



Flash Eurobarometer 394

THE ROLE OF PUBLIC SUPPORT IN THE COMMERCIALISATION OF INNOVATIONS

REPORT

Fieldwork: January – February 2014

Publication: May 2014

This survey has been requested by the European Commission, Directorate-General for Enterprise and Industry and co-ordinated by the Directorate-General for Communication.

This document does not represent the point of view of the European Commission.
The interpretations and opinions contained in it are solely those of the authors.

Flash Eurobarometer 394 - TNS Political & Social

Flash Eurobarometer 394

**The role of public support in the
commercialisation of innovations**

Conducted by TNS Political & Social at the request of the
European Commission, Directorate-General for Enterprise and
Industry

Survey co-ordinated by the European Commission,
Directorate-General for Communication
(DG COMM "Strategy, Corporate Communication Actions and
Eurobarometer" Unit)

Project title Flash Eurobarometer 394
"The role of public support in
the commercialisation of
innovations"

Linguistic Version EN

Catalogue Number NB-02-14-536-EN-N

ISBN 978-92-79-38031-0

DOI 10.2769/128

© European Union, 2014

TABLE OF CONTENTS

INTRODUCTION.....	2
1. PROFILE OF COMPANIES DEVELOPING AND COMMERCIALISING INNOVATIONS.....	6
1.1. What types of innovations?	6
1.2. How much innovations represent in the company's turnover	16
1.3. Activities related to innovations	20
1.4. Commercialisation of innovations	25
1.5. Competition in the main market	30
2. THE DEVELOPMENT OF INNOVATION	36
2.1. Where do the contributions for the innovations come from?	36
2.2. Origin and importance of public financial support for R&D and other innovation activities	41
3. COMMERCIALISATION, MARKETING AND DISTRIBUTION	46
3.1. Types of partners for the marketing, distribution or promotion of innovative vs. non-innovative goods or services	46
3.2. Types and importance of public support for commercialising innovations	58
3.3. Barriers to the commercialisation of innovative vs. non-innovative goods or services.....	64
3.4. Types of customers of innovative vs. non-innovative goods or services..	80
4. INNOVATION AND PUBLIC PROCUREMENT.....	89
4.1. Involvement in public procurement.....	89
4.2. Selling innovative goods or services as part of a public procurement contract	93
4.3. Involvement in Public Procurement of Innovative Solutions	95
ANNEXES	
Technical specifications	
Questionnaire	
Tables	

INTRODUCTION

The European Commission recognises the vital role innovation plays in Europe’s ability to compete in the global economy, and is involved in guiding and implementing policies and programmes that support the development of innovation¹. The importance of innovation is highlighted by the Europe 2020 flagship initiative “Innovation Union”, with the key goal of helping Europe to increase investment in research and development, and to better translate research results into improved goods or services². A cornerstone of this drive is the important role public procurement plays in fostering innovation from businesses and entrepreneurs³.

This Flash Eurobarometer, “The role of public support in the commercialisation of innovations”, was conducted at the request of the Directorate-General for Enterprise and Industry in the 28 EU Member States as well as in Switzerland and the United States. It was designed to benchmark innovation activities in a range of areas, as well as explore barriers to commercialisation, and the role of public funding in innovation.

The survey covered the following areas:

- Profiles of companies that develop innovations, including the most common areas where innovations have occurred since January 2011
- The impact of innovations on turnover
- Actors involved in the development of ideas for innovation
- Types of public support received for innovation activities and its importance for innovation
- Barriers to commercialisation of both innovative and non-innovative goods or services
- The role innovation plays in public procurement, including involvement in the Public Procurement of Innovative Solutions.

This survey was carried out by TNS Political & Social network in the 28 Member States of the European Union between 22 January and 11 February 2014. Some 11.206 respondents from different social and demographic groups were interviewed via telephone (landline and mobile phone) in their mother tongue on behalf of the European Commission, DG Enterprise and Industry. The development of the questionnaire integrated contributions from the research done within the EC’s European Innovation Scoreboard contracts which will be published in an explanatory report on alternative ways of measuring innovation written by Hugo Hollanders and Anthony Arundel of MERIT – University of Maastricht. Therefore references to the current Eurobarometer study might also be included on such report.

¹ http://ec.europa.eu/enterprise/policies/innovation/index_en.htm

² http://ec.europa.eu/research/innovation-union/index_en.cfm

³ http://ec.europa.eu/enterprise/policies/innovation/policy/public-procurement/index_en.htm

The methodology used is that of Eurobarometer surveys as carried out by the Directorate-General for Communication ("Strategy, Corporate Communication Actions and Eurobarometer" Unit)⁴.

A technical note on the manner in which interviews were conducted by the Institutes within the TNS Political & Social network is appended as an annex to this report. Also included are the interview methods and confidence intervals⁵.

Note: In this report, countries are referred to by their official abbreviation. The abbreviations used in this report correspond to:

ABBREVIATIONS			
BE	Belgium	LT	Lithuania
BG	Bulgaria	LU	Luxembourg
CZ	Czech Republic	HU	Hungary
DK	Denmark	MT	Malta
DE	Germany	NL	The Netherlands
EE	Estonia	AT	Austria
EL	Greece	PL	Poland
ES	Spain	PT	Portugal
FR	France	RO	Romania
HR	Croatia	SI	Slovenia
IE	Ireland	SK	Slovakia
IT	Italy	FI	Finland
CY	Republic of Cyprus***	SE	Sweden
LV	Latvia	UK	The United Kingdom
		CH	Switzerland
		US	The United States of America
		EU28	European Union – 28 Member States
		EU15	BE, IT, FR, DE, LU, NL, DK, UK, IE, PT, ES, EL, AT, SE, FI*
		NMS13	BG, CZ, EE, HR, CY, LT, LV, MT, HU, PL, RO, SI, SK**
		EURO AREA	BE, FR, IT, LU, DE, AT, ES, PT, IE, NL, FI, EL, EE, SI, CY, MT, SK, LV
		NON-EURO AREA	BG, CZ, DK, LT, HU, PL, RO, SE, UK, HR

* EU15 refers to the 15 countries forming the European Union before the enlargements of 2004, 2007 and 2013

** The NMS13 are the 13 'new Member States' which joined the European Union during the 2004, 2007 and 2013 enlargements

*** Cyprus as a whole is one of the 28 European Union Member States. However, the 'acquis communautaire' has been suspended in the part of the country which is not controlled by the government of the Republic of Cyprus. For practical reasons, only the interviews carried out in the part of the country controlled by the government of the Republic of Cyprus are included in the 'CY' category and in the EU28 average.

* * * * *

We wish to thank the people throughout Europe and the USA who have given their time to take part in this survey. Without their active participation, this study would not have been possible.

⁴ http://ec.europa.eu/public_opinion/index_en.htm

⁵ The results tables are included in the annex. It should be noted that the total of the percentages in the tables of this report may exceed 100% when the respondent has the possibility of giving several answers to the question.

EXECUTIVE SUMMARY

Profile of companies developing and commercialising innovation

- Two thirds of companies (66%) have introduced at least one innovation since January 2011 – most likely innovative services (38%) or goods (37%).
- For at least six in ten companies, innovative goods or services contributed 25% or less to annual turnover in 2013 (61%), with 10% saying innovative goods or services made no contribution at all.
- Just over one in five companies have carried out research and development (R&D) activities since January 2011 – either in-house or via subcontractors (22%), but few have applied for one or more patents or trademarks (7%).
- Amongst companies that have introduced at least one innovation since January 2011, 46% say they have innovations that they also commercialise, while 19% have innovations, but do not commercialise them.
- Most companies (69%) say they have strong competition in their main market. Most companies report having between a few (32%) and tens (34%) of competitors.

The development of innovation

- More than three quarters of companies say management (87%) and employees (78%) contributed to the development of ideas for innovations while 54% say other companies contributed to the development of ideas for innovations.
- Most companies say they have not received public financial support for R&D or other innovation activities since January 2011 (91%)
 - For companies that received public financial support of some kind there is an even split between those that say this support was important for developing innovations (48%) and those who say the support was not important (49%).

Commercialisation, marketing and distribution of goods or services

- Companies are most likely to have collaborated with partner companies or external consultants (35%) or with client companies or individual consumers (33%) to market, distribute or promote innovative goods or services
 - Companies without innovative goods or services are less likely to have collaborated with partner companies or external consultants or with client companies or individual consumers (both 17%).

- Just over one in ten companies have received some kind of support for commercialising their innovative goods or services (12%), with support in training staff how to promote innovative goods or services (6%) and assistance meeting regulations or standards (4%) as the most common types of support.
- Companies that received financial or non-financial support from governments or administrations for commercialising their innovations are most likely to say this support was not important (67%).
- Lack of financial resources is the main problem encountered in the commercialisation of innovative goods or services (68%), followed by a market dominated by established competitors (64%) and the cost or complexity of meeting regulations or standards (62%).
 - A similar pattern applies for commercialising non-innovative goods or services: lack of financial resources (56%); market dominated by established competitors (53%) and the cost or complexity of meeting regulations or standards (52%).
- Almost three quarters of companies that have introduced innovative goods or services say other companies are important for the sale of these goods or services in 2013 (73%) while 63% say individual consumers are important.
 - There is a similar pattern of responding for companies that have not introduced innovative goods or services: 66% say other companies were important for the sale of these goods or services while 63% say individual consumers were important.

Innovation and public procurement

- Since January 2011 almost one in five companies (18%) have won at least one public procurement contract.
 - Companies involved in the Public Procurement of Innovative Solutions are much more likely to have won at least one public procurement contract (61% vs. 15%), or to have made an unsuccessful tender (38% vs. 12%) compared to those not involved in the scheme.
- Just over one third of companies that won a public procurement contract sold innovative goods or services as part of this (38%).
- Around one in twenty companies have been involved in the Public Procurement of Innovative Solutions since January 2011 (6%).

1. PROFILE OF COMPANIES DEVELOPING AND COMMERCIALISING INNOVATIONS

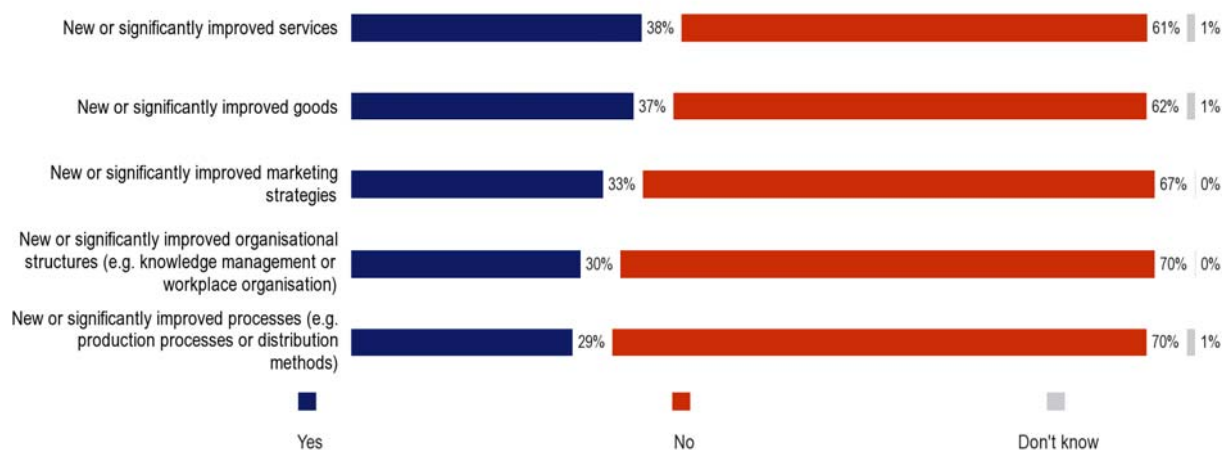
This section of the report investigates the development and commercialisation of innovations. The kinds of innovations introduced are considered, as well as the proportion of turnover they represent. Other activities relating to innovations, how companies are commercialising innovations, as well as the role competition in the marketplace influences innovation are also reviewed.

1.1. What types of innovations?

- Two thirds of companies have introduced at least one innovation since January 2011 -

Around three in ten companies have introduced innovations in each of the areas asked about since January 2011⁶. Companies are most likely to have introduced new or significantly improved services (38%) or goods (37%). One third have introduced new or significantly improved marketing strategies (33%), while 30% have introduced new or improved organisational structures and 29% new or improved processes.

Q1. Has your company introduced any of the following types of innovation since January 2011?

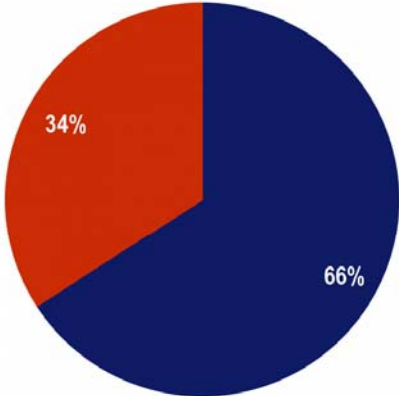


EU28

⁶ Q1 Has your company introduced any of the following types of innovation since January 2011?

Overall two thirds of companies (66%) have introduced at least one innovation in one of these areas since January 2011.

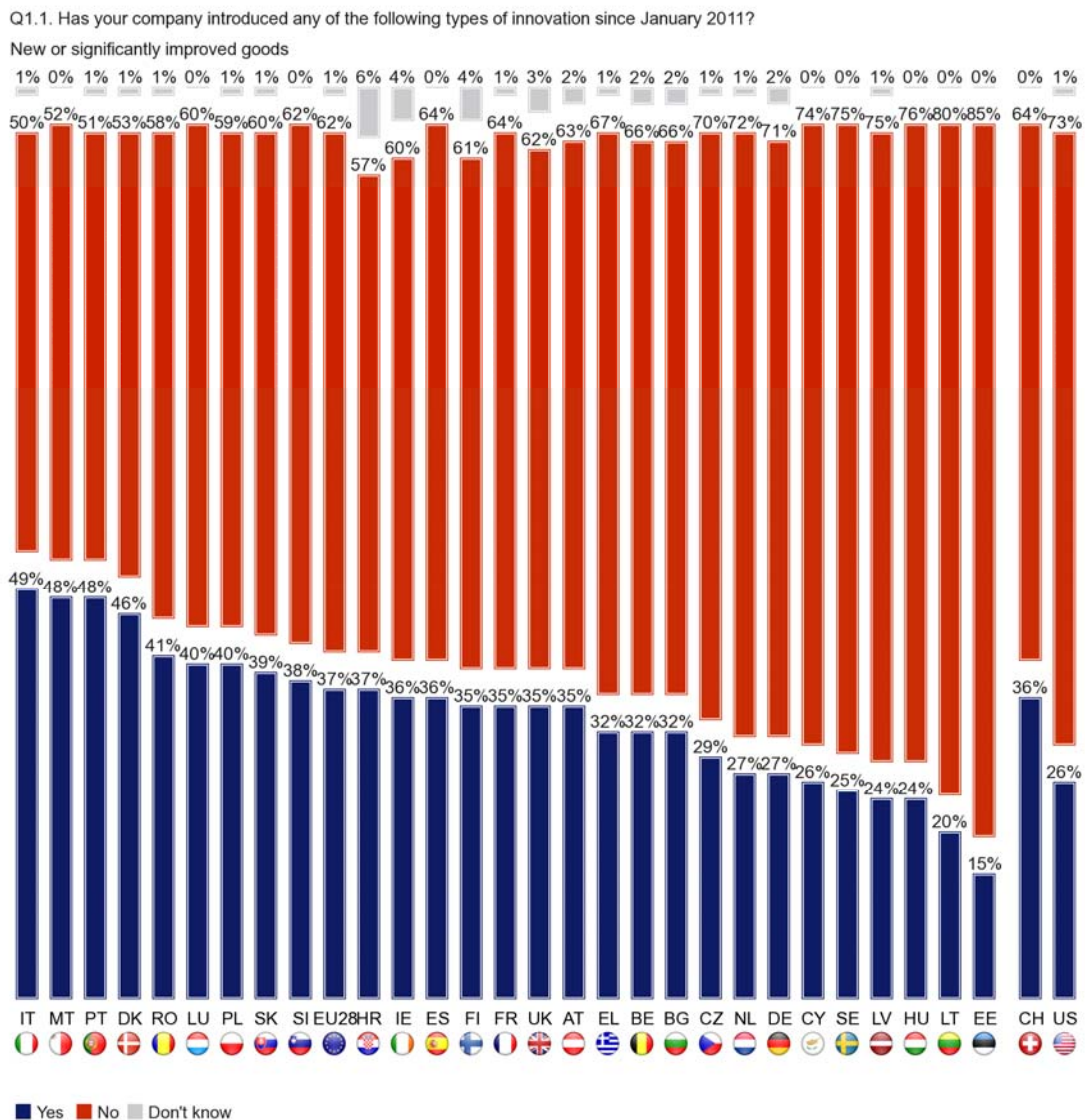
Q1. Has your company introduced any of the following types of innovation since January 2011?



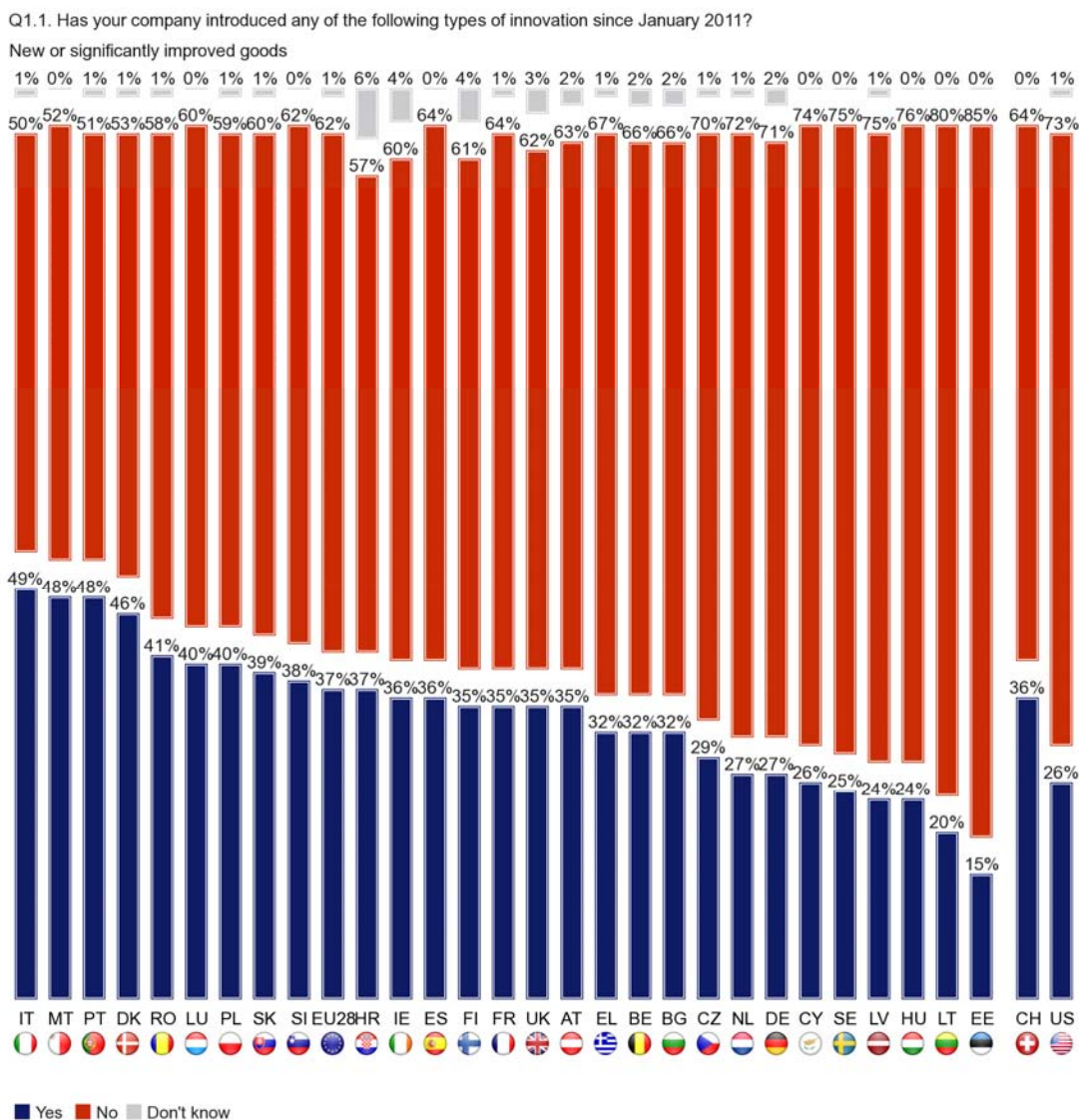
- At least one innovation
- No innovation at all

EU28

Looking at the results for EU28 Member States in more detail it can be observed that Croatia (53%) and Portugal (52%) are the only countries where at least half of all companies say they have introduced new or significantly improved **services** since January 2011, although companies in Poland (49%) and Malta (48%) are not far behind. In fact at least one third of all companies in 20 Member States have introduced innovation in this area. In contrast only 18% of companies in Hungary, 20% of those in Estonia and 23% of those in Lithuania have introduced new or significantly improved services.



