

Phare CBC Slovenia-Italy  
Primorska Enterprise (PRIME) - Strengthening the SME Competitiveness in the Primorska  
Region through Networking and Co-operation



**Best Practice Example**

**Decentralized Laboratory**

**dr. Ted Prodan**

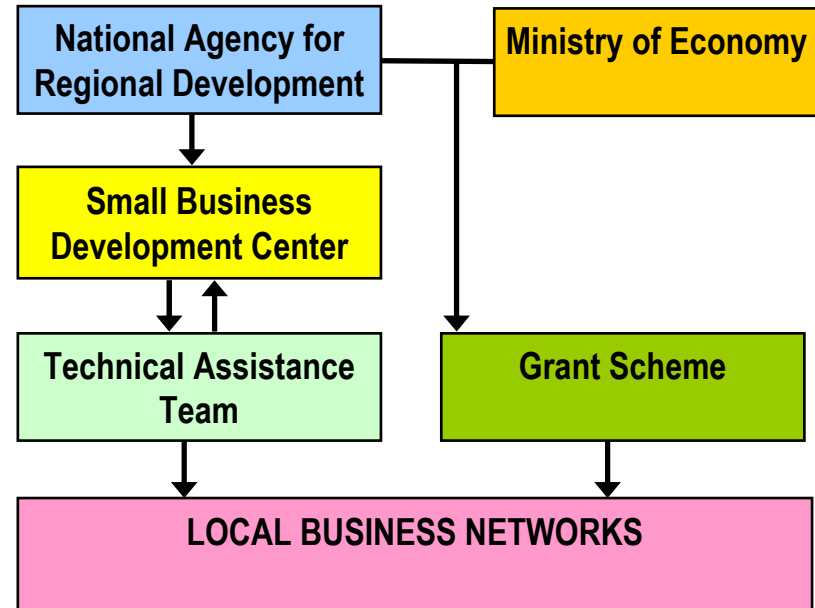
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# PRIME Project – Phare Cross Border Cooperation Slovenia-Italy

## Region



## Project organization



→ Support flow direction

**Partner regions** in Slovenia: Obalno-Kraška, Goriška, and municipality of Kranjska Gora  
in Italy: Friuli-Venezia-Giulia, provinces of Venezia & Treviso in Veneto

## Key information about the PRIME project

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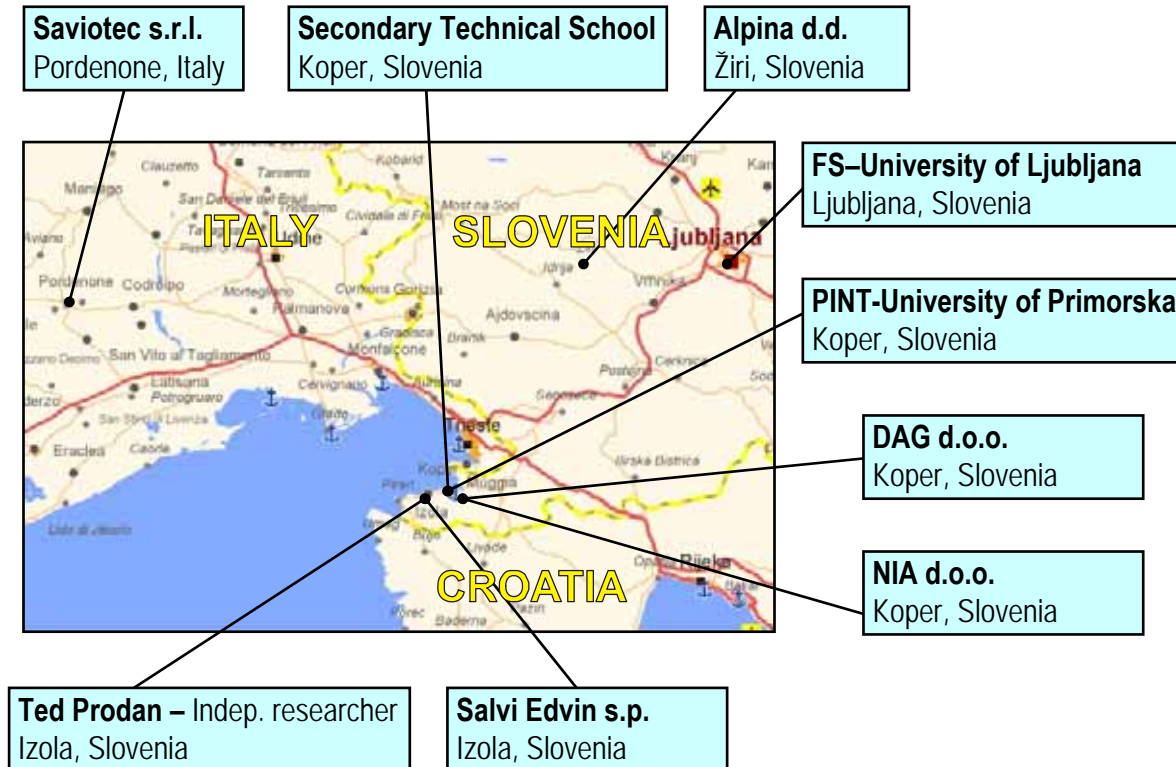
- **PRIME:** stands for PRIMorska enterprise
- **Goal:** Promote the creation of Local Business Networks (LBNs) of smaller companies to strengthen their competitiveness in the EU market
- **Motivation for smaller companies to establish LBNs:**
  - Large companies have an organizational competitive advantage
  - As Slovenia entered the EU, our companies have more rivals from the EU market
  - The market rule “innovate or die” is becoming “**jointly innovate or die**”
- **Benefits of LBN:**
  - Better access to large clients, skills and resources
  - Economies of scale/scope (e.g., joint purchasing, complementarities)
  - Knowledge sharing, joint innovation, joint R&D
  - Joint brand development and exploitation of new markets

