

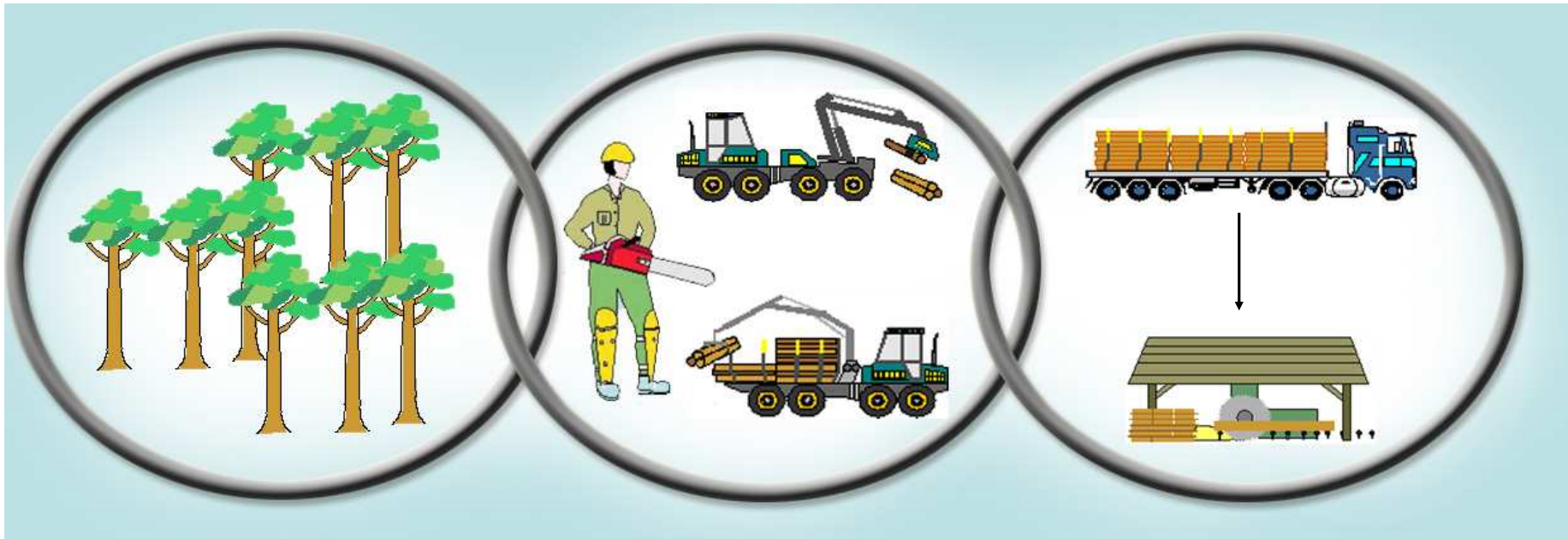


# Support systems to develop SMEs in the hardwood value chains

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## Support systems- what is it?

- a wide spectrum of policies, tools, instruments and measures which will facilitate enterprise development and the development of value chains
- Policies
  - (economic, regional or rural development)
- Funding
- Networking and match-making Consulting
- Training



## Policy

sets the frame for various measures and instruments via

- legislation
- public procurement, standardisation, labelling, certification,
- complementary actions such as training
- research





## **Market and Business Relationships** contribute to support systems with

- Networks
- Clusters
- Extension and consulting services (e.g. commercial or non-commercial extension services of state forest enterprises)



