



*Ministry  
of Economic Department*

# **Small Business Act**

**Support initiatives for micro, small and  
medium enterprises in Italy in 2012**

**Report 2013**



SMALL BUSINESS ACT

*Direzione Generale per le PMI e gli Enti Cooperativi*



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This Report was edited by the Directorate General for Small and Medium Enterprises and for Cooperatives, chaired by Prof. Gianluca Maria Esposito.

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The Presidency of the Council of Ministers - Department of Local Economies Development - and the Conference of the Regions and the Autonomous Provinces also contributed to this Report.

We would like to thank Rita Rinaudo for the editorial assistance.

The editing and the translation from Italian to English have been made by Maria Laura Fagioli.



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## Introduction

### The centrality of SMEs in order to get out of the financial crisis

I. The financial crisis, which hit the Euro Area, has pushed a lot of European countries to adopt measures for fiscal safety, but they have also further weakened the domestic demand and the intra-European trade.

According to the EU Commission's forecasts of the last November (*European Economic Forecast*) we are going to have a European economy improvement, starting from the second semester of 2013, which will enhance the GDP equal to +0.4%, after a value of -0.3% in 2012, that is going to get to +1.6% in 2014.

On the basis of the assessments, the USA will increase by +2.3% in 2013 and +2.6% in 2014, in comparison with the growth of China that will be constant, about +7.7%, in a two-year period.

The unemployment rate will peak out 10.9% in the EU and 11.8% in the Euro Area, because of the weaker economic activity in 2013, before it will faintly fall again in 2014. Meanwhile, inflation is going to decrease by 2% in the EU and 1.8% in the Euro Area in 2013.

Pursuant to the Research Facility of the Confederazione Studi Confindustria – the CSC (in December 2012), the Italian GDP growth will still be forecasted negative in 2013 (-1.1%), after its economic downturn of 2.1% in 2012, but that will partially recover in 2014 (+0.6%).

The GDP collapse is mainly due to the economic downturn of the domestic demand: in particular, the consumptions of households should still decrease by 1.4% in 2013, after the strong economic downturn equivalent to 3.2% in 2012; and the gross fixed capital formation, that decreased by 8.2% in 2012, should further decrease by 1.8% in 2013, according to the CSC assessments. On the contrary, the 2013 exports are considerably recovering (+1.2%) and they will increase, above all, in 2014 (+2.8%).

There is a positive factor in this economic short mid-term period: Italy lost only 0.8 global production quota at current prices between 2000 and 2011, while the USA lost 10.3, Japan 6.4, Great Britain 1.5 and France 1.1 production quota. The first world manufacturing power, the USA, was nearly three times more important than China in 2000; the Chinese value of the manufacturing output is already 50% higher than the USA one, only eleven years later.

Rankings are destined to change more and more rapidly in this scenario. It is likely that Brazil and India, which have lately overtaken the Italian value of the manufacturing output, will also undermine South Korea, in the next few years.

As the CSC Report underlines that the Italian manufacturing keeps showing positive and vitality signs: export and innovation are the keys to react and remain on top.

Also, Italy took the second place for export *performance* in 2010, after Germany, according to the competitiveness indicators processed by Unctad-WTO; Italian export has already overtaken the pre financial crisis maximum value.

A definitely positive data, that however incorporates a buckling factor, is the limited number of exporting enterprises: 50% of the Italian exportations are attributable to about 2,000 enterprises, and 75% to 4,000 ones. Therefore, one of the strategic aims for our country is to enlarge the amount of enterprises committed to international markets, above all, through the non-European countries.

The long-period term trend underlines how those countries with a lot of population have been heading towards to overtake the old industrialized economies in the absolute value rankings of the manufacturing output and of the same GDP. It is possible for the Italian industry to defend its own competitiveness on the foreign markets and its sector and niche *leaderships*, and to make *Made in Italy* more and more oriented to innovative sectors. However,

Italy remains one of the only five G-20 countries in the black in the manufacturing foreign trade, nowadays. India, Mexico, Indonesia, Turkey, Brazil are all in deficit. It has been the same for France, Great Britain and the USA since years, as well. Therefore, Italy has still what it takes to be among the few world *great powers*, which can be proud of their manufacturing structural *surplus* against the foreign countries.

Therefore, an increasingly sharp distinction emerges among those enterprises that operate on international markets and those that are placed under the internal market. The different turnover trend tends to configure a gap that will probably spread in the next years, as well, to the extent that export-oriented enterprises are often entrusted with Italy's industrial presence, so that they become the representatives of a dynamic capitalism.

We are facing the necessity to outline again the geography of our enterprises and the Italian industrial functions, recurring to taxonomies that can't be the old ones, like the image of the Italian districts or the export and dynamic medium enterprises: it needs to see our production through supply chains and business networks. It is outlining a pathway by the representation of an Italian industrial pattern organized by a *network* of relationships between enterprises (business networks and supply chains) that passes over the previous territorial cut-off lines (networks between territories).

It emerges an earlier framework that seems crucial for a development *vision* and for a consequent growth policy: it is necessary to aim to the internationalization of the enterprises, to the innovation and to the territorial system of the networks in order to contribute to overrun the financial crisis.

The actual challenge is the passage from the molecular capitalism to the smart networks one<sup>1</sup>, in which the manufacturing is supported by the credit system and the advanced tertiary.

**II.** The fourth edition of the Monitoring Report of the adopted initiatives in implementing the Small Business Act (SBA) represents a referential public document for both public and private subjects that are specialized in policies in behalf of micro, small and medium enterprises.

The monitoring of the SBA implementation is made yearly under Art. 6 of the Presidency of the Council of Ministers' Directive on May 4 2010, in order to analyze *in progress* the actions that have been undertaken to support the economic activity of micro, small and medium enterprises.

It's worthy of citation that the Italian Report is cited as an example of "best practice" in the SBA Review document approved by the European Commission. Moreover, both the chosen methodological system and the contents of our Report have been cited in several occasions in "*The Expert group policy-related research on entrepreneurship and SMEs*" by the European Commission.

The first Chapter of this Report analyzes the theoretical contest in which the measures of the enterprises promotion were "thought" and then implemented; the second Chapter examines in depth the promotion measures for the enterprises, according to each SBA principle, that were approved by the central Administrations in 2012, and it accounts for their state of implementation, specifying the immediate efficiency or the implementation procedure for each action, for the first time.

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<sup>1</sup> EU Commission, Entrepreneurship 2020 Action Plan, 9.1.2013 COM (2012), 795 final.



Further news is the redaction of a Chapter by the Commission on "Productive Activities" of the Conference of the Regions and the Autonomous Provinces, that shows the *best practices* formed after the latest support policies to the Micro-SMEs of the Italian Regions (Chapter 3).

In the forth Chapter, *focuses* about some very important questions for the Italian enterprises, that are objects of the wide programme about measures and instruments implemented by the Ministry of Economic Development, which is the main supervisor of the SBA implementation, are achieved. Moreover, the progressive advancement of the so-called assessment culture and the need to give and receive information about the effects on the system of the development policies are the basis of the choice to set aside an in-depth analysis about the outcomes of two investigations made by the Directorate General for Small and Medium Enterprises and for Cooperatives: the first one is conducted on about 300 enterprises that adhered to Network Contracts, and the second one is about a representative sample of 1,000 micro, small and medium enterprises.

We would like to thank the Presidency of the Council of Ministers - Department of Local Economies Development - for helping us to collect the data and the information related to other State Administrations about SMEs, and the Conference of the Regions for the contribution related to the *best practices* of the Italian Regions above all in favour of micro and small-sized enterprises.

Prof. Gianluca M. Esposito  
(Director General)



## Chapter 1

### The Small Business Act and Italy's pursued strategy in favour of Micro-SMEs

#### 1.1 The socio-economic importance of Micro-SMEs

The economic literature has underlined in the course of time, how there is a strict connection between the increase of the inclination to the entrepreneurship of an economy and/or of a territory, and the wealth and saving accumulation. On the basis of this hypothesis and considering that micro, small and medium enterprises (after-specified Micro-SMEs) are the driving forces of our economy, the increase of GDP, the employment growth and the decrease of the growth gaps among More Developed Regions and Less Developed Regions of the country could be achieved:

- creating a favorable environment for their relational-qualitative growth;
- following a network organizational pattern that facilitates internationalization and innovation;
- enhancing the launch of new enterprises (*start-up*);
- supporting the inter and intra-sector clusters.

The related data of the Italian enterprises fabric are the empirical evidence of similar certainties. Micro-SMEs represent especially the pillar of the economic and production system: 99.9% of more than 4.4 million of extra-agricultural enterprises was made by micro, small and medium-sized enterprises in 2010, indeed; hereof, nearly the totality (95.1%) was micro-sized enterprise (with less than 10 employees), that was an increasing data compared to the 2009 one (94.7%), reaching the highest incidence of 97.6% in services in comparison with 82.3% in industries in the strict sense; medium-sized enterprises (from 50 to 249 employees) are just 0.5% of the total amount, while large-sized enterprises affected only 0.1% (Chart 1).

**Chart 1 - Structure of industrial and services enterprises (2010)**

Size of enterprises (No of employees)	No of active enterprises	Percentage composition (%)
1 – 9 (Micro)	4.241,909	95.1
10 – 49 (Small)	193,605	4.3
50 – 249 (Medium)	21,770	0.5
Micro-SMEs	4.457,284	99.9
≥ 250 (Large)	3,707	0.1
<b>Total</b>	<b>4.460,891</b>	<b>100.0</b>

Source: National Institute of Statistics (ISTAT)

The statistical significance of Micro-SMEs in the Italian production background is also relevant for its contribution in terms of exports (about 54% of the total amount exported) and employment: 66.9% of employees work in Micro-SMEs (46.6% of employees only work in micro enterprises), indeed. The important role of our micro enterprises also emerges from the comparison between the Italian production structure and the main European countries one, above all in terms of employment and added value, with a lower incidence of employees in large enterprises. It is not only an Italian phenomenon. Micro-SMEs represent the backbone of European economy, too (Chart 2). Under the latest assessments of Cambridge Econometrics about Eurostat data, they were 99.8% of the nonfinancial enterprises, equivalent to 20.7 million enterprises in 2012. The great majority (92.2%) was made up by micro enterprises; about 6.5% of SMEs were classified as small

enterprises and 1.1% as medium-sized enterprises. Large enterprises represented just 0.2% of the nonfinancial enterprises of the EU.

**Chart 2 – Main indicators of European enterprises (Unfinished sector, 2012, absolute value)**

	Micro Enterprises	Small Enterprises	Medium Enterprises	Micro-SMEs	Large Enterprises	Total
<i>Enterprises</i>						
EU-27	19.143,521	1.357,533	226,573	<b>20.727,627</b>	43,654	<b>20.771,281</b>
Italy	3.586,172	183,608	19,259	<b>3.789,039</b>	3,240	<b>3.792,279</b>
Germany	1.754,273	288,816	54,375	<b>2.097,464</b>	9,640	<b>2.107,104</b>
France	2.288,033	143,029	21,924	<b>2.452,986</b>	4,792	<b>2.457,778</b>
UK	1.478,181	142,947	25,179	<b>1.646,307</b>	6,249	<b>1.652,556</b>
Spain	2.306,255	131,110	16,901	<b>2.454,266</b>	2,915	<b>2.457,181</b>
Greece	733,060	22,777	2,864	<b>758,701</b>	410	<b>759,111</b>
Portugal	663,739	35,408	5,247	<b>704,394</b>	760	<b>705,154</b>
<i>Employees</i>						
EU-27	38.395,819	26.771,287	22.310,205	<b>87.477,311</b>	42.318,854	<b>129.796,165</b>
Italy	7.023,119	3.238,516	1.864,530	<b>12.126,165</b>	2.991,720	<b>15.115,873</b>
Germany	4.781,169	5.710,758	5.115,331	<b>15.607,258</b>	9.251,470	<b>24.858,728</b>
France	3.723,287	2.697,285	2.107,446	<b>8.528,018</b>	4.844,302	<b>13.372,320</b>
UK	3.613,806	3.284,190	2.672,169	<b>9.570,165</b>	8.076,305	<b>17.646,470</b>
Spain	4.844,267	2.511,293	1.674,132	<b>9.029,692</b>	2.937,029	<b>11.966,721</b>
Greece	1.374,475	420,015	271,911	<b>2.066,401</b>	362,174	<b>2.428,575</b>
Portugal	1.173,921	670,125	498,190	<b>2.342,236</b>	646,706	<b>2.988,942</b>
<i>Added value (mln Euros)</i>						
EU-27	1.307,361	1.143,936	1.136,244	<b>3.587,540</b>	2.591,732	<b>6.179,271</b>
Italy	181,928	140,064	100,313	<b>422,304</b>	196,347	<b>618,651</b>
Germany	213,078	262,361	293,857	<b>769,297</b>	658,733	<b>1.428,030</b>
France	227,730	150,973	131,158	<b>509,861</b>	355,181	<b>865,042</b>
UK	182,887	146,261	161,415	<b>490,563</b>	497,030	<b>987,593</b>
Spain	141,607	106,450	84,247	<b>332,305</b>	174,665	<b>506,970</b>
Greece	23,046	14,382	10,102	<b>47,530</b>	20,645	<b>68,175</b>
Portugal	17,578	17,230	16,189	<b>50,998</b>	24,396	<b>75,394</b>

Source: Cambridge Econometrics (assessments) processed by the Ministry of Economic Development (MISE)

European Micro-SMEs represented 67.4% of jobs in the nonfinancial sector in terms of employment in 2012, which were similar to the 2011 data, and increased in comparison with 66.9% in 2010. Nevertheless, Micro-SMEs had a smaller productivity in the European Union in 2011 and 2012 (58.1%) compared to large enterprises, in relation with the level of employees.

Italian Micro-SMEs' structure has similar size characteristics to the European medium-sized enterprises one, even if our structure is nearer to the Mediterranean European countries, such as Spain, Portugal, Greece and France too, under some features, in comparison with the structures of Germany and Great Britain and those of Northern Europe countries, in general.



In the light of the above-mentioned background, EU Commission adopted the *Entrepreneurship 2020 Action Plan*<sup>2</sup> in January 2013, in order to improve the entrepreneurial environment to increase the competitiveness of the enterprises of the European Union, above all the small-sized ones. It is the first European strategy about entrepreneurship, which is oriented to a positive function of the entrepreneur and to the helpful role of the Government rather than a stumbling block one.

Entrepreneurship is a strong flywheel of the economic growth and of the employment creation; it unlocks new markets and fosters new skills and capabilities. The same Commission underlines in the *Action Plan* how a whopping 85% of the new jobs, that are going to be created in Europe, could be in micro or small-medium enterprises. Nevertheless, Eurobarometer's data about entrepreneurship show that Europeans who are interested in the enterprise creation have decreased from 45% to 37% (opposite to 51% in the USA and to 56% in China). In confirmation of this trend, the percentage of people who prefer a self-employed activity to a paid employment has decreased in 23 out of 27 EU Member States since 2004.

The Action Plan outlines a series of actions that are going to be undertaken, both at European and Member State level, in order to support the entrepreneurship in Europe, because it is a *follow up* of the Small Business Act and of the Industrial Policy Communication, adopted in October 2012<sup>3</sup>. It is based on three pillars:

1. **Entrepreneurial education.** School and the education system have generally a key role in developing entrepreneurial attitudes: between 15% and 20% of pupils who take part in fieldwork in school (creation of a *business plan*, experiences in school - job rotation) go on to become an entrepreneur, a figure that is three to five times higher than the average. For this reason, the Commission encourages the States to include teaching and programs in their compulsory curricula in order to promote entrepreneurial spirit;
2. **Removing the obstacles** that hold back the enterprises: it needs to reduce the required time to create an enterprise, to obtain the needed licenses and authorizations and to complete the failure procedures. So, the Commission identified six action and improvement areas to help new enterprises emerge and flourish:
  - a. access to finance<sup>4</sup>, creating a European market for the microcredit and simplifying the tax system on the private direct investments (for example, mini bonds, *crowdfunding*, *business angels*);
  - b. support to the entrepreneurs during the crucial phases of the business activity: seeing as 50% of companies falls within the first five years, Member States must give more resources to help new enterprises to overtake this critical period (management training, *coaching* for research and development, networks with other SMEs, potential suppliers and customers);
  - c. great utilization of information and communication technologies (ITC), because SMEs grow two to three times quickly if they use new technologies;

<sup>2</sup> See: footnote 1.

<sup>3</sup> Communication: "A Stronger European Industry for Growth and Economic Recovery, Industrial Policy Communication Update", 10.10.2012, COM (2012).

<sup>4</sup> In this sense, it is proposed an important support by the EU Commission about the *Programme for the Competitiveness of enterprises and SMEs* (COSME) to promote the access to finance and encouraging an entrepreneurial culture, including the creation of new enterprises. With a budget of 2.5 bln Euros over the period of 2014-2020, COSME is a funding instrument, which is largely continuing the activities under the current Competitiveness and Innovation programme (CIP). The new programme targets in particular: 1) entrepreneurs, above all SMEs, which will benefit from an easier access to funding for their enterprises, 2) citizens who want to become self-employed and must face difficulties in setting up or developing their own enterprises, 3) Member State's authorities, which will be better assisted in their efforts to elaborate and implement effective policy reforms.

- d. easier business transfers: every year in all Europe, 450,000 enterprises with 2 million employees are transferred to new owners: this leads to the loss of about 150,000 enterprises with 600,000 jobs. The Commission offers to remove the obstacles to online cross-border business transfers and simplify the procedures in order to start up, dispose and transfer or restart a new company;
  - e. a second chance for honest entrepreneurs after bankruptcy and a help for new enterprises to overtake temporary financial questions;
  - f. administrative simplifications: the action plan will make common the simplification procedures to Member States that will be more efficient for small enterprises;
3. **Creation of mentoring, consulting and support programs** for women, migrants, older and unemployed people.

Moreover, the Plan underlines how the support measures for Micro-SMEs keep on remaining imbalanced because a relevant number of Member States goes on ignoring the small enterprises characteristics, in particular the micro enterprises ones, upon planning the legislation. With this new Action Plan, Europe wants to regain confidence in its capability to undertake, innovate and grow: it is a great cultural leap but EU knows it has to aim for Micro-SMEs and for public finance actions that can find the perfect balance between growth and rigor<sup>5</sup> in order to succeed at this task.

## 1.2 The socio-economic importance of cooperative enterprises

The world of cooperation represents an increasingly relevant dimension in our country: it is made by a hodgepodge of small, medium and large enterprises which operate in the most several economic sectors, with the "key" role in particular strategic industries, like credit, agri-food, social and large-scale distribution. According to the latest data by the Ministry of the Economic Development, the enterprises entitled to practice of the cooperatives are about 95,000, localizing 33.7% in the North, 23.1% in the Center and 27.1% in the South of the country.

On the whole, cooperatives show a significant capability to react in this deep financial crisis phase, guaranteeing the total tightness of the employment rate and even creating new job opportunities in certain sectors. On the basis of the latest survey by the socio-economic research institute, CENSIS (*First Report on Cooperation in Italy*), employees rate in cooperatives registered an increase of 8% in comparison with a decrease of 2.3% of enterprises employment, during the crisis years, between 2007 and 2011, that had been continuing in 2012 (+2.8%). Social cooperatives dragged behind the employment growth, registering a real boom of employees in the 2007-2011 period (+17.3%), that had been continuing in 2012 (+4.3%). Also the wide tertiary sector (commerce and distribution, logistic and transports, credit, business related services) was characterized by +9.4% of employees in the above-mentioned period and by +3.4% in 2012.

The same survey outlines that the majority of cooperatives (40.2%) is facing a stationary phase: 24.6% of cooperatives live a consolidation period, 17.4% is growing and only 17.7% is facing serious difficulties. Small cooperatives are the most hit by the financial crisis because they are less equipped to deal with this hard circumstance.

Finally, cooperatives are generally less oriented to operate on foreign markets: overall, only 7.4% of them exports and 2.2% is committed to *joint venture* with foreign enterprises. The record of internationalization lies with the agri-food industry, in which 26.3% of cooperatives attend in

<sup>5</sup> For an in-depth analysis, see: Valiani, R.; Bertucci I., *L'evoluzione delle procedure decisionali e contabili e l'equilibrio della finanza pubblica nel medio periodo nel sistema europeo*. Law of Accounting and Public Finance - Law of December 31 2009 No 196: Le questioni aperte, Court of Auditors, November 18-19 2010, pages from 11 to 30.



foreign countries.

It is also for this reason that the data related to the world of cooperatives growing interest about the Network Contract instrument are interesting. Of the 3,350 enterprises which joint Network Contracts, 228 (about 7%) are cooperative; over half of them operate in Lombardy and in Emilia-Romagna. These companies join 90 Network Contracts. Nevertheless, 35 Contracts are mainly and exclusively subscribed by cooperatives: these last ones operate above all in people related services sectors (10), business related services (8) and infrastructures/building related ones (7).

The number of cooperatives which join Network Contracts was nearly three times higher during 2012, observing a growth trend higher than the whole joint enterprises (+157.8%). These data seem to underline a growing reactivity of cooperative enterprises to the instrument proposed by the Legislator, which is somehow similar due to its aggregative nature<sup>6</sup>.

### ***1.3 Italy's pursued strategy in implementing the Directive of the Presidency of the Council of Ministers (PCM) about the Small Business Act***

European Union and Member States have identified the socio-economic importance of Micro-SMEs in EU-27 in all the official papers, in the last years.

This pathway, that is cultural *at first*, has begun under the influence of the "best practices" reviewed in the "European Charter for Small Enterprises", signed in Santa Maria de Feira (Portugal) in 2000<sup>7</sup>, and putting into effect the conclusions of the European Council in spring 2006. Moreover, according to the decisions made by the European Union after the "Lisbon Strategy", it is acknowledged the flipping of the support enterprises policies in the policy papers of the Member States, from "generalized" interventions, i.e. oriented to the generic accumulation of private capital and/or to poor specialization and selectivity, to research, development and innovation support-oriented policies and to the supply of the real business related service (horizontal objective).

The publication of the European Commission's Communication about the Small Business Act in June 2008 realized the will to recognize a central role to SMEs in the European economy and planned a well-structured framework of economic policy in favour of small enterprises for the first time.

For this end, the SBA identifies ten guiding principles whereby Member States must abide by the formulation and the implementation of the support interventions of the entrepreneurial system. These principles are essential to create equal competition conditions for SMEs, improve the legal and administrative environment in which they operate in the same internal EU area, and to boost and support SMEs in their growth on national and international markets<sup>8</sup>.

<sup>6</sup> It is confirmed by the Directorate General for SMEs and for Cooperatives' investigation on May 2012 on a sample of no more 300 enterprises which jointed Network Contracts; above all its "cooperative" nature seems to push this kind of business for mainly aggregating in comparison with the rest of the sample: only 35.3% of Cooperative Enterprises declares that they don't belong to any kind of aggregation, compared to 60.6% of other typologies. Among the main ways to be together, Cross-Border Joint Ventures (29.4% against 15.7 %) and Temporary Association of Enterprises (29.4% in comparison with 19.2% of the rest of the sample) are emerged.

<sup>7</sup> The European Union recognizes the importance of small and medium enterprises through the adoption of the "European Charter for Small Enterprises" by "General Affairs" Council, in Lisbon, implemented in occasion of the European Council in Santa Maria de Feira, which took place on June 19-20 2000. The Charter advises Governments to address their own strategic efforts on ten actions lines that have a fundamental importance for the environment in which small enterprises operate.

<sup>8</sup> The ten guiding principles are the followings: creating a background in which entrepreneurs and family-owned companies can flourish and that is satisfying for the entrepreneurial spirit; ensuring a quick second chance for those honest entrepreneurs who experimented insolvency; creating rules that are compliant to the principle "Think small first"; making Public Administrations permeable to the SMEs needs; adapting the public intervention to the SMEs needs: making the SMEs participation easier to public procurements and better using the chance of State aid for SMEs; facilitating the SMEs



Italy has been one of the first European countries to ratify the Directive in implementing of the Small Business Act on May 4 2010.

The Directive represents the focus on a new policy for the small enterprise and constitutes a period of innovation and appreciation of the traditional industrial policy, in the same time. Besides the industrial policy, there is a “new productive policy”, which is nearer to the medium-large enterprise needs, in support of micro and small enterprises, complementary to the interventions adopted in the industrial policy environment, and according to the services-industry productive chain principles.

Moreover, it was started a “regionalization” process of the SBA with the aim to consider the several economic and territorial realities in Italy, as the Ministry of Economic Development just suggested in occasion of the *SBA Review* on February 23 2011. Some Italian Regions have already launched the SBA implementation at local level and nominated a regional “Mr. SMEs” to this day (for example, Regione Lombardia did it already).

Finally, the SBA underlines the necessity to differentiate the *policy* interventions related to the several phases of the “life cycle” of an enterprise. An enterprise has a *start-up* phase, a development/maturity one and a transformation and/or business cessation phase, as though all the organisms: it is arranged a set of instruments and specific measures in implementing this approach analyzed below. It is a “revolutionary” goal planning that inaugurated a “*new deal*” of the policies dedicated to Micro-SMEs.

Legal instruments that have been located by the Legislator for the implementation of the PCM Directive about the SBA are:

- Law No 180/2011 (*Statuto delle Imprese*), implemented on November 11 2011;
- Annual Law for Micro-SMEs, provided under Art. 18 of Law No 180/2011.

In particular, *Statuto delle Imprese* defines the “Statute” for micro, small and medium enterprises, recognizing all the provisions related to the SBA, and it can be conceived, as Raffaello Vignali wrote in his latest book “The greatness of small things”, a real Copernican Revolution because “it requires to move from diffidence to confidence” towards those people who takes the entrepreneurial risk.

Among its aims, the measure provides for the support for new enterprises start-up, in particular for youngsters and women, and the appreciation of the growth, productive and innovation potentials of Micro-SMEs, and it saves for them and for business networks a minimum quota of 60% of automatic and value incentives, of which at least 25% is directed to micro and small enterprises.

Under Art. 17, the *Statute* sets up the Authority for micro, small and medium enterprises within the Ministry of Economic Development, in order to be the spokesperson of the Italian small and medium enterprises needs, to monitor the implementation of the SBA and to work out proposals designed to develop the Micro-SMEs system, also in the European Union. The Authority must also coordinate all the Authorities of micro, small and medium enterprises established at Regions, by promoting periodical meetings and the preliminary comparison for the editing of the Annual Report.

Finally, the *Statute* provides under Art. 18, in accordance with the proportionality principle and recalling a fundamental *asset* of the SBA Directive, the Government must submit an Annual Bill to the Chambers of Parliament within June 30 of each year, to protect and develop micro and

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access to credit and developing a legal and economic environment, which fosters prompt payments in trade transactions; helping SMEs to beneficiate of the chances offered by the single market; encouraging the competences update and each form of innovation in the SMEs; allowing SMEs to transform the environmental challenges in opportunities; boosting and supporting SMEs in order to beneficiate of the markets growth.



small enterprises, in order to define the interventions for the next year, acting on a proposal from the Minister of Economic Development, after consulting the Joint Conference.

Moreover, the Ministry of Economic Development - Directorate General for SMEs and Cooperatives created a set of instruments for this purpose, in order to monitor and analyze the implementation and the use of the provided actions in implementing the SBA by the Micro-SMEs and to support the action of the SMEs Authority too. Among those instruments, besides the **Annual Report on monitoring**, there are:

- **Micro-SMEs Observatory – Regions**, that analyzes the Italian productive structure in its several territorial articulations;
- **Network Contracts Observatory**;
- **Permanent Technical Advisory Board** of the economic monitoring and the identification of SMEs needs and problems (*SMEs Permanent Board*) submitted with the Ministerial Decree (D.M.) in March 2010;
- **Annual Qualitative Impact Evaluation Survey** that is headed for manufacturing and services enterprises which made use of the provided measures in support of Micro-SMEs.

#### 1.4 The adopted measures in implementing the SBA and the quantitative and qualitative assessments of the effects on enterprises

##### 1.4.1 The reference strategy

The identification of the priority intervention *assets* represents the will to focus those actions on higher impact areas on the Micro-SMEs growth, in a background with the lack of financial resources, but also the capacity to convince the highest number of enterprises towards the business maturity with a growth rate in both *quantitative-dimensional* (increase of the employees, of the turnover, etc.), and above all *relational-qualitative* terms (individuation of new end markets, improvement of its own competitive position, new products testing, network organization, etc.) in order to enhance the competitive position.

The principal aim is to individuate stable development policies in the course of time that, operating beyond the economic emergency, allow consolidating the enterprises growth rates, foster the competitiveness and preventing the mere and unproductive defense of position incomes at the same time, obtained by single group of enterprises.

Following the SBA principles, the Government wants to pursue these aims through the formulation of proposals in order to improve the economic environment in which Micro-SMEs and their business organization operate. The adopted strategy has considered the need to overtake the reason that has inevitably emphasized the economic emergency due to the financial crisis over the short term, through the individuation of structural actions that, on one hand, should improve the *background factors* and, on the other hand, they should contribute to enhance the *endowment of the enterprises production factors*.

The “**structural actions**” were divided in two groups:

- “*Background or off-enterprises actions*” in order to improve the economic environment in which enterprises operate fostering the costs reduction:
  - ✓ **administrative simplification**, by the simplification of the procedures and the reduction of the number of the administrative deeds and their related costs, paying specific attention to the interest ones for the enterprise creation and for businesses of people aged *under 35*;

- ✓ **energy**, with the growing attention of the *policy makers* towards the improvement and a larger use of renewable energies (*green economy*), in order to reduce the energy dependence of the country and so increase the competitiveness of our enterprises (it is reminded that Italian enterprises pay on average about 30% more than its European *competitors*);
  - ✓ **logistic**, by an actions programme aimed to enhance the productivity and the efficiency of the logistics, defining in this way a deep-positive impact on the total productivity of the national industrial system (logistics have an incidence rate between 6% and 10% of the total production costs);
  - ✓ **public works**, by the new modulation of public resources for financing some strategic works and the deep review of the Procurements Code;
  - ✓ **internal market and liberalizations**, following the work started by the *policy makers* in order to reduce the imperfections and incompleteness of the market.
- “Actions to enhance the internal factors of the enterprise” aimed at the productivity improvements and the competitive positioning of the enterprises:
    - ✓ **enterprise aggregation**, fostering and following through the network organization of the enterprises in order to overtake those problems due to the restricted company dimension and facing with the problem of the business transfer/inheritance that is going to affect about 300,000 enterprises in the following years, causing not only the destruction of the economic value, but also the jobs, which could be only replaced in a measure with the creation of new enterprises;
    - ✓ **internationalization**; enterprises which are opened to foreign markets (*export oriented*) generally show better business *performances* than those which are mainly oriented on the internal market (*domestic oriented*);
    - ✓ **finance and credit**, fostering the credit supply and the use of specific extra-credit financial instruments like the *venture capital* (that is not so spread in Micro-SMEs) in order to enhance the capitalization of the enterprises which often has been undercapitalized;
    - ✓ **innovation**, by not only the introduction of the technologic innovations, but also fostering their formalization;
    - ✓ **education**, with the activation of training actions for skills reinforcement, starting from the assumption that the human capital represents a strategic production factor in small-sized enterprises, in particular.

#### 1.4.2 Some synthesis indicators for the SBA implementation in Italy

In behalf to assess the effects of the adopted measures in implementing the SBA on enterprises and to monitor the state of the art in comparison with it was provided for both the EU Commission's Communication in 2008 and the Directive of PCM on May 4 2010, this paragraph wants to give a statistical-quantitative interpretation in comparison with Italy has been fulfilling in the last few years in implementing the ten principles provided for the Small Business Act. This analysis is especially organized by the interpretation of a body of synthesis indicators, for every ten SBA principles, processed by the European Commission<sup>9</sup>.