## Business Netowrk for “Thermoplastic Products Engineering”

**Goal:** Establish a center for the development and engineering of thermoplastic products

**Motivation:** Share design & prototyping equipment, joint development

**Pilot project:** Develop an advanced and innovative ski boot for the world market

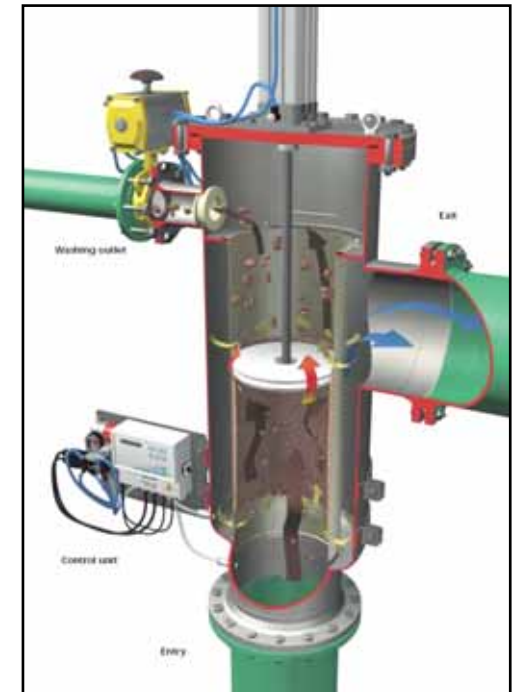
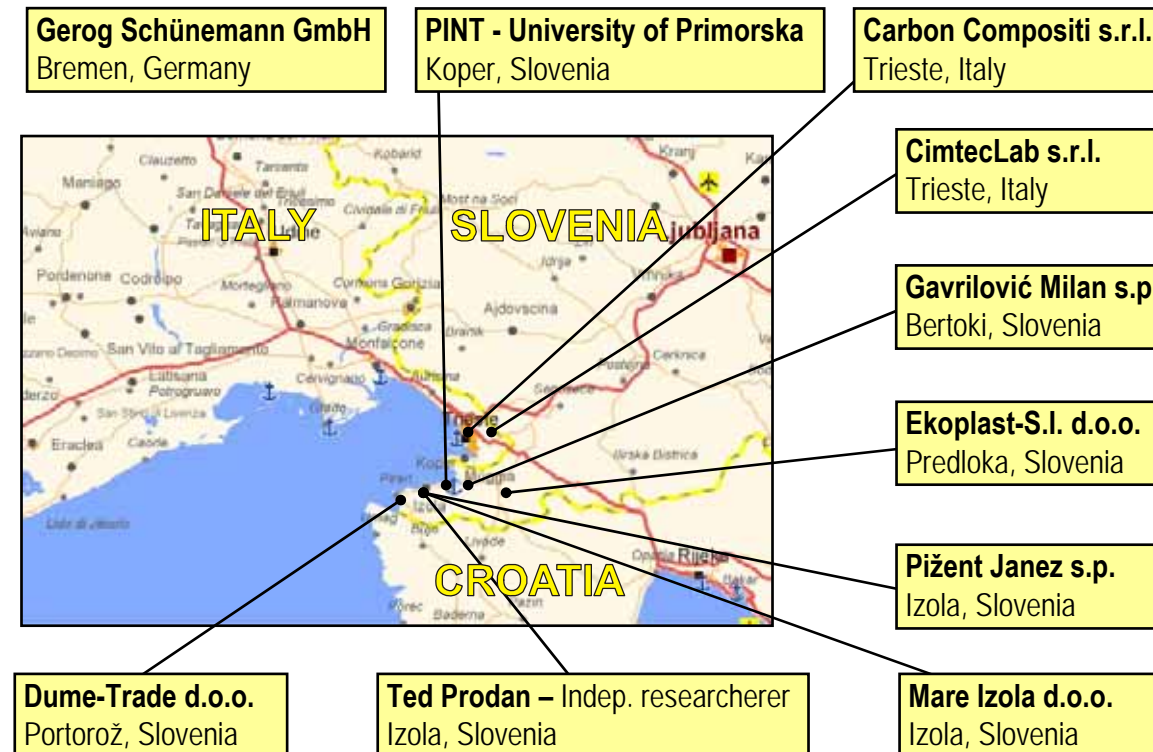


