



4. 収集資料リスト

今回調査において、様々な資料を収集している。

APERMの使命、組織、これまでの取り組み、今後の方針を網羅した資料（マケドニア創業促進庁：Donor Conference for Entrepreneurship and SMEs 21st of November 2008 Power Point Version）を参考資料の一例として以下に添付する。その他の収集資料に関しては、その後続くページにてその収集リストを記載する。




Agency for Promotion of Entrepreneurship
of the Republic of Macedonia



**Donor Conference for Entrepreneurship
and SMEs
21st of November 2008**

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INTRODUCTION


Development of the entrepreneurship and small and medium sized enterprises are the main trigger factor of the market economy in the contemporary world.

In the Republic of Macedonia 99% of all active enterprises are SME's.

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• The Government of the Republic of Macedonia gives high priority to the development of the SME sector, focusing on the concrete measures and activities that supports Development of the entrepreneurship, competitiveness and innovativeness of the SMEs.

• Institutional Infrastructure – Network of SME Development Organizations in co-operation are realizing the Governmental Programmes that are followed by the European Development Programmes.




STRATEGIC FRAMEWORK

The Agency for Promotion of Entrepreneurship of the Republic of Macedonia was established in accordance with the Law in December 2003

The Agency is the operational body of the Government of the Republic of Macedonia responsible for implementation of:

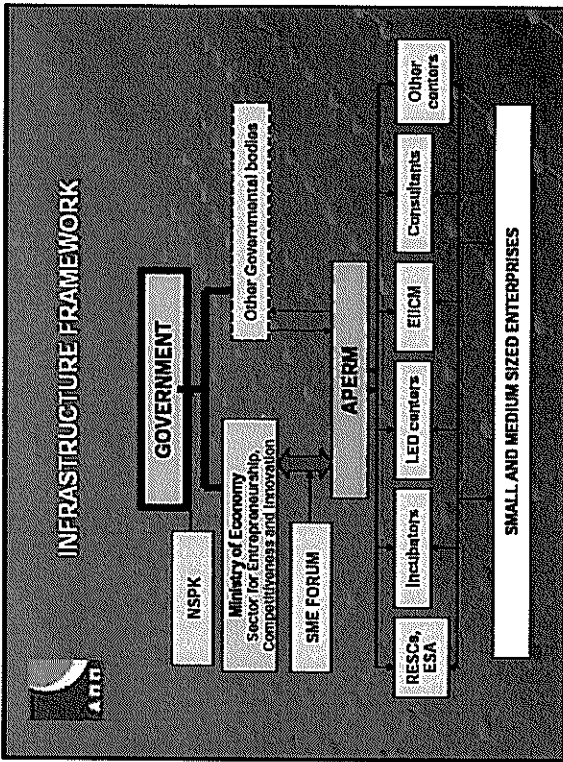
- National Development Strategy (2002-2013)
- Multi-annual Programme for Development of Entrepreneurship Competitiveness And Innovation of the SMEs (2007-2010)
- European Charter for Small Enterprises



MISSION

Promotion of entrepreneurship and the sector of SMEs in the Republic of Macedonia through realization of priority projects reflecting:

- Annual Governmental Programme for Development of Entrepreneurship, Competitiveness and Innovation at SMEs
- Real fields of intervention according to the demands of SMEs



- ### PROGRAMME ACTIVITIES
- Realization of the various Programmes: Education, Training, Consultancy etc. for the sector of SME, Vouchers for SMEs
 - Support of the Institutional Infrastructure for promotion of the entrepreneurship and competitiveness at SMEs
 - Maintenances and regular update of the existing Data Base (over 7500 registered companies) and on-line networking among the all members of the Institutional Infrastructure for SME support, as a tool for continuous dissemination of information
 - Implementation the Regional Development Programme reinforcing the Cooperation with the countries from the broader South East Europe Region
 - Organization of the tribunes, conferences and business forums
 - European Information and Innovation Center Macedonia – EIIICM
 - Human Resource Development Fund - HRDF

SUPPORT OF THE SELF-EMPLOYMENT "FAMILY BUSINESS"

Min Governmental Project for implementation of Active Measures for Employment with final goal reducing the rates of unemployment and grey economy

RESULTS: Self-employment with goal - 558 grants for unemployed people worth 2600 EUR each to start business

PARTNERS: Ministry of labour and social policy, Employment Agency of RM, Agency for Promotion of the Entrepreneurship of RM UNDP - 2007

STATUS: Active project

VOUCHER SCHEME OF SUBSIDIZED CONSULTANT SERVICES




Programme for providing subsidized consultancy to companies by selected consultants dedicated for support start-up businesses or for improvement of the operations of the existing ones.