The first consideration that emerges from the analysis is that Italy between 2008, when the Communication about the SBA was approved, and 2012, accomplished important advances in fostering and supporting the Micro-SMEs' system. The advances of our country acknowledged in

<sup>9</sup> For an analysis related to the SBA methodology and for a series of critic considerations, see: Ministry of Economic Development, *SBA Report 2010, Support initiatives for SMEs in Italy and EU-27, March 2011*.





the latest *Fact Sheet 2012* processed by the European Commission<sup>10</sup> that, after underlining Italy's positive performance during the above-mentioned period, lingered on the more recent adopted measures stating that “...on the policy side the overall performance of Italian governments in implementing the SBA in 2011 and the first quarter of 2012 may be considered satisfactory and promising, provided the determination to see through the structural reforms they have announced is maintained”. Moreover, “...in this context, it is encouraging that a comprehensive three-year strategy to implement the SBA was adopted on May 4 2010”.

Furthermore, it occurs to underline how the already above-mentioned positive assessments don't consider the several approved measures in behalf of Micro-SMEs during 2012, actions that are going to wield their own effects starting from 2013 and, therefore, they will be unveiled with the next annual report.

Entering in the merits of each indicator, they underline some advances achieved by our country: analyzing the growth rate composed by the synthesis indicators during the period 2008-2012 and comparing them with the EU-27 average variation trend, it is noticed that six out of nine indicators<sup>11</sup> are characterized by a positive growth rate (Chart 1).

**Chart 1 SBA synthesis indicators growth rate (2008/2012)**

SBA Principles	EU-27	France	Germany	Italy	United Kingdom
Entrepreneurship	-0.73	0.44	-2.41	0.42	-3.53
Second chance	0.82	1.19	-1.53	2.02	-0.66
Think small first	0.13	-1.54	0.84	-0.09	1.14
Responsive administration	2.12	2.73	1.87	0.84	1.06
State aid and Public procurement	0.00	-1.06	-3.95	1.38	2.92
Finance	-1.56	0.31	-2.56	-2.65	-1.79
Single market	2.18	15.32	-1.72	10.02	3.34
Skills and Innovation	3.47	3.73	5.62	3.05	2.21
Internationalization	-1.46	1.08	-3.20	-1.44	0.72

Source: European Commission data processed by the MISE

In particular, it is worth pointing out major positive variations for “Single market”, “Skills and innovation” and “Second chance” principles, while “Think small first” one has essentially a trend in line with the European average. Over the short term, the trend continues to be negative for the indicators in comparison with the aims “Finance” and “Internationalization”, even if it is observed a remarkable recovery as for “Finance” in the last two-year period. In any case, it will be required to further hasten the implementation of those measures that foster the improvement of the relations between Banks and enterprises and the foreign opening of our productive system,

<sup>10</sup> European Commission, *SBA Fact Sheet 2012 - ITALY*.

<sup>11</sup> The elaboration related to the synthesis indicator relevant to the “Environment” principle has been processed by the European Commission only since 2011.

considering the importance of the implementation of these two principles that are strategic for the life of the Micro-SMEs.

Extending the analysis to a comparison among the main European countries, Italy, even if it started from lower levels, recorded better outcomes at medium term than Germany and Great Britain, in particular about the "Entrepreneurship", "Second chance" and "Single Market" principles and also than France in regard "Second chance" and "Public procurement" principles.

### 1.4.3 The qualitative assessment of the effects on enterprises

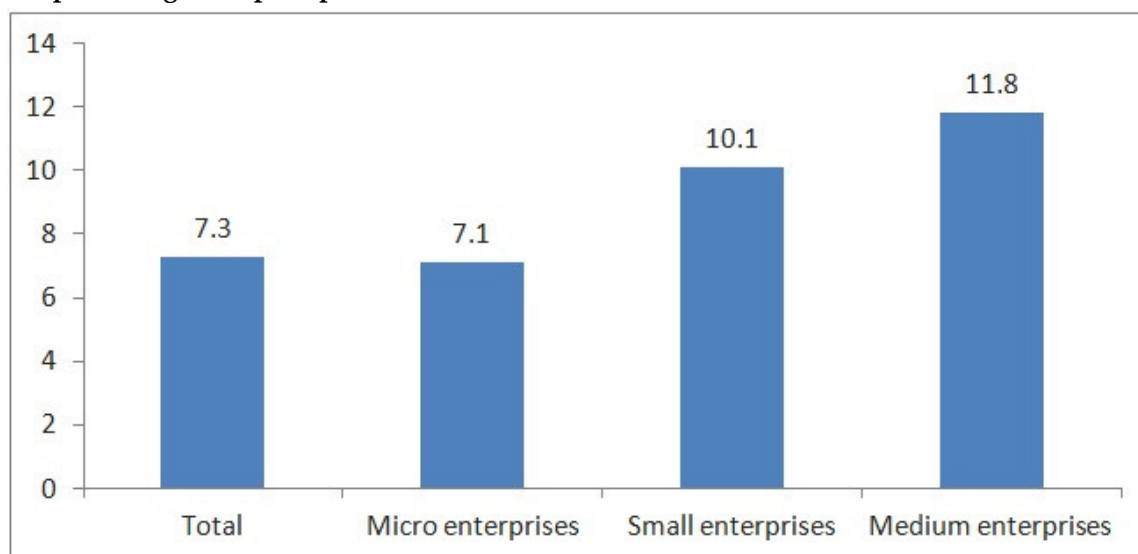
The Directorate General for SMEs and for Cooperatives - Unit VIII - of the Ministry of Economic Development conducted a investigation on a representative sample of 1,000 micro, small and medium enterprises in July 2012, in order to assess the degree of knowledge of the main measures adopted in favour of Micro-SMEs and their qualitative effect about some business variables (turnover, investments and employment)<sup>12</sup>.

This investigation examines the degree of knowledge of Micro-SMEs about the SBA implementation: just shy of 2 out 10 enterprises, equal to 18.1% of the sample, advises to know the Small Business Act; this percentage turns out to be better than that (about 7%) emerged from the investigation by the MISE - G. Tagliacarne Institute in 2010.

The main information sources about the SBA are represented by Internet (according to 58% of the sample), by Accountants (46.6%) and by Trade associations (27.7%). Thanks to the actions of the MISE, 11.9% of the enterprises states to know the SBA; in particular, North-West and medium-sized enterprises specify that they acquired information about the SBA implementation by the Ministry of Economic Development.

Moreover, it emerges from the investigation that only 7.3% of the interviewed sample had the perception that Institutions recently adopted a series of measures above all in favour of small and medium-sized enterprises; this perception happens to be positively related to the enterprise dimensions (Graph 1).

**Graph 1 - Degree of perception on the attention of the Institutions in favour of SMEs**



Source: MISE investigation, July 2012

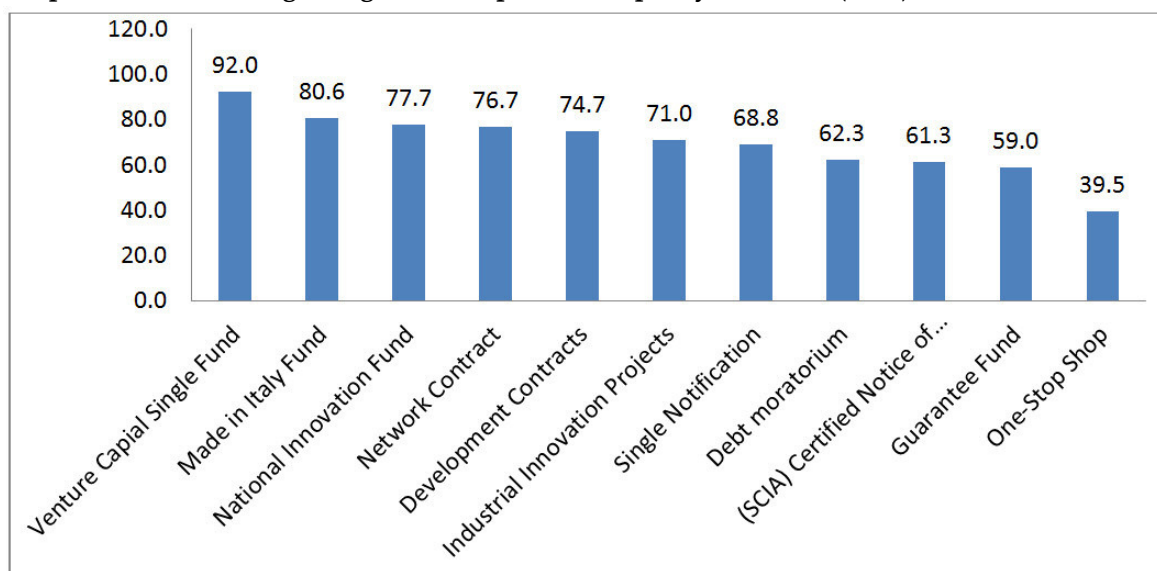
<sup>12</sup> For an in-depth analysis related to the main characteristics of the investigation, see paragraph 4.6.



Two main issues come from the investigation:

- the first one is represented by those enterprises which used the several instruments, stating that they noticed a positive effect on the turnover and the employment trend;
- the second one underlines that a modest number of enterprises correctly notices the attentions of the Institutions towards them and that a high percentage of enterprises advises they don't know the several measures of industrial policy lately adopted by the Government (Graph 2).

**Graph 2 - “Unknowledge” degree of the productive policy measures (in %)**



Source: MISE investigation, July 2012

In comparison with the first issue, this investigation allowed to verify the different economic *performance* among those enterprises which used a specific facilitation and the rest of them which didn't use any; in particular the answers of the enterprises which stated that they used at least one facilitation instrument (Guarantee Fund, Venture Capital Single Fund, Development Contracts, Industrial Innovation Projects and *Made in Italy* Fund for the internationalization) and those which stated they didn't use the specific instrument under consideration, were compared.

The examination of the answers underlines in general a better economic *performance* of Micro-SMEs which used the measures than those which didn't use them. In particular, the percentage of enterprises which used the Development Contracts and the Network Contracts, that showed an increase of the turnover and the retention of the employment levels, is significantly higher than those which didn't use them.

According to the second issue, the outcomes of the investigation lead to a *policy* consideration: doing “productive policy” devoted to Micro-SMEs represents a necessary but often not sufficient condition. In other words, all the several efforts lately profuse by the Government and by the MISE in particular, above all in favour of the micro and small businesses could be useless if the enterprises didn't acknowledge them. Hence, it starts the necessity to develop a more piercing and jointed information policy in a more efficient way in comparison with all the things that have been done so far, both at central level and locally: therein the role of the Public Bodies (in particular the Chambers of Commerce) and of the private bodies (in particular the Associations of Enterprises and Professionals) is fundamental.

## Chapter 2

### The measures in favour of Micro-SMEs

#### 2.1 The adopted measures in implementing the ten SBA guiding principles

The overrun of some of the main critical issues within the Italian entrepreneurial fabric (undercapitalization of the enterprises, limited size, difficulties to access to credit and to international markets, etc.) addressed *policy* actions oriented towards Micro-SMEs and arranged by the Italian Government in the last two-year period, as will be seen.

On one hand, the essential attempt was to create a more favorable economic environment to the development and, on the other hand, to appraise resources and multiple “capabilities” within our productive system<sup>13</sup>. For example, an attempt is to remove a lot of obstacles in sectors and jobs to foster the inclusion in the markets; an important simplification process is started in order to appraise the potentiality of Micro-SMEs and to remove the burdens and costs related to the business activity and, eventually, an intervention is made about the issues of finance and credit, internationalization, innovation, dimensional and capital consolidation of the enterprises and inheritance/transfer of the business in order to affect the factors that are able to foster the growth.

During the last two-year period, the action of the Government in favour of the Micro-SMEs' world, in line with the Directive of PCM in implementing the SBA, has got through some important laws, besides the *Statuto delle Imprese*, among which:

- **“Save Italy” Decree No 201/2011**, converted into Law No 214/2011, which, besides the measures for the rebalance of the public finance accounting system, provided also for interventions aimed to the support of our productive system, through the attenuation of some structural bond of Micro-SMEs (for example, the ACE - Allowance for Corporate Equity, tries to foster the recapitalization of our enterprises, the strengthening of the Guarantee Fund, in order to hinder the modest liquidity and the strong credit restriction, the reorganization of the ICE - Italian Trade and Companies Internationalization Promotion Agency, whose purpose is to support and accompany the enterprises on foreign markets, and also foster the image of the product made in Italy in the world);
- **“Make Italy Grow” Decree No 1/2012**, converted into Law No 27/2012, which provided for a package of reforms based on the two pillars of growth and equity; in particular, the path to the growth has been undertaken by broad-spectrum measures, among which the liberalization of the economic activities and the reduction of administrative costs of the enterprises, simplified Ltd company for people aged under 35, the *project bonds*;
- **“Simplify Italy” Decree No 5/2012**, converted into Law No 35/2012, which highlighted to modernize the relations between the Public Administration (PA), citizens and enterprises, aiming for digital agenda and innovation;
- **“Development” Decree No 83/2012**, converted into Law No 134/2012, which point to active the multiple necessary incentives in order to stimulate the strengthening of the competitiveness and the recovery of the demand: from the establishment of the Sustainable Growth Fund, thanks to the reorganization and the simplification of the incentive instruments to enterprises, to the tax credit for hiring high qualified staff, from the introduction of new financial and access to credit instruments, to measures aimed for easing the resolution in continuation of the corporate crisis, from the internationalization support measures, up to those to reduce the Civil Justice's time;

<sup>13</sup> It is useful to recall the thought of Amartya Sen about the necessity to increase the “capabilities” in the society (besides in the productive world). Among the counter stones of his thought, there are in particular “access to resources” and individuals’ “capability”.

- **“The Second Development” Decree No 179/2012**, converted into L. No 221/2012, which represents a further step forward to create a more favorable environment for the entrepreneurial activity and for the relaunch of the competitiveness, providing for the Digital Agenda-related measures, interventions for new innovative enterprises creation (*start-ups*), fiscal items to ease the realization of infrastructural works with private capitals;
- **Stability Law 2013, No 228/2012**, which provided for the institution of a Fund for the concession of a tax credit for development and research, with particular reference to SMEs, and also to fiscal wedge.

The main measures adopted in 2012 to support micro, small and medium-sized enterprises are synthetically reported in this Chapter. The several measures are “cross-checked” with the ten SBA principles in the awareness of that many intervention are across-the-board and can simultaneously be referred to more principles, as in the case of the Network Contract, classified in the “Entrepreneurship” first principle, even if it also interests “Skills and innovation” and “Internationalization” principles.

Compared with the previous versions, the SBA Report 2012 not only tries to provide for a monitoring of the main measures, but it also shows the related state of implementation.

### 2.1.1 Principle I – Entrepreneurship

The Government adopted a lot of several measures in favour of entrepreneurship during 2012; among the most relevant ones are particularly clear: the provision of a new typology of corporation, the so-called **Simplified Ltd** company, that can be constituted by natural persons aged under 35 and with a minimum required capital stock of 1 Euro, and the introduction of an automatic measure such as the **tax credit** in order to facilitate the hiring of young graduated in scientific and technical subjects or who obtained a PhD - doctoral degree - (this credit could foster more than 4,000 new high level hiring, contributing to avoid or decrease the best brain drain, at the very least). Simultaneously, the special Revolving Technology Innovation Fund (former FIT) was reissued, and it is named **Sustainable Growth Fund** now, and it is provided for **the abrogation of 43 facilitation rules for the enterprises** managed by the MISE: thereby, about 650 mln Euros should be recovered in 2012, in addition to other 200 mln Euros in the following years; and the resources of the **Revolving Fund to support enterprises and research investment (FRI)**, established at the Cassa Depositi e Prestiti S.p.a., **estimated at about 1.2 bln Euros**, will be furthermore available.

In the end, measures that are directed to further simplify the **Network Contract**, which is welcomed with great enthusiasm by a lot of our enterprises, registering an outburst above all in the last months (for an in-depth analysis, see paragraph 4.1), are introduced. This provision allows, in particular, the simplification of the terms of registration of the Network Contract to the Business Register, considering that this could be drafted also by a paper which is digitally signed by the legal representative of the enterprises that jointed the network.

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#### **MEASURE: Employment incentives**

**REFERENCES OF THE LEGISLATION:** Decree-Law (D.L.) No 201/2011, Art. 24, paragraph 27.

**SYNTHETIC DESCRIPTION:** A premium for the hiring of youngsters (under 30) and women at any age. It will be rewarded stabilizations and/or hiring which guarantee a minimum job duration of at least 12 months, implemented from the entry in force of the D.M. of regulation and until March 31 2013. The maximum incentive, 12,000 Euros, is saved for the atypical stabilizations of the





employees (co-workers, partners in participations, employees on term-time); in case of new temporary contracts, instead, which have to endure at least one year and reinforce the enterprise staff, the premium starts from 3,000 Euros for contracts between 12 and 18 months to 4,000 Euros for those between 18 and 24 months, up to 6,000 Euros for contracts with a longer lifetime.

**EFFECTIVENESS OF THE LAW: Applied law** (adopted Labor/Economy inter-ministerial Decree, October 5 2012, published on the GURI - Official Gazette of the Italian Republic - on October 17 2012, which defines criteria and founding procedures of the Fund for the increase of the employment of youngsters and women).

**RESOURCES:** 232 mln Euros (whereof 196 mln Euros for 2012 e 36 mln Euros for 2013).

**MEASURE: Contributions in favor of earthquake-stricken enterprises**

**REFERENCES OF THE LEGISLATION:** D.L. No 74/2012 Art. 3.

**SYNTHETIC DESCRIPTION:** Measures in favour of earthquake-stricken enterprises in order to ease the outsourcing, although temporary, of the productive activities, the transfer of the mechanical means, the materials and the facilities, the rebuilding of the properties destined to the handicraft and industrial activities, the continuation of the productive activities.

**EFFECTIVENESS OF THE LAW: Immediate effective law**

**MEASURE: S-LTD - Simplified LTD Company in favor of people aged under 35**

**REFERENCES OF THE LEGISLATION:** Art. 2463-bis of the Civil Code, introduced by the D.L. No 1/2012, Art. 3, paragraph 1.

**SYNTHETIC DESCRIPTION:** The law disciplines a new corporate typology, the so-called simplified Ltd Company, which can be constituted by natural persons aged under 35 and with a minimum required capital stock of 1 Euro. The S-LTD company, effective since August 29 2012, is submitted to a tax benefit for both concerning the capital amount (starting from 1 Euro) and for the formalities of the establishment (the deed of foundation and the registration in the business register are stamp duty-free and notary fees have not to be paid).

**EFFECTIVENESS OF THE LAW: Applied law** (adopted the Minister of Justice's Decree, with the Ministry of Economy and Finance (MEF) and the MISE, No 138/2012, which defines the standard pattern of the deed of foundation and of the statute of the Simplified Ltd Company).

**MEASURE: LTD Company with reduced share capital in favor of people aged over 35**

**REFERENCES OF THE LEGISLATION:** D.L. No 83/2012, Art. 44.

**SYNTHETIC DESCRIPTION:** Foundation of the limited liability company with reduced share capital: it is removed the age requirement for the establishment of the Simplified Ltd Company, introduced by Make Italy Grow D.L., allowing everybody to have recourse to this corporate form. The under 35 age requirement exclusively remains for the purposes of the exemption from stamp duty for the deed of foundation and for the registration in the business register, and also for the notary fees.

**EFFECTIVENESS OF THE LAW: Applied law**

**MEASURE: Sustainable Growth Fund**

**REFERENCES OF THE LEGISLATION:** D.L. No 83/2012, Art. 23, paragraphs 3 and 7.

**SYNTHETIC DESCRIPTION:** The special Revolving Fund pursuant to the Law No 46/82, prosecuted by the Ministry of Economic Development, acquires the name of «Sustainable Growth Fund». This Fund has the following purposes:

a) the promotion of strategic importance research, development and innovation projects for the relaunch of the competitiveness of the productive system;

b) the strengthening of the productive structure, the reuse of the productive facilities and the relaunch of areas that have gone through compound crisis situations of national significance by the underwriting plan agreements;

c) the promotion of the international presence of the enterprises and the foreign investments attraction.

Unused appropriations and also returned or not disbursed payments to the enterprises which are in the budget, following the measures for revocation and redetermination of the benefits allowed under the abrogated dispositions by the Development D.L. (Law No 488/92, negotiated planning, etc.) are appointed to the special accounting of the Fund.

**EFFECTIVENESS OF THE LAW: Law still to be applied** (adopted the directorate decrees by the MISE for the benefit procedures - loss of benefits for groups of enterprises; decree of non regulatory nature pending approval by the Ministry of Economic Development in concert with the Ministry of Economy and Finance directed to the individuation of the priority and of the maximum allowable aid intensities).

**MEASURE: Industrial crisis areas**

**REFERENCES OF THE LEGISLATION:** D.L. No 83/2012, Art. 27.

**SYNTHETIC DESCRIPTION:** Reorganization of the legislation on the reconversion and the productive redevelopment of the compound industrial crisis areas.

**EFFECTIVENESS OF THE LAW: Applied law** (adopted the non regulatory Decree by the MISE, after consulting the Permanent Conference for relations between the State, Regions and Autonomous Provinces of Trent and Bolzano, in order to define the way to individualize the compound industrial crisis areas and the criteria for the implementation of reconversion and productive redevelopment projects).

**MEASURE: Network Contracts**

**REFERENCES OF THE LEGISLATION:** D.L. No 83/2012, Art. 45.

**SYNTHETIC DESCRIPTION:** Wording of the Contract by an online procedure; cameralistic advertisements with registration of the Contract in the businesses Register where the network lies.

**EFFECTIVENESS OF THE LAW: Law still to be applied** (pending the Minister of Justice's Decree, in concert with the MEF and with the MISE, which defines the typed standard model).

**MEASURE: Network Contracts**

**REFERENCES OF THE LEGISLATION:** D.L. No 179/2012, Art. 36.

**SYNTHETIC DESCRIPTION:** It is specified that the Network Contract, which considers the joint body and the capital fund, is not provided for legal subjectivity, except for the purchasing power of it by the registration in the businesses register; paragraph 4-bis establishes that the Contract must be stipulated by the official, by the authenticated private deed and by the digitally signed deed, to acquire legal subjectivity. The joint body acts on behalf of the network, when it acquires legal subjectivity and, in the absence of this subjectivity, it acts on behalf of the entrepreneurs, individual too, who join the Contract.

**EFFECTIVENESS OF THE LAW: Immediate effective law**

## 2.1.2 Principle II – Second chance

According to the latest assessments (November 2012) by the Cerved Group, 55,000 enterprises exited the market between January and September 2012, a record value in this decade, that overtook the already negative one of the same period in 2011 (+0.8%). The archives of the



Cerved Group indicate, furthermore, that all the forms of market exits were increased in the first nine months of 2012: the bankruptcies, which were almost 9,000 (+2% in comparison with the first nine months of 2011), the non bankruptcy insolvency proceedings (1,500, +7.3%) and the liquidations (45,000, +0.3%). In particular, the strong increase of the liquidations in 2012 by enterprises that are not risky about the budget, as well, is an alarming signal, because it shows that not only the enterprises in difficulties exit the market, but also those with good foundations that don't see profit views. *Made in Italy* chains which are mainly hit by the burden of the closures are those of the Fashion Sector and the Building and Furniture Sector. The budget of the whole Construction sector seems oppressive, as well.

Given this considerable worsening of the economic scenario, the Government besides intervened on the causes that lead enterprises to the bankruptcy as well (delay in payments, difficulties to access to credit, etc.), **on the Bankruptcy Law**, simplifying some procedures and allowing to the entrepreneur with debts to obtain the borrowing of a new finance to pay the supplies for the continuation of the corporate activity in a stability background, during 2012. Moreover, a particular attention is paid to regulate the phenomenon of the **innovative start-ups corporate crisis**, so long as the high economic risk took by who decides to do business investing in high innovation level activities. As the high physiological death rate of the *start-ups*, the entrepreneur is led to acknowledge the failure of the measure-based programme, as soon as possible.

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**MEASURE: Review of the Bankruptcy Law**

**REFERENCES OF THE LEGISLATION:** D.L. No 83/2012, Art. 33.

**SYNTHETIC DESCRIPTION:** This measure introduces in our country the discretion to immediately access to the protections provided by the Bankruptcy Law, presenting a simple request of agreement with creditors, without the necessity to contextually provide for all the papers that have been required so far. It will be also possible to obtain the borrowing of a new interim finance, authorized by the court and to pay the supplies for the continuation of the corporate activity in a stability background, starting from the first phases of the procedure. In this way, the debtor could continue his enterprise's activity during the preliminary phase of the provision of the arrangement proposal and, then, during the whole procedure up to the approval of the agreement itself.

**EFFECTIVENESS OF THE LAW: Immediate effective law**

**MEASURE: Crisis management in the innovative startup enterprise and control activities**

**REFERENCES OF THE LEGISLATION:** D.L. 179/2012, Art. 31.

**SYNTHETIC DESCRIPTION:** In case of crisis, *startup* enterprises are saved from the insolvency proceedings in force, providing for their exclusively liability to the legislation of the over-indebtedness crisis management, applicable to non bankruptcy subjects which doesn't consider the loss of the entrepreneur capability, but only the mere requisition of the capital destined to creditors' satisfaction.

It is considered that, once the twelve months from the registration of the closure procedure opening Decree in the businesses Register will be passed, the related data concerning the partners will not be of public domain anymore, but it will be exclusively domain of the judicial body and the supervising authority, in order to ease the *start-up*.

**EFFECTIVENESS OF THE LAW: Immediate effective law**



### 2.1.3 Principle III – Think small first

On the unanimous adoption of Law No 180/2011, November 2011, defining “Rules for the protection of enterprise freedom. The Statute of the enterprises” represented an acknowledge instrument, above all in this hard historical background, of the centrality of real economy and, therefore, of the Micro-SMEs in the productive fabric of our country. There is an especially cultural turnaround with the Statute: SMEs must be in the middle of the national interest, namely 99% of the Italian enterprises; in other words, it needs to think *small* first, which is often invisible. The adopted measures in implementing the Statute go in this direction: **designation of the Authority** for micro, small and medium enterprises; implementation of the Statute principles on the procurements in regards to the splitting and to the prohibition to demand for disproportionate economic requirements; **review of the enterprise controls, VAT cash**.

See the contribute by the Observatory for Small-and Medium-Sized Enterprises of the General Secretariat of the Presidency of the Council of Ministers at the following paragraph 2.2, about the costs reduction which oppress the SMEs and about the administrative simplification (implementation of the measures concerning the SME Test, simplification laws and the Measurement and the Reduction of Administrative Costs).

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**MEASURE:** Authority for micro, small and medium enterprises

**REFERENCES OF THE LEGISLATION:** Law 180/2011, Art. 17.

**SYNTHETIC DESCRIPTION:** Under Article 17, the Statuto delle Imprese establishes the Authority for micro, small and medium enterprises by the Ministry of Economic Development. The Authority for micro, small and medium enterprises, among other jobs that he must carry out, is provided for the arrangement of a Report on the fulfilled activity, which has to be submitted to the Parliament yearly within the end of March, by the President of the Council of Ministers.

**EFFECTIVENESS OF THE LAW:** **Applied law** (the Authority, elected on March 28 2012, represented by the Head of the Department for Enterprise and Internationalization of the Ministry of Economic Development, Mr. Giuseppe Tripoli; the Report on the fulfilled activity is under arrangement, and it will be submitted to the President of the Council of Ministers within February 2013).

**MEASURE:** Protection of microenterprises

**REFERENCES OF THE LEGISLATION:** D.L. No 1/2012, Art. 7.

**SYNTHETIC DESCRIPTION:** Protection of microenterprises from deceptive and imposing business practices: the laws of the Consumer Code (Legislative Decree No 206/2005) are extended to microenterprises dealing with unfair business practices.

**EFFECTIVENESS OF THE LAW:** **Immediate effective law**

**MEASURE:** VAT cash

**REFERENCES OF THE LEGISLATION:** D.L. No 83/2012, Art. 32 bis.

**SYNTHETIC DESCRIPTION:** The turnover threshold of the passive subjects who can take advantage of the chargeability of VAT is increased from 200,000 to 2 mln Euros when they pay the invoice.

**EFFECTIVENESS OF THE LAW:** **Applied law** (adopted the D.M. October 11 2012).

**RESOURCES:** 11.9 mln Euros for 2012 and 500,000 Euros accruing from 2013.



### 2.1.4 Principle IV – Responsive administration

The analysis performed by the main international Organizations identifies the bureaucratic complication as one of the first causes of the Italian competitive disadvantage in the European background and in the whole OECD area. As is common knowledge, the European Commission evaluates an administrative costs incidence for Italy deriving from the several levels of government equal to 4.6% of GDP, which is tantamount to a total cost of about 70 bln Euros a year<sup>14</sup>. It is undeniable that, up against the financial crisis, the burden of the administrative costs is even more intolerable for enterprises and for the whole country system. For this reason, cutting the bureaucracy costs for enterprises and clear the land of the procedures are considered priority *assets* from the succeed Governments in the latest legislatures.

In particular, apart from providing for measures to simplify and decrease considerably time and costs for the bureaucratic fulfillments (extension of the Certified Email obligation to all the enterprises, No bureaucracy areas, etc.) during 2012, a specified Decree-Law about the simplification is implemented (D.L. No 5/2012), which has arranged with regards to **the simplification of the procedures relating to the entrepreneurial activity**, has simplified the laws about the **controls**, to be fulfilled according the proportionality principle, has made more **certain the conclusion of the administrative procedures in the deadline provided by Law**, has simplified the environment fulfillments, establishing the **unique environmental authorization**.

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#### MEASURE: Liberalization of the economic activities

REFERENCES OF THE LEGISLATION: D.L. No 1/2012, Art. 1.

SYNTHETIC DESCRIPTION: Abrogation of the laws that provide for numerical limits, authorizations, licenses, permits or pre-arranged deeds of assent of the PA, for the start-up of the economic activity, which are unjustified by a general interest, constitutionally relevant and compatible with the Community system, and by the laws that forbid or set inadequate or disproportionate limits.

EFFECTIVENESS OF THE LAW: **Law still to be applied** (to be adopted in one or more laws in order to identify those activities for which the pre-arranged deeds of assent endures for the PA and the dispositions that are abrogated accrue from the date comes into force of the same laws; provided for the obligatory opinion of the Antitrust Authority).

#### MEASURE: Companies Court

REFERENCES OF THE LEGISLATION: D.L. No 1/2012, Art. 2.

SYNTHETIC DESCRIPTION: With the modifications of the Legislative Decree No 168/2003 enterprises-specialized divisions are established. In these there are, by the way, class-actions, lawsuit among partners of the enterprise, those against the members of the administrative and control bodies; these divisions also absorb the ones in charge about brand names and patents.

EFFECTIVENESS OF THE LAW: **Immediate effective law**

#### MEASURE: Substitutive powers

REFERENCES OF THE LEGISLATION: D.L. No 5/2012, Art. 1, which modifies Art. 2, paragraphs 9-bis, 9-ter e 9-quater of Law No 241/1990.

SYNTHETIC DESCRIPTION: It is an instrument to remove the inactivity situations of the PA that delay or prevent the conclusion of the administrative procedures, with the exception of the tax and

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<sup>14</sup> According to the latest assessments, the late payments to enterprises by the P.A. increased about 30% in 2012 in comparison with the previous year, ranking about 90 bln Euros.

legal gaming ones. Actually, elapsed uselessly the deadline for the emanation of the administrative fulfillment, the private subject can ask to the so-called “person in charge of the substitutive powers” for his interest-procedure conclusion. The person in charge of the substitutive powers is required to answer within a deadline equal to the half of the initially expected one, availing himself of the authorized bodies, namely with the designation of a commissioner.

**EFFECTIVENESS OF THE LAW: Immediate effective law**

**MEASURE: Guarantees in case of the emanation of the administrative measures delay**

**REFERENCES OF THE LEGISLATION:** D.L. No 5/2012, Art. 1, which modifies Art. 2, paragraph 9-quinquies of Law No 241/1990.

**SYNTHETIC DESCRIPTION:** The law provides for stating the procedural deadline in accordance with the Law or by regulations and the time actually used for the measures issued delayed on ex parte application.

