



Seminar “Shaping Best Practice III”

**European Structural Funds
2000 - 2006**

Competitive Regions – Shaping Best Practice III
Magdeburg, Saxony-Anhalt
5. - 7. October 2005



SACHSEN-ANHALT



www.best-practice-magdeburg.de

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INNOVATION

Grant Luscombe

“National Wildflower
Centre”

United Kingdom



Grant Luscombe MBE

Chief Executive
LANDLIFE

Hauptgeschäftsführer
LANDEBEN



Shaping Best Practice
Magdeburg, 05.-07.10.2005



A Trojan Mouse

“Don’t doubt that a small group of thoughtful,
committed citizens can change the world.
Indeed, it’s the only thing that ever has”.

Eine trojanische Maus

“Zweifeln Sie nicht, daran, dass eine kleine
Gruppe von nachdenklichen und engagierten ,
Bürgern die Welt verändern kann. Tatsächlich
sind das die Einzigen, die das jemals geschafft
haben.”



Margaret Mead



BUDGET ETAT

- **Budget: £4,301,542** ERDF (17.7%)£762,575
- **Etat: €6,181,315** ERDF (17.7%) €997,837
- National Private £2,456,959
- von Privat €3,530,650
- National Public £1,082,007
- aus Öffentlichen Mitteln €1,554,844





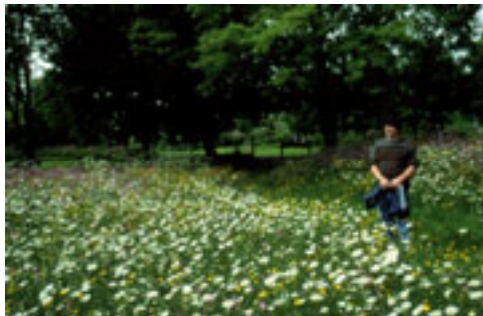
NATIONAL WILDFLOWER CENTRE SEEDS FOR GROWTH

National Visitor Centre
30ha Wildflower Seed Production

NATIONALES WILDPFLANZENZENTRUM SAMEN FÜR WACHSTUM

Nationales Besucher Zentrum
Samen Produktion 30ha Wildflower





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CREATIVE CONSERVATION A HELPING HAND

Making new places for nature
and encouraging people to enjoy them

KREATIVE ERHALTUNG EINE HELFENDE HAND

Neue Plätze für Natur schaffen und die
Menschen dazu anregen, diese zu
genießen

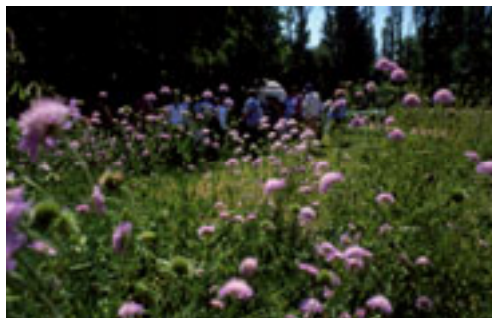








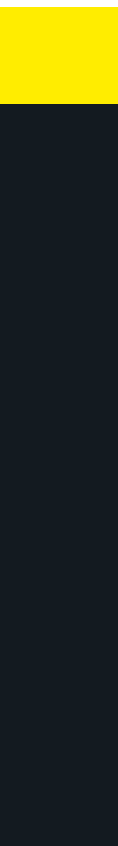
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We love EU EU made the difference

TIMESCALE: 5 year funding
ZEITSPANNE: 5-Jahres-Finanzierung
LEVERAGE: public & private funds
ETAT: öffentliches u. privates Kapital
LINKAGES: other programmes
VERBINDUNGEN: andere Programme
PROFILE : raised
PROFIL: angehoben



RENEWAL AND REVIVAL ERNEUERUNG UND WIEDERBELEBUNG

- Most deprived local authority in Britain
- Eine der ärmsten Kommunen in Großbritannien
- £10m inward investment
- Innere Investition €14m
- £5m construction programme
- €7m-Aufbauprogramm
- 32 additional jobs
- 32 zusätzliche Arbeitsplätze
- £1.5m turnover on site
- €2.1m-Umsatz



All you can sing about is what you can see

Man kann nur von etwas inspiriert sein,
was man auch sehen kann





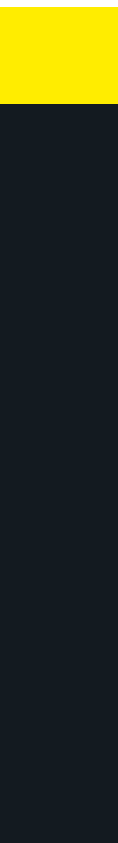
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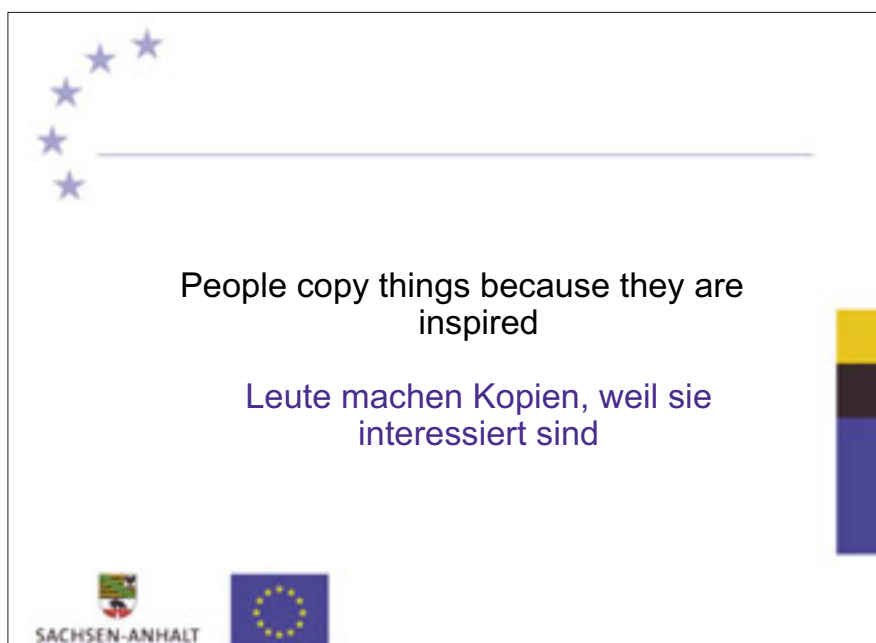
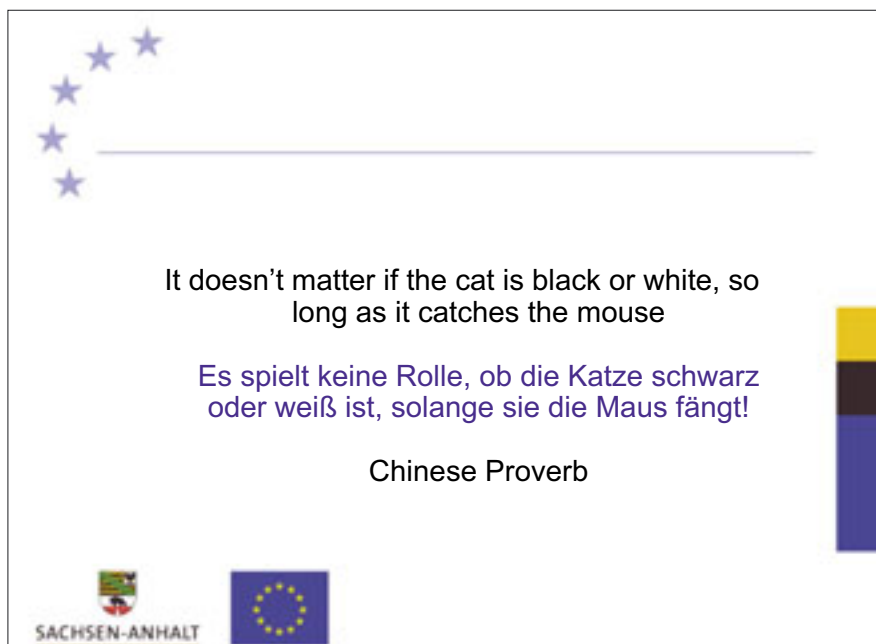


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"It is not the strongest of species that survive, nor the most intelligent but the ones most responsive to change"

"Es sind nicht, die stärksten Arten, die überleben, auch nicht die intelligentesten, sondern die Anpassungsfähigsten"

Charles Darwin



Start Points Not End Points

Fang mit dem Anfang an, nicht mit dem Ende!





FORMENS HUS

The Swedish House of Form in Hällefors

I HÄLLEFORS

INNOVATION

Lars Wieselgren

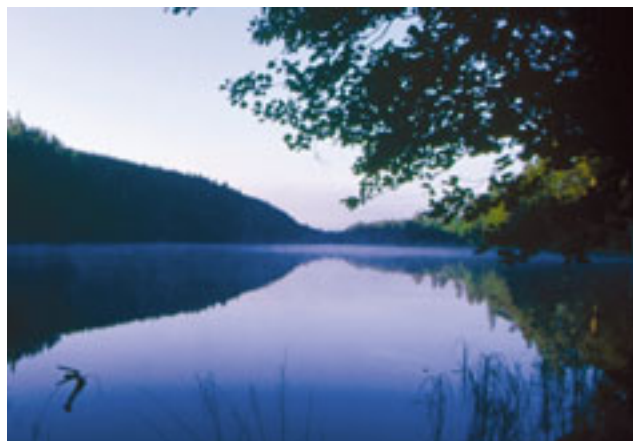
“Swedish House of
Form”

Sweden

Hällefors



Surroundings of Hällefors



Surroundings of Hällefors



Steelworks



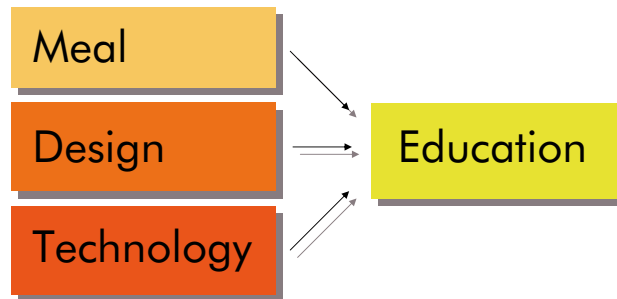
The steelworks of Hällefors, sold to China in 1993

School of Arts



Started in 1991, compulsory

Strategy of the municipality of Hällefors



Rinman Education



The Nordic House of Culinary Art



Students



In 2004: **450** students in Hällefors/Grythyttan

In 2007: **900** students in Hällefors/Grythyttan

Subject: meal/design

Sculpture parks



The Milles Park



Nordic Star Park



Park of the Masters

The largest private collection of Swedish sculpture masters in Sweden.