2009 – Introduction of the "Innovative Voucher"

RESULTS: 343 vouchers for Start up companies
106 vouchers for Existing companies
Development of software - on-line operational support of the Voucher Scheme of Consultancy

PARTNERS: Programme Development Council of the Voucher Scheme of Consultancy APERM, ME, BSOs, Consultants and beneficiaries of the Programme

STATUS: Active Programme (continuously from 2006)



 **DIRECT CONSULTING SERVICES AT SMES**  

Expert support in implementation of technology transfer, knowledge and problem-solving at SMES.

RESULTS: 2005 - provided direct consulting services in 148 companies
2006 - provided direct consulting services in 80 companies
2007 - provided direct consulting services in 10 companies

PARTNERS: 1. APERM and BSOs (2005)
2. APERM, SME DP3, BSOs, independent consultants (2006/2007)
3. APERM, GTZ ITI, independent consultants (2006)

STATUS: Completed project


 **SPARK (ATA) – Netherland Private Sector Development in Western Balkans I** 

Private Sector Development in the countries of Western Balkan and improvement of the knowledge and skills of the development institutions for SMEs with focus on reinforcement of the regional cooperation among partners

RESULTS: Organization of regional "European Days of the Entrepreneur"
Joint research projects
Competition in preparation of Business plan with financial award
Specialized training modules for students, institutions and entrepreneurs
Internships for students
Study visits in the countries of EU
Conferences for Project Partners

PARTNERS: SPARK- Netherland
Macedonia: IME, APERM, Faculty of Economics-Prilep
Montenegro: Directorate for Development of SMEs
B&H: Ministry of Development and Entrepreneurship, Faculty of Economics-Tuzla
Serbia: SME Agency and the Faculty of Economics
Kosovo: REA Pristina

STATUS: Completed 1 phase of the project. Second phase approved.



 **INFO PULIT**

Information services for SMEs provided by BSOs on the whole territory of the Republic of Macedonia

RESULTS: Provided information, orientation and advisory services for 5000 clients and regular update of the Agency's SME Data Base

PARTNERS: APERM & BSOs (continuously from 2006)

STATUS: Active Project




 **JICA – Support of emerging new industrial enterprises in Macedonia** 

Building capacities of the Ministry of Economy and APERM for development of projects and programmes to encourage establishment of new enterprises with innovative ideas.

RESULTS: Guide book for SME promotion in Macedonia
Specialized training programmes for SMEs and Institutions (15)

PARTNERS: JICA - Japan
APERM, Ministry of Economy and Secretariat for European Affairs, Government of RM

STATUS: Completed project. Expected continuation of the cooperation in trainings and realization of new project in 2008

PROMOTION OF INTRODUCTION OF THE QUALITY STANDARDS



Information and raising the awareness at SMEs for the importance of implementation of quality standards followed by higher level of knowledge and improved business operations, as a requirement for efficient approach on international markets

RESULTS:

1. Realized 18 promotional workshops (ISO 14001, ISO 18001, ISO 2001, HACCP) for 500 participants
2. Published HACCP Dictionary and promotion-educational brochures for HACCP system
2. Realized training of HACCP teams in 11 companies
3. Realized 5 promotional workshops (ISO 9001, ISO 14001, BRC, EUREPGAP)
- Realized training for 15 consultants for introduction of quality standards: Food hygiene and HACCP.

