

THE OH NEEDS OF SMEs

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Small & Medium Sized Enterprises

Aims of Definition from European Commission (Revised 1st January 2005)

Promotion entrepreneurship

Investment & Growth

Facilitating access to venture capital

Cutting administrative burdens

SME Thresholds (from 2005)

ENTERPRISE

CATEGORY

HEADCOUNT

TURNOVER

Medium-sized

<250

€50 million

Small

<50

€10 million

Micro

<10

€2 million

N.B. Apprentices & Students excluded



COMMISSION OF THE EUROPEAN COMMUNITIES

Brussels, 25.6.2008
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**COMMUNICATION FROM THE COMMISSION TO THE COUNCIL, THE
EUROPEAN PARLIAMENT, THE EUROPEAN ECONOMIC AND SOCIAL
COMMITTEE AND THE COMMITTEE OF THE REGIONS**

**“Think Small First”
A “Small Business Act” for Europe**

Fifth Principle

“Adapt public policy tools to SME needs”

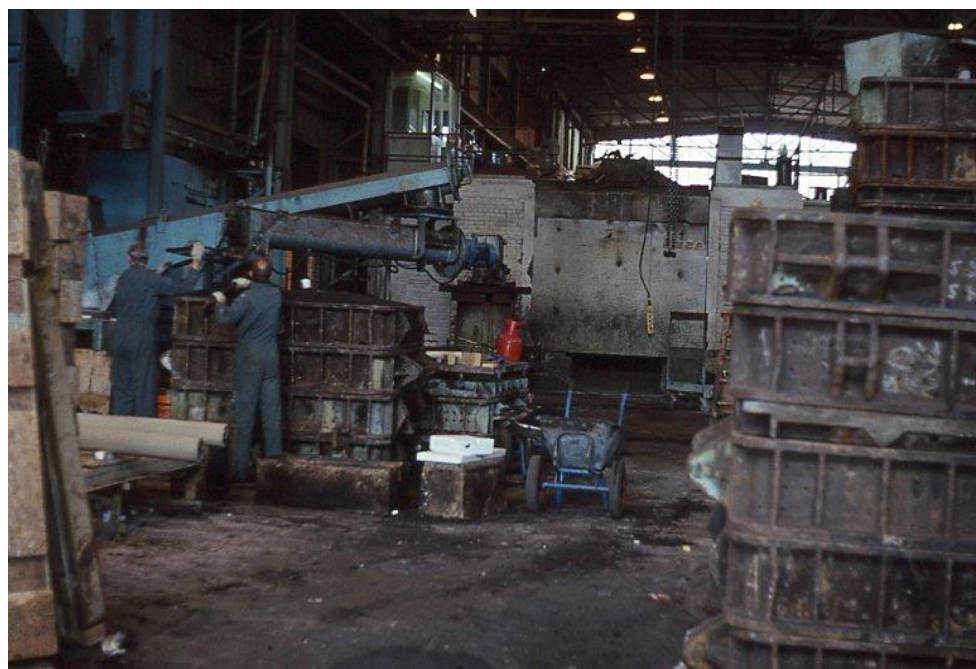
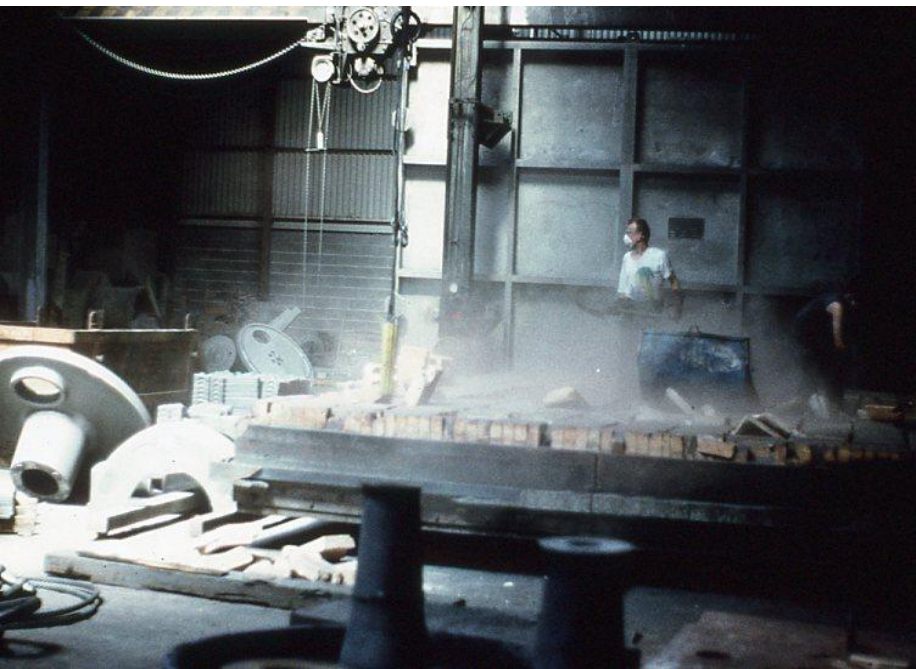
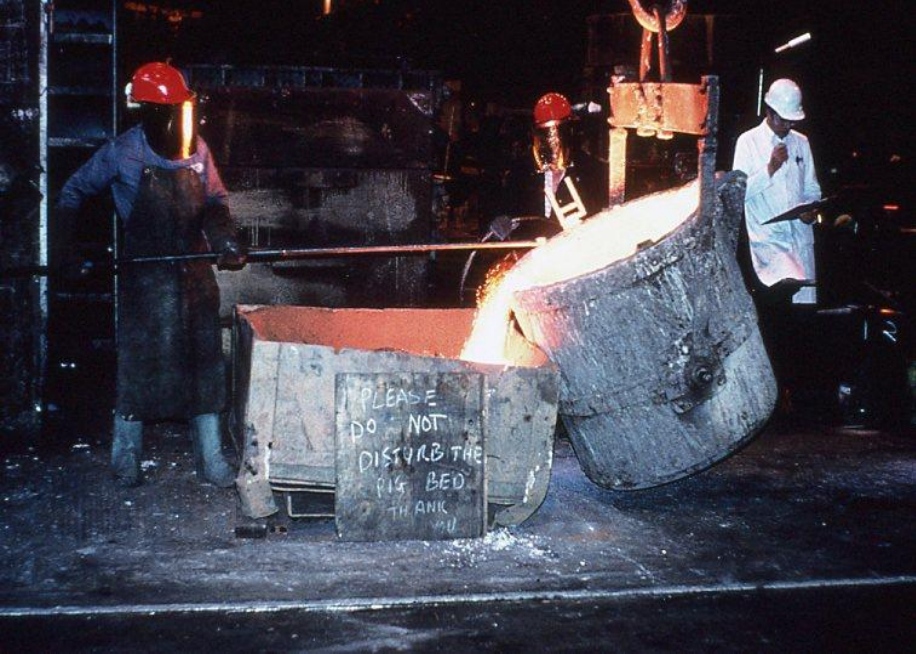
By facilitating SMEs’ participation in public
procurement and better use of

