

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)

<u>ENTERPRISE CATEGORY</u>	<u>HEADCOUNT</u>	<u>TURNOVER</u>
Medium-sized	<250	€50 million
Small	<50	€10 million
Micro	<10	€2 million

N.B. Apprentices & Students excluded



COMMISSION OF THE EUROPEAN COMMUNITIES

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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
	SME	Large	Total	
Total non-financial business economy	20709 000	43 000	20752 000	6.4
By NACE section				
Mining and quarrying	21 000	240	21 000	36.0
Manufacturing	2348 000	19 000	2367 000	14.9
Electricity, gas and water supply	31 000	1 000	32 000	51.1
Construction	2993 000	3 000	2996 000	4.9
Wholesale and retail trade; repair of motor vehicles, motorcycles and personal and household goods	6524 000	7 000	6531 000	5.0
Hotels and restaurants	1724 000	1 000	1725 000	5.5
Transport, storage and communication	1241 000	4 000	1245 000	9.8
Real estate, renting and business activities	5827 000	9 000	5836 000	4.6

Challenges of SMEs

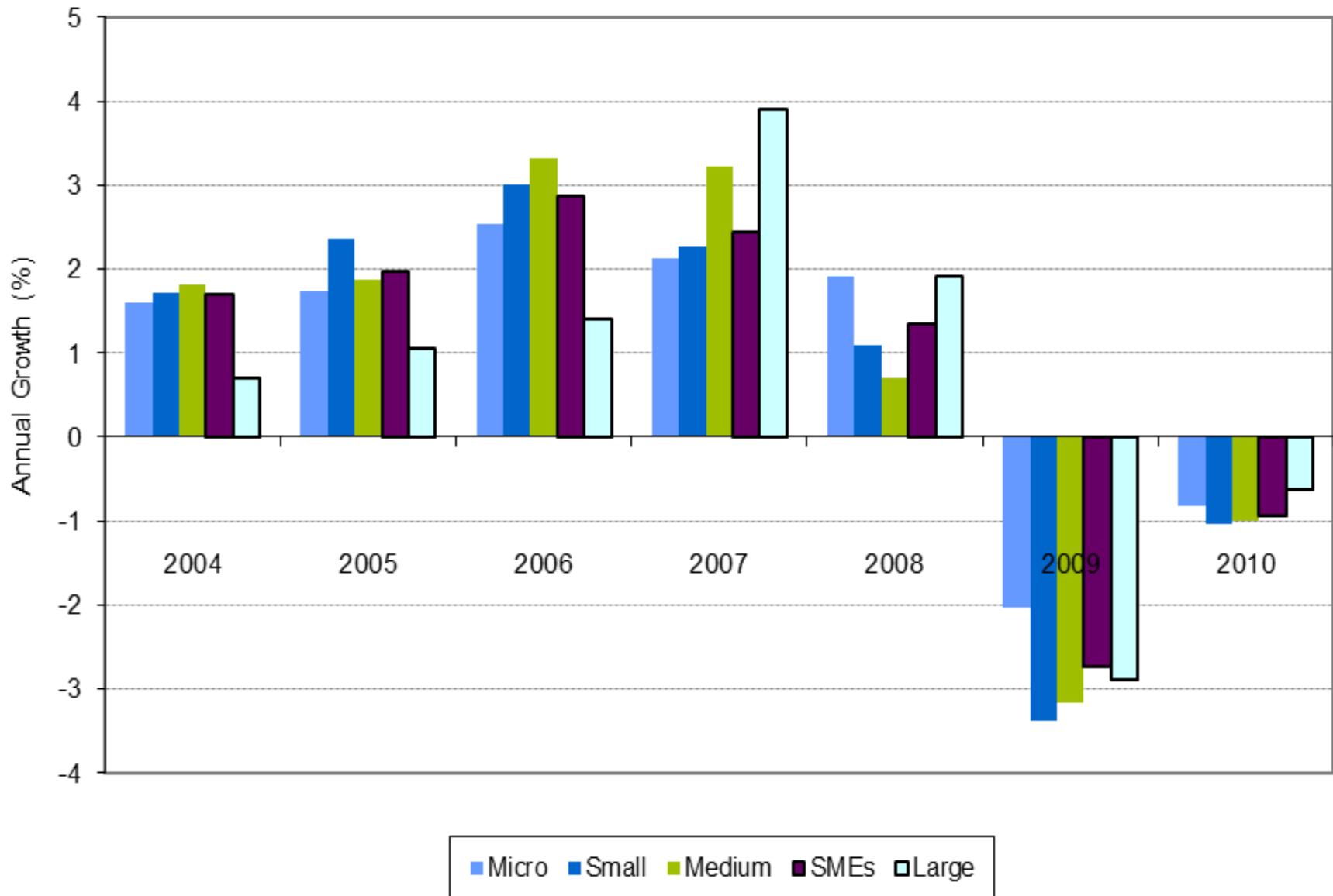
- Diversity
- Infrequent contact/ visits
- Demanding outside contract
- (Missing Risk Assessments & documentation)
- HS who?
- Legislation? What's that?
- Cash flow





