



## Manifesto for the NESSI SME Strategy

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## 1. Introduction

The intent of the NESSI SME Strategy is to formulate and represent ICT SMEs interests and information flows throughout the NESSI environment. The strategy will be steered initially through an SME Committee and as a second step through an SME Working Group. The Working Group's purpose being to enlarge the constituency to the members of NESSI and reach out, through the working group to SMEs who are not yet members of NESSI. This will ensure SME views are suitably reflected and that SMEs can act on- and contribute to the deliverables of NESSI.

It is important to note that within the context of NESSI, 'SME' infers 'ICT providing SME' and not 'ICT using SME'. ICT using SMEs are represented via NESSI user groups and their communities whereas this group will be orientated to those technical in nature.

The NESSI SME strategy recognises that due the limited resources of SMEs, the NESSI SME environment (Hereinafter refereed to as NESSI<sub>sme</sub>) will be designed to provide a "one-stop shop" to ensure that matters which concern SMEs can be comprehended efficiently without their necessary participation in multiple (or any) groups. Of course, NESSI SMEs are free, and encouraged, to participate in all NESSI working groups and committees within their domain of interest as well as, or instead of, NESSI<sub>sme</sub>.

NESSI<sub>sme</sub> also reflects generic NESSI SME issues rather than domain specific aspects such as Grid, Security, eHealth, this is not to say SMEs working in the fields are not welcome, simply that the primary focus of the group is on generic matters of interest to all ICT SMEs.

Note that all dynamic information related to this proposal is identified in annex A of this document and includes details of the committee's promoters, leads and current membership analysis. Annex B contains background information on specific areas within the NESSI framework where SMEs are specifically addressed and SME related inaugural NESSI projects. Annex C presents some more elemental actions to support to activities of section 6 of this document.

## 2. Purpose

The NESSI SME strategy implementation will create an additional dimension of NESSI activities and image. Yet, it is of paramount importance to align the strategy and the resulting organizational framework to ICT SMEs long and medium term strategies and interests. The ICT SME community is heterogeneous, ranging from expansive, globally-oriented SME's operating aggressively in their selected market niche's, to service-oriented organizations typically filling the market gaps ignored by the large players. Thus the NESSI SME strategy must also consider these aspects.

The strategy is intended to answer the following questions:

**"Which ICT SMEs, Why and How would they wish to actively participate in NESSI activities?"**

## 2.1 Which

The determination and objectives to invest time and effort into the NESSI as well as European research activities will display themselves with different intensities within SME classes mentioned below:

- A. Service-oriented SME's
  - 1. Bespoke application development
  - 2. System administration
  - 3. Hardware/software delivery and maintenance
  - 4. IT consultancy and audit
- B. Solution-oriented SME's
  - 1. Generalized application development
  - 2. Solution implementation services
- C. R&D-oriented SME's
  - 1. Proprietary software product development
  - 2. Applied ICT research
  - 3. Technological education and consultancy

The prime candidates for active NESSI participation are the SME's falling into the "R&D-oriented" class since they clearly possess sufficient technological skill and intellectual potential to contribute the added-value research and development results within their technological realm.

The "Solution-oriented" SME's, who typically utilize existing technologies and/or research results to develop ICT solutions (generalized applications), although not able to contribute significantly in research projects, may be very useful as the "proof of concept" demonstration development partners and methodology test beds.

The above SME classes comprise the target collection of European SME's that may both be attractive for NESSI as actively contributing members and may find sufficient business justification to invest in NESSI activities.

The "Service-oriented" SME's are the potential market for the NESSI platform that needs to be assessed and educated to enable the required technology transfer.