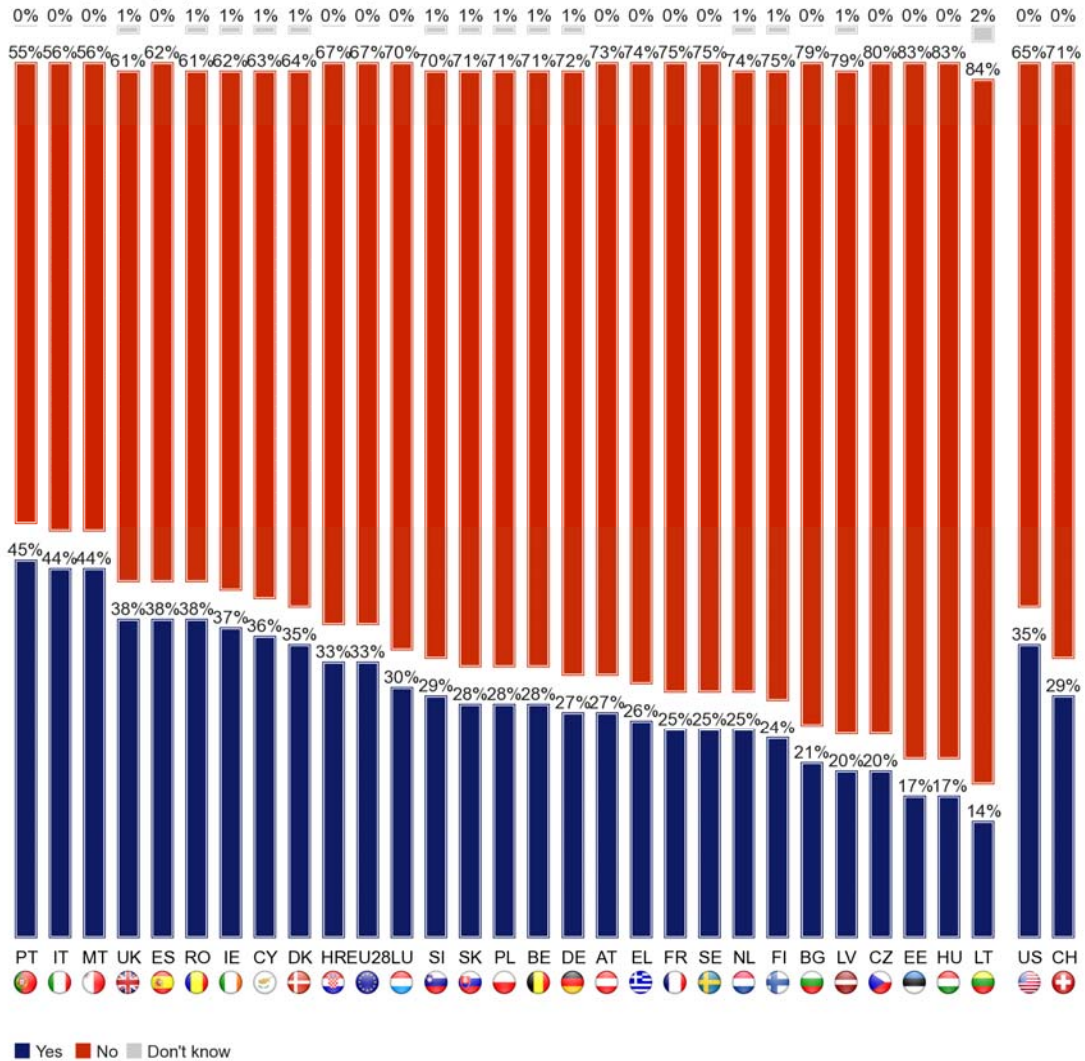
Companies in Italy (49%), Portugal and Malta (both 48%) are the most likely to say they have introduced new or significantly improved **goods**, compared to 15% of those in Estonia, 20% in Lithuania and 24% in Hungary and Latvia. Overall at least one third of companies in 16 Member States have introduced innovation in this area.



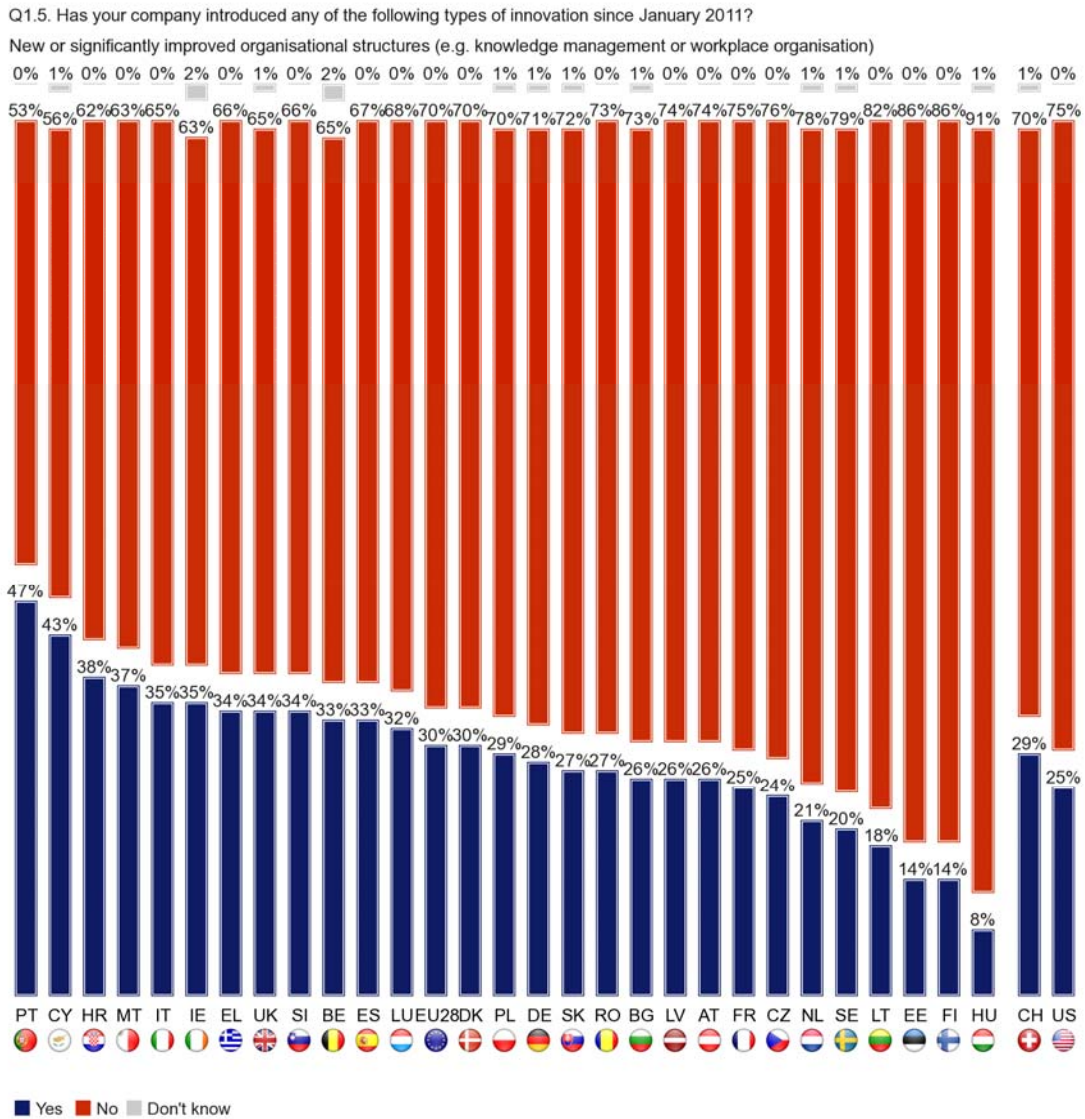
Companies in Portugal (45%), Malta and Italy (both 44%) are also the most likely to have introduced new or significantly improved **marketing strategies** since January 2011. Companies in Lithuania (14%), Hungary and Estonia (17%) are the least likely to have done this.

Q1.4. Has your company introduced any of the following types of innovation since January 2011?

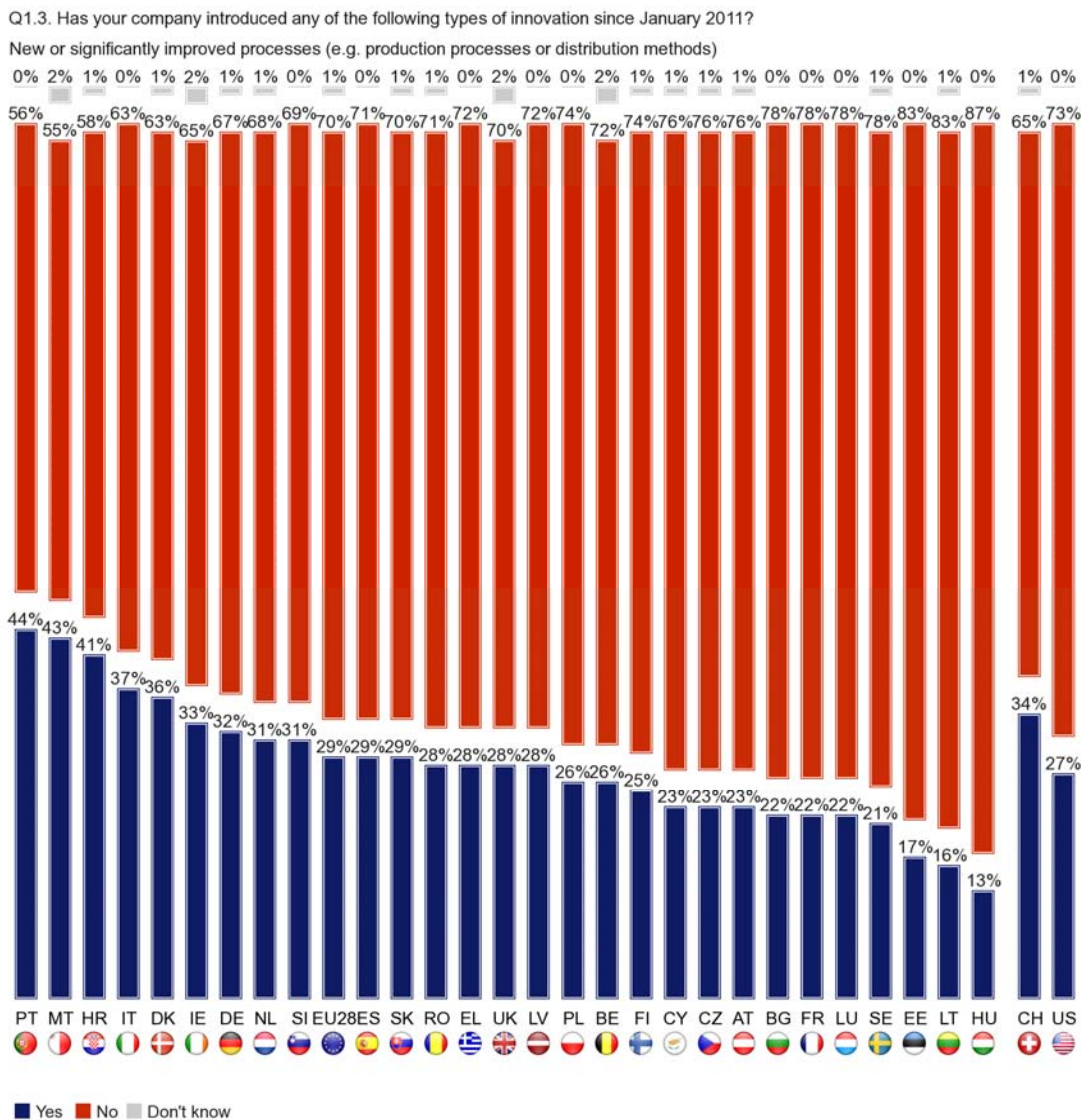
New or significantly improved marketing strategies



Companies in Portugal (47%) and Cyprus (43%) are the most likely to have introduced new or significantly improved **organisational structures**, compared to 8% of companies in Hungary, and 14% of those in Finland and Estonia.



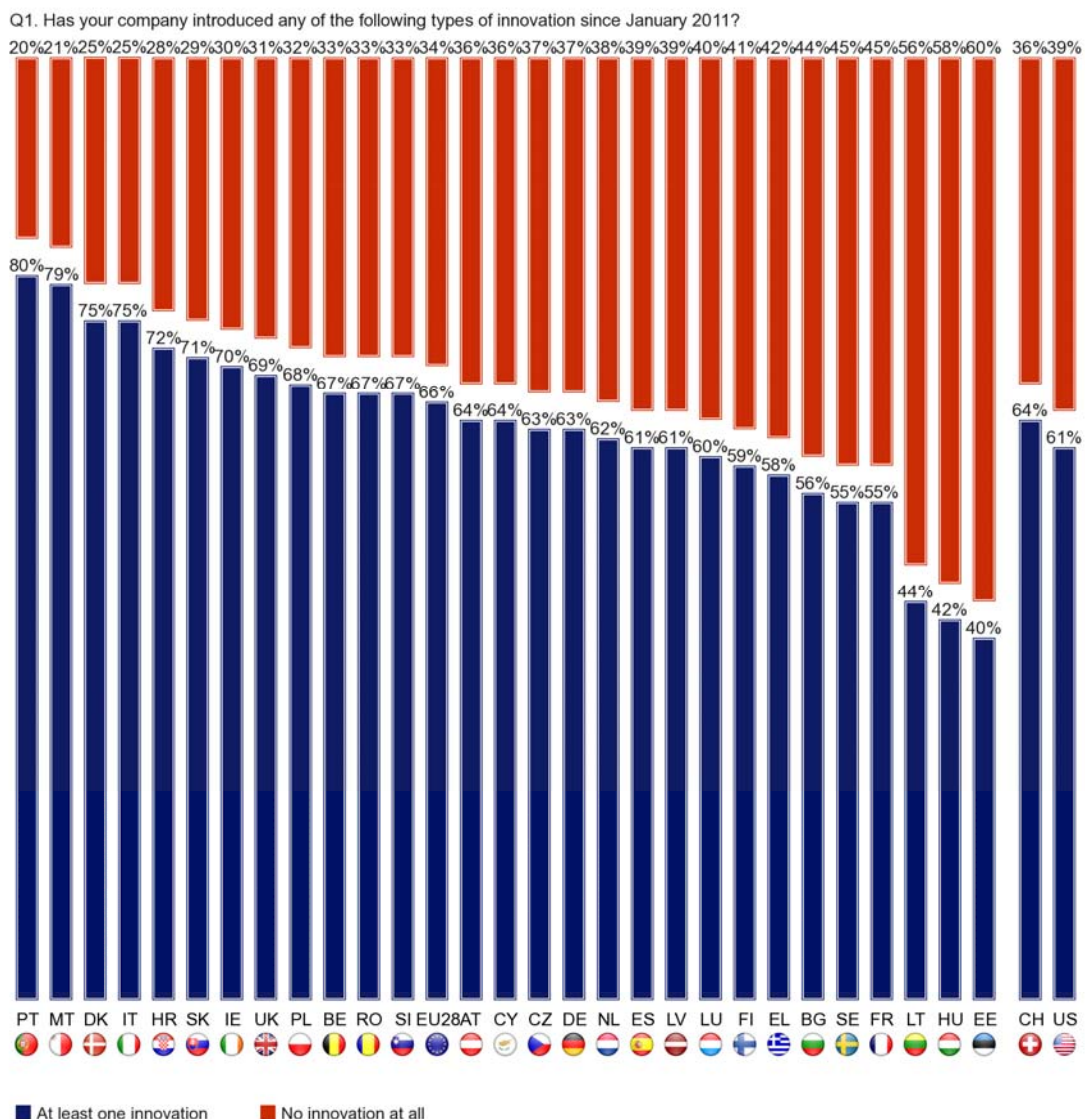
Companies in Portugal (44%), Malta (43%) and Croatia (41%) are the most likely to have innovated in the area of **processes**, while companies in Hungary (13%), Lithuania (16%) and Estonia (17%) are the least likely to have done so.



A broad overview of these results across Member States shows companies in Portugal are consistently amongst the top three most likely to have introduced any of these innovations since January 2011. Malta also appears in the top three for three of five innovations. In contrast, companies in Estonia, Hungary and Lithuania are consistently among the least likely to have introduced any of these innovations.

Companies in the US are slightly less likely than those in EU28 to have introduced at least one type of innovation since January 2011 (61% vs. 66%).

Eight in ten companies in Portugal have introduced innovation in at least one of these areas since January 2011 (80%), followed by 79% of companies in Malta and 75% of those in Denmark and Italy. Estonia, Hungary and Lithuania are the only Member States where less than half of all companies have introduced at least one innovation during this time (40%, 42% and 44% respectively).



Analysis of company characteristics shows that:

- The larger the company, the more likely it is to have introduced new or significantly improved goods, processes or organisational structures. For example 26% of companies with 1-9 employees have introduced new or significantly improved processes, compared with 65% of companies with 500+ employees. Companies with 500+ employees are also more likely than smaller companies to have introduced new or substantially improved services (52% vs. 37%-46%), or marketing strategies (49% vs. 31%-38%).
- Manufacturing (51%) and retail companies (48%) are the most likely to have introduced new or significantly improved goods, with manufacturing companies are also the most likely to have introduced new or improved processes (43% vs. 24%-29%). Not surprisingly, services companies are the most likely to have introduced new or significantly improved services (43% vs. 31%-36%).
- The larger the company's turnover in 2013, the more likely it is to have introduced new or significantly improved processes or organisational structures. Companies with a turnover of more than 500 000 euros are the most likely to have introduced new or significantly improved goods (41%-44% vs. 30%-35%).
- Companies that say competition in their main market is strong are more likely to have introduced innovation in each of these areas, compared to those that say competition is weak. For example 40% of companies that say competition is strong have introduced new or significantly improved services, compared to 34% of those that say competition is weak.
- Companies that have introduced innovation in one area are more likely to have also innovated in the other areas. For example at least half of all companies that have introduced new or significantly improved services have also introduced new or improved goods (56%), processes (52%), marketing strategies (55%) or organisational structures (52%).

In addition, companies that have introduced at least one innovation are more likely to:

- Be larger, particularly with 500+ employees (85% vs. 63%-79% for smaller companies),
- Be in the manufacturing (71%) or retail sector (69%)
- Have a high turnover in 2013,
- Have increased their turnover since 2011
- Experience strong competition in their main market (69% vs. 59%)

Q1 Has your company introduced any of the following types of innovation since January 2011?

	Yes					
	New or significantly improved services	New or significantly improved goods	New or significantly improved marketing strategies	New or significantly improved organisational structures (e.g. knowledge management or workplace organisation)	New or significantly improved processes (e.g. production processes or distribution methods)	At least one innovation
EU28	38%	37%	33%	30%	29%	66%
Company size						
1-9	37%	36%	31%	26%	26%	63%
10-49	41%	40%	38%	37%	38%	72%
50-249	41%	42%	35%	44%	47%	75%
250-499	46%	44%	31%	49%	49%	79%
500+	52%	52%	49%	60%	65%	85%
Sectors grouped (NACE)						
Manufacturing (C)	31%	51%	26%	31%	43%	71%
Retail (G)	36%	48%	38%	31%	29%	69%
Services (H/I/J/K/L/M/N/R)	43%	29%	33%	28%	29%	64%
Industry (D/E/F)	34%	29%	24%	30%	24%	59%
Company's turnover in 2013						
Less than 100 000 euros	40%	30%	29%	23%	22%	59%
From 100 000 to 500 000 euros	36%	35%	30%	26%	25%	62%
More than 500 000 to 2 mil. euros	38%	42%	36%	33%	34%	70%
More than 2 to 10 mil. euros	40%	41%	36%	37%	37%	73%
More than 10 to 50 mil. euros	35%	43%	35%	35%	38%	71%
More than 50 mil. euros	42%	44%	40%	44%	48%	78%
Company's turnover since 2011						
Rise by more than 25%	53%	44%	44%	39%	45%	79%
Rise by 5% - 25 %	43%	40%	37%	33%	35%	72%
Remained approx. the same	35%	38%	28%	26%	26%	63%
Fall by 5% - 25%	34%	35%	33%	30%	25%	61%
Fall by more than 25%	33%	29%	29%	22%	24%	57%
Competition in the main market						
Weak	34%	32%	27%	25%	25%	59%
Strong	40%	40%	35%	32%	32%	69%
Innovative goods						
Yes	58%	100%	50%	44%	49%	100%
No	27%	0%	23%	21%	18%	45%
Innovative services						
Yes	100%	56%	55%	52%	52%	100%
No	0%	26%	19%	16%	16%	45%
Innovative processes						
Yes	67%	62%	56%	57%	100%	100%
No	26%	27%	23%	18%	0%	51%
Innovative marketing strategies						
Yes	64%	57%	100%	53%	51%	100%
No	25%	28%	0%	19%	19%	49%
Innovative organisational structures						
Yes	67%	55%	58%	100%	56%	100%
No	26%	30%	22%	0%	18%	51%

1.2. How much innovations represent in the company's turnover

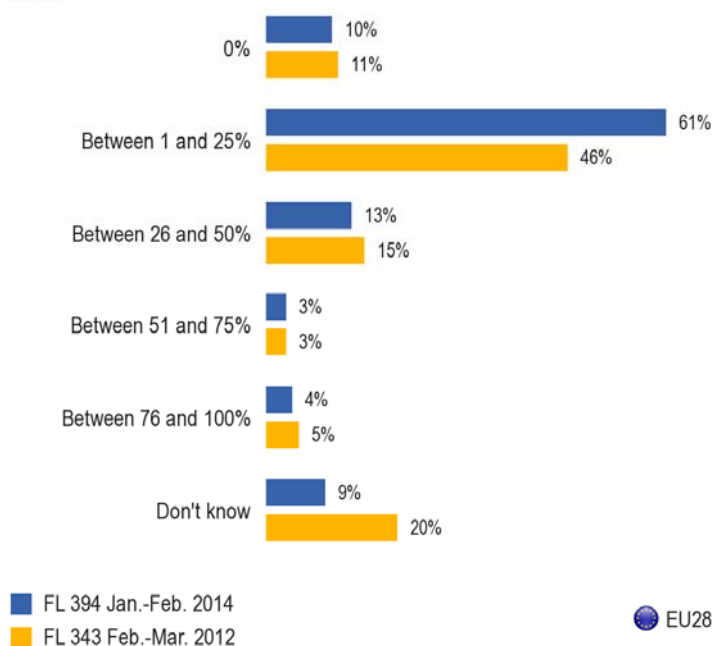
- For most companies 25% of their turnover in 2013 was due to innovation –

Companies that had introduced innovative goods and/or services since January 2011 were asked the proportion of turnover in 2013 innovative goods or services represented⁷. For at least six in ten companies (61%), innovative goods or services contributed 25% or less to the annual turnover in 2013. Just over one in ten companies (13%) said innovative goods or services contributed 26% to 50% to the annual turnover, 3% mention a contribution of between 51% and 75%, while 4% said the contribution was between 76% and 100%.

One in ten said that innovative goods or services did not make any contribution to the turnover in 2013.

Compared to the last wave in 2012, companies seem now more aware of the extent of the contribution of innovative goods or services to the annual turnover (+11 percentage points⁸)⁹. At the same time, they are also now more likely to say that 1% to 25% of turnover is due to innovative goods or services (+15pp).

Q2. Approximately what percentage of your company's turnover in 2013 was due to innovative goods or services that have been introduced since January 2011?