Formens Hus i Hällefors

The Swedish House of Form

We are a unique meeting place in design education and research where people get a possibility to explore, develop and get insights in how form and design affects society, business, and man in her environment.



Formens Hus i Hällefors

The Swedish House of Form



36 000 sq foot

Opening 26th of November 2005



Formens Hus i Hällefors



The first house
in the world to be
certified according
to Factor 10.

Exterior finished in December of 2003

Organization

- Municipality of Hällefors
- The Swedish House of Form Foundation
 - founded by the municipality of Hällefors, the Swedish Society of Crafts and Design and the Swedish Industrial Design Foundation



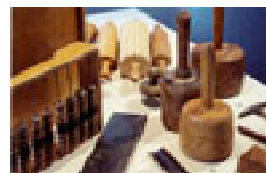
Svensk Form



Exhibitions



Design : 1900 -
Industrial Design Collection
20th century, 600 items



Designer: no name
Ordinary utility goods



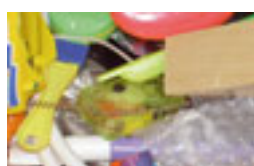
Apartments of the 50s
Working class apartment and a modern apartment inspired by H55

Research library

Art	2200 volumes
Design	1700 volumes
Graphic Design	1100 volumes
H 55, Le Corbusier, Stockholm Exhibition 1930	1000 volumes



Material library



Research/Education

Workshops
Conferences
Educational program
FIDU



Target group:
Industry
Educational institutions
Public sector
General public

Universities/Collaborations



University College of Borås



School of Design and Crafts (HDK, Gothenburg)



University College of Arts, Crafts and Design
(Konstfack, Stockholm)



Lund University



Umeå University

International network/KODEC

Cooper-Hewitt, National Design Museum
Domus Academy
Formens Hus i Hällefors
Museum of Modern Art
Parsons School of Design
Ecole des Beaux Arts St.Etienne
University of Art and Design Helsinki



FORMENS HUS

The Swedish House of Form in Hällefors

I HÄLLEFORS

International network/KODEC

Kodec is a network of institutions engaged in and supporting the education of design. It is initiated by the Swedish House of Form in Hällefors.

The network shall be based on and develop design sciences and be entirely free from any political or religious organisations.

The name stands for; Knowledge-Organization-Design-Education-Collection.

The members are deeply interested to explore how to organize design knowledge and finding ways of education of design as well as building systems for the pedagogic use of intelligent design collections.

The network is open to a selected number of institutions from several countries each representing a non-competing situation in their own area.

The aim is to be a practical working network as well as finding methods of exchanging information and support.

The network will meet regularly in an academy and also to create workshops as well as retreats.





Energiekompetenz**PLUS** und andere - Wachstum und Beschäftigung durch das Entwicklungsprogramm Ländlicher Raum

Shaping Best Practice
Magdeburg, 05.-07.10.2005



Baden-Württemberg

INNOVATION

Barbara
Eusterschulte

“Energie Kompetenz
Plus and others”

Germany



Ministerium für Ernährung und Ländlichen Raum Baden-Württemberg (MLR)



Peter Hauk MdL
Minister für Ernährung
und Ländlichen Raum
Baden-Württemberg

"Als Strukturministerium trägt das MLR
besondere Verantwortung für die
Entwicklung des ländlichen Raumes.

Mit dem Entwicklungsprogramm
Ländlicher Raum wollen wir die
Gemeinden im Ländlichen Raum stärken."



Baden-Württemberg



Entwicklungsprogramm Ländlicher Raum (ELR) Baden-Württemberg

Das Entwicklungsprogramm Ländlicher Raum

- fördert die ganzheitliche
Strukturentwicklung ländlich geprägter
Gemeinden,
- in den Ziel-2-Gebieten mit Unterstützung
durch den EFRE



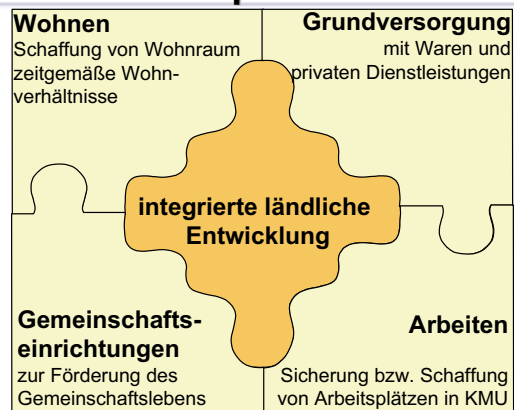
Baden-Württemberg

Ziele des ELR

- Erhalt und Verbesserung der Lebens- und Arbeitsbedingungen im Ländlichen Raum
- Vermeidung der Abwanderung in die Ballungszentren
- sorgsamer Umgang mit natürlichen Lebensgrundlagen



Förderschwerpunkte des ELR



Prioritäten des ELR

Strukturverbesserung des Ortes in seiner Gesamtheit

Umnutzung bestehender Gebäude

Schließung von **Baulücken**

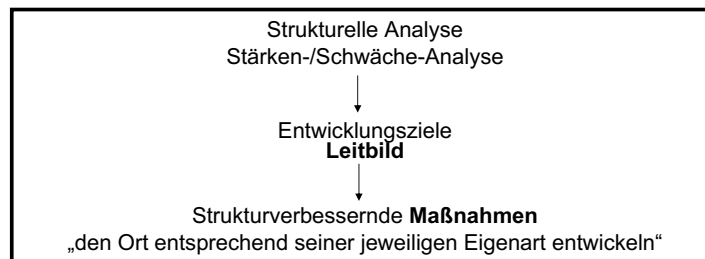
Entflechtung unverträglicher Gemengelagen

Schonender Umgang mit den natürlichen Lebensgrundlagen



Aufnahmeantrag

Gesamtkonzeption



übergemeindliche/überörtliche Zusammenarbeit



Verfahren der Antragsauswahl

- Anträge durchlaufen mehrere Stufen:
Priorisierung der Konzeptionen und Vorhaben durch Auswahlgremien nacheinander auf Ebene der Gemeinde, des Landkreises und des Regierungsbezirks
- dadurch hohes Maß an Subsidiarität und Akzeptanz



Ziel-2-Förderung in den ländlichen Gebieten 2000-2006

Rahmen für Förderung in den ländlichen Ziel-2-Gebieten:

- EFRE-Budget: 62,8 Mio.€
- Maßnahmen:
 - Entwicklung der wirtschaftlichen Infrastruktur
 - Förderung von kleinen und mittleren Unternehmen
- Fokussierung des ELR auf die Schwerpunkte "Arbeiten" und "Gemeinschaftseinrichtungen"



KMU-Förderung im Rahmen von Ziel 2 durch das ELR

Förderung der Investitionskosten nach KMU-Kriterien und -Fördersätzen bei

- Verlagerung aus unverträglicher Gemengelage (bei Nutzungskonflikten)
- Reaktivierung von Gewerbebrachen
- Erweiterung von Unternehmen
- Neuansiedlung von Unternehmen



Geographische Lage der Ziel-2-Fördergebiete und Projekte

Baden-Württemberg



- Ziel-2-Gebiet
- Phasing-out-Gebiet
- Projektstandort



Glassline GmbH Adelsheim



- Unternehmen: spezialisiert auf Entwicklung, Herstellung, Montage und Vertrieb rahmenloser punktgehaltener Verglasungen
- Förderung: Verlagerung aus einer beengten Lage ohne Erweiterungsmöglichkeiten in das Ziel-2-Gebiet und Reaktivierung einer Gewerbebrache
- Expansion durch Ausweitung der Produktion der Grundelemente
- Schaffung neuer Arbeitsplätze






Glassline GmbH - Produkte



Bürogebäude Attendorn



Tellerpunkthalter



Gottlieb-Daimler-Stadion Stuttgart

www.glassline.de




Baden-Württemberg




Glassline GmbH Beitrag zur Lissabonstrategie

Innovation

- Entwicklung von Punkthaltesystemen für rahmenlose Glasarchitektur in Verbindung mit typenstatistischer Glasberechnung, für die eine allgemeine bauaufsichtliche Zulassung besteht.

