

# S3 Mapping and Entrepreneurial Discovery Process in Wielkopolska and other Polish Regions

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# Main points

- Entrepreneurial discovery should be fact-based
- Mapping provides data for discussion with decision-makers and stakeholders
- Entrepreneurial discovery process is also an opportunity to gather qualitative feedback on the mapping results
- It is important to identify right partners for the discussion
- Discussion with the stakeholders should be focused on companies
- Other stakeholders should be specialized in a right priority area so they can easily communicate with companies
- Stakeholders should be encouraged to share their understanding of the sector they represent, the challenges it faces and the possible answers to the challenges
- Value chains are a good approach for a discussion with companies
- Generating trust and keeping promises is a key aspect of EDP



# Key elements of EDP in Wielkopolska

	Analytical stage (mapping)	3500 companies,
	Preliminary areas of specialization	29 subsectors
	Expert panel	
	In-depth interviews	100 interviews, 80 companies
	Working groups	214 companies
	Detailed definition and strategic vision	
	Value chains and their relations	
	Inter-sectorial innovations	
	Pilot action – vouchers	119 companies

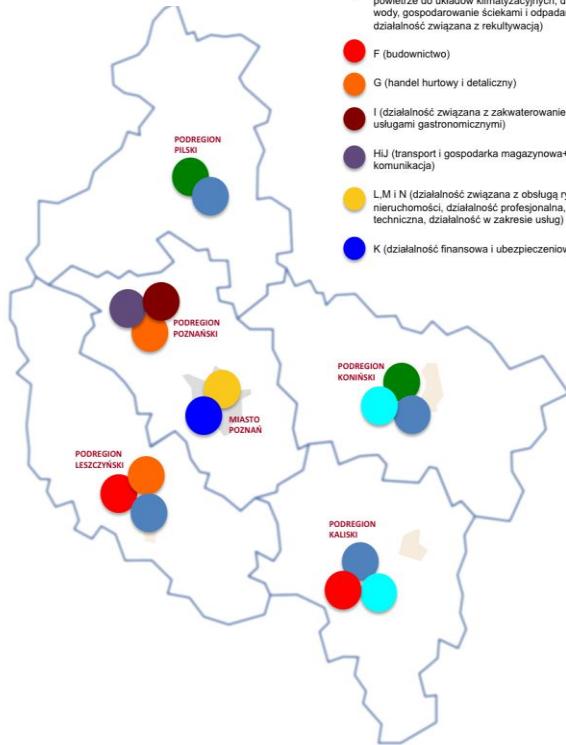
Institutional discovery

Together: 625 people, 425 companies

