



EX-POST IMPACT ASSESSMENT

SELECTED KEY RESULTS FROM CALL 1

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VAPs as a door-opener for internationalisation of European SMEs



94%

established
new networks



66%

cooperated in the
target country for the
first time



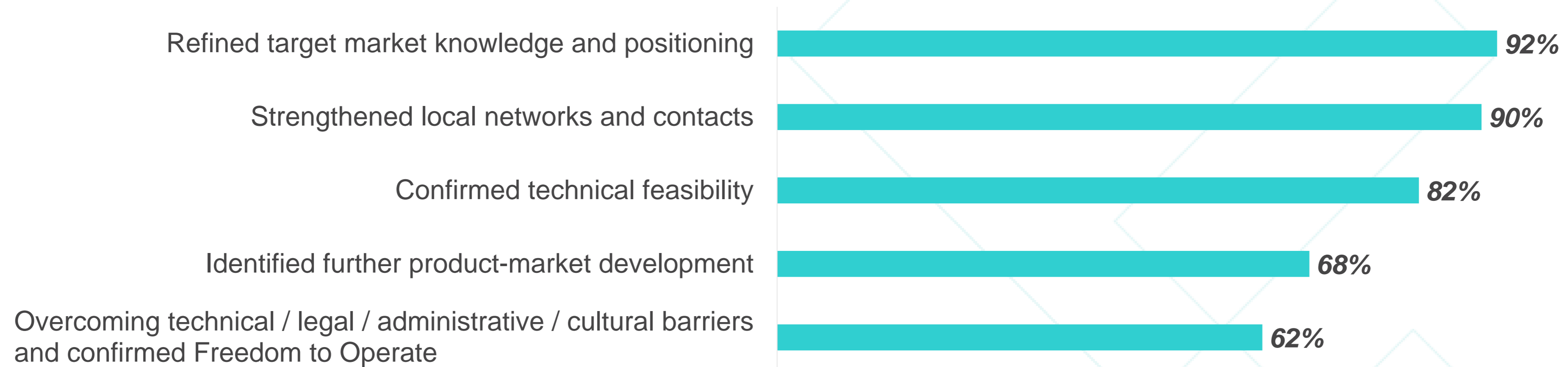
52%

entered a new
formal partnership
with their local partner
e.g. joint venture, license agreement, etc.

Q: Establishment of new networks (y/n) / VAP as first cooperation in the target country (y/n) / New formal partnerships with local partner through VAP (y/n) • N = 50

VAPs led to tangible results for the beneficiaries

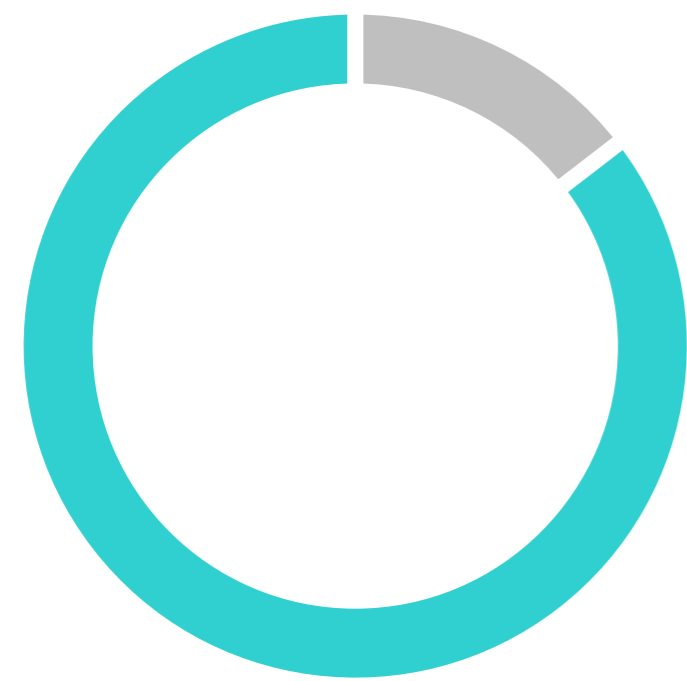
Top 5 results of VAPs



Further results: Improved business model viability (62%) • Envisaged preparation of a future collaborative RTDI project (58%)
Optimised marketing and exploitation pathways (54%) • New (or improved) strategic industrial / technological alliance(s) (38%)
Improvements to existing services (34%) • New service (17%)