State Aid possibilities for SMEs

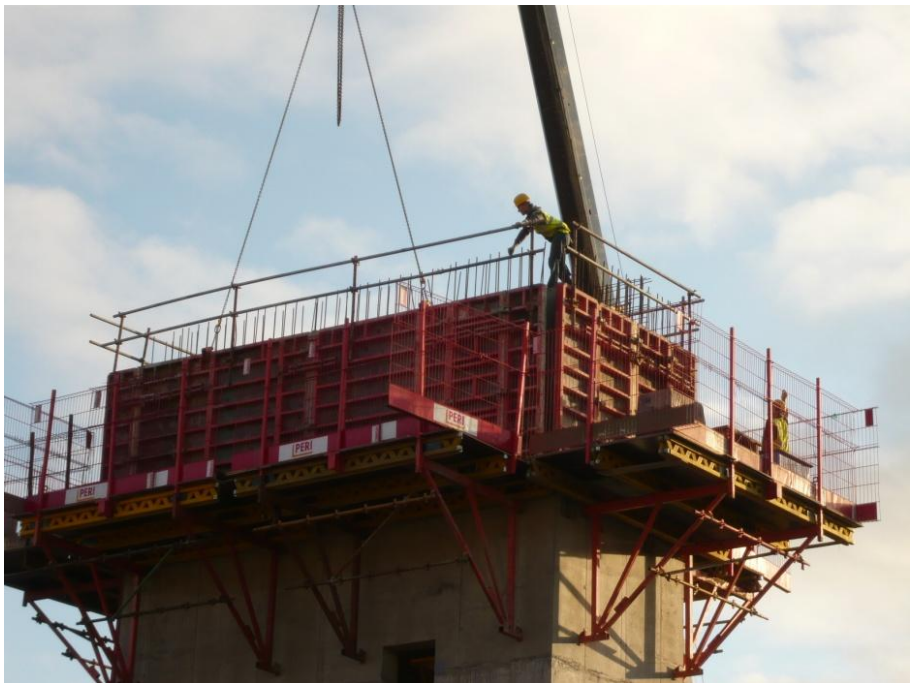
	Number of enterprises			Occupied persons per enterprise
	By size of enterprise			
	SME	Large	Total	
Total non-financial business economy	20 709 000	43 000	20 752 000	6.4
By NACE section				
Mining and quarrying	21 000	240	21 000	36.0
Manufacturing	2 348 000	19 000	2 367 000	14.9
Electricity, gas and water supply	31 000	1 000	32 000	51.1
Construction	2 993 000	3 000	2 996 000	4.9