# Analytical part

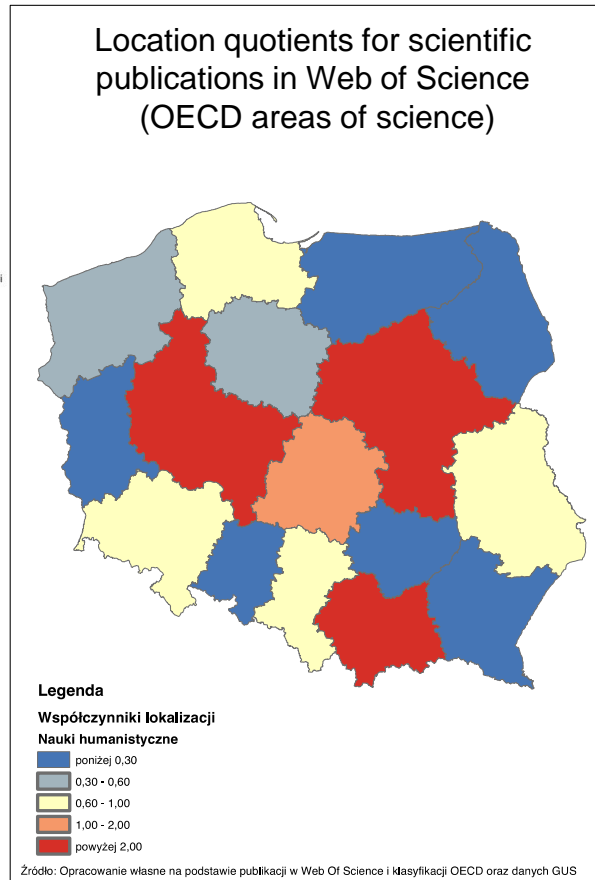
## Economic specialization

### Main economic sectors - subregional

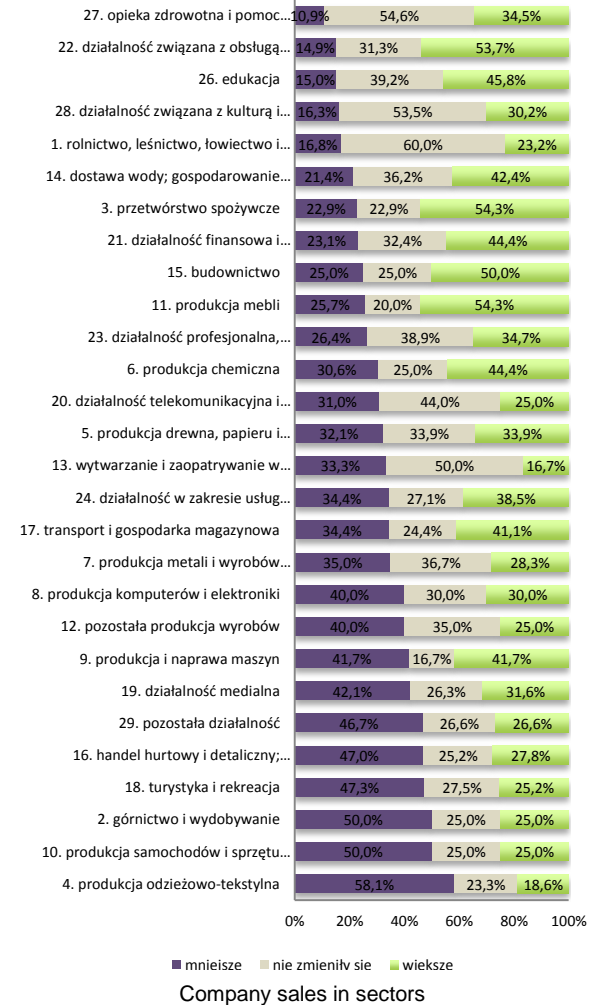


## Scientific specialization

### Location quotients for scientific publications in Web of Science (OECD areas of science)



## Innovation needs of companies



Dedicated RIM Report

Trends and challenges

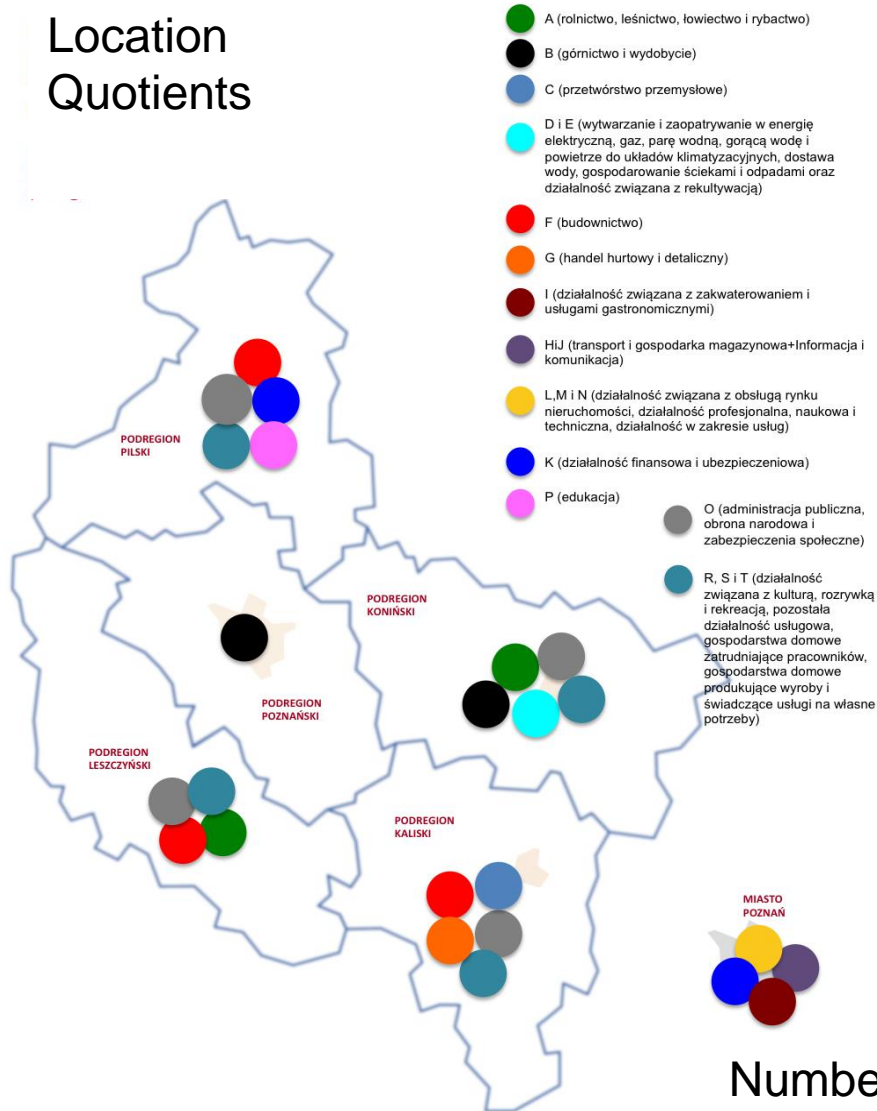
ISI Fraunhofer analysis

Export analyses

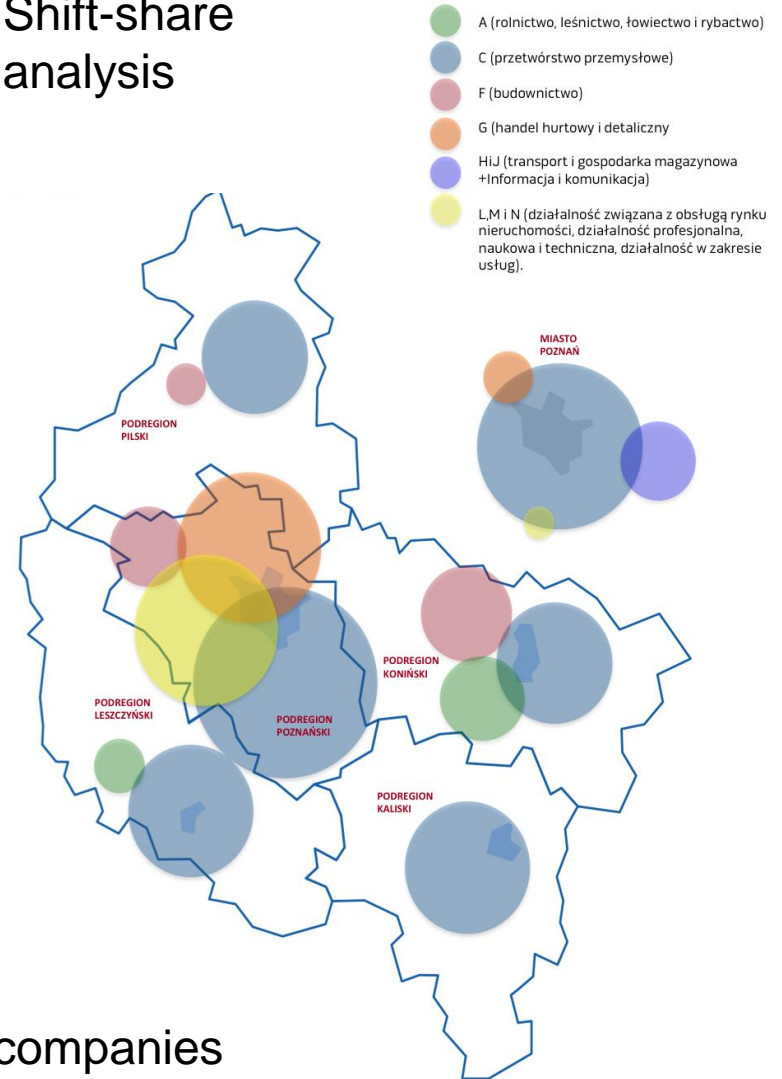
Additional analyses

# What is emerging? – location quotient vs shift share analysis

## Location Quotients



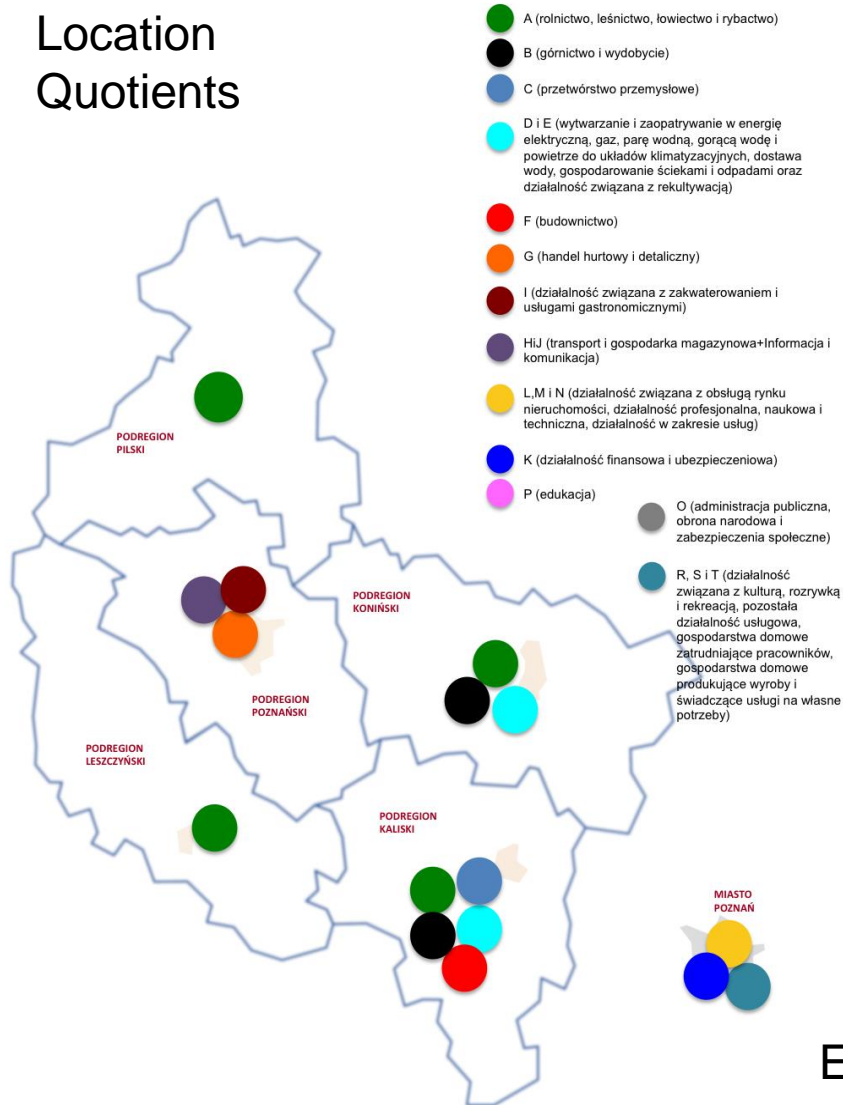
## Shift-share analysis



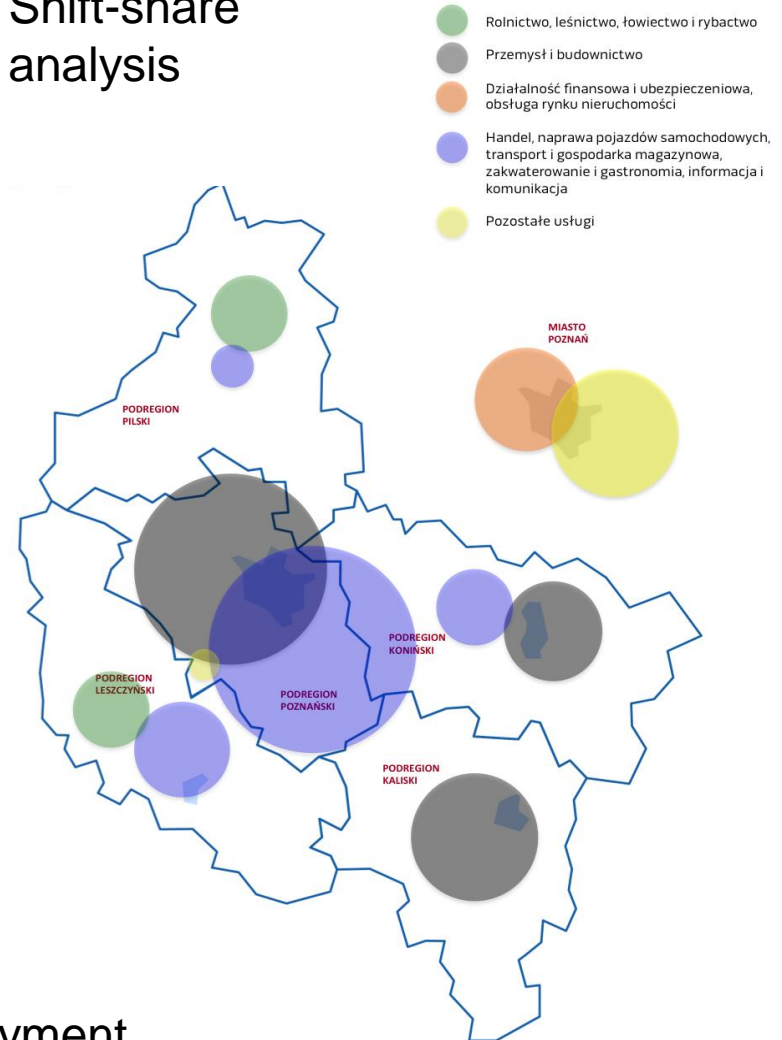