Q: What are the main results of the VAP? (multiple answers possible) • N = 50

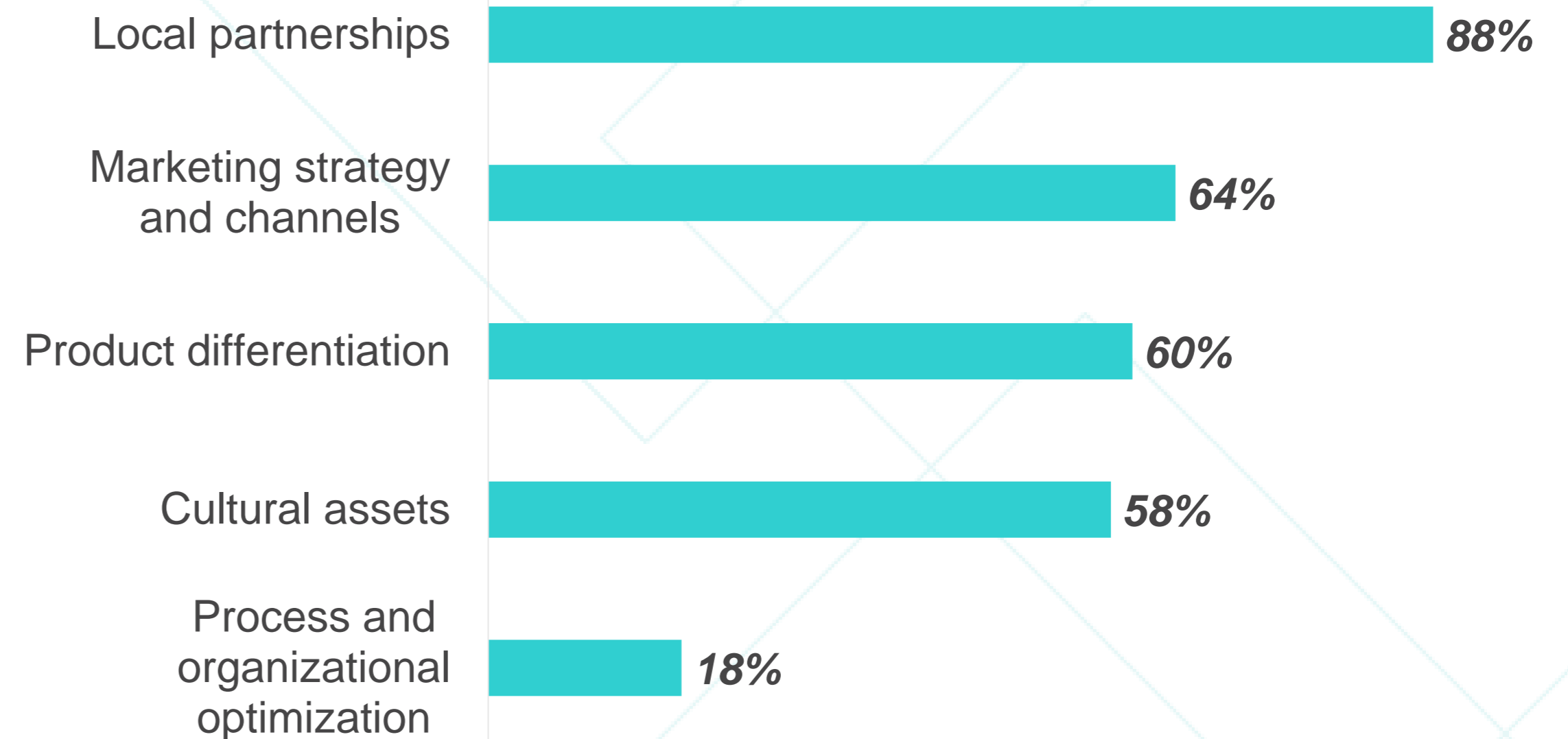
VAPs created an impact on the beneficiaries' competitiveness...



94%

said that the VAP had an impact on their competitiveness

VAP impact on...