Wholesale and retail trade; repair of motor vehicles, motorcycles and personal and household goods	6 524 000	7 000	6 531 000	5.0
Hotels and restaurants	1 724 000	1 000	1 725 000	5.5
Transport, storage and communication	1 241 000	4 000	1 245 000	9.8
Real estate, renting and business activities	5 827 000	9 000	5 836 000	4.6

Challenges of SMEs

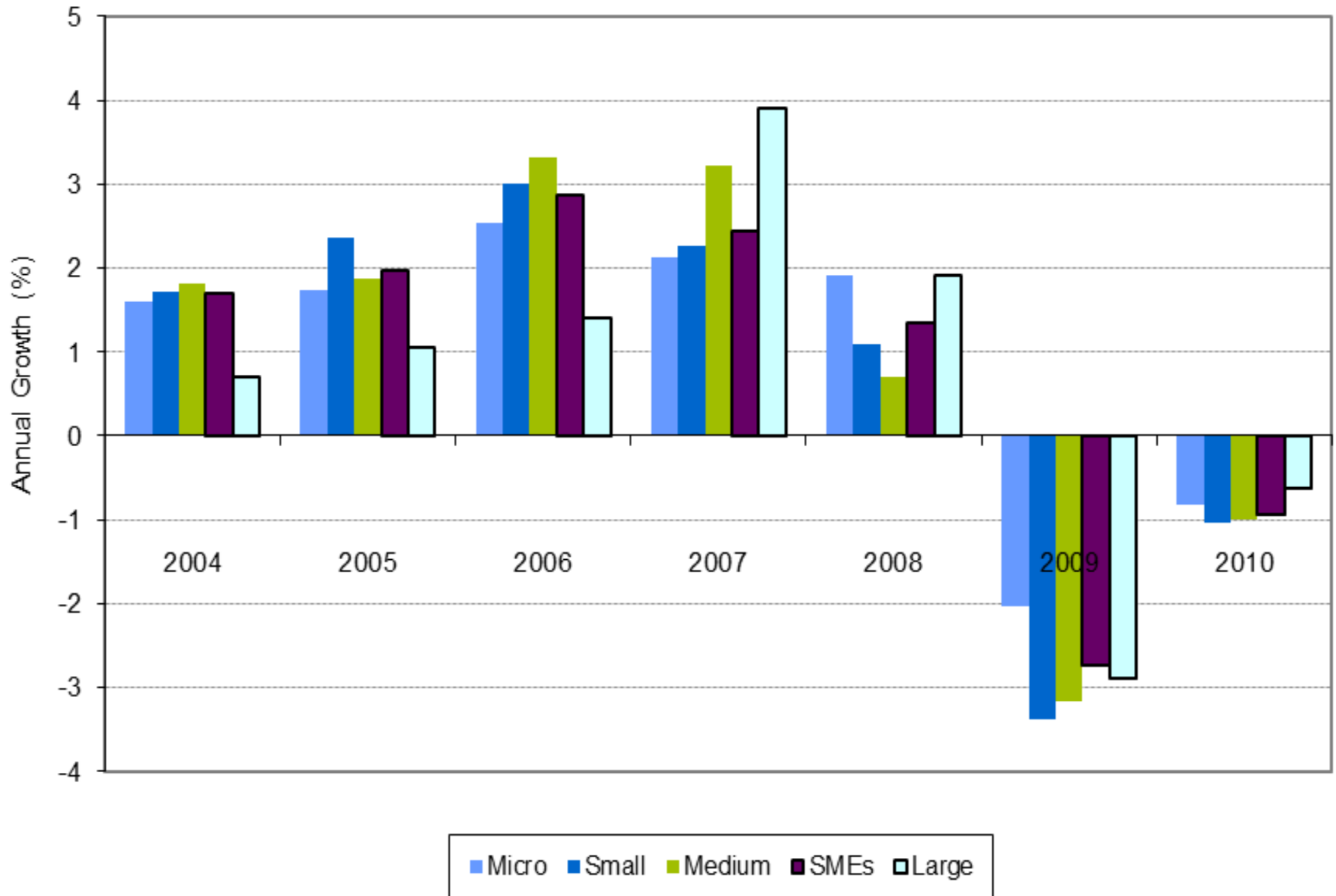
- Diversity
- Infrequent contact/ visits
- Demanding outside contract
- (Missing Risk Assessments & documentation)
- HS who?
- Legislation? What's that?
- Cash flow