## 2.2 Why

The NESSI intellectual infrastructure, such as the SRA and the NESSI Working Group activities, provides a natural playground for any expansive, growth-oriented SME. The following, non-exhaustive list comprises, some of the prime reasons for an ICT SME to get involved in NESSI activities:

- To gain the insight into the European ICT market evolution and prime technological directions
- To gain access to organized knowledge by involving SME employees in appropriate NESSI structures
- To gain access to IST Framework Program research funding by joining NESSI supported (endorsed) project consortia



- To gain access to potential partners sharing knowledge, products, and market positions to expand the potential market

### 2.3 How

The 'How' is addressed in the remainder of this document.

### 3. Structure

The total NESSI SME environment was initially envisioned, or could, encompass the following structures and linkages:

- SME Committee
- SME Forum/Community
- SME Working Group
- SME actions within NESSI inaugural projects (NESSI-SOFT, NESSI-GRID, ONESSI...)
- NESSI Secretariat
- Other parts of the NESSI infrastructure

Currently, the NESSI SME Committee is formally a committee of the NESSI Steering Committee. Hence, its membership can only be composed of steering committee members and invited observers according to the rules of governance. On the one hand it is logical that the Committee is composed of (only) SMEs but on the other this infers a membership of, most likely, only 3 NESSI SME partner organisations. It is thus proposed that in order to initiate activity, that it is reasonable that the NESSI SME Committee has a greater engagement and membership of all NESSI partners but still the pure SME view must be dominant.

There is also the established notion of the "NESSI SME Forum". In this context, there is little difference between a community and a 'normal' working group. Thus SME Community activity and SME work activity is proposed to be logically handled by one group. This group is proposed to be term the "NESSI SME Community".

Over time, from the initial focus on the NESSI SME Committee the direction must be instead be to centre the activity on the NESSI SME Community group with the NESSI SME Committee largely acting as a figurehead for it. The SME Committee will oversee and ensure it is functioning properly and report to the NESSI Steering Committee as necessary. In addition, by mandating that the SME Community group chair will always be an SME partner such interaction will be ensured.

When such a SME Community is established, its membership can then be widened to all SMEs and SME associations, as described below, as well as other related internal and external entities – for example NESSI inaugural projects.

The following texts focus on both the committee and community group ("NESSI sme groups") and highlights any differences only when necessary.

## 4. Membership

### 4.1 NESSI SME Committee

- All steering committee members who volunteer to participate
- All SME steering committee members (mandatory)
- Lead by a SME steering committee member

### 4.2 NESSI SME Community group

It should be clear that the primary membership of this group, those driving and more active in steering the direction, are primarily SMEs themselves; secondarily SME representative associations; and thirdly projects and other similar fora which engage SMEs. This will ensure that there is a close coupling of SME needs with the overall NESSI environment without too many additional channels in between.

SME/SME association membership should be defacto assuming the NESSI agreements has been signed, whereas the participation of others should be carefully considered to ensure that real direct SME needs are not either hidden behind larger organisations and feel comfortable operating with their peers. It is noted that according to the NESSI governance rules, only SME orientated associations, along with open source associations, may participate directly in NESSI. Associations created mostly with the intent to lobby or to represent a focused position, irrespective of the position represented, are generally excluded.

The participation of this group is thus open to all provided that:

- As NESSI SME Members they are:
  - Signatory to the NESSI agreement
  - Either:
    - An ICT SME according to the definition of being below a 250 person company
    - They represent a SME association, which in this context would mean an ICT SME association or one with such a sub-membership. Note that in general NESSI does not accept Association/Group' membership but there is a specific exception for SME within the NESSI rules of governance.
  - They are willing to actively participate and contribute to this group
- As NESSI SME Observers they either:
  - Represent other NESSI groups (primarily Working groups)
  - Represent NESSI inaugural projects (NESSI-SOFT, NESSIgrid...) and possibly their SME membership or the activities of such projects oriented specifically towards SMEs
  - Represent NESSI orientated RTD projects
  - Upon invitation they represent other SME organisations – users, consultants, associations, other projects supporting SMEs
  - Upon invitation by the NESSI SME leadership

The group will be led by one of the NESSI SME partners and the vice-chair should also be a NESSI SME partner. If this is impossible, any party that meets the requirement as being a NESSI SME Member (as described above) can be selected although in this case the precise link to the NESSI SME Committee and NESSI Steering group will need to be further explored.