**EFFECTIVENESS OF THE LAW: Immediate effective law**

**MEASURE: Reduction activity of the administrative costs**

**REFERENCES OF THE LEGISLATION:** D.L. No 5/2012, Art. 3 which modifies Art. 8 of Law No 180/2011.

**SYNTHETIC DESCRIPTION:** The law implements the administrative costs compensation principle that oppress enterprises and citizens: it is considered that State PPAA send a report about the overall balance sheet of the introduced or eliminated costs with the regulatory acts approved during the previous year, to the Presidency of the Council of Ministers, within January 31 of each year. Based on these reports, the Department for Civil Service arranges an overall report, containing the annual balance sheet of the introduced and eliminated administrative costs by each Administration, after consulting the Trade Associations. This report is published on the Government institutional website within March 31 of each year. In case of the introduced costs are higher than the eliminated ones, the Government adopts one or more simplification laws for the purposes of the related close-to-balance. This mechanism is also extended to the costs introduced in implementing the European directives, in relation to which it is provided for that deeds transposing directives can't introduce that is maintain regulation levels higher than the minimum required by the same directives.

**EFFECTIVENESS OF THE LAW: Immediate effective law** (arranged the Programme 2012-2015 and the decree that quantifies the cost of some fulfillments at the citizens' and enterprises' expense)

**MEASURE: Experimental paths of the administrative simplification**

**REFERENCES OF THE LEGISLATION:** D.L. No 5/2012, Art. 12, paragraph 1.

**SYNTHETIC DESCRIPTION:** The law allows to Administrations, Enterprise Agencies and Trade Associations to stipulate agreements in order to start experimental paths of the administrative simplification for the productive systems and entrepreneurial initiatives on the territory. These agreements can derogate from the procedures and terms provided by Law or by rules for the competences practice of the participating public subjects.

**EFFECTIVENESS OF THE LAW: Immediate effective law**

**MEASURE: Simplification laws about the enterprise's activity**

**REFERENCES OF THE LEGISLATION:** D.L. No 5/2012, Art. 12, paragraphs 2 and 3.

**SYNTHETIC DESCRIPTION:** The law empowers the Government to adopt one or more rules directed to introduce specific simplification measures for the administrative procedures concerning the enterprise's activity, which can acknowledge the outcomes of the agreements for the



experimentation whereof Art. 12, paragraph 1 of the Simplifications Decree, on the base of the following principles and directive criteria:

- provision of online and free-for-all Services Conference;
- provision of the means of coordination, also online, activation and implementation of databases, available on SUAP websites, by agreements among Anci, Unioncamere, Regions, Enterprises Agencies and the National Portal Impresa in un giorno;
- naming the laws that are to be abrogated accrue from the entry into force of the rules and those abrogated by tacit agreement under the current law about the liberalization of the economic activities and the administrative costs reduction on enterprises;
- definition of the operational modality for the integration of the online data among the several administrations.

**EFFECTIVENESS OF THE LAW: Law still to be applied** (need of an implementing Regulation by the Ministry for Public Administration and Simplification and the MISE, after consulting the Joint Conference and receiving the opinion of AGCM - Antitrust Authority).

**MEASURE: Administrative controls on enterprises**

**REFERENCES OF THE LEGISLATION:** D.L. No 5/2012, Art. 14, paragraphs 3 and 4, converted into Law No 35/2012.

**SYNTHETIC DESCRIPTION:** The law empowers the Government to adopt one or more regulations in order to rationalize, simplify and coordinate the regulation of the administrative controls on enterprises. Among the proxy principles, the proportionality of the controls, the removal of the duplications, the coordination of the accesses and the abolition/reduction of the check for the enterprises in possession of the certifications issued by private bodies are considered.

**Exception:** fiscal, financial, health and occupational safety procedures.

**EFFECTIVENESS OF THE LAW: Law still to be applied** (need of the implementing Regulation by the Minister for Public Administration and Simplification, the Minister of Economic Development and the Ministries having jurisdiction, after consulting the mainly representative Trade Associations).

**MEASURE: Guidelines for administrative controls on enterprises**

**REFERENCES OF THE LEGISLATION:** D.L. No 5/2012, Art. 14, paragraph 5.

**SYNTHETIC DESCRIPTION:** Regions and Local Authorities must adjust their set of rules to the simplification principles considered about the control on enterprises. The implementation of dedicated Guidelines is provided in order to align this adjustment.

**EFFECTIVENESS OF THE LAW: Applied law** (implementation of the Guidelines by Regions, through the agreement within the Joint Conference).

**MEASURE: Transparency of the administrative controls on enterprises**

**REFERENCES OF THE LEGISLATION:** D.L. No 5/2012, Art. 14, paragraph 2.

**SYNTHETIC DESCRIPTION:** Duty for all the PPAA to publish on their own websites and on the SUAP Portal ([www.impresainungiorno.gov.it](http://www.impresainungiorno.gov.it)) the list of the controls on the enterprises, and also the criteria and the procedures for their implementation.

**EFFECTIVENESS OF THE LAW: Immediate effective law**

**MEASURE: Single insurance contribution payment certificate (DURC)**

**REFERENCES OF THE LEGISLATION:** D.L. No 5/2012, Art. 14, paragraph 6-bis.

**SYNTHETIC DESCRIPTION:** The law specifies that Public Administrations have an ex officio procurement to obtain the DURC, about public and private works in building trade. It is reminded

that with the D.L. No 185/2008, Art. 16-bis, paragraph 10, converted into Law 2/2009, it is ratified the ex officio procurement to obtain the DURC by the commissioning bodies, in every case in which the document is required by the Law.

**EFFECTIVENESS OF THE LAW: Immediate effective law**

**MEASURE: Unique Environmental Authorization**

**REFERENCES OF THE LEGISLATION:** D.L. No 5/2012, Art. 23.

**SYNTHETIC DESCRIPTION:** The law empowers the Government to issue a Law to regulate the unique environmental authorization for the SMEs and to simplify the administrative fulfillments for systems that shall not be subjected to the integrated environmental authorization laws. Among the proxy criteria, it is provided that the unique authorization is issued by a single body and it substitutes each communication, notice and authorization deed considered about the environment.

**EFFECTIVENESS OF THE LAW: Law still to be applied** (in anticipation of the final examination of the design of the implementing Regulation by the Government, after receiving the opinion of the Joint Conference and of the Parliamentary Committees having jurisdiction).

**MEASURE: Exclusive online use for the submission of the deeds to the PA**

**REFERENCES OF THE LEGISLATION:** D.L. No 5/2012, Art. 47 *quinquies*.

**SYNTHETIC DESCRIPTION:** Starting from January 1 2014, Public Administrations and also the enterprises with public bodies' participation will exclusively use online services, therein included the certified email for the use of their services, in order to incentivize the IT process and the diffusion of the online services.

**EFFECTIVENESS OF THE LAW: Law still to be applied** (derogations and possible limits must be agreed with the President of the Council of Ministers' Decree, after consulting the Joint Conference)

**MEASURE: Suspensions and extensions of the deadlines about authorizations for earthquake-stricken enterprises**

**REFERENCES OF THE LEGISLATION:** D.L. No 74/2012, Art. 18.

**SYNTHETIC DESCRIPTION:** The reclamations in progress of the contaminated areas are suspended for a maximum of 180 days, by request of the person concerned. The deadlines of the procedures in renewal of the integrated environmental authorizations and of the renewal requests submission of these authorizations are also suspended.

**EFFECTIVENESS OF THE LAW: Immediate effective law**

**MEASURE: Simplification about authorizations and opinions**

**REFERENCES OF THE LEGISLATION:** D.L. No 83/2012, Art. 13.

**SYNTHETIC DESCRIPTION:** In cases whereof the law provides for the achievement of the deeds or opinions by authorities or dedicated bodies, i.e. the implementation of preventive tests, they are substituted by the self-certifications, statements and asseverations or documents anyway, except for the following tests by the authorities and the administrations having jurisdiction.

**EFFECTIVENESS OF THE LAW: Immediate effective law**

**MEASURE: Rehearing and modification of Pinto Law (Law No 89/2001)**

**REFERENCES OF THE LEGISLATION:** D.L. No 83/2012, Articles 54-55.

**SYNTHETIC DESCRIPTION:** A preliminarily inadmissible filter to the appeal dissertation by the same rehearing judge is introduced, based on a non legitimacy prognosis of the appeal. The regulation of the procedures related to the compensation claims for the violation of the fair duration deadline of the civil or criminal lawsuit is modified: preconceived and controlled compensations (from 500 to 1,500 Euros for each delayed year) pre-arranged deadlines (overall 6





years, whereof 3 in the first instance court, 2 for the appeal and 1 for the Court of Cassation) and also non compensation lawsuits ascribable to a non diligent, delaying or illegal behaviors of the part are considered.

**EFFECTIVENESS OF THE LAW: Immediate effective law**

**MEASURE: PEC - Certified Email - obligation for enterprises**

**REFERENCES OF THE LEGISLATION:** D.L. No 179/2012, Art. 5.

**SYNTHETIC DESCRIPTION:** The obligation to activate the certified email, which has already provided for corporations, is also extended to one-man businesses. For active enterprises (not liable for insolvency proceedings), the registration of their own PEC must be fulfilled within June 30 2013, at the office of the business register having jurisdiction.

**EFFECTIVENESS OF THE LAW: Immediate effective law**

**MEASURE: Online registrar's notification, communications and notices and modifications of the Bankruptcy Law**

**REFERENCES OF THE LEGISLATION:** D.L. No 179/2012, Articles 16 and 17.

**SYNTHETIC DESCRIPTION:** Arrangements to reduce the time and the modalities of the communications and notices are introduced in order to make the legal environment services more efficient among citizens and enterprises. In particular, all the communications and notices in the civil actions will be exclusively done online. The same procedure is provided for the notice to a different person from the accused one, in the criminal prosecutions. As regards the bankruptcy, the communications of the procedure highlights will be online too, by the use of the certified email and the online technologies.

**EFFECTIVENESS OF THE LAW: Immediate effective law**

**MEASURE: No bureaucracy areas**

**REFERENCES OF THE LEGISLATION:** D.L. No 179/2012, Art. 37 bis

**SYNTHETIC DESCRIPTION:** It can be identified «no bureaucracy areas», not liable for landscape and territorial or historic and artistic heritage restrictions, with reference to the experimental activities in range of the procedure simplification for the exercise of the economic activities whereof Art. 12, paragraph 1, of Law No 35/2012. Those cases, whereof the compulsory authorizations of responsibility are substituted by the communication of the person concerned to the one-stop shop for the productive activities, are identified and are made public in the no bureaucracy areas. In the remaining cases for new productive activities, the administrative procedures are concluded with the adoption of the definitive provision upon the specific online and free-for-all Services Conference, with also asynchronous modalities. The definitive provisions of these procedures must be certainly intended as positively adopted within thirty days from the beginning of this procedure, if an issued procedure is not implemented within that deadline. The law can't be applied to administrative procedures by taxation, public security and public safety nature.

**EFFECTIVENESS OF THE LAW: Immediate effective law** (it is possible to establish No Bureaucracy Areas by the local bodies having jurisdiction).

### 2.1.5 Principle V - State Aid and Public Procurement

The Code of Public Contracts and the related Implementing Regulation were liable for numerous modification during 2012, mainly due to the several arrangements contained in interim measures (70 modifies articles, 90 if the attachments are considered, from 12 decree-laws). In brief, the adopted measures go **from the simplification of the procedures, to the inducement of the**

**public-private partnership forms**, to make the Procurement Code more pursuant to the European laws, to **the extension of the deadlines of the laws that regulate the qualification of those enterprises which accomplish public works and the global performance bond**. They are laws that, if on one hand, simplify the procedures, fostering the reduction of the administrative costs deriving from information obligations; on the other hand, they want to guarantee the maximum transparency of the procedures and the fair behavior by all the operators.

It must be highlighted that State Aids ascribable to specific intervention areas (innovation, finance, etc.) are not considered in this paragraph: these measures are described in the correlated SBA principles framework<sup>15</sup>.

**MEASURE: Project bond and availability contract**

**REFERENCES OF THE LEGISLATION:** D.L. No 1/2012, Art. 41.

**SYNTHETIC DESCRIPTION:** The Decree modified the legislation that allows to project companies the issue of bonds and debt instruments (so-called *project bonds*) for the fulfillment of specific infrastructural projects in order to incentivize the recourse to this instrument (which taxation, for stocks that will be issued in the next three years, is regulated by Article 1 of the D.L. 83/2012). Moreover, a new contractual circumstance of public private partnership is introduced, the availability contract, by which the building and the making available in favour of the contracting administration of a private property work destined to public service, at contractor risk and expense, on the back of a payment due. It is provided for integrating the legislation about the competitive dialogue as entrustment system of public contracts, in order to ease the use and the simplification of the drafting related to the projects approval considering, to certain conditions, the possibility to omit one of the first two levels of the preliminary and definitive planning. Furthermore, the Decree introduces further modifications to the regulatory framework of the public works concessions about the immovable property transfer, the definition of the tender notices and of the attachments (in order to guarantee the bankability of the work) and the replace of a new subject in case of resolution of the concession relation.

**EFFECTIVENESS OF THE LAW: Immediate effective law**

**MEASURE: National database of public contracts**

**REFERENCES OF THE LEGISLATION:** D.L. No 5/2012, Art. 20.

**SYNTHETIC DESCRIPTION:** The law amends the Procurement Code, making the National database of public contracts operational, instituted at the Authority for the Supervision of Public Contracts for works, services and supplies (AVCP) under Art. 62-bis of the e-Government Code (Legislative Decree No 82/2005). It is provided for the commissioning bodies and the contracting bodies have an ex officio procurement, at the above-mentioned Database, the papers proving the possession of the general technical-organizational and economic-financial requirements, needed for the participation in the procedures ruled by the Procurement Code, in order to foster the reduction of the administrative costs deriving from the informative obligations and guarantee the effectiveness and the transparency of the administrative action.

**EFFECTIVENESS OF THE LAW: Law still to be applied** (operational since January 1 2013, upon adoption of the AVCP resolution, establishing the data whereof the data entry in the Database is compulsory, and also the related operating modalities).

<sup>15</sup> For a further detailed analysis about the inducements forms that central and regional Administrations adopted during the period 2006-2011, see Ministry of Economic Development, *Relazione sugli interventi di sostegno alle attività economiche e produttive 2012*, February 2013.

**MEASURE: Supportive responsibility in public procurements****REFERENCES OF THE LEGISLATION:** D.L. No 5/2012, Art. 21.

**SYNTHETIC DESCRIPTION:** The law explains that the supportive responsibility in public procurements of works or services among contract acceptor and contract giver, whereof Art. 29 of Legislative Decree No 276/2003, is not broaden to civil penalties, whereof only the accountable person responds to the non-fulfillment (so, the responsibility is restricted to the compensations and contributions owing to the employees in regard the period of the contract performance). So, the enforcing creditor (employee) should firstly addresses to the main debtor, i.e. the contractor enterprise, and only at a later stage, in case of unsuccessful execution, and as further guarantee to the other supportive creditor provided by Law, who is unrelated to the business relation.

**EFFECTIVENESS OF THE LAW: Immediate effective law****MEASURE: Admission of the taxpayer who phases his tax debts to public invitation to tenders****REFERENCES OF THE LEGISLATION:** D.L. No 16/2012, Art. 1, paragraphs 5 and 6.

**SYNTHETIC DESCRIPTION:** The Article 38 of the Code is modified in order to not exclude the taxpayer eligible to the phasing of his own tax debts from the public invitation to tenders.

**EFFECTIVENESS OF THE LAW: Immediate effective law****MEASURE: Public procurements checks****REFERENCES OF THE LEGISLATION:** D.L. No 16/2012, modified by the Development D.L. No 83/2012.

**SYNTHETIC DESCRIPTION:** It is provided for the contract giver's obligation to check the fair behaviors of the supplier on the contributory and VAT aspects. But regarding the VAT, the impossibility for the contract giver to obtain the compulsory accounting information in order to check the correct performance first drives the Legislator to adjust the law with the Development D.L., which limits the solidarity between contract giver and subcontractor, and then the Revenue Agency to issue the 40/E/2012 circular, that permits to replace the acquisition of the papers or the asseveration with a self-certification of the supplier.

**EFFECTIVENESS OF THE LAW: Immediate effective law****MEASURE: Simplification and transparency measures****REFERENCES OF THE LEGISLATION:** D.L. 52/2012, Art. 11.

**SYNTHETIC DESCRIPTION:** It is possible to stipulate the contract even 35 days before the last definitive sale by tender communications in case of electronic public invitation tenders. Some modifications to the Regulation No 207/2010 for the Code of contracts implementation are introduced and, in particular, it is pointed out that it is provided for a public session for the opening of the envelopes containing the technical offers in order to carry on the check of the presence of the produced papers, with the sale by tender system by the more economically favorable criterion. The Decree also decreased the amount of the contracts from 150,000 to 50,000 Euros, for which the communication of data and information obligations by the commissioning bodies to the Observatory of public contracts must be followed, for the portal publication.

**EFFECTIVENESS OF THE LAW: Immediate effective law****MEASURE: Extension of the law deadlines about the triennial review of the SOA - Society of Attesting Offices - certification****REFERENCES OF THE LEGISLATION:** D.L. No 179/2012, Art. 33 *quinquies*.

**SYNTHETIC DESCRIPTION:** The deadline whereof Article 1, paragraph 3, letter d), of the D.L. 73/2012, for the triennial review of the SOA certification is extended to December 31 2013.

**EFFECTIVENESS OF THE LAW: Immediate effective law**



**MEASURE: Network Contracts**

**REFERENCES OF THE LEGISLATION:** D.L. No 179/2012, Art. 36, paragraph 5 bis.

**SYNTHETIC DESCRIPTION:** The Code of Public Contracts is modified adding the business networks to the subjects eligible to join the expectation procedures and deciding that laws on temporary clusters and consortium of competitors are applied if they are compatible to Network Contracts.

**EFFECTIVENESS OF THE LAW:** Immediate effective law

**MEASURE: Tax credit at 50% for the fulfillment of new infrastructures**

**REFERENCES OF THE LEGISLATION:** D.L. No 179/2012, Art. 33

**SYNTHETIC DESCRIPTION:** It is acknowledge for experimental purpose a tax credit to the public private partnership contract holder under IRES - Corporate Tax - and IRAP - Regional Tax on Production -, created in regard to the building and the management of new infrastructural works which their amounts exceed 500 mln Euros, of which the definitive project will be approved within December 31 2015 and for which public non-repayable contributions are not provided and the unsustainability of the economic and financial plan is verified. The tax credit is set for each project to the necessary extent to reach the balance of the economic and financial plan, and however within the maximum limit of 50% of the investment cost.

**EFFECTIVENESS OF THE LAW:** Law still to be applied (need of implementing decrees)

**MEASURE: Financing of the benefits in favour of Urban Areas enterprises under the Convergence Objective**

**REFERENCES OF THE LEGISLATION:** D.L. No 179/2012, Art. 37

**SYNTHETIC DESCRIPTION:** The new planning of the co-financed programmes by the Structural Funds 2007-2013, object of the Cohesion Action Plan, can provide for the financing of the typologies of benefits whereof letters from a) to d) of paragraph 341 of Article 1 under Law December 27 2006, No 296, and following modifications and integrations, in favour of the micro and small-sized enterprises located or that are located in those Urban Areas identified by the CIPE Resolution No 14 on May 8 2009, under the "Convergence" Objective eligible regions.

**EFFECTIVENESS OF THE LAW:** Law still to be applied (need of a Decree by the Minister of Economic Development, in concert with the Minister of Economy and Finance, on the definition of conditions, limits, modalities and deadlines for the implementation and the benefits duration)

## 2.1.6 Principle VI - Finance

During 2012, the Government intervened to ease the financial restrictions to the growth, incentivizing the capitalizing enterprises (**ACE**) and enhancing the access to credit conditions by the refinancing of the **Central Guarantee Fund**. Great steps forward had been made about the **delay in payments by the PA** to the supply enterprises, both for outstanding bills in progress (by interventions about the credits certification and debt compensation) and for future relationships (by the transposition of the European Directive about the payment times). Moreover, the possibility for the enterprises in difficulty to **phase their own tax debts** has become more flexible.

**MEASURE: Allowance for corporate equity (ACE)**

**REFERENCES OF THE LEGISLATION:** D.L. No 201/2011, Art. 1

**SYNTHETIC DESCRIPTION:** It is expected a decrease of the tax treatment imbalance among enterprises which finance themselves with debt and those with their own capital. The incentive



provides for the corporation can gather from the enterprise annual revenue an amount equal to the notional profit of the new own capital since 2011, which is determined by applying to the variation of the own capital increase in comparison with the existing one at the close of the business in progress to December 31 2010, a percentage of 3%. This percentage is used for 2011, 2012 and 2013. Later, the percentage will be determined within January 31 of each year with the Minister of Economy and Finance's Decree.

**EFFECTIVENESS OF THE LAW: Applied law** (adopted the Minister of Economy and Finance's Decree on March 14 2012 that defines the rules for the allowance for corporate equity in favour of the enterprises that strengthen their own capital structure)

**MEASURE: Central Guarantee Fund for SMEs and microcredit**

**REFERENCES OF THE LEGISLATION:** D.L. No 201/2011, Articles 3 and 39; D.L. No 185/2008, Art. 11, paragraph 5

**SYNTHETIC DESCRIPTION:** Fund endowment increase and modifications about the Central Guarantee Fund access for SMEs: covering the guarantee and counter-guarantee interventions; maximum compensation of losses; maximum amount guaranteed for each enterprise; commissions for the access to guarantee; minimum measure of provision as risk index, for each allowed operation.

Besides, it is decided that a quota of the Central Guarantee Fund should be reserved to guarantee interventions in favour of the microcredit for the micro-entrepreneurship. The National Board for Microcredit is entrusted of the task to stipulate the agreements with public and private bodies and Institutions, European too, for the increase of the Fund resources, dedicated to the microcredit for micro enterprises or for the foundation of separated reserve funds at the same Fund.

**EFFECTIVENESS OF THE LAW: Applied law** (adopted the inter-ministerial Decree on June 26 2012, published on the Official Gazette No 193 on August 20 2012, which defines the detailed rules of the Fund implementation for the definition of the Fund resources quota that must be destined to microcredit, allowed operations typologies, grant modalities, selection criteria; maximum amount of the Fund financial provisions to be destined to cover the risk deriving from the guarantee grant; adopted the inter-ministerial Decree on January 26 2012, published on the Official Gazette No 96 on April 24 2012, which increases the Fund endowment by the contributions payment by Banks, Regions and other entities and public bodies, i.e. with the SACE S.p.A. intervention; adopted ministerial Decree on November 23 2012, published on the Official Gazette No 285 on December 6 2012, which approves the new eligibility conditions and the general arrangements for the Fund administrations; the Fund strengthening has to be completed (the round table discussion between the Minister of Economy and Finance and the Minister of Economic Development has begun)

**MEASURE: PA debts**

**REFERENCES OF THE LEGISLATION:** D.L. No 1/2012, Art. 35; D.L. No 16/2012, Art. 12

**SYNTHETIC DESCRIPTION:** The credits accrued by the suppliers to December 31 2011 can be run out also by the Government papers assignment

The arrangements on the debt certifications for procurements and supplies and for the possible assignment for credit claims by the creditor enterprises to banks are extended to State Administrations and national public bodies with the Fiscal Simplification D.L.. Enterprises become guarantors of the debts that public administrations have towards them and that are transferred to banks; an assignment 'with recourse' as an alternative to 'without recourse' one is also possible.

**EFFECTIVENESS OF THE LAW: Applied law.** 4 decree of non regulatory nature are adopted by the Minister of Economy and Finance: the first Decree, adopted on May 22 and later modified on October 19 (published on the Official Gazette No 259 on November 6 2012), defines the ways of

credits certifications towards central Administrations, including national public bodies; the second one, adopted on June 25 and later modified on October 19 (published on the Official Gazette No 259 on November 6 2012), defines the ways of credits certifications towards Regions and Local Authorities, including Asls - Local Health Authorities - ; the third one, always adopted on June 25 and published on the Official Gazette on July 2 2012, No 152, identifies the way for the offsetting of claims/debts towards Regions and Local Authorities, including Asls; the forth Decree, adopted on October 19 2012, identifies the way for the offsetting of claims/debts towards the central Administrations, including national public bodies.

**RESOURCES:** a Special Fund resources quota for the unspent balances restoration of the current account, equal to 1 bln Euros, is appointed to Local Authorities, with priority to Municipalities

**MEASURE: Tax debts phasing**

**REFERENCES OF THE LEGISLATION:** D.L. No 16/2012, Art. 1

**SYNTHETIC DESCRIPTION:** Given a more flexible possibility for the enterprises in difficulty to phase their own tax debts: the debtor can ask for that his phasing plan considers variable installments with an increase amount for each year, even in the case of non-payment installments warnings, instead of constant installments.

**EFFECTIVENESS OF THE LAW: Immediate effective law**

**MEASURE: Micro-debts**

**REFERENCES OF THE LEGISLATION:** D.L. No 16/2012, Art. 3

**SYNTHETIC DESCRIPTION:** No registration for micro-debts, accrue from July 1 2012: the examinations, the registration and the credits recovery related to State, region and local taxes are not carried out, when the owed amount, including administrative penalties and interests, doesn't exceed, for each credit, the amount of 30 Euros, in reference to each tax year.

**EFFECTIVENESS OF THE LAW: Immediate effective law**

**MEASURE: IRAP (Corporation Tax)**

**REFERENCES OF THE LEGISLATION:** law introduced by the "Save Italy" D.L. and integrated by the D.L. No 16/2012, Art. 4, paragraph 12

**SYNTHETIC DESCRIPTION:** IRAP deduction of the labor cost by the taxable IRES broadened to the previous businesses in 2012

**EFFECTIVENESS OF THE LAW: Applied law** (adopted a measure by the Italian Revenue Agency on December 17 2012, which determines the submission modalities of the reimbursement instances)

**MEASURE: Project bond**

**REFERENCES OF THE LEGISLATION:** D.L. No 1/2012, Art. 41 and D.L. No 83/2012, Art. 1

**SYNTHETIC DESCRIPTION:** Possibility to issue project bonds and equalization of their tax treatment to the Government papers one; introduction of a special system for the interest payable deductibility; creation of a tax benefit, for the purposes of registration and land registry taxes, for guarantees and operations related to the issue of the project bonds.

**EFFECTIVENESS OF THE LAW: Applied law** (the inter-ministerial Regulation by the Minister of Economy and Finance and the Minister of Infrastructure and Transport identified the subjects authorized to provide for guarantees on bonds for the projects financing)



**MEASURE: Issue of commercial papers by corporations, cooperatives and mutual insurers different from Banks and micro-enterprises (Minibond)**

**REFERENCES OF THE LEGISLATION:** D.L. No 83/2012, Art. 32, as modified by Art. 36, paragraph 3 of D.L. No 179/2012

**SYNTHETIC DESCRIPTION:** Companies and bodies without shareholdings in the capital carries, negotiated in regulated and non-regulated markets can issue commercial papers, depending on the presence of the following requirements: 1) sponsor-assisted issue who keeps a share quota in the portfolio until the natural expiration, 2) the issuer's last balance sheet is certified by an auditor or by an audit firm, 3) the shares are exclusively entrusted to qualified investors who aren't partners, even indirectly, of the offeree company.

**EFFECTIVENESS OF THE LAW: Immediate effective law**

**MEASURE: Capital strengthening of the (Confidi) - Credit Guarantee Consortium**

**REFERENCES OF THE LEGISLATION:** D.L. No 179/2012, Art. 36, paragraphs 1 and 2

**SYNTHETIC DESCRIPTION:** The Confidi subjected to direct surveillance by the Banca d'Italia within December 31 2013 can attribute the risk funds and other funds or capital reserves constituted by the contributions of the State, regions and other public bodies, existing in the date of entry into force of the D.L. No 179/2012, to the consortium fund, the share capital or the dedicated reserve. The resources are attributed to the relating confidi capital, without destination limits.

**EFFECTIVENESS OF THE LAW: Immediate effective law**

**MEASURE: PA's payments**

**REFERENCES OF THE LEGISLATION:** Legislative Decree No 192/2012

**SYNTHETIC DESCRIPTION:** The Government received the 2011/7/EU Directive on late payments by the PA early in comparison with the deadline fixed by the EC within March 16 2013. The new legislation entered into force from January 1 2013, i.e. for all the closed contracts starting from this date, even among private enterprises. Starting from this date, PPAA should pay their suppliers within 30 days from the reception of the invoice or, according to the specificity, from the goods reception or from the operation of the services. Derogation is exclusively granted for the healthcare and time-to-payment will be of 60 days; the 60 days derogation among private bodies will be allowed as long as it is not "grossly unfair to the creditor" and "specifically agreed". The increased interest rate on late payment at the statutory rate (8% and no more 7%) is established in comparison with the ECB fixed rate for refinancing operations, in the case of the deadline exceeds 30 days.

**EFFECTIVENESS OF THE LAW: Immediate effective law** (arrangements have to be applied to commercial transactions closed accrue from January 1 2013)

**MEASURE: Agreement for the SMEs' credit**

**REFERENCES OF THE LEGISLATION:** Agreement between ABI (the Italian Banking Association) - Business associations on February 28 2012, then extended to March 31 2013

**SYNTHETIC DESCRIPTION:** The new Agreement for the SMEs' credit, following that of August 3 2009 and the February 16 2011 one provides for the following financial assistance typologies:

- postponement of the instalment payments;
- extension of the financing;
- operation of financing in order to increase the own fund made by the enterprise.

The moratorium refers to those SMEs members belonging to any sector, including the Asset Management Association, individual and self-employed companies (if the loan is solicited for the purposes of the business activity). The postponement of the installment payments can be in a

maximum period of 12 months on the principals of the bank financing installments in the medium long-term, i.e. of the mortgages with the originally duration higher than 18 months. There are also the leasing transactions which take advantage from public benefits in this measure.

**EFFECTIVENESS OF THE LAW: Immediate effective law**

### 2.1.7 Principle VII – Single Market

Twenty years since the birth of the single market, the European Commission has continued to work to strengthen an already incomplete economic growth instrument. The single market remains the heart and the principal economic driving force of the European Union and it has also continued to be the best shot to respond to the current financial crisis. The **Single Market Act I**, adopted in 2011 by the European Commission, suggested a series of levers to boost growth, competitiveness and social progress, from mobility for workers to access to finance for SMEs, passing through consumers' protection, the digital contents, taxation and Trans-European networks. Their aim is to ease the life of all the protagonists of the single market: enterprises, citizens, consumers and workers. The 50 proposed actions are now expected by the European Parliament and national ministers in the EU Council. The Commission identified 12 further key actions in order to boost advancement and lay the foundations of a new more green and inclusive growth, which range from digital economy to integrated networks, from mobility of the citizens to consumers' right, with the **Single Market Act II**, in October 2012.

The **European average transposition deficit** - i.e. the percentage of the Internal Market Directives which have not been written into national law in time - is now back to 0.9%, i.e. below the target agreed (1%) by the European Heads of State and Government in 2007, at the implementation level on national base, according to what emerges from the **Internal Market Scoreboard** (*Scoreboard*) by the Report of the European Commission, which evaluates the implementation of the directives and their correct transposition in the system of the Member States in the single market area. This is a purpose achieved by sixteen EU countries, but still missed by Italy. On the base of the **forecasts processed by the Department of European Politics**, the EU directives transposition deficit will be moderate to 1% as regards Italy (in comparison with 2.4% registered in the last Scoreboard). The same infringements package is destined to decrease, considering that the Italian scoreboard achieved a new positive outcome in October 2012, decreasing by further 10 infringements in comparison with September, reaching 101 opened cases, the best *performance* of our country in the last years.

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**MEASURE: Transposition of the 2010/45/EU directive about VAT as regards the invoice content and the rules for the accounting treatment of Intra-Community operations**

**REFERENCES OF THE LEGISLATION:** Law No 228/2012, Art. 1, paragraph 324

**SYNTHETIC DESCRIPTION:** The laws considered by 2010/45/EU directive by the Council on July 13 2010, containing the modification of the 2006/112/EC related to the common system of value added tax as regards to the invoicing laws, are transposed.