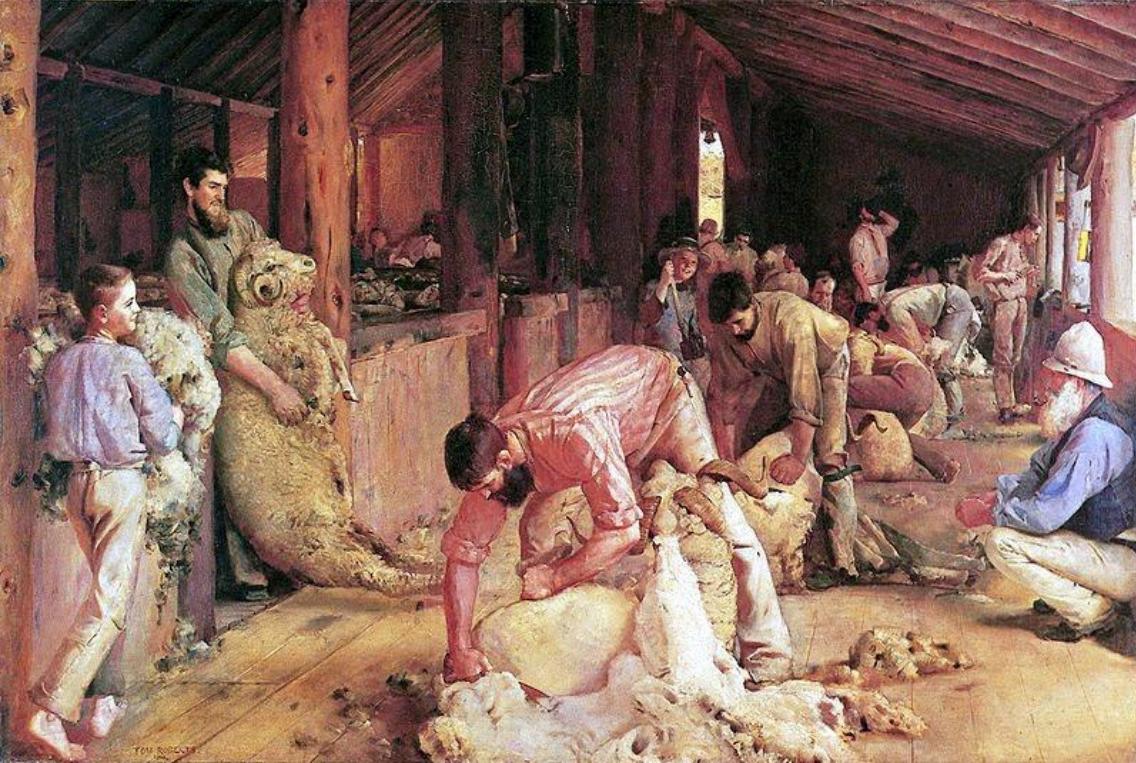


Average growth of employee numbers