## LBN for “Composite Product Technologies”

**Goal:** Establish a joint technological laboratory for the development of complex composite products

**Motivation:** Share technological & measuring equipment, joint development

**Pilot project:** Develop an automatic self-cleaning composite filter for industrial water filtration

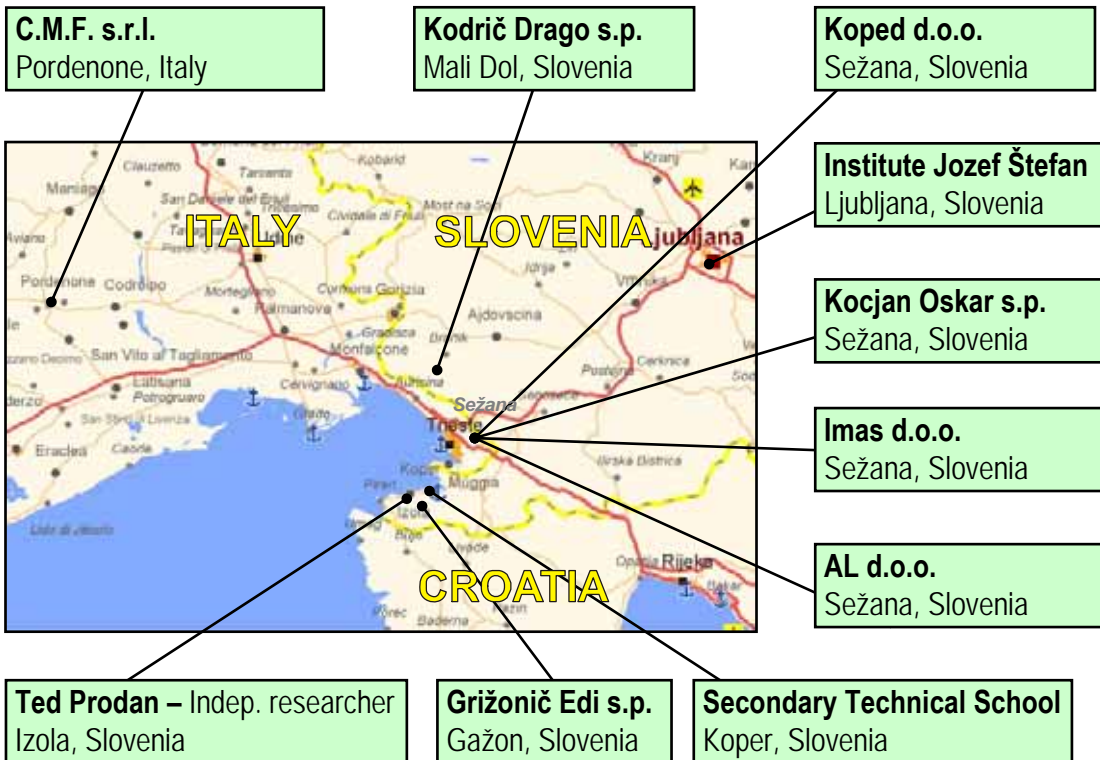


## LBN for “Household Filtration Appliances”

**Goal:** Establish a joint laboratory for the development of household air & water filtration appliances

**Motivation:** Share technological & measuring equipment, joint development

**Pilot project:** Develop innovative water and air filtration appliances



## Motivation for further networking of business networks

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- **Current 3 business networks:**
  - A** - Center for thermoplastic products - covers **thermoplastics**
  - B** - Technological lab. for composites - covers **thermosets** and **filtration**
  - C** - Laboratory for appliances - covers **thermoplastics** and **filtration**
- **All 3 networks need:**
  - engineering and development
  - molds for manufacturing products
  - measurement and testing equipment
  - international marketing
- **If they network, they are strong enough for:**
  - EU Framework Programs R&D projects
  - interesting to big enterprises
  - close work with universities