**EFFECTIVENESS OF THE LAW: Immediate effective**

### 2.1.8 Principle VIII – Skills and innovation

A new **Agency for a Digital Italy** is instituted in order to give more significance to the compound innovation contents, to decrease, at least partially, the *digital divide* which characterizes our country in comparison with the main industrialized countries and to boost the fulfillment of





the Italian Digital Agenda. It will get all the functions that have been carried out so far by several Bodies which are abolished or reorganized about the technology innovation and it will have the main task to coordinate policies and strategies of the new technologies roll-out. Also, it will take decisions and set trends about the PA digitalization activation processes and the concerning IT provisions, which will be managed by the Consip - Public Information Services Agency.

Furthermore, **interventions for the completion of the broadband network** are also considered; it has to be added further 150 million Euros to the already available resources for Southern Italy (about 600 mln Euros) to finance the interventions in the Centre-North areas.

**The Government also introduced some laws in order to foster the birth and the management of the innovative enterprises.** The measure defines the concept of *start-up* (transparency and innovative content are the main aspects) and it eases its creation. In particular, low costs of constitution and specific contractual provisions are provided for establishing relationships of paid employment that have a high operational flexibility.

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**MEASURE: Institution of the Control Panel for the Italian digital Agenda implementation**

**REFERENCES OF THE LEGISLATION:** D.L. No 5/2012, Art. 47

**SYNTHETIC DESCRIPTION:** A Control Panel is instituted without new or further costs at the expense of the public finance for the implementation of the Italian Digital Agenda, coordinating the public interventions aiming to the same purposes by regions, autonomous provinces and local authorities. The measures regarding the Digital Agenda directly touch several very important features for the life of citizens and enterprises: the features of the adoption of the new technologies in the education, healthcare, justice and social inclusion systems and the boost of their implementation in the payment sector are placed by side the digital identity subject, paving the way to a fast modernization process.

**EFFECTIVENESS OF THE LAW: Applied law** (adopted the Decree March 1 2012 by the Minister of Economic Development, in concert with the Minister for Public Administration and Simplification, the Minister for Territorial Cohesion, the Minister of Education, University and Scientific Research and the Minister of Economy and Finance)

**RESOURCES:** 150 mln Euros for the completion of Broadband network

**MEASURE: Simplification and advancement measures of technical-vocational education and technical schools - ITS**

**REFERENCES OF THE LEGISLATION:** D.L. No 5/2012, Art. 52

**SYNTHETIC DESCRIPTION:** Adoption of guidelines for the advancement of the technical-vocational education and technical schools - ITS, also by the foundation of technical-vocational centers and the realization of apprenticeship trainings.

**EFFECTIVENESS OF THE LAW: Applied law** (approved the Guidelines Decree to consolidate and develop the relations among technical and vocational schools, vocational training centers and enterprises, with the definition of the “map” to link training and production supply chains, the foundation of technical-vocational centers at provincial level and the strengthening of the autonomy and the role of technical schools).

**MEASURE: Institution of the Agency for a Digital Italy**

**REFERENCES OF THE LEGISLATION:** D.L. No 83/2012, Art. 19

**SYNTHETIC DESCRIPTION:** The Agency for a Digital Italy is instituted to boost the Italian and European Digital Agenda, to which are attributed all the functions that have been done by DigitPa and by the Agency for the Promotion of Technologies for Innovation, that hence are abolished. The

new Agency will have the task to coordinate politics and strategies of the new technologies roll-out and to rationalize the public expenditure of the information technology, coordinating the management of the State, regional and local Administration's data.

**EFFECTIVENESS OF THE LAW: Applied law** (adopted on October 30 2012 a measure by the Presidency of the Council for appointing the Director General of the Agency for a Digital Italy)

**MEASURE: Tax credit for new high qualified staff hiring**

**REFERENCES OF THE LEGISLATION:** D.L. No 83/2012, Art. 24

**SYNTHETIC DESCRIPTION:** Concession of a tax in the form of tax credit by 35%, with a maximum limit equal to 200,000 Euros per enterprise, of the corporate cost for open-ended hiring of high qualified staff

**EFFECTIVENESS OF THE LAW: Law still to be applied** (implementing regulations to be adopted with the Decree of the MISE in concert with MEF, which have to be integrated in the light of the arrangements in the D.L. 179/2012, Articles 25-32 about the innovative *start-ups*)

**RESOURCES:** 50 mln Euros a year

**MEASURE: Interventions in favour of enterprises' industrial research of earthquake-stricken territories**

**REFERENCES OF THE LEGISLATION:** D.L. No 74/2012, Art. 12

**SYNTHETIC DESCRIPTION:** Interventions in favour of industrial research of enterprises working in the mainly earthquake-stricken supply chains are considered. The Region with its own deeds provides for the discipline of the granting criteria and features of the benefits.

**EFFECTIVENESS OF THE LAW: Applied law**

**RESOURCES:** 50 mln Euros of the Research Facilitation Fund (FAR) resources are transferred on the special accounting assigned to the President of Regione Emilia-Romagna, in 2012.

**MEASURE: Italian digital Agenda implementation**

**REFERENCES OF THE LEGISLATION:** D.L. No 179/2012, Art. 1

**SYNTHETIC DESCRIPTION:** The Government with the Agency for a Digital Italy too submits a report that underlines the state of implementation of Article 47 of D.L. February 9 2012, No 5, converted, with modifications, into Law April 4 2012, No 35, to the parliamentary Committees in charge within June 30 of each year. This report will convey itself in operative projects and in a set of rules that will be called "Digital Decree".

**EFFECTIVENESS OF THE LAW: Applied law**

**MEASURE: Tax credit to foster the online intellectual works offer**

**REFERENCES OF THE LEGISLATION:** D.L. No 179/2012, Art. 11 bis

**SYNTHETIC DESCRIPTION:** A tax credit of 25% of the costs incurred by the enterprises which develop telematic platforms for the distribution, the sale and the rental of digital intellectual works in the Italian territory is acknowledged in order to improve the intellectual works offer by the electronic communication networks. The benefit will be applied for 2013, 2014 and 2015, in the limit of 5 mln Euros expenditure a year and until the available resources are exhausted.

**EFFECTIVENESS OF THE LAW: Law still to be applied**

**MEASURE: Closing of the digital gap, interventions for the digital technologies roll-out**

**REFERENCES OF THE LEGISLATION:** D.L. No 179/2012, Art. 14

**SYNTHETIC DESCRIPTION:** Some authorization procedures and fulfillments are strongly simplified to foster the ultra-broadband, with wireless too, and new connection technologies roll-



out. As regards the trenches excavations for placing the optic fiber, the exemption of the tax for the ground and underground occupation is provided for. Telecommunication operators should ensure the access to the common areas of the buildings for the placing of the optic fiber operations.

**EFFECTIVENESS OF THE LAW: Law still to be applied** (necessity of implementation decrees by the Ministry of Economic Development).

**RESOURCES:** further 150 mln Euros has to be added to the already available resources for Southern Italy (about 600 mln Euros) to complete the Plan and the following closing of the digital gap for the broadband on the national territory

**MEASURE: Research and innovation and smart communities**

**REFERENCES OF THE LEGISLATION:** D.L. No 179/2012, Articles 19 and 20

**SYNTHETIC DESCRIPTION:** The Agency for Digital Italy should develop five big categories of strategic projects linked to the digital agenda (industrial prototypes for ICT; innovative services or products for the PA; research and development on the public demand; research and development for SMEs; management center of the national logistic network for the inland terminals). At least 25% of the annual resources at disposal for these purposes must be reserved to research projects that involve micro, small and medium enterprises, associated each other too, and also in collaboration with large enterprises or research organizations. Article 20 plans the technical government and process architecture for the management of the smart communities and of the services and data that they produce. Smart communities provide for mechanism of participation, social inclusion and resources efficiency, by the reutilization and the circulation of better practices. An evaluation and monitoring system guarantees that the communities honor the commitments made by a periodically reviewed statute, in order to verify and maximize the technological progress impact on the territory.

**EFFECTIVENESS OF THE LAW: Law still to be applied** (pending the inter-ministerial decrees by the Ministry of Economic Development and of Education, University and Scientific Research for the resources definition and management and the selection processes of innovative projects)

**RESOURCES:** The five big categories of the strategic projects can be financed with 70 mln Euros of the Sustainable Growth Fund and of Cohesion Action Plan and of First (Fund for investment in scientific and technology research) with further a hundred million Euros.

**MEASURE: Research activities for the development of an innovative service or product able to strengthen the Micro-SMEs competitiveness**

**REFERENCES OF THE LEGISLATION:** D.L. No 179/2012, Art. 19 c. 6 bis

**SYNTHETIC DESCRIPTION:** A percentage not less than 25% of the annual resources for the development of the big strategic projects whereof paragraph 3-bis of Article 20 of D.L. No 83/2012 is destined to research projects that involve micro, small and medium enterprises, associated each other too, and possibly carried out in collaboration with large enterprises or research organizations, for the development of an innovative service or product able to strengthen the Micro-SMEs competitiveness.

**EFFECTIVENESS OF THE LAW: Law still to be applied**

**MEASURE: Innovative Start-up and certified incubator**

**REFERENCES OF THE LEGISLATION:** Decree No 179/2012, Articles 25-32

**SYNTHETIC DESCRIPTION:** Introduction of the definition and the specific requirements of the new innovative enterprise (*start-up*) and the innovative *start-up* enterprises certified incubator.

Administrative simplifications and tax incentives are considered: natural persons are allowed to deduct from their own taxable income 19% of the amounts invested in innovative *start-ups* for 2013,



2014 and 2015, both directly and by the specialized funds; 20% of the directly or indirectly amounts invested in the capital of the innovative *start-ups* is provided for legal persons and it must not contribute to the income formation of the persons liable to enterprises income tax, different from innovative *start-ups*.

An easy path for the assignment of the new tax credit for the high qualified staff hiring, introduced by D.L. 83/12 for innovative *start-ups* and certified incubators, is also created. The tax credit is equal to 35% of the cost of the new open-ended workers, with the limit of 200,000 Euros a year to each enterprise.

Finally, innovative instruments for raising capital spread through online portals (so-called *crowdfunding*) and easy conditions for the access to the Guarantee Fund for SMEs are introduced.

**EFFECTIVENESS OF THE LAW: Immediate effective law**

**RESOURCES:** >bout 200 mln Euros are available for *start-ups*, among the funds allocated by the Decree in the form of incentives and investment funds made available by the Fondo Italiano d'Investimento of the Cassa Depositi e Prestiti. The dedicated ministerial Decree, wherewith further resources will be allocated for new enterprises in Southern Italy, is pending. The operative law will employ 110 mln Euros every year to incentivize the *start-ups*.

**MEASURE: Fund for research and development tax credit grant and for the fiscal wedge decrease**

**REFERENCES OF THE LEGISLATION:** Law No 228/2012, Art. 1 paragraphs 95-97

**SYNTHETIC DESCRIPTION:** A Fund for research and development tax credit grant according the criteria and the modalities defined by the Ministry of the Economy and Finance and Ministry of Economic Development is established at the Presidency of the Council of Ministers, with particular reference to small and medium enterprises, and also for the fiscal wedge decrease, financed by the resources deriving from the reduction in progress of the allocations of current account and of capital account, written in the balance sheet destined to transfers and enterprises contributions. The tax credit is reserved to enterprises and network enterprises that entrust research and development activities to universities, public research bodies or research organizations, i.e. which directly create investments on research and development.

**EFFECTIVENESS OF THE LAW: Immediate effective law**

### 2.1.9 Principle IX – Environment

Among the more efficient measures applied in 2012 in the environmental field, it happens to name those dedicated to **foster the energetic efficiency** (first of all, 50% tax deductions for energetic requalification measures, valid until June 2013) and the **development of the renewable energies**<sup>16</sup> (inducement of small-sized interventions for thermal energy production from renewable sources). The measures are positive to foster the **under 35 youngsters hiring** in *green economy* enterprises. About **waste**, it is pending to acknowledge the new deadline for the entry into force of the SISTRI - Waste Tracking System.

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**MEASURE: Thermal count**

**REFERENCES OF THE LEGISLATION:** Legislative Decree No 28/2011, Art. 28

**SYNTHETIC DESCRIPTION:** Inducement of small-sized interventions (households and small firms purposes) for the energy efficiency increase and for thermal energy production from

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<sup>16</sup> For an in-depth analysis aimed to the environmental contents in the Sustainable Economic Development, see: Trattato di diritto dell'ambiente by P. Dell'Anno and E. Picozza, Cedam, 2012, Vol.I.



renewable sources (biomass heating system, heat pumps, solar heating and *solar cooling*). The incentive covers an average of 40% of the purchasing cost, supplied in 2 years (5 years for more expensive interventions).

**EFFECTIVENESS OF THE LAW: Applied law** (published the D.M. December 28 2012)

**RESOURCES:** the provided investment is of 900 mln Euros a year, whereof 700 mln Euros to private bodies and 200 mln Euros to the PA.

**MEASURE: SISTRI - Waste Tracking System**

**REFERENCES OF THE LEGISLATION:** D.L. No 83/2012, Art. 52

**SYNTHETIC DESCRIPTION:** Suspension of the System until the conclusion of further administrative and functional assessments, and no later than June 30 2013, anyway. The payments of the SITRI contributions owing to users are suspended as well for 2012.

**EFFECTIVENESS OF THE LAW: Immediate effective law** as regards the suspension. Several operational modifications are introduced by the D.M. No 141/2012 of the Ministry of the Environment (time-to-registrations signature, RAEE - electronic waste - management and microcollection, etc.), which at present, because of the SITRI suspension, are in standby. **It is pending** the Decree of the Minister of the Environment and Protection of Land and Sea who indicates the new deadline for the entry into force of the SITRI.

**MEASURE: Tax reliefs for energy restructuring and requalification works**

**REFERENCES OF THE LEGISLATION:** D.L. No 83/2012, Art. 11

**SYNTHETIC DESCRIPTION:** The Irpef - personal income tax - deduction of 36% on buildings renovations increases by 50% until June 30 2013, also boosting the maximum amount of the expenditures benefit. Irpef and Ires detractions of 55% on building trades interventions for the energy saving are extended to June 30 2013.

**EFFECTIVENESS OF THE LAW: Immediate effective law**

**RESOURCES:** 1.7 mln Euros for 2013, 18 mln Euros for 2014 and 11.3 mln Euros a year accrue from 2015 up to 2023

**MEASURE: Preferential funding for enterprises operating in green economy**

**REFERENCES OF THE LEGISLATION:** D.L. No 83/2012, Art. 57

**SYNTHETIC DESCRIPTION:** Preferential funding for enterprises operating in:

- protection of the territory and prevention of the hydrogeological and seismic hazard;
- research, development and production of "second and third generation" biofuels;
- research, development, production and installation of solar heating, concentrated solar power, solar thermal energy, solar photovoltaic, biomasses, biogases and geothermic technologies;
- increase of the energy end-use efficiency in the field of civil society and tertiary sector, including *social housing* interventions.

The provision of extra open-ended jobs for under 35 youngsters at the recruitment date is needed.

**EFFECTIVENESS OF THE LAW: Immediate effective law**

## 2.1.10 Principle X - Internationalization

The Government has addressed particular attention to support internationalization; last measures are particularly directed throughout a series of guidelines, including: **reactivation of ICE - Italian Trade and Companies Internationalization Promotion Agency** - (abolished by the previous Government); **the Control Panel institution for the internationalization at the MISE** aiming for the reorganization of the foreign network starting from the ICE and ENIT - National

Tourism Board - networks integration and aiming for the rationalization of the several often scattered and overlapping functions among multiple bodies; **the Desk Italia installation** in order to strengthen the inflow of the FDI to our country. The Desk represents some important institutional news: it is a stable, prompt and efficient coordination instrument, which subjects who will want to make productive and industrial investments on the Italian territory could report to it. It should contribute to hinder the escape of the foreign investors from our country; happened above all in the last years (the outflow of foreign investments from Italy is equal to 235 bln Euros, about 15% of GDP, and it should be particularly made between June 2011 and June 2012). **Moreover, the new instrument "Startup Fund" becomes operative** addressed to single or associated SMEs aimed to foster the internationalization projects start in extra - EU markets **at the end of October 2012.**

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**MEASURE: Internationalization Startup Fund**

**REFERENCES OF THE LEGISLATION:** Law No 99/2009, Art. 14

**SYNTHETIC DESCRIPTION:** The Fund takes part to the capital of *ad hoc* (NewCo) enterprises with the head office in Italy (or in another EU country if it would be necessary for the development of the project) with the aim to strengthen the public support to SMEs in their internationalization process.

**EFFECTIVENESS OF THE LAW: Applied law** (with the D.M. March 4 2011, published on the Official Gazette No on July 8 2011, the Regulation adopted carrying on the general criteria for the interventions under the *Startup Fund*). The Fund has been operational since October 25 2012.

**MEASURE: ICE - Italian Trade and Companies Internationalization Promotion Agency - and ENIT - National Tourism Board**

**REFERENCES OF THE LEGISLATION:** D.L. No 83/2012, Art. 41

**SYNTHETIC DESCRIPTION:** Rationalization of the organization of the ICE - Italian Trade and Companies Internationalization Promotion Agency - and of the organization of ENIT - National Tourism Board.

**EFFECTIVENESS OF THE LAW: Applied law** (adopted the DPCM which confers human, instrumental and financial resources to ICE; the first deed of the new Agency was the presentation of the National Export Plan 2013-2015 at mid-January 2013, with the aim to produce 150 bln Euros of additional export in the next three years, exceeding the 600 bln Euros quota, among goods and services, within the end of 2015).

**MEASURE: Revolving Fund Simplification ex lege No 394/81 and allocation reserve for SMEs**

**REFERENCES OF THE LEGISLATION:** D.L. No 83/2012, Art. 42 c. 1

**SYNTHETIC DESCRIPTION:** A resources reserve of the resources of the Revolving Fund by law No 394/81 is provided for small and medium enterprises equal to 70% a year

**EFFECTIVENESS OF THE LAW: Law still to be applied** (to be adopted the Decree of non regulatory nature by the Minister of Economic Development which determines terms, modalities and conditions of the interventions, the activities and the manager's commitments, the control functions and also the composition and the tasks of the Committee for the Fund administration)

**MEASURE: Internationalization Consortia**

**REFERENCES OF THE LEGISLATION:** D.L. No 83/2012, Art. 42 c. 3-7

**SYNTHETIC DESCRIPTION:** New internationalization consortia are made (in the form of consortium or cooperatives enterprises) by industrial, artisan, tourist, services and agri-food



industries SMEs located in Italy and commercial sector enterprises. It is also admitted the participation of public and private bodies, banks and large-sized enterprises (that can't be qualified for the contributions). Contributions for the incurred expenditure covering for the implementation of internationalization projects are acknowledged (within a maximum expenditure of 50%). These projects, which can have a long-time duration, can be also achieved by Network Contracts pledged with non consortium SMEs. Moreover, provisional profits by consortia are taxed only if the reserve is «used for different purposes from the loss covering or from the increase of the consortium fund or the capital».

**EFFECTIVENESS OF THE LAW: Applied law** (Decree of non regulatory nature by the Minister of Economic Development who defines the criteria for the contributes grant to the consortia for the internationalization on November 22 2012)

**MEASURE: Chambers of Commerce, Industry, Artisans and Agriculture sanctioning power**

**REFERENCES OF THE LEGISLATION:** D.L. No 83/2012, Art. 43

**SYNTHETIC DESCRIPTION:** Sanctioning power about the protection of the Made in Italy at the Chambers of Commerce, Industry, Artisans and Agriculture.

**EFFECTIVENESS OF THE LAW: Applied law** (annotation issued by the Department for Enterprise and Internationalization on August 6 2012 directed by Chambers of Commerce, Industry, Artisans and Agriculture, about the related instructions to the sanctioning power about the protection of the Made in Italy way of operating and law)

**MEASURE: One-stop shop for the Attraction of the Foreign Investments**

**REFERENCES OF THE LEGISLATION:** D.L. No 179/2012, Art. 35

**SYNTHETIC DESCRIPTION:** The Desk Italia - One-stop shop for the Attraction of the Foreign Investments is instituted, with the functions of the main public subject of the national territory coordination for foreign investors, in order to boost the country capacity to attract foreign investments. The Desk is the access point for the foreign investor in relation with all the administrative issues regarding the relating investment project, it coordinates the prompt and single answer of all the PPAA and public subjects anyway involved and it formulates yearly legislative and administrative simplification proposals about the attraction of foreign investments. Desk Italia operates at the MISE, with the Ministry of Foreign Affairs, according to the addresses processed by the Control Panel for the internationalization.

**EFFECTIVENESS OF THE LAW: Law still to be applied** (necessity of the President of the Council of Ministers' Decree, based on a proposal of the Minister of Economic Development)

**MEASURE: SIMEST - Italian Society for Enterprises Abroad**

**REFERENCES OF THE LEGISLATION:** D.L. No 179/2012, Art. 36 paragraph 6

**SYNTHETIC DESCRIPTION:** There is the possibility that Simest participates with minority stakes in business associations, with offices in Italy too, specialized on the valorization and on the commercialization abroad of the Italian products.

**EFFECTIVENESS OF THE LAW: Immediate effective law**

**MEASURE: Additional financial resources in 2013 in favour of ICE**

**REFERENCES OF THE LEGISLATION:** Law No 228/2012, Art. 1, paragraph 474

**SYNTHETIC DESCRIPTION:** Resources destined to ICE operations - Italian Trade and Companies Internationalization Promotion Agency - will boost by 10 mln Euros in 2013.

**EFFECTIVENESS OF THE LAW: Immediate effective law**

## 2.2 *The simplification measures and the impact analysis* \*

### 2.2.1 The regulatory impact analysis: developments in 2012

The regulatory impact analysis (RIA) was introduced, in Italy, by the simplification law No 50/1999, according to which RIA must be implemented in the preparatory phase of the regulatory acts of the Government, and also of the ministerial and inter-ministerial decrees. Then, this legislative provision was issued by the President of the Council of Ministers' Directive on January 27 2000, with the Circular of the Presidency of the Council of Ministers "*Handbook for Undertaking Regulatory Impact Analysis*" on January 16 2001 and, finally, with the Directive on September 21 2001.

The Legislator further specified that the RIA features are like an instrument of preventive analysis of the regulatory quality, with the following Law No 246/2005, and introduced the VIR - the institution of the regulatory impact check, like a consecutive complementary instrument for the check of the outcomes. Article 14 of the Law under consideration provides RIA for all the legislative schemes of the Government. Law No 246/2005 also envisages the submission of an annual report to the Parliament, which the President of the Council of Ministers must draft within April 30 of each year.

RIA methodology is based on the comparison among several solutions, including the zero option, in regards to the opportunity to issue a certain law. Afterwards, in this sense, it is highlighted that RIA was conceived like a helping instrument for the Legislator. RIA methodology includes the consultation of the categories of the subjects directly concerned inasmuch addressee of the effects of the assessed regulatory.

Article 6 of Law No 180/2011 introduces the paragraph 5-bis to Article 14 of the above-mentioned Law No 246/2005. This new paragraph disposes that RIA includes the impact evaluation on Small and Medium Enterprises to also highlight the informative costs and the related introduced and eliminated administrative costs. The news submitted by the law is in the punctual reference to SMEs. A VIR procedure, indeed, is provided for the laws that has already been into force and issued at the time without, evidently, a preventive RIA, in order to implement a ponderation for a reimbursement of the informative and/or administrative costs.

Article 17 of the above-mentioned Law introduces, as is known, the *SMEs Authority* too. Among the Authority's tasks, the analysis is included, in advance and later, of the regulatory impact on SMEs.

Also Law No 183/2011 introduced modification to the regulatory impact analysis procedure. The introduction of Article 5-ter, in particular, further modified by paragraph 3, of Article 3 of the D.L. No 5/2012, ratified the principle that the RIA report contains an explicit reference to the compliance of the minimum levels of community regulation. Subsequently, Law No 183/2011 adds the paragraph 24-quater to Article 14 of Law November 28 2005, No 246, in which the commitment of the Administration is considered to justify the extraordinary events, assessed in the regulatory impact analysis, as regards in which it is necessary to excess the minimum levels of community regulations. The excess of the minimum levels of the regulation is residual permitted, indeed, because it involves an extra burden and, with it, the increase of the administrative costs for account of citizens and enterprises.

Article 6 of Law No 180/2011 introduces the so-called **SME test** in our system, in compliance with the *Small Business Act*. An impact analysis *ex post* on SMEs (VIR) is also provided.

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\* This paragraph is edited by the Observatory for Small and Medium-sized Enterprises of the General Secretariat of the Presidency of the Council of Ministers. A special thank is in particular for Mr. Marini and Mrs. Gorgoni for work coordination.





The compliance of the proportionality principle, in addition to the necessity to fulfill this kind of analysis, is also required. Consequently, under paragraph 2 of Article 8, as it is recently amended by the Decree Law February 9 2012, No 5, converted, with modifications, into Law April 4 2012, No 35, *“each Administration must provide for editing an annual report in which shows the overall balance sheet of the administrative costs, which are introduced or eliminated by the regulatory acts approved during the previous year, for account of citizens and enterprises”*. Therefore, Administrations have provided for fulfilling the impact assessment on the regulatory acts that have already been into force, for the purpose to proceed to adequate abrogations, in order to balance the potential costs that are introduced.

Considering the foregoing statements, it can be affirmed that the information provided for the SME Test is the fundamental requirements to carry out an adequate impact analysis. It means that the outcomes of the test influence the political decision. In fact, the Legislator can decide, however, that it is appropriate their adoption, also against the outcomes that would discourage the emanation of new laws. The test incidence, in this case, will concern the contingent measures to be adopted to compensate the imbalances caused by the introduction of the new law. It can be said that the test outcomes impose the containment of the overall effects of the intervention. This is because the impact analysis must account for the effects on all the community, including the Public Administration. Therefore, the consideration of the public and private interests involved plays a role in this context: the SMEs ones are expressed by the test outcomes, but the Legislator must consider also those referred to the overall community of citizens.

On the methodological plan, the emphasis is put on the time of consultation in the implementation procedure of the SME test. The already used procedures for the implementation of the measurement of the administrative costs could be used to do the SME test. This last activity has been conducted only *ex post* until now, but the same methodology will be used in the sector of the impact analysis.

### 2.2.2 The simplification rules issued in 2012

Law November 11 2011 No 180 also pursues the purpose to guarantee the application of some contents provided for the SBA. Article 7 of the Law reiterates as general principle, the need to decrease as far as possible the administrative costs for all the regulatory acts (regulations or general administrative deeds) related to the procedures concerned the exert of the authorization, granting or certifying powers, and also for those concerned to the benefits concession. For this purpose, the publication of all the regulatory acts that dispose the introduction or the elimination of informative and/or administrative costs is provided.

As for the advertisement of the regulatory acts, it is also set that the duty to publish on the institutional website of the related administration subsists anyway, apart from publishing on the Official Gazette.

The third paragraph of the Article 7 provides for the Department for Civil Service arranges an annual report about the state of implementation of the above-mentioned legal provisions within March 7 of each year, for the purpose to assess the impact in terms of simplification and decrease of the administrative costs. Paragraph 4 sets that the provided Regulations for SME Test implementation also provides the responsibility profiles of the directors accountable for the related offices, and the modality of the complaint submission due to the absence of the application of the law as well, apart from setting the criteria for the measurement of informative and administrative costs, indeed.

A further interesting measure is the provision introduced by the paragraph 1 of Article 8, related to the compensation of the regulatory, informative and administrative costs. Complying



with the principle ratified by this Law, new costs can't be introduced without reducing or eliminating contextually other costs of the same amount.

The second paragraph of this Article is further amended by the D.L. No 5/2012, which introduced the balance principle only to administrative costs. The new text of the paragraph 2 provides also the drafting of an annual report by the Department of Legal and Legislative Affairs of the Presidency of the Council of Ministers, where all the introduced and eliminated administrative costs must be reported.

The paragraph 2 *ter* attributes a proxy to the Government for the issue of deregulation rules that must be adopted under paragraph 2 of Article 17 of Law No 400/1988. In this way, an efficient instrument is considered to remedy contingent omissions by the Administrations in charge.

It is decreed that the elimination of the administrative costs which have been already introduced with regulations whereof paragraph 1 of Article 17 of Law No 400/1988 or with ministerial regulations, whereof paragraph 3 of the same article, must be arranged adopting the regulations belonging to the same typology, in order to ease the simplification activity, with paragraphs 2 *quater* and *quinquies*.

Moreover, it is important the provision in the Article 9 of Law No 180/2011, according to which all the Public Administrations are specifically prohibited from soliciting papers, copies too, if these have already deposited in the Business Register. Also this one is an innovative provision in comparison with the past requirement provided for the Decree of the President of the Italian Republic (D.P.R.) No 445/2000, where it was set a generic principle of reducing costs on account of citizens and it was imposed to the Public Administration to accept the copy of the deeds in the public registers with the specific declaration in lieu of affidavit.

Moreover, Article 13 of this Law strengthens the simplification legislative provisions which have already been in the Development Decree about public procurements (Article 4, paragraph 2 of Decree Law May 13 2011, No 70, converted into Law, with modifications, by Article 1 of Law July 12 2011, No 106), with the purpose to ease the participation of the SMEs to public invitation tenders. In fact, this article specifically provides for measures which are adequate to *privilege temporary association of enterprises, consortium ones and business networks, in the discipline that regulates public contracts*". Moreover, the Public Administration is specifically prohibited from introducing disproportionate financial requirements in the public notices in comparison with the value of the contracts of goods and services.

Article 15 of Law November 12 2011, No 183 containing "*Arrangements for the establishing the annual and multiannual State budget*", so-called Stability Law 2012, and also the Directive of the Minister for Public Administration and Simplification, issued on December 22 2011, reformulate the regulatory framework that disciplines the certification and the use of the declarations in lieu of affidavit.

As is known, the several laws concerning the simplification of the procedures through the submission of simple self-executed affidavits of states, facts and personal qualities are organically collected in the Decree December 28 2000, No 445, by the President of the Italian Republic, containing "*Consolidated Act of the legislative and regulatory provisions about administrative papers*". In particular, Articles 46 and 47 of the above-mentioned Consolidated Act have already provided for the use of the self-executed affidavits in place of certificates if the required information has already been in possession of the proceeding administration or other public administrations. In facts, the use of the self-executed affidavits is provided for all the activities that private subjects undertake with the Public Administration, and also with private subjects which manage public services.



The Legislator observes the necessity to extend the effective application of the legislative provisions by specific provisions which are introduced by Article 15 of the above-mentioned Stability Law 2012, anyway, even if these legislative provisions have already enough dated.

One of the news introduced by the above-mentioned Article 15, in the part where it amends Article 40 of the D.P.R. No 445/2000, concerns that the Public Administrations and the private subjects who manage public services are specifically prohibited from soliciting certificates, where states, personal qualities and facts are ascertainable by the databases consultation managed by the PA, i.e. soliciting the information to the owning Public Administrations. In fact, the previous regulative instruction provided for the mere *possibility* to use the self-executed affidavits in place of certificates by the private subject. The new reformulation of Article 40 now provides that the certificates are “*always*” substituted by affidavits, indeed. So, it is also set the further provision introduced in the paragraph 2 of Article 40 which now establishes the duty to print on the certificates issued by the Public Administration the caption “*This certificate can't be produced by the Public Administration organs or by private subjects who manage public services*”. The absence of this caption entails the nullity of the certificate.

The above-mentioned law also introduces further provisions with the purpose to favour the collaboration among the several public administrations, with specific reference to the necessary exchange of the data in the database that they manage. In this way, the legislative review of Article 72 of the above-mentioned Decree must be intended in the case it provides for both mandatory verification under Article 43 and checks under Article 71, and also framework conventions whereof Article 58 of the Legislative Decree March 7 2005, No 82, “*the certified administrations locates an office in charge for all the activities with the aim to manage, guarantee and verify the data transmission or the direct access to them by the proceeding administrations*”.

Moreover, new paragraph 2 of the same Article 72 arranges that “*certified administrations, through the office whereof paragraph 1, outline and let the adopted organizational measures for the efficient, efficacious and prompt automatic ex officio procurement of data and for the implementation of the same checks, and also the modality for their execution be known, by the publication on the institutional website of the administration*”.