Nachhaltigkeit

- Eindämmung des Flächenverbrauchs durch Reaktivierung einer Gewerbebrache

Wachstum und Beschäftigung

- 4 neue Arbeitsplätze (Gesamtzahl Arbeitsplätze nach Investition: 16 lt. Antrag)




Baden-Württemberg




MHG Fahrzeugtechnik Böbingen

- Unternehmen: Entwicklung und Produktion von motorperipheren Komponenten für führende Automobilhersteller und Motorsportkunden
- Förderung: Verlagerung aus beengter Lage ohne Erweiterungsmöglichkeiten in ein Gewerbegebiet und Expansion
- Schaffung zusätzlicher Arbeitsplätze




Baden-Württemberg



MHG Fahrzeugtechnik Betriebsgebäude und Produkte



www.mhg-fahrzeugtechnik.de



Baden-Württemberg



MHG Fahrzeugtechnik Beitrag zur Lissabonstrategie



Innovation

- Entwicklung von Verfahren zur Perfektionierung der Umformtechnik für Kleinstmengen

Nachhaltigkeit

- nachhaltige Entwicklungsstrategie für das Unternehmen

Wachstum und Beschäftigung

- 10 neue Arbeitsplätze (Gesamtzahl Arbeitsplätze nach Investition: 60 lt. Antrag)



Baden-Württemberg



EnergiekompetenzPLUS



Energiekompetenzzentrum im ländlichen Ziel-2-Fördergebiet in einem Wohn- und Geschäftshaus in Passivbauweise mit folgenden Funktionen:

- Energieberatung für zukünftige Bauherren, Handwerksbetriebe, Architekten und alle Interessierten
- Erstellung der baulichen Investition in Passivbauweise als Demonstrationsobjekt
- Durchführung von Weiterbildungs- und Qualifizierungsmaßnahmen für Handwerk und Architekten
- Kooperationsnetzwerk zwischen Betrieben, Architekten, Energieversorgungsunternehmen, Agendagruppen, Behörden, Kammern, Verbänden etc.



Baden-Württemberg



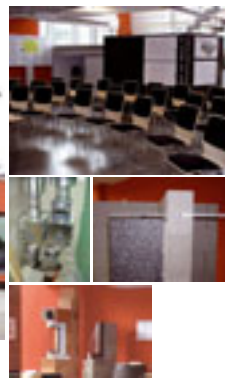
EnergiekompetenzPLUS · Förderkonzept



- **bauliche Investition** durch einen privaten Investor
-> Förderung durch ELR und EFRE
- **Betrieb** durch einen eingetragenen Verein mit Mitgliedern der Handwerksinnungen, der Architektenkammergruppe und Partnern aus dem Bereich Ausbildung und Verwaltung (PPP)
- **Beratung** durch Angestellte des Ostalbkreises und der Stadt Aalen
-> Förderung durch Landesmittel
- **Qualifizierungsmaßnahmen** für Handwerk und Architekten
-> Förderung durch den ESF



EnergiekompetenzPLUS Wohn- und Geschäftshaus



www.energiekompetenzplus.de



EnergiekompetenzPLUS Beitrag zur Lissabonstrategie



Nachhaltigkeit

- verstärkter Einsatz ressourcenschonender Innovationen im Bausektor
- Reduktion des CO₂-Ausstoßes und Schonung endlicher Ressourcen

Steigerung der Wettbewerbsfähigkeit

- durch Qualifikation und Kooperation

Wissensgesellschaft

- Netzwerkbildung zwischen den Beteiligten

Wachstum und Beschäftigung

- Schaffung und Sicherung von Arbeitsplätzen





Förderung der Projekte

- Glassline GmbH:

Gesamtkosten:	1.061.900 €
förderfähige Kosten	1.026.500 €
EFRE:	76.950 €
ELR-Landesmittel:	76.950 €
- MHG Fahrzeugtechnik:

Gesamtkosten:	3.144.445 €
förderfähige Kosten	2.460.336 €
EFRE:	122.966 €
ELR-Landesmittel:	122.966 €
- Energiekompetenz**PLUS**

Gesamtkosten:	1.703.745 €
förderfähige Kosten	831.386 €
EFRE:	62.354 €
ELR-Landesmittel:	62.354 €



Bilanz des ELR

- Schaffung von mehr als 18.000 Arbeitsplätzen im Ländlichen Raum Baden-Württemberg seit 1995
- Innovation, Wachstum und Beschäftigung sowie Nachhaltigkeit
- wichtigstes Förderinstrument zur Kofinanzierung im Rahmen von Ziel 2 und LEADER+



Zusammenfassung und Ausblick

Das ELR

- ist ein flexibles Förderinstrument für die Strukturentwicklung des ländlichen Raumes,
- stellt sich den Herausforderungen der überarbeiteten Lissabonstrategie,
- kann auch in anderen Regionen umgesetzt werden.





Resource Efficiency

Shaping Best Practice
Magdeburg, 05.-07.10.2005

Todd Holden and Samantha Nicholson



THE ENWORKS VISION

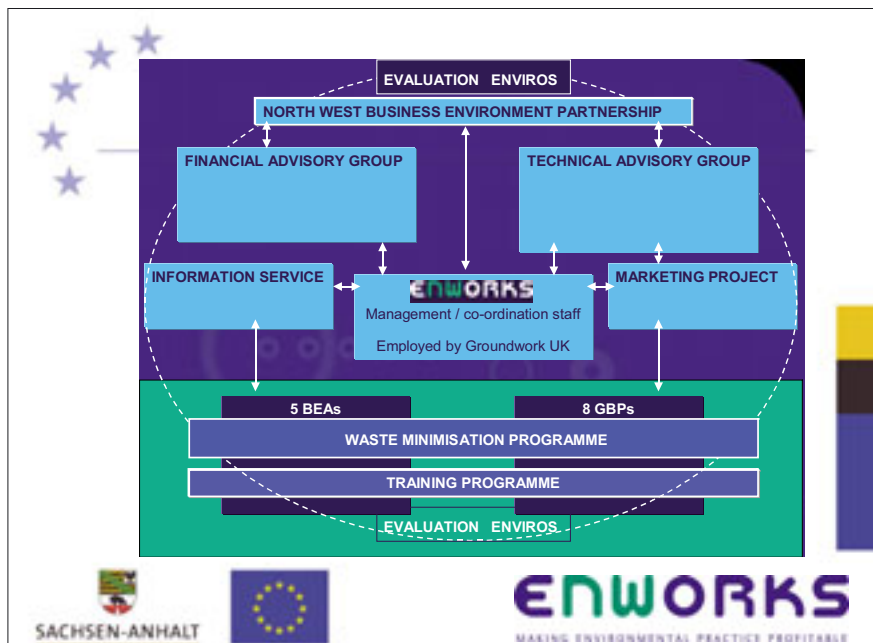
‘An improved environment and
economy for the North West
achieved through the engagement
of business in environmentally
sustainable business practice’



WHY IS ENWORKS NEEDED?

- To plug the gaps where support was unavailable
- To improve communications and marketing
- To work towards a common vision
- To avoid duplication & increase synergy
- To learn from good practice and evaluate success





Project Outcomes

Status	Total Cost Savings to Date	Potential and Actual Annual Cost	Total Capital Cost	Number Of Opportunities	Number Of Companies	Historic Savings
Initial Scope	£0	£2,457,774	£2,117,480	446	128	
Investigation	£0	£758,159	£1,194,330	291	129	£366,230
Feasible	£0	£132,020	£88,050	21	13	£51,749
Non-Feasible	£0	£122,800	£200,600	43	34	£1,300
Implementation	£0	£124,412	£114,706	34	26	£106,346
Achieved	£1,859,442	£3,877,970	£3,376,678	280	187	£2,375,096
total	£1,859,442	£7,473,136	£7,091,844	1,115		

35,000 tonne CO₂, 360,0000 m³ water, 2.2mte raw materials

Challenges

- Securing the ERDF
- Evolving nature of the guidance
- Sales vs. Cost Savings
- Training Partner Organisations



Why Successful ?

- Partnership
- Build on success
- Information systems
- Outcome focused



INNOVATION

Simon Goldsmith

“Green Mark”

United Kingdom



The Green Mark Project

Shaping Best Practice
Magdeburg, 05.-07.10.2005



Green Mark

‘Enabling organisations to understand,
integrate and act on environmental
priorities’



Key Points of Presentation

- Who developed it?
- Why was it developed?
- How was it developed?
- What it is?
- How successful is it?
- What is its future?





Introducing the Project

- The Business Environmental Efficiency (Green Mark) Project
- Managed and delivered by the London Environment Centre (part of London Metropolitan University)
- ERDF funded via the Government Office for London
- Demand led project which is highly innovative, linking in with the Green Mark award scheme



The Green Mark Award Scheme

- Innovative environmental award scheme for business
- Three Levels, Two Routes
 - Common 1st Level for all organisations
 - Environmental Management Route
 - 'Towards Sustainability' Route



Route 1 - EMS

- Level 2
 - Implementation of key areas of an environmental management system
- Level 3
 - Implement all outstanding actions needed prior to certification for ISO 14001





Route 2 – 'Towards sustainability'

- Level 2
 - Using frameworks and tools to help companies make decisions relating to sustainability in pilot action areas
- Level 3
 - Rolling out sustainability to core decision making components of the organisation



Why Green Mark?

- Simple approach integrating sustainability into existing systems
- Increases ability to respond to supply chain pressures
- Positive PR and increased staff morale
- Cost savings associated with increased efficiency
- Compliance with legislation



How is it Delivered?

- Marketing of project 'offer' including Green Mark
- Discussion with company
- Meeting/pre-requisition form
- Audit & Report
- Intermediate Support
- Final assessment & Report
- Award Green Mark?





Support Provided

- Aim is to ensure company ownership
 - Provision of guidance
 - Green Mark system
 - Action plan and best practice information
 - Phone, email, on-site support
- Easy to understand and use
- Friendly and supportive staff
- Support before and during annual reassessment



The Success of the Scheme

- 40 businesses now have Level 1
- Advantages include:
 - €5,000 p/a saved on transport costs (printing)
 - At least one major (over €1.4m million) contract safeguarded (manufacturing)
 - €900p/a saved in energy bills (restaurant)
 - €3,000 saved on transport costs, 2 jobs and at least 1 contract safeguarded
 - Increased ability to recruit and retain high-calibre staff (design)



What do the Businesses Say?

