

Prosjekt SWENOR: "Innovasjon, effektivitet og samarbeid som viktige faktorer for svenske og norske SMB i internasjonale arenaer"

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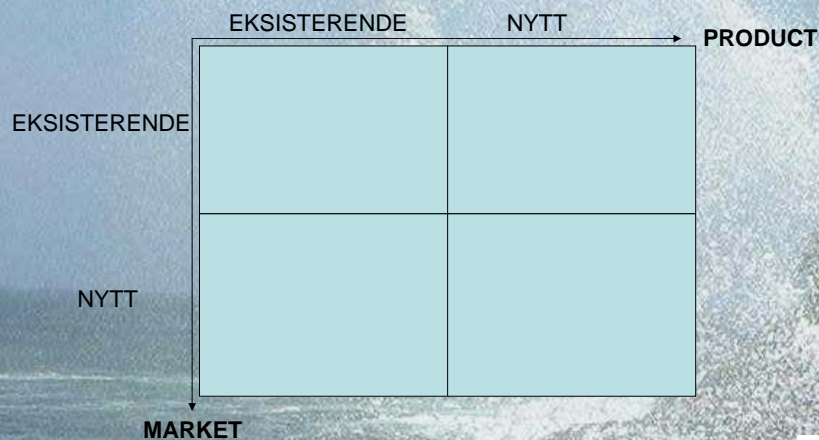


Project overall objective

- Increase Swedish/Norwegian part of the donor financed international projects by EU and world bank by developing a network of water-/environment technology companies
 - Start a Swedish- Norwegian cooperation in international tendering and together develop new markets/win projects
 - Coordinate and raise competence within the SMEs companies in the tendering processes.
 - Match the Swedish and Norwegian water-/environment SMEs companies with the international network of EU companies, active in international tendering and develop new contacts with local international companies and Authorities/Governments



Product and market



GOALS AND FOCUS AREAS

- Make more Swedish and Norwegian companies interested in this big international project export business and make the international market available for them
- The main project area is environmental projects and specifically the water area.
- Main market Balkan –countries
- NIVA and IVL have the intention to assist SME`s in both countries to take part in the complex international bidding process



Bidding process - simplified

Invitation for EOI

Sending in EOI
(Lead and partner group incl. local partners)
Show expertise and competence to do the job and CV's

Shortlisting and TOR

The tough job to show the ability to deliver
according to TOR (technical/economy)

Win project ?

Negotiation and possible contract

Project execution

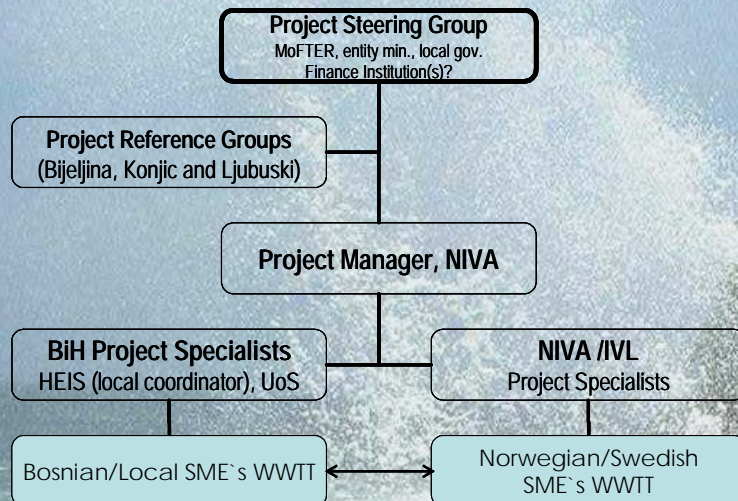


First year 2007

- Coordination on methodology - IVL and NIVA
- Introduction/"feed-back" meetings with SME's both in N./S.
- Participated in international biddings:
 - Scanned more than 1000 projects
 - Developed Expression of Interest (EOI) for 3 world bank projects together with international and national partners
 - Shortlisted in 2 projects (Croatia) – "Cleaning technology coastal cities"
 - Application delivered : "PROWWAT" - Project proposal for competence building in sustainable waste water management for small communities in Bosnia and Herzegovina



PROWWAT



FURTHER STRATEGY/WORK

NIVA/IVL as lead, intend to do a regional search both in Norway and Sweden to recruit and start a cooperation between SMEs within Water Environmental technology towards an international market

NORWAY:

Dialog with Innovation Norway in arranging regional meetings with potential SMEs

Time schedule:

September- October: Contact meetings with IN (central/regional)
November/December: Regional meetings with SMEs within water and Environment technology in cooperation with IN



Goals 2. year 2008

Letter of Agreement between IVL/NIVA and SMEs in Norway and Sweden

- Establishing a task group within NIVA/IVL (lead) and SMEs to handle "Search for international appropriate projects", incl. EOI, Work with shortlist documents/Terms of Reference (TOR)
- Deliver 5-10 EOI with IVL/NIVA or Norwegian lead consultancy companies as lead, and with S/N-SMEs as subcontractors within water and environment technology
- Shortlisted in 3-6 projects
- Win 1-2 projects