Q: Impact of the VAP on competitiveness (y/n) / Impact of the VAP on key competencies of the beneficiary (multiple answers possible) • N = 50

...and contributed to creating and safeguarding jobs

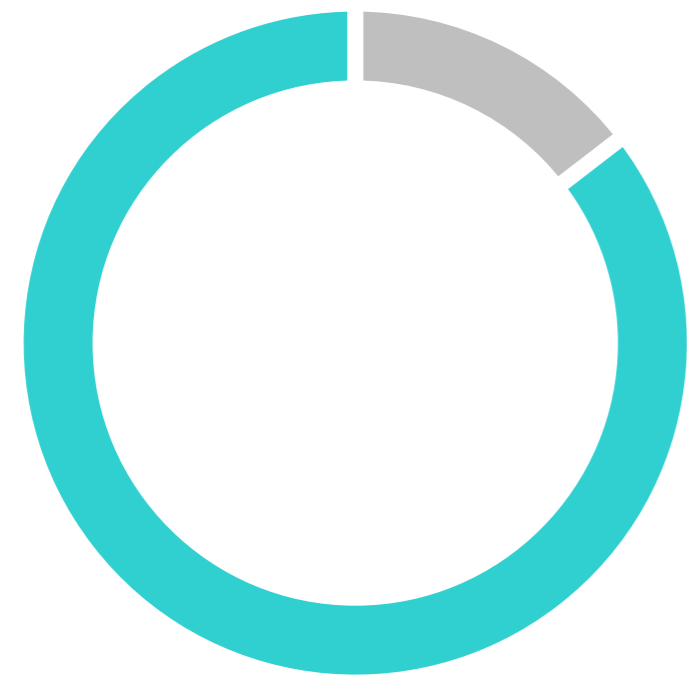


66% maintained or safeguarded jobs

38% created new jobs

Q: Creation of new jobs / Maining and safeguarding of jobs (N = 50)

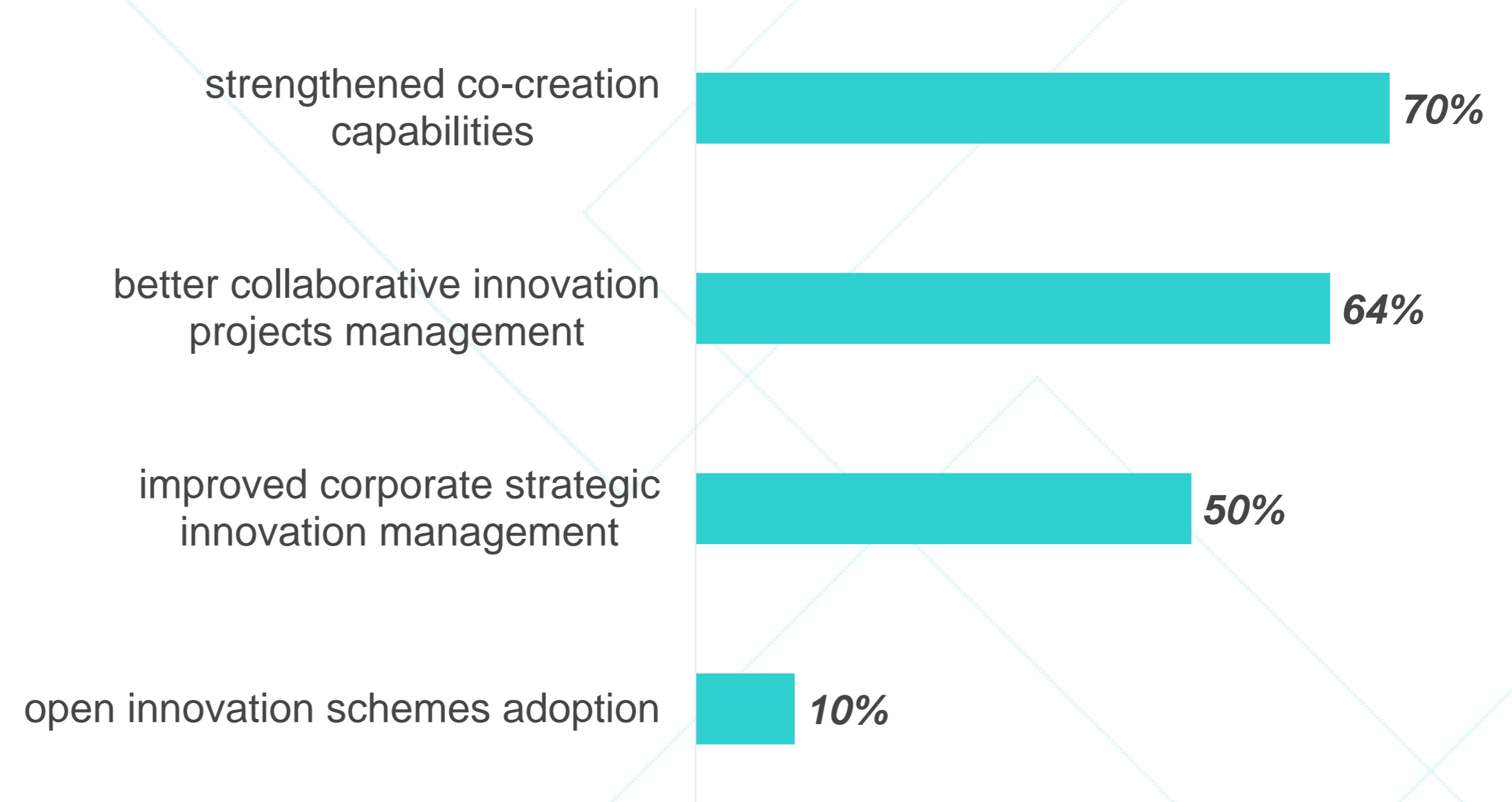
VAPs have improved the collaboration and innovation culture of almost all beneficiaries