"This award acknowledges the good work already achieved and sets the scene for ISO 14001" Manufacturer

"Green Mark gives SMEs a user focussed opportunity to consolidate and celebrate their Green Credentials" Designer

"We were awarded the Queens Award for Enterprise and Green Mark certainly assisted in our application" Manufacturer

- **Developed and devised with the client in mind**
- **Meets a genuine need**





What Have we Learned

- Strategies for successful partnership working
- Companies bombarded with complicated – often irrelevant support
- Simplification, ownership, positive outcomes and recognition are essential



Impact of Structural Funds

- Can offer a funded service to businesses that would not see the environment as a priority or as an opportunity
- Funding has helped in the development and market testing of a now recognised and inclusive system
- Increased value of environmental drivers and increased responsibility



Looking to the Future

- Taking Green Mark to a wider audience
 - Licencing
 - Interest from US, EU, Pakistan, India and Cuba
 - Seeking partners in Europe to deliver system





Simple Systems Work!

- Green Mark:
 - Demystifies
 - Simplifies
 - Enables
 - Integrates
 - Benefits &
 - Rewards

“Good Behaviour is Good Business”

www.green-mark.co.uk



RESEARCH AND DEVELOPMENT

Samuel
Henningsson

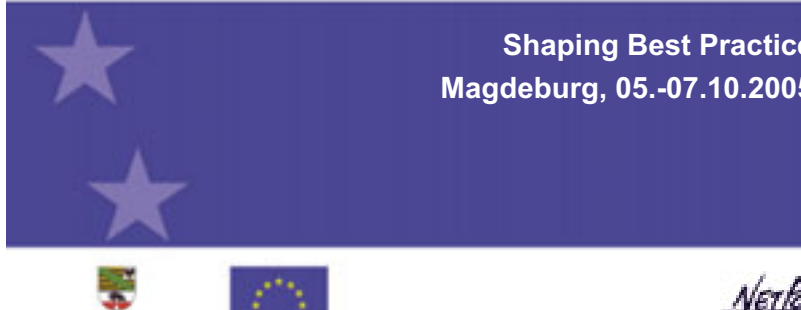
“NetPort
Karlshamn”

Sweden



NetPort.Karlshamn

Shaping Best Practice
Magdeburg, 05.-07.10.2005



NetPort



NetPort.Karlshamn

NETPORT
K A R L S H A M N



NetPort



Why NetPort.Karlshamn?

- A municipality in crisis
- This is what we did
- Future
- Summary



NetPort



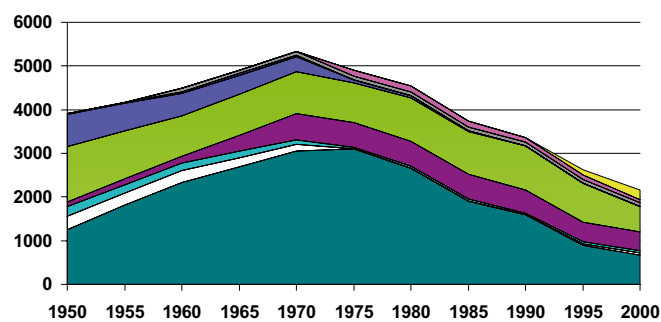
An insignificant region?



NetR



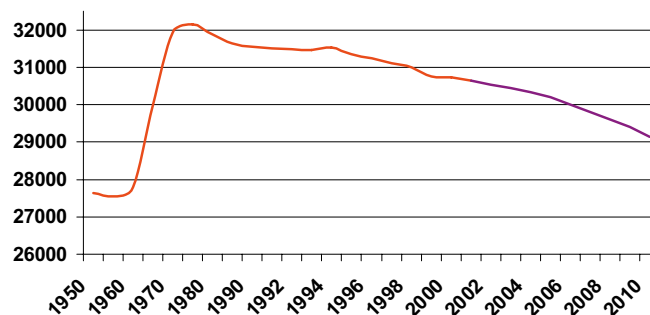
Vacant jobs in companies that offer their products outside the municipality



NetR



Population development 1950-1997



NetR



We must do something!

- Everybody could see that the on-going development would erase the municipality.
- The driving force to survive was stronger than the risk to fail.
- Three focus areas:
 - New Media
 - Experience Industry
 - Intelligent logistics (ITS)



NetPort



Action Plan

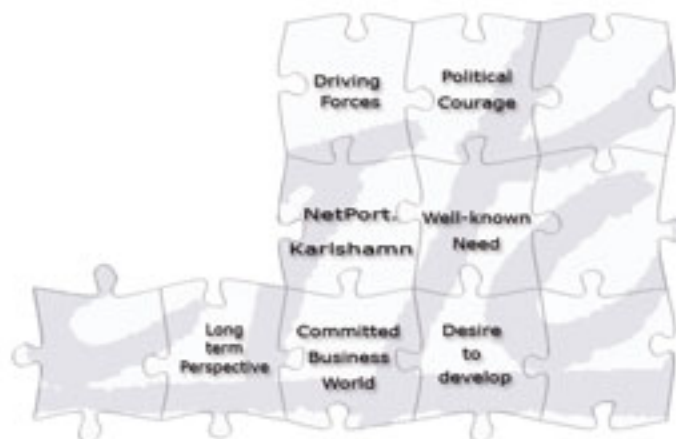
- Vision Karlshamn
- University
- NetPort.Karlshamn
- Meeting Place Experience Industry Karlshamn
- Hard work

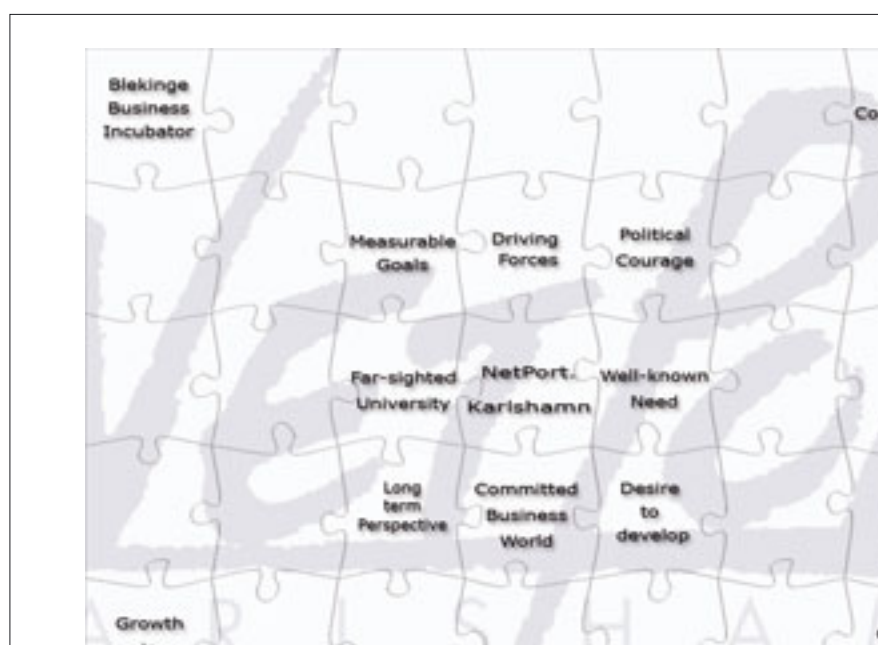
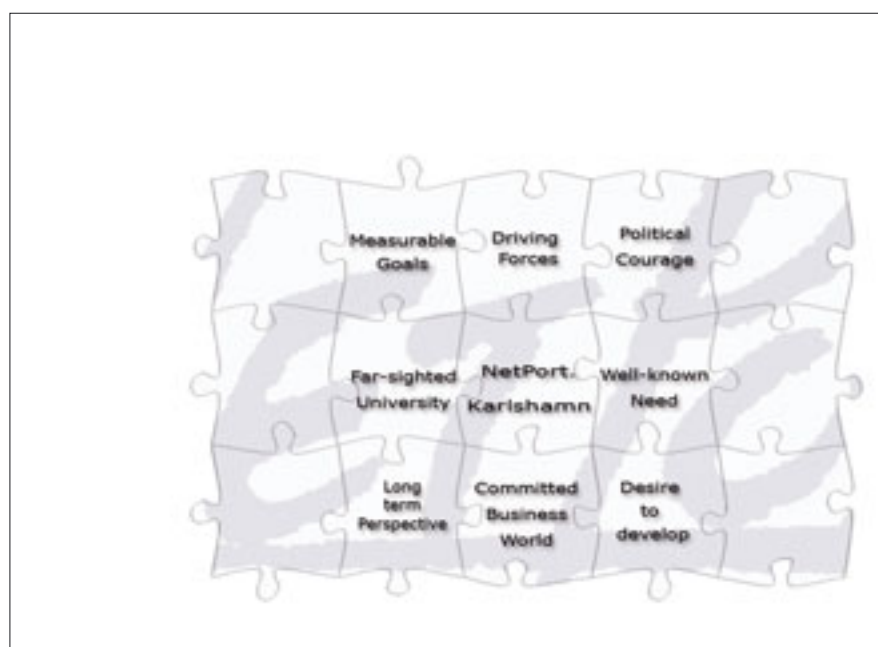
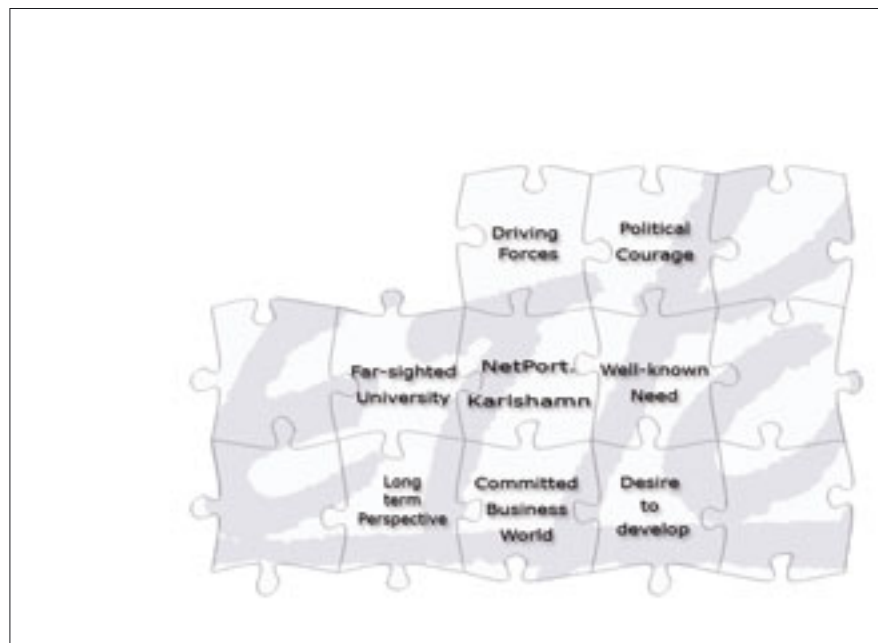


