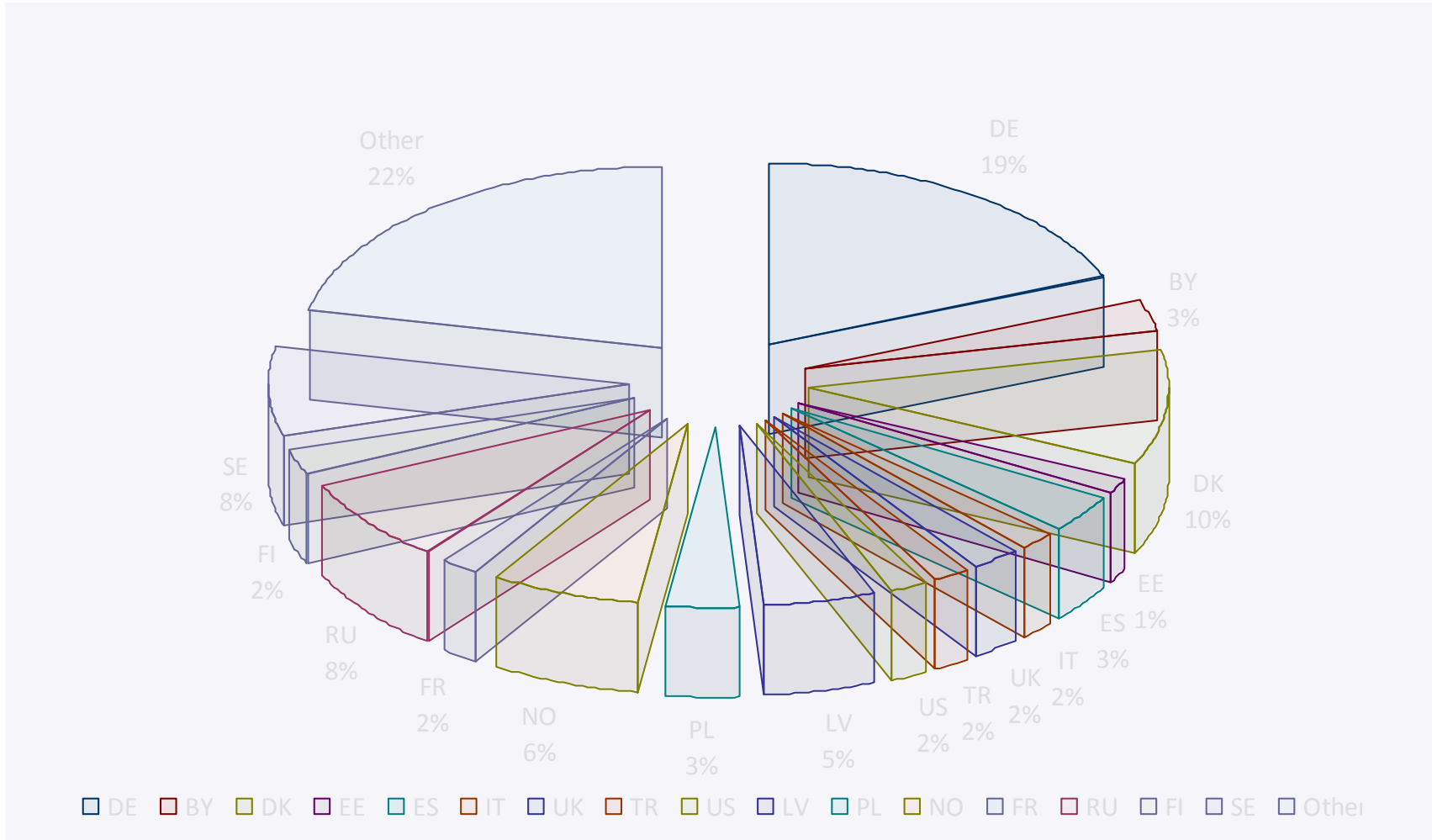
- LINPRA, established in 1993 as self-governing business organization, represents interests of the Lithuanian MET industries sector at the national and international levels
- LINPRA's mission is to promote the growth and competitiveness of the sector, in particular, by:
 - promotion of development of the business **regulatory framework**,
 - promotion of modernisation of **R&D public infrastructure**,
 - development of **B2B services** within the LINPRA's network and outside,
 - promotion of **HR development**,
 - organisation of the largest in the Baltics sectorial trade fair "**BALTTECHNIKA**" (Vilnius, May 22-24, 2012).
- LINPRA is a member of ORGALIME, CEEMET and EFFRA
- LINPRA is a leading partner in the NTP MANUFUTURE-LT