Base: Those companies that have introduced an innovative good or services since January 2011

(n = 6 042, 54% of the total base)

⁷ Q2 Approximately what percentage of your company's turnover in 2013 was due to innovative goods or services that have been introduced since January 2011?

⁸ 'Percentage points' is hereafter referred to as 'pp'.

Companies in Switzerland are more likely than those in EU28¹⁰ and the US to say 1%-25% of company turnover in 2013 was due to innovative goods or services (69% vs. 61% and 60% respectively).

In all but one Member State the majority of companies say between 1% and 25% of turnover in 2013 was due to innovative goods or services introduced after January 2011. This was also the most mentioned proportion in each Member State. Companies in Spain (75%), Malta (71%) and Ireland (70%) are the most likely to say this. The exception is Cyprus (44%): although this is less than a majority, it is still the most mentioned answer from companies in Cyprus.

Companies in Poland, the Czech Republic and Finland are the most likely to say that 26%-50% of turnover came from innovative goods or services (all 17%), while those in Greece are the most likely to mention 51%-75% (9%). Companies in Finland are the most likely to say that 76%-100% of turnover in 2013 was due to innovative goods or services (14%). Finland is the only country where at least on in ten companies mention this proportion of turnover.

The companies most likely to report that none of their turnover in 2013 was due to innovative goods or services were in Croatia (25%), Netherlands (19%), Latvia and Cyprus (both 18%).

Compared to 2012 companies in most Member States are more likely to say that between 1% and 25% of turnover was derived from innovative goods or services. This is particularly the case for companies in Estonia (+37pp), Spain, Hungary (both +33pp) and Bulgaria (+30pp).

Cyprus (-29pp), Finland (-3pp) and the Netherlands (-1pp) are the only Member States where the proportion of companies mention this amount declined.

On the other hand, companies in Cyprus are now more likely to say that 26% to 50% of the company's turnover was from innovative goods of services (+11pp), and they are also more likely to say that 51% to 75% (+7pp) or 76% to 100% (+7pp) of turnover came from these goods or services.
































Slovenian companies are less likely to say 26%-50% of turnover was from innovative goods of services (-18pp), while companies in Romania are less likely to mention 51%-75% (-10pp), and those in Luxembourg (-14pp) and Sweden (-10pp) are less likely to say 76%-100%.

In comparison with 2012, companies in Latvia (+11pp), Slovenia (+10pp) and Romania (+8pp) are now more likely to say that no turnover could be attributed to innovative goods or services, while companies in Hungary and Malta (both -13pp) are notably less likely to say this.

⁹ In the previous wave this question was open-ended, however in this wave response categories were provided, which may have contributed to the changes between waves.

¹⁰ In 6 countries results are based on responses of fewer than 150 companies: EE (109), CY (82), LT (138), LU (104), HU (134), MT (138).

Q2 Approximately what percentage of your company's turnover in 2013 was due to innovative goods or services that have been introduced since January 2011?

	0		Between 1 and 25%		Between 26 and 50%		Between 51 and 75%		Between 76 and 100%		Don't know	
	FL394	Diff. FL394 - FL343	FL394	Diff. FL394 - FL343	FL394	Diff. FL394 - FL343	FL394	Diff. FL394 - FL343	FL394	Diff. FL394 - FL343	FL394	Diff. FL394 - FL343
 EU28	10%	-1	61%	+15	13%	-2	3%	=	4%	-1	9%	-11
 BE	15%	-2	67%	+28	7%	-3	2%	+1	2%	-4	7%	-20
 BG	12%	=	66%	+30	12%	-15	0%	-1	2%	-3	8%	-11
 CZ	10%	+3	61%	+8	17%	+3	2%	-1	3%	=	7%	-13
 DK	7%	=	53%	+13	15%	+2	7%	+2	6%	-5	12%	-12
 DE	6%	-1	58%	+8	16%	+2	3%	=	7%	+1	10%	-10
 EE	17%	-8	57%	+37	10%	+2	2%	-1	5%	-4	9%	-26
 IE	7%	+2	70%	+18	14%	-9	2%	-1	0%	-3	7%	-7
 EL	11%	+1	64%	+12	10%	-6	9%	+2	2%	+2	4%	-11
 ES	5%	-8	75%	+33	9%	-9	4%	+1	0%	-3	7%	-14
 FR	14%	+5	63%	+16	6%	-7	1%	-2	4%	-6	12%	-6
 HR	25%	+7	65%	+12	4%	-9	2%	+2	2%	-2	2%	-10
 IT	10%	-6	59%	+23	13%	+5	3%	-1	4%	+1	11%	-22
 CY	18%	+7	44%	-29	12%	+11	7%	+7	8%	+7	11%	-3
 LV	18%	+11	53%	+20	14%	-9	6%	-1	4%	-8	5%	-13
 LT	10%	+6	64%	+4	11%	=	2%	-3	6%	+1	7%	-8
 LU	8%	-5	65%	+16	12%	+7	2%	+1	7%	-14	6%	-5
 HU	16%	-13	65%	+33	13%	-7	0%	=	3%	+3	3%	-16
 MT	11%	-13	71%	+14	5%	+2	3%	+2	4%	+3	6%	-8
 AT	8%	+7	65%	+13	12%	-6	2%	-2	7%	-4	6%	-8
 NL	19%	+5	53%	-1	12%	+3	3%	-2	4%	-3	9%	-2
 PL	8%	+5	56%	+2	17%	-4	7%	=	4%	+2	8%	-5
 PT	11%	+3	66%	+13	11%	-9	3%	+3	3%	+2	6%	-12
 RO	8%	+8	65%	+29	13%	-12	2%	-10	2%	-3	10%	-12
 SI	17%	+10	65%	+15	12%	-18	0%	=	1%	=	5%	-7
 SK	14%	+7	61%	+18	15%	-8	3%	-4	2%	-3	5%	-10
 FI	7%	-3	54%	-3	17%	+1	5%	=	14%	+7	3%	-2
 SE	13%	+2	52%	+14	16%	=	4%	+1	6%	-10	9%	-7
 UK	14%	+4	55%	+6	14%	-2	4%	+1	6%	+1	7%	-10
 CH	8%	-9	69%	+13	12%	+2	3%	=	2%	-2	6%	-4
 US	10%	*	60%	*	16%	*	4%	*	6%	*	4%	*

Base: Those companies that have introduced an innovative good or services since January 2011

(n = 6 042, 54% of the total base)

A review of company characteristics shows:

- Companies in the Industry sector are the most likely to say that no turnover in 2013 came from innovative goods or service (15%).
- Companies whose turnover has risen by more than 25% since 2011 are the most likely to say that over one quarter of their turnover in 2013 came from innovative goods or services (46% vs. 13%-19%). Companies whose turnover has fallen by more than 25%, on the other hand, are the most likely to say that no turnover in 2013 came from innovative goods or services (20% vs. 4%-13%).

Q2 Approximately what percentage of your company's turnover in 2013 was due to innovative goods or services that have been introduced since January 2011?

	0%	Between 1% and 25%	Between 26% and 50%	Between 51% and 75%	Between 76% and 100%	Don't know
EU28	10%	61%	13%	3%	4%	9%
Sectors grouped (NACE)						
Manufacturing (C)	8%	65%	14%	3%	4%	6%
Retail (G)	9%	63%	11%	3%	3%	11%
Services (H/I/J/K/L/M/N/R)	10%	57%	14%	5%	6%	8%
Industry (D/E/F)	15%	63%	11%	2%	3%	6%
Company's turnover since 2011						
Rise by more than 25%	4%	43%	23%	9%	14%	7%
Rise by 5% - 25 %	7%	67%	12%	3%	4%	7%
Remained approx. the same	11%	64%	11%	3%	2%	9%
Fall by 5% - 25%	13%	65%	9%	3%	1%	9%
Fall by more than 25%	20%	54%	12%	3%	4%	7%

Base: Those companies that have introduced an innovative good or services since January 2011

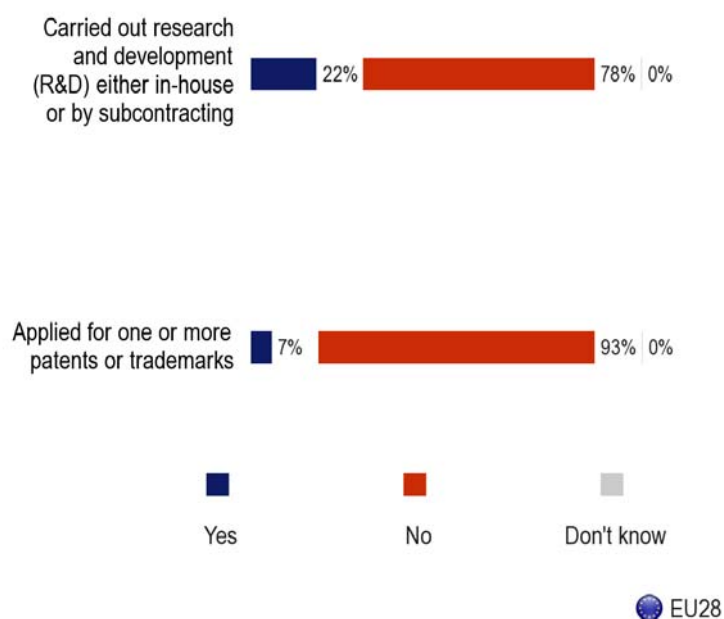
(n = 6 042, 54% of the total base)

1.3. Activities related to innovations

- One in five companies has carried out R&D since January 2011 –

Just over one in five companies have carried out research and development (R&D) activities since January 2011 – either in-house or via subcontractors¹¹. In contrast, fewer than one in ten have applied for one or more patents or trademarks (7%).
































Q3. Since January 2011 has your company...?



¹¹ Q3 Since January 2011 has your company...? Applied for one or more patents or trademarks; Carried out research and development (R&D) either in-house or by subcontracting

There are no notable differences between companies in EU28 and those in Switzerland or the US.

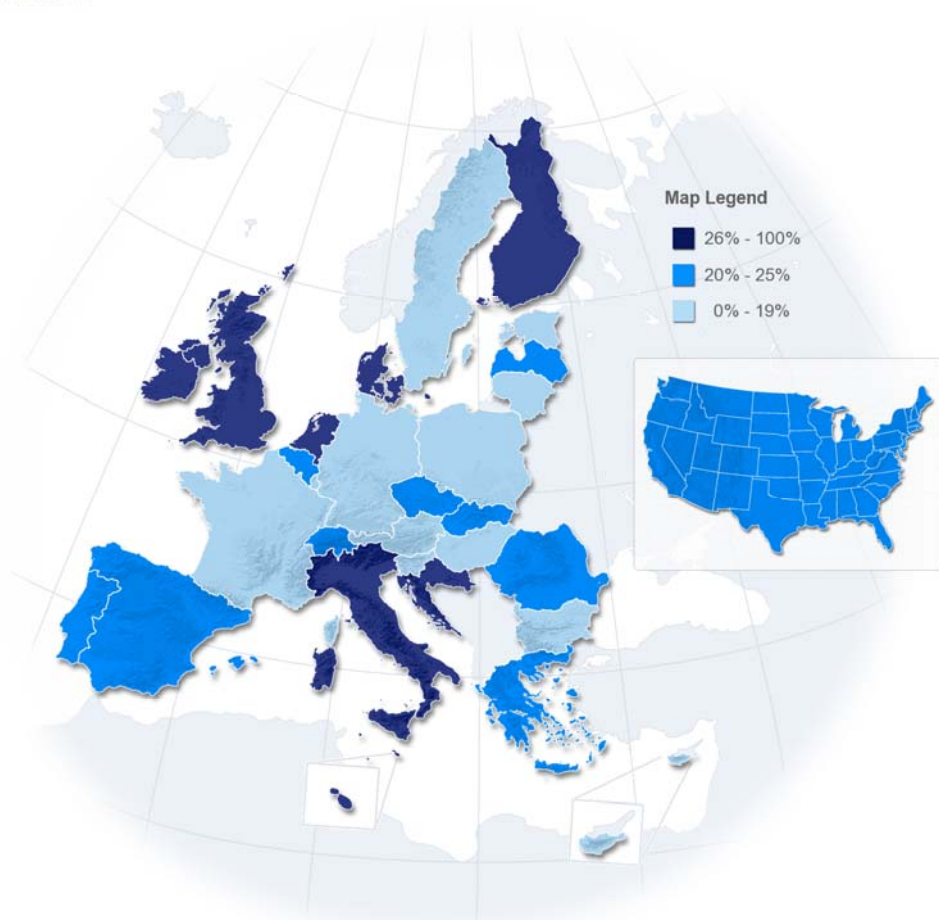
Companies in Finland are the most likely to have conducted R&D activities since January 2011 (40%), followed by those in the Netherlands (35%), Denmark (32%) and Ireland (30%). In contrast 6% of those in Lithuania and 7% of those in Luxembourg and Bulgaria say the same.

 FI	40%
 NL	35%
 DK	32%
 IE	30%
 MT	29%
 UK	28%
 HR	27%
 IT	27%
 BE	24%
 LV	23%
 CZ	22%
 EL	22%
 EU	22%
 PT	22%
 SK	22%
 ES	20%
 RO	20%
 SI	19%
 FR	18%
 SE	18%
 DE	16%
 AT	16%
 CY	14%
 HU	12%
 EE	8%
 PL	8%
 LU	7%
 BG	7%
 LT	6%
 USA	25%
 CH	20%

Question: Q3.2. Since January 2011 has your company...?

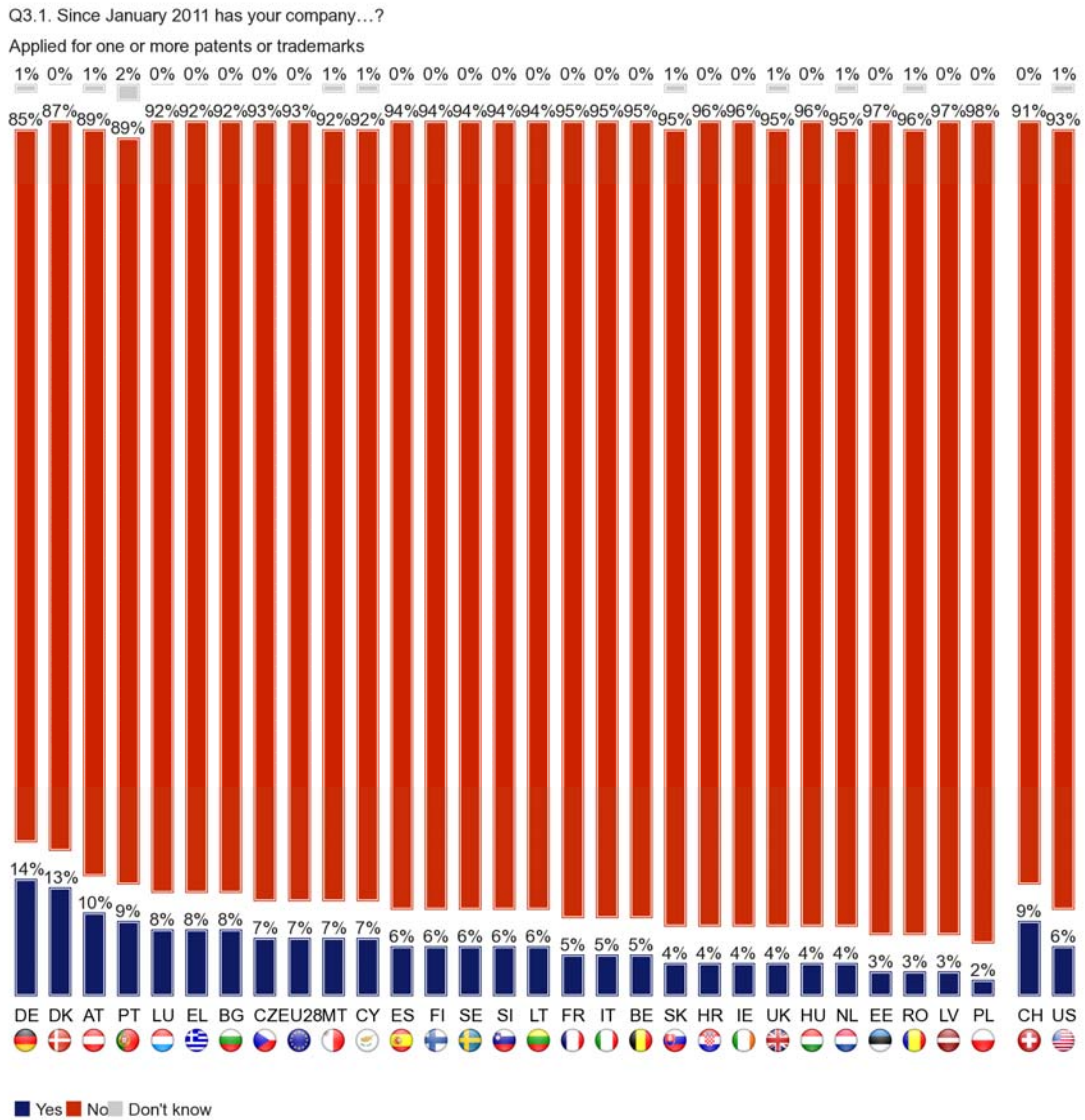
Option: Carried out research and development (R&D) either in-house or by subcontracting

Answers: Yes



In general few companies in any Member State have applied for one or more patents or trademarks since January 2011. Companies in Germany (14%), Denmark (13%) and Austria (10%) are the most likely to have done this, while those in Poland (2%), Latvia, Romania and Estonia (all 3%) are the least likely to have done so.

Once again there is little difference between the US or Switzerland and EU28.



A review of company characteristics shows:

- The larger the company, the more likely it is to have carried out R&D: 18% of those with 1-9 employees have done so since January 2011, compared to 59% of those with 500+ employees. The same pattern can be seen for patents and trademarks. The larger the company, the more likely it is to have applied for at least one: 4% of companies with 1-9 employees have done so, compared to 29% of those with 500+.
- Manufacturing (36%) and services (25%) sector companies are more likely to have carried out R&D compared to retail and industry sector companies (both 16%). Manufacturing companies are also more likely to have applied for at least one patent or trademark (15% vs. 4%-6%).
- The higher the company's turnover, the more likely it is to have conducted R&D: 17% of those with a turnover of less than 100 000 euro have done so, compared to 40% of those with a turnover of more than 50 million. The same pattern is evident when comparing companies that have applied for at least one patent or trademark to those who have not.
- Companies that have introduced innovative goods are more likely to have conducted R&D than those who have not (35% vs 14%). The same pattern applies when comparing companies that have introduced innovative services, processes, marketing strategies or organisational structures with companies that have not. The same patterns also apply when comparing companies that have applied for at least one patent or trademark to those that have not, although the margins are not as large. For example 14% of those that have introduced innovative processes have applied for at least one patent or trademark, compared to 4% of those who have not done so.
- Companies that have introduced innovations in at least one of these areas are more likely to have conducted R&D than those who have not innovated in any of these areas (30% vs. 6%).

Q3 Since January 2011 has your company...?

'Yes'

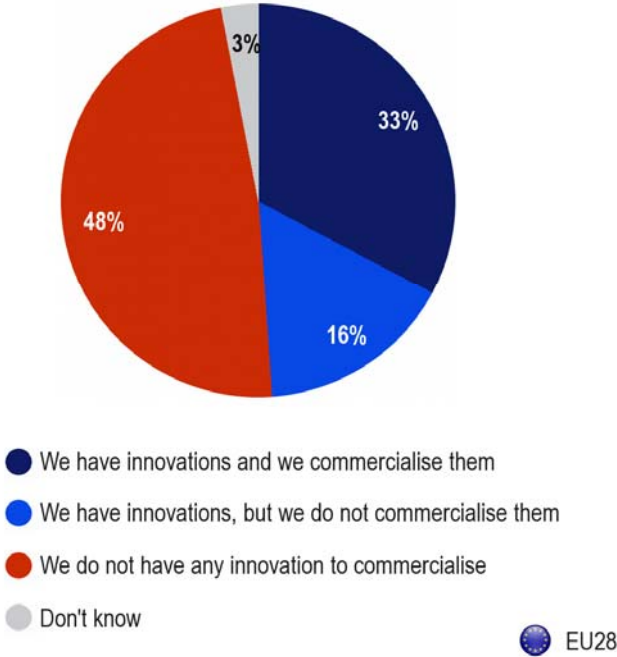
	Applied for one or more patents or trademarks	Carried out research and development (R&D) either in-house or by subcontracting
EU28	7%	22%
Company size		
1-9	4%	18%
10-49	12%	27%
50-249	17%	40%
250-499	21%	43%
500+	29%	59%
Sectors grouped (NACE)		
Manufacturing (C)	15%	36%
Retail (G)	6%	16%
Services (H/I/J/K/L/M/N/R)	6%	25%
Industry (D/E/F)	4%	16%
Company's turnover in 2013		
Less than 100 000 euros	3%	17%
From 100 000 to 500 000 euros	4%	18%
More than 500 000 to 2 mil. euros	7%	23%
More than 2 to 10 mil. euros	11%	29%
More than 10 to 50 mil. euros	16%	32%
More than 50 mil. euros	18%	40%
Innovative goods		
Yes	12%	35%
No	3%	14%
Innovative services		
Yes	9%	35%
No	5%	14%
Innovative processes		
Yes	14%	39%
No	4%	14%
Innovative marketing strategies		
Yes	10%	33%
No	5%	16%
Innovative organisational structures		
Yes	10%	34%
No	5%	16%
Innovation		
At least one	9%	30%
None	2%	6%

1.4. Commercialisation of innovations

- Four in ten companies that have innovations also commercialise them -

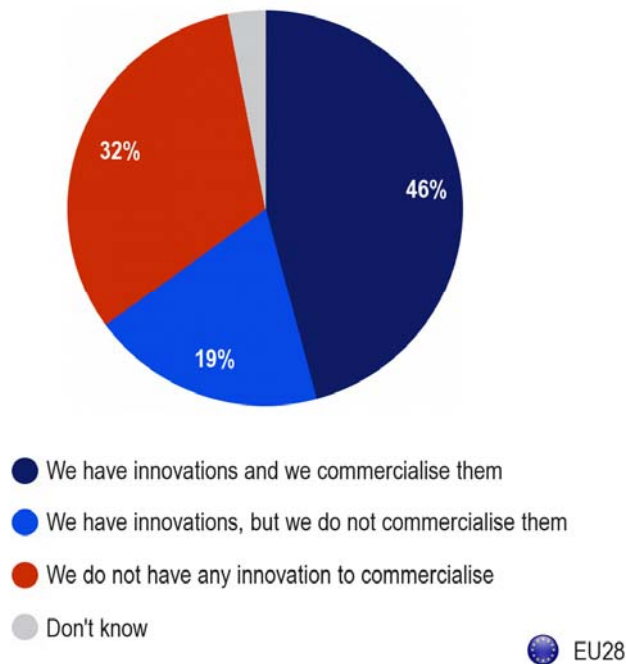
Almost half of companies (48%) say that they do not have any innovation to commercialise, while a third (33%) have innovations and also commercialise them.

