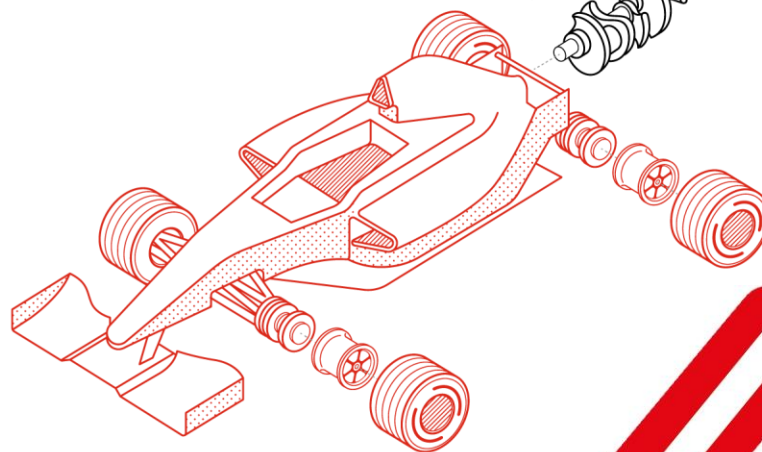
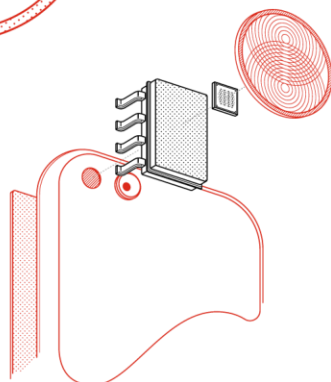
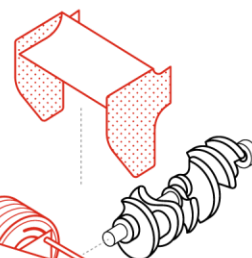
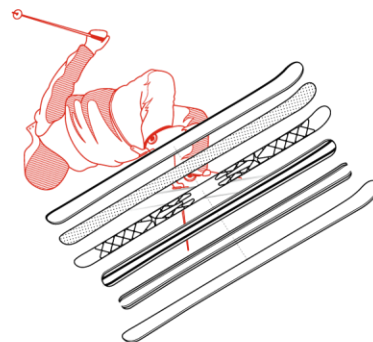
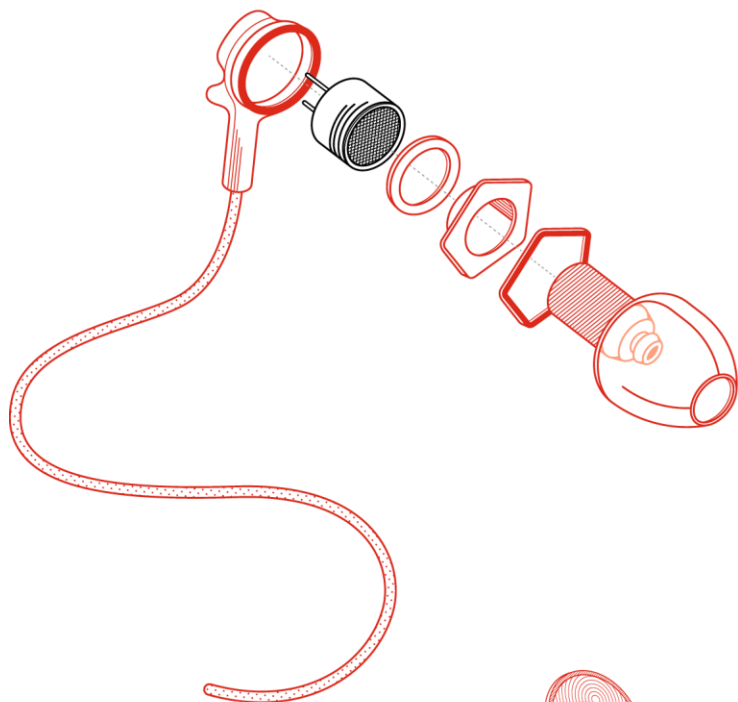