NetPort



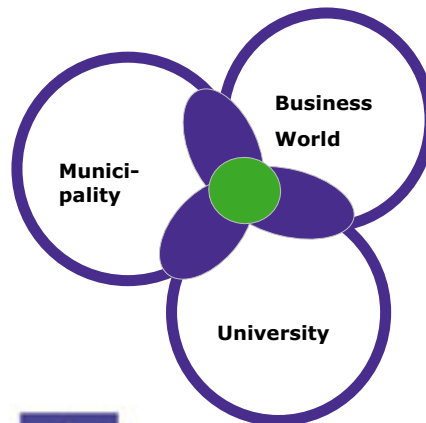








Triple Helix



NETR



Blekinge Institute of Technology

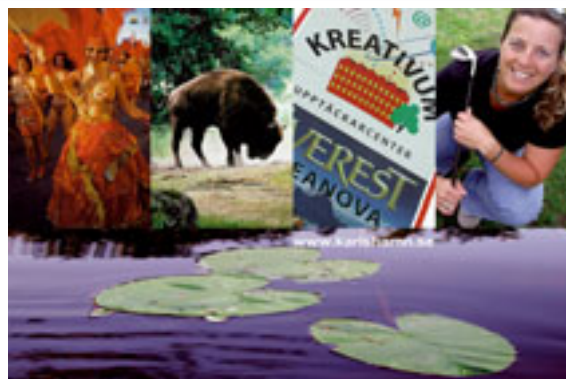
- A young university
- Founded in 1989
- One of three independent universities of technology
- Three campuses



NETR



Karlshamn



NETR



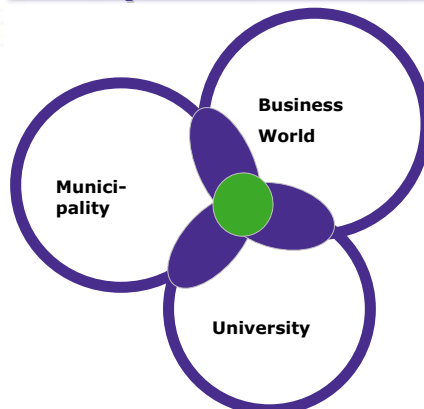
Business World



NetPort



Triple Helix



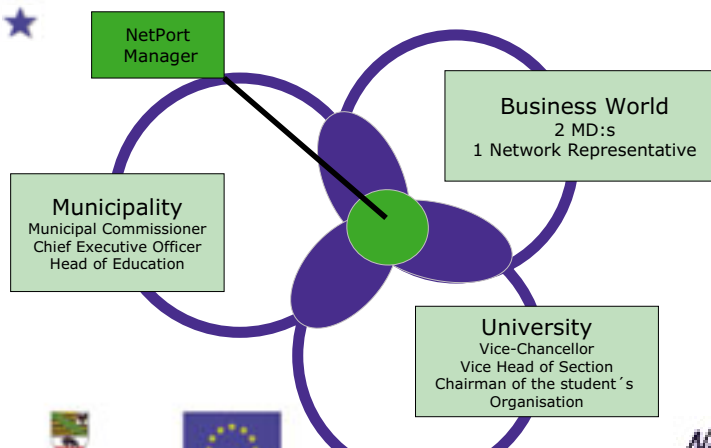
The key to functional Triple Helix is the process leader



NetPort



Board of Directors



NetPort



Vision

NetPort shall be a leading Competence Centre within New Media, Experience Industry and Intelligent logistics.



NetPort



NetPort 's Goals

From the year 2000 to 2010

The year 2010 the following shall be achieved:

- 1500 students in Karlshamn.
- 500 new jobs within NetPort 's focus areas.
- 1000 new inhabitants.



NetPort



NetPort.Karlshamn 2001-2004

New companies	20
New jobs	130
Students in Karlshamn	400
Inhabitants in Karlshamn	225



NetPort



Examples of what we do

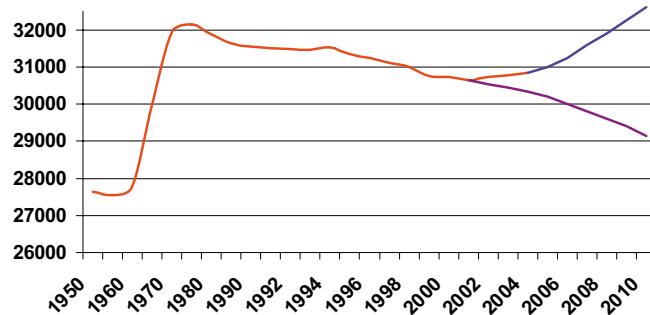
- National research education for development of computer games.
- Development of computer games as a scientific area.
- Computer games as a learning tool in development countries.
- Four doctoral students within the ITS area.
- Two doctoral students within development of computer games.
- A participant of planning the ITS World Congress 2009.



NETB



Population Development 1950-2004 Forecast 2010



NETB



How do we see ourselves?



NETB



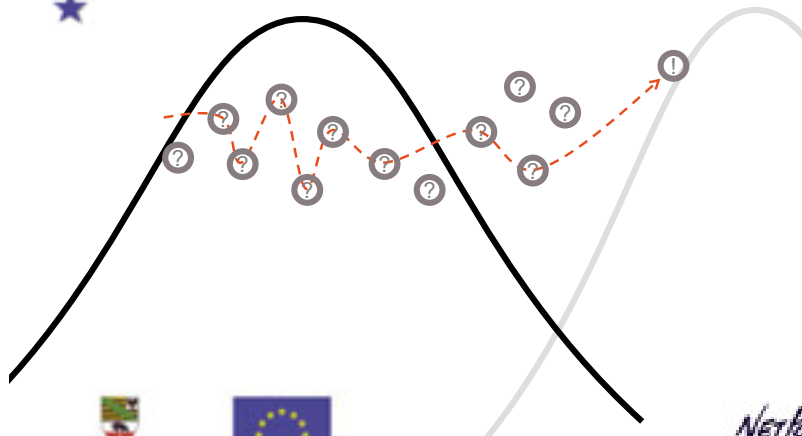
NetPort.Karlshamn's location



NetPort



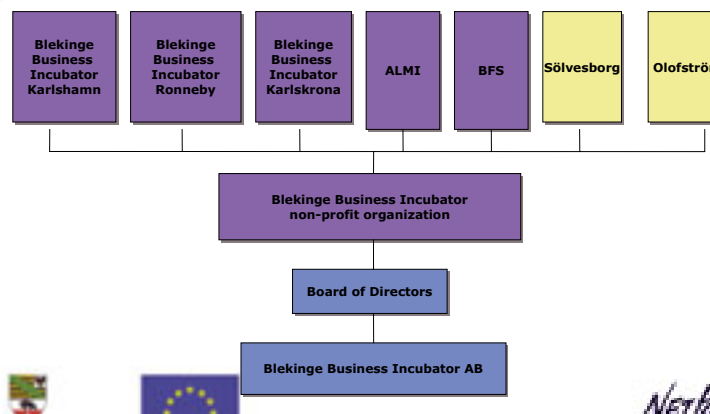
"Jump on stones"



NetPort



Blekinge Business Incubator



NetPort



The importance of EU finance

- Without the EU finance we had not been able to start.
- I call the EU money "start accelerator"
- Locally you cannot complain on future efforts when a great part of the money is coming from the EU.



NetB



Summary

- There must be driving forces.
- There must be an obvious need.
- EVERYONE must want this.
- Cooperation.
- Forbid "what's in it for me"
- Set up clear goals and evaluate.
- Make sure you get enough time, 5-10 years.



NetB



NetB

RESEARCH AND
DEVELOPMENT

Søren Hermansen

“Samsø”

Denmark



Samsø Energy Academy

Shaping Best Practice
Magdeburg, 05.-07.10.2005



Renewable Energy Island

A 10 year development plan

Towards

100% Renewable Energy





Samsø in denmark. In Europe. In.....