# Decentralized Laboratory concept

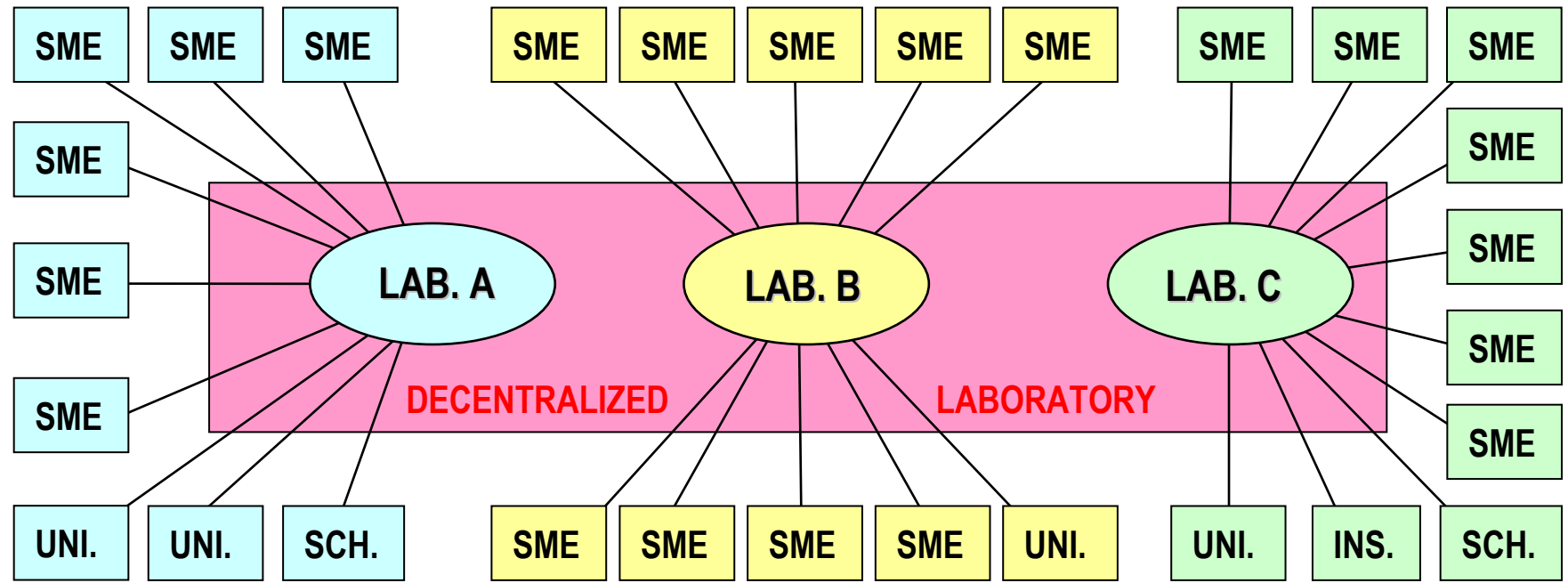
**Network A**



**Network B**



**Network C**





## Decentralized Laboratory advantages

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- Measurement equipment is available to all members on an internal cost basis
- Money savings due to reduced duplication of equipment
- Sharing of laboratory assistants and researchers
- Possibility to “transfer” quality certificates to non certified members
- Common office for preparing EU projects
- Critical mass for R&D on a higher level
- Direct links exist between researchers at universities and engineers in companies
- A method is in place for transferring university knowledge to industry and vice versa

## Mechanism for joining smaller enterprises

EQUIPMENT RESOURCES

HUMAN RESOURCES

ACTITIVITIES

### DECENTRALIZED LABORATORY

Sharing measurement equipment

Sharing lab. staff

Joint research



SECOND  
PASE

Sharing tehcnological equipment

Sharing engineers

Joint developement



THIRD  
PASE

Sharing production equipment

Sharing workers

Joint production

### DECENTRALIZED ENTERPRISE