Number of companies

# What is emerging? – location quotient vs shift share analysis

## Location Quotients



## Shift-share analysis

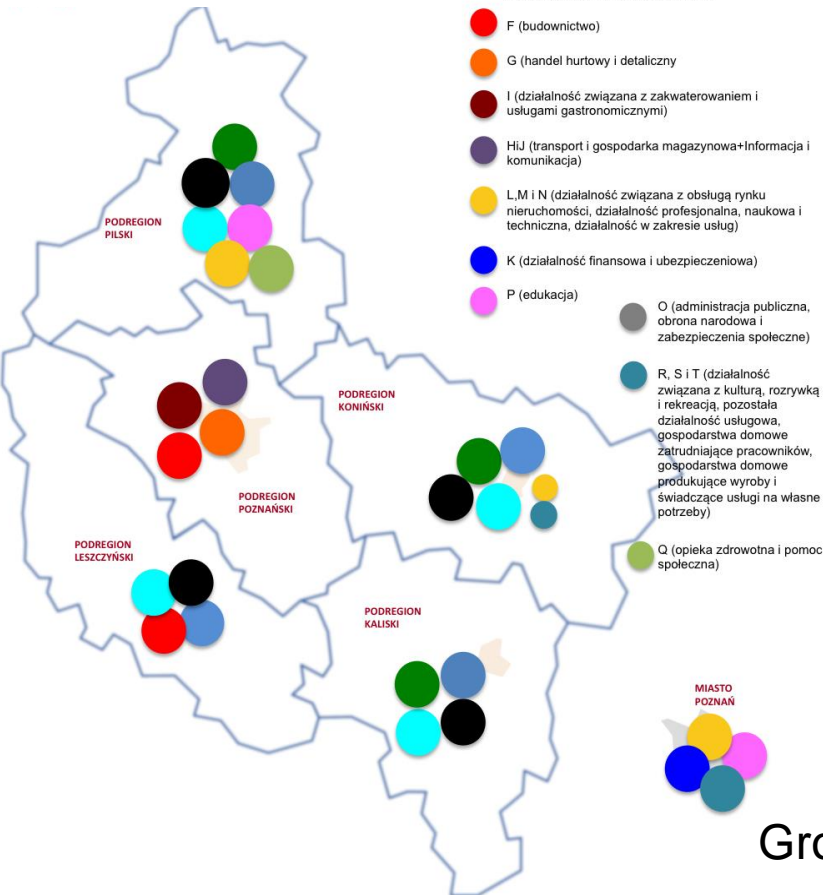


Employment

# What is emerging? – location quotient vs shift share analysis

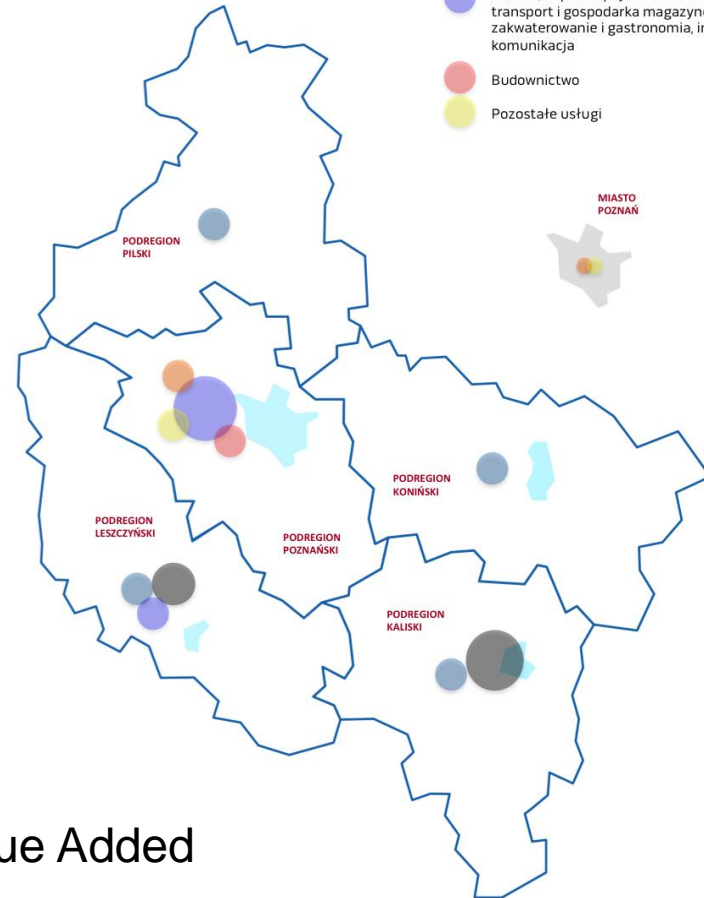
## Location Quotients

- A (rolnictwo, leśnictwo, łowiectwo i rybactwo)
- B (górnictwo i wydobywanie)
- C (przetwórstwo przemysłowe)
- D i E (wytwarzanie i zaopatrywanie w energię elektryczną, gaz, parę wodną, gorącą wodę i powietrze do układów klimatyzacyjnych, dostawa wody, gospodarowanie ściekami i odpadami oraz działalność związana z rekultywacją)
- F (budownictwo)
- G (handel hurtowy i detaliczny)
- I (działalność związana z zakwaterowaniem i usługami gastronomicznymi)
- HIJ (transport i gospodarka magazynowa+Informacja i komunikacja)
- L, M i N (działalność związana z obsługą rynku nieruchomości, działalność profesjonalna, naukowa i techniczna, działalność w zakresie usług)
- K (działalność finansowa i ubezpieczeniowa)
- P (edukacja)
- O (administracja publiczna, obrona narodowa i zabezpieczenia społeczne)
- R, S i T (działalność związana z kulturą, rozrywką i rekreacją, pozostała działalność usługowa, gospodarstwa domowe zatrudniające pracowników, gospodarstwa domowe produkujące wyroby i świadczące usługi na własne potrzeby)
- Q (opieka zdrowotna i pomoc społeczna)