94%

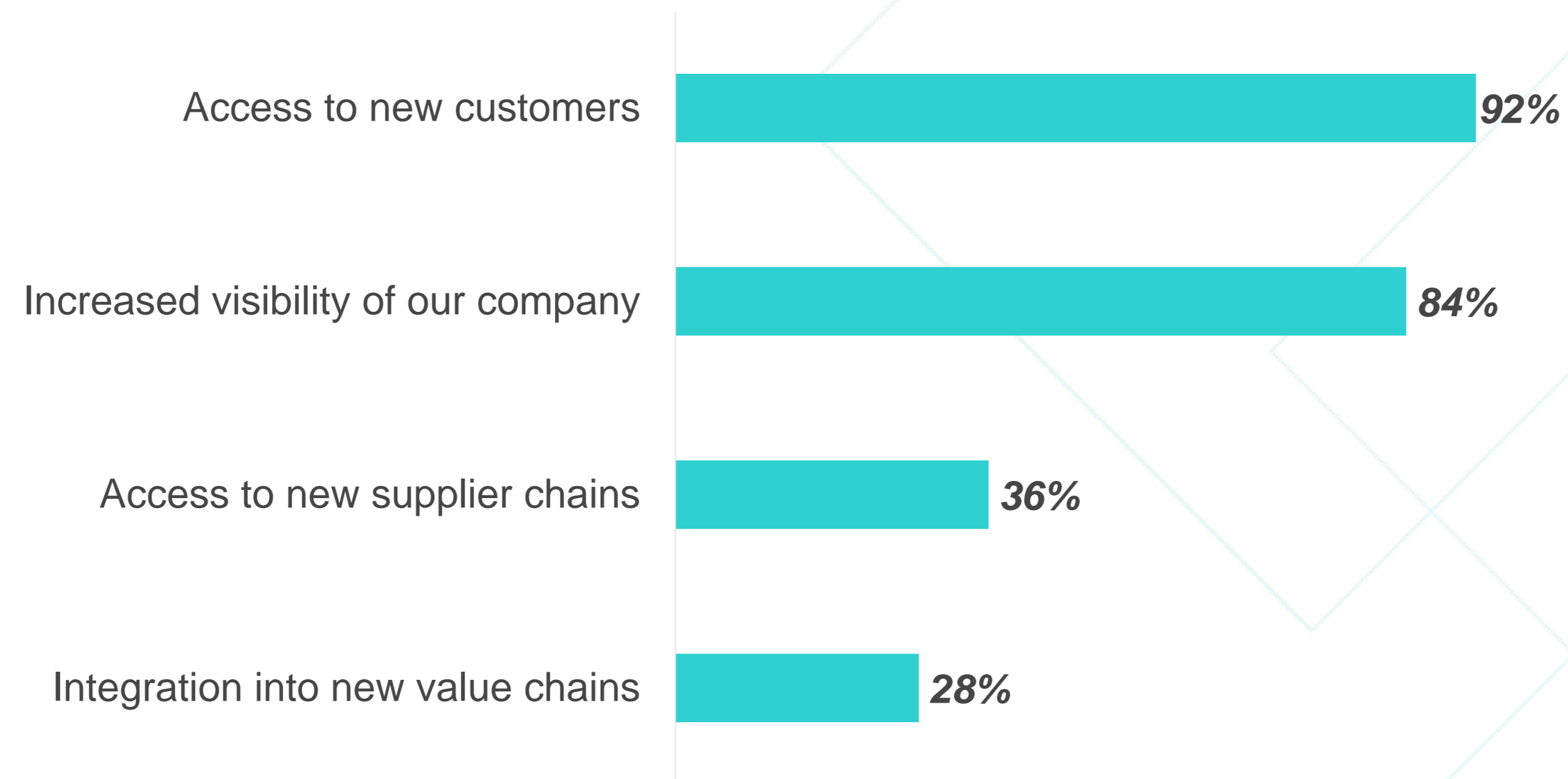
said that the VAP has improved their collaboration/innovation culture

VAPs led to...