Q11. Which of the following best describes the commercialisation of innovation in your company?



Amongst companies that have introduced at least one innovation since January 2011, 46% say they have innovations that they also commercialise¹². A further 19% have innovations but do not commercialise them, while 32% say they have no innovations to commercialise (32%).

Q11(2). Which of the following best describes the commercialisation of innovation in your company?



Base: Those companies that have introduced at least one innovation since January 2011

(n = 7 358, 66% of the total base)

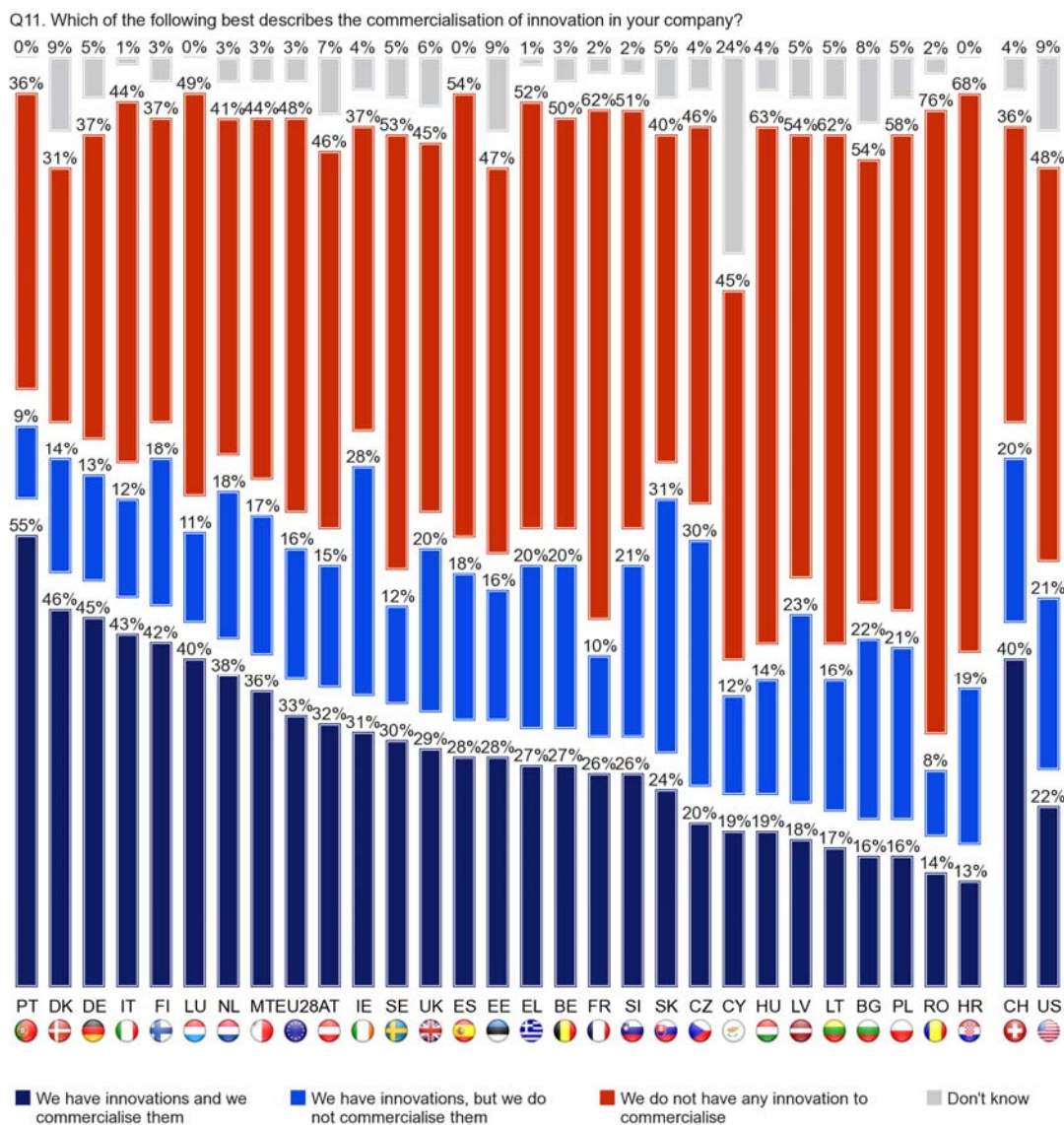
Companies in the euro area that have introduced an innovation since January 2011 are more likely to say they have innovations and commercialise them than their non-euro area counterparts (51% vs. 37%). Those outside the euro area are more likely to say they have innovations but don't commercialise them (23% vs. 17%), or that they do not have innovations to commercialise (35% vs. 30%).

¹² Q11. Which of the following best describes the commercialisation of innovation in your company?

Companies¹³ in Switzerland are more likely than those in EU28 and the US to say they have innovations and commercialise them (40% vs. 33% and 22% respectively), while companies in the EU28 are least likely to say they have innovations that they do not commercialise (16% vs 20% in CH and 21% in US).

Only in Portugal more than half of companies say they have innovations and commercialise them. In addition, more than a third of companies in Malta (36%), the Netherlands (38%), Luxembourg (40%), Finland (42%), Italy (43%), Germany (45%) and Denmark (46%) also have innovations that they commercialise.

At the other end of the spectrum, Croatia and Romania (13% and 14% respectively) have the lowest proportion of companies that have innovations and commercialise them. Not surprisingly, these are also the countries that have the highest percentage of companies that do not have any innovations to commercialise (68% in Croatia and 76% in Romania).



¹³ Data cannot be analysed at the country level for the filtered question Q11(2) due to low bases.

A review of company characteristics shows:

- Companies with 1-9 employees are the most likely to say they have innovations to commercialise (51% vs. 24%-41%), while the larger the company the more likely it is that it has innovations and it commercialises them.
- Manufacturing companies are the most likely to say they have innovations and they commercialise them (40%). On the other hand, industry companies are the most likely to say they have no innovations to commercialise (58% vs. 38%-48% for the other sectors).
- Companies whose turnover has increased since January 2011 are the most likely to say they have innovations and commercialise them (39%-47%). Conversely, those whose turnover has decreased since 2011 are the most likely to say they do not have any innovations to commercialise (54%-59%).

Q11 Which of the following best describes the commercialisation of innovation in your company?

	We do not have any innovation to commercialise	We have innovations, but we do not commercialise them	We have innovations and we commercialise them	Don't know
EU28	48%	16%	33%	3%
Company size				
1-9	51%	16%	29%	4%
10-49	41%	17%	40%	2%
50-249	35%	16%	47%	2%
250-499	26%	23%	50%	1%
500+	24%	17%	55%	4%
Sectors grouped (NACE)				
Manufacturing (C)	38%	19%	40%	3%
Retail (G)	48%	14%	35%	3%
Services (H/I/J/K/L/M/N/R)	46%	16%	34%	4%
Industry (D/E/F)	58%	18%	21%	3%
Company's turnover since 2011				
Rise by more than 25%	34%	15%	47%	4%
Rise by 5% - 25%	40%	17%	39%	4%
Remained approx. the same	51%	15%	31%	3%
Fall by 5% - 25%	54%	17%	27%	2%
Fall by more than 25%	59%	14%	23%	4%

A comparison of company characteristics for those that have introduced an innovation since January 2011 shows:

- Companies with 1-9 employees are the least likely to say they have innovations and commercialise them (42% vs. 52%-62%), and the most likely to say they have no innovations to commercialise (35% vs. 12%-27%).
- Manufacturing companies are the most likely to say they have innovations and they commercialise them (52%), followed by those in the services (48%), retail (46%) and industry sectors (32%). Industry sector companies are the most likely to say they have no innovations to commercialise (41% vs. 23%-34%).
- Companies whose turnover has increased since January 2011 are the most likely to say they have innovations and commercialise them (50%-57%).

Q11(2) Which of the following best describes the commercialisation of innovation in your company?

	We do not have any innovation to commercialise	We have innovations, but we do not commercialise them	We have innovations and we commercialise them	Don't know
EU28	32%	19%	46%	3%
Company size				
1-9	35%	19%	42%	4%
10-49	27%	20%	52%	1%
50-249	22%	17%	59%	2%
250-499	12%	24%	62%	2%
500+	21%	18%	57%	4%
Sectors grouped (NACE)				
Manufacturing (C)	23%	23%	52%	2%
Retail (G)	34%	17%	46%	3%
Services (H/I/J/K/L/M/N/R)	29%	20%	48%	3%
Industry (D/E/F)	41%	24%	32%	3%
Company's turnover since 2011				
Rise by more than 25%	23%	17%	57%	3%
Rise by 5% - 25 %	28%	19%	50%	3%
Remained approx. the same	33%	19%	45%	3%
Fall by 5% - 25%	37%	22%	40%	1%
Fall by more than 25%	39%	20%	37%	4%

Base: Those companies that have introduced at least one innovation since January 2011

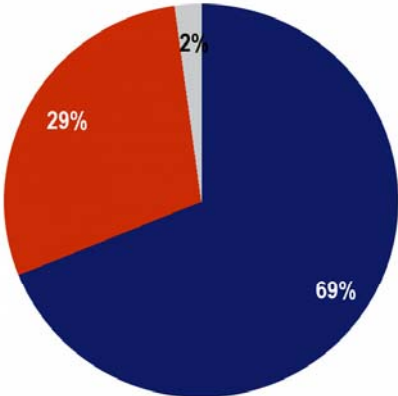
(n = 7 358, 66% of the total base)

1.5. Competition in the main market

- Most companies say they have strong competition in their main market -

More than two thirds of companies say they have strong competition in their main market (69%), and in fact 18% of companies say competition is very strong. Just over one quarter (29%) say competition is weak, while 2% are unable to answer.

Q12. How would you judge the competition of your company in its main market?



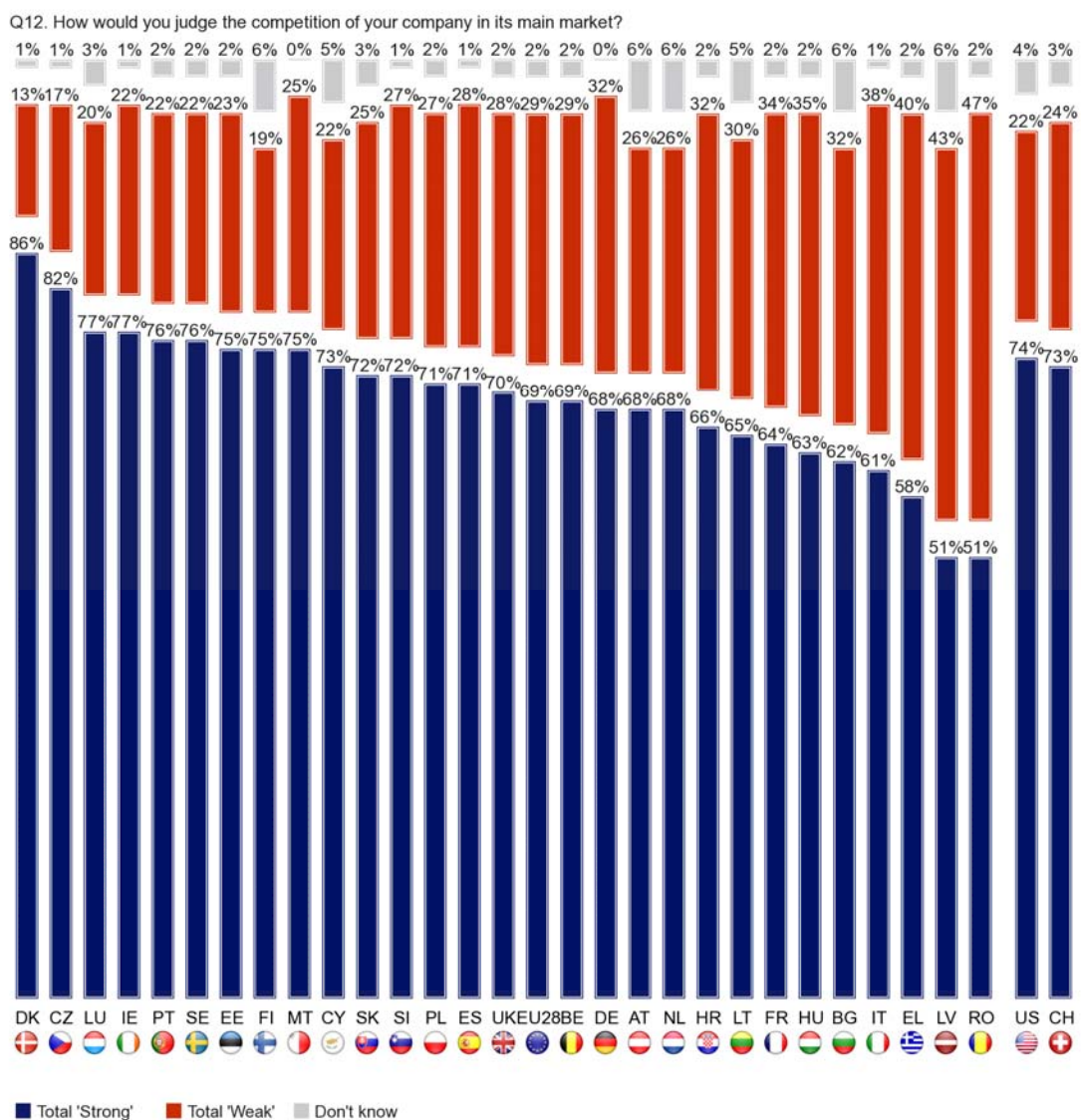
- Total 'Strong'
- Total 'Weak'
- Don't know

EU28

Companies in the US are slightly more likely to say their competition is strong compared to those in EU28 (74% vs. 69%).

Across the EU, the majority of companies in each Member State say competition in their main market is strong. This is particularly the case for companies in Denmark (86%), the Czech Republic (82%) and Luxembourg and Ireland (both 77%). Companies in Romania and Latvia are least likely to say competition is strong, but even here this represents the majority of companies (both 51%).

Companies in Romania (47%), Latvia (43%), Greece (40%) and Italy (38%) are the most likely to say competition is weak.



An analysis of company characteristics highlights:

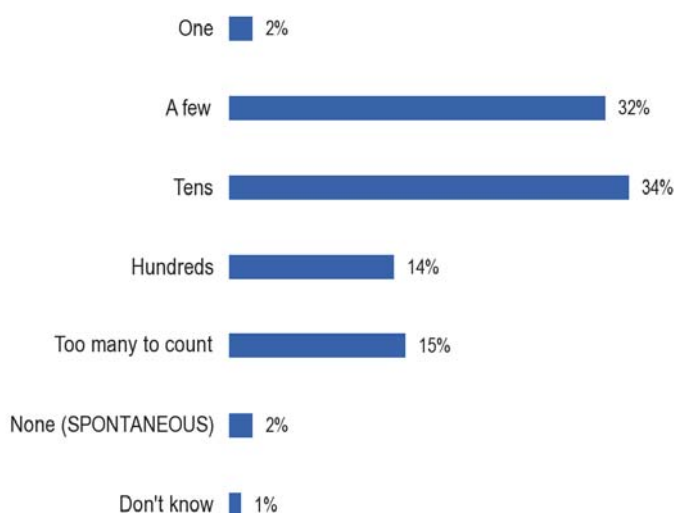
- Companies with 50 or more employees are more likely to say competition is strong than their smaller counterparts (81%-86% vs. 67%-74%).
- Manufacturing companies are the most likely to say competition is strong (73%), followed by retail (71%), services (69%) and industry sector companies (64%).
- Companies with a turnover of more than 500 000 euro are more likely to say competition is strong than those with a lower turnover (75%-77% vs. 63%-65%).
- Companies that have introduced at least one innovation since January 2011 are more likely to say competition is strong compared to those who have not introduced any innovations (72% vs. 62%).

Q12 How would you judge the competition of your company in its main market?

	Total 'Strong'	Total 'Weak'	Don't know
EU28	69%	29%	2%
Company size			
1-9	67%	31%	2%
10-49	74%	24%	2%
50-249	81%	18%	1%
250-499	86%	14%	0%
500+	82%	16%	2%
Sectors grouped (NACE)			
Manufacturing (C)	73%	25%	2%
Retail (G)	71%	28%	1%
Services (H/I/J/K/L/M/N/R)	69%	29%	2%
Industry (D/E/F)	64%	34%	2%
Company's turnover in 2013			
Less than 100 000 euros	63%	35%	2%
From 100 000 to 500 000 euros	65%	33%	2%
More than 500 000 to 2 mil. euros	75%	24%	1%
More than 2 to 10 mil. euros	76%	22%	2%
More than 10 to 50 mil. euros	75%	23%	2%
More than 50 mil. euros	77%	23%	0%
Company's turnover since 2011			
Rise by more than 25%	77%	23%	0%
Rise by 5% - 25 %	72%	26%	2%
Remained approx. the same	70%	28%	2%
Fall by 5% - 25%	67%	32%	1%
Fall by more than 25%	60%	38%	2%
Innovation			
At least one	72%	27%	1%
None	62%	35%	3%

Most companies report having between a few (32%) and tens (34%) of competitors. At least one in ten say they have hundreds of competitors (14%), while 15% say they have too many to count. Just 2% say they have one competitor, while 2% say they have none.

Q13. How many competitors does your company have in its main market?



EU28
































No more than one in twenty companies in any Member State say they have just one competitor in their main market, with companies in Cyprus the most likely to say this (6%), and those in Estonia and Hungary the least likely (both 0%).

At least one third of companies in 14 Member States say they have a few competitors, with companies in Austria, Greece (both 49%) and Finland (46%) the most likely to say this. At the other end of the scale 19% of companies in Malta and 20% of those in Estonia say the same.

In 15 Member States at least one third of companies say they have tens of competitors in their main market, and this is particularly the case in Estonia (47%), Latvia (40%), Denmark and the Czech Republic (both 39%). Reporting tens of competitors is least likely amongst companies in Cyprus (24%) and Austria (22%).

Companies in Cyprus (29%) and Malta (27%) are the most likely to report hundreds of competitors, while those in Bulgaria (26%) and the UK (25%) are the most likely to say there are too many to count.

Q13 How many competitors does your company have in its main market?

	One	A few	Tens	Hundreds	Too many to count	None (SPONTANEOUS)	Don't know
 EU28	2%	32%	34%	14%	15%	2%	1%
 BE	3%	39%	34%	7%	13%	3%	1%
 BG	4%	23%	28%	16%	26%	1%	2%
 CZ	2%	28%	39%	16%	14%	1%	0%
 DK	1%	35%	39%	15%	8%	1%	1%
 DE	3%	37%	32%	8%	15%	4%	1%
 EE	0%	20%	47%	21%	4%	3%	5%
 IE	1%	32%	36%	17%	14%	0%	0%
 EL	1%	49%	28%	12%	9%	1%	0%
 ES	3%	33%	31%	17%	14%	2%	0%
 FR	2%	32%	36%	12%	15%	2%	1%
 HR	3%	35%	38%	13%	7%	3%	1%
 IT	2%	26%	36%	15%	19%	1%	1%
 CY	6%	28%	24%	29%	10%	0%	3%
 LV	2%	22%	40%	19%	14%	2%	1%
 LT	3%	30%	31%	15%	14%	3%	4%
 LU	2%	36%	27%	16%	12%	7%	0%
 HU	0%	32%	36%	14%	15%	1%	2%
 MT	2%	19%	37%	27%	12%	2%	1%
 AT	4%	49%	22%	9%	11%	4%	1%
 NL	3%	38%	35%	9%	13%	1%	1%
 PL	1%	40%	35%	14%	8%	1%	1%
 PT	1%	33%	37%	12%	13%	1%	3%
 RO	1%	31%	31%	13%	19%	2%	3%
 SI	3%	40%	26%	10%	18%	1%	2%
 SK	1%	42%	29%	16%	10%	1%	1%
 FI	2%	46%	31%	15%	5%	1%	0%
 SE	3%	23%	38%	22%	11%	2%	1%
 UK	2%	27%	27%	16%	25%	1%	2%
 CH	3%	32%	35%	14%	14%	2%	0%
 US	1%	26%	35%	15%	18%	4%	1%

Notable differences from the company characteristics analysis include:

- Company size does not seem to play a role in the number of competitors a company has. However, it is worth mentioning that smaller companies with 49 employees or less are slightly more likely than larger companies to say their competitors are too many to count (11%-17% vs. 2%-10%).
- Manufacturing and retail companies are the most likely to say they have a few competitors (41% and 36% respectively) while services and industry sector companies are most likely to say they have tens of competitors (34% and 35% respectively).
- Companies with a turnover of 500 000 euro or less are the most likely to say they have too many competitors to count (18% vs. 8%-14%).

Q13 How many competitors does your company have in its main market?