In paragraph 3 of Article 72 was already considered “*the non response to the check requirements within thirty days is a breach of administrative duties*”. About it, Article 15 of the Stability Law 2012 introduced the further provision that this omission “*is anyway taken into account for the purposes of the measurement and the assessment of the individual performance of the people accountable of this omission*”.

Furthermore, the new text of the Article 74 specifies that there is a breach of administrative duties *in all the cases* in which certificates or affidavit are solicited and accepted, i.e. non compliant certificates are issued to the new text of Article 40.

Article 1 of D.L. February 9 2012, No 5 converted, with modifications, into Law April 4 2012, No 35, amended Article 2 of Law August 7 1990, No 241, carrying laws on the administrative procedure. The modifications produced following the purpose to make certain the conclusion of the single administrative procedure within the time limit by Law and regulations through the introduction, in case of non-fulfillment, of penalties at the expense of the manager or the official in charge.

Article 12 of the Decree Law arranges about the simplification of the procedures concerning the entrepreneurial activity. Paragraph 1 provides in particular for the possibility of agreements among the trade Associations and the Ministers for Public Administration and Simplification and Economic Development in order to “*activate the experimental paths of the administrative simplification for the productive sites and the initiatives and the activities of the enterprises on the territory, in only voluntary participation environments, also through derogations to procedures and to*

*terms for the exercise of skills in exclusively relation to participating subjects, by preventive and adequate public information".* Paragraph 5 provides for those agreements whereof paragraph 1 could be also stipulated by Regions and Autonomous Provinces of Trent and Bolzano. The proxy to the Government, by exercising it within December 31 2012, is ratified in the paragraphs 2 and 3 to issue deregulated rules to simplify those procedures related to the activity of the enterprise.

Article 14 of the Decree Law disciplines the simplification about checks, establishing that this kind of activity must be inspired by the proportionality principle. The checks list, which enterprises are subjected according to their size and sector of their activity, must be published on the institutional websites of each Administration. Moreover, the criteria and the implementation of the related activities must be indicated for each typology. The Government is also delegated to issue deregulated rules to simplify and rationalize the checks, in order to foster the development of the productive system and the competitiveness of the enterprises and to ensure the best defense of the public interests. Paragraph 4 also considers that Regions and Local Autonomies provide for the checks simplification, inspired by the principles whereof paragraph 1 of the same Article 14, after consulting the Joint Conference.

Article 20 disposes the entry into force of the institution of the National Database for the public contracts, whose constitution at the Authority guarantor of public contracts was provided under Article 62 of Legislative Decree No 82/2005. Therefore, Public Administrations should acquire information related to the enterprises which participate to the tenders directly from the Database starting from January 1 2013. So, Administrations could consult an electronic file of the papers of the enterprise *online* and carry the checks out about the possession of the requirements, without soliciting the papers to the enterprises, indeed. This will involve a saving for the enterprises esteemed about 140 mln Euros a year.

Article 23 of this Decree disposes an important environmental simplification, providing for a proxy to the Government for the issue of deregulated Regulation which disciplines the institution of the "unique environmental authorization". The purpose that is meant to be pursued is the simplification of the administrative fulfillments for small and medium enterprises. Nowadays, small and medium enterprises must face a series of fulfillments as far as several administrations are concerned above all about the environmental protection (liquid wastes, emissions, wastes, etc.). This simplification is disposed following the preventive measurement of the administrative costs on the account of the small and medium enterprises about the environment. The estimated costs exceed 1.3 bln Euros a year. Therefore, the issue of a Regulation which provides for a unique authorization in place of each communication, notification and a further authorization deeds, should allow to small and medium enterprises to obtain a conspicuous saving. The new law should be also characterized by the proportionality principle of the fulfillments, so making both the size of the enterprise and the related sector important. It is considered that the procedure is minded by a single Body in charge for the issue of the above-mentioned authorization.

In the end, Article 45 of this Decree disciplines the simplification about the *privacy*, eliminating the duty to arrange and update the policy paper on the security which, apart from not being provided for among the security measures required by Directive 95/46/EC by the European Parliament and the Council on October 24 1995, represents a merely superfluous fulfillment. However, the security measures provided for the existing law are stable. The estimated saving for SMEs is about 313 mln Euros a year.



### 2.2.3 The administrative costs measurements. The simplification activity in 2012: the measured areas

On the basis of the commitments taken on with Europe, the Department for Civil Service has also followed the simplification activity based on the measurement and the reduction of Administrative Costs (MOA) during 2012. The purpose is to reduce by 25% within 2012 the administrative costs incurred by enterprises for the development of the entrepreneurial activity is pursued by the measurement of some procedures concerning specific intervention areas, identified in the triennial simplification plan 2010-2012.

The activity is lead by the Office for the Administrative Simplification of the Department by a dedicated *task force*, in collaboration with other State Administrations. ISTAT provides for technical assistance and the whole process involves the entrepreneurial organizations. A joint Committee which gathers the representatives of State, Regions and Local Autonomies was also instituted in order to guarantee the coordination and the sharing of the methodology to several levels of government and regulation (State, Regional and Local). The measurement methodology, based on the *standard cost model*, has been adapted to the peculiarities of the Italian context in the course of time; the selective approach exclusively focused on the high impact costs has been followed, by the consultation of the Entrepreneurial Associations. In the selected areas of regulation, the process of measurement first provides for the detailed mapping of each procedure and of the provided fulfillments and then the esteem of the costs implemented through the use of several techniques (both quantitative and qualitative) in relation to the size of the enterprises, and precisely: a) *focus groups* with Associations and self-employed, for enterprises with less than 5 employees; b) telephone investigations (on samples between 1,000 and 2,000 enterprises) and direct interviews (conducted on samples between 40 and 250 enterprises), for enterprises from 5 to 249 employees.

The costs measurement method has applied so far to the following regulation areas: work, social welfare, fire prevention, landscape and cultural heritage, environment, internal revenue, *privacy*, procurements, occupational safety, building trade, checks, by 15 investigations (Chart 1).

**Chart 1 - Annual total costs, adapted measures and esteemed savings per sector (0-249 employees)**

Regulation Sector	Admin Costs (bln Euros)	Adopted measures	Savings (bln Euros)
Work and Social Welfare	9.94	Reduction Plan Law No 133/2008	4.78
Fire prevention	1.41	Reduction Plan Simplification Regulation for SMEs (D.P.R. No 151/2011)	0.65
Landscape and Cultural Heritage	0.62	Reduction Plan; Regulation of small interventions (D.P.R. No 139/2010)	0.17
Environment	3.41	Simplification Regulation for SMEs (D.P.R. No 227/2011); "Simplify Italy" Decree No 5/2012	0.81
Internal Revenue	2.76	The Revenue Agency measure (circular No 1/E on January 25 2011)	0.46
Privacy	2.59	"Development" Decree No 70/2011 "Simplify Italy" Decree No 5/2012	0.92
Procurements	1.21	"Development" Decree No 70/2011 "Simplify Italy" Decree No 5/2012	0.3
Occupational Safety	4.6	_____	
Total	26.54	_____	8.09

Source: PCM, DFP - Simplification Office

Costs for 26.5 bln Euros a year have been measured so far and simplification measures that involve an estimated saving “fully operational” in about 8.1 bln Euros for SMEs have been adopted.

The administrative costs measured in the Works and Social Welfare Areas are equal to 9.9 bln Euros a year. The most expensive procedures are the payroll and the matricula book maintaining and also the monthly statements of the compensation and contribution data and the communications related to the hiring and the cessation of the employments. The estimated potential saving is equal to about 4.8 bln Euros. The most relevant measures have been implemented by the Decree Law No 112/2008, converted into Law No 133/2008, the costs reduction plan and other provisions which led to payroll and matricula book removal and to the single employment ledger institution, and to the ex officio procurement provision of the DURC. Also, organizational and technological measures that allowed the monthly statements unification of the compensation and contribution data (UniEmens) and the required communications IT related to the hiring and the cessation of the employments have been implemented.

The administrative costs in the Fire prevention Area are esteemed about 1.4 bln Euros a year. The most expensive procedures are the issue and the renewal of the fire prevention certificate and the opinion on a compliance proposal on the project. The estimated potential saving is equal to about 650 mln Euros. The activities under fire prevention control are divided into three categories in relation with the risk level (high, medium and low). The procedures and the controls are differentiated in relation with the risk level. The opinion on a compliance on the project with the Regulation 2011 on low level risk activities was eliminated and it will be sufficient to present the SCIA - Certified Notice of Commencement. It is also provided for the online issue of the applications, the streaming of the technical papers, the elimination of the sworn appraisal and of the duplication with the fulfillments about the occupational safety.

The administrative costs in the Landscape and Cultural Heritage Area amount to 621 mln Euros a year. The most expensive procedures are the application for goods intervention authorization, the projects submission for the imposed conservation intervention and the application for the modify authorization of the state of the places about the landscape protection. The estimated potential saving is equal to about 170 mln Euros. The most relevant interventions, provided for the reduction plan by the Ministry of Cultural Heritage and Activities, were the simplification of the procedures, in particular the simplification of the landscape authorization for small interventions and the simplification and standardization of the formats with related online submission.

The administrative costs in the Environment Area are equal to 3.4 bln Euros a year. The investigation in the Environment Area shows how industrial waste water discharge and the paper of acoustic impact authorization were mainly expensive and it underlines the proportionality criterion lack in administrative procedures about the enterprise's activity. The estimated potential saving is equal to about 800 mln Euros a year. The industrial waste water discharge and the paper of acoustic impact authorization were streamlined with the D.P.R. No 227/2011 (Simplification Regulation for SMEs about the environment). The “Simplify Italy” Decree Law (D.L. No 5/2012) then provided the Regulation issue for the discipline of the Unique Environmental Authorization (AUA) which, for small and medium enterprises, will substitute a series of communication, notification and authorizations deeds provided by the environmental laws under the responsibility of the several Administrations. Further savings, which has not quantified yet, are awaited by the unique environmental authorization approved in advance by the Council of Ministers, which affects an estimated cost equal to 1.2 bln Euros.

The administrative costs in the Internal Revenue Area are estimated equal to 2.8 bln Euros a year. The Revenue Agency has already attended with the circular No 1/E on January 25 2011





eliminating the duty to submit the VAT data communication for who hasten the statement submission. The estimated potential fully ready saving is equal to about 460 mln Euros a year.

The administrative costs in *Privacy* Area are estimated equal to 2.59 bln Euros a year. The investigation underlined the high cost of the transmission and conservation of the information related to personal data and the update of the security policy paper. Several simplifications with the purpose to eliminate *gold plating* situations are provided by the “Development” Decree Law (D.L. No 70/2011) and by “Simplify Italy” Decree Law (D.L. No 5/2012); in fact, the duty to prepare and update the security policy paper (DPS), that is not provided by the European law is abolished and the provisions containing into the Code about personal data protection (previously also applied to legal persons) are limited only to natural persons, so aligning the Italian law to the European Union one. These whole simplification measures about *privacy* produce an estimated saving of about 920 mln Euros a year for SMEs.

The administrative costs in Procurements Area are estimated equal to 1.2 bln Euros a year, only for SMEs. The submission or the sending of the paper was very expensive for enterprises (on the average of 27 times a year); a further buckling element is the scarcity of the set of standardized forms for the requirements certification. “Development” Decree Law and “Simplify Italy” Decree Law provide for the paper proving the requirements granted by the Procurement Code for the participation to the tenders is obtained at the National Database of public contracts, starting from January 1 2013, through which Administrations could consult an electronic file of the papers of the enterprise and carrying out checks on the requirements possession, without asking for any paper to the enterprise. Furthermore, the commissioning bodies must predispose the public notices based on samples (public notices-sample) and solicit, by law, the use of self-executed forms of the participation requirements. The main purpose of these laws was to eliminate the *gold plating*, i.e. the further information request in comparison with the imposed ones by the European law.

Two investigations are completed for the Security Area: the first one about the general fulfillments and the second one about the construction yard safety.

A first telephone investigation is completed for Checks Area to the enterprises. It is an across-the-board measurement from the point of view of the productive sectors and it concerns all the checks on the enterprises during 2011. Further in-deep analyses are in progress at the moment, before carrying on to the elaboration of the final assessments.

An investigation with the purpose to assess the number of the building trade titles (permissions to build, SCIA, etc.), issued at National and Regional level has started for Building Trade Area, with Regions.

It is also fulfilling a monitoring on the reduction of the certifications produced by the Public Administration following the measures introduced which eliminated the requests of the certificates in the relationships among PPAA, citizens and enterprises. The assessments activities of the related savings will be concluded within the end of the year.

Further areas and fulfillments that are objects of the measurement and the simplification activities will be located in accordance with Regions and Entrepreneurial Associations in the sector under Article 3 of “Simplify Italy” Decree Law.



## Chapter 3

### The Regions' role in the SBA implementation: some significant experiences in support of the competitiveness of local Micro-SMEs\*\*

#### 3.1 Introduction

Since 2008, when the first SBA Communication was adopted, the Regions' path started by taking tiny and disjointed steps to implement the Community reference frame guidance, but it has withstood an enormous boost since 2011.

The regional initiatives to finalize a legislative and administrative context favorable to the competitive creation and development of the system of the SMEs have customarily been disjointed laws since then, redeemed from an unit plan of strategy application, with the exception of the Regione Marche that, with the deliberation by the Regional Council on September 2010, acknowledged the SBA principles at regional level, identifying in them the same intervention guidelines to face some of the major buckling situations of the Marche Region entrepreneurial system, characterized by a small and very small-sized enterprises' fabric more than other regional realities.

The unique area in which a substantial alignment of the Regions is registered to outline an organic strategy is the simplification one, in which the Services Directive in 2008 and the D.L. No 112/2008 triggered incentive mechanisms from the beginning towards the liberalization of the regimes related to the economic activities and to the elimination of the forbidden requirements and of the measures activation in order to make the One-Stop Shops for the production activities fully functional, whereof under Article 38 of the already quoted D.L. 112/2008.

Regional Administrations had their more effective role recognized from 2011 in the phases of programme and implementation of the interventions thanks to the provision of the regional and local plans for implementing the SBA principles, after actively participating in the ascending phase of the review process of the Small Business Act.

The "regionalization" of the programmes and the later approval of the Statuto delle Imprese, which entrusts the Authority appointed at the Ministry of Economic Development with the task to coordinate the counterpart representatives at Regions, set the premises of a crucial change, which marks the passage from a marginal role of the Region and complementary to the State one to an autonomous and strategic role, abiding of the regional constitutional tasks about local development and policies for small and medium enterprises. Lombardy has been the first Region to appoint its Mister SMEs in March 2011, identifying him in the Coordinator of the supportive activities for micro, small and medium enterprises.

The beginning of the regional interventions programme co-financed by the Structural Funds under the new cohesion policy is an additional occasion to confirm and strengthen the role of the Regions in the application process of the Community strategy for the small enterprise. It is known that one of the thematic objectives which the regional programme should tend is the promotion of the competitiveness of the small and medium enterprises and among the *ex ante* conditionalities, the provision of the "Specific actions for the SBA implementation", mainly aim to the simplification among PPAA/enterprises relations and to the appointing of the regional Mister SMEs, is provided. Nevertheless, beyond the fulfillment of some formal criteria, several Administrations have already stated their availability to arrange an organic strategy about the

\*\* Document by the Commission on "Productive Activities" of the Conference of the Regions and the Autonomous Provinces. In particular, we would like to thank Mrs. Roberta Maestri, Representative of the Regions at the SMEs Permanent Board, for the coordination of the work.

competitiveness of the enterprises, in the form of regulatory act or regional plan for the implementation of the SBA, which will represent the referential strategic frame for the definition of the interventions in favor of the productive system that will be co-financed by the ERDF and by ESF in the seven-year period 2014/2020, activating the synergistic and virtuous paths for the development and the competitiveness of the productive systems, the entrepreneurship and the employment creation.

The following one is the mapping of some of the important experiences activated by the Regions, in implementing the SBA principles, which concluded to this day or on the way of implementation, articulated on the base of the communication principles in 2008, with the only exception of the “Second chance” and “Single Market” principles, which are suitable for a regulation at State level by their nature. At the same time, as far as each regional experience has been based on the ‘overriding’ principle, an interpretation for each principle can't be reductive, as the analysis of every project will demonstrate its purposes and its content, the objectives achieved and the expected outcomes.

The recognition underlines a “over-representation” of the intervention on the “**Think Small First**” and “**Finance**” pillars: in the first case the across-the-board nature of the principle and its strengthening with the 2011 review stimulated the definition of system actions for the creation of favorable context conditions for the birth and the development of the SMEs in all the Regions, in integration of the support initiatives to the enterprises. This is done not only by regulatory acts, or to face the specific criticality like the “size question”, or to tune an unified strategy of simplification of the procedures and of reduction of the administrative costs, or of integration of the “SME Test” in the legislative process, but also by initiatives and various kinds devices aimed to implement the issue of the corporate social responsibility in the regional policies, or to apply the “Think Small First” principle to the administrative procedures related to SMEs, for example introducing a single contact body, reducing the tax declaration obligations, and easing their access to the Structural Funds.

The high number of the experiences to ease the access to credit of the SMEs testifies the growing interest of the Regions for an enhanced use of those instruments able to exploit a major additionality of the public resources by the leverage effect and the raise of the private capitals. But then, the recourse to benefits through revolving-type funds and the use of the Government guarantee on the credit portfolios could constitute the innovative elements to ease the access to financing in research and innovation of the SMEs, provided for the new programmes Horizon and CoSME.

Regions have fulfilled likewise important and numerous interventions in application of the “**Responsive administration**” principle and they have put them to use, in implementing the Services Directive, for the liberalization of the regimes related to the economic activities, for the elimination of the forbidden requirements and for making the One-Stop Shops for the Production Activities fully operational. Under the first profile it has been given full implementation to the SCIA, maintaining the authorization regimes only where they are justified by an imperative reason of general interest and, in application of the “only-once” principle, at the institution of the personal declaration of certification.

Considered the role of the coordination of the SUAP procedures, Regions have done a preliminary task to support the last ones activating inter-institutional Boards for the sharing and the synergistic implementation of the measures; they put technological support actions in use for the supply of the services (e.g. digital sign, PEC, IT protocol, digital papers keeping, electronic payments, etc.) or the creation of portals dedicated to the online transmission of the files to the SUAP having territorial jurisdiction; they activate trainings for SUAP operators; they arrange or they are on the way of arranging an uniform formats for the SUAP procedures, and also



mechanisms to guarantee univocal interpretations of the laws and align the administrative practice.

The regional experience of simplification procedures and of reduction of the administrative costs for the enterprises have in particular led to the modification of the procedure of the Register of craft trade enterprises, with the following substitution of the application entry with a mere communication with immediate effect and consequent *ex post* checks.

Essential element for the success of the simplification policies, above all for a State characterized by a complex articulation of the duties among the different levels of the Government, is the inter-institutional collaboration closed in the Round Tables between the Government and the regional and local autonomies: the Round Table provided for the Joint Conference Agreement on May 10 2012 for the coordinating implementation of the measures provided by D.L. February 9 2012, No 5 and the Committee for Measuring and Reducing costs whereby Article 25 of the D.L. No 112/2008. The two Round Tables are focusing their activity, in strictly agreement and involving the representatives of the productive world, on some sectors perceived as a particular buckling element by the enterprises, such as environment, building trade and checks coordination.

The regional experiences pointed out on the other principles aren't less significant. In the "**Entrepreneurial**" principle nearly all the Regions adopted, by virtue of the constitutional competencies recognized to them about it, support measures to enterprises, of the environmental and social context in which they operate, of entrepreneurial incentive, above all young and women one, fostering the enterprise creation, especially in innovative sectors, supporting corporate and university *spinoffs*, promoting the employability of young people with a high educational level. The emphasis, which is always by way of example, is focused on the heralding initiatives of good performances, even in terms of employment, and directed to a target enterprises that represent privileged speakers of the community strategy: the enterprises of the social economy, which the review of the SBA emphasizes as patterns of enterprises that have to be incentivized apart from the traditional corporations, and enterprise aggregations (among which the Network contract), like an instrument that is able to help small and very small enterprises to face the so-called "size question".

In the frame of the **measures to improve the access to the public procurements of the local SMEs**, Regions have been activated since 2010, in a context of deep crisis in the sector, both in the ascending phase of the most important deeds on the subject development (SBA review, Statuto delle Imprese, Green Paper on the modernization of EU Public Procurement policy), and in the descending phase, by the adoption of measures to identify "positive discrimination" areas for SMEs, in order to bridge the 'gap' that the last ones structurally endure regarding the large enterprises on the procurement market. However, considering the limited space for manoeuvre that remains to the Regions on the subject, after innumerable verdicts of the Court that reiterate the exclusive State competence to protect the competitiveness in public procurements, regional interventions are limited to introduce arrangements in line with the Statuto delle Imprese or informative instruments deeds to ease the knowledge of the procedures below threshold on the basis of the deeds and the Community and national papers in force, in the relative disciplines.

About "**Skills and innovation**" all the Regions have successful experiences, also thanks to the support of the ERDF ROP 2007/13, in terms of obtained outcomes, about the support of the innovation demand in all the forms coming from the SMEs, of supporting the research and development activities of new products, processes and services; of inducement to the enterprises aggregations in emerging technological areas, of supporting the forms of collaboration among enterprises and the research system. The *best practice* selected is able to integrate in a single instrument, in line with the developmental trends that are maturing at National level as well, two

purposes: the improvement of the capability to access to credit of the SMEs and the support of high innovation content entrepreneurial projects.

Also in implementing the “**Environment**” principle, Regions principally used the Structural Funds to introduce more sustainable productive and economic patterns, with measures to foster both the energy efficiency and the production and the use of the energy from renewable sources.

The regional experimentation selected as an example, under a further development phase now, also represents an important experience of supply chain arisen from an enterprises aggregation project, in which economy and environment, competitiveness and sustainability are virtuously combined and that the same Minister Clini, in occasion of the outcomes presentation, welcomed as an exemplar experience of the Italian “*green economy*”.

In the end, the application of the “**Internationalization**” pillar shows Regions committed in diversified actions such as the SMEs participation to events to foster the promotion and the commercialization of their products; in packages of integrated initiatives to support the promotion of the economic system and of all the territory in its not only economic and productive, but also tourist and cultural aspects; in the activation of the incentives in favor of the enterprises partnerships aggregation or creation by the realization of articulated projects, oriented to the penetration into the new markets or to the consolidation of the markets that are already served, also through the constitution of revolving Funds for the internationalization. This initiative proposed by a way of example of *best practice* asks for an integrated intervention reason, inasmuch oriented to improve the internationalization approach of the enterprises, combining actions per sector with actions on territorial base in a unified strategy.

From the proposed review a heterogeneous panorama of interventions emerges, not only under the technical profile, but also related to the typology of the deeds that Regions adopted in implementing the Small Business Act.

Beyond the diversity, which the SBA wanted to appraise emphasizing the principle of subsidiary right in the introduction of the 2008 Communication, and identified like the requirement of the regionalization of the programmes in the 2011 review, a common factor emerges: Regions have already started to “think small first”.

## 3.2 Regional factsheets

### 3.2.1 Principle I – Entrepreneurship

#### Region: Liguria

**IDENTIFICATION TITLE:** SUPPORT FOR THE ENTREPRENEURS WHO ARE COMMITTED IN THE FAIR TRADE

**PURPOSE:** To support the social enterprises which are committed in the fair trade development, also through the involvement of other public Bodies (Municipalities, Schools, etc.)

#### **TECHNICAL CONTENT**

Regione Liguria was the first one in Italy which has identified and fully implemented a specific support policy to the local social enterprises that have been committed in the fair trade development, with the approval of the regional Law August 13 2007 No 32 “Legislation and interventions for the development of the fair trade in Liguria” and the implementation of it procedures. The purpose of this Law has been also to involve other public bodies (Municipalities,



School, etc.) in the support of the fair trade enterprises and in the responsibility towards the sustainable purchases.

The entrepreneurial strengthening of the fair trade enterprises has been implemented by the support of the divulgation and awareness initiatives, of projects directed to education in schools, of training initiatives for operators, of investments by the enterprises, of projects for the exhibition and of the creation of regional fair trade portal. The innovative nature of this initiative has been to start an action in concert with the enterprises of the sector (13 organizations enrolled in the Regional List) and to foster a network job of the same enterprises that have been reunited in a Syndicate Association on a temporary basis, managing a series of projects in common. The strengthening of these organizations has fostered the birth of new relations of the fair trade network with traditional enterprises of the interested local economy and which in turn are involved in social responsibility actions.

**BENEFICIARIES:** Fair trade enterprises

**FINANCIAL ENDOWMENT:** The overall financial endowment was of 2.123 mln Euros from 2007 to 2011, whereof 298,800 Euros for investments and 1.824 mln Euros for current expenditures. For 2012, 120,000 Euros were all for current expenditures.

**OBTAINED OUTCOMES:** There were about 6,000 citizenship awareness, educational and information initiatives, divided in around 70 projects, which involved almost 10% of the regional population; beyond 80 events in the Regional Days and approximately 120 meeting opportunities linked to the 5 editions of the Fiera Equa among seminars and projects presentations, stage shows, labs, tastings, and concerts from 2007 and 2012. Those 2010 data (source Agices and Ligurian organizations), in comparison with the 2007 ones, underline that, despite the serious crisis of reduction in consumptions which has overthrown in the meanwhile, fair trade enterprises have shown on the whole an important revenues growth of about 30%, reaching 4 mln Euros. Employment rate, represented by about 115 operators, testified the inclusion of new people with a growth of about 12%.

Relations between Ligurian fair trade enterprises and their homologous in Spain, Slovenia, France and Germany are consolidated at European level, also through seminars of the project presentation (final Conference of the project Fair Procura 2010 fostering by the European Union on 09/24/2010).

**EXPECTED OUTCOMES:** It is worth to underline the positive impacts that the initiatives of citizenship awareness can have in terms of diffusion of a cultural proposal about the change of lifestyles and consumptions, above all in youngsters, paying major attention to the social and environmental profiles, at the medium-long term.

**Region: Lombardy**

**IDENTIFICATION TITLE:** REGIONAL PROGRAMME ERGON

**PURPOSE:** To foster the consolidation and the development in stable juridical recognizable forms of existing aggregations and the creation of new enterprises aggregations, oriented to the fulfillment of new products and services and new business in new markets, like competitiveness factor of the Lombardy economic system

**TECHNICAL CONTENT**

In implementing the purposes of the Regional Law 1/2007, the regional Programme Ergon in the Axis 1 - SUPPORT ACTIONS FOR ENTERPRISES AGGREGATIONS, provides for the tender notice for the "Creation of enterprises aggregations". This tender notice can be considered a best practice because it represents one of the first actions implemented by the Region about aggregations, which is one of the main instruments today by which SMEs can exceed the size limit





preserving their own individuality and subsequently to boost their own competitiveness both in the internal and in the international market.

The admissible interventions must be addressed to the creation of stable enterprises aggregations and also to the consolidation, the development and to the stabilization of the existing aggregations, roughly but not within the limits, by:

- the development and the improvement of functions shared by the aggregation (planning, logistic, linked services, etc.) oriented to the raising of the efficiency and of the productivity and/or the expansion of the productive capacity;
- the fulfillment of the common service activities for the innovation of the product and/or enterprises process;
- the appreciation, at enterprises aggregations level, of the quality management systems, which have been formalized in accepted standards (e.g. ISO 9000, ISO 14000, etc.), or inflected in corporate policies;
- the development of products and/or services that allow the market and the distribution channels enlargement, also by the creation and the promotion of a network brand;
- common actions of creation and/or consolidation of the brands and of the aggregation brands (so they don't belong to the single enterprises) and/or brands or territorial ones;
- common actions oriented to the strengthening and the consolidation of the distribution networks and of the presence in the international markets.

**BENEFICIARIES:** Micro, Small and Medium Enterprises in the artisan, industrial and co-operation sectors, (limited to the manufacturing and building trade sectors), services (limited to the ISTAT ATECO 2007 classifications indicated in the tender notice), aggregated according to one of the following modalities: "Network Contract", ATI, consortium contracts under Articles 2602 and successive of the Civil Code, cooperative peers group GCP under Article 2545-septies of the Civil Code.

**FINANCIAL ENDOWMENT:** 18.5 mln Euros, whereof 12.5 mln under the regional budget (regional and MISE resources) and 6 mln Euros coming from the Lombardy Chambers of Commerce System

**OBTAINED OUTCOMES:** No 377 issued projects are achieved by 1,500 subjects in answer to the tender notice, whereof 708 micro enterprises, 644 small enterprises and 160 medium enterprises. The average aggregation was made by 4 subjects. 82 projects results financed for the total amount of granted contributions equal to about 19.4 mln Euros whereof 13.4 mln under the regional budget and 6 mln coming from the Chamber System.

### 3.2.2 Principle III - Think small first

#### Region: Basilicata

**IDENTIFICATION TITLE:** MEASURES ORIENTED TO THE PROMOTION OF THE NETWORK CONTRACTS AND THE DEVELOPMENT CONTRACTS

**PURPOSE:** To foster small and very small-sized enterprises by establishing instruments able to support those indispensable aggregation processes to increase their competitiveness level, and even to allow the staying in the market.

#### **TECHNICAL CONTENT**

Regional Law August 9 2012, No 20 is an organic maneuver oriented to support, in the recovery process, a productive reality as the Lucania one, which originally already suffered from a series of starting 'gaps' in comparison with other areas of the country, appreciating the legal instruments





functional to foster the “team play” of the economic operators, safeguarding the identity, but fostering the achievement of that “critical mass” through which, inevitably, passes the solution of the so-called size question.

Therefore, this Law turns about two mechanisms expedient to the purposes that we have just mentioned above:

- *Network Contracts*, by the allocation of specific annual resources oriented to not only boost the subscriptions, but also to foster the real implementation of the common programmes linked to them by the ad hoc measures aiming to:
  1. improve the adhered enterprises' operative efficiency and logistic organization;
  2. develop the advanced and shared functions and increase the visibility on the market also by the purchase of internationally recognized certifications;
  3. create or consolidate common networks for the purchasing of goods or services, including the management, environment, energy, technology assistance and those oriented to the achievement of a supply chain rating to improve the access to credit;
  4. foster investments aimed to research, increasing innovation, industrialization of the outcomes of the qualified research or experimental development programmes and to boost the adoption and the integration of the advanced digital solutions in the information and communication technologies fields;
  5. promote the participation of the women enterprises, the younger ones and those of new foundation, and also the adoption of infotelematic solutions, experimental too, which compete to improve the condition of disabled employees;
- *“Regional direction” Development Contracts* that, in comparison with the national development contracts will allow the candidacy of low amount projects oriented to increase the competitiveness level of the regional production fabric.

**BENEFICIARIES:** Small and very small enterprises

**Region: Friuli-Venezia Giulia**

**IDENTIFICATION TITLE:** GOLD-GGP PROJECT FOR THE ONLINE SUBMISSION AND MANAGEMENT OF THE FUNDING REQUESTS OF THE SMEs ON THE RESEARCH AND INNOVATION PUBLIC NOTICES

**PURPOSES:** To enhance the time and simplify the procedures for the submission and the following investigation of the requests of contribution by the enterprises which request contributions to the regional Administration, under the regional and the structural funds.

#### **TECHNICAL CONTENT**

A filling modality of the **online requests of contribution** has been implemented, in particular for the submission of research and development projects of the enterprises, but that could be extended to other contribution channels. If the requests are submitted under the public notices financed by the structural funds, the organization is integrated with the monitoring system provided for the Community law.

By a compound analysis and implementation activity with the collaboration of the Offices of the regional Administration and of INSIEL S.p.a., *in house* ICT enterprise of Regione Friuli-Venezia Giulia which guarantees the coherence and the evolution of the **Regional Informative Integrated System**, it was possible to acquire the beneficiaries' data filled by the enterprises in the request submission (GOLD system for the requests submission) also for the purpose of the following investigation (GGP system of request processing) and finally for the monitoring data filling (MIC system for the monitoring). In particular, the data relating to the MIC system, already obtained during the request, were acquired for the investigation processing and temporally “suspended”

inside the system, for the following acquisition to the monitoring system in case of admission of the request of contribution. In this way, not only less resources were used by the Administration to acquire the data that had already been submitted by the potential beneficiaries, but the same data were used for both the submission of the requests, and for the IT system which has been associated with the requests investigation (GGP), and for the monitoring system (MIC) avoiding the duplication of the activities for account of the enterprises and of the Administration, focusing the activity of the same one on the check of the coherence of the data instead of them mere re-submission.