Samsø data
 112 km²
 4.300 inhabitants
Activity:
 Farming
 Tourisme
 Renewable
 Energy

Samsø in Denmark, in Europe, in

The Energy Office

- Public opening hours
- Information about RE
- Assistance in planning
- Workgroup meetings
- Education
- Campaigns and demonstration
- Open house meetings



Local Activity



SACHSEN-ANHALT



SACHSEN-ANHALT



Private installation



www.veo.dk



SACHSEN-ANHALT





Organisational Structure

Samso Energy Compagny

Coordinates the RE development in co-operation with:

Samso Trade Organisation

Samso Farmers Organisation

Samso Municipality

Samso Energy and Environment Office



Island development

District heating

Wind power:





Exchange of experience

App. 1000 trade visitors / year

Politicians and decision- makers

Students and researchers

Island authorities

Grass- root organisations



Energy Academy





SACHSEN-ANHALT



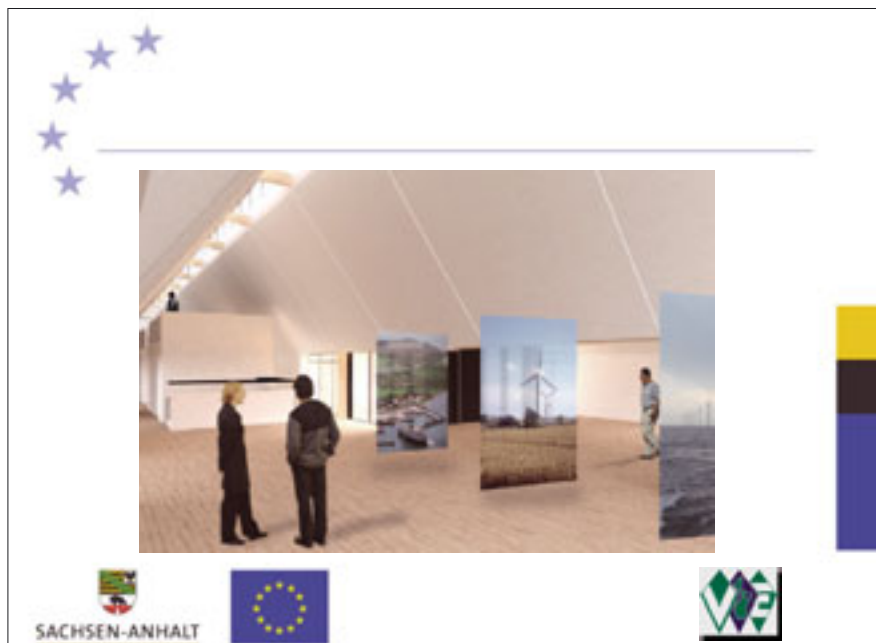
SACHSEN-ANHALT



SACHSEN-ANHALT







Energy Academy

625 m²

**Exhibition and
Conference**

Research and studies

RE Island development



Budget

Total investment:

2 million EUR

Funding

EU Objective 2

Local Municipality

Danish funds







PROFACTOR II

Shaping Best Practice
Magdeburg, 05.-07.10.2005



Profactor – Research for success

- Interdisciplinary competence centre for production research
- Think tank for futureoriented technologies
- Link between Theory and Practice
- Supplier of holistic solutions in production



Profactor – Research for success

- Founded in 1995
- Head quarter in Steyr, upper austria
- Multidisciplinary team of 75 researchers
- Turnover € 6 Mio.
- Owner: VPTÖ
- Encouraged by EFRE, Austrian Government (itf), Government of Upper Austria, Community of Steyr





Project description PROFACTOR II

Profactor II (Sept.2000 – Dez.2006):

- Industrial basic research and applied research in the fields of:
 - Holistic Engineering
 - Quality Controlled Production
 - Enterprise Integration Systems
- Focus is the creation of new systems to solve highly complex problems in a multi disciplinary way
- Support of SME as well as big players



Outcome and results (examples)

1. Additional high-tech Jobs at PROFACTOR
 - Planned 35 (realized until 2004: 28)
2. Number of successful completed research / innovation projects (for SME and big players)
 - Planned 340 (realized until 2004: 310)
3. Total investment cost / private financed cost
 - Planned 32,5 Mio € / private share 55% (realized until 2004: 18,9 Mio €)
4. Number of new developed processes and products
 - Planned 80 (realized until 2004: 63)



Difficulties during the project

- Liquidity problems - payment of the first grants from EFRE-Fonds 11 months after starting the project
- Victim of „Highwater Catastrophe“ 2002





Project success and support of EFRE

Innovation – the essential engine of further development for enterprises – is and was supported by this project quite fundamentally (especially for SMEs)

EFRE-fundings

- Support of industrial basic research and technology transfer
- Long-term and stable financing



Recommendations for research

- Long term grants
- Pre-financing
- Efficient cost control
- Clear project objectives



Perspectives for the future

PROFACOR as key-player in some research topics in the strategic programm „Upper Austria 2010“

Future research focus:

- Investigation/development of intelligent processes and systems
- Investigation/development of innovative materials and technologies



INFORMATION SOCIETY

Saulius Jastiuginas

“Internet Access
Points”

Lithuania



The Establishment of Public Internet Access Points (PIAPs) in Lithuania

Shaping Best Practice
Magdeburg, 05.-07.10.2005

Saulius JASTIUGINAS
Information Policy Department
Ministry of Interior



Lithuania at a glance

Territory: 65 200 sq km
Population: 3,5 million
Capital City: Vilnius



The goal – to establish 1000 PIAPs till 2007

In the programme of the Government of the Republic of Lithuania it is foreseen to establish 1000 PIAPs till the end of 2007 in order to achieve the internet penetration ratio of EU over the period of three years

By integrating the resources of private business, central and local and foreign funds, the Ministry of Interior is creating conditions for all inhabitants of the country to become members of the information society

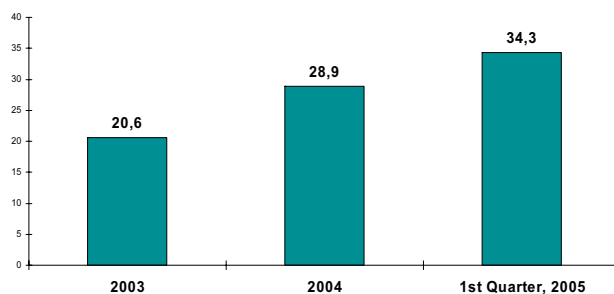
The establishment of the PIAPs is entering into its 3rd implementation stage





Internet Usage in Lithuania

Lithuanian inhabitants, %



TNS Gallup research data – May, 2005



Households having access to the Internet at home Percent

	All households	Urban	of which		Rural
			largest cities	other towns	
Households having access to the Internet at home	14,4	19,6	24,2	13,2	3,6
The device used for accessing the Internet at home (per cent of households with access to the Internet at home)					
desktop computer	88,5	90,9	90,7	91,6	60,5
laptop	9,5	9,6	11,7	4,2	8,6
mobile phone	12,9	10,3	10,2	10,5	41,9



Statistics Lithuania, 1st Quarter, 2005



1st stage. Cooperation with Window to the Future alliance

In 2002 Ministry of Interior joined Window to the Future alliance, comprising the leading Lithuanian businesses (mobile and fixed telecommunications companies, largest banks and IT companies)

175 established PIAPs during the period of 2 years is the result of this successful cooperation between public sector and private business

20 000 inhabitants were trained





2nd stage. Phare project – Rural Internet Access Points

300 PIAPs, established entirely in the rural areas of Lithuania, started operating from 1st June, 2005 (Internet connection for 18 months is paid from the project budget)

300 PIAPs tutors will be taught not only basic computer literacy but improving the skills in distance training, administration, coordination and management

The established web portal www.vipt.lt is supposed to become the gate to the Internet for every visitor of PIAP



The map of current PIAPs in Lithuania



3rd stage. Structural Funds – the Development of PIAPs Network

2,8 Million EUR support was received from the Structural Funds

It is foreseen to establish 400 PIAPs, to modernize 83 existing and to integrate all PIAPs into one central administration system which would lead to the broader PIAPs infrastructure usage for the development of e-services





After implementing the project every PIAP will serve as:

- 1) Public services centre
- 2) Community centre
- 3) Learning and knowledge centre
- 4) Electronic communication centre
- 5) Job search centre



The main obstacles

The inclusion of the municipalities (various commitments for premise, internet, property)

The financing of the internet fees is not available from the Structural funds

Sponsorship for training can not be obtained from the projects of establishing PIAPs

Succession security (to be sure that PIAPs will operate after the project finishes)



Thank You!

saulius.jastiuginas@vrm.lt

www.lia.lt

www.vipt.lt



INFORMATION SOCIETY

Prof. Dr. Rentzsch

“medREGIO”

Germany

medRegio



**medRegio Lübeck
Kompetenzzentrum eHealth GmbH**

medRegio Lübeck

Inhalt

- I. Das Unternehmen
- II. Der Markt
- III. Unser Produktportfolio

medRegio Lübeck

Das Unternehmen

- gegründet im Februar 2004
- Public-Private-Partnership
- Umsetzung der Clusterpolitik des Landes

Ministerium für Wirtschaft,
Arbeit und Verkehr
des Landes Schleswig-Holstein



Initiative zur Förderung der
Europäischen Forschung und
Innovationen

medRegio Lübeck

Das Partnernetzwerk



Integrierte Versorgung

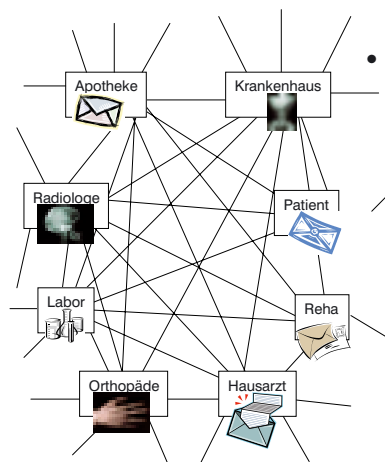
Begriff: **Integrierte Versorgung** lt. Wörterbuch der Sozialpolitik

Der Begriff integrierte Versorgung beinhaltet die Schaffung von Versorgungsnetzwerken, in denen die Leistungserbringer der ambulanten und stationären akutmedizinischen und rehabilitativen Versorgung institutionalisiert und ergebnisorientiert zusammenarbeiten.

„Einrichtungsübergreifende Prozesse“

-> *erfordern Kommunikation*

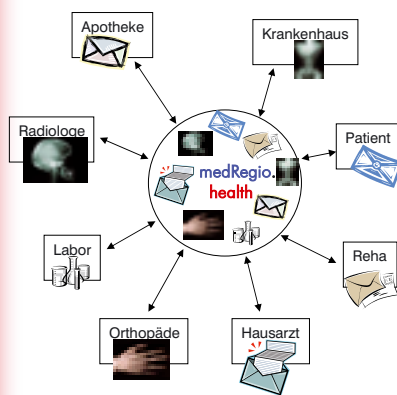
Heute



• Bisherige Kommunikation

- Informationen müssen mehrfach erfasst werden (Medienbrüche!)
- Aufbewahrungsort von Unterlagen (z.B. Röntgenbilder) oft unklar
- Doppeluntersuchungen
- Apotheker kann nicht auf mögliche Wechselwirkungen hinweisen, da weitere Medikation nicht bekannt
- Zunehmender Kostendruck

Integrierte Versorgung mit medRegio



• medRegio.health

- Optimierter Informationsfluss: Schnellere Diagnosen
- Zentrales Archiv: Vermeidung von Doppeluntersuchungen
- Daten sicher vor unbefugtem Zugriff
- Kostengünstig

Marktsituation

- Im Markt findet man verschiedene Lösungen gerichteter und/oder ungerichteter Kommunikation, jedoch kaum **institutionsübergreifend**.
- medRegio bietet mit seinen Partnern eine einzigartige, **durchgängige Kommunikation** über alle Instanzen, vom Patienten bis zur Pharmaindustrie, vom Hausarzt bis zur Forschung.