PARTNERS: 1. JFC and APERM (2005-2006)
2. GTZ, REDEM and APERM (2006)
3. SECI and APERM (2007)

STATUS: Completed projects, Promotion continues in 2008




EUROPEAN INFORMATION AND INNOVATION CENTER MACEDONIA

Main purpose of regular contacts under the Enterprise Europe Network will lead towards strengthening business cooperation (Module A) and spreading the technological and innovation level (Module B). These modules contributed by four government of the scientific and R&D component of the beneficiary companies (Module C)

RESULTS: March 2008 – Official start of the EICM.
Currently – Initial activities and promotion of the Center

PARTNERS: APERM, UKIM, Foundation MIR and ECM Government of the Republic of Macedonia – 100.000 Euro and European Commission with 90.000 Euro

STATUS: Active Project

ENTREPRENEURIAL EDUCATION



Raising awareness and the necessity of intervention into the business environment as an imperative for sustainability of the business entities

RESULTS:

1. 2 workshops – Long Life Learning for Adults
2. Awareness raising campaigns on Entrepreneurship involving 1000 students and pupils
3. 2 two days trainings – involving 80 secondary school teachers on "Entrepreneurship and Business"

PARTNERS: 1. APERM, Ministry of Economy, Ministry of education, HRDP, SECI
2. APERM, Ministry of Economy, BSC at MF, SECI
3. APERM, Ministry of Economy, Ministry of education, SECI

STATUS: Activities proceed in 2008

AWARENESS RAISING CAMPAIGNS FOR USE OF ICT IN BUSINESS

Raising awareness for use of the Information Communication Technologies – ICT in business

RESULTS: 5 Regional Workshops dedicated for raising awareness for the benefits of the use of ICT in business and 5 Small Fairs aiming to bring together SMEs and IT Companies to meet and get informed about their products (software solutions) and other services they provide for the business sector

PARTNERS: APERM, MASIT, SECI,

STATUS: The project will proceed in 2008



ENTREPRENEURIAL AWARDS Entrepreneur of the Year 2007

Stimulating the entrepreneurial spirit and culture in the country through promotion of successful micro and small companies

RESULTS: I and II Award granted to 2 Micro companies
I and II Award granted to 2 Small companies

PARTNERS: APERM, BSC-Skopje, MRPP, SECI, CEED, Macedonia,

STATUS: Project proceeds in 2008



CONCLUSIONS

"The contemporary economy more and more is based on knowledge and innovations that together with high quality institutions should in general upgrade the level of the competitiveness of the Macedonian economy"

- Government of the Republic of Macedonia -

APERM as a Governmental Institution is aiming towards:

- > FULL COOPERATION ON PROGRAMMES AND PROJECTS ON INSTITUTIONAL, LOCAL AND REGIONAL LEVEL
- > ESTABLISHMENT OF SUSTAINABLE LOCAL AND REGIONAL CENTRES FOR SME SUPPORT
- > IMPORTANCE OF PERMANENT INVESTMENTS IN EDUCATION
- > PROVIDING DEMAND DRIVEN SERVICES TO ENTERPRISES
- > FULL PERSONAL COMMITMENT IN PROJECT IMPLEMENTATION



CONTACT

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収集資料リスト (斜体字：本文引用文献)