	One	A few	Tens	Hundreds	Too many to count	None (SPONTANEOUS)	Don't know
EU28	2%	32%	34%	14%	15%	2%	1%
Company size							
1-9	2%	32%	33%	14%	17%	1%	1%
10-49	2%	34%	37%	13%	11%	2%	1%
50-249	2%	39%	40%	9%	7%	2%	1%
250-499	1%	39%	41%	11%	2%	5%	1%
500+	3%	38%	29%	17%	10%	3%	0%
Sectors grouped (NACE)							
Manufacturing (C)	3%	41%	32%	10%	11%	2%	1%
Retail (G)	3%	36%	34%	12%	13%	1%	1%
Services (H/I/J/K/L/M/N/R)	2%	29%	34%	16%	16%	2%	1%
Industry (D/E/F)	2%	30%	35%	13%	17%	2%	1%
Company's turnover in 2013							
Less than 100 000 euros	2%	30%	31%	15%	18%	2%	2%
From 100 000 to 500 000 euros	2%	30%	33%	15%	18%	1%	1%
More than 500 000 to 2 mil. euros	2%	33%	36%	13%	14%	1%	1%
More than 2 to 10 mil. euros	2%	37%	35%	14%	8%	3%	1%
More than 10 to 50 mil. euros	4%	36%	35%	11%	10%	3%	1%
More than 50 mil. euros	3%	40%	39%	7%	9%	1%	1%

2. THE DEVELOPMENT OF INNOVATION

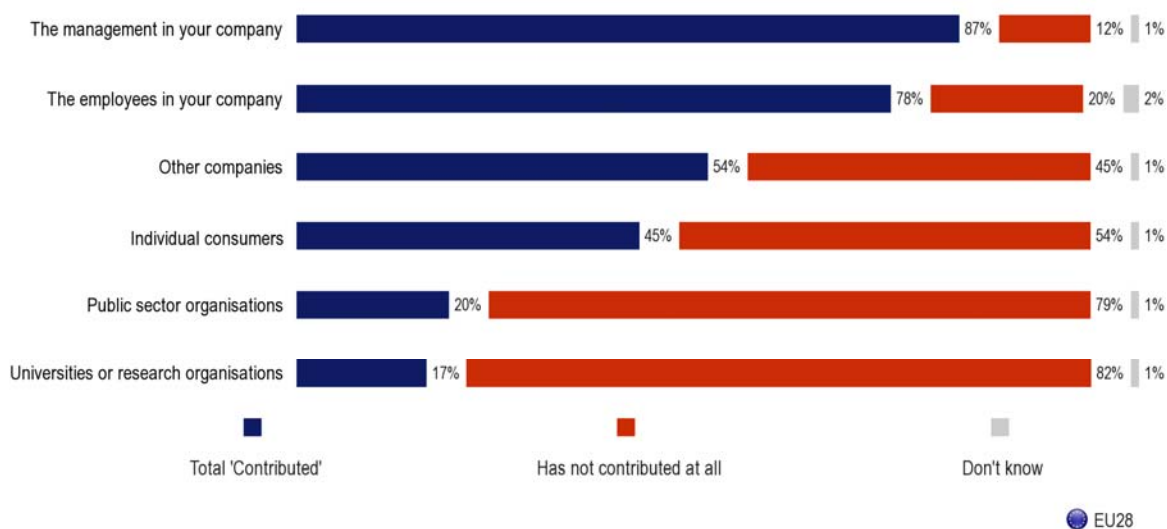
This section of the report looks at the development of innovation, starting with a review of the contributors to the development of ideas for innovation, such as management and employees. The discussion then moves to sources of public funding for research and development, and the importance of such funding for the development of innovations.

2.1. Where do the contributions for the innovations come from?

- Management and employees are the biggest contributors to innovative ideas -

Companies were asked about the role of various actors in developing ideas for the company's innovations since 2011¹⁴. More than three quarters of companies say management (87%) and employees (78%) contributed to the development of ideas for innovations. Just over half (54%) say other companies contributed to the development of ideas for innovations, while 45% say individual consumers contributed. One in five (20%) say the same for public sector organisations, while 17% say universities or research organisations made a contribution.

Q4. How much has each of the following contributed to the development of the ideas for your company's innovations since January 2011?



Base: Those companies that have introduced an innovation since January 2011

(n = 7 358, 66% of the total base)

¹⁴ Q4 How much has each of the following contributed to the development of the ideas for your company's innovations since January 2011?

Companies in the US are more likely than their EU counterparts to say that management (93% vs. 87%), consumers (62% vs. 45%) and public sector organisations (25% vs. 20%) have contributed to the development of ideas for the company's innovations. Companies in EU28¹⁵, on the other hand, are more likely to say universities and research organisations have contributed (17% vs. 11%). Companies in the US and EU28 are more likely than those in Switzerland to say that other companies have contributed to the development of ideas for their innovations (both 54% vs. 48%).

Poland is the only Member State where fewer than three quarters of companies say **management** has contributed to the development of ideas for the company's innovations (68%). This contrasts in particular with companies in Portugal, Finland (both 95%) and Romania (94%). In fact in nine Member States at least nine out of ten companies say management has contributed in this area.

Companies in Portugal (92%), Croatia (89%) and Finland (87%) are the most likely to say that **employees** have contributed to the development of ideas for innovation, with those in Hungary (59%) and Poland (63%) less likely to do so.

In 15 Member States at least half of all companies say that **other companies** have contributed to the development of ideas for the company's innovations, and this is especially the case amongst companies in Portugal (75%) and Finland (73%). Companies in France (35%) and Lithuania (36%) on the other hand are the least likely to say other companies contributed to the development of ideas for the company's innovations.

There is a broad range of opinion when it comes to the contribution of **individual consumers** to the development of ideas for innovation. At least seven out of ten companies in Portugal say individual consumers have contributed (71%), followed by 61% of those in Cyprus and 58% of those in Romania. At the other end of the scale 22% of companies in Estonia and Hungary and 26% of those in the Netherlands say the same.
































In general fewer companies say that **public sector organisations** have contributed to the development of ideas for innovations. Companies in Finland (37%), Latvia (33%) and Portugal (27%) are the most likely to say this – those in Slovenia (9%) and Hungary (10%) the least likely.

Companies in Sweden (27%), Denmark (25%) and Finland (22%) are the most likely to say **universities or research organisations** have contributed ideas to the development of their company's innovations. Just 8% of Slovakian and 10% of Slovenian companies say the same.

¹⁵ In 2 countries results are based on responses of fewer than 150 companies: CY (127) and LU (119).

Q4 How much has each of the following contributed to the development of the ideas for your company's innovations since January 2011?

Total 'Contributed'

	The management in your company	The employees in your company	Other companies	Individual consumers	Public sector organisations	Universities or research organisations
 EU28	87%	78%	54%	45%	20%	17%
 BE	86%	75%	46%	42%	15%	19%
 BG	89%	76%	51%	49%	25%	14%
 CZ	81%	69%	44%	34%	11%	12%
 DK	87%	79%	63%	39%	22%	25%
 DE	90%	79%	54%	37%	19%	20%
 EE	93%	74%	43%	22%	18%	11%
 IE	92%	82%	59%	56%	27%	20%
 EL	88%	76%	50%	53%	17%	20%
 ES	78%	77%	53%	41%	14%	14%
 FR	86%	74%	35%	51%	18%	13%
 HR	91%	89%	50%	45%	17%	20%
 IT	92%	84%	60%	49%	21%	18%
 CY	76%	86%	52%	61%	20%	16%
 LV	85%	82%	53%	47%	33%	18%
 LT	85%	80%	36%	34%	22%	14%
 LU	83%	65%	41%	50%	17%	12%
 HU	80%	59%	47%	22%	10%	14%
 MT	85%	77%	43%	38%	23%	15%
 AT	88%	77%	48%	35%	22%	16%
 NL	84%	72%	59%	26%	20%	20%
 PL	68%	63%	54%	52%	19%	15%
 PT	95%	92%	75%	71%	27%	21%
 RO	94%	80%	49%	58%	23%	14%
 SI	89%	77%	46%	40%	9%	10%
 SK	84%	67%	42%	50%	13%	8%
 FI	95%	87%	73%	43%	37%	22%
 SE	88%	79%	62%	40%	24%	27%
 UK	92%	80%	48%	51%	27%	13%
 CH	90%	77%	48%	48%	20%	15%
 US	93%	80%	54%	62%	25%	11%

Base: Those companies that have introduced an innovation since January 2011

(n = 7 358, 66% of the total base)

An analysis of company characteristics highlights the following:

- The larger the company, the more likely it is to say that employees, other companies or universities or research organisations have contributed to the development of ideas for the company's innovation. For example 74% of companies with 1-9 employees say employees have contributed, compared to 94% of those with 500+ employees.
- Manufacturing and services companies are the most likely to say that management (90% and 89% respectively) and universities or research organisations (24% and 20%) have contributed to ideas development for innovations. Retail companies are the most likely to mention consumers (52%), while industry companies are the least likely to mention employees (71% vs. 77%-81% in other sectors).
- The higher the company turnover, the more likely it is to say that management, employees or other companies have contributed to the development of ideas for the company's innovation. In the reverse trend, the higher the company turnover, the less likely it is to say that individual consumers have made this kind of contribution. Companies with a turnover of more than 10 million are more likely than those with a smaller turnover to say universities or research organisations have contributed.
- Companies that say competition in their main market is strong are more likely to say other companies have contributed to ideas development for innovations compared to those who say competition is weak (56% vs. 48%).

Q4 How much has each of the following contributed to the development of the ideas for your company's innovations since January 2011?

	Total 'Contributed'					
	The management in your company	The employees in your company	Other companies	Individual consumers	Public sector organisations	Universities or research organisations
EU28	87%	78%	54%	45%	20%	17%
Company size						
1-9	85%	74%	52%	48%	19%	15%
10-49	90%	84%	56%	39%	21%	18%
50-249	93%	91%	56%	32%	26%	27%
250-499	97%	95%	70%	35%	30%	45%
500+	92%	94%	74%	45%	38%	49%
Sectors grouped (NACE)						
Manufacturing (C)	90%	81%	53%	33%	16%	24%
Retail (G)	85%	77%	54%	52%	15%	13%
Services (H/I/J/K/L/M/N/R)	89%	80%	54%	43%	23%	20%
Industry (D/E/F)	83%	71%	51%	45%	29%	14%
Company's turnover in 2013						
Less than 100 000 euros	80%	70%	49%	55%	22%	16%
From 100 000 to 500 000 euros	86%	75%	53%	49%	17%	14%
More than 500 000 to 2 mil. euros	88%	80%	52%	44%	21%	17%
More than 2 to 10 mil. euros	90%	84%	57%	33%	18%	18%
More than 10 to 50 mil. euros	90%	86%	59%	37%	23%	27%
More than 50 mil. euros	92%	89%	68%	37%	27%	32%
Competition in the main market						
Weak	86%	74%	48%	46%	19%	16%
Strong	87%	79%	56%	45%	20%	18%

Base: Those companies that have introduced an innovation since January 2011

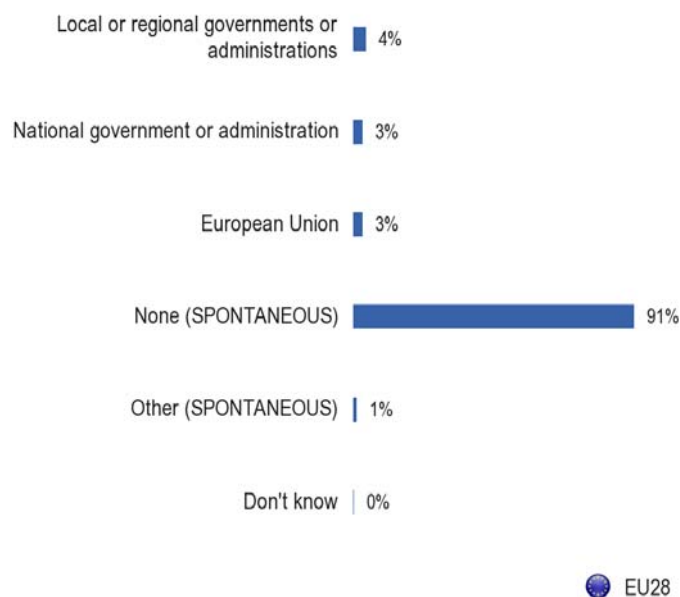
(n = 7 358, 66% of the total base)

2.2. Origin and importance of public financial support for R&D and other innovation activities

- Few companies have received public support for R&D or innovation activities -

Most companies say they have not received public financial support for R&D or other innovation activities since January 2011 (91%)¹⁶. Fewer than one in twenty (4%) have received local or regional government assistance, 3% received national government assistance and 3% assistance from the EU.

Q5. Has your company received any public financial support for research and development or other innovation activities from any of the following since January 2011?



MULTIPLE ANSWERS POSSIBLE
































No more than one in five companies in any Member State have received some kind of public financial support for innovations or R&D. Companies in Belgium are the most likely to have received some kind of support, with 10% receiving local or regional assistance, 6% receiving national assistance and 5% of companies getting EU assistance. Companies in Finland follow with 6% receiving local or regional assistance, 9% receiving national assistance and 4% gaining assistance from the EU. In contrast just 4% of Romanian companies received assistance from any of these levels of government.

As already mentioned, companies in Belgium are the most likely to have received assistance from local or regional governments or administrations (10%) followed by those in Austria and Finland (7% and 6%, respectively). No companies in Estonia, Luxembourg, Hungary or Romania received public financial support for R&D or innovations from this level of government or administration.

¹⁶ Q5 Has your company received any public financial support for research and development or other innovation activities from any of the following since January 2011?

Companies in Finland are the most likely to have received public financial support from the national government or administration (9%), while those in Poland are the most likely to say they received assistance from the EU (11%).

Q5 Has your company received any public financial support for research and development or other innovation activities from any of the following since January 2011?

		Local or regional governments or administrations	National government or administration	European Union	Other (SPONTANEOUS)	None (SPONTANEOUS)	Don't know
	EU28	4%	3%	3%	1%	91%	0%
	BE	10%	6%	5%	1%	83%	1%
	BG	1%	1%	5%	2%	92%	1%
	CZ	2%	4%	4%	0%	92%	0%
	DK	3%	5%	3%	0%	92%	0%
	DE	4%	4%	3%	2%	89%	1%
	EE	0%	3%	5%	1%	91%	0%
	IE	4%	4%	2%	0%	91%	1%
	EL	1%	2%	6%	0%	92%	0%
	ES	4%	4%	3%	0%	92%	0%
	FR	5%	4%	2%	0%	92%	0%
	HR	3%	6%	1%	0%	91%	0%
	IT	5%	2%	2%	1%	92%	0%
	CY	1%	2%	6%	0%	89%	3%
	LV	1%	1%	3%	0%	94%	0%
	LT	2%	1%	4%	0%	93%	0%
	LU	0%	7%	2%	0%	92%	0%
	HU	0%	3%	6%	1%	90%	0%
	MT	1%	5%	7%	0%	87%	2%
	AT	7%	5%	2%	1%	90%	0%
	NL	4%	8%	1%	0%	89%	0%
	PL	5%	1%	11%	0%	84%	1%
	PT	1%	4%	3%	2%	93%	0%
	RO	0%	2%	2%	0%	95%	1%
	SI	1%	2%	3%	2%	93%	0%
	SK	1%	2%	3%	2%	93%	1%
	FI	6%	9%	4%	2%	85%	0%
	SE	4%	1%	2%	1%	93%	1%
	UK	3%	2%	1%	0%	94%	1%
	CH	3%	1%	0%	2%	94%	1%
	US	2%	1%	1%	0%	96%	0%

Highest percentage per country

Highest percentage per item

Lowest percentage per country

Lowest percentage per item

MULTIPLE ANSWERS POSSIBLE

The results from the company characteristics analysis show:

- Companies with 500+ employees are the most likely to have received local or regional public financial support (16% vs. 3%-8%), or national level support (19% vs. 2%-14%) for R&D or innovations.
- Manufacturing companies are the least likely to say they received no public financial support (82% vs. 91%-93%).

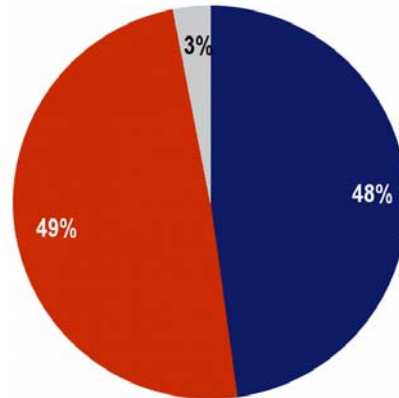
Q5 Has your company received any public financial support for research and development or other innovation activities from any of the following since January 2011?

	Local or regional governments or administrations	National government or administration	European Union	Other (SPONTANEOUS)	None (SPONTANEOUS)	Don't know
EU28	4%	3%	3%	1%	91%	0%
Company size						
1-9	3%	2%	2%	1%	94%	0%
10-49	6%	6%	5%	1%	86%	1%
50-249	8%	10%	8%	1%	78%	1%
250-499	7%	14%	12%	1%	77%	1%
500+	16%	19%	10%	1%	64%	7%
Sectors grouped (NACE)						
Manufacturing (C)	7%	8%	6%	1%	82%	1%
Retail (G)	3%	2%	2%	0%	93%	0%
Services (H/I/J/K/L/M/N/R)	4%	4%	3%	0%	91%	0%
Industry (D/E/F)	5%	2%	3%	1%	91%	0%

MULTIPLE ANSWERS POSSIBLE

For companies that received public financial support of some kind there is an even split between those that say this support was important for developing innovations (48%) and those who say the support was not important (49%)¹⁷.

Q6. How important was this financial support for developing your innovations in the last 3 years on a scale from '1' to '6' – where '1' means the innovation would have been developed without the support and '6' the support was indispensable for developing the innovation?



- Total 'Important'
- Total 'Not important'
- Don't know

 EU28

Base: Those companies that received public financial support for R&D

(n = 964, 9% of the total base)

Data cannot be analysed at the country level for this question due to low bases.

¹⁷ Q6 How important was this financial support for developing your innovations in the last 3 years on a scale from '1' to '6' – where '1' means the innovation would have been developed without the support and '6' the support was indispensable for developing the innovation? "total unimportant" = 1-3 and "total important" = 4-6

A review of the company characteristics analysis shows:

- Mid-sized companies (50-249 employees) are the least likely to say public financial assistance was important for developing their innovations (39% vs. 46%-53%).
- Retail companies are the most likely to say that the assistance was important (55%), followed by those in services (50%), manufacturing (47%) and industry (36%).
- Companies with turnover of 2 million euro or less are more likely to say that the assistance was important compared to companies with a higher turnover (51%-52% vs. 36%-44%).

Q6 How important was this financial support for developing your innovations in the last 3 years on a scale from '1' to '6' – where '1' means the innovation would have been developed without the support and '6' the support was indispensable for developing the innovation?

	Total 'Important'	Total 'Not important'	Don't know
EU28	48%	49%	3%
Company size			
1-9	49%	46%	4%
10-49	51%	47%	2%
50-249	39%	61%	1%
250-499	46%	53%	1%
500+	53%	46%	1%
Sectors grouped (NACE)			
Manufacturing (C)	47%	52%	1%
Retail (G)	55%	42%	3%
Services (H/I/J/K/L/M/N/R)	50%	48%	2%
Industry (D/E/F)	36%	58%	6%
Company's turnover in 2013			
Less than 100 000 euros	52%	46%	2%
From 100 000 to 500 000 euros	51%	45%	4%
More than 500 000 to 2 mil. euros	52%	45%	3%
More than 2 to 10 mil. euros	43%	52%	6%
More than 10 to 50 mil. euros	36%	62%	2%
More than 50 mil. euros	44%	55%	1%

Base: Those companies that received public financial support for R&D

(n = 964, 9% of the total base)

3. COMMERCIALISATION, MARKETING AND DISTRIBUTION

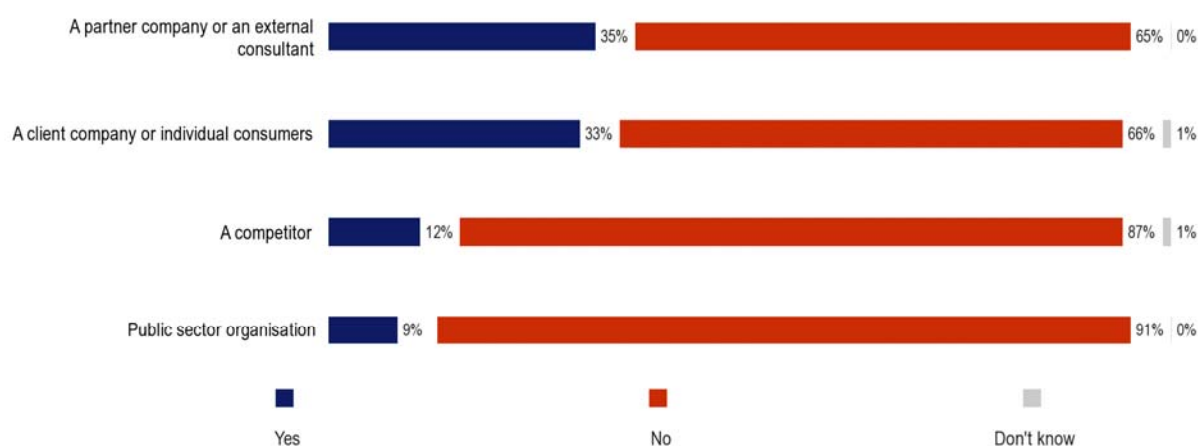
This section of the report deals with the commercialisation, marketing and distribution of both innovative and non-innovative goods or services. The first part looks at the partners with which companies collaborate for the marketing and distribution of their goods or services. Next, the types of support companies receive from governments for a range of activities is considered. The barriers encountered when commercialising goods or services are also discussed. Finally the types of customers companies have for their innovative or non-innovative goods or services are profiled.

3.1. Types of partners for the marketing, distribution or promotion of innovative vs. non-innovative goods or services

- Companies are most likely to have collaborated with partner companies or external consultants to market, distribute or promote innovative goods or services –

Just over one third of the companies that have introduced new or significantly improved goods or services since January 2011 have collaborated with partner companies or external consultants to market, distribute or promote innovative goods or services (35%)¹⁸. One third has collaborated with client companies or individual consumers (33%). Collaboration with competitors (12%) or public sector organisations (9%) to market, distribute or promote innovative goods or services is less common.

Q9a. Has your company collaborated with any of the following partners for the marketing, distribution or promotion of any of your innovative goods or services since January 2011?