SECTOR PRODUCTION, 1Q 2000 – 2Q 2011

Industrial production (VAT and excises excluded) at current prices, LTL thousand
by economic activity (NACE 2) and quarter.
(LTL thousand)



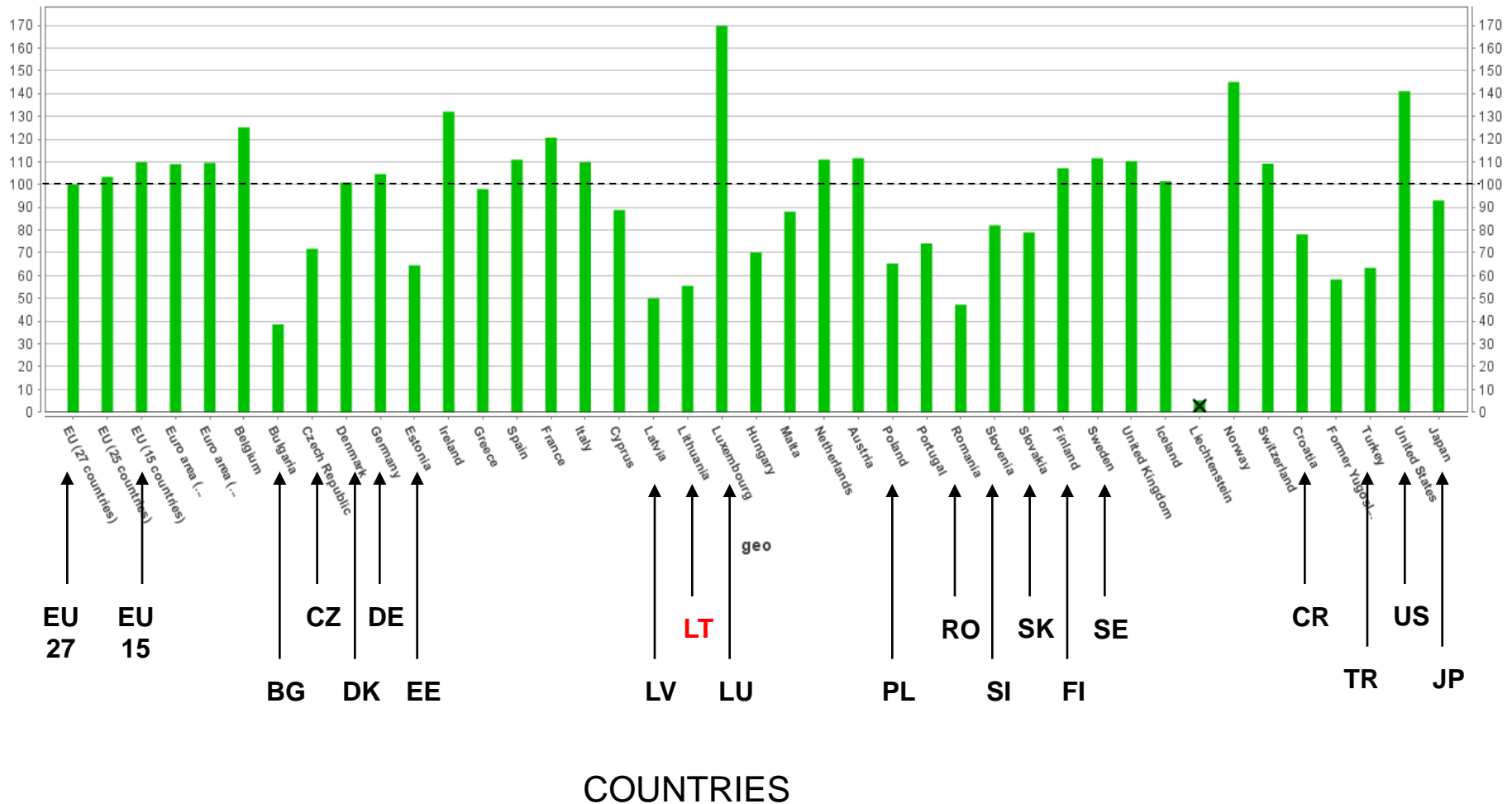
SECTOR EXPORTS IN 2010, BY DESTINATION COUNTRIES



Source: Statistics of Lithuania

CHALLENGE: LABOUR PRODUCTIVITY

PRODUCTIVITY IN PPS (EU27=100%, 2009)