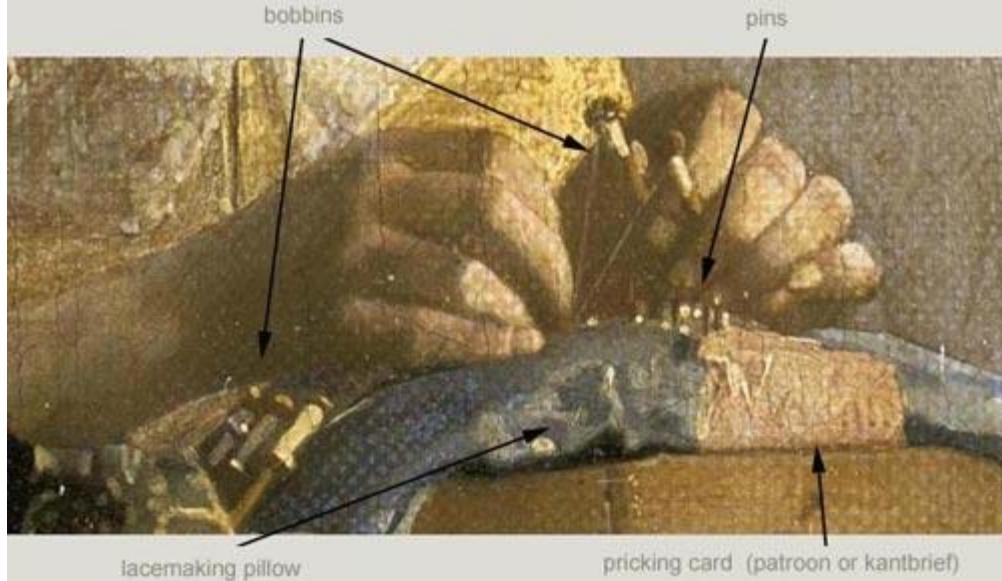


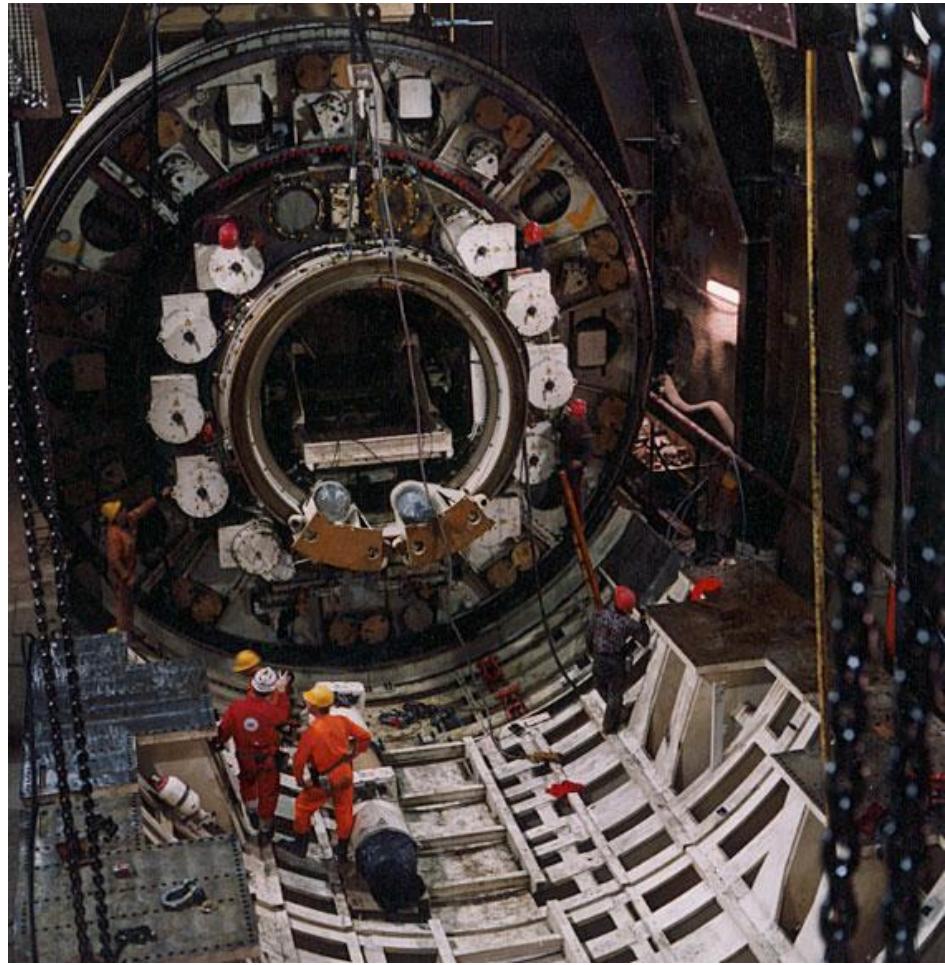
2009-2010 (Eurostat Data)