In connection of the above-mentioned statements, the entire contributive procedure in favor of the SMEs is fostered by the adoption of instruments and standards for the dematerialization of the all procedure linked to the administrative one, from the documentary request dematerialization, to its structuring and then filing and storage in order to activate a completely computerized management of the procedure.

**BENEFICIARIES' TYPOLOGIES:** Beneficiaries of the project are both enterprises which have at their disposal a quick and simple instrument to submit the requests of contribution and beneficiate of significantly shorter response times by the regional Administration, and the same regional Administration which is provided itself for an instrument that allows to acquire immediately online the requests of contribution and that allows to save time in the investigation of the requests and in the following management phase of the financed projects, communicating with the monitoring system for the structural funds and with the regional accounting system for the regional funds.

**OBTAINED AND EXPECTED OUTCOMES:** A significant reduction of the foresee time for the data entering both on the management system and on the monitoring one with the subsequent resources optimization for the procedures management has been registered since the first implementation of the above-mentioned instruments. The aforementioned integrated system can be easily replied on the investigative procedures and on the procedures management under several contributive lines.

### Region: Lazio

**IDENTIFICATION TITLE:** POLICY DOCUMENT WHICH FIXES IMPLEMENTATION CRITERIA AND MODALITY OF THE REGULATORY ECONOMIC IMPACT ANALYSIS ABOUT MICRO, SMALL AND MEDIUM ENTERPRISE (AIEPI).

**PURPOSE:** To improve and simplify the regional law about micro, small and medium enterprise (Micro-SME), fostering the understandability of the drafting laws, reducing the administrative costs for account of the enterprises, and involving the last ones to the training phases of the same drafting laws.

### **TECHNICAL CONTENT**

In implementing the regional law (L.R.) July 29 2011, No 8 “Arrangements to foster the quality and the simplification of the regional law about micro, small and medium enterprise”, Regione Lazio issued the Regulation June 20 2012 No 12, carrying the implementing and integrating arrangements of the above-mentioned Law, with the purpose to regulate the implementation modalities of the regulatory economic impact analysis about micro, small and medium enterprise (AIEPI) and the operation modalities of the micro, small and medium enterprise Committee.

Integral part of the Regulation is the attachment A, named “AIEPI implementation criteria and modalities”. AIEPI is required for all the regulatory acts, both legislative and regulatory, concerning the Micro-SMEs. Attachment A of the Regulation arranges that each regulatory policy in progress will be submitted to an analysis and assessment method cogent in the next phases:



- A. Analysis of the regulatory framework;
- B. Identification of the social, economic and legal needs that led the Administration to propose the Regulatory Policy (IN);
- C. Consultation of the stakeholders, articulated as follow:
  - C.1. Identification of the consultation purposes and their area, identifying the needs and gathering the opinions relative to some first hypothesis of action;
  - C.2. Identification of the techniques, the consulting subjects, the duration, the object and the outcomes elaboration.
- D. Re-processing of the IN contents in the light of the outcomes of the participatory procedure whereof point C.
- E. Identification of the general and specific purposes of the IN, choosing suitable quantitative indicators for each of them, if it is possible.
- F. Identification of the intervention area, in its objective and subjective boundaries, with particular reference to the impact on the Micro-SMEs' organization and, in differential terms, on the large enterprises.
- G. Processing of the options: 0 (zero) option and IN options (one or more), with objectification, for each option, of the characteristics, the organizational and financial, social and economic requirements, of criticalities and possibilities of the implementation. Only the relevant and feasible options will pass to the following phases.
- H. Assessment of the economic impact of the IN options considered relevant and feasible, by the analysis of the relation between costs and benefits, articulated in financial analysis, economic analysis and sensitivity analysis of the results.
- I. Identification of the more appropriate technical-legislative instrument: Law, Regulation, etc.
- J. Compiling the report of the AIEPI outcomes and its transmission to the micro, small and medium enterprises Committee for the purposes of the formulation of the reasoned opinion whereof Article 5, paragraph 4, letter a) of the L.R. 8/2011.

The policy document shows, in particular, in line with Article 3, paragraph 3 of the L.R. No 8/2011 the technical instruments to implement in the consultative phase proportionally suitable to the potential economic and social impact of the Regulatory Policy, taking into account the respective strengths and weaknesses, as regards the costs of the organizational complexity: sample inquiries, *panels*, *focus group* and procedures of *notice and comment*.

#### **Region: Liguria**

**IDENTIFICATION TITLE:** REGISTER OF THE EMPLOYERS WHO ARE SOCIALLY RESPONSIBLE

**PURPOSE:** To foster among all the economic operators “socially responsible behaviors”, by the creation of the best working conditions (security and balance between family life and job), the negative impact reduction on the environment by the enterprise activities, “environmentally and socio-sustainability” approach in the area of the supply chain.

#### **TECHNICAL CONTENT**

Regione Liguria started the experimentation of the “Register of the public and private socially responsible employers” in June 2012 in implementing the L.R. No 30/2007, directed to the above-mentioned purpose, to appraise the socially responsible actions of the Enterprises and PA and to accompany them to an ongoing improvement path through the economic, environment and social sustainability. Being a competitive and innovative corporate management strategy, the Corporate Social Responsibility (RSI) can't be implemented unless in strict connection with the territory



where the enterprises operate and in relation to the corporate typology; for this reason the “register-path” assesses the socially responsible procedures and their effects made by the Ligurian enterprises, **diversifying them in the base of the size**, “micro” “small” “medium” and “large” enterprises, and of the economic sector.

The guidelines and categories standard, made by local business Associations (e.g. “I mattoni responsabili” for the building trade, “Il Fiore Giusto” for the floriculture, etc.), are appraised and have been taking in consideration to fulfill the several needs and peculiarities of the micro and small enterprises, in the definition of the self-assessment sheets for the register enrollment. This path, supported by an **internet portal** and the **free software instruments**, allows to the Micro-SMEs to fulfill an in-depth check and an assessment on their socio-environmental sustainability and on the actions and indicators to programme for future strategies, focusing on 5 areas considered strategic by EU: *governance*, employees, customers, suppliers, environment and local community. The presence of an *ad hoc* **funding tender notice** further eases the participation of the micro-small enterprises about the RSI subjects, which have been reserved foremost to the large enterprises up to now. The definition of further **premiums** for the employers who foster their own sustainability (funding tender notices, connection with the Pattern OT-24 INAIL, tax reductions now in consideration, etc.), completes the regional strategy of systemic approach to the local sustainable development.

Socially responsible actions made by enterprises have been linked to outputs and outcomes related to the territory, to schools and universities, to the job world and the local community, to the secondary welfare, to the natural environment, to sustainable innovation and socially responsible design capability, in general to the “shared value”, representing a link between the public and private sectors.

The RS added value of the Ligurian register is in a “DUAL-TRACK” which provides for a parallel path for the PA and the Micro-SMEs: for the first ones, the start of a shared path between the several Departments, the capability growth to recognize the socially responsible actions inside them and to foster them to the outside and the choice to increasingly integrate the socio-environmental parameters in the funding tender notices and in the procurements (GPP-Green Public Procurement logic) divided into lots to ease the access to the Micro-SMEs; the great capability in response to PA's requests and those deriving from new Law provisions for the enterprises; “responsible” responses to the growing market demand; new business opportunities in time of a crisis, but also improved use of time and the family life/job balance and, as a result, wealth.

**DURATION:** The path is an awareness irreversible process: it had started on an experimental basis for six months in June 2012, after which, once the register pattern will be approved by the regional Council, it will be fully operational.

### **Region: Lombardy**

**IDENTIFICATION TITLE:** MEASURES FOR GROWTH, DEVELOPMENT AND EMPLOYMENT

**PURPOSES:** In the general purpose frame of the Law, which is that to remove the obstacles that hold back the development, implementing a simplification in all the areas of the social and productive life, the across-the-board laws about simplification, digitalization and public services quality aim in particular to further reduce the bureaucratic burden on account of the enterprises system, fostering the law and procedures implementation uniformity and the informatization of each communication flow among the Public Administrations having jurisdiction, with the purpose to support the competitiveness of the Lombardy system.



## TECHNICAL CONTENT

It is important to outline some article of the title VI “Provisions about the simplification, digitalization and competitiveness subjects” within the rule of Law, which operate with the main purpose to implement the principle of the Small Business Act, in particular of the pillar of the “Think small first”:

***Simplification of the entitlement to practice of craft trade enterprises:*** the law provides for a rationalization of the entitlement system of the craft trade enterprises, exceeding the current procedures, in order to simplify the procedures and reduce the administrative costs. Therefore, it is an actual simplification intervention with bad consequences and positive impacts on the craft trade world, made by a countless number of SMEs which represent one of the strengths of the Lombardy entrepreneurial system keeping almost 20% of the Lombardy employees in jobs.

Pursued purposes:

1. To simplify the process related to the entitlement to practice of craft trade enterprises/Business register;
2. To appraise the skills of the actors of the system;
3. To reduce the administrative costs for account of the enterprises;
4. To introduce the systematic use of the IT devices for the management of the interesting data.

The Technical Board for Artisan is constituted, which have consultative and direction responsibilities, like consulting organism in order to foster the participation of the representative Associations in the artisan sector to the regional programming, under the deliberation in October 2012.

***Guarantees:*** the law concretely applies the principles of the Small Business Act in a contest in which the performance of the guarantees towards the Micro-SMEs is particularly heavy, above all in a phase in which the economic crisis determines the ongoing stiffening in the relation between the bank system and the world of the enterprises, with shrinking effects in granting loans and guarantees.

In coherence with the role that the Regione Lombardia always plays for the access to credit and to guarantees of the Micro-SMEs, to support the investment for the development and the productive and management innovation, and the increasing of the competitiveness, for implementing the Law with its deliberation, the Council considers worthwhile to identify:

- an implementing regulation of the guarantees system to support the financial interventions granted by the Industry, Artisan, Business Trade and Cooperation D.G. to the enterprises with reimbursement modalities (financing and leasing);
- the risk profile of the enterprise, valued on the base of the “Credit Scoring” methodology, like discriminating element in comparison with the need to acquire guarantees;
- a methodology of homogeneous “Credit Scoring” for all the facilities activated by the D.G. under the L.R. 1/2007, based on the economic-capital data analysis obtained by the balances or by the equivalent paper.

***Procurements to foster the access to micro, small and medium enterprises:*** the purpose of the intervention is to implement the principles of the “Statuto delle Imprese” at regional level incentivizing the access of the Micro-SMEs to procurements and fostering possible enterprises aggregations. The intervention tries to operate a balance among the Community principles of equal treatment and competitiveness and the principle of the SBA “Think small first”, arranging a premium system for the enterprises which active useful instruments to boost the access of the Micro-SMEs to the public procurement market according the following criteria: environment sustainability, division of the procurements in lots and specific productions, protection of the job and of the employees.



### 3.2.3 Principle IV – Responsive administration

**Region: Sardinia**

**IDENTIFICATION TITLE:** AN ORGANIC STRATEGY AT THE SERVICE OF THE ADMINISTRATIVE SIMPLIFICATION

**PURPOSE:** To foster the implementation of an administrative simplification strategy for the enterprise creation and development as factor to forward the entrepreneurial and economic growth

**TECHNICAL CONTENT**

Regione Sardegna implements an incisive strategy of simplification and informatization of the authorization fulfilments for the SMEs through legislative, administrative interventions and achieving IT instruments. Regional Law 3/2008, Art 1 paragraphs 16 -32 (SUAP procedure) allows to overtake all the authorization processes earlier provided, substituting them with a simple self-certification with some technical asseverations, when they are imposed by the sector Law; all the interventions of entrepreneurial start-ups and linked building trade interventions are achieved or by self-certification or by a measure issued in a service conference (provided only in case of discretion) with maximum time rationing up to 22 workdays, thanks to this simplification in Sardinia. Only some authorizations for more complex interventions, specifically provided by Law, are excluded from the SUAP intervention area. In both cases the entrepreneur submits the SUAP procedure online accessing on the regional portal. A single point of regional contact (Regional Office SUAP) is instituted also made by the representatives of the Bodies having jurisdiction and by the spokespersons of the needs of the Municipalities and the entrepreneurs.

A single portal is created that is dedicated to the enterprises with a software annexation for the management of the procedures in which it is possible to take part in an online conversation between the SUAP and the entrepreneurs in order to ease the PA/enterprises relations with IT solutions, and to submit the procedure to the administrations having jurisdiction (360/377 municipalities commissioned in the system - 98% of the population); whilst it is possible for the entrepreneurs relating to a single speaker, to obtain all the information about the start-up enterprise, with the evident benefits in terms of costs saving for those who don't arrange of a consultant, to download the unique regional formats necessary for any intervention (20,000 monthly access to the pages of formats), to submit the procedure and monitoring the status (28,380 procedures downloaded in the system in 2012).

It is always possible to verify the procedure status and interact with the SUAP (there are 200 offices of third bodies accredited and 2,300 public operators accredited in the system) for all the PA having jurisdiction (e.g. ASL, Fire department).

Moreover, it is offered to the entrepreneurs on an experimental basis a free activation service of the Health Card (at all the citizens disposal), as national card of services so they can have immediate access to the system, and the digital sign, giving contextually the *smart card* reader and assistance for contingent difficulties with new technologies.

**BENEFICIARIES:** entrepreneurs and aspiring entrepreneurs.

**DURATION:** From 2007- ongoing.

**FINANCIAL ENDOWMENT:** 4.2 mln Euros on ROP 2000-2006 - further 3.5 mln on ERDF ROP 2007-2013.

**OBTAINED OUTCOMES:** The necessary times to obtain the administrative authorizations for the enterprise start-up passed from a minimum of 90 days to a maximum of 630 days, to the 22 days needed now.

The intervention allows to the Regione Sardegna to put itself among the predecessor Administrations in respect to the simplification policies at national level (Sardinia was the first





Italian region to adopt a single formats for the administrative fulfillments) and it is served to an easy repeatability in other contexts, as showed by the reuse requests (the single system of the formats is implemented, upon request, by several regions and Italian cities, whilst the management software of the procedure is supplied in reuse by the Calabria region).

**EXPECTED OUTCOMES:** A supplementary simplification is in advance which will allow to reduce the necessary fulfilments, to easily identify them, and to activate them online and with minor costs.

### Region: Veneto

**IDENTIFICATION TITLE:** THE TECHNOLOGY AT THE SERVICE OF THE ENTERPRISES: ONLINE SUAP FULLY OPERATIONAL

**PURPOSE:** To simplify the relation between PA and enterprises, by the creation of the single front-end at regional level for the development and the submission of the online procedures; the submission in a single solution of all the information required; the elimination of the cost for account of the enterprises to proceed with the exact identification of the multiple authorities involved in the procedures afferent to the productive activities.

#### **TECHNICAL CONTENT**

After the SUAP implementation initial phase with the minimum IT requirements (not online compiling formats and prevalent PEC use), and to create the conditions to make the Venetian One-Stop Shops always more aware of the importance of their role, the Venetian Region and Chambers of Commerce have been committed to an information, awareness and training activities regarding the use of the portal [www.impresainungiorno.gov.it](http://www.impresainungiorno.gov.it), with particular reference to the informative capital (enterprises fulfillments linked to the start-up and to the economic activity management of interest, procedures to be activated and papers to be submitted to the One-Stop Shop), which has already arranged and validated by the Region and the Chamber System, and also to the management instruments of the IT functions of acceptance and management of an online procedure made by the Chamber System complying with the Law. The purpose is to achieve a gradually reduction of the paper-based procedures and to attain the exclusively online modality. For this purpose, a specific convention for the experimental paths activation is subscribed under Art 12 of D.L. No 5/2012, with the Department of Civil Service, the MISE and Unioncamere Veneto. The experimentation will also allow to derogate from the procedures and the terms provided for the procedures under the SUAP responsibility and it also testifies the involvement of all the third Bodies involved in the simplification process for the enterprises (Provinces, ULSS, ARPAV, Fire Department, Government Department, Craft Trade Commissions, Business Register, etc.) apart from the Municipalities, to guarantee uniform administrative procedures on the territory and to become a model for similar experiences at national level. These are the material points:

- the guarantee of a fully online interoperability regime;
- the procedures and the sub-procedures census under the responsibility of third Bodies (for those under the Municipality responsibility the process has already completed) and their entry in the procedures database;
- the organization, with reference to the procedures under the SCIA, of the check system ex post in order to reduce the enterprises efficiency impasse;
- the uniformity of the regional available platforms to ease their interoperability, in order to reduce, in relation with the same administrative fulfilments, the IT complexity for account of the enterprises that operate in different territories.

**FINANCIAL ENDOWMENT:** Without costs for account of the Region inasmuch the conveniently suitable IT instruments are used, made it available by the Chambers of Commerce, by Infocamere,

and this guarantees the perfect interoperability between the SUAP, the Business Register and the IT Paper of the enterprise.

**EXPECTED OUTCOMES:** 1) gradually reduction of the use of the paper-based procedures to attain the exclusively online modality of the procedures management that interest to the enterprises; 2) homogeneity of the technical laws/rules pertinent to the SUAP procedures in the regional area; 3) availability of complete and certain information on the technical laws/rules interpretation for each procedure for the enterprises, with positive responses in terms of costs savings for the management of the bureaucratic and transparency, responsibility and efficiency fulfilments in the relations with the Public Administration.

#### **SBA IMPLEMENTATION IN LOMBARDY (by the Unioncamere Lombardia)**

**SBALombardylab** is the “permanent Lab for the Small Business Act in Lombardy”, the place of economic-cultural debate with an operative orientation creating to inspire the confrontation between the Micro-SMEs entrepreneurs, Associations, Institutions, experts and academics about the SBA principles. The main features of the **SBALombardylab** are to listen up the entrepreneurs and the concreteness: in fact, the purpose is to define a series of proposals to be converted in specific actions and initiatives for Micro-SMEs, by the confrontation with the entrepreneurs, to be applied with the tools at Regione Lombardia and Lombardy Chambers System disposal.

The listening phase is fulfilled with the organization of 6 seminars (*Territorial Focus Group*), in which over 90 entrepreneurs participated, about Internationalization, Innovation, Credit, New Entrepreneurship and Small entrepreneurs and Europe. Moreover, the listening phase has continued *online* by forums dedicated to the SBA themes in the Lombardy Unioncamere social network ([www.lombardiabusines.net](http://www.lombardiabusines.net)) joined by 2,000 enterprises.

The concreteness phase was implemented in two stages; the first regards the analysis and the second, the outcomes connection and the proposals elaboration.

The part related to the analysis was implemented by: a) the investigation of the SBA perception and knowledge by the Lombardy enterprises; b) the fulfillment of the report “*Boosting Local Entrepreneurship and Enterprise Creation in Lombardy Region*”, the OECD LEED review of Trent by which regional policies for the development of the Lombardy enterprises were analyzed in implementing the SBA also through the confrontation with some European regions; c) the fulfillment of the analysis “SBA Implementation”, entrusted to Èupolis Lombardia, on the implemented actions by the Region, in partnership also with other territorial Institutions, to create an institutional and legislative context more favorable to Micro-SMEs. The outcomes of the previous analysis, integrated with the ideas and considerations emerged in the confrontation phase with the enterprises and the recommendations deriving from the OECD LEED report, were collected and systematized in the Position Paper. The final document proposes, for each treated subject, a series of proposals, projects and initiatives, addressing to the *policy makers*, to be converted in specific actions in favor of the Lombardy Micro-SMEs.

**SBALombardylab** is a project by Unioncamere Lombardia and Regione Lombardia with the participation of the regional Trade Associations (Confartigianato Lombardia, CAN Lombardia, CLAAI, CasaArtigiani Lombardia, Confapi Lombardia, Confindustria Lombardia, Confcommercio Lombardia, Confesercenti Lombardia, Confcooperative Lombardia, Legacoop Lombardia) and the Lombardy Chambers of Commerce and the MISE and the European Commission - Milan Delegation patronage.



### 3.2.4 Principle V – State Aid and Public Procurements

#### Autonomous Province of Bolzano

**IDENTIFICATION TITLE:** REFORM OF THE PROCUREMENTS LAW

**PURPOSE:** To guarantee an easier access to the assignments for the public works implementation to the local micro, small and medium enterprises, with positive effects in terms of employment.

**TECHNICAL CONTENT**

In application of Art 13 of Law November 11 2011, No 180 “Laws for the freedom of enterprise protection. Statuto delle Imprese”, and so the Small Business Act principles, the Autonomous Province of Bolzano with the provincial Law No 5 on February 27 2012 modified the Procurements Law June 17 1998, No 6, in order to guarantee to the enterprises, 90% of them are small and medium-sized enterprises in the South Tyrol territory, an easier access to public procurements and, ultimately, to contribute to a relaunch of the SMEs' economic system that decreased in the building trade sector by 16.5% and in the unemployment rate, equal to 17%, in the previous years.

The legislative modifications recognize the arrangements under Art 13 of the Statuto delle Imprese, in particular:

- the commissioning bodies, in accordance of the European Union law about the public works, divide and appoint the public works in lots or for productions, except existing particular economic and technical reasons;
- the possibility of subcontracting in the invitation to tenders for public works is specifically underline;
- the commissioning office guarantees the payment of the subcontractor enterprises in case of subcontracting in the several stage of the works completion.

**BENEFICIARIES:** Micro Small Medium Enterprises.

**EXPECTED OUTCOMES:** The modified legislative context aims to a relaunch the SMEs' economic system, that decreased in the building trade sector by 16.5% and in the unemployment rate, equal to 17%, in the previous years.

#### Region: Marche

**IDENTIFICATION TITLE:** TEO – *Tender Opportunities for SMEs*

**PURPOSE:** To allow the SMEs intercepting promptly and aimingly the employment opportunities deriving from the invitation to tenders announced by the local public Administrations.

**TECHNICAL CONTENT**

The TEO project - Tender Opportunities for SMEs is created in implementing the deliberation of the regional Council 1381 on September 27 2010 that received the Small Business Act principles in the Marche Region and put into force an organic strategy for the improvement of the access to public procurement for SMEs.

On the basis of the 2008 European code of best practices and in line with the Directive of the Presidency of the Council of Ministries on May 4 2010 that disposed to establish electronic portals to widen the information access and diffusion on the public procurements with an amount lower than the EU limits, the project provides for the fulfillment of an smart centralized web application, aimed to census and systematize, by interoperability rules with the systems of other Bodies and a series of shared metadata, already available data on the procurements by the Administrations operating in the regional territory (Region, local Bodies, ASUR, ERSU, ERAP, etc.).

Its purpose is not to fulfill the information and advertisement duties provided for the contracts code, but to supply a ‘facility’ to the regional small and medium enterprises that, by the integration

of the official informative sources which give the same information to other target users (enterprises of different size or which activity has not location in the Regione Marche (see the online notice board) allows the local enterprises to intercept as soon as possible, and in the time permitted by the procurements law, however, the employment opportunities with the local public Administrations.

The system is based on the front-end system for the research and the consultation of the information by the registered and qualified enterprises that supplies research and filters instruments on still opened invitation to tenders, on the basis of a series of preset metadata (place research, commissioning body, amount, CPV, free-texted, etc.) and that resends it to websites of the commissioning bodies for both full-formed invitation to tenders and for formats, and for the outcomes of the expired tenders; on a approval system of the users that allows to register to them, setting up their own profile, in order to subscribe to some criteria (e.g. CPV), to be automatically informed about the publication of the new invitation to tenders of their interest; the obtaining of information also in “pull” modality, i.e. the news is directly given to the user at the time of the publication of the invitation to tender with analogue characteristics to the ones subscribed when they register their own profile.

**BENEFICIARIES:** Micro Small Medium Enterprises.

**FINANCIAL ENDOWMENT:** 180,000 Euros.

**EXPECTED OUTCOMES:** a) Fulfillment of an as complete as possible and centralized on regional base database/web application of local public invitation to tenders, which is able to fix the informative non homogeneous degrees that currently exist among the several websites of the commissioning bodies; b) Instrument that makes the focused information in “pull” modality available to the local enterprises, above all the small and very small-sized ones, i.e. the information is relevant only to invitation to tenders of their specific thematic interest and in a very high deadline in comparison with their formal adoption, that also eases the following administrative fulfillments for the submission of the offers (including the contingent ATI formation).

### 3.2.5 Principle VI – Finance

**Region: Basilicata**

**IDENTIFICATION TITLE:** VENTURE CAPITAL REGIONAL FUND

**PURPOSE:** To foster the birth and the development of the located SMEs or that want to be located in the Basilicata Region by the Fund investment and the co-investment, in partnership, with other investors.

#### **TECHNICAL CONTENT**

In compliance with the Guidance about the State aids for the venture capital investments, the venture capital regional Fund fulfills participations in complementary forms in comparison with the co-investors (other general or specialized funds, “*business angel*”, private investors, partners of the same enterprise) - who intervene in a percentage that is not lower than 30% of the overall operation - by the operations aimed to finance the first phases of the development of the entrepreneurial initiative (Early Stage) and organizational, technological, productive and commercial development programmes (Expansion).

These interventions will receive the form of the venture capital participation or of participation loans.



Participations hiring by Sviluppo Basilicata and by external co-investors will be temporaries (at most 7 years) and minorities, i.e. in the maximum extent of 49% of the capital stock of the beneficiary enterprises.

Participations loans have a maximum duration of 7 years, including 2 years of grace period and their remuneration (interests) will be linked to the profitability of the enterprise.

Each intervention could be financed for the following amounts:

- *Seed and Startup Capital (Early Stage)* operations: at most 250,000 Euros;
- *Expansion* operations: at the least 300,000 Euros and at most 1.5 mln Euros.

**BENEFICIARIES:** According to the EU size classification, SMEs located or that want to be located in the Basilicata region (headquarter), established at the date of the submission of the request in form of corporations, economically and financially healthy, with innovative entrepreneurial ideas and/or growth programmes.

**DURATION:** The aid established by the Fund has approved in date 09/18/2012 by the European Commission's decision and operative to this day.

**FINANCIAL ENDOWMENT:** The Venture Capital Regional Fund has a financial endowment of 8 mln Euros.

**EXPECTED OUTCOMES:** The Fund will allow the economic improvement of the beneficiary enterprises with an average increase of the turnover, at least 20% at the end of the operation, without underestimating the increase of the employment rate.

### Region: Lazio

#### **IDENTIFICATION TITLE: SME CAPITALIZATION FUND**

**PURPOSE:** To foster the access to credit of the SMEs allowing to the enterprises to acquire liquidity for the corporate management, i.e. for investments and, meanwhile, to support the capitalization strengthening, so guaranteeing a more structured balance sheet and financial indices in line with the parameters required by the credit system.

#### **TECHNICAL CONTENT**

The SME Capitalization Fund is a regional fund established under L.R. 31/2008 and managed by Sviluppo Lazio S.p.A., which is born by the need to implement the capitalization strengthening measures of the enterprises by the support of the capital stock growth.

This Fund makes available the granting of the loans in the form of subsidy loan, for a maximum period up to 5 years.

The financing is articulated by two components of the same amount and duration:

- 50% at the subsidized rate with an interest rate of 0.5 in view of an increase of the capital stock;
- 50% at standard rate which varies in function of the creditworthiness and of the rating of the enterprise.

Three subjects from the operative point of view are involved: Sviluppo Lazio, on behalf of Regione Lazio, which manages the Fund and assesses the technical analysis and transfers the regional quota of the financing to the bank; a conventional banking pool which assess the creditworthiness and provide for the financing; a guarantor subject who issues the guarantee on the banking quota of the financing, if required by the enterprise.

**BENEFICIARIES:** Micro, small and medium industrial, artisans, commercial and services enterprises, which have the registered and operative office in the territory of Lazio.

**DURATION:** The invitation to tender was opened on July 4 2012 and closed on August 8 2012

**FINANCIAL ENDOWMENT:** The overall resources allocated for 2012 amount to 10 mln Euros; further 10 mln Euros are making available by Banks that subscribed conventions with Sviluppo



Lazio S.p.A.. In the light of the success and of the submitted requests, a further financing of the Fund equal to 20 mln Euros is in programme.

**OBTAINED OUTCOMES:** 149 enterprises adhered to the invitation to tender.

### Region: Molise

**IDENTIFICATION TITLE:** INCENTIVE TO THE CAPITALIZATION “5x1”

**PURPOSE:** To contribute to the reshaping of two objective weaknesses of the Molisan enterprises: the undercapitalization and the liquidity.

#### **TECHNICAL CONTENT**

The intervention, activated in April 2012, consists of an incentive to the capitalization called “5 x 1”, by the constitution of a dedicated Revolving Fund entrusted to the Finmolise SpA (in house corporate), for the destination of the loans to SMEs.

The banks operating on the territory are encouraged to agree upon the regional budget as a sign of adhesion to the instrument.

The eligible operations refer to all the possible forms of banking intervention to strengthen the enterprises conditions in the short period and to allow them to have adequate and necessary endowments to fulfil the recovery and development perspectives to achieve both investments and other corporate activities programmes.

For those enterprises which have been committed to increase their capital stock from a minimum of 25,000 Euros up to a maximum of 100,000 Euros, credit institutions and Finmolise have committed, individually, to assess the conditions for the granting of the loans equal to the double of the paid-up capital.

The maximum amount of the loans individually granted by Finmolise and other credit institutions is therefore equal to 200,000 Euros; hence, in this circumstance, it is granted a loan of the regional budget of 200,000 Euros and a loan of the Credit institution of 200,000 Euros, to an increase of the capital stock of 100,000 Euros. Thereby, the enterprise obtains a benefit equal to 5 times of the indicated quota (5 x 1).

The Regulation of the Fund provides for that the interested enterprise initially contacts the bank approved with Finmolise communicating the amount of the capital stock increase and the related request of the loan. The bank communicates the outcome of its decision within 30 non working days. Afterward, in case of positive result, Finmolise proceeds with its granting deliberation.

Later the enterprise receives two loans than will repay between 36 and 60 months at market rate.

**BENEFICIARIES:** SMEs (excluding those operating in the agriculture, fisheries and transports sectors) with registered and operative offices in the regional territory, which are not in a suffering situation or in difficulty under the Community regulation, and that are not in winding-up or liquidation state and which are not subjected to insolvency procedures.

**FINANCIAL ENDOWMENT:** The fund has a financial endowment made available by Regione Molise of 10 mln Euros

**OBTAINED OUTCOMES:** There are jointly deliberated by Finmolise and by the banks 31 funding equal to: 1.796 mln Euros of the capital stock, 3.592 mln Euros of the loans by Finmolise and 3.592 mln Euros of the bank loans, to this day. There are under approval by Finmolise further 25 requests equal to 1.594 mln Euros of the capital stock, 3.098 mln Euros of the loans by Finmolise and 3.098 mln Euros of the bank loans. Meanwhile, the first supplied loans are currently under restitution allowing, hence, the revolving of the Fund and the granting of the loans to other enterprises.



**Region: Piedmont**

**IDENTIFICATION TITLE:** REINSURANCE REGIONAL FUNDS FOR THE PIEDMONT ENTERPRISES

**PURPOSE:** To support the capability of the access to credit by the reinsurance of the guarantees by the Confidi to the SMEs including those that come from a healthy situation in the past, but that are experiencing a temporally drop of the turnover or a decrease of the orders or delays in payments which could generate situations of financial tension.

**TECHNICAL CONTENT**

The measure of ERDF ROP 2007/13, which didn't have precedents in the Italian scenery, witnesses the constitution of two reinsurance Funds, one for the non artisans SMEs and the other for the Piedmont artisans ones, in order to support the investment programmes of the enterprises, but above all to allow the debt restructuring (from the short to the medium term), to find a new finance and to intervene incisively on the needs of the "working capital" of the Micro-SMEs. The intervention is articulated in two lines of intervention for this purpose:

- "Line A of intervention", dedicated to the management of the recession phase determined by the current financial crisis, fostering the financial stabilization of the SMEs' system by the granting of "FUNDING" with the duration - including a possible grace period up to 12 months - not lower than 36 months and not higher than 72 months, granted under every form to the SMEs;
- "Line B of intervention", dedicated to the growth and development of the SMEs, by the granting of a "NEW FINANCE" (every kind of financial operations - maximum duration of 18 months minus one day -, different from the Funding, which are destined to the achievement of the additional finance and to the renewal of the lines about to expire).