## 5. Motivation

It is well known that SMEs are an important factor in the European and other economies. This includes SMEs acting as both users and providers. SMEs have similarly always been promoted as one of the four community pillars of NESSI alongside large ICT providers, users and academia. More specifically the establishment of this group has been motivated by:

- The need to quickly engage the NESSI SME community as NESSI working groups are increasingly established and operational
- To make the SME constituency more visible both:
  - Internally: To ensure SME views are heard/options sought
  - Externally: To encourage more SMEs to engage with NESSI
- To prepare for future events where an SME voice or activity may need to take place – eg the forum, conferences
- To represent and interface with active NESSI inaugural projects

## 6. Goals

NESSI SME groups goals are:

To provide a single access point for SMEs into NESSI to:

- Share and discuss the goals of the overall NESSI idea
- Stimulate an environment where SMEs input can be synthesized and aggregated and either:
  - Feed into specifically relevant NESSI working groups and committees
  - Stimulate specific SME activity (eg SME subgroups) within NESSI
- Ensure that the SME viewpoint is represented/receptive in all NESSI internal group, such as, but not limited to:
  - NESSI Steering Committee and in particular its 3 SME members
  - NESSI Board
  - NESSI WGs and other Committees
  - NESSI inaugural projects – NESSI-SOFT, NESSI grid
  - Future NESSI related RTD and Strategic projects
- Provide NESSI SME representation to external bodies, parties, forums, SME associations
- Coordinate and engage the wider SME forum with NESSI
- Promote membership of all SMEs but particularly those who can expand the current NESSI coverage – eg different countries
- Building the NESSI SME community
- Consider requests and input from other NESSI groups input, discussion and consideration

- Initiate efforts in other working groups for discussions and consideration of SME requests
- Be the sole interface of NESSI towards SME forums , associations, and other bodies and groups
- To ensure that the goal of the NESSI SRA can be put into reality within the constraints of an SME environment
- Work closely with the NESSI user community and particularly the NESSI User-SME community

## 7. Strategy

NESSI SME groups are not a 'competitor' to activities within other NESSI working groups. However, they will act in parallel to them in that it is best placed to represent the generic views of SMEs. In order to do this it must perform the actions identified below. Note that this is not a strict sequence although items at the top of the list have more urgency if not important.

Some of these elements are further defined in Annex C

- SME Community Assessment
  - To profile the existing NESSI SME constituency more precisely in terms of sector, interests, size, knowledge/implementation of software/service, interests within NESSI...
- SME Community Engagement
  - To collect from NESSI partners and members (primarily SME ones) the topics where SME activity should be considered
  - To regularly elicit the views and contribution from NESSI SME members
  - To request and synthesize SME specific contributions to the SRA
  - To encourage the participation of SMEs in the NESSI working groups
- SME Community Enlargement
  - To take advantage of the resource in NESSI linked projects to encourage participation
- SME Community Support
  - To make a specific coordination action and/or other proposal to the EU in the context of FP7 to support the activities of NESSI SMEs such as to facilitate participation to meetings by providing financial support for travel from project resources, arrange mechanisms for remote participation, etc
  - To provide a SME understandable and implementable version of a NESSI reference implementation which for example might be in the form of guidance information
  - To present to internal NESSI groups and NESSI linked projects on the role of NESSISME for consideration and refinement
  - To look towards the external NESSI world and invite and encourage input to/from NESSI from groups where SME interests are the focus and where there is mutual benefit in interfacing with NESSI