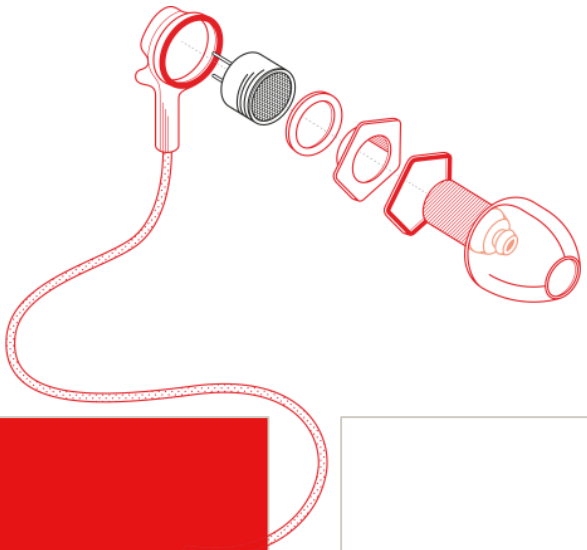


WEBINAR
MobiliseSME

28.06.2022 | 14:00

 **ADVANTAGE
AUSTRIA** 

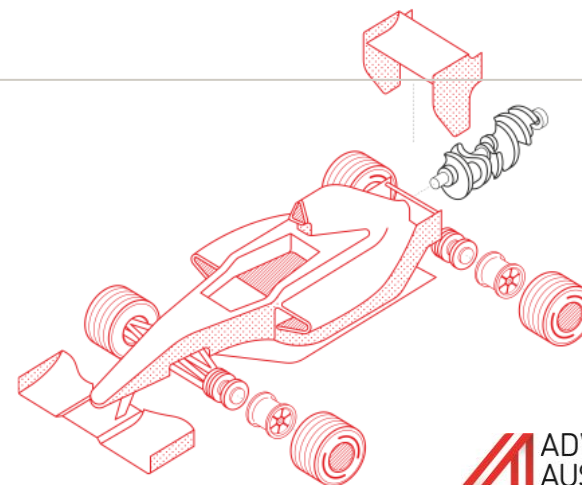


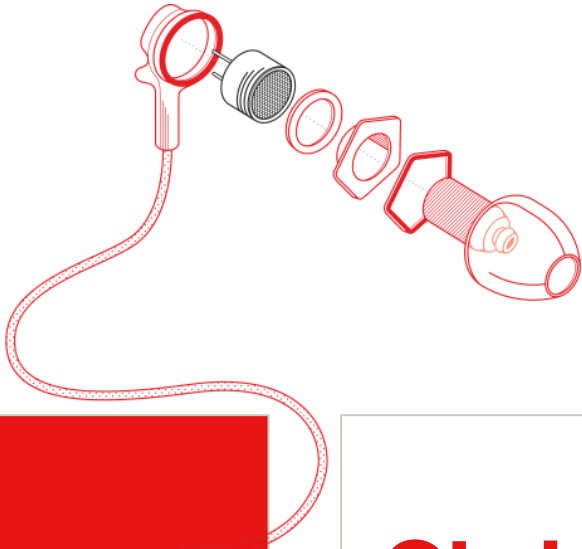


Michael Dobersberger

Commercial Attaché

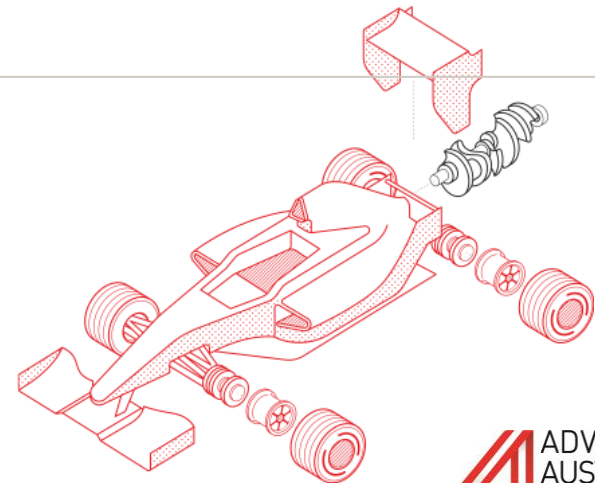
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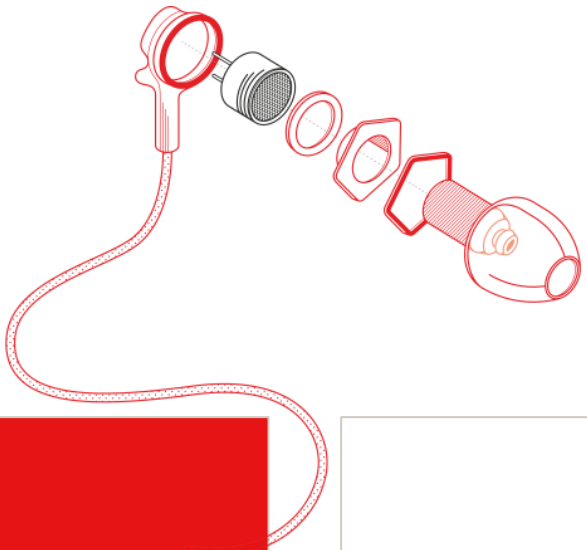




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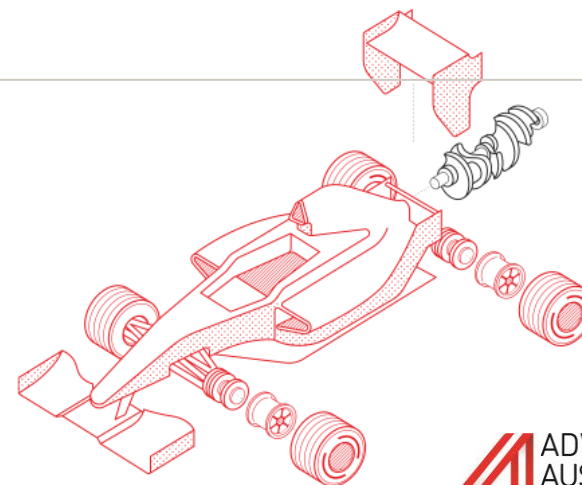