Institutionsübergreifend und durchgängig

Patient

Hausarzt

Facharzt

Labor

Krankenhaus

Uni-Klinika

Reha

Apotheke

Sanitätshaus

Pharmaindustrie

medRegio.
connect

medRegio.health

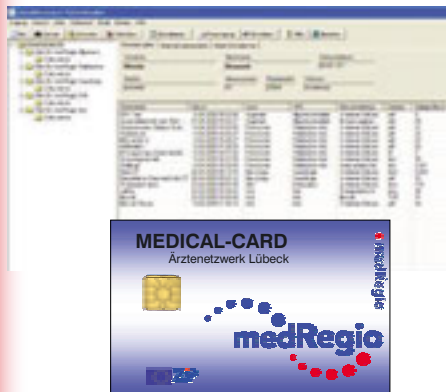
medRegio
„Steckdose“

Kommunikation

Produktportfolio

• medRegio.connect

Elektronische Patientenakte



- Verschlüsselte Patientenakte im Netz. Abrufbar mit Zustimmung des Patienten mittels Chipkarte von jedem angeschlossenen Arzt.
- Ideales Produkt zum Aufbau eines Ärztenetzwerks.
- Technisch einfach, dennoch leistungsstark und kostengünstig.
- Einsatz der Karte als modernes Praxis- und Klinikmarketing.

Produktportfolio

• medRegio.health

Integrationsplattform



- Stellt die Kommunikation über alle Instanzen sicher
- Integriert alle medRegio Produkte und bietet Schnittstellen zum Anschluss von KIS, PACS, RIS, PVS, ...
- Datenschutzkonform
- Ermöglicht die Verteilung med. Dokumente an alle beteiligten Institutionen ohne großen technischen Aufwand
- Performante Recherche auf verschlüsselten Datenbeständen

Produktportfolio

• medRegio.b-bank

Blutdepotverwaltung

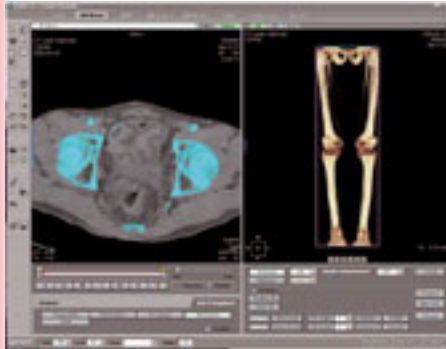


- Dokumentation und Verwaltung von:
 - Spendern
 - Produktion der Blutprodukte
 - Blutdepot
 - Transfusionen
- Zentrale Handelsplattform für Blutprodukte, insbesondere für den Katastrophenfall und seltene Blutgruppen.

Produktportfolio

• medRegio.pacs

Medizinische Bildverarbeitung



- Serverbasiertes PACS
- Leistungsfähiger Dicom Viewer - medizinische Visualisierung und Analyse
- 3D Renderingtool für z.B. virtuelle Endoskopie

Produktportfolio

• medRegio./ps

Lokales Positionierungssystem

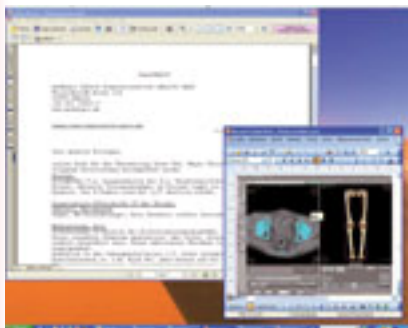


- Basiert auf Transponder-Technologie (RFID)
- Zugangskontrolle für sensible Bereiche
- Berührungslose automatische Türöffnung
- Lokalisierung von desorientierten Patienten
- Intelligenter Diebstahlschutz durch Lokalisation von mobilen medizinischen Geräten

Produktportfolio

• medRegio.sbc

Server Based Computing



- Multi-User-Betriebssystem
- Nur einmal anmelden
- Alle vertrauten Anwendungen einfach mitnehmen an einen anderen Arbeitsplatz
- Hohe Datensicherheit, da die Daten nur noch auf dem Server liegen und nicht mehr auf den einzelnen Rechnern

Übergreifende Produkteigenschaften

- medRegio Produkte sind vertikal (Praxis bis Großklinikum) und horizontal (Menge der Nutzer) beliebig skalierbar
- freie Kombinierbarkeit der medRegio Produkte
- hohe Integrationsfähigkeit
- höchste Datensicherheit
- einfache Benutzung

medRegio Lübeck

Vielen Dank für Ihre Aufmerksamkeit!

Für Fragen stehen wir gerne zur Verfügung...



• medRegio Lübeck
Kompetenzzentrum eHealth GmbH
Willy-Brand-Allee 31d, 23554 Lübeck
info@medregio.de
Tel. 0451 / 3 96 93 - 0

medRegio Lübeck

INFORMATION SOCIETY

Dr. Erik Noaksson

“Jegrelius
Research Centre”

Sweden



Jegrelius Research Centre

Shaping Best Practice
Magdeburg, 05.-07.10.2005

Dr. Erik Noaksson

Head of Jegrelius

erik.noaksson@jegrelius.se



Jegrelius

Outline of intervention

- Context and selection criteria
- Project description and objectives
- Results and effects
- Challenges, obstacles and lessons learned
- Why was the project successful?
- Future perspectives



Jegrelius

Context and selection criteria

“The EU should become the most competitive and dynamic knowledge-based economy in the world, capable of sustainable economic growth with more and better jobs and greater social inclusion.”

- Strategic goal of the Lisbon and Gothenburg Councils -



Jegrelius



Context and selection criteria

One possible way is.....

Green procurement and green innovations and product development focusing on substitution of toxic chemicals

.....which could be a strong driving force for an environmental driven economy!



What are the driving forces within EU?

- REACH (New chemicals legislation)
- Green (public) procurement (GP/GPP)
- The environmental technologies action plan (ETAP)

.....Would it be possible to link these three focus areas to enhance a sustainable economic growth in a regional perspective.....



Yes – Of Course!!

What's unique with the region of Jämtland?

- *Eco belt of Scandinavia* - introduction of environmental management systems (EMS) in the region
- Green procurement in the public sector as a tool for continues improvement of EMS
- *The Jegrelius archive*.....with a focus on toxic chemicals and how these can be substituted owned by the Jämtland County Council!



The late Gunnar Jegrelius (1921-1981)



- Environmental chemist and entrepreneur, focused on development of sustainable detergents
- Visionary thoughts about a future ecological sustainable society
- Created a unique library focused on substitution of hazardous chemicals and substances!



Jegrelius

What makes the library unique?

- 5 million documents
- Late 17th century
- Toxicology, plant chemistry and traditional wisdom
- Substances, products and processes
- A unique source of inspiration for green innovations and product development



Jegrelius

Project description and objectives

To develop a resource centre regarding substitution of hazardous substances and chemicals by alternatives that are better for human health and the environment in order to promote regional growth in Jämtland

...The unique Jegrelius library constitutes an important strength in this work in order for Jegrelius to be a link between academic knowledge, the industry and the society...



Jegrelius



Jegrelius Research Centre conducts R&D that contribute to:

- Sustainable utilisation of renewable resources (not petroleum based)
- Substitution of chemicals that are hazardous to human health and the environment
- Improved public health through better chemical management
- Economical and sustainable industrial and business development



Results and effects

Jegrelius Research Centre aims to build international competence in two focus areas:

- Green innovations and product development in which quality, eco-efficiency, public health, and experience are combined to give the greatest possible benefits to the client
- Green procurement that provides good function to the end-user and reduces the use of chemicals that are hazardous to human health and the environment, which at the same time stimulates the development of environmental friendly products and innovations



Green innovations and product development

Based on knowledge from the library, Jegrelius is now actively working together with innovators, entrepreneurs and private companies to develop new environmentally friendly products within the fields of organic food, green chemistry (bio-pesticides), and new products from the forest.





Green (public) procurement (GP/GPP)

Enormous potential in public procurement
- in Sweden the public sector turn over
40 billion Euros per year!

Greener procurement gives environmental and health profits through decreased usage of toxic products and systems

...AND...

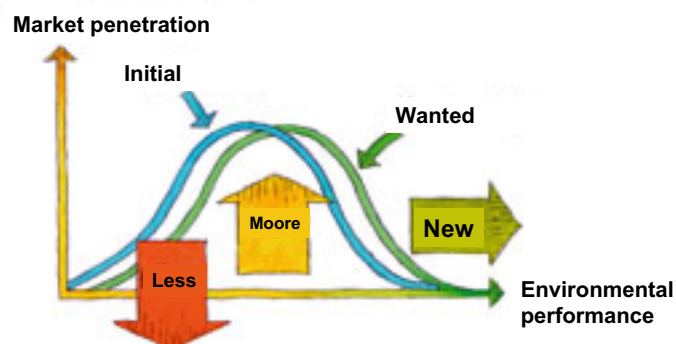
... it will also stimulate the engagement of all suppliers and contractors in their development of less toxic and better substitutes!!



Health- & environmental risk assessments of products and systems



Procurement of new environmental technologies





Jämtland as a European test-bed for Green procurement!

Procurement of new environmental technologies as a driving force for substitution of hazardous chemicals!

