

Experience of SMEs with subcontracting in the ICT industry

EUROCHAMBRES

**41 National Chamber Organisations
2000 regional and local Chambers
over 17 million member enterprises in Europe**



Challenges faced by SMEs and major needs

- Introduction
- SMEs responsibilities
- Large corporates responsibilities
- Public policy framework
- Emerging market economies
- Conclusion

Introduction

EDI or die!

SME challenges and responsibilities

- SMEs have to be proactive
- The changing supply chain management
- Towards a global-competence supply network

Large corporate responsibilities

- Large corporate are a driving force
- A new practice: online reverse auction bidding

Public policy framework

- To create a digitally literate Europe
- To ensure an efficient communication network
- To foster innovation and R&D
- To improve the legal framework
- To develop networking facilities
- To facilitate the access to markets

Emerging market economies

- To increase the pool of skilled workers
- To develop international networks
- To avoid capturing emerging ICT industry in low value added activities



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THANKS!

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