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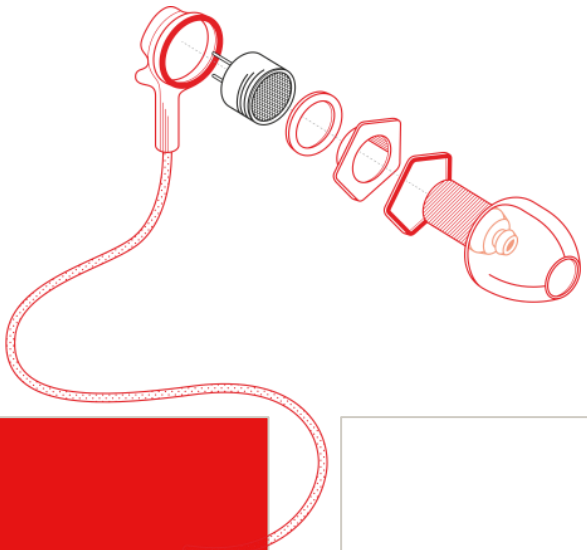




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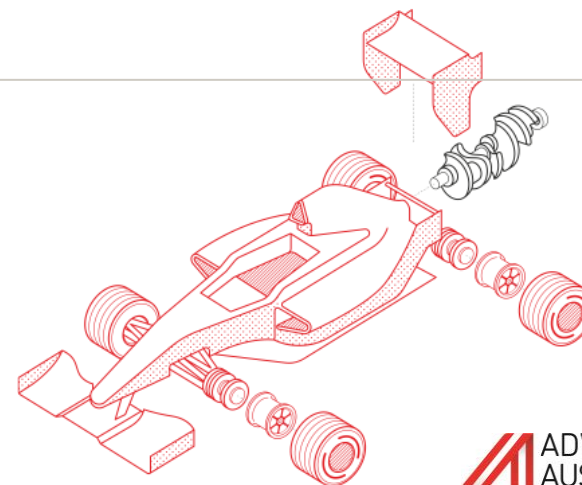
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Project Manager in the Chamber of Economy of Montenegro

MobiliseSME



MobiliseSME

Mobility Exchange programme for SME staff



www.mobilise-sme.eu

#MobiliseSME



What is MobiliseSME?

