

Transeo

First European Conference
on SME Transfer



Belgium **SPA** • 19 & 20 May, 2009

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Working groups on the planned European SME transfer network

20 May, 11.00-12.00,
Radisson SAS Palace

- One of Transeo's aims is to create the **European SME transfer network** in the near future.
- The intention behind the working groups is to **debate the advisability of creating a network of this kind**, and to set out on a preliminary basis the possible **objectives, activities** and a **governance structure** for the association that is to be created.



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- We have 60 minutes to deal with the **four major issues** set out below.
- We will therefore not have the time to deal comprehensively with each question, but we feel it is important to be able **to start a debate on each of them.**



Working groups on the planned European SME transfer network

1. What problems are faced by business transfer professionals in Europe, and what are the needs linked to these?

Inventory of needs
&
Reasons for the introduction of a network



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2. What strategic objectives will the European network have?

There may be objectives at various levels:

- at the level of the **target public** (buyers and sellers)
- at the level of the **network members**
- at the level of the **operation of the network**
- at the level of the **regulatory framework**
- others; to be defined



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3. What are the possible actions of the network for each objective identified?



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4. What governance structure should the network have?

What legal form?

What decision-making bodies?

What sources of funding?



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5. What are the next steps to take in
establishing the network?



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6. Who are the possible future founding members?

Are there any candidates in the hall?



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Thank you.

The conclusions of our discussions are going to be presented by the moderators during the closing session, from 12.00 to 13.00.