STRATEGIC ECONOMIC GOALS FOR LITHUANIA: 2015 – THE NORTHERN EUROPE SERVICE HUB 2020 – THE NORDIC EUROPE INNOVATION CENTRE

- **Reform of science and higher education in Lithuania:** engineering industry expects that changes will effectively support and enhance long-term value added for it, by :
 - ensuring quality of specialists to be in line with the market requirements,
 - ensuring high level of scientific research work and effectiveness of public-private partnership in R&D field
- **5 Integrated Science, Studies and Business Centres (Valleys)** are being set up in Lithuania in the form of clusters of academic and research institutions, Competence and Excellence Centres, Science Technology parks and Industrial parks
- **12 National Complex Programmes** for development of knowledge-intensive business sub-sectors, including Engineering and IT are launched in 2010
- A number of the Structural support schemes are available for **companies, R&D institutions and associations** in the fields of **R&D, modernisation** of technologies and business management as well as development of **HR**

RECENT RESULTS:

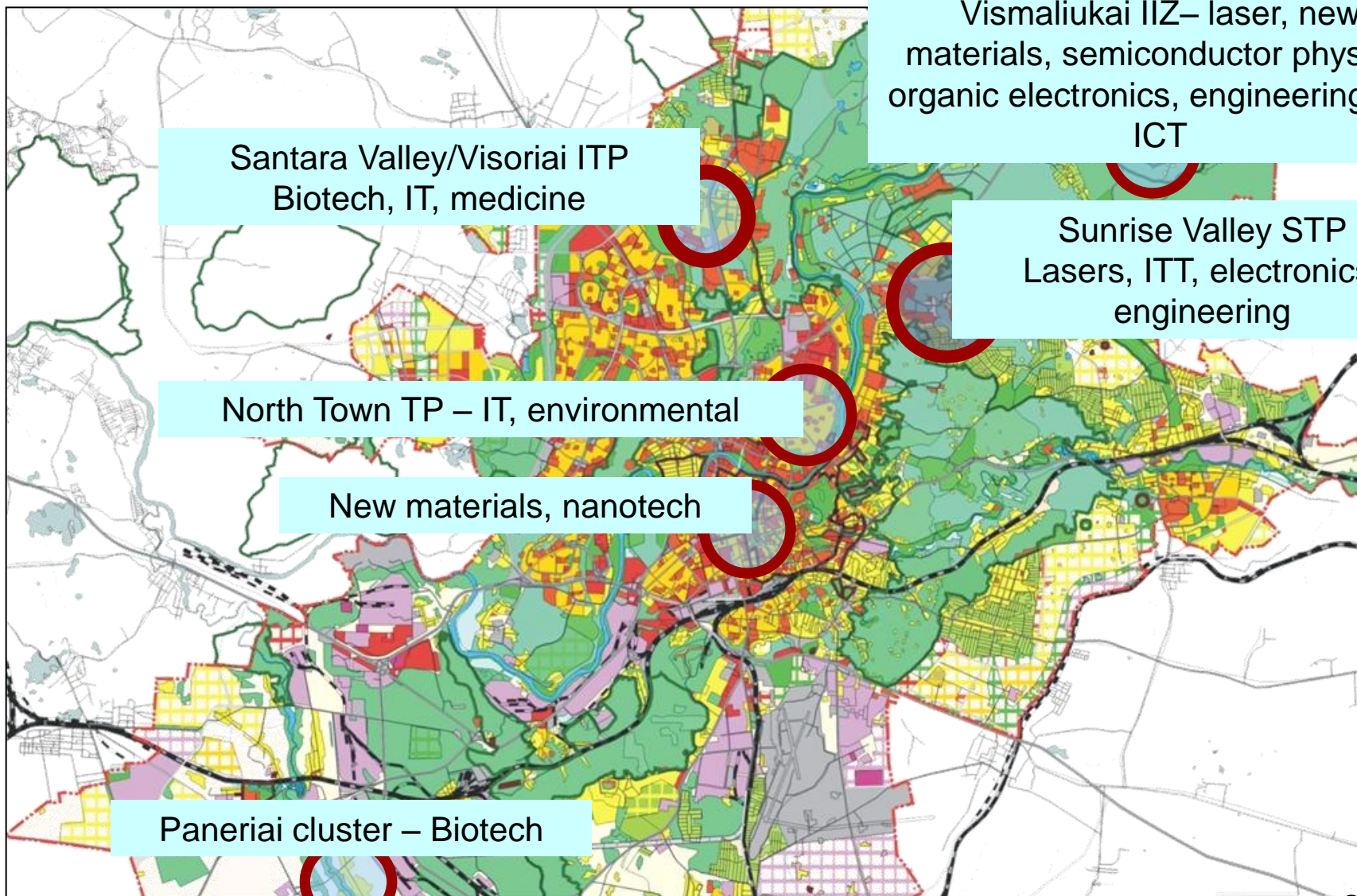
- **FDI:** 28 foreign companies accomplished 35 new FDI projects and created 5300 new jobs in Lithuania in 2009, 42 new investment projects were launched in Lithuania in 2010, the major ones are as follows:
 - BARCLAYS BANK (UK),
 - WESTERN UNION, IBM and CSC (US),
 - IDEAL INVENT TECHNOLOGIES (India), etc.