As regards Line A the reinsurance is as far as a maximum of 200,000 Euros for each Authority for every SME and the measure of the reinsurance is equal to 70% of the amount of the guarantee which was loaned by the Authority, under the condition that the latter guarantees in turn a quota not higher than 80% of each Funding/New Finance. As regards Line B the reinsurance is as far as a maximum of 250,000 Euros for each Authority for every SME and the measure of the reinsurance is equal to 70% of the amount of the guarantee which was loaned by the Authority, under the condition that the latter guarantees in turn a quota not higher than 60% of each Funding/New Finance.

**BENEFICIARIES:** Small Medium Enterprises.

**DURATION:** The grant of the reinsurances regards the guarantees issued by the Authorities which requests will be submitted within November 20 2015.

**FINANCIAL ENDOWMENT:** 20 mln Euros. After the recent reopening of the Fund and the improvements on the management criteria, an increase of the needs of 15 mln Euros is provided.

**OBTAINED AND EXPECTED OUTCOMES:** 8.3 mln Euros (3,161 operations for 103.9 mln Euros of reinsured funding) were committed to 10 mln Euros destined to non-artisans SMEs, while about 4 mln Euros (2,558 operations for 48 mln Euros of reinsured funding) were committed to 10 mln Euros destined to artisans SMEs from June 2009 to December 2011. At the end of the operability (December 2015), it is assessed that the intervention of the Fund could have generated overall funding for about 1 billion Euros, with an active support to the liquidity of the Piedmont SMEs' system to face the management and investment needs.

**Region: Veneto**

**IDENTIFICATION TITLE:** GUARANTEE REGIONAL FUND DESTINED TO GUARANTEE OPERATIONS ON “TRANCHED COVER” PORTFOLIOS.

**PURPOSE:** To foster the access to credit of the SMEs by a new financial instrument that supports the Confidi activity (“*tranchéd cover*” portfolio).

**TECHNICAL CONTENT**

The intervention, which represents an absolute news in the field of the actions for the guarantees for SMEs, proposing a system approach that overtakes the traditional intervention on the single guarantee, provides for the losses cover registered on the junior *tranches* of the segmented portfolios fulfilled by the Confidi identified, by a public invitation to tender arranged by the regional budget Veneto Sviluppo SpA, on the base of the best submitted operative proposals.

These resources make a fund pledged for losses covers that were registered on the junior *tranches* of the portfolios of new funding, which must be supplied to the enterprises, under the condition, inter alia, which it exists the contextual constitution in pledge of their own resources for the losses covers registered on the mezzanine *tranches* of the same funding portfolios by the Confidi.

The Funding for the liquidity liable to the Portfolio should be new concession, with duration between 18 and 36 months and they should be included between a minimum of 30,000 Euros up to a maximum of 300,000 Euros.

Each submitted Agreement Proposal of Portfolio must provide for a required thickness both for the junior Tranche and the mezzanine *tranche*, anyway not lower than 500,000 Euros for each tranche and, moreover, the amount of the junior Tranche junior and the mezzanine *tranche* must not be higher than 10% of the value of the relative Portfolio.

Each Proposal will be assessed on the base of some parameters among which the obtainable leverage in terms of granted guarantees.

The Portfolio, to be created within six months from the approval of the proposal will be, therefore, constituted by a junior tranche (exposed to the risk of the first loss of the Portfolio), a mezzanine tranche (exposed to the risk of the second loss), and a senior *tranche* (with a lower subordination degree).

The Fund will constitute the *Cash Collateral Junior* of the Portfolio.

The guarantee intervention represents an aid in the form of guarantee in favor of SMEs for the achievement of the funding by the banks, in collaboration with the Confidi. The aids will be granted on the base and in respect of the Regulation “de minimis”.

**BENEFICIARIES:** SMEs.

**DURATION:** The invitation for submit portfolios proposals by the Confidi expired on October 31 2012.

**FINANCIAL ENDOWMENT:** 10 mln Euros.

**EXPECTED OUTCOMES:** The funding secured by this initiative is assessed, thanks to the multiplicative effect, by over than 150 mln Euros. The initiative also tends to increase on a qualitative level the operability of the Confidi.



### 3.2.6 Principle VIII – Skills and innovation

#### Region: Emilia-Romagna

**IDENTIFICATION TITLE:** INGENIUM FUND EMILIA-ROMAGNA II – VENTURE CAPITAL FOR THE INNOVATIVE ENTERPRISES *START-UP* AND TO SUPPORT THE DEVELOPMENT AND INVESTMENTS STRATEGIES TOWARDS THE INNOVATION OF THE EXISTING ENTERPRISES.

**PURPOSE:** To foster the innovative enterprises *start-up*, in particular of those that operate in the high technology sectors (born by academic, research and corporate spinoffs), and to support the development and investment strategies of the enterprises which guarantee good marginalities and growth prospects, by the investments for the growth and the implementation of development programmes of existing enterprises.

**TECHNICAL CONTENT**

About the Axis 2 of the ERDF Operative Programme of Emilia-Romagna “To foster the growth of the enterprises by the innovation processes”, it is constituted a venture capital Fund that, like support instrument to the access to credit of the SMEs, comply the requirements of the VI principle of the SBA, but, about its contents, it is better to frame it in the VIII principle of the Community strategy. In fact, the Fund contributes to the initiatives entrusted by the Commission of the Member States, in particular: it fosters the organizational and productive innovation processes which are necessary to the increase of the competitiveness and of the implementation of the internationalization projects; it provides for support to entrepreneurial projects by the access to the Regional High Technology Network and to Centre for Technology Transfer increasing the technological endowment of the enterprises and easing the participation to the national and Community programmes for the research.

The Fund, activated in April 2012, is exclusively destined to the venture capital investments in the first life phases of the enterprise (*early stage*, in the forms of the *seed financing* and of the *startup financing*) and to the investments to support the growth and the implementation of the development programmes of existing enterprises (*expansion*). Each single investment tranche made by the Fund can't overtake, with reference to the quota that has been made available by the Region, the maximum amount of 1 million Euros for the addressee SME on a period on 12 months.

**BENEFICIARIES:** SMEs, born by academic, research and corporate spinoffs, must operate in the high technology sectors for *start-up* operations. Regional territory small and medium enterprises belonging to the C sector of the ATECO 2007 classification for *expansion financing* operations.

**FINANCIAL ENDOWMENT:** 14 mln Euros (7 mln by the Region and 7 mln by the manager).

**OBTAINED OUTCOMES:** Actually, there are 3 *early stage* equity participations activated in the first six months of operability and regard the enterprises active in the biopharmaceutical sectors, in the wireless platforms for the sharing of commercial information and in audio-video platforms ones. The Fund, which can count on an *info point* active at Aster, has received proposals by 28 realities, 14 existing enterprises and 14 ones that have not been constituted yet. Most of the enterprises and/or projects of the enterprises submitted to the Fund refer to the information and communication technology service sector.

### 3.2.7 Principle IX – Environment

**Region: Marche**

**IDENTIFICATION TITLE:** MICRO GREEN LOGISTIC – District logistic project with low environmental impact.

**PURPOSE:** To optimize the logistic process in the supply chain of the footwear by an innovative system able to integrate competitiveness and environmental compatibility.

**TECHNICAL CONTENT**

The “MICRO GREEN LOGISTIC” project has been thought and promoted in 2009 by the CNA Marche - National Conference of Crafts and Small and Medium Sized Business - on the base of the outcomes of the investigation conducted by the University of Camerino on the logistic needs of the enterprises of the footwear district.

The investigation underlines on one hand the environmental implication of the logistic disorganization of the supply chain, which go from the air to the acoustic pollution, from the deterioration of the already modest state of the local communication routes to their further obstruction, and on the other hand the consequences in terms of safety at work, due to the highest probability of car accidents deriving from the frequent moves for reclaims and deliveries.

An innovative initiative arose, which pays specific attention to the environmental profiles converting them in competitiveness opportunities for the addressee enterprises; an intangible platform is fulfilled, which allows the centralized management of the reclaims and the deliveries reservation of the semi finished products inside a district area by a single transport vector. This, free from set times and routes, elaborates the reservation requests that enterprises submit in the platform, pointing out the number of the packages, times and destination, in order to optimize times and routes, on the base of the indications supplied by the specific software.

**BENEFICIARIES:** 40 small and medium enterprises of Macerata and Fermo footwear district.

**DURATION:** A further development and implementation phase of the pattern in experimental phase (January-March 2012) is followed thanks to the interest of some important holdings under contract, which is currently underway.

**FINANCIAL ENDOWMENT:** 150,000 Euros.

**OBTAINED OUTCOMES:**

- First experimental phase (January-March 2012): under the environmental sustainability profile, there is a significant abatement of the CO2 emissions, equal to 42.69%; the save for the average company of the district assessed between 9,000 and 15,000 Euros; the reduction of the distances travelled in comparison with the same period of the previous year using the traditional freight handling system, equal to 55.92%;
- Subsequent implementation phase (April-September 2012): capacity of the project to significantly reduce the distances travelled in comparison with the traditional system (65.83%), the fuel that was utilized (52.2%), and also to abate the CO2 emissions of about 66%.

**EXPECTED OUTCOMES:** The forecasts made on the savings, which could be fulfilled if the new logistic system should be applied by 30% or by the totality of the enterprises of the district, show that it would have a reduction of respectively 2,412 tons and 8,000 tons of CO2, for the environmental effects. The initiative has given life to a prototype that could be diffused and adapted to other wood furniture, mechanical and mechatronic engineering and textile districts, which are characterized by an intense interchange of components and semi finished products between the leader enterprise and the supplier ones.



### 3.2.8 Principle X – Internationalization

#### Region: Sicily

**IDENTIFICATION TITLE:** THE COUNTRY PROJECT AND THE SECTOR PROJECT AS INTEGRATED INTERVENTION LOGIC TO SUPPORT THE ENTERPRISES IN THE INTERNATIONALIZATION CHALLENGE.

**PURPOSE:** To foster the enterprises in sectors considered strategic for the islander economy in the international challenge in a more efficient and effective way relative to the consolidate practices.

**TECHNICAL CONTENT**

The intervention to support the internationalization process of the enterprises provides two instruments:

the *Progetto Paese*, which allows to orient, specialize and geographically focus the internationalization actions, in an institutional frame, promoting actions, for strategic sectors in foreign areas of proven interest;

the *Progetto Settore* promotes specific actions for enterprises of the same sector, intercepting the more relevant performances dedicated to them internationally, or developing specific actions for the interested supply chains and, by the organic context, it is oriented to strengthen the image and the presence of the productive specialization supply chains on the international markets.

The Progetto Paese activities are normally preceded by a Technical-Institutional Mission in which participate the representatives of the islander productive categories, the stakeholders, the districts, which at first verify the typology of the activity to be fulfilled and of the contingent agreement to be signed with homologous subjects of the Foreign Country; then the economic *incoming* or *outgoing* missions, where the enterprises directly participate are fulfilled. The enterprises of the same sector, instead, selected by the Administration with public procurement procedure, which have the possibility to participate, with a small co-financed quota, to the most important international events of the sector, participate to the Progetto Settore. The contracting subject will also fulfill the promotion activity both during the exhibition and in the preparatory phase, apart from possible *incoming* activities.

Major innovation elements that allow to characterize the initiative as *best practice* abide by both the moment of the programming, reported in particular to the characteristic of the request coming from the identifier foreign area, and also of the more coherent interlocutors with the profiles of the regional enterprises; and by the organizational aspects, with the provision of an Organizational Technical Secretariat in the country that acts as support-base of the SMEs involved in the organization of the activity for the entire duration of the project (customarily it is represented by a resident enterprise in the foreign country; also in the coordinate phase of publication of the activities, to be implemented mainly by websites linked to the Administration one, which allow to other enterprises of the region to obtain useful information related to the development of their own business in the foreign country.

**BENEFICIARIES:** Regional SMEs of the sectors considered strategic by the PRINT Sicily.

**FINANCIAL ENDOWMENT:** 15.5 mln Euros, plus VAT (multiple projects financed, both Progetto Paese - India, UAE OMAN, USA, Estonia, Latvia, Lithuania -, and Progetto Settore - Fashion-Textile and Clothing, Nautical, Agri-food industry, Bio, Artisans, Building and Furniture Sector).

**OBTAINED OUTCOMES:** To foster the work of the consortia and of the enterprise aggregations, that associated themselves on the base of the opportunities identified by the regional Administration, instead of laws and public incentives-based ones.





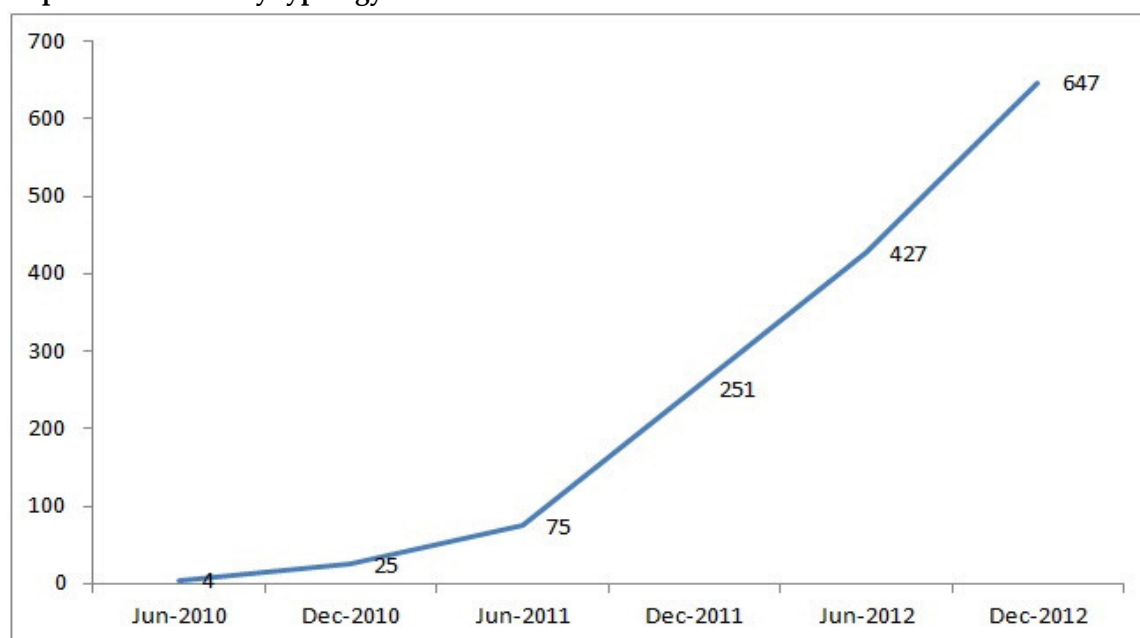
## Chapter 4

### Thematic in-depth analysis

#### 4.1 Network contracts: the main quantitative aspects

In two and half years of operability of the instrument (from the end of March 2010 to the end of December 2012), on the base of the more recent data supplied by Unioncamere-Infocamere and processed by the Network Contracts Observatory<sup>17</sup>, **647 Network Contracts**, which involve about **3,350 enterprises** spread in all the Italian territory, were fulfilled. The numbers show an *escalation* of the instrument, a growing interest sign by the enterprises for this particular aggregation form (Graph 1).

**Graph 1 - Contracts by typology**

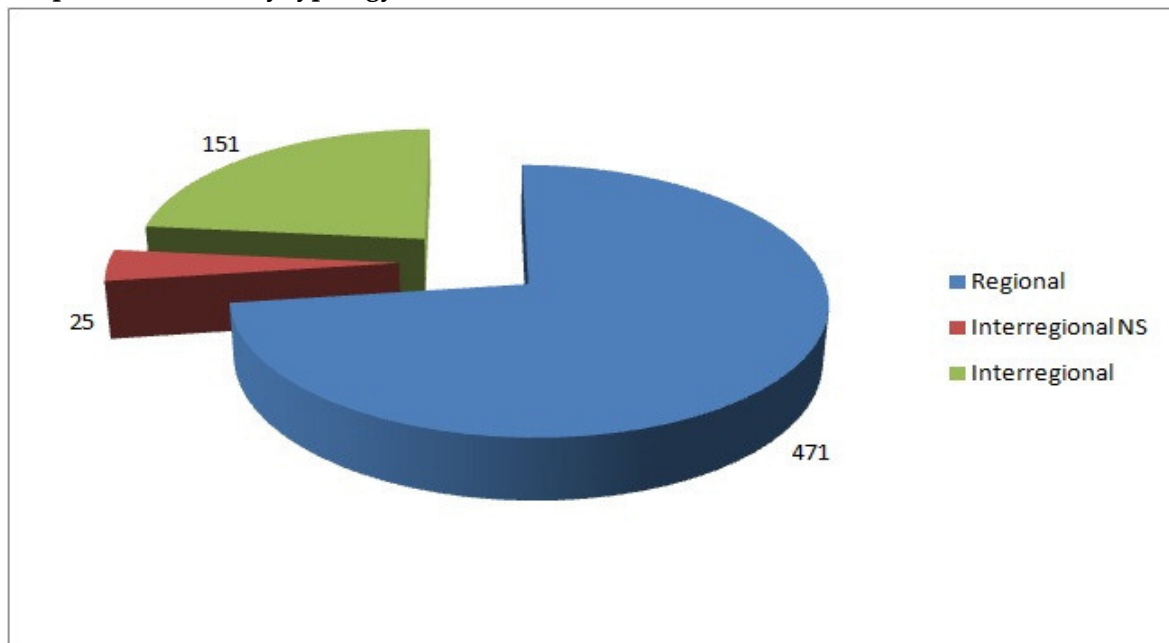


Most of the Contracts (471) show the involved enterprises operating in the same region; of the 176 interregional Contracts, 25 are defined by the co-presence of enterprises operating in the North and in the South of the country (specified in the Graph 2 with the title “interregional NS”).

Interregional Contracts stipulated during 2012, in comparison with those stipulated in the two-year period 2010-2011, have grown lower (+141%) than the average datum of the Contracts total (158%): it is a sign of a lower aptitude of the enterprises to put them in the network overtaking their own territorial areas. The trend to build “long networks” in not really marked, i.e. networks which involve those enterprises located in distant territorial areas (e.g., Contracts defined by the co-presence of enterprises operating in the North and in the South of the country).

<sup>17</sup> For an in-depth analysis of the data, see the Network Contracts Observatory ([www.sviluppoeconomico.gov.it](http://www.sviluppoeconomico.gov.it)), at the Directorate General for SMEs and for Cooperatives – Unit VIII SMEs and Artisans, in January 2012 with the purpose to fulfill data processing and recurring analysis on the Network Contracts.

**Graph 2 - Contracts by typology**



*Source: Unioncamere data processed by the MISE*

Regional Contracts are mainly present in Lombardy (116); followed by Emilia-Romagna (93); the southern region where the higher number of Contracts is register, it is Apulia (20). Lombardy and Emilia-Romagna Regions have more than tripled the number of Contracts in 2012, in comparison with the two-year period 2010-2011; the growth of the Contracts was lively also in the Piedmont and in Tuscany Regions.

About 41% of the Contracts have a low density, i.e. it is made by no more than 3 enterprises. The involvement of a limited number of enterprises for a significant quota of Contracts is a difficult element of the instrument operability: in fact, this feature is not in line with the purposes thought by the Legislator at the time of its conception. However, a higher incidence of medium-density (4-6 enterprises) and high-density Contracts (more than 6 enterprises) was registered in 2012; this testifies that, under the solidity of the network profile, a reversal in trends that better matches the prearranged purposes has registered. The (almost total) absence of macro-networks with a number of participating enterprises higher than 50 (single exception “Viareggio beach resorts network” in Tuscany) has to be observed. High-density Contracts are mainly concentrated in Tuscany, while only Marche and Veneto Regions which stand out for the high concentration of the Contracts that show at most three enterprises involved.

More than 55% of the contracting enterprises are localized in the North of the country; the increases of 2012 relative to the previous two-year period are more relevant in Lombardy, Piedmont and Emilia-Romagna Regions. Almost 23% of the enterprises which adhere to the network Contracts operates in Lombardy, 15% in Emilia-Romagna, 14% in Tuscany.

Of the 3,350 enterprises<sup>18</sup>, 2,275 (i.e. 70% of the total) are made in the form of corporations (1,850 LTD, 425 PLC), 437 (i.e. 13%) are partnerships, 350 (about 10%) are one-man businesses, 228 (over 7%) are cooperatives.

<sup>18</sup> Of the 3,350 enterprises involved, 101 adhere to two different Contracts, 10 enterprises adhere to three Contracts, 3 enterprises to 4 Contracts and 1 enterprise to 5 Contracts.



## 4.2 The Central Guarantee Fund

The Central Guarantee Fund supports the development of the Italian SMEs giving a Government guarantee against funding granted by the Banks for the foreign investments too. The activation of this guarantee is a zero risk one for the Bank that, in case of enterprise insolvency, is directly reimbursed by the Central Guarantee Fund and, in case of possible funds out of the latter; it is directly reimbursed by the State. As an alternative, the enterprise can activate the so-called "Counter guarantee" addressing to a Confidi or to another guarantee Fund which will provide to send the counter guarantee request to the Fund.

An inter-ministerial Decree on June 26 2012<sup>19</sup> redefined the allowable operations typologies, the granting modality, and the selection criteria; and in particular, it set:

- the guarantee and counter guarantee interventions coverage; the maximum losses cover;
- the maximum guaranteed amount for each enterprise;
- the commissions for the access to guarantee;
- the minimum measure of reserve like risk coefficient, for every allowable operation.

The direct guarantee of the Fund is granted up to a maximum of 80% of the amount of the financial operations; the maximum amount that could be granted is 1.5 mln Euros per enterprise, which could reach 2.5 mln for determined operations (e.g.: those at least of 36 months or destined to SMEs which boast of credits with the PA). The granted guarantees can concern any operation as long as it is oriented to the enterprise activity and it is required by sound SMEs, on the strength of specific criteria which vary from activity sector and accounting framework. The granting criteria are marked by typology of financial operation, category of beneficiary enterprise, belonging of economic sector and geographic area.

The accepted operations between 2000 and 2012 were 247,978, for a financial amount of 41.5 bln Euros and guarantees of 21.8 bln Euros. The operations are focused for about 48% in the North, for 36% in the South and for 16% in Central Italy. As regard the size structure of the enterprises attended by the Fund, it is observed that most operations fulfilled at the start-up of the activity to this day are about micro enterprises (58.9% of the total), while the funding operations in favor of medium enterprises burden only for 9.5%.

Contrary to the credit trend in the country, the requests accepted in 2012 were little more than 61,000 (Chart 1), registering an increase of 11.2% in comparison with the previous year. Industry represents the sector with the highest quota of the allowable requests (26,720 operations, equal to 43.5% of the total), followed by commerce (20,350 operations, equal to 33.1% of the total) and services (9,336 operations, equal to 15.2% of the total). By the confrontation with the data relative to the same period of the previous year, industry and services show a growth, respectively, of 8.6% and 3.3% while commerce shows a negative variation equal to 4.1%. Industry shows a higher level of accepted funding (4.3 bln Euros), followed by commerce (2.3 bln) and services (1.1 bln).

**Chart 1 - Operability of the Central Guarantee Fund - two-year period 2011/2012**

	2011	2012
No of accepted operations	55,206	61,408
Funding (mln Euros)	8.378,0	8.189,6
Guaranteed (mln Euros)	4.434,5	4.035,5

Source: CGF processed data by the MISE

<sup>19</sup>

The Decree was published on the Official Gazette No 193 on August 20 2012.

The Fund records an insolvency rate decisively restrained and an efficient instrument is revealed under the relation profile between the used public resources and the granted funding to the enterprises: the Fund leverage is, to this day, equal to 19 (it is possible to activate 19 Euros of funding with one Euro of the Fund endowment).

In the two-year period 2011-2012, the reduced amount of accepted operations increased, both in absolute and in percentage terms as regards the overall data recorded by the Fund (Chart 2).

**Chart 2 - Operability of the Central Guarantee Fund (reduced amount of operations) - two-year period 2011/2012**

	2011	2012
No of accepted operations	14,109	16,383
Funding (mln Euros)	523.0	573.4
Guaranteed (mln Euros)	310.2	313.2
% operations on the total	25.6	26.7
% funding on the total	6.2	7.0
% guaranteed on the total	7.0	7.8

Source: CGF processed data by the MISE

About the territorial level, around half of the reduced amount of accepted operations was fulfilled in Southern Italy (Campania and Sicily Regions recorded the highest number of operations equal to, respectively, 2,209 and to 2,181) in 2012. One-third of the operations regarded the craft trade enterprises; women enterprises and the *start-ups* which represented respectively 16.2% and 4.7% of the total.

An agreement between the MISE and 19 Chambers of Commerce was signed on December 2012 in order to feed the Central Guarantee Fund of further 17.6 mln Euros. It is the first effect of what is provided under the Save Italy Decree, which provided for the possibility to fulfill *fund raising* operations for the Central Guarantee Fund, not only by the Chambers of Commerce, but also by the Regions and the Sace.

#### **4.3 Interventions for the enterprise capital**

It is essential to promote the capital reinforcement, in order to foster the size growth and the investments of the Italian enterprises. This happens both by an increase of the capital contributions by the entrepreneurs and by the recurrence of third party equity.

The Save-Italy Decree introduced the **ACE** (Allowance for Corporate Equity), a tax relief of structural nature, which consists of an exemption of tax mechanism of the enterprise income for the equivalent quota to the notional yield of the own new capital, in order to incentivize the enterprises to increase their own capital.

As regards the recurrence of foreign capitals, with the activation of the **Italian Investment Fund**, the principal Italian *private equity* Fund is constituted with an endowment of 1.2 bln Euros. The Fund can invest in enterprises with a turnover roughly included between 10 and 250 mln Euros. The Fund can also fulfill direct investments in funds and in investment companies which carry out *venture capital* activities (50 mln Euros of the Fund endowment are destined for this purpose) since January 2012. The Fund has fulfilled since the start of its operability: 27 direct investments for about 260 mln Euros (other 5 investments, for the amount of further 48 mln Euros, are deliberated and are in pending fulfillment); 13 indirect interventions for a total of about 265 mln (other 5 investments for a total of 65 mln are deliberated). In the first semester of 2012, the



activity of the Fund represented 40% of the overall *expansion* investments fulfilled in Italy and relating enterprises with the turnover included between 10 and 250 mln Euros.

On the basis of the **Cooperation Agreement signed by the Ministry of Economic Development and the AIFI** (Italian Private Equity and Venture Capital Association) for the promotion of the educational/informative meetings on the territory about the *venture capital*, some seminars were organized by the MISE (Naples, Region of Calabria-Messina and Bologna) in collaboration with AIFI, ABI, Borsa Italiana and Unioncamere, oriented to spread the *venture capital* culture and to convey this instrument that has poorly used yet by our enterprises, above all in Southern Italy. According to the AIFI data, the number of the *early stage* operations in Southern Italy during 2011 was more than doubled in comparison with 2010 and the forecast of the 2012 data confirms the levels recorded in the previous year: an encouraging trend of the data, even if it endures the main factors of “entry barrier” in the use of the *private equity* and the *venture capital* (poor knowledge of the technical passages to use this financial instruments and high cost of planning). For this reason, the Ministry wants to proceed and strengthen the spread activity of implementing the promoting/ educational pilot action also in 2013.

It is intended to follow the same approach in order to spread, at the SMEs, the use of the **Venture Capital Single Fund** instituted in 2007 to support the investments in geographic areas considered strategic for the internationalization of the Italian productive system. By the last available datum proclaimed by the SIMEST relative to the two-year period 2011-2012, about 15% of the interventions fulfilled by the Venture Capital Single Fund interested the SMEs. This outcome is not exclusively attributable to the limited size of the enterprise and/or to the difficulties which SMEs have notoriously had in offering themselves on the foreign markets and so to the poor interest that the last ones have in using the opportunities offered by the Fund through the SIMEST, as much as the poor information/knowledge that they have about the same Fund. The Fund, starting from an initial endowment of 228.6 mln Euros, recorded a residual availability of 27.9 mln Euros in the end of October 2012.

## 4.4 Environment and Green Economy

### 4.4.1 Introduction

During the seminar “Il ruolo dell'Italia per Rio+20”, occurred in Rome in May 2010, proposed by the ICEF - International Court of the Environment Foundation the project to establish an UN Agency for the Environment that intervenes on the non-fulfillments of the single States and an International Court which intervenes on the environmental crimes. There are, also, environmental emergencies which single countries can't afford on their own, for this purpose the proposal to establish both administrative permanent mechanisms, to foster the implementation of the international Conventions, and legal ones, is aroused for a more punctual application of the international law.

The States-General Conference of the Italian *green economy* (Rimini - November 2012) carried out the elaboration of a programme, result of a participative process, which it was adhered by enterprises, experts, political forces and Associations, oriented to develop an Italian *green economy* to face the economic and ecological crisis. The positive potentials, the obstacles, the policies and the measures to be adopted to strengthen the path towards the environmentally sustainable economy, were analyzed during the Conference.

The European Community defines the eco-innovation as “any form of innovation which reduces the negative impacts on the environment, which increases the resistance to the environmental



*pressures and it allows a more efficient and responsible use of the natural resources".* Always more limited resources have determined a growing demand of technologies, products and environmental services; the diffusion of information, the development of research and education contribute to improve the environmental sustainability and, meanwhile, supply solutions in terms of smaller economic costs.

The increase of the demand of raw materials at global level causes significant environmental and economic impacts: nowadays, the labor costs represent less than 20% of a product whilst the costs of the resources are 40 percent. So, it becomes necessary to rationalize the consumptions and to promote the renewable raw materials. Waste recycling, the use of renewable materials and the prolonged use of the product are fundamental for the competitiveness and the sustainability.

According to the *Green Italy 2012* Report by Unioncamere and Fondazione Symbola, the concept to operate by the path of the *green economy* is emerging with outcomes and so important opportunities to attract significant investments. The positive impacts are reflected above all on the export and on the jobs creation: about 25% of the Italian enterprises (over than 350,000), representative of a lot of productive sectors, like chemistry, wood, high-tech, tanning, nautical, agri-food industry, textile, building trade, mechanics, electronics and services, assumes the principles of the *green economy* and adopts the measures to produce goods and services at a reduced environmental impact. Hiring in the "green" sectors of the economy are growing and reaches over than one-third of the overall number of the programmed hiring (included the seasonal ones) by all the Italian enterprises of the industry and services.

The short-term Observatory on SMEs (Fondazione Impresa - June 2012) observed that small enterprises which operate in the sectors of renewable energy, environmental protection, processes and products certification, environmental advice and waste recycling, are resulted less in trouble than others, recording a better short-term *performance* on the whole.

#### **4.4.2 The divisions interested in *green economy***

##### **Energy saving and renewable energy sources**

Energy from fossils is always more expensive and with more serious impact on the climate. Investments for the energy saving efficiency of buildings, transports, devices, enlightenment and industrial processes efficiency produces important environmental, economic and employment advantages.

The Ministry of Economic Development's Decree on the Energy feed-in tariff and the energy efficiency (D.M. on December 28 2012) provides, for the first two years, for 900 mln Euros a year for the energy efficiency in favor of families, small enterprises and PA; the decree proposes the double purpose to boost the thermal energy production by renewable sources (biomass heating system, heat pumps, solar heating and *solar cooling*) and to hasten the energy requalification projects of the public buildings in order to reach the European environmental purposes in 2020.

The use of renewable energy sources to produce electricity, heat and fuels is, world-wide, in high-growth: the production of electricity by renewable source has doubled, the photovoltaic power installed has increased fourfold, the installed power of the wind turbines has increased tenfold in the last ten years; moreover, in this context hydroelectric, biomasses, biogas and bio methane sources have an important role.