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2	Definition of SMEs http://cii.in/documents/defsmc.pdf				図書	Confederation for Indian Industry
3	<i>Foreign Companies in Macedonia Yearbook 2007</i>				図書	Commercial Intelligence Service
4	<i>The Macedonia definition of SMEs and the EU practice: Occasional Paper No. 6</i> http://pdc.ceu.hu/archive/00002076/01/Occasional_Paper_6_Definition_of_SME-final11.pdf				図書	Center for Research and Policy Making
5	<i>A list of signed projects</i> http://www.ebrd.com/country/country/mace/sign.pdf				図書	EBRD
6	<i>ProCredit Bank Macedonia</i> http://www.ebrd.com/projects/psd/psd2002/12190.htm				Home page	EBRD
7	Macedonia Factsheets http://www.ebrd.com/pubs/facts/country/mace.pdf				図書	EBRD
8	<i>EFSE Annual Report 2007</i> http://www.efse.lu/docs/publication/brochures/EFSE%20Annual%20Report%202007.pdf				図書	EFSE
9	<i>C (2007) 1853 of 30/04/2007 on a Multi-annual Indicative Planning Document (MIPD) 2007-2009 for the former Yugoslav Republic of Macedonia</i> http://ec.europa.eu/enlargement/pdf/mipd_from_2007_2009_en.pdf				図書	EU(EC)
10	<i>CARDS Assistance Programmed to the western Balkans REGIONAL STRATEGY PAPER 2002-2006</i> http://www.reliefweb.int/rw/RWFiles2001.nsf/FilesByRWDocUNIDFileName/OCHA-64BRTA-ec_balkans_22oct.pdf/\$File/ec_balkans_22oct.pdf				図書	EU
11	<i>Country Profile Macedonia</i> http://ec.europa.eu/invest-in-research/pdf/download_en/psi_countryprofile_macedonia.pdf				図書	EU
12	<i>EU and Macedonia Trade (2003-2007)</i> http://trade.ec.europa.eu/doclib/docs/2006/september/tradoc_113381.pdf				図書	EU
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15	Small Enterprise Development in the Republic of Macedonia An Overview February, 2007 http://www.smedp.org.mk/en/documents/SME%20Brochure.pdf				図書	EU
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25	中小企業支援体制強化プロジェクト 補足資料 (平成19年11月28日)				図書	JICA
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31	<i>SME Policy Index report 2007</i> http://www.oecd.org/dataoecd/31/41/38310075.pdf	図書	OECD
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33	SDC Regional Programmes for Economic Development	図書	SDC
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55	Report on the realization for the Entrepreneurship support program for the Y 2004 http://www.apprm.gov.mk/webdata/dokumenti/Annual%20Report%202004.pdf	図書	APERM
56	<i>ESA Brochure</i>	図書	ESA(Tetovo)
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59	<i>Case studies of Small and Medium Size Enterprises</i>	図書	HRDF
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73	Foreign Direct Investments in the Republic of Macedonia 2007 http://www.stat.gov.mk/pdf/2008/3.1.8.08.pdf	図書	State Statistical Office
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77	<i>Statistical Yearbook of the Republic of Macedonia 2007</i>	図書	<i>State Statistical Office</i>
78	<i>Business Start-Up Center profile</i>	図書	<i>Ss. Cyril and Methodius University</i>
79	Conditions of Application Oriented Research in South East European Universities Macedonian Cases http://www.aso.zsi.at/attach/Sofia2005-Macedonianpresentation-nobackground.ppt	図書	Ss. Cyril and Methodius University
80	Technology Transfer Center as a Catalyst for Continuous Adjustment of Dynamic Faculty –Enterprise Relationship University Ss Cyril and Methodius, Faculty of Technology and Metallurgy, Skopje, R.Macedonia http://ec.europa.eu/education/programmes/tempus/doc/meshko.pdf	図書	Ss. Cyril and Methodius University
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81	RADE KONCAR (企業パンフレット)		RADE
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83	Agency for Foreign Investments of the Republic of Macedonia http://www.investinmacedonia.org/Default.aspx	Home page	AFIRM
84	Agency for promotion of entrepreneurship of the Republic of Macedonia http://www.apprm.gov.mk/projects.asp	Home page	APERM
85	Business Start-Up center http://www.bsc.ukim.edu.mk/	Home page	BSC
86	BSC Bitola – Macedonia http://en.bsccbitola.org/	Home page	BSC Bitola
87	Directorate of Macedonia for Technological industrial development zone http://www.bunardzik.com.mk/law.asp	Home page	DMTIDZ
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91	EU Information Correspondence Centre http://www.euroinfo.org.mk/en/	Home page	EU
92	Human Resource Development Fund http://www.hrdf.org.mk/?open=final_home_page&lang=en	Home page	HRDF
93	The Macedonian Artisan Trade Association http://www.matacraft.org.mk/	Home page	MATA
94	Macedonia Enterprise Development Foundation : MEDF http://www.mrpf.org.mk/WBStorage/Files/Annual%20report%20of%20MEDF%202007.pdf	Home page	MEDF
95	Macedonia Chamber of Commerce : MCC http://www.mchamber.org.mk/default.asp?lan=en	Home page	MCC
96	Ministry of Economy, Macedonia http://www.economy.gov.mk/default-en.asp http://www.economy.gov.mk:80/MEK/Pretpriemnistvo/default-EN.asp?ItemID=53F1C3CE8CC	Home page	MoE
97	CIRKO – Centre for Research, Development and Continuing Education , Skopje, Macedonia http://www.cirko-mes.com/About-Us.html	Home page	Ss. Cyril and Methodius University
98	SDC http://www.swisscooperation.org.mk/en/Home/Sound_Economic_Development	Home page	SDC
99	SECI http://www.seciproject.org.mk/	Home page	SECI
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