- NESSI Environment Engagement
  - To try to ensure that all NESSI working groups and other working groups always consider the ICT SME perspective
  - To collect input from other working groups for SME contribution and vice versa
  - To identify resources to contribute to specific discussion topics around NESSI
  - To contribute to forum/SME community forum events
  - To prepare intermediate reports on SME activity and engagement within NESSI
  - To contribute to NESSI marketing material
- Wider Environment Engagement
  - To link/liaise with similar SME initiatives in other ETPs
  - To coordinate with similar activities at national level

## 8. Metrics

Initial metrics include:

- **Assessment:** 40% of NESSI SMEs provide a more in-depth profile
- **Engagement:** 20% of NESSI SMEs provide contribution to the direction this group should take in terms to contribution of a revision of this mandate
- **Engagement:** 50% of NESSI SMEs registered on the NESSI SME Community
- **Enlargement:** 10% increase in SME membership
- **Support:** NESSI SME exploder is active and operation within 4 weeks of mandate approval
- **Support:** SME Web channel set up within the NESSI Web site and used as active forum within 2 months of establishment
- **NESSI Groups:** SME link to NESSI Open Source channel set up within 2 months of establishment
- **Wider Groups:** Creation of at least 4 national representatives

## 9. Mode of operation

NESSI SME groups will hold a plenary every half-year most likely in conjunction with NESSI Steering Committee, forum or other events, During the intervening period further activity will probably take place via physical meetings and/or the NESSI email exploders, telecoms etc. Face-to-face meetings shall be possible provided there is sufficient level of interest and representative attendance.

Other process and guidance is defined within the NESSI rules of governance and NESSI agreement.

## 10. Expected Support

### 10.1 NESSI Office

NESSI SME groups will seek the operational support of the NESSI Office to organise meetings, phone conferences etc. Should there be additional funding support of possibilities from eg EU coordination actions or inaugural NESSI projects NESSIsmc through its officials will liaise directly with them.

### 10.2 NESSI-SOFT

The NESSI-SOFT project (See annex B1) has a specific workpackage which is part-orientated to providing operational support to the NESSI office and for helping to facilitate SME inclusive actions within NESSI, such as giving operational support and maintaining the information flow to SMEs, as well as other actions described in this document. NESSIsmc officials and NESSI-SOFT tasks leads shall liaise closely in order to best achieve this considering:

- The needs of NESSIsmc to fill this mandate
- The scope and needs of the NESSI-SOFT project
- The support of NESSI-SOFT to fulfil this mandate

## 11. Further Considerations

- Open Source / COTS: In alignment with the stated remit of NESSI, NESSI SME groups are agnostic to whether SMEs come from the Open Source or the COTS community. Both approach shall be accepted and promoted. This is particularly important for SMEs since there tends to be relatively divergent views on whether SMEs benefit from, or are disadvantage by, open-source approaches.
- Open Standards: In order for SMEs to compete against dominant players, open interfaces and standards are paramount to SMEs so that they can compete against incumbents since it is seldom that SMEs have that “niche piece of technology”.
- NESSI inaugural projects:
  - Following requests for more SME engagement in NESSI-SOFT, there needs to be a specific interface/or inclusion of the NESSI SME activity within NESSI and coordinated by this committee. However, it is important that it is the generic interests of NESSI SMEs which are addressed in a top-down approach
  - Potential link with ONESSI: a large part of the open source community is composed of SMEs providing services and doing business on innovative open source projects. ONESSI can support the SME committee to collect input from SMEs and open source SMEs can benefit from the work done within the committee

## 12. Results and Schedule

The deliverables of the working group shall encompass:

- General D1: Further iteration of detailed plan (annex C) Feb 2006
- Assessment D2: SME Community Assessment Report March 2006
- SME Engagement D3: SME SRA Input synthesis June 2006
- Enlargement D4: Coordination Action April 2006
- NESSI Engagement D5: NESSI SME Event June 2006