## Shift-share analysis

- Rolnictwo, leśnictwo, łowiectwo i rybactwo
- Przemysł
- Przetwórstwo przemysłowe
- Działalność finansowa i ubezpieczeniowa, obsługa rynku nieruchomości
- Handel, naprawa pojazdów samochodowych, transport i gospodarka magazynowa, zakwaterowanie i gastronomia, informacja i komunikacja
- Budownictwo
- Pozostałe usługi

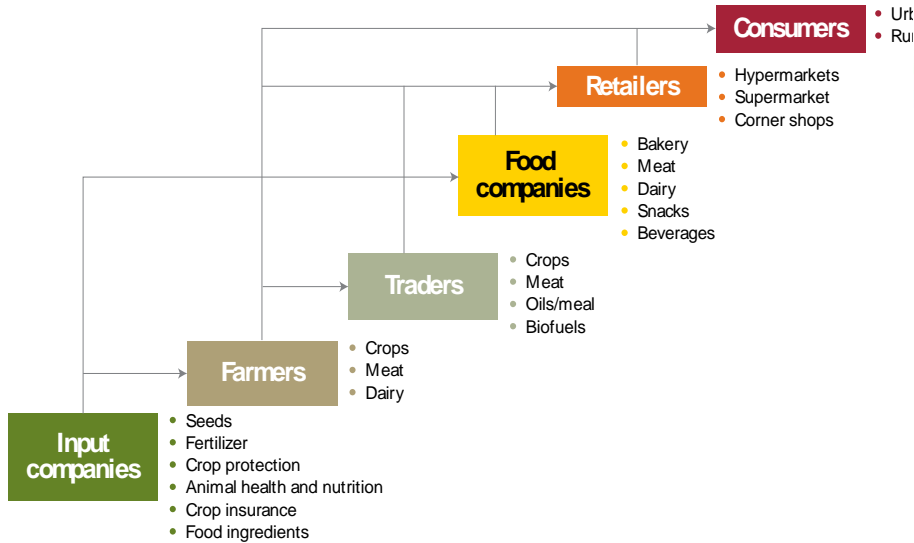