- **“Doing Business 2011”:** the World Bank gave the Lithuanian business regulatory environment the 2nd place among all the new EU Member States: Lithuania came 8th out of all EU countries and 23th in the list of 183 countries that were investigated

- **The EC award “Regions of Excellence”:** in January 2011, Lithuania won the award for successful implementation of policies, programmes and projects in line with the Europe 2020 strategy. The 2 other winners are Brandenburg (Germany) and Wales (UK)



KNOWLEDGE ECONOMY IN VILNIUS



PROJECTS FOR THE SECTOR DEVELOPMENT (1)

Project: "ENHANCEMENT OF VALUE ADDED GENERATED IN COMPANIES OF THE ENGINEERING INDUSTRIES' SECTOR BY DEVELOPMENT OF THEIR HUMAN RESOURCES"

Idea: to train employees of the sector companies in more than 20 key competence areas – from enterprise business model, marketing and product development to technological modernization, effective production practices and operation of CNC machines.

- Foreign partners – experts from Slovenia, Denmark, Norway, Sweden, Germany, UK, etc. – delivered more than 1700 man-days (43 %) of trainings
- Participants: over 600 employees from more than 30 companies.
- Budget: 2 MEUR
- April 2009 – November 2011

PROJECTS FOR THE SECTOR DEVELOPMENT (2)

Project: “STRENGTHENING OF R&D NETWORKING FOR THE FACTORIES OF THE FUTURE”

Idea: to join the PPP “Factories of the Future”, to prepare feasibility study on integration of enterprises and R&D institutions into the EU innovation-support networks, to train their researchers in preparing FP7 projects as well as in other international networking

- Partners from Slovenia, Portugal and Spain
- Participants: 22 companies, 8 universities
- Budget: 120 KEUR
- April 2010 – November 2011

PROJECTS FOR THE SECTOR DEVELOPMENT (3)

Project: **“DEVELOPMENT OF R&D INFRASTRUCTURE AND CAPABILITIES OF THE LASER AND ENGINEERING TECHNOLOGY CLUSTER – LITEK”**

- Profile of the cluster: development of lasers and laser equipment for scientific and technological applications, provision of services in product development engineering and production modernization as well as training and consultancy services.
- Members: 7 production companies, 2 innovation service providers, the State research institute “Centre for Physical Sciences and Technology”
- Budget: 4,82 M EUR (1,36 MEUR for capabilities + 3,46 MEUR for infrastructure)
- Funding rate: 50%
- November 2011 – November 2014

PROJECTS FOR THE SECTOR DEVELOPMENT (4)

PROJECTS FOR PROMOTION OF NETWORKING FOR INNOVATION SUPPORT IN THE ENGINEERING INDUSTRY SECTOR OF THE BALTIC SEA REGION, SUPPORTED BY THE NORDIC-BALTIC MOBILITY AND NETWORK PROGRAMME FOR BUSINESS AND INDUSTRY

Idea of all 3 projects initiated by LINPRA was to exchange experience and to promote regional networking cooperation in the R&D and HR development activities by study visits to NRTPs, universities, R&D centres and companies of the mechatronics, laser technologies and other knowledge-intensive engineering industry sectors in Denmark, Finland, Sweden and Lithuania.