- **European programme** (*pilot project running from August 2020 until July 2022*).
- **Staff** (employees, managers and owners or co-owners) from a SME Sending Company stay a **short period of time** (1-6 months) with another SME (Host Company) in another EU country.
- **Financial support** is provided by the programme to cover accommodation and integration costs (length and location of the exchange).
- Types of collaboration: it depends on the type of companies to collaborate and the sector they belong to.
- There are **no deadlines** to participate. There is an on-going assessment and SMEs may participate when considered.
- Participating countries: EU member States, Iceland and Norway, Albania, Republic of North Macedonia, Montenegro, Serbia and Turkey.



MobiliseSME
Mobility Exchange programme for SME staff

MobiliseSME
Mobility Exchange programme for SME staff

Co-funded by
the European Union



What is an SME under the rules of MobiliseSME?

- SME (*Small and medium sized enterprises*) definition of the European Commission.
- Less than 250 employees and less than 50M€ of turnover or less 43M€ in your balance sheet.
- Freelances, micro-SMEs and self-employees are eligible.
- Other types of entities such as Associations, Foundations or Cooperatives may also participate if they are engaged in an economic activity and have a similar management structure.



Types of collaborations



Market research, or
marketing strategies



Development of
products and services
(innovation R&D)



Internationalisation,
search of new clients
and trade opportunities
(Foreign Trade)



Training (Knowledge
Transfer)



Joint research activities



Strengthening pre-
existent collaboration



Other kind of
collaborations that may be
of interest for both parties

Parties involved

Sending company

Employees, managers and owners or co-owners of companies with 3 years of professional experience and 1 year employed in the SME.

Host company

SMEs that are set up for longer than 1 year and that are willing to receive seconded employees.

About the secondment

- SMEs may participate as **sending companies** twice. There is no limit to hosting in your company.
- During the collaboration, both companies must share the same workplace/office. The seconded employee/manager or owner/co-owner may dedicate time for the joint project but also to contribute and support the daily activities of the host company as well as their own activities.
- The collaboration and its details are agreed between both companies during the **preparation phase**. There must be a balanced collaboration (win-win-win), where both companies and the person seconded obtain results in terms of new skills, knowledge or competences.
- **Pre-existent collaborations** or joint projects are allowed. Apprentices and internships are not allowed.
- The secondment may be **fragmented** or **extended** if justified and in agreement between both companies and the employee.



Financial support

- Each country has its own **"cost of living lump sum"** which determines the value of financial support that the company is entitled to. The lump sum is a **fixed contribution** to companies to cover integration costs.
- The full list is shown [on the website](#), but some examples are:
 - €830.00 / month – Belgium, Germany, Luxembourg, Netherlands & Spain.
 - €900.00/month – Italy & Austria.
 - €1000.00 / month – Ireland.
 - €1100.00 / month – Denmark and Outermost Regions.
- Payments are made by your **local contact point** (Spain) to the SMEs in monthly instalments. All payments are **pre-financed**. There is an equivalent of one's month's contribution prior to departure and once the collaboration is agreed with your peer. Subsequent instalments are paid monthly on the anniversary date of the commencement of the secondment, except for the final instalment.
- At the end of the exchange both companies and the employee are required to submit **feedback questionnaires**. Upon receipt of these feedback questionnaires the local contact point will release the last payment.
- Regardless of the duration of the exchange, the exchange report includes proof of the stay and mobility, pictures, a contract signed between the local contact point and the sending company and a final feedback questionnaire.