EU28

Base: Those companies that have introduced an innovative good or services since January 2011

(n = 6 042, 54% of the total base)

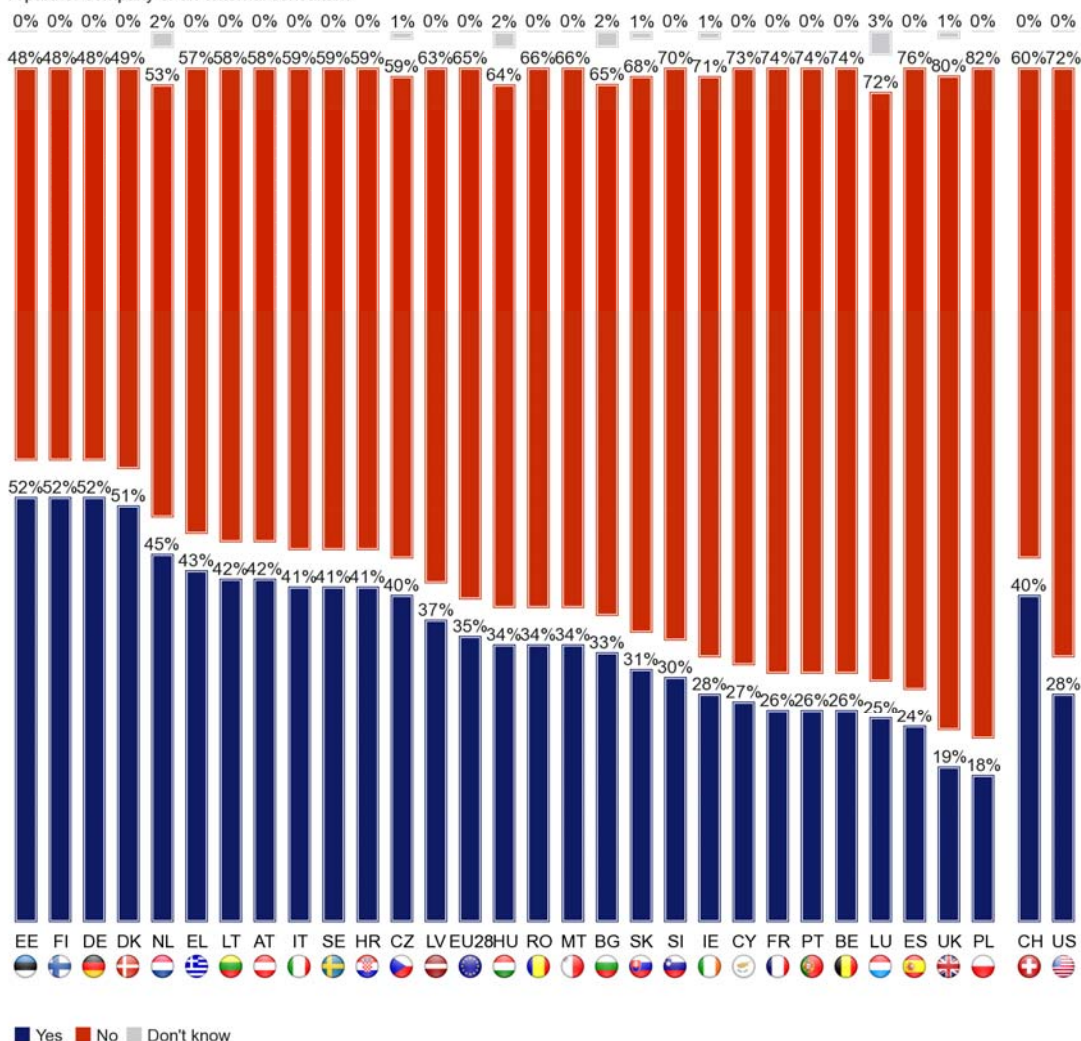
¹⁸ Q9. Has your company collaborated with any of the following partners for the marketing, distribution or promotion of any of your innovative goods or services since January 2011?

Companies in EU28¹⁹ (35%) are more likely than those in the US (28%), but less likely than those in Switzerland (40%) to say they have collaborated with partner companies or external consultants. The same pattern applies for collaborating with competitors (EU28: 12%, US: 7%, CH: 20%) to market, distribute or promote innovative goods or services.

Germany, Estonia, Finland (all 52%) and Denmark (51%) are the only countries where at least half of all companies have collaborated with **partner companies or external consultants** to market distribute or promote innovative goods or services since January 2011. This compares to 18% of companies in Poland and 19% of those in the UK.

Q9a.2. Has your company collaborated with any of the following partners for the marketing, distribution or promotion of any of your innovative goods or services since January 2011?

A partner company or an external consultant

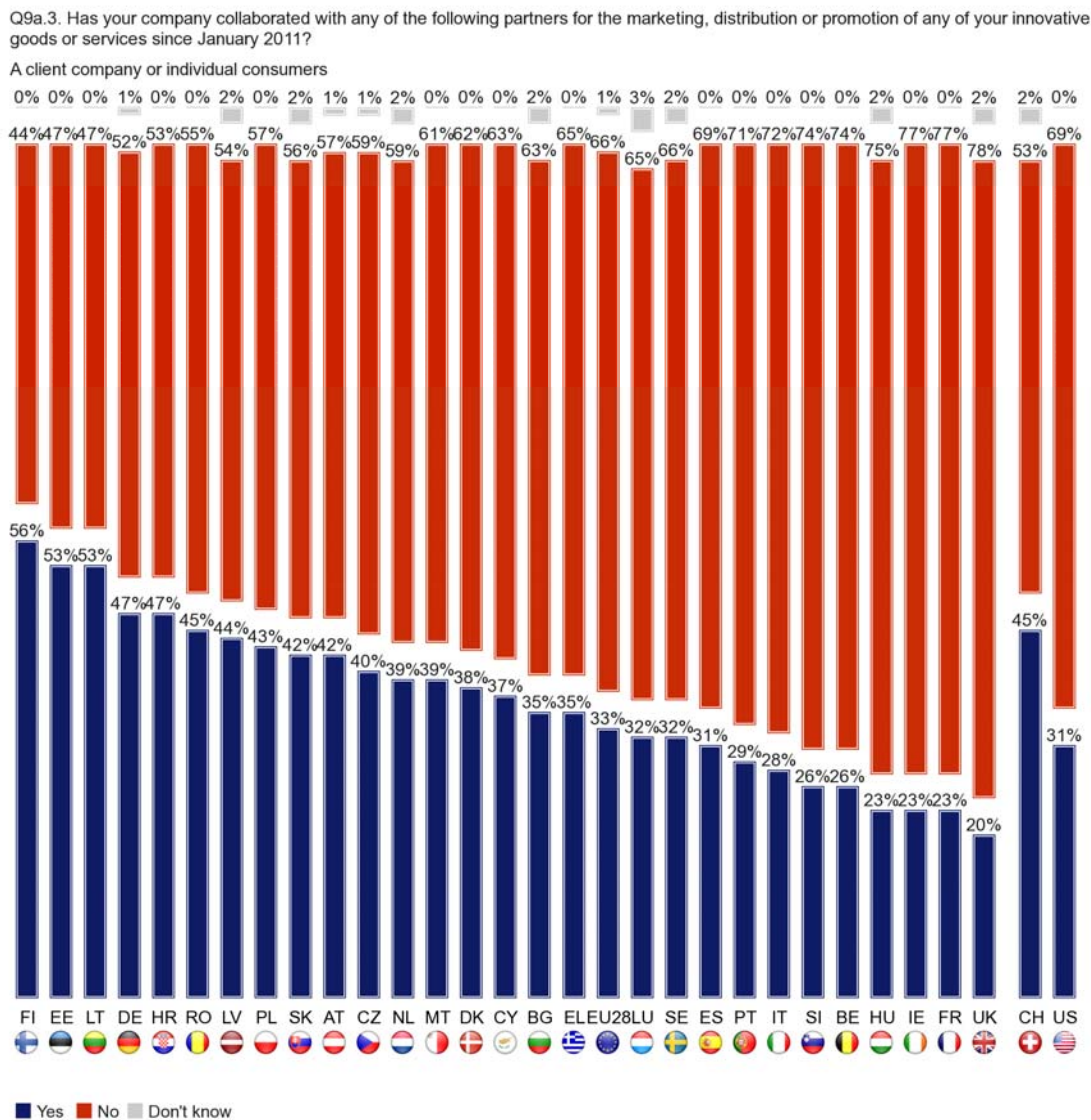


Base: Those companies that have introduced an innovative good or services since January 2011

(n = 6 042, 54% of the total base)

¹⁹ In 6 countries results are based on responses of fewer than 150 companies: EE (109), CY (82), LT (138), LU (104), HU (134), MT (138).

Finland (56%), Estonia and Lithuania (both 53%) are the only Member States where at least half of all companies have collaborated with **client companies or individual consumers** to market distribute or promote innovative goods or services since January 2011. At the other end of the scale 20% of companies in the UK and 23% of those in France, Ireland and Hungary have done the same.



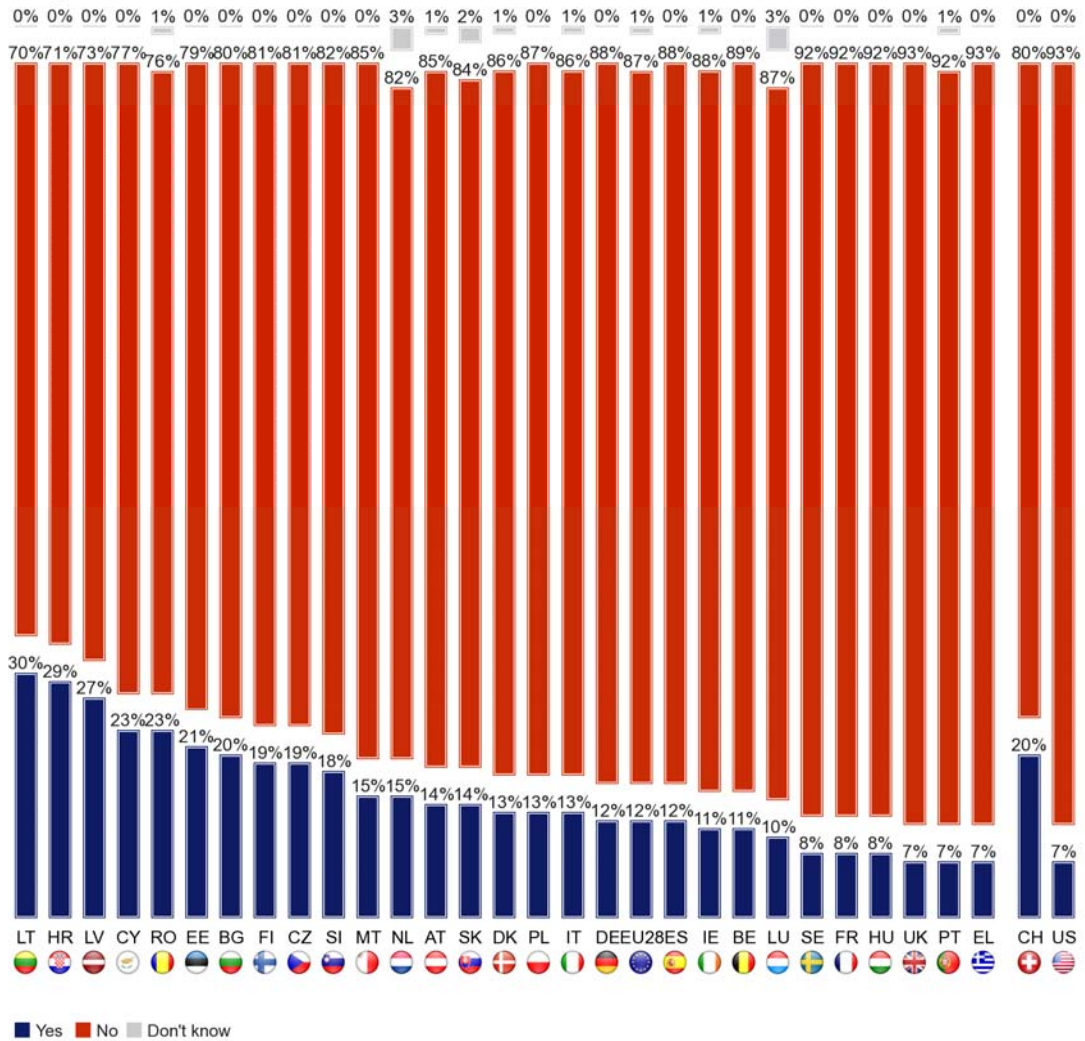
Base: Those companies that have introduced an innovative good or services since January 2011

(n = 6 042, 54% of the total base)

At least one quarter of companies in Lithuania (30%), Croatia (29%) and Latvia (27%) have collaborated with a **competitor** to market, distribute or promote innovative goods or service, compared to 7% of those in the UK, Portugal and Greece.

Q9a.1. Has your company collaborated with any of the following partners for the marketing, distribution or promotion of any of your innovative goods or services since January 2011?

A competitor

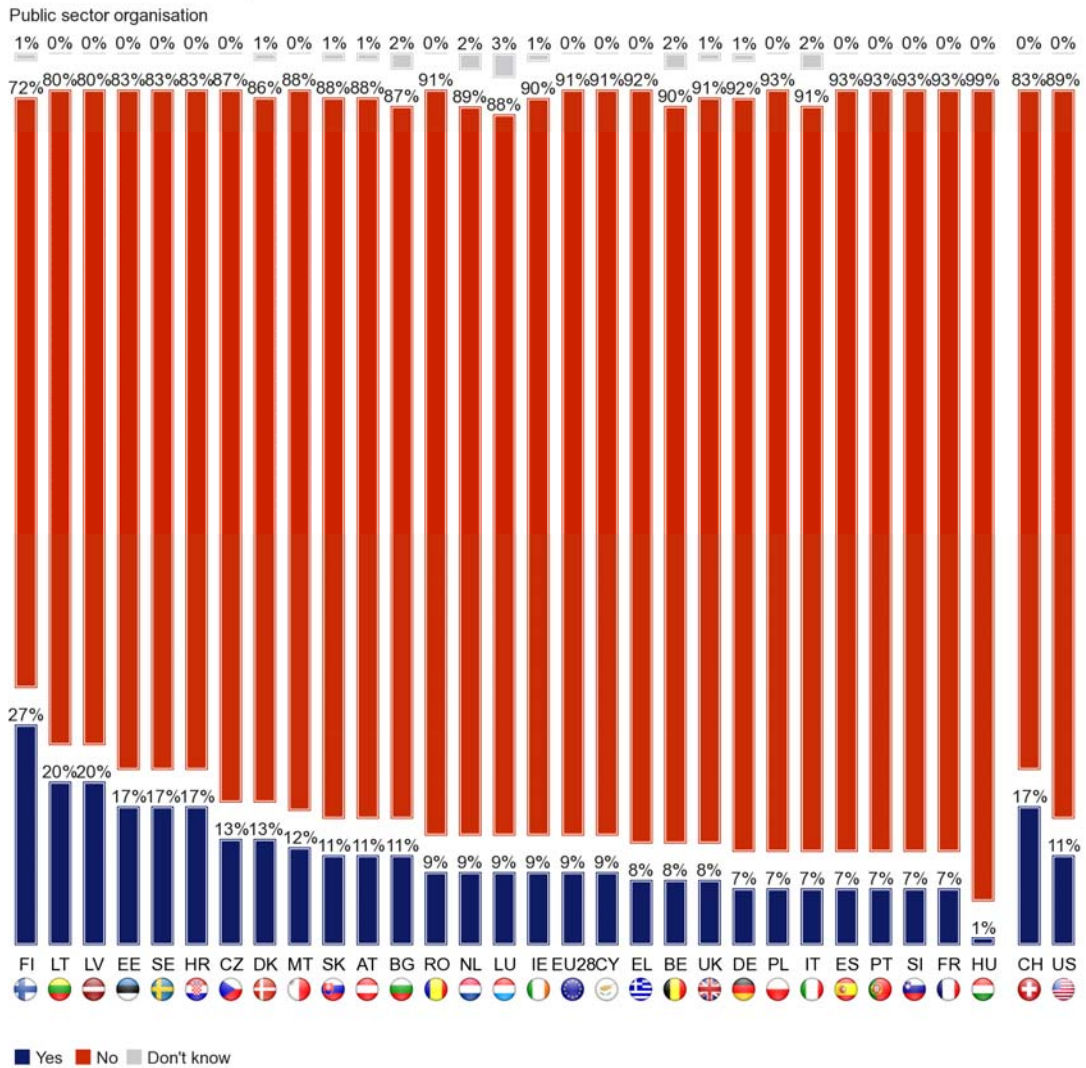


Base: Those companies that have introduced an innovative good or services since January 2011

(n = 6 042, 54% of the total base)

Finland (27%), Lithuania and Latvia (both 20%) are the only Member States where at least one in five companies say they collaborated with **public sector organisations**. Just 1% of companies in Hungary say the same.

Q9a.4. Has your company collaborated with any of the following partners for the marketing, distribution or promotion of any of your innovative goods or services since January 2011?



Base: Those companies that have introduced an innovative good or services since January 2011

(n = 6 042, 54% of the total base)

The analysis of company characteristics revealed the following:

- The smallest companies are the least likely to say they collaborated with partner companies or external consultants to market distribute or promote innovative goods or services since January 2011 (32% vs. 40%-62%). Companies with 250 or more employees are the most likely to have collaborated with client companies or individual consumers (48% and 42% vs. 33%-35%), while those with 500+ employees are the most likely to have collaborated with public sector organisations (23%).
- Services companies are the most likely to have collaborated with partner companies or external consultants (41%), particularly compared to retail companies (29%). Services sector companies are also the most likely to have collaborated with client companies or individual consumers (37% vs. 30%-33%).
- The higher the company's turnover, the more likely it is to have collaborated with partner companies or external consultants: 30% of those with turnover of less than 100 000 euro have done so, compared to 48% of those with a turnover of more than 50 million.
- Those who say that competition is strong in their main market are more likely to have collaborated with partner companies or external consultants (38% vs. 28%) or client companies and individual consumers (35% vs. 30%) compared to companies who say that competition is weak.

Q9a Has your company collaborated with any of the following partners for the marketing, distribution or promotion of any of your innovative goods or services since January 2011?

'Yes'

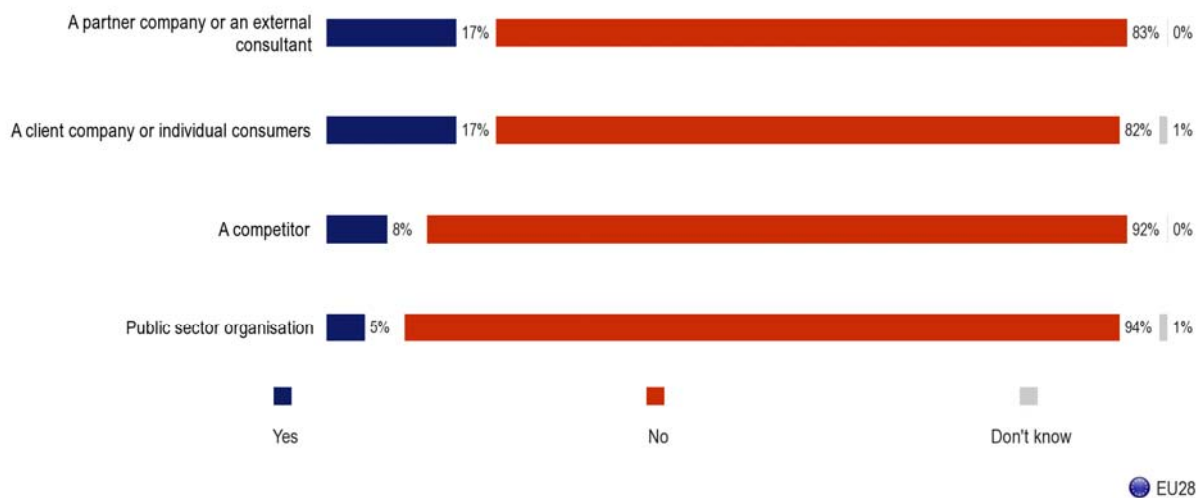
	A partner company or an external consultant	A client company or individual consumers	A competitor	Public sector organisation
EU28	35%	33%	12%	12%
Company size				
1-9	32%	33%	13%	13%
10-49	40%	34%	14%	14%
50-249	45%	35%	7%	7%
250-499	62%	48%	10%	10%
500+	52%	42%	14%	14%
Sectors grouped (NACE)				
Manufacturing (C)	37%	33%	8%	8%
Retail (G)	29%	30%	10%	10%
Services (H/I/J/K/L/M/N/R)	41%	37%	15%	15%
Industry (D/E/F)	31%	31%	14%	14%
Company's turnover in 2013				
Less than 100 000 euros	30%	40%	13%	13%
From 100 000 to 500 000 euros	33%	32%	14%	14%
More than 500 000 to 2 mil. euros	33%	31%	12%	12%
More than 2 to 10 mil. euros	42%	30%	10%	10%
More than 10 to 50 mil. euros	43%	36%	7%	7%
More than 50 mil. euros	48%	37%	14%	14%
Competition in the main market				
Weak	28%	30%	10%	10%
Strong	38%	35%	13%	13%

Base: Those companies that have introduced an innovative good or services since January 2011

(n = 6 042, 54% of the total base)

Companies that have not introduced new or significantly improved goods or services since January 2011 are less likely to have collaborated with any of these groups for marketing, distribution or promotion of any of their goods or services compared to those with innovations. Less than one in five have collaborated with partner companies or external consultants or with client companies or individual consumers (both 17%)²⁰. Collaboration with competitors (8%) or public sector organisations (5%) to market, distribute or promote goods or services is even less common.

Q9b. Has your company collaborated with any of the following partners for the marketing, distribution or promotion of any of your goods or services since January 2011?



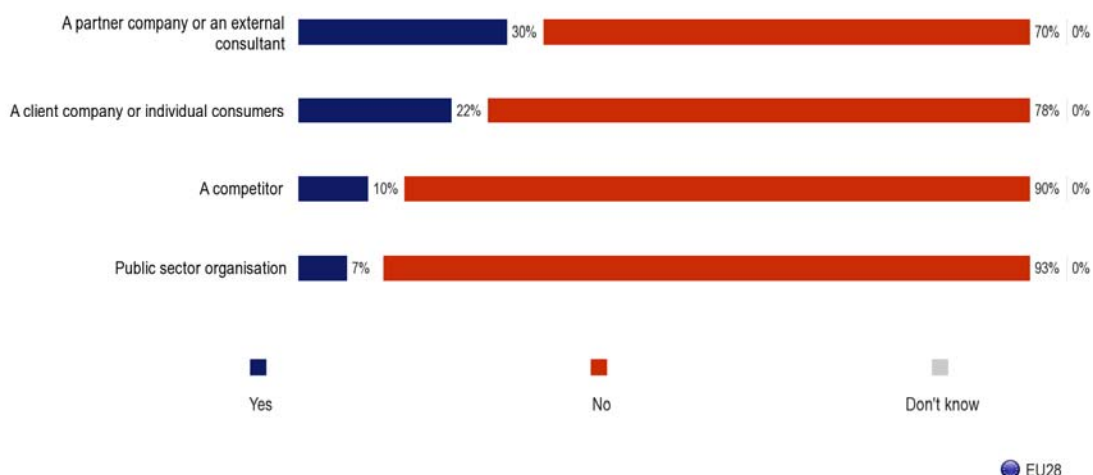
Base: Those companies that have not introduced any innovative goods or services since January 2011

(n = 5 164, 46% of the total base)

²⁰ Q9. Has your company collaborated with any of the following partners for the marketing, distribution or promotion of any of your goods or services since January 2011?