- A group of buyers, could by formulating technical specifications, challenge companies to go beyond the current best available technologies
- The winner has better chances of winning relevant contracts
- Initiate a competition to meet these criteria, thereby pulling the market upwards
- Technology procurement has successfully been used for energy-efficiency products in Sweden, e.g. refrigerators and heat pumps!

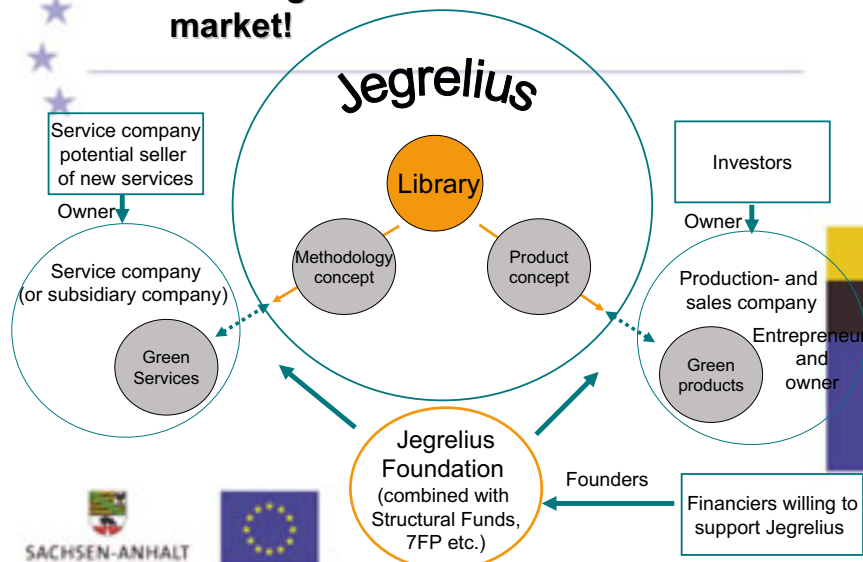


Challenges, obstacles and lessons learned

How can Jegrelius as a public organisation work towards a commercial market in a regional perspective?



Working towards a commercial market!





Why was the project successful?

The Political, Regional and Global perspective!

- Selected member in the **OECD** expert group on chemical safety in green procurement!
- Joint partner with the Joint Research Centre (**JRC**) in Ispra and the European Environmental Agency (**EEA**) in Copenhagen!
- Active member in the international Health Care Without Harm (**HCWH**) network!



Future perspectives

Working towards a Bio-based economy!

*The mid-region of Sweden and Jämtland has an enormous potential for high quality green products, based on it's rich natural resources of **forest**, **agricultural land** and **clean waters***





Development of Latvian Genome Database

Shaping Best Practice
Magdeburg, 05.-07.10.2005

Mr. Aleksandrs Antonovs
Deputy Director of EU Funds Department
Ministry of Finance of the Republic of Latvia



**INFORMATION
SOCIETY**

**Aleksandrs
Antonovs**

**“Latvian Genome
Database”**

Latvia



Content of the Presentation

- ☐ SPD 2004-2006
- ☐ Support to Research and Development
- ☐ Development of Latvian Genome Database
- ☐ Beneficiary
- ☐ Project Outcome and Future Outlook



SPD 2004 - 2006

Single Programming Document - priorities set by the Latvian Government for 2004 – 2006 to promote economic and social cohesion, using EU Structural Funds

- elaborated by Latvian authorities;
- 18.12.2003. agreed with the European Commission;
- 17.06.2004. official approval by the European Commission

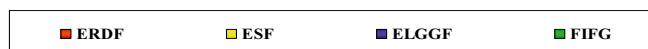
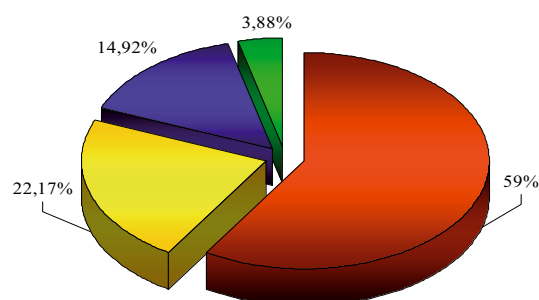


SPD 2004 – 2006

Allocation	EU	Latvia	Total
Total	625,56	230.5	856.1
- European Regional Development Fund	369.20	120.52	489.72
- European Social Fund	138.70	44.13	182.83
- European Agricultural Guidance and Guarantee Fund	93.33	47.29	140.62
- Financial Instrument for Fisheries Guidance	24.33	18.56	42.89



SPD 2004 – 2006



SPD 2004 – 2006

Measures of Priority 1:

Promotion of Territorial Cohesion (32%)

- ☐ Improvement of Environmental Infrastructure and Tourism
- ☐ Development of Accessibility and Transport System
- ☐ Development of Information and Communication Technologies
- ☐ Development of Education, Health Care and Social Infrastructure





SPD 2004 – 2006

Measures of Priority 2:

Promotion of Enterprises and Innovation (25%)

- ☐ Support to Development of Innovation
- ☐ Business Infrastructure Development
- ☐ Enhancing Business Support Measures for Small and Medium Size Enterprises
- ☐ Access to Finance for Small and Medium Size Enterprises
- ☐ *Development of Public Research*



Support to Research and Development

Measure 2.5. Development of Public Research

Open call for projects “Support to Targeted Applied Research Projects” – 9,2 million euro

National program “Provisions of Modern Research Equipment and Infrastructure to the State Research Institutions” – 15,1 million euro



Support to Research and Development

- ☐ **The objective of the national program:**
 - Modernize infrastructure for research and development
 - Create an environment and prerequisites for innovative entrepreneurship
- ☐ **National program - 22 projects (universities, institutes and research centers)**
 - Solid physics' and modern materials
 - Information Technologies
 - Biotechnology, Biomedicine
 - Organic Synthesis for Pharmacy





Support to Research and Development

- ☐ Center of Biomedical Researches and Studies (University of Latvia)
- ☐ Project “Equipment for Development of Latvian Genome Database”
- ☐ Justification:
 - modern equipment to create functional genome analysis centre
 - lack of investments in modern technologies based on a high level equipment



Support to Research and Development

- ☐ Objectives:
 - Provide Latvian genome database with advanced infrastructure
 - Ensure resources for gene analysis and genotyping
 - Develop Latvian population genome database
 - Improve high level medical scientific research
- ☐ Resources:
 - Infrastructure obtained will raise the quality level and productivity of genotyping necessary for fully functioning genome database



Beneficiary

- ☐ State program “Latvian Genome Database”
 - Modern technologies for genome analysis
 - DNA determination
- ☐ Center of Biomedical Researches and Studies is a primary research, output and study center
- ☐ Experience in virus study
- ☐ Experience in EU 4. and 5. Framework Programmes
- ☐ International cooperation to create new vaccines





Beneficiary

- ☐ **Main research fields**
 - Oncological diseases
 - Cardiology
 - Diabetics
- ☐ **Cooperation with state hospitals**
 - Genes influence to diseases
 - Appropriate medication
- ☐ **Cooperation with pharmacy companies**
 - New medication
 - Drugs tolerance



Development of Latvian Genome Database

- ☐ Projects total budget – € 601 163
- ☐ Equipment:
 - Autoflex MALDI-TOF mass spectrometer (Bruker daltonics) for high throughput genotyping and proteomic analysis € 275 287
 - Centrifuge Avanti J-30I (Beckman Coulter) for preparative separation of macromolecular components of the cell € 113 617
 - Real time PCR 7500 (Applied Biosystems) for quantitative gene expression analysis and genotyping € 57 235



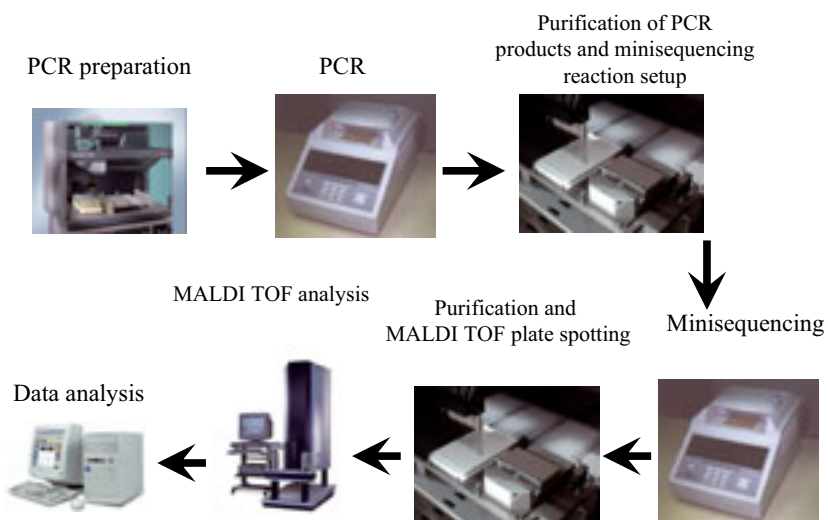
Development of Latvian Genome Database

- Fluorescence microscope Leica DM 6000 (Leica Microsystems) for fluorescence imaging of cells € 55 488
- Akta FPLC system including fraction collector for preparative protein purification € 51 919
- Two robotic workstations Freedom EVO 100/4 (Tecan) for liquid handling, reaction setups and purification of biomolecules € 38 587





MALDI TOF genotyping



Development of Latvian Genome Database

- Additional equipment from the second national program project “Provision of Biomedicine and Proteomics Development Infrastructure”
 - Cell laboratory equipment
 - DNA analysis system
 - Protein analysis system
 - Total costs € 936 677



Project Outcome and Future Outlook

- ☐ Fully functioning genotyping centre
- ☐ Latvian genome database will effectively improve knowledge-based economy in field of medicine and pharmacy
- ☐ Technological improvements and developments made by project will be used for genome and medical research
- ☐ High level genomic research and biobanks are one of the most perspective directions in modern biomedical research and healthcare



Thank you for your attention!



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