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

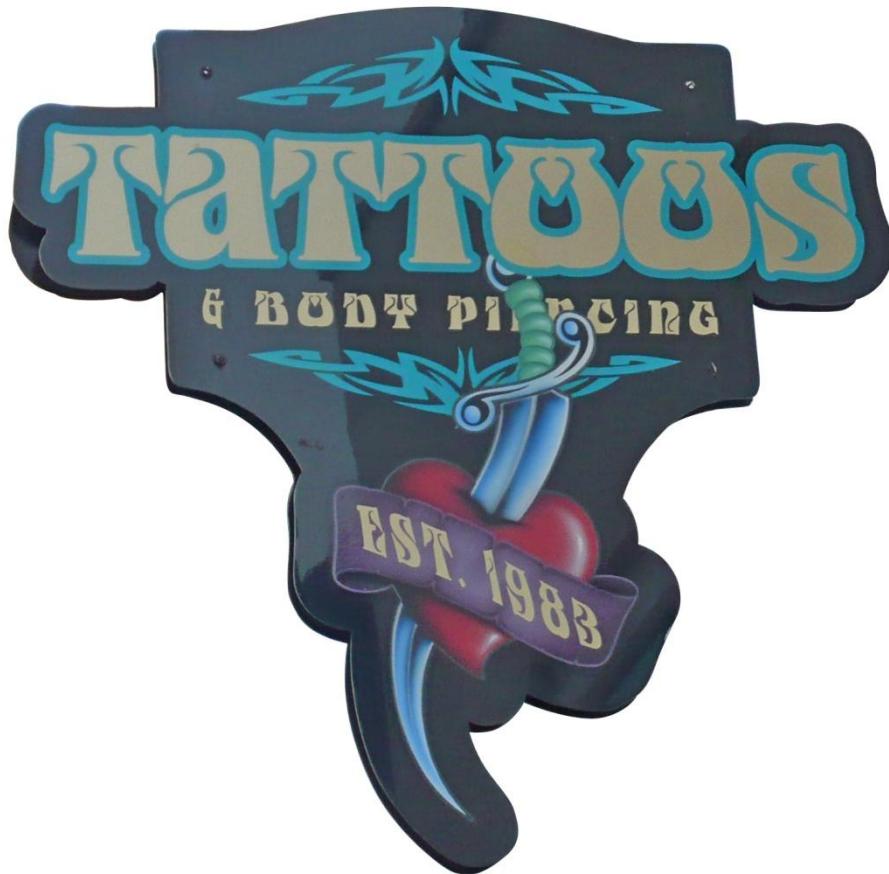












Satisfaction
& BBV
Guaranteed



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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