Filtering this question on other types of innovators²¹ and non-innovators²², the results show some variation. Companies that have introduced new or significantly improved marketing strategies, organisational structures or processes are more likely than non-innovative companies to have collaborated with any of the groups for marketing, distribution or promotion of their goods or services. Three in ten innovative companies mention a partner company or an external consultant as the main group they collaborated with, while only 12% of non-innovators say so.

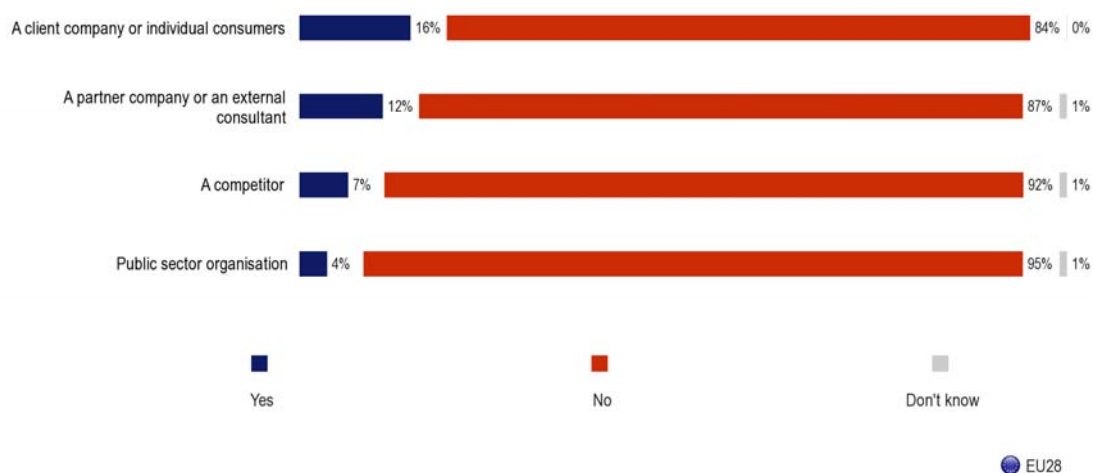
Q9b1. Has your company collaborated with any of the following partners for the marketing, distribution or promotion of any of your goods or services since January 2011?



Base: Those companies that have not introduced other types of innovation since January 2011

(n = 1 316, 12% of the total base)

Q9b2. Has your company collaborated with any of the following partners for the marketing, distribution or promotion of any of your goods or services since January 2011?



Base: Those companies that have not introduced any innovations at all since January 2011

(n = 3 848, 34% of the total base)

²¹ Those companies that have introduced new or significantly improved marketing strategies, organisational structures (e.g. knowledge management or workplace organisation,) or processes (e.g. production processes or distribution methods) in Q1.

²² Those companies that have not introduced any types of innovation at all in Q1.

Companies in EU28²³ are more likely than their US counterparts to have collaborated with partner companies or external consultants (17% vs. 11%) or with client companies or individual consumers (17% vs. 9%) to market, distribute or promote any of their goods or services. Nevertheless, companies in Switzerland are the most likely to collaborate with each of these groups (20% and 23% respectively).

There are only six Member States where at least one quarter of companies have collaborated with partner companies or external consultants for marketing, distribution or promotion of any of their goods or services: Denmark, Germany (both 32%), Sweden (29%), Cyprus (28%) and Austria and Finland (both 27%). In contrast 8% of companies in Portugal and Poland and 9% of those in Malta have done so.

At least three in ten companies in Cyprus (34%), Lithuania (31%), Estonia and Latvia (both 30%) have collaborated with a client company or individual consumers, compared to 9% of those in Portugal and 11% of those in Hungary and Belgium.
































Across EU28 8% of companies have collaborated with competitors, but the proportions are much higher in Latvia (24%), Cyprus (20%) and Sweden (19%). At the other end of the scale just 1% of companies in Belgium and Luxembourg have collaborated with competitors in this way.

Companies in Cyprus (15%), Finland (13%), Lithuania (12%), Latvia and Estonia (both 11%), are the most likely to have collaborated with public sector organisations for marketing, distribution or promotion of any of their goods or services. Just 1% of companies in Portugal have done this.

²³ In 5 countries results are based on responses of fewer than 150 companies: DK (142), CY (118), LU (96), MT (62) and PT (142).

Q9b Has your company collaborated with any of the following partners for the marketing, distribution or promotion of any of your goods or services since January 2011?

'Yes'

		A partner company or an external consultant	A client company or individual consumers	A competitor	Public sector organisation
	EU28	17%	17%	8%	5%
	BE	15%	11%	1%	5%
	BG	14%	18%	17%	2%
	CZ	13%	26%	16%	6%
	DK	32%	21%	15%	8%
	DE	32%	23%	7%	8%
	EE	20%	30%	8%	11%
	IE	14%	16%	5%	4%
	EL	17%	19%	11%	3%
	ES	12%	17%	6%	4%
	FR	11%	12%	5%	3%
	HR	20%	26%	16%	5%
	IT	12%	13%	7%	3%
	CY	28%	34%	20%	15%
	LV	19%	30%	24%	11%
	LT	18%	31%	18%	12%
	LU	20%	12%	1%	4%
	HU	11%	11%	5%	4%
	MT	9%	15%	2%	5%
	AT	27%	19%	8%	9%
	NL	21%	17%	15%	9%
	PL	8%	25%	6%	4%
	PT	8%	9%	2%	1%
	RO	11%	19%	10%	4%
	SI	12%	12%	12%	3%
	SK	13%	24%	15%	7%
	FI	27%	27%	11%	13%
	SE	29%	19%	19%	5%
	UK	12%	12%	5%	5%
	CH	20%	23%	8%	6%
	US	11%	9%	6%	2%

Base: Those companies that have not introduced any innovative goods or services since January 2011

(n = 5 164, 46% of the total base)

Highlights from the analysis of company characteristics²⁴ include:

- Medium or large companies are the most likely to have collaborated with a partner company or an external consultant (26%-34% vs. 15%-21%).
- Services companies are the most likely to have collaborated with partner companies or external consultants (21%), particularly compared to manufacturing companies (12%).
- Companies whose turnover has risen since 2011 are more likely to have collaborated with partner companies or external consultants than those where turnover has remained the same or has fallen (21%-26% vs. 12%-16%).

Q9b Has your company collaborated with any of the following partners for the marketing, distribution or promotion of any of your goods or services since January 2011?

	'Yes'			
	A partner company or an external consultant	A client company or individual consumers	A competitor	Public sector organisation
EU28	17%	17%	8%	5%
Company size				
1-9	15%	17%	8%	5%
10-49	21%	20%	7%	6%
50-249	31%	20%	6%	9%
250-499	26%	14%	1%	7%
500+	34%	26%	4%	25%
Sectors grouped (NACE)				
Manufacturing (C)	12%	16%	7%	5%
Retail (G)	14%	18%	5%	2%
Services (H/I/J/K/L/M/N/R)	21%	18%	10%	7%
Industry (D/E/F)	14%	14%	8%	4%
Company's turnover in 2013				
Less than 100 000 euros	12%	20%	9%	6%
From 100 000 to 500 000 euros	16%	16%	9%	4%
More than 500 000 to 2 mil. euros	18%	16%	6%	5%
More than 2 to 10 mil. euros	26%	19%	7%	7%
More than 10 to 50 mil. euros	16%	16%	5%	4%
More than 50 mil. euros	24%	22%	3%	6%

Base: Those companies that have not introduced any innovative goods or services since January 2011

(n = 5 164, 46% of the total base)

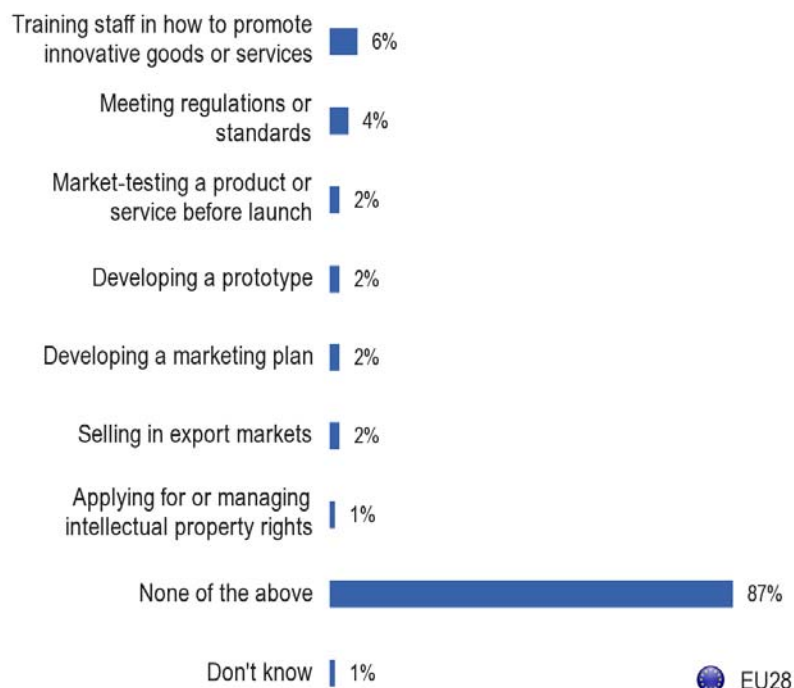
²⁴ These results should be taken with caution as the bases for some of the categories are too low.

3.2. Types and importance of public support for commercialising innovations

- Just over one in ten companies have received some kind of support for commercialising their innovative goods or services -

Companies that have developed innovative goods or services since January 2011 were asked what kinds of financial or non-financial support they had received from government or administration to commercialise their innovations²⁵. Just over one in twenty have received support in training staff how to promote innovative goods or services (6%), while 4% had assistance meeting regulations or standards. Support for market testing, prototype development, marketing plan development or selling in export markets was received only by 2% of companies. Just 1% received support in applying for or managing intellectual property rights.

Q7. Since January 2011 has your company received financial or non-financial support from a government or administration for any of the following activities to commercialise your innovative goods or services? Support for...



MULTIPLE ANSWERS POSSIBLE

Base: Those companies that have introduced an innovative good or services since January 2011

(n = 6 042, 54% of the total base)

²⁵ Q7 Since January 2011 has your company received financial or non-financial support from a government or administration for any of the following activities to commercialise your innovative goods or services?

Companies in the US are more likely than their EU28²⁶ counterparts to say they received financial or non-financial support from a government or administration for developing a marketing plan (14% vs. 2%) or for training staff in how to promote innovative goods or services (11% vs. 6%).

In general, relatively few companies in any Member State received any of the kinds of assistance asked about. Companies in Romania (96%), the Czech Republic and Slovakia (both 95%) are the most likely to say they received none of the kinds of support mentioned, compared to 69% of companies in Spain and 74% of those in Belgium.

Highlights from the country level analysis include:

- Companies in Spain (24%), Luxembourg (18%), Belgium (14%) and Cyprus (13%) are more likely than average to have received support in training staff how to promote innovative goods or services.
- Along with those in the US, companies in Belgium (7%) are the most likely to have received support in meeting regulations or standards. Companies in Belgium are also the most likely to have received support with applying for or managing intellectual property rights (4%).
- Companies in the US (14%) and Finland (8%) are the most likely to have received support developing a marketing plan.
- Support for developing a prototype is most likely to have been received by companies in the Netherlands (9%).
- Support in selling in export markets is most likely to have been received by companies in Luxembourg (6%).
- Companies in Croatia and Ireland (both 6%) are the most likely to have received support for market testing a good or service before launch

²⁶ In 6 countries results are based on responses of fewer than 150 companies: EE (109), CY (82), LT (138), LU (104), HU (134), MT (138).

Q7 Since January 2011 has your company received financial or non-financial support from a government or administration for any of the following activities to commercialise your innovative goods or services? Support for...

	Training staff in how to promote innovative goods or services	Meeting regulations or standards	Developing a marketing plan	Developing a prototype	Selling in export markets	Market-testing a product or service before launch	Applying for or managing intellectual property rights	None of the above	Don't know
EU28	6%	4%	2%	2%	2%	2%	1%	87%	1%
BE	14%	7%	4%	3%	5%	3%	4%	74%	2%
BG	8%	3%	2%	0%	0%	2%	0%	90%	0%
CZ	2%	1%	1%	3%	0%	2%	2%	95%	0%
DK	2%	0%	0%	1%	4%	2%	0%	92%	0%
DE	3%	2%	4%	4%	2%	1%	2%	89%	1%
EE	1%	0%	1%	1%	1%	1%	0%	91%	5%
IE	9%	6%	7%	5%	3%	6%	3%	80%	1%
EL	7%	5%	2%	3%	3%	3%	0%	88%	2%
ES	24%	6%	3%	3%	3%	2%	1%	69%	1%
FR	3%	6%	4%	3%	3%	3%	1%	87%	0%
HR	6%	2%	4%	3%	1%	6%	1%	91%	0%
IT	4%	4%	0%	1%	0%	0%	0%	92%	2%
CY	13%	1%	0%	0%	0%	0%	0%	78%	8%
LV	3%	2%	1%	1%	2%	1%	1%	93%	0%
LT	5%	1%	1%	0%	3%	0%	0%	91%	1%
LU	18%	5%	1%	2%	6%	1%	1%	80%	0%
HU	3%	2%	5%	1%	3%	0%	0%	89%	3%
MT	2%	3%	3%	2%	4%	2%	2%	90%	0%
AT	1%	2%	1%	4%	2%	1%	0%	89%	2%
NL	4%	5%	4%	9%	1%	3%	0%	78%	5%
PL	6%	4%	3%	1%	1%	1%	1%	89%	1%
PT	5%	3%	4%	1%	2%	0%	1%	91%	0%
RO	2%	0%	1%	0%	0%	0%	0%	96%	1%
SI	2%	2%	0%	0%	1%	0%	0%	94%	0%
SK	2%	1%	0%	1%	0%	1%	1%	95%	1%
FI	7%	2%	8%	6%	4%	5%	2%	80%	1%
SE	3%	4%	3%	3%	1%	2%	2%	90%	0%
UK	8%	6%	2%	1%	3%	1%	1%	84%	1%
CH	3%	3%	2%	1%	0%	3%	2%	91%	1%
US	11%	7%	14%	3%	1%	5%	1%	78%	1%

Highest percentage per country

Lowest percentage per country

Highest percentage per item

Lowest percentage per item

MULTIPLE ANSWERS POSSIBLE

Base: Those companies that have introduced an innovative good or services since January 2011

(n = 6 042, 54% of the total base)

The only notable result from the company characteristics analysis is that the smaller the company, the more likely it is they say they received none of these kinds of support: 90% of those with 1-9 employees say this, compared to 66% of those with 500+ employees.

Q7 Since January 2011 has your company received financial or non-financial support from a government or administration for any of the following activities to commercialise your innovative goods or services? Support for...

	Training staff in how to promote innovative goods or services	Meeting regulations or standards	Developing a marketing plan	Developing a prototype	Selling in export markets	Market-testing a product or service before launch	Applying for or managing intellectual property rights	None of the above	Don't know
EU28	6%	4%	2%	2%	2%	2%	1%	87%	1%
Company size									
1-9	5%	3%	2%	1%	1%	1%	1%	90%	1%
10-49	10%	3%	3%	3%	4%	2%	1%	82%	1%
50-249	10%	7%	3%	10%	8%	6%	3%	73%	1%
250-499	14%	9%	6%	9%	5%	7%	2%	75%	2%
500+	13%	7%	2%	8%	4%	6%	1%	66%	6%

MULTIPLE ANSWERS POSSIBLE

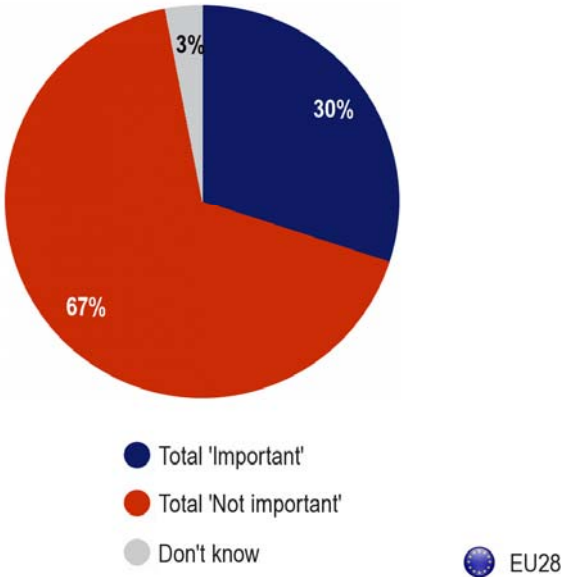
Base: Those companies that have introduced an innovative good or services since January 2011

(n = 6 042, 54% of the total base)

Companies that received support from governments or administrations for commercialising their innovations are most likely to say this support was not important (67%), while 30% say the support was important²⁷.

²⁷ Q8 How important was this financial or non-financial support for commercialising your innovative goods or services in the last 3 years on a scale from '1' to '6' – where '1' means the innovation would have been commercialised without the support and '6' the support was indispensable for commercialising the innovation? "total unimportant" = 1-3 and "total important" = 4-6

Q8. How important was this financial or non-financial support for commercialising your innovative goods or services in the last 3 years on a scale from '1' to '6' – where '1' means the innovation would have been commercialised without the support and '6' the support was indispensable for commercialising the innovation?



Base: Those companies that have introduced an innovative good or services since January 2011 and received public financial or non-financial support

(n = 743, 7% of the total base or 12% of those companies that have introduced an innovative good or service)

Data cannot be analysed at the country level for this question due to low bases.

The company characteristics analysis²⁸ shows:

- The smaller the company, the more important the non-financial support is.
- Services (35%) and manufacturing (32%) companies are more likely than retail (26%) and industry (24%) companies to say that the support was important.
- Companies with a turnover of between 100 000 and 2 million euro are most likely to say the support was important to commercialise their innovative goods or services (36% vs. 20%-27%).

Q8 How important was this financial or non-financial support for commercialising your innovative goods or services in the last 3 years on a scale from '1' to '6' – where '1' means the innovation would have been commercialised without the support and '6' the support was indispensable for commercialising the innovation?

	Total 'Important'	Total 'Not important'	Don't know
EU28	30%	67%	3%
Company size			
1-9	32%	64%	3%
10-49	29%	70%	2%
50-249	28%	69%	3%
250-499	21%	76%	3%
500+	18%	82%	0%
Sectors grouped (NACE)			
Manufacturing (C)	32%	67%	1%
Retail (G)	26%	67%	7%
Services (H/I/J/K/L/M/N/R)	35%	64%	1%
Industry (D/E/F)	24%	75%	1%
Company's turnover in 2013			
Less than 100 000 euros	24%	75%	1%
From 100 000 to 500 000 euros	36%	58%	6%
More than 500 000 to 2 mil. euros	36%	63%	1%
More than 2 to 10 mil. euros	27%	72%	1%
More than 10 to 50 mil. euros	21%	77%	3%
More than 50 mil. euros	20%	79%	0%

Base: Those companies that have introduced an innovative good or services since January 2011 and received public financial or non-financial support

(n = 743, 7% of the total base or 12% of those companies that have introduced an innovative good or service)

²⁸ These results should be taken with caution as the bases for some of the categories are too low.

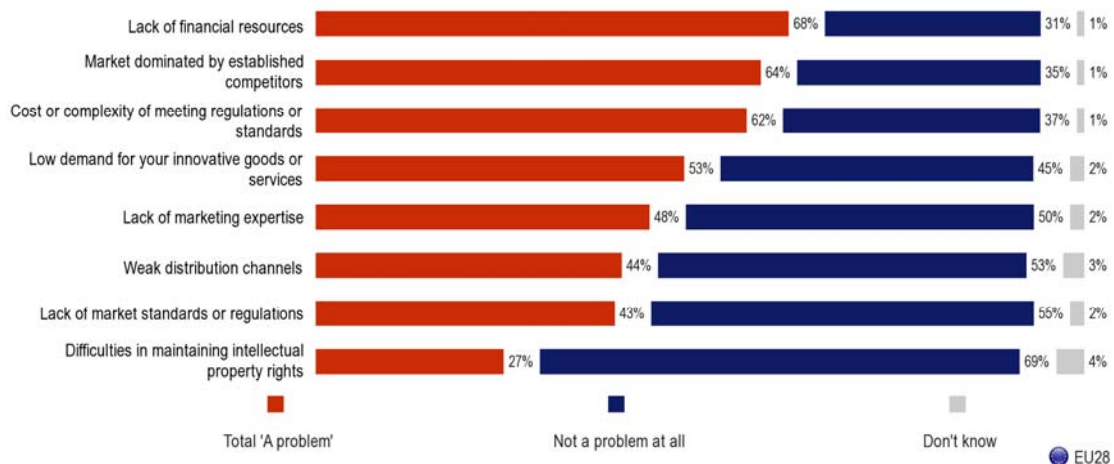
3.3. Barriers to the commercialisation of innovative vs. non-innovative goods or services

- Lack of financial resources is the main problem encountered in the commercialisation of innovative goods or services -

Companies who have developed innovative goods or services since January 2011 were asked what barriers they had encountered when trying to commercialise them²⁹. More than two thirds (68%) say a lack of financial resources has been a problem, while 64% mention a market dominated by established competitors and 62% the cost or complexity of meeting regulations or standards.

Just over half say low demand has been a problem for commercialisation of their innovative goods or services, while 48% mention a lack of market expertise, 44% mention weak distribution channels and 43% mention a lack of market standards or regulations. Just over one quarter (27%) say difficulties in maintaining intellectual property rights have been a problem in commercialising their company's innovative goods or services.

Q10a. Thinking about the commercialisation of your company's innovative goods or services since January 2011, has any of the following been a major problem, a minor problem or not a problem at all?



Base: Those companies that have introduced an innovative good or services since January 2011

(n = 6 042, 54% of the total base)

²⁹ Q10a. Thinking about the commercialisation of your company's innovative goods or services since January 2011, has any of the following been a major problem, a minor problem or not a problem at all?