## **Enterprises**

**are the target of support and actors in a systematic concept.**

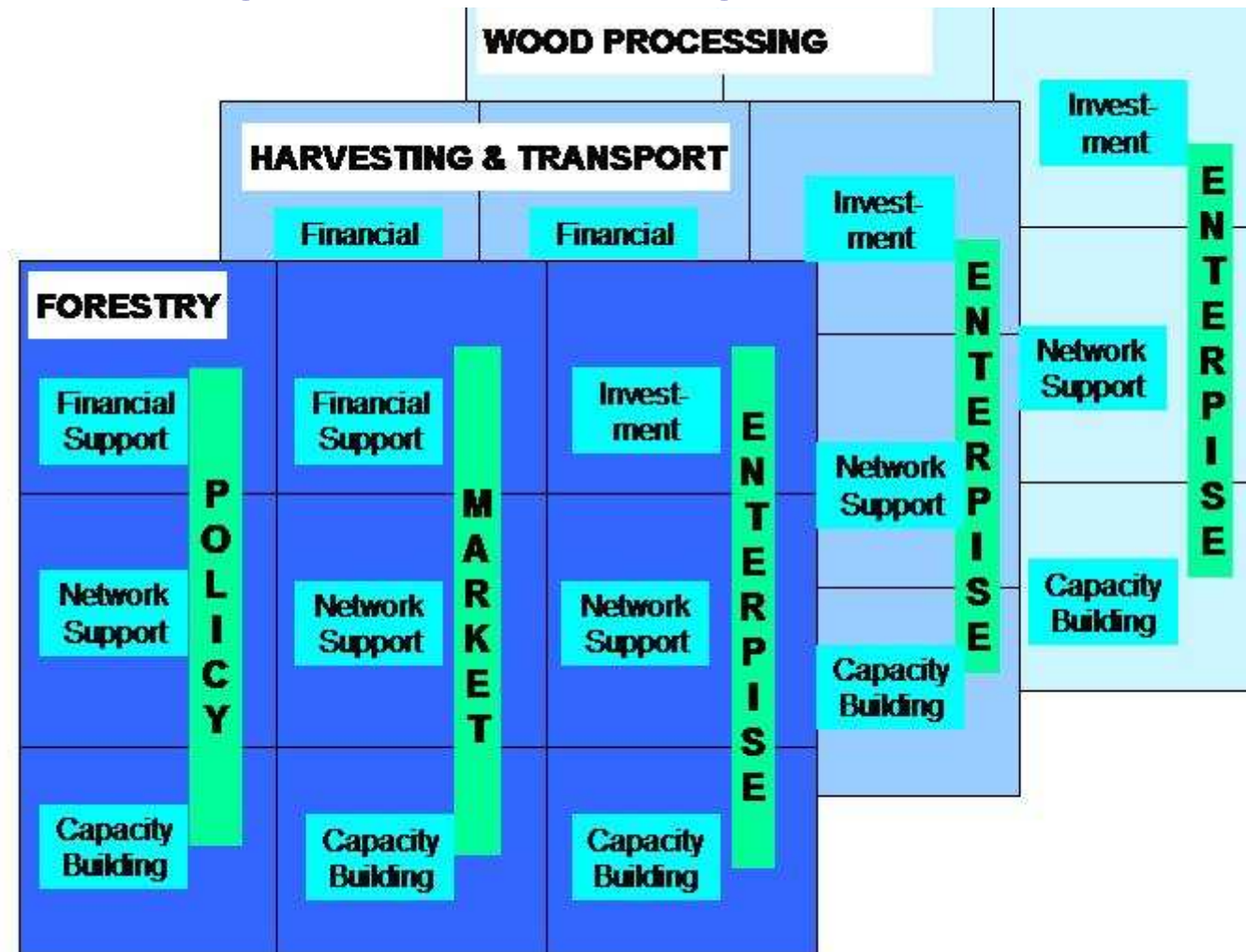
- Enterprises generate and implement innovations.
- Enterprises are the source for knowledge exchange particularly in SME based sectors.
- Enterprises are the place of learning.



## Complexity of Support Systems ....



# Complexity of Support Systems







## Getting structured information – a matrix of support systems

	Source of Support Measures		
	Political/Public	Public/Private	Private
Funding			
Network building			
Training			
Consulting			



**DEMAND  
- Highlights**

	Source of Support Measures		
	Political/Public	Public/Private	Private
Funding	Technology (Contractors/ Sawmills)		
Network building		Moderation of Networks of Actors in the Chain	
Training	Silviculture (FOs)		
Consulting			



## Actual Support Systems- Different structures in PL and SE

- **SWEDEN:**
  - Associations for Promoting Hardwoods exist
  - Forest Owners Associations providing advice, services, training to owners and contractor
  - Forest Agency offering advice and services
- **POLAND:**
  - Public economic funding and advisory services outside forestry!
  - Training and Consulting services are mainly provided by commercial companies



# Support is available! But does it reach the actors in the chain?

An analysis of available support measures shows:

- The most required support measures are somehow available
  - ➔ But do they reach their target groups effectively?
- Networks are missing or not reaching into the value chain
  - ➔ Network moderators need support!





# Conclusions

(based on data from PL and SE)

- **Support mainly consists of individual support measures for individual actors.**
- **There is no inter-link or common goal between different support measures.**
- **Hardwoods do not have a high priority in support measures (e.g. training measures)**
- **No real support system for fostering a value chain (cluster initiatives?).**



## Policy recommendations

**Use funds and support measures for facilitating value chains rather than individual actors with isolated measures!**

**Networks need moderators and activators – The “leader” story shows how it works**

**Existing infrastructure (Agencies, associations) should be motivated to co-ordinate networks.**



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