Gross Value Added

# Regional value chains

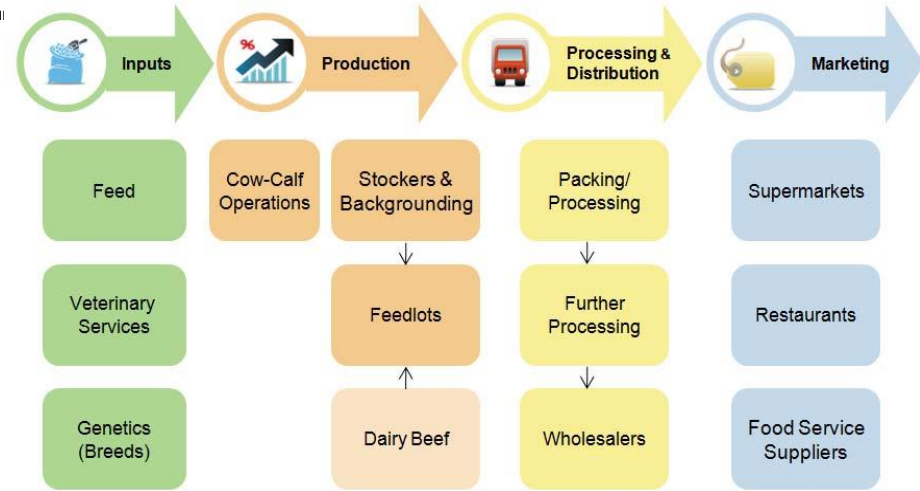
## Generic value chains

Figure 1: The agriculture and food value chain



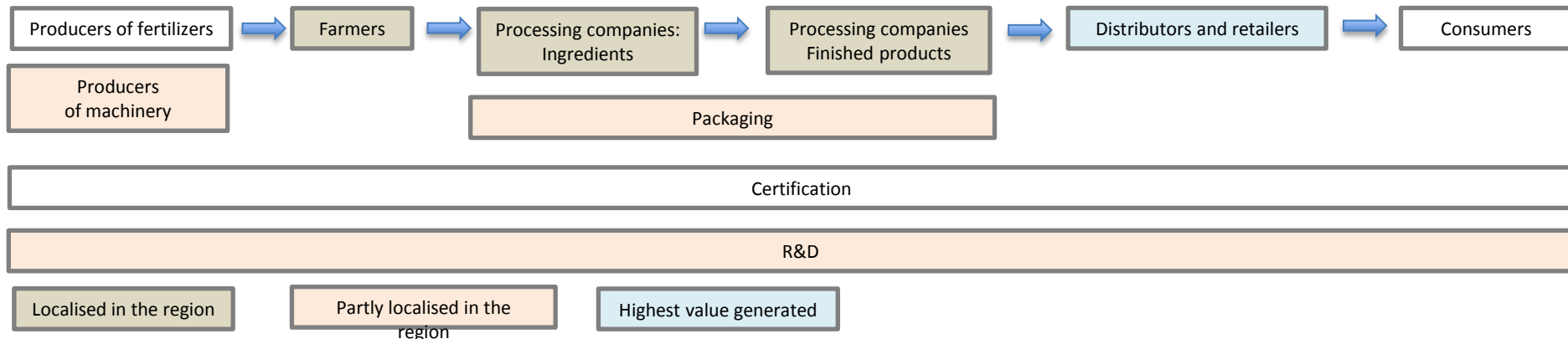
## Specific value chains

Figure 4. U.S. Beef Industry Value Chain



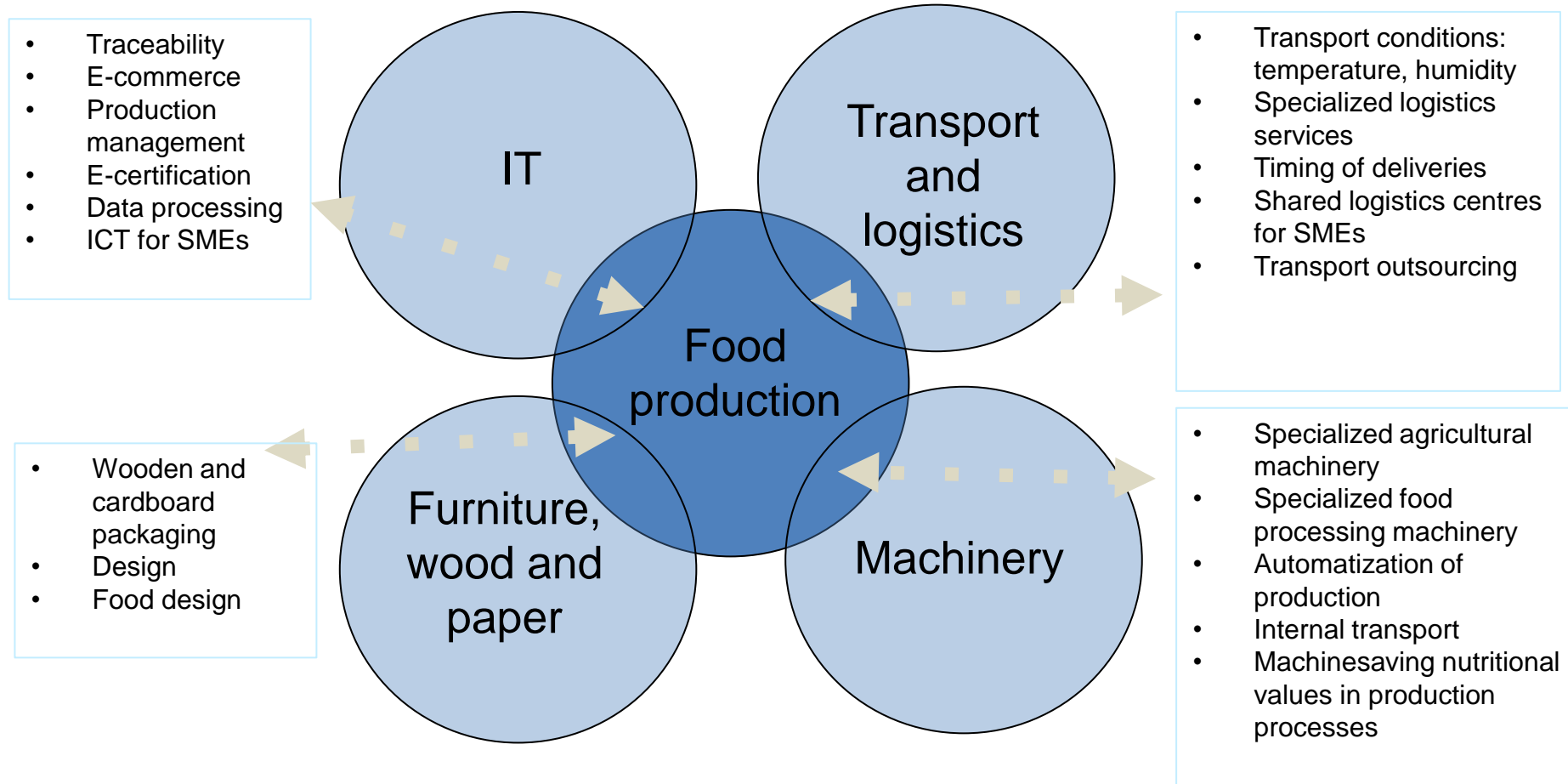
Dairy beef accounts for an estimated 18% of all U.S. beef and veal production