There are some notable differences between companies in the euro area and those outside the euro area. Companies in the euro area are more likely to say weak distribution channels (50% vs 35%), difficulty in maintaining intellectual property rights (31% vs. 21%), low demand (56% vs. 48%), lack of market standards or regulation (46% vs. 37%), a lack of financial resources (70% vs. 64%) and the cost or complexity of meeting regulations or standards (68% vs. 53%) have been problems.

There are a number of differences between companies in EU28 and those in the US and Switzerland, with companies in EU28³⁰ generally more likely to say each issue has been a problem for the commercialisation of innovation.

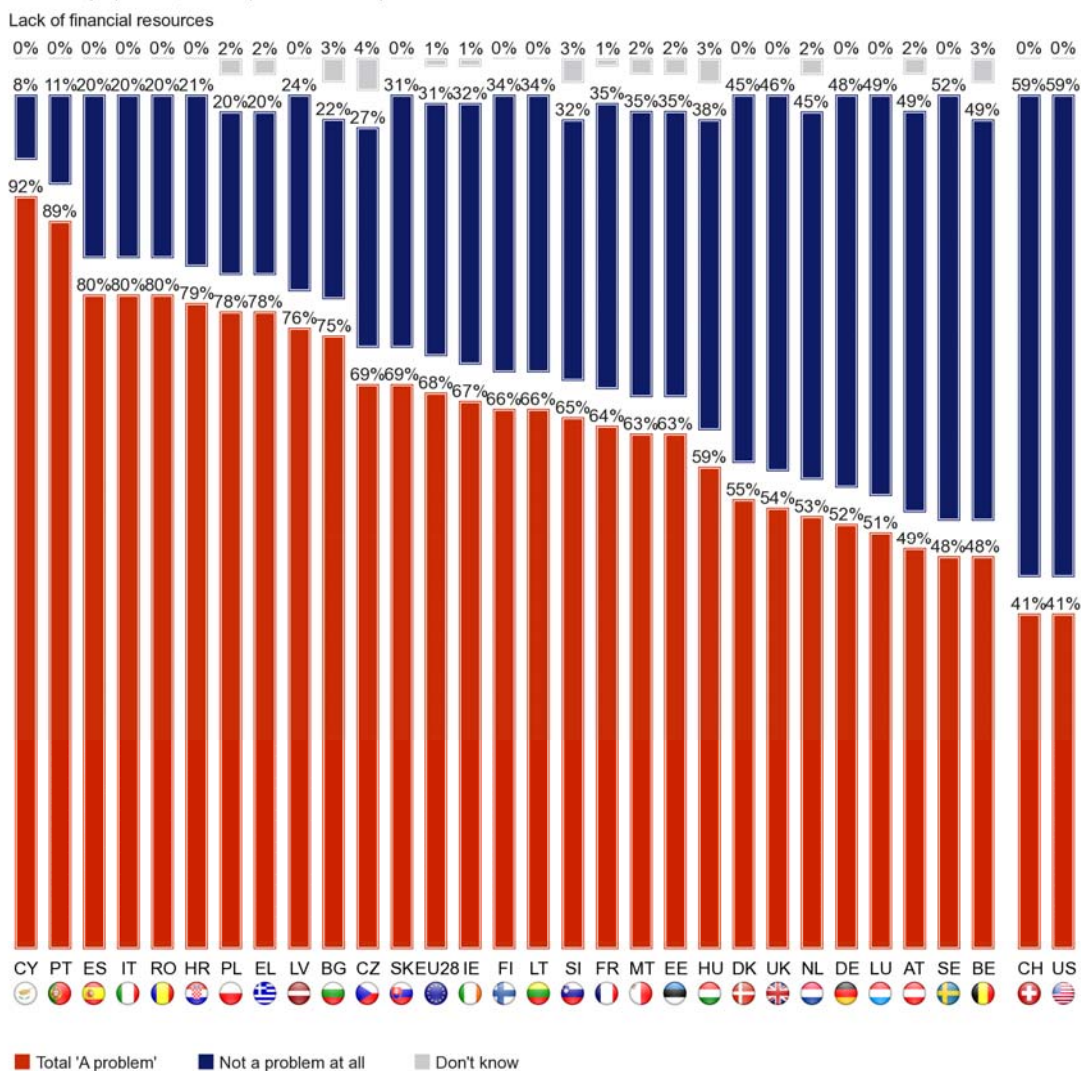
Companies in EU28 are more likely than those in the US and Switzerland to say lack of financial resources has been a problem (68% vs both 41%). Companies in EU28 are also more likely to mention the cost or complexity of meeting regulations or standards (62% vs. CH:55%, US:38%), low demand (53% vs. CH:41%, US:37%), or weak distribution channels (44% vs. CH:38%, US:18%). EU28 companies are also more likely to mention a lack of marketing expertise (48% vs. CH:32%, US:33%) or a lack of market standards or regulations (43% vs. CH:37%, US:14%).

However, companies in Switzerland are more likely than those in EU28 and the US to say a market dominated by established competitors has been a problem for the commercialisation of innovative goods or services (70% vs. 64% and 54% respectively). Companies in the US are less likely to say that difficulties in maintaining intellectual property rights have been a problem (11% vs. EU28: 27%, CH:26%).

³⁰ In 6 countries results are based on responses of fewer than 150 companies: EE (109), CY (82), LT (138), LU (104), HU (134), MT (138).

At least eight out of ten companies in Cyprus (92%), Portugal (89%), Spain, Italy and Romania (all 80%) say a **lack of financial resources** has been a problem for commercialising innovative goods or services. In fact at least half of the companies in 25 Member States say this. Sweden, Belgium (both 48%) and Austria (49%) are the only countries where fewer than half say lack of financial resources has been a problem.

Q10a.1. Thinking about the commercialisation of your company's innovative goods or services since January 2011, has any of the following been a major problem, a minor problem or not a problem at all?



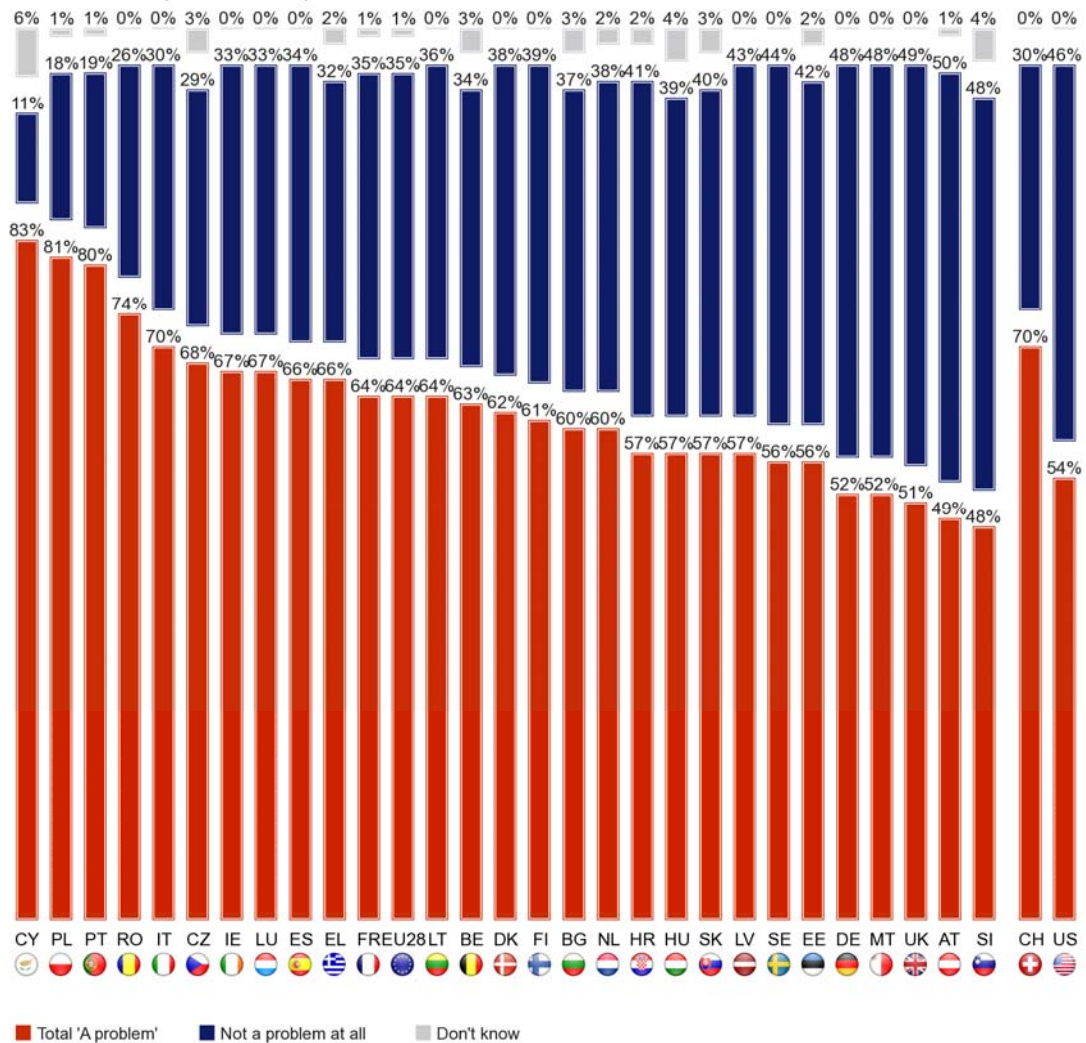
Base: Those companies that have introduced an innovative good or services since January 2011

(n = 6 042, 54% of the total base)

In all but two countries a majority say that a **market dominated by established competitors** has been a problem for the commercialisation of innovative goods or services, and this is particularly the case in Cyprus (83%), Poland (81%) and Portugal (80%). The two exceptions are Slovenia (48%) and Austria (49%).

Q10a.4. Thinking about the commercialisation of your company's innovative goods or services since January 2011, has any of the following been a major problem, a minor problem or not a problem at all?

Market dominated by established competitors

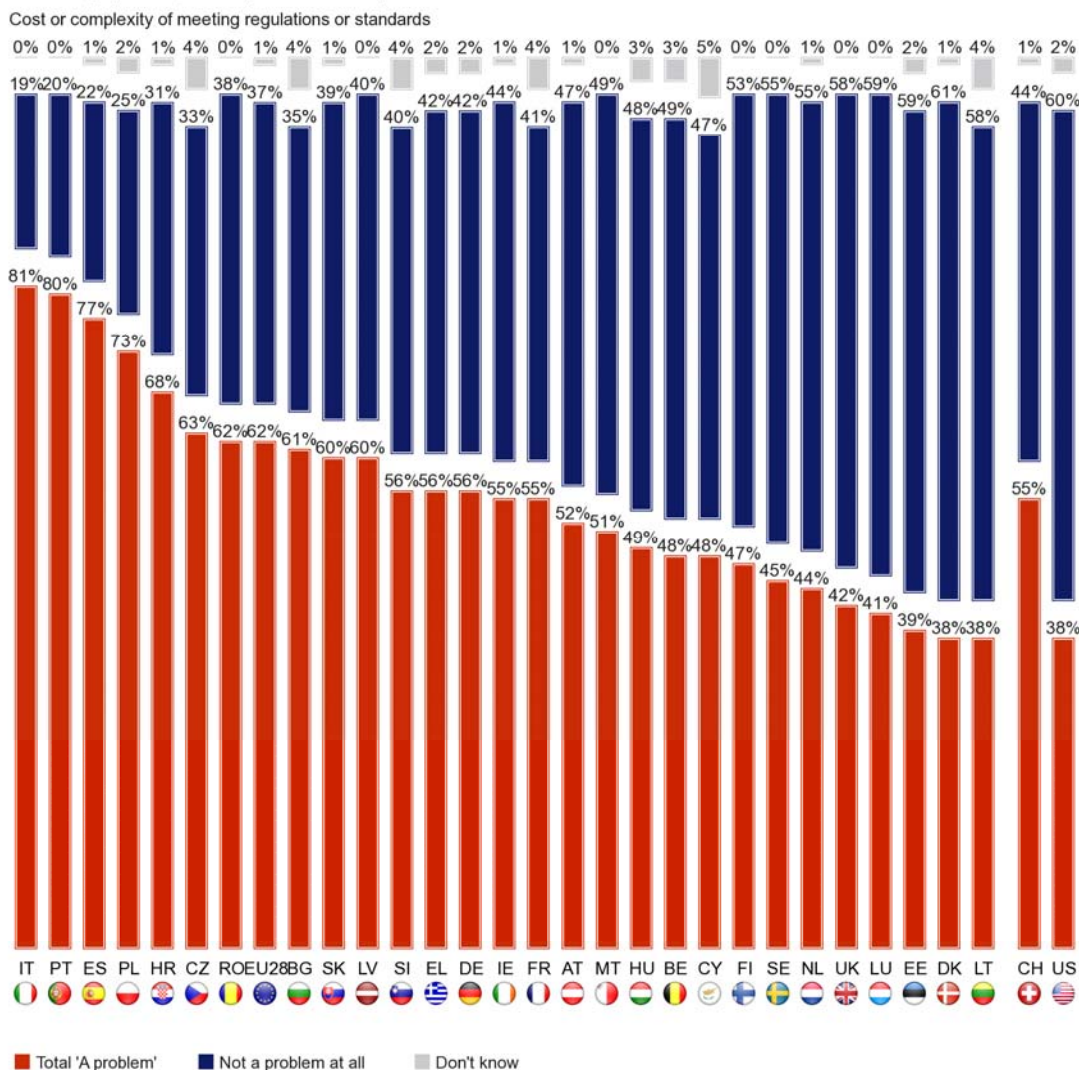


Base: Those companies that have introduced an innovative good or services since January 2011

(n = 6 042, 54% of the total base)

At least three quarters of companies in Italy (81%), Portugal (80%) and Spain (77%) say that **cost or complexity of meeting regulations or standards** have been problems for the commercialisation of innovative goods or services. At the other end of the scale 38% of companies in Denmark and Lithuania and 39% in Estonia say the same.

Q10a.3. Thinking about the commercialisation of your company's innovative goods or services since January 2011, has any of the following been a major problem, a minor problem or not a problem at all?



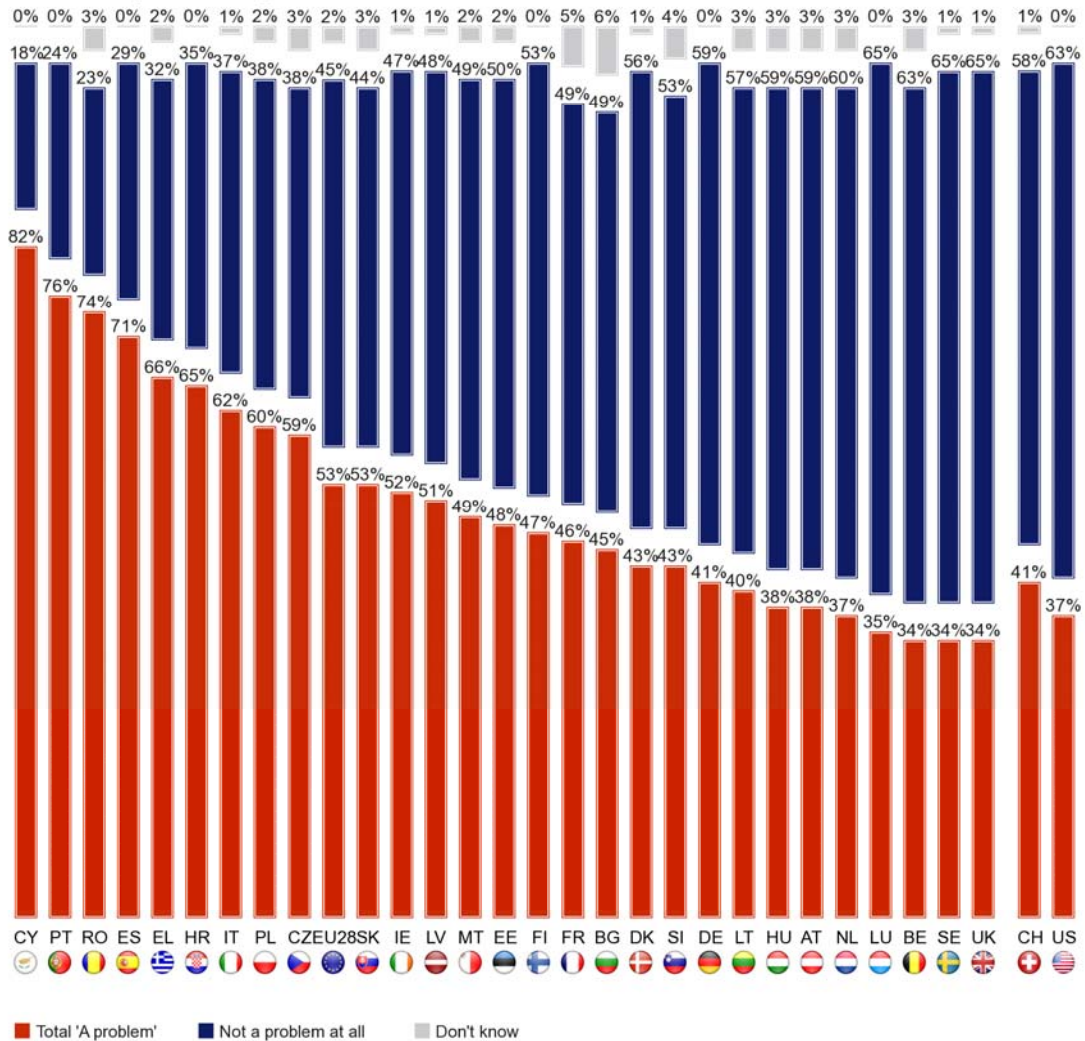
Base: Those companies that have introduced an innovative good or services since January 2011

(n = 6 042, 54% of the total base)

Cyprus (82%) and Portugal (76%) are once again featured in the three Member States where companies are most likely to say **low demand** has been a problem for the commercialisation of innovative goods or services, with Romania rounding out the top three (74%). This compares with 34% of companies in Belgium, Sweden and the UK.

Q10a.5. Thinking about the commercialisation of your company's innovative goods or services since January 2011, has any of the following been a major problem, a minor problem or not a problem at all?

Low demand for your innovative goods or services

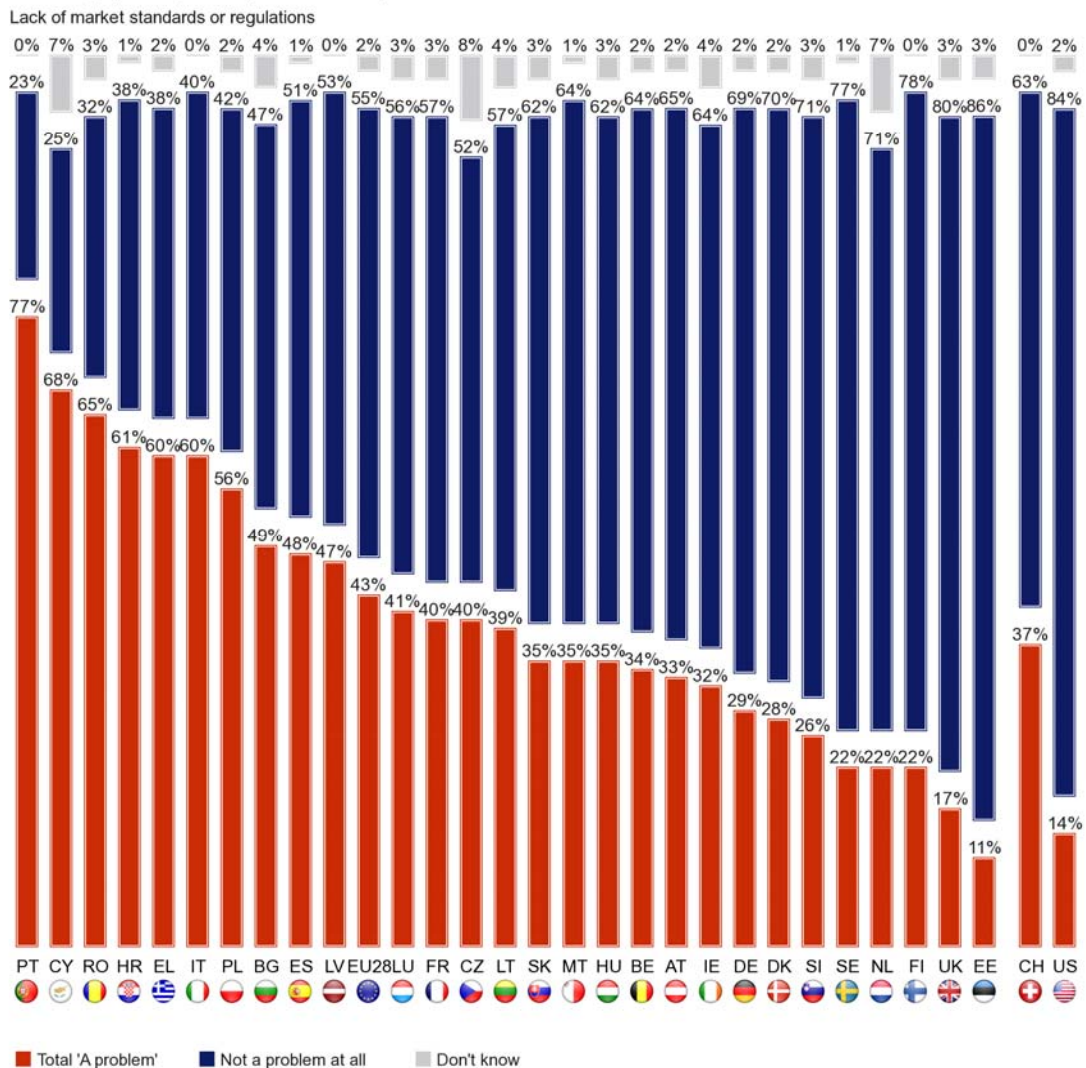


Base: Those companies that have introduced an innovative good or services since January 2011

(n = 6 042, 54% of the total base)

Companies in Portugal are also the most likely to say that **lack of marketing expertise** has been a problem (75%), followed by companies in Poland (61%), Ireland and Cyprus (both 60%). This compares with 29% of companies in Estonia and Luxembourg.

Q10a.7. Thinking about the commercialisation of your company's innovative goods or services since January 2011, has any of the following been a major problem, a minor problem or not a problem at all?