Mobilise SME and the Labour Law

- ❖ Within the EU/EEA territory: free movement of persons
- ❖ Posting of workers directive not applicable (no contractual work!)
- ❖ 3rd country residents subject to the host country rules
- ❖ In Austria
 - EU-projects educational/vocational training purposes constitute an exemption from the Federal Act on the Employment of Foreigners
 - Stay up to 6 months: application for a visa and submission of a document proving the EU-project context (Financial Agreement)



How does it works?



1

ONLINE APPLICATION

Registering in the Matchmaking platform is compulsory.

SME Declaration to be signed (provided by the MobiliseSME).

Participating countries: EU member States; Iceland and Norway; Albania, Republic of North Macedonia, Montenegro, Serbia and Turkey.

2

MATCHING

SMEs may boost **existing collaborations** thanks to the MobiliseSME programme.

Interested SMEs may also search for partners **out of the platform**.

Local contact points may provide assistance. They shall assess the match and approve it.

3

CONTACTING & PREPARATION PHASE

Activity Plan: detailed agreement and information about the activities and projects to carry out during the exchange.

Both companies and the employee seconded must be involved.

Prior departure, there might be further arrangements (accommodation, trips and other documents).

4

STAY ABROAD

Duration: 1-6 months.

Support and monitoring of the stay abroad by the Local Contact Points.

5

FEEDBACK & FINAL PAYMENT

Local Contact Points will assess the secondment.

Final Survey is compulsory before the final payment.

Why participate?

BENEFITS FOR THE SENDING COMPANY (SC):

- A **deeper** understanding of a thematic area for both the SME and its employees (HR, marketing, finance, etc.)
- Gain knowledge about **other markets**.
- Access to a technology, a specific method or innovation.
- New needed **complementary skills** for your employees, managers or owners.
- New skills **international contacts**, market intelligence or consolidation business with the hosting company.

BENEFITS FOR THE HOST COMPANY (HC):

- **Newer** and **fresher** ideas from peers in those fields of your interest.
- Further **development** of products and services for your SME.
- Opportunity to **widen networks** at EU level.
- Learn **new technologies or skills** from the seconded employee.
- A chance for an **expansion/consolidation** of already existing business with the sender.



Frequent asked questions (FAQ)

- **Is the United Kingdom an eligible country in the MobiliseSME programme?**

Brexit does not affect MobiliseSME and exchanges involving UK companies are possible under the current program.

- **Are there any preferences related to the sectors available?**

All sectors are eligible – There have been companies already participating from sectors such as architecture, tourism, music, publishing, app development, digital marketing, research, literacy, consultancy, urbanism and others.

- **May companies still participate in the current context of restrictions?**

Within the current context and restrictions, SMEs may participate. Local contact points provide **assistance** and practical information during the whole process. During the secondment, companies must follow indications rules of the health authorities. **Remotely exchanges** may be

valid if objectives and results are not jeopardised and if the seconded person is already in the host country.

- **Can two employees participate at the same time in the same host company?**

The logic of the program is that there is an activity plan for each collaboration (two companies) where one employee is involved. Only in exceptional cases are two allowed at the same time.

- **Do the companies have any obligation towards the program once their stay is over?**

The companies have no obligation towards the program once the collaboration is finished and the final questionnaire is handed in.

Local Contact Points

Mobilise SME considers applicants properly established and registered in the following countries:

- EU Member States.
- Iceland and Norway in accordance with the EEA Agreement.
- Albania, Republic of North Macedonia, Montenegro, Serbia and Turkey.