In the Report "The EU 27 Energy Revolution" by Greenpeace and EREC (European Renewable Energy Council) the fact that Europe could accomplish a more sustainable energy system by some major changes in technology (use of decentralized systems for the energy production), economy (separation of the economic growth from the consumption of fossil fuels),



social (high equity in the exploit of the resources), culture (respect of environmental restrictions) is underlined, and it is proposed: to deliver the energy production from renewables up to 45% of the total, within 2030; to reform the electricity and the management of the network market; to correctly apply the Renewables Directive and the Energy Efficiency Directive; to establish a Fund for the renewable energy.

### **Environment services and blue economy**

Natural resources and the territory are at the limit of their use; it is necessary to recover, heal, restore the polluted areas for environmental reasons and to save the exploitation of the new territory; their reuse in the ecologically sustainability perspective causes positive impacts on jobs, society and economy. *Blue economy* allows “redesigning” the economic systems and the entrepreneurial realities creating chains cascading among them, so that the pollution emission is equal to zero: each node of the chain receives the wastes of the preceding one and it builds on it its own “object”.

The European Community allocates 11 bln Euros for the next ten years, for a project that incentivizes the *Smart Cities* - medium-sized cities - to adopt integrated solutions able to offer: green energy at affordable prices, to reduce the consumptions (nowadays the cities consume 70% of the EU energy) and to create new markets. The projects also provide for the creation of a first network of *Smart Cities* to direct towards an Economic and urban development at low prices and with a reduced environmental impact (electric cars, low-carbon zones, use of renewable energies); the first tender notice regards restoration projects of the public and private immovable property and the adjustment of the energetic networks.

### **Agricultural supply chains and territory**

The orientations of the Community policy towards an agriculture which also becomes correct management of the territory, the growing burden of the biological agriculture and the development of the renewable agroenergies are conferring a strategic environmental value to this sector. The orientation *green* of the agriculture can guarantee a better use of the territory: if the short agricultural distribution chain is the organizational pattern more efficient in terms of productions quality, of wastefulness reduction and transports incidence, as much the agri-food industry can take development advantages from aiming on a higher ecologic quality of its products and productive processes.

According to the *Green Economy* Report by the Sustainable Development Foundation, Italy is at the first place in Europe with more than 48,500 farms of quality: many farmers oriented the productive choices towards a quality linked to the specificity of the territory (243 PDO, PGI and TSG products; 4,600 regional specialties; 521 GCDO and TGI wines) and towards a biological agriculture (more than one million and 100 thousand hectares dedicated, about 19% of the total UAA). In Northern Italy there are a lot of farms which use solar energy to meet their own energy needs; the more significant datum comes from Apulia, indeed: its farms produce 84% of the necessary energy by photovoltaic systems.

### **Sustainable finance and credit for the green economy**

The necessary support that finance should give to an environmentally sustainable economy will be as much efficient as spread along all the financial supply chain. During the State-General Conference of the *green economy*, a series of measures for the financial support were identified:

- to strengthen the economic instruments which incentivize the industrial supply chains that distribute low environmental impact products;

- to adopt, at European level, ecological taxes measures moving part of the taxation on the consumption of the resources and to improve the use of the Community funds;
- to supply liquidity at low price to the banks to increase the credit lines dedicate to the *green economy* and to entry environmental variables in the credit assessment;
- to support the *green* initiatives about the *venture capital* and the *private equity* and to increase the contribution of the insurances to the management of the environmental risk;
- to address investments and resources towards sustainable productions and consumptions and to increase the demand of high environmental content goods and services;
- to ease the energy efficiency of the Public Administration, to finance requalification interventions in the building trade, to redefine the network energy distribution systems;
- to create a National Guarantee Fund and to test new financial instruments such as *project bonds* and *social impact bonds*.

## 4.5 Women entrepreneurship

### 4.5.1 Legal references

In implementing the SBA Communication, the Directive of the President of the Council of Ministers on May 4 2010 arranges, inter alia, to *"give life to a national legal and economic context in which entrepreneurs and family enterprises can develop their own activity. In this general frame, it occurs to intensify the efforts so as it is bridged the existing gap between men and women entrepreneurs. It has to relaunch positive actions on the pattern of those provided by the Law February 23 1992, No 215, with the intent to foster and support women entrepreneurship, and it has to adopt measures to remove the obstacles that limit the equality of access to credit of the enterprises led by women."*

In the national and regional legislative background, there are a lot of laws that support the start-up and the development of the women enterprises<sup>20</sup>. In particular, **Law No 215/1992 "Positive actions for women entrepreneurship"**<sup>21</sup> is reminded, which represents the unique national legislative instrument specifically oriented to support the women entrepreneurship and private practice in all the economic sectors. Later, the regulation in favor of the women entrepreneurship was submitted to a substantial review with the **D.P.R. 314/2000**<sup>22</sup> that, in order to adequate the instruments to the needs emerged from the applicative experiences, integrates and modifies the regulation of the Law No 215, entirely substituting the implementing laws. The new Regulation introduced by the D.P.R. produced a strong discontinuity element in comparison with the past: the joint responsibility of Regions both in financial and management and programming terms of the relief instrument. Starting from the 4<sup>th</sup> tender notice, Regions could identify their own priority criteria, oriented to address the investments in particular geographic areas or particular activity sectors, for the purposes of the rankings formation. Law No 215/92 becomes, in this way, a useful instrument for the implementation of the territory development policies. With the entry in force of

<sup>20</sup> There are defined women corporations those which the simple average of the capital stock quota and the administrators quota recognized as women exceeds of 50 percent; partnerships and cooperative in which women partners represent the majority; sole traders in which the owner is a woman and other juridical forms in which women administrator are the majority.

<sup>21</sup> The benefits under Law February 25 1992 No 215 are granted to the small enterprises a majority women management for the start-up of the entrepreneurial activities, the purchase of existing activities, the fulfillment of innovative corporate projects, the purchase of real services. Contributions to regional programmes for entrepreneurial training interventions, technical assistance to the enterprises and for promotional actions are also provided.

<sup>22</sup> Regulation for the procedure simplification concerning the law relative to the interventions in favour of the women entrepreneurship.



the **Code of Equal Opportunities**<sup>23</sup> in 2006, Law No 215/1992 was abrogated, with the exception of Article 10, paragraphs 6, 12 and 13.

The Observatory on the women entrepreneurship by Unioncamere surveyed, in 2011, more than 1.4 million of women enterprises, equal to 23.5% of the recorded ones (Chart 1).

**Chart 1 - Women enterprises per region in 2011**

Region	Women enterprises		Total enterprises	Women Rate
	Absolute values	Quota %	Absolute Values	
Piedmont	112,263	7.8	467,671	24.0%
Aosta Valley	3,362	0.2	13,928	24.1%
Lombardy	193,323	13.5	955,088	20.2%
Trentino-Alto Adige	22,733	1.6	110,042	20.7%
Veneto	109,908	7.7	505,467	21.7%
Friuli-Venezia Giulia	26,164	1.8	109,658	23.9%
Liguria	41,267	2.9	167,579	24.6%
Emilia-Romagna	98,284	6.9	475,716	20.7%
Tuscany	100,045	7.0	417,200	24.0%
Umbria	25,044	1.7	96,266	26.0%
Marche	42,841	3.0	177,656	24.1%
Lazio	143,303	10.0	608,462	23.6%
Abruzzo	41,985	2.9	151,303	27.7%
Molise	10,679	0.7	35,497	30.1%
Campania	149,600	10.4	557,207	26.8%
Apulia	93,628	6.5	385,856	24.3%
Basilicata	17,085	1.2	61,550	27.8%
Calabria	45,469	3.2	180,922	25.1%
Sicily	115,960	8.1	463,475	25.0%
Sardinia	40,911	2.9	169,531	24.1%
<b>Italy</b>	<b>1.433,863</b>	<b>100.0</b>	<b>6.110,074</b>	<b>23.5%</b>

Source: Observatory on Women Entrepreneurship, Unioncamere data processed by the MISE.

The women enterprises quota is higher in Southern Italy, reaching the maximum value in Abruzzo (27.7%), Molise (30.1%) and Basilicata (27.8%) due to the effect of the significance of the women enterprises in the agricultural sector; Lombardy (20.2%), Trentino-Alto Adige (20.7%) and Emilia-Romagna (20.7%) record the lowest incidences, indeed.

In absolute terms, women enterprises have increased of 12,778 units confirming the growth trend for this specific enterprise typology, in the two-year period 2010-2011; the high boost is showed in the tertiary sector, specifically in the “Accommodation and catering services related activities” (+3,086 enterprises) and in the “Other services related activities” - association activities, households goods, personal care related services - (+ 2,310 enterprises); the settles of the “Buildings” (+1,604 enterprises), “Real estate related activities” (+1,493), and “Professional, scientific and technical related activities” (+1,299) are also important.

In percentage terms, the higher concentration of initiatives is registered in commerce (29%) and in agriculture (17.3%); in both sectors the presence of women enterprises is placed over the respective national averages. They are followed by the accommodation and catering services

<sup>23</sup> Legislative Decree, April 11 2006, No 198.

related activities (8.8%) and the manufacturing related activities (8.2%). The “Other services related activities” – inclusive of the above-mentioned one – notice a women enterprises double quota in comparison with the burden of the sector at national level (7.7% against 3.8%).

In relation with the totality, women enterprises are specialized in public and social services, (49.1% of the enterprises active in the sector), in healthcare (41.8%), in accommodation and catering (33.7%) and in the education (32.6%) activities.

#### 4.5.2 Non-EU women entrepreneurship

The analysis conducted by Confcommercio and Censis on the gender migrant entrepreneurship, active from June 30 2011 in Italy, underlines that 80% of the foreign women entrepreneurs are between 18 and 49 years old, mainly Asians, which operate in the catering and commerce sectors. Central Italy is the most multiethnic area from the women entrepreneurship point of view while, as regards the rank of the provinces, Teramo and Trieste have the highest incidence of migrant women entrepreneurs in the tertiary sector. The provinces with the lowest migrant women entrepreneurs' rate are Cuneo with 5%, Foggia with 4.7% and Oristano with 4.6%. The Italian regions with the highest entrepreneurial multiethnicity are: Friuli-Venezia Giulia with 12%, Abruzzo with 11% and Lazio with 10%. Migrant women take part to the socio-economic relaunch of our country and they are much younger of the Italian entrepreneurs having a growth progressive trend unlike the Italian women entrepreneurship.

The main ethnic groups of the migrant women entrepreneurs are the Moroccan, Rumanian and Chinese ones. The ethnic origin influences the belonging to specific productive sectors: Chinese women are mainly concentrated in the macro area of the commerce and services with particular reference to the accommodation and catering sectors followed from the Rumanian (9.6%) and Swiss (7%) presence; the Moroccan and Nigerian incidence is also strong (10.3% and 7.6%). Other sectors with a remarkable presence of foreign women entrepreneurs are those linked to the rental activities, travel agencies and support services to the enterprises.

Among the foreign enterprises there is a woman entrepreneur out of four entrepreneurs (Chart 2), with some distinctions per sector: in the agricultural one, women are 51.3% of all the foreign entrepreneurs of the industry, 35.0% in manufacturing, 26.3% in commerce, 47.1% in accommodation and catering and 35.9% in rental and enterprise support. Chinese women entrepreneurs are 43.6% of the total of the entrepreneurs born in China. At provincial level, the highest incidence is recorded in Prato and Naples, respectively 34.8% and 31.3%.

**Chart 2 - Distribution of the applicant entrepreneurs per age and gender groups. % Values**

Age group	Women	Men	Total
18-35 years old group	53%	57%	55%
36-55 years old group	46%	41%	43%
+ 56 years old group	2%	2%	2%
<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>

*Source: Unioncamere “Start It Up Project” data processed by the MISE - January 2012*

The project "Start it up. New foreign citizens enterprises"<sup>24</sup> is born in order to promote the growth of the entrepreneurial attitudes of the non-EU citizens and to transfer those base managerial skills necessary to the start-up and management of an entrepreneurial activity; the initiative, started during the half of 2011, financed by the Ministry of Labor and Social Policy and fulfilled in collaboration with Unioncamere, involved ten Chambers of Commerce and it addressed

<sup>24</sup> Unioncamere press release on November 13 2012.





to those whom in the “enterprise creation” wanted to create a concrete possibility of economic and social integration.

To the project adhered 492 non-EU immigrants fairly distributed between both genders and in the most part of the cases coming from Central Africa (mainly Senegal and Nigeria) and from Latin America (in particular Peru). The participant coming from non EU Europe and Asia were less frequent. Over the half of the applicant entrepreneurs is between 18 and 35 years old: most of them are men, whilst the migrant women quota who wants to startup an enterprise after 35 years old is slightly elevated.

A percentage of 56% of the applicant entrepreneurs operates in the services sector, whilst 35% operates in the commerce one; other productive sectors follow at significant distance (Chart 3)

**Chart 3 - Distribution of applicant entrepreneurs per economic activity sector stated in the business plan. % values**

Sector	% Value
Services	56%
Commerce	35%
Manufacturing	5%
Building	3%
Agriculture, livestock farming, fishery	1%
<b>Total</b>	<b>100%</b>

Source: Unioncamere “Start It Up Project” data processed by the MISE - January 2012

The project, which supports professional growth path to supply basic skills for the *start-up* of enterprises and/or private practice to people who coming from countries that don't belong to the European Union, who are residing in Italy and owning the regular residence permit, the purpose to sensitize the credit system is set to identify instruments and services for immigrant entrepreneurs - with particular reference to the microcredit -, to support the strengthening of the participative and consultative dynamics of the institutional bodies and of the representative partnership with the purpose to prepare a “territorial system” pattern supporting the birth of new economic activities of foreign citizens, against the huge increase of the non-EU entrepreneurship in the last years.

#### 4.5.3 Young women entrepreneurship

*“The economic crisis hits in particular way the less protected categories, above all, youngsters. For this purpose, measures are introduced to foster the access of youngsters to the economic activities, safeguarding the quality of the education, removing the obstacles for the establishment of the limited liability company”.*

It says the governmental Report that introduces the emanation, due to the uniqueness and the urgency, by the President of the Italian Republic, on proposal of the President of the Council of Ministers, the Ministry of Economic Development and the Ministry of Infrastructure and Transport, with the Ministry of Economy and Finance, of the Decree-Law on January 24 2012 No 1 conveying *urgent measures for the competition, the infrastructures development and the competitiveness*<sup>25</sup>.

Article 3 (Access of youngsters to the establishment of limited liability companies) includes, after the Art 2463 of the Civil Code, the Art 2463-bis which regulates the circumstances of the “simplified limited liability company”, that can be constituted by people who haven't been

<sup>25</sup> Decree-Law No 1 on January 24 2012 “Urgent measures for the competition, the infrastructures development and the competitiveness” (Published in Ordinary Supplement No 18/L to Official Gazette on January 24 2012 No 19).

thirty-five years old yet. The company is submitted to a high tax benefit system both concerning the amount of the capital (provided for the minimum of one Euro) and the establishment formalities, less onerous in comparison with the typical limited liability company. The illustrative report says that *“The disposal tends to favour the entrance of the youngsters to the world of work - aligning the age requirement up to thirty-five years old in cohesion with Art 27 of the summer measures (about the taxation of advantage for the young entrepreneurship, included in the decree law No 98 on July 6 2011) - through their participation to associated structures lacking of the rigorous limits provided for the corporations up to now, which de facto prevent the access to this kind of structure by the side of the youngest and worst off entrepreneurs”*.

The so-called “under 35” enterprises were about 700,000 in 2011, in economic downturn of 3.6% in comparison with 2010 (less than 26,000 units). The last 2011 trimester was concluded with a sudden slowdown of the inscriptions in one year that, however, closes with the birth of about 135,000 new enterprises mainly concentrated in the first two trimesters of the considered year.

The percentage values spread on macro areas identify confluences on the North-West for 24%, on the North-East for 16%, and on the Center for 20% and on the South and Isles for 39%.

People related services, buildings, accommodations and catering, and enterprises related services are those in which the high incidence of young enterprises is recorded on the total; commerce, building and agriculture are those on which the young entrepreneurs attention is more focused in the absolute value: 193,000 in commerce (27.7% of the total), almost 135,000 in buildings (9.3% of the total), 61,603 in agriculture (9% of the total). The high attraction was still the commerce sector with 28,000 new enterprises out of the 135,000 mentioned in 2011.

The high number of young women proprietors of an enterprise; though reducing over the considered programme period, the young women quota with less than thirty years old who lead one-man businesses remains considerable. This was about 59,000 in June 2011, equal to 6.8% of the universe of the women enterprises proprietors and 0.7 % more than the amount registered among the enterprises led by men. The most consistent value is referred to the age between 30 and 49 years old (49% of the women total, growing 0.2 percentage points in comparison with 2005).

Campania, with more than 8,000 enterprises led by young women, registers the highest regional value, equal to 9.2% of the total on the territory. Naples and Rome are the cities with the highest density of young women entrepreneurship with a more considerable percentage of young migrant women entrepreneurs. In the first semester 2010, women coming from a Non-EU country who were proprietors of enterprises with less than thirty years old amounted to 52,000, representative of 12.6% of the total active enterprises.

#### 4.5.4 EU women entrepreneurship

The gender equality represents one of the fundamental principles of the Community law with the purposes related both to the equality guarantee of opportunities and treatments, and the abolition of any kind of discrimination<sup>26</sup>.

Among the purposes that the European Union undertakes, those actions to increase the women entrepreneurship level in order to incentivize new enterprises are included once again; for this purpose “Member States should pay particular attention to the obstacles that prevent women to start an enterprise or an independent activity”.

The European law about the women entrepreneurship above all provides for specific and orientation initiatives included in the areas of the policies for the SMEs development and for the

<sup>26</sup> The new women entrepreneurship: synonym of Equal Opportunities. – Chamber of Commerce of Turin and Women Entrepreneurship Turin 2000.



employment promotion. In particular, inside the Small Business Act<sup>27</sup>, besides the specific network and legislative initiatives, the European Commission proposes some concrete actions to promote the women entrepreneurship: mentoring patterns to urge women to create their own enterprises; activities for the development of the entrepreneurial spirit among women.

An important role in the promotion of the women entrepreneurship is that played by the "Enterprise and Industry D.G." of the European Commission which operates on two fronts: on one hand it fights the factors which discourage women to start an entrepreneurial activity; on the other hand it creates a favorable environment to the enterprise development. A particular commitment is in favour of the University, public bodies, private research institutes, enterprises, individual researchers also in developing countries in order to identify the informative instruments, to promote the best practices exchange.

In this side, the Commission - starting from 2004 - has promoted a series of women entrepreneurship support initiatives, among which the institution of the Women Entrepreneurship Portal, which gathers a series of contacts, events and networking opportunities in several Member States and at European level and the European Network for the promotion of the women's entrepreneurship (WES)<sup>28</sup> that unifies the diplomats of the 31 European countries governments.

In the area of the Small Business Act, a European Network of the Ambassadors of women entrepreneurship is established; they are women, who have success in their job, and who have the task to promote the women entrepreneurship in schools, universities, Associations and in the media, aiming to inspire women of all ages to create their own enterprise. In the first year of activity, 150 ambassadors participated to 141 events and *workshops* where more than 7,600 people took part.

In addition to support women in the creation of new enterprises, the network is fundamental to encourage national Governments to implement active policies. Spain, Latvia and Finland financed programmes oriented to women entrepreneurship; Austria and Holland rendered special arrangements for women entrepreneurs who are in maternity, marriage or sickness leaves; Romania organized a national day dedicated to women entrepreneurs; Great Britain organized a Flying Start Program to foster the entrepreneurship among graduated women.

Italy owns the first place in Europe for the number of women entrepreneurs and self-employed female workers (Chart 4). A European leadership also confirmed by the burden that women entrepreneurship has on the total of the employed women: this quota is 16.2% in Italy, well higher than 10.2% of the Euro area average.

**Chart 4 - Women entrepreneurs and self-employed female workers in the main European countries, (2012 absolute values)**

Italy	1.565,400
Germany	1.375,100
United Kingdom	1.238,800
Poland	1.036,500
Spain	926,900
France	849,600
<b>EU-27</b>	<b>10.182,000</b>

Source: Eurostat data processed by the MISE

<sup>27</sup> Brussels, 23.2.2011 COM(2011) 78 final, Communication from the Commission to the European Parliament, the Council, Economic and Social Committee and the Committee of the Regions Review of the "Small Business Act" for Europe.

<sup>28</sup> WES the European network to promote women's entrepreneurship.

## 4.6 *Network Contracts and Micro-SMEs: two qualitative investigations by the Directorate General for SMEs and for Cooperatives*

### 4.6.1 Introduction

The thorough knowledge of the productive fabric, the related diffusion and evolution on the territory, its principal strengths and weakness factors, the adopted strategies of the enterprises to become competitive again represent the first, fundamental step for the public decision maker in the definition and the following implementation of both short and medium-long term industrial policies measures.

The informative sources on the European and Italian productive system are several and they include both quantitative nature data, generally supplied by ISTAT, and qualitative nature proceeds from the several Investigations conducted by the main Bank institutions and Research centers (Banca d'Italia, Intesa San Paolo, Unicredit, Unioncamere, North East Foundation, etc.).

In this background, the Network Contracts Observatory established at the Directorate General for SME and for Cooperatives of the MISE is included to reach three different purposes: a) to monitor and follow the trend of the Network Contracts by the data which are supplied by Infocamere-Unioncamere; b) to fulfill field Investigations to examine in-depth this innovative and recent modality of aggregation; c) to fulfill structural Investigations on the representative samples of Micro-SMEs to examine in-depth aspects and thematic which can't be investigated by "hard" data.

In particular, during 2012, two different Investigations were conducted: the first one, fulfilled in May, was extended to a sample of just over 300 enterprises which were involved in 159 Network Contracts. The investigation, conducted by the method of the Cati telephone interviews (Computer assisted telephone interview), placed itself the purpose to identify some characteristics of the Network Contract (territorial size, duration, renewal, institution of a capital fund and a common authority), the main informative sources which allow the enterprises to know this innovative modality of aggregation, the purposes which led the enterprises to choose the Network Contract, the relative advantages and disadvantages, the relations with the bank system, the judgments and the expectations on the *performances* of some businesses variables (orders, turnover, employment, exports, production costs), the improvements to be brought for a wider use of this instruments.

The second investigation, conducted in the month of July 2012, regarded a representative sample of 1,000 Micro-SMEs and it tried to examine in-depth the main innovation strategies adopted in 2008-2011; the networks and the enterprise *networks*; the knowledge and utilization degree of the Micro-SMEs regards the recent measures adopted by the Government in their favour in the area of the SBA implementation.

### 4.6.2 Network Contracts

The Network Contract - established by Law No 33/2009 and refined under the Development Law in July 2009 (Law No 99/2009) - tends to formalize an innovative modality of aggregation, able to overtake some structural difficulties of our productive system, mainly ascribable to the moderate businesses sizes.

In fact, the Network Contract is a contract among enterprises, which collaborate among them employing in common some economic activities, though maintaining the own legal subjectivity and operative autonomy. It aims to allow companies, geographically distant too, to aggregate among them, to share the know-how, to invest in research, to start development



strategies and to penetrate in foreign markets, to share the qualified professional resources; these are activities, which enterprises, above all micro and small-sized ones, could not fulfill alone.

Just over than two years (from the end of March 2010 to the end of December 2012), on the basis of the more recent conditions supplied by Unioncamere, 647 Network Contracts have been fulfilled which involved 3,350 enterprises spread in all the Italian territory.

The success with which this specific modality of aggregation has been welcomed by hundreds of enterprises - above all starting from the last months of 2011 up to now -, the wide use of the tax relief provided in July 2010, the increasingly urgent need to adopt innovation strategies of both process and product in order to maintain the market shares, the growing globalization which leads the enterprises to exit the localism and to increasingly appear towards distant markets are all factors which tend to strengthen the certainty that the network could represent a deeply innovative paradigm able to increasingly spread and consolidate itself at sector and territory-based level.

Considering that, in the area of the Network Contract Observatory, fulfilled by the Directorate General for SMEs and Cooperatives - Unit VIII - del Ministry of Economic Development, with the main purpose to monitor the trend of this modality of aggregation, in May 2012 a qualitative investigation was conducted on a just over sample of 300 enterprises belonging to 159 Network Contracts.

As it is gathered by the analysis of the qualitative investigation outcomes, the Network Contract is the first modality of being together for the majority of the interviewed enterprises: in fact, 59.2% of them states that they don't belong to other forms of aggregation, whilst a more moderate percentage quota affirms to adhere to an Association on a temporary basis among enterprises (19.7%) or to a Consortium with external activities (16.4%). So, the Network Contract could act as a springboard and represent a knowledge vehicle for other forms of aggregation.

Just over the half of the interviewed enterprises states that the established duration of the Contract is lower than five years (this quota is equal to 62% among micro enterprises); 11.5 of the enterprises advises that the duration established by the Contract is between ten and twenty years, whilst, for about 20% of the enterprises, the duration of the Contract exceeds twenty years.

57.6% of the sample affirms that the tacit renewal of the Contract (61.8% for the small-sized enterprises) is provided. Meanwhile, 89.5% of the enterprises shows that they established a capital fund; 29.8% states that the amount of the fund is between 10,000 and 30,000 Euros whilst it is equal just over than 10% of the enterprises quota which indicates that they established a fund of over than 200,000 Euros. Just less 84% is the quota of the interviewed sample that affirms they established a common Authority in charge of managing the implementation of the Contract or of single parts or phases of the same one. Moreover, the percentage quota of micro-sized enterprises which declares that they established this fund and a common authority (equal to, respectively, 90% and 86%) is higher.

The long duration of the Contract (over than 10 years for at least 30% of the sample), followed by a *governance* that is fairly compound (testified to the presence of the capital fund and to a common authority for about 90% of the enterprises that were interviewed) seems to underscore, in synthesis, the important role conferred by many enterprises to this new modality of aggregation through which accomplishing ambitious projects and articulated common programmes of activities.

Among the purposes that enterprises adherent to the Network Contracts assess as priority, above all emerge: the increase of their own competitiveness capability to penetrate in the Italian market (for 63.8% of the interviewed sample; 73% of the micro enterprises), product and service innovation (59.9%), the promotion of a common brand and the fulfillment of research and



development activities (both 52.3%), the increase of the own capability to penetrate in the European markets (50.7%).

Over 1/3 of the enterprises states that the adhesion required the advantage to increase their own *know how* and to improve their own corporate commercial relations.

The investigation also tries to examine in-depth the relations between the enterprises which adhered to a Network Contract and the bank system: just over 60% of the enterprises affirms that the Bank should adequately appraise the participation of the enterprise to the network; only 20.4% of enterprises (25% among the large enterprises) advises that the main Bank has already considered the participation of the enterprise to the Network Contract a credit *plus*: it is in particular acknowledge by the reduction of the required guarantees (38.7%), the high quantities of granted credit (21%) and the reduction of the interests rates (12.9%). 18.8% of the enterprises think that it is not necessary that the participation to the Contract is appraised by the credit system.

The adhesion of the enterprises to the Network Contracts (at least one year) seems to have a positive effect on the *performance* of the main corporate variables; especially a moderate quota of the interviewed enterprises advises above all an increase of the turnover and of the investments equal to, respectively, 38.5% and 33.3% of the total. The micro enterprises in particular indicate a positive effect on the trend of the turnover and of the investments. It is also favorable to point out the high percentage quota of enterprises (47.4%) that indicate to maintain stables their employment levels.

The forecasts on the evolution of the same variables by the enterprises which have recently adhered to the Network Contract (less than one year) are more optimistic; almost the half foresees to increase the investments and the turnover whilst the enterprises quota is equal to 24.8% which advises a depression of the production costs by the adhesion to the Network Contract.

In the end, about the possible improvements for the Network Contract, the interviewed enterprises suggested: to recognize a network rating by the bank system, i.e. a credit assessment to be attributed to this specific modality of aggregation (an assessment in this way is expressed by 75.3% of the interviewed sample; 79% among the enterprises with up to 9 employees); to make the tax incentives continuous in the time (74%); to improve the information about the instrument and the related diffusion on the territory (68.4%); to expand the Contract to other subjects, in particular to Universities and Research Centers (53.3%).

#### **4.6.3 Structural investigation on Micro-SMEs: innovation strategies, business networks and level of acknowledgement about the industrial policy.**

The Directorate General for SMEs and for Cooperatives - Unit VIII - of the Ministry of Economic Development conducted an investigation on a representative sample of 1,000 micro, small and medium enterprises in July 2012, with the main purpose to examine in depth the following thematic:

- the main innovation strategies adopted during 2008-2011;
- networks and enterprise *network*: the analysis is about to understand if the enterprise operates in the network or it is isolated and the several factors which lead the enterprise to collaborate or not with other enterprises and also the aggregation-related advantages;
- the knowledge and use degree by the Micro-SMEs of the recent measures adopted by the Government in their favor about the implementation of the SBA and the effect of the several measures about some corporate variables (turnover and employment).

Innovation strategies: a significant quota of the Italian enterprises (59.9%) adopted, in a period of deep economic recession (2008-2011), a series of innovation strategies mainly articulated





through the purchase of equipments, facilities and software (for 37.3% of the sample), the creation of new products (27.3%) and new services (20.1%).

Thanks to these strategies just less than the half of the enterprises registered an improvement of the quality of their own products and services (49.6%) and an increase of the number of the products and the services that they offered (46.6%); they are followed by a significant distance by the access to new markets (19.2%) and a major productive or services supply capacity (18.9%). The innovation activity appears positively related to the sizes of the enterprise: it is particularly equal to 27% of the micro enterprises quota which advises to create new products against the higher quotas for small and medium enterprises, equal respectively to about 37% and 53%. As regard as the creation of new services and the purchase of equipments, facilities and software, medium-sized enterprises seem more *innovative oriented* than micro and small enterprises. In the quality of the effect of the adopted strategies, a higher percentage quota of small enterprises (in comparison with other two size typologies) specifies to fulfill a qualitative *upgrading* of their own products.

Networks and enterprise network: it emerges from the investigation that 13.7% of the sample operates in the network (whereof 9.2% with other enterprises permanently and 4.5% occasionally). Above all large enterprises created relations with other enterprises (26.6%, whereof 18.5% with other enterprises permanently and 8.1% occasionally) and, on the contrary of what emerges from other investigations, those operating in the Southern area of the country. A high enterprises quota (86.3%) operates apart, led mainly by the desire of autonomy. 46% of the Micro-SMEs which don't aggregate explains this behavior with the fear to be forced to renounce to its own autonomy; they are followed by a "distrust" effect to collaborate with other enterprises (13.2%) and the lack of enterprises with which create relations (10%).

Among the enterprises which operate in the network, 33% states that it is in a Temporary Association of Enterprises (ATI), 21.5% in Cooperatives groups, 13.7% in Head Corporations; 0.8% advises to adhere to Network Contracts with "peaks" of 2.7% and 7.5%, among small and medium enterprises, respectively. 50.8% of the enterprises in the network (62% among those operating in the South of the country and 72.4% among those which supply services to the enterprises) thinks that the consolidated relations with other enterprises can favor an improvement of their own competitiveness both in the internal and external market.

Network effects: the investigation underlines - in confirmation of other analysis and researches - that the related enterprises have that extra oomph regarding the isolated ones; in particular the quota of the enterprises in the network (13% against 6.4% of those that aren't in the network) was higher and it perceived an increasing attention of the Institutions in favor of the Micro-SMEs as the quota of related enterprises that point out acknowledging the SBA seems higher: 29.5% in comparison with 16.3% of the isolated enterprises. Meanwhile, following the several benefits, the impact on the turnover and on the employment seems substantially more positive for the enterprises in the network. Finally, the aggregation seems to represent an incentive for the innovative activity: about 75% of the enterprises in the network adopted innovation strategies during the period 2008-2011 (against just less than 58% among the isolated enterprises) above all oriented to the creation of new products and services and the purchase of equipments, facilities and software. As effects of these strategies, the enterprises in the network in particular indicate to increase the products and services offered to the customers, to obtain a higher flexibility in the production or in the services supply and to increase their market share.

In the end, the investigation examines the knowledge and use degree of the recent measures adopted by the Government in favor of the Micro-SMEs about the implementation of the SBA and the effect of the several measures on some corporate variables (turnover and employment): for an exact close examination of the outcomes, see the previous paragraph 1.4.3.