## Annex A – Dynamic information

### A1. Promoters

#### SMEs

TIE Holding	NESSI SME Partner and Steering Committee member	<a href="http://www.tieglobal.com">www.tieglobal.com</a>
Rodan Systems S.A.	NESSI SME Partner and Board/ Steering Committee member	<a href="http://www.rodan.pl">www.rodan.pl</a>
Mo.M.A	NESSI SME Partner and Steering Committee member	<a href="http://www.momanet.it">www.momanet.it</a>

#### SME Representatives/Associations

NESSI-SOFT Project  
Objectweb

### A2. Officers

Lead	Stuart Campbell, CTO, TIE
Vice-Lead	Dr Momotko, Rodan

### A3. Contributors to the NESSI SME mandate

Stuart Campbell	CTO, TIE
Veronique Pevtschin.	Software AG
Mayte Teresa Garcia Gonzalez.	AtosOrigin
Julie Marguerite	Inrialpes/Objectweb
Pierluigi Ritrovato	Moma
Witold Staniszkis	Rodan

### A4. NESSI SME Analysis

From membership information provided by the NESSI secretariat 2006-11-08, which contain 345 entities (in some instance multiple people from the same group, or multiple units in the same company) the following basic information and analysis derived. Great caution should be taken on this analysis since it is often determined from 'cut and past' narrative statements made during the NESSI submission process and the categorisations have been guesstimated. As a first exercise, it would be appropriate to firmly classify the background and interest areas of such SMEs.

Indeed, a subsequent reworked list provided 2006-12-03, narrowed the actual (non duplicate, confirmed SMEs) entries to be 199 and the total number of SMEs to be 31 or 16% of the number of participants (cf ICT 25%, Users 5%, Academics 55%).



Although the list below is worked on the basis of 48 (vs 31) the rough figures and conclusions are still believed to be correct.

48 are SME entities of which 5 appear duplicate companies leading to 43 SMEs. It appears the membership status is 'uncertain for many.'

#### Types

- s/w and Services – ie focus on development software/services
- Analysts/Consulting – ie focus on providing services
- Not able to assess

On this basis it appears the focus of the SME memberships is perhaps in alignment to NESSI in that it is focused on the more practical community of software and services companies rather than analyst/consulting companies although the later is still 1/3 of the constituency. It is also clear that the NESSI interpretation of SME, meaning ICT SME, has been clearly understood.

#### Business

- General 12
- Content Management , Multimedia & Digital TV 6
- Special Technology (Grid, Security, Telephony...) 5
- Embedded/Control systems 4
- Domains/Sectors (medical, financial...) 3
- Project/Associations 3
- S/w engineering, Modelling 2
- Unknown 8

On this basis it appears there is no great focus in any one area since 'general' itself is an unfocused area. It is interesting thought that content related SMEs do occupy a relatively large proportion of SME members. Domain/Sector specific SMEs also represent a low proportion.

#### Country

- Spain 10
- Italy 7
- France 3
- UK 2
- Slovakia 2
- Romania 2
- Turkey 2
- Germany 2
- Greece 2
- Hungary 2
- Germany 1
- Belgium 1
- Bulgaria 1
- Estonia 1



- Netherlands

1

Spanish and Italian SMEs appear to represent nearly 50% of SME organisation participating in NESSI. It is unclear why this is. It is clear though, that the spread in other countries, particularly the big 3 of France, Germany, UK represent only around 10% of NESSI SMEs which should be of concern which greater country awareness needed.

## **Annex B – Background information**

### **B1. NESSI SRA**

With specific reference to “SME” the NESSI Strategic Research Agenda, Vol. 1 states only those aspects listed below. This is not surprising in that most aspects of the SRA are clearly relevant for SMEs, user, and large organisation alike.

Section 5: “NESSI will...stimulate the creation of independent European certification bodies when necessary. Moreover, in this area opportunities for European universities, Research institutes and SMEs will be investigated.