Your Contact Point in Austria

Chamber of Commerce of Austria

www.wko.at

Christoph Huter

✉ christoph.huter@wko.at

Thomas Reichenbach

✉ thomas.reichenbach@wko.at

Internationaler Fachkräfteaustausch

www.ifa.or.at

Chirstina Prohammer

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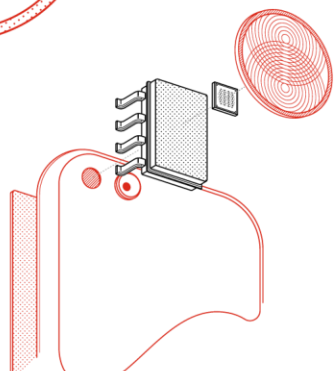
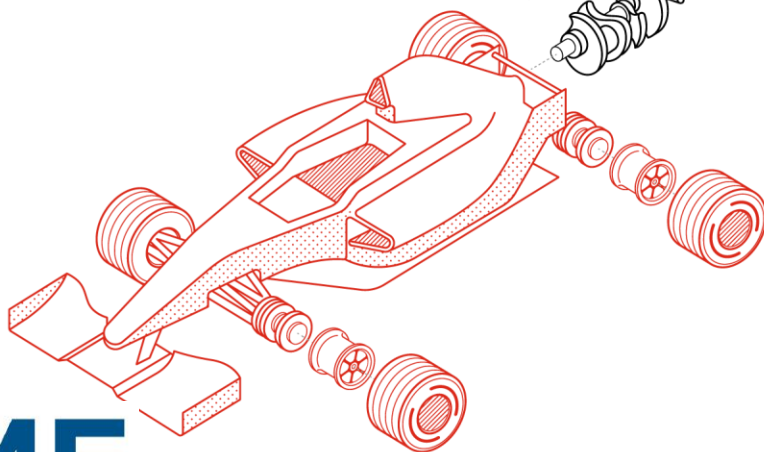
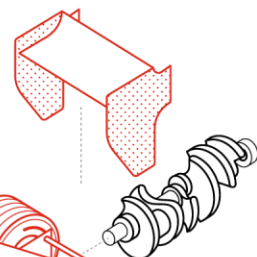
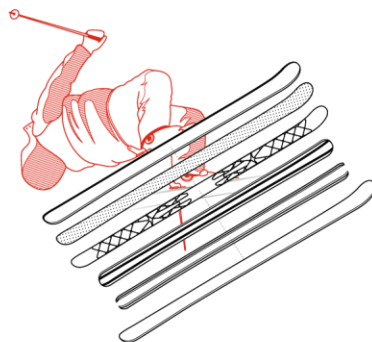
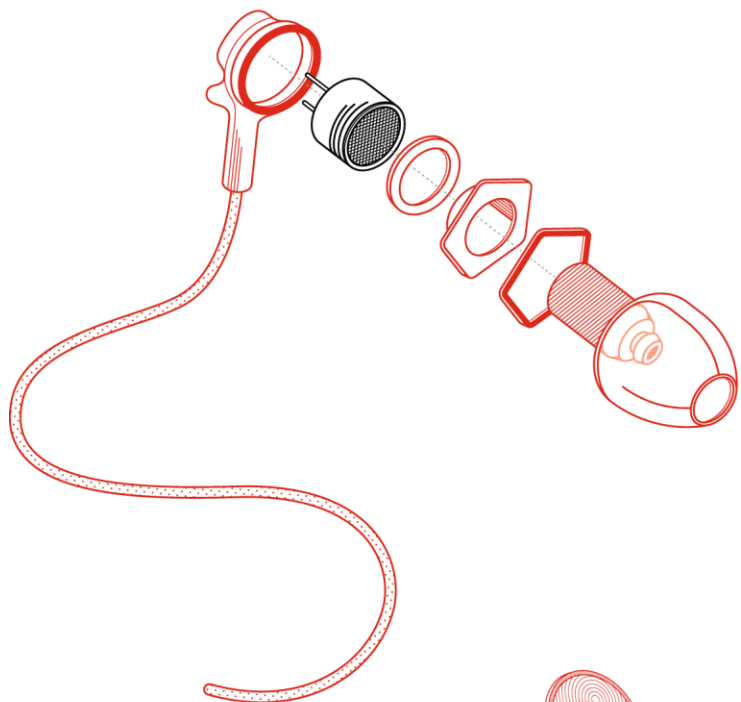


Thanks!

www.mobilise-sme.eu

support@mobilise-sme.eu

#MobiliseSME



MobiliseSME

Q & A



**THANK YOU FOR
PARTICIPATING!**

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MobiliseSME