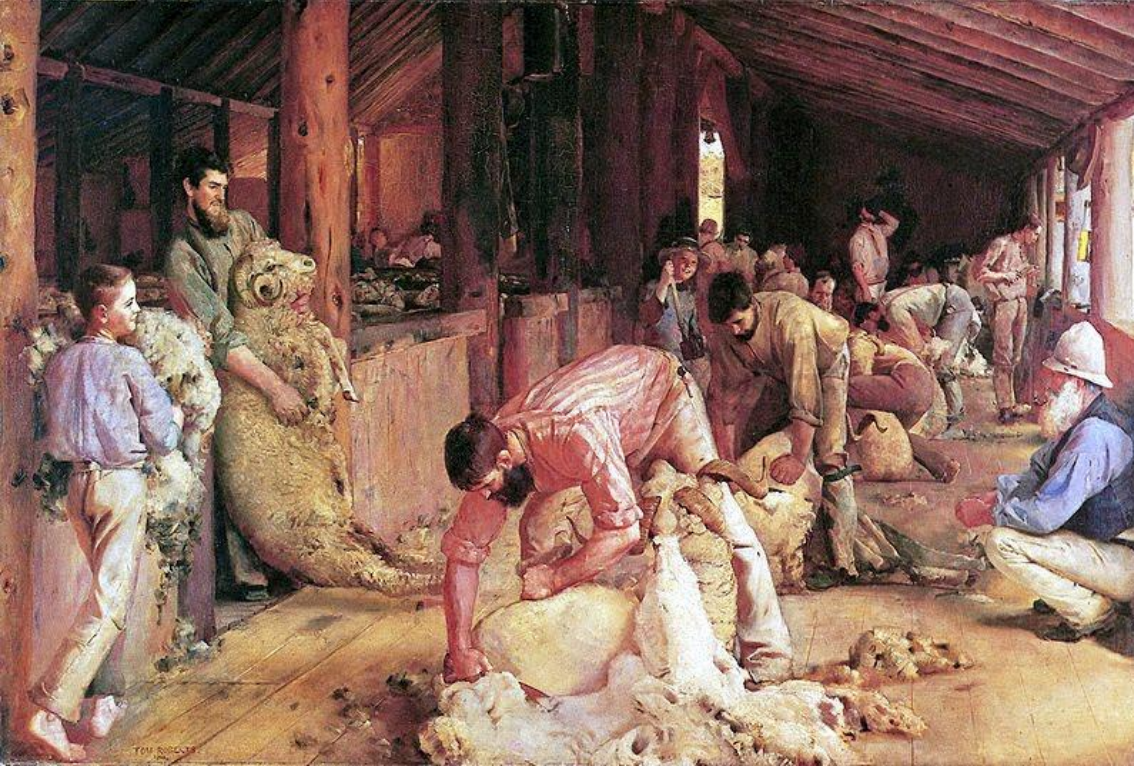


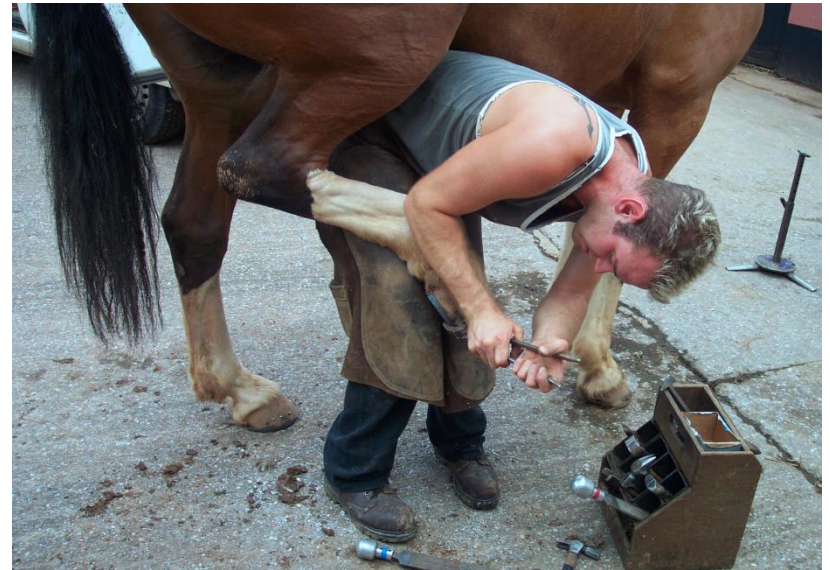
Average growth of employee numbers

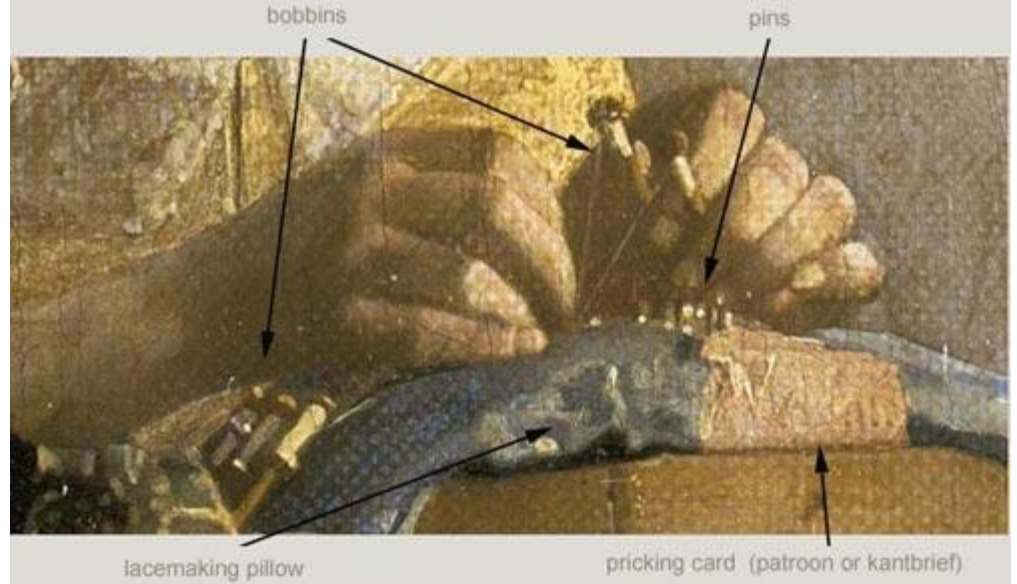


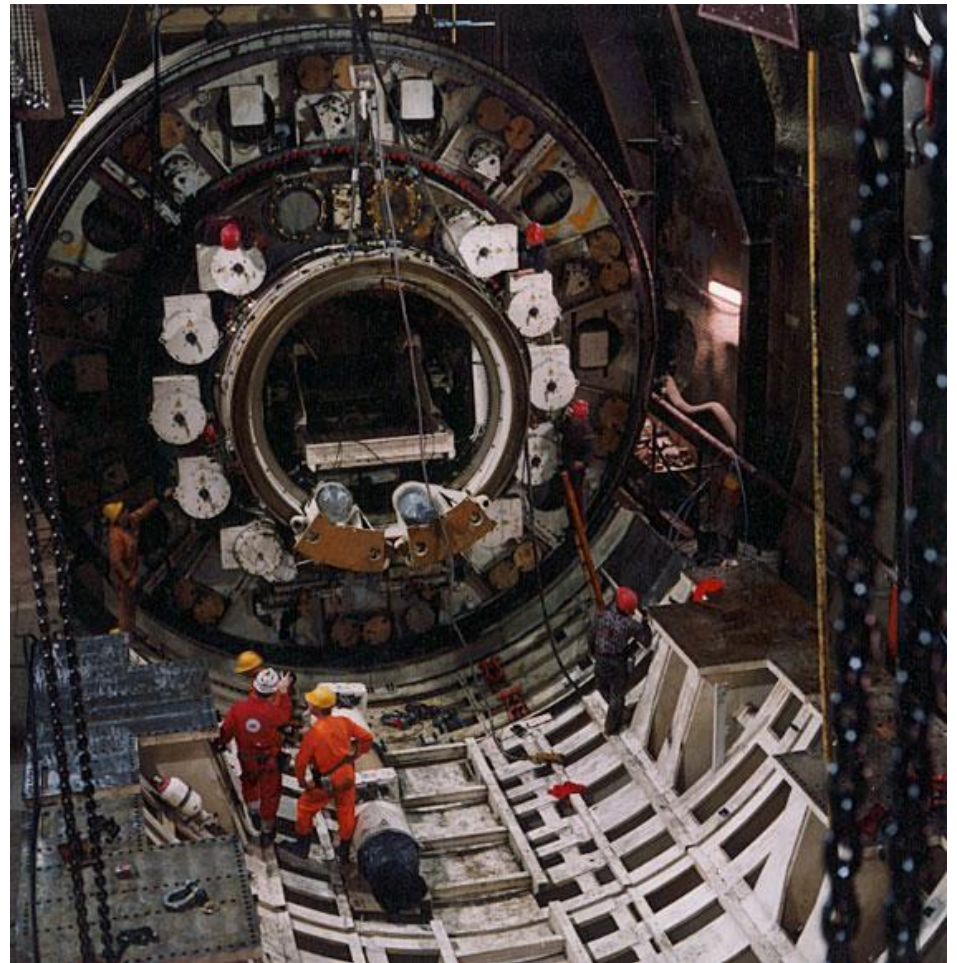
2009-2010 (Eurostat Data)

Firm Size	<u>Average Wages</u>
Micro	€10,900
Small	€24,000
Medium	€26,000
Large	>€30,000













**Satisfaction
& BBV
Guaranteed**



Perceived Needs of SMEs

- Value for money
- Availability
- Good & timely communication
- Professionalism

Perceived Needs of SMEs

(Tender Stage)

- Value for money
- Availability
- Good & timely communication
- Professionalism

Perceived Needs of SMEs

(Contract Review Stage)

- Value for money
- Availability
- Good & timely communication
- Professionalism

Professionalism

- Commitment
- Caring & supportive attitude
- Good knowledge base
- Lack of complaints

Key Practical Points

Understanding of work process.

Visits and communication with staff.

Frequency of contacts.

Need for minimum 18 month association.

Key Practical Points

Potential lack of usual Management/ HR/ Legal services

Limited if any Safety professionals

More need for medical advice

Likely requests for help with treatment for (key) staff





Step 1
Identify the hazards



Step 2
Decide who might be harmed and how



Step 3
Evaluate the risks and decide on precautions



Step 4
Record your findings and implement them



Step 5
Review your assessment and update if necessary







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