## Regional value chains – effect of entrepreneurial discovery





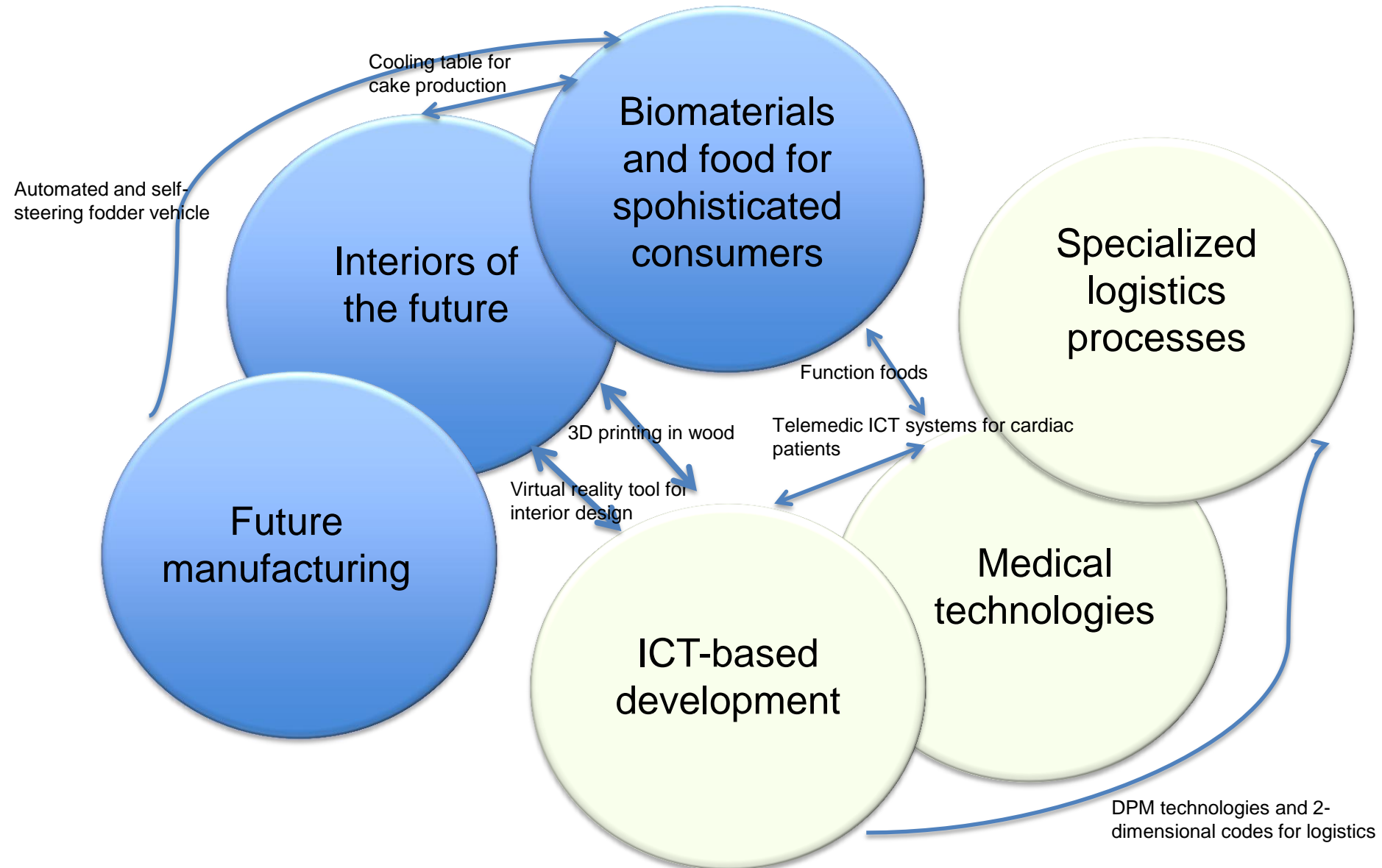
# From value chain relations to intersectoral innovation



## Questions for value-chain analysis:

- Which parts of the value chain produce most value?
- Where are the regional companies placed?
- Can more value be generated by innovations/R&D?
- Can more value be generated by interchange between traditional and emerging value chains?

# Pilot action: Intersectorial innovations





# Follow up – EDP continued

- Wielkopolska Forum for Smart Specializations and continued working groups
- **Monitoring and evaluation**
- Supraregional – international and supraregional value chains and R&D spillovers
- **Specialized pro-innovative services**



Thank you

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