Partners:

- Manufuture-FI
- Tampere University of Technology
- Hermia Oy
- Demola
- Danish Technology Institute
- Manufuture-SE
- Swerea IVF
- Chalmers University of Technology
- IDC
- Manufuture-LT

February 2010 – February 2012

PROJECTS FOR THE SECTOR DEVELOPMENT (5)

Project: **DEVELOPMENT OF THE ASSOCIATION-BASED SERVICES TO SUPPORT DEVELOPMENT OF THE SECTOR**

Idea: to prepare 3 feasibility studies on the market research for new high value-added products as well as to support participation of the sector companies in 10 international trade fairs in 2012 and 2013 – Hannover Messe, InterSolar, SolarExpo, PV SEC, Subcon

- Participants: 20 companies
- Budget: 380 KEUR
- November 2011 – November 2013

Project: **“SOCIAL DIALOG IN TIMES OF CRISES – EXPERIENCE FOR THE COMPETITIVENESS OF A STRONG INDUSTRY IN THE BALTIC SEA REGION”**

Idea: exchange of experience and strengthening of cooperation among employer organisations in the field of development of social dialogue – from flexicurity to vocational training, etc.

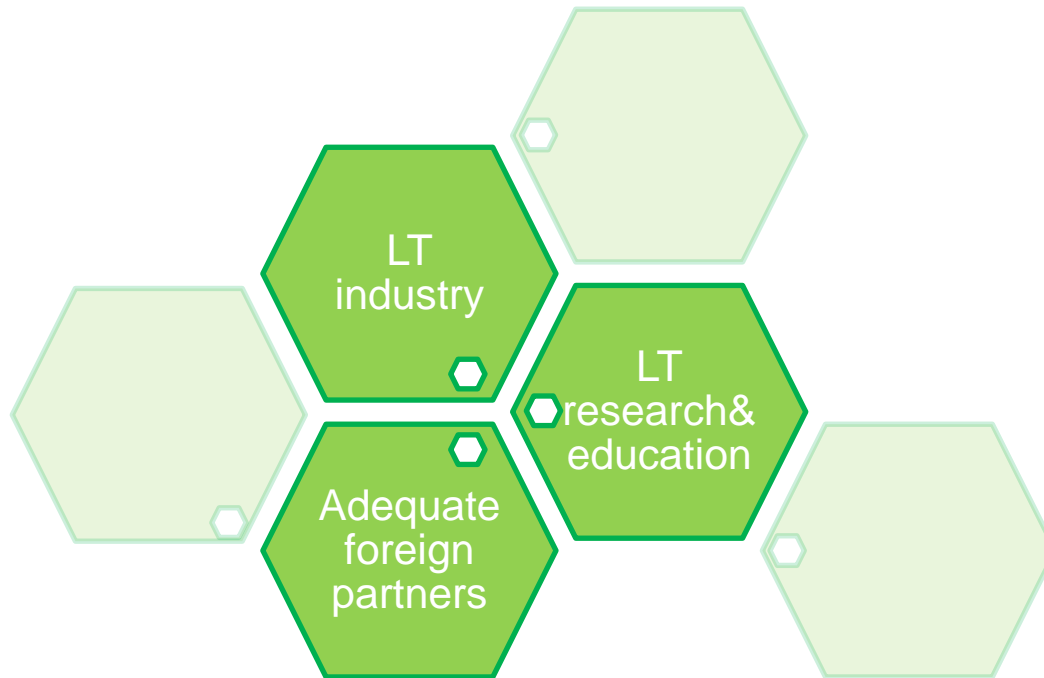
- Participants: Sector employer associations from Germany, Denmark, Sweden, Finland, Estonia, Latvia and Lithuania
- January 2011 – December 2011

PROJECTS FOR THE SECTOR DEVELOPMENT (6)

Project: “ATVERK - BUSINESS TEAM OF THE FUTURE”

- Idea of the ATVERK model – practical training of students in team-based entrepreneurship in the field of technology-based manufacturing.
- Conception of the project is based on the DEMOLA open innovation platform (Tampere, Finland).
- Expected results of the project:
 - to train 400 students and teachers
 - to launch a system of training integrated into international DEMOLA network for informal training of students in entrepreneurship.
- Local partners: 5 companies, 6 higher schools
- Foreign partner: DEMOLA (Finland)
- Budget: 0,76 M Euros
- Funding rate: 92%
- November 2011 – November 2013

BASIC IDEA: CLUSTER FOR THE SUCCESS



Partnership scheme “Eastern industry + Eastern research&education + adequate Western partners” is a must for success for the absolute majority of national projects and initiatives on our way to the future competitive knowledge-driven economy

**WE ARE CAPABLE AND OPEN FOR COOPERATION.
YOU ARE WELCOME!**



in the middle of difficulty lies opportunity

(albert einstein)

**THANK YOU FOR YOUR
ATTENTION!**

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