Annex A: “...NESSI will address important issues such as: How to coordinate local regions’ public administrations work and productivity of SMEs”

On the one hand this ‘narrow-set’ of SME specific aspects may be considered as a little ‘worrying’. However, on the other hand this means that the SME agenda within NESSI has rightly not been specified by entities that are not representing the precise needs of small and medium sized ICT companies.

### **B2. NESSI-SOFT**

NESSI-SOFT is a 24 month Specific Support Action of NESSI.

- Its objective is “to support the work of the Technology Platform on Software and Services, to define future research agendas”, by promoting and consolidating NESSI. The project aims to provide organisational and operational support to further develop and subsequently implement the strategic vision of NESSI
- The project will allow large and small industry, research organisations, public authorities, financial institutions and other stakeholders across the EU to join forces and coordinate their actions for the elaboration and implementation of the Software and Services Strategic Research Agenda (SRA).
- NESSI-SOFT will involve SME’s and link with current ERA-Net initiatives, and with the international scientific community, thereby gathering experts in the domain and promoting participation of new players, through its workpackage WP4
- The NESSI-SOFT consortium is not composed by any SME and hence that is why it can not have the SME perspective on the actions that must be taken. NESSI-SOFT partners are ATOS, which is leading WP4 (interlinking Work Package), Engineering, THALES, TID, Object Web and Software AG. Also note that within WP4 ObjectWeb participates and it intends to enlarge the approach with the SMEs from the Open Source Community.

The detailed description of the Work Package 4 is as follows:

#### **Work Package 4 (WP4) –Interlinking Software & Services Community:**

The success of the Technology Platform will be largely based on its ability to build a large consensus in the industrial and scientific community. This will require the ability to contact and involve a large number of SME’s that are working in this field, as well as Academia and Research organisations all over Europe and all the relevant IST projects communities, national or regional initiatives actors. The activity related to



this work-package will be to contact and coordinate all these partners and provide them with dedicated support. A specific task will be dedicated to the Open Source Community.

The work package has some tasks related to the involvement of SMEs in NESSI.

**Task 4.1:** Create a data base for SME's, Academia and Research Institutes involved in Software and Services; establish mailing lists by field of competence, linking with EC and EUREKA database.

**Task 4.2:** Plan and support activities with the purpose to coordinate participation of SME's and Research organisations in NESSI, integrating them in the NESSI information flow, including organization of Workshops and information events, logistics, minutes and follow-up.

**Task 4.3:** Liaise with the members / national offices responsible for the organising the activity of SME's and Universities, linked data bases, maintain an information flow on NESSI activities.

NESSI-SOFT is supposed to deliver a Plan of the first year access activities carried out in this WP that has to be revised at the end of the first year of the project. This plan has to be extended to the second year of the project according to the assessment of the activities of the first year.

## Annex C - Detailed Plan

Note: This plan should be seen as a rolling detailed action document of the group but it gives an initial illustration of expectations some more complete than others

Activity	Responsible
SME Community Assessment	
<p><i>To profile the existing NESSI SME constituency more precisely in terms of sector, interests, size, knowledge/implementation of software/service, interests within NESSI</i></p> <p>Inputs: None            Output: Prepare the elements to assess from the SMEs what their interests are and their participation possibilities in the SME Group            By End of February to have contacted all NESSI SMEs            By end of March to have synthesized feedback</p>	<p>NESSI Office- Catherine</p> <p>Officials - Stuart</p> <p>ATOS- Mayte Garcia</p>
SME Community Engagement	
<p><i>To collect from NESSI partners and members (primarily SME ones) the topics where SME activity should be considered</i></p>	
<p><i>To regularly elicit the views and contribution from NESSI SME members</i></p>	
<p><i>To request and synthesize SME specific contributions to the SRA</i></p>	
<p><i>To encourage the participation of SMEs in the NESSI working groups</i></p>	
SME Community Enlargement	