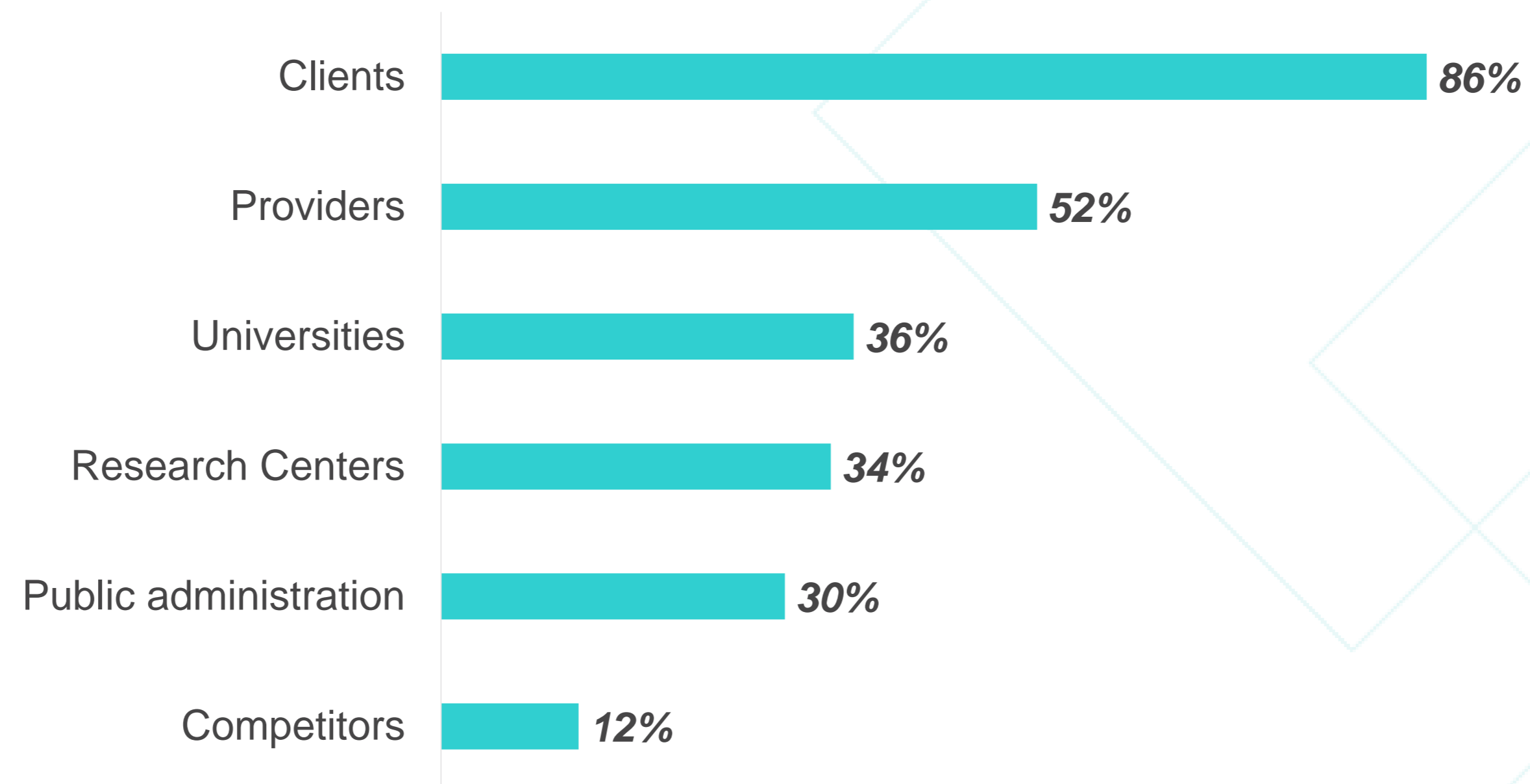
Q: Has the VAP improved your collaboration/innovation culture? (y/n) / If yes, please describe in which way (multiple answers possible) • N = 50

VAPs had multiple other relevant benefits for the beneficiaries...



Q: What other benefits arose from the VAP? (multiple answers possible) • N = 50

...and helped to establish new relationships with stakeholders along the entire innovation chain



Q: With which type of organisations have you established relationships within the VAP? (multiple answers possible) • N = 50



INNO WIDE



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