<p><i>To take advantage of the resource in NESSI linked projects to encourage participation</i></p> <p>Community Building. An SME community must be created around NESSI and thus one of the main objectives is to achieve an increase on the number of SMEs registered in NESSI by promoting its existence and message by:</p> <ul style="list-style-type: none"> <li>• Contact all the projects financed by EC, dealing with SMEs (i.e. EPISTEP, EASIER,..)</li> <li>• Contact National Contact Points and members of Public Administrations with access to SMEs</li> <li>• Contact IRC centres</li> <li>• Contact CRAFT programme. This programme has supported SMEs and help to find user and ICT SMEs</li> <li>• Contact IGLO RTD</li> <li>• Contact networks of SMEs (i.e. PYMERA, Spanish network of SMEs)</li> <li>• ENSR. European Network of SME Research</li> <li>• European association of chamber of commerce and industry</li> <li>• Contact organisations within regions in each country that performs a direct link between SMEs and the European projects.</li> </ul> <p>Inputs: Acceptance of this mandate Output: Seek agreement of the SME committee of the approach and its contents By End of January to have contacted these groups, to have actively encouraged feedback and to provide by end of February a review of the success of the action</p>	<p>Atos - Mayte Garcia</p>
<p><i>To take advantage of the resource in NESSI linked projects to encourage participation</i></p> <p>Give a message to SMEs through relevant CEC Information Days for the software industry</p> <p>Inputs: None Output: To prepare a suitable information/pack of slides for SME Group approval Contact people from the CEC in charge of FP7 information days in which NESSI can be present)</p>	<p>Atos - Mayte Garcia</p>
<p>SME Community Support</p>	
<p><i>To make a specific coordination action and/or other proposal to the EU in the context of FP7 to support the activities of NESSI SMEs</i></p>	
<p><i>To provide a SME understandable and implementable version of a NESSI reference implementation which for example might be in the form of guidance information</i></p>	
<p><i>To present to internal NESSI groups and NESSI linked projects on the role of NESSI/sme for consideration and refinement</i></p>	
<p><i>To look towards the external NESSI world and invite and encourage input to/from NESSI from groups where SME interests are the focus and where there is mutual benefit in interfacing with NESSI</i></p>	
<p>NESSI Environment Engagement</p>	
<p><i>To try to ensure that all NESSI working groups and other working groups always consider the ICT SME perspective</i></p>	



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<i>To collect input from other working groups for SME contribution and vice versa</i>	
<i>To identify resources to contribute to specific discussion topics around NESSI</i>	
<p><i>To contribute to forum/SME communityforum events</i></p> <p>NESSI-SOFT have stated they will support:</p> <ul style="list-style-type: none"> <li>• Global NESSI events.</li> <li>• Specific events organised with the purpose of involving SMEs in NESSI</li> </ul>	Atos - Mayte Garcia
<p><i>To prepare intermediate reports on SME activity and engagement within NESSI</i></p> <p>Implement a quarterly report analyzing the state of the workplan and mandate for the Steering committee but suitable for publishing wider (website etc)</p> <p>Inputs: None Output: Quarterly report (ongoing)</p>	Officials – Stuart
<p><i>To contribute to NESSI marketing material</i></p> <p>Implement a section for SMEs in the NESSI newsletter</p> <p>Inputs: Awaiting information on next newsletter Output: Provide section upon demand</p>	<p>Officials – Stuart</p> <p>Atos – Mayte Garcia</p>
<b>Wider Environment Engagement</b>	
<i>To link/liaise with similar SME initiatives in other ETPs</i>	
<i>To coordindate with similar activities at national level</i>	



## Annex D History

V3 Circulated to NESSI SC

V4 Includes comments from

- Julie Marguerite Inrialpes/Objectweb
- Mayte Garcia Atos
- Pierluigi Ritrovato Moma
- Witold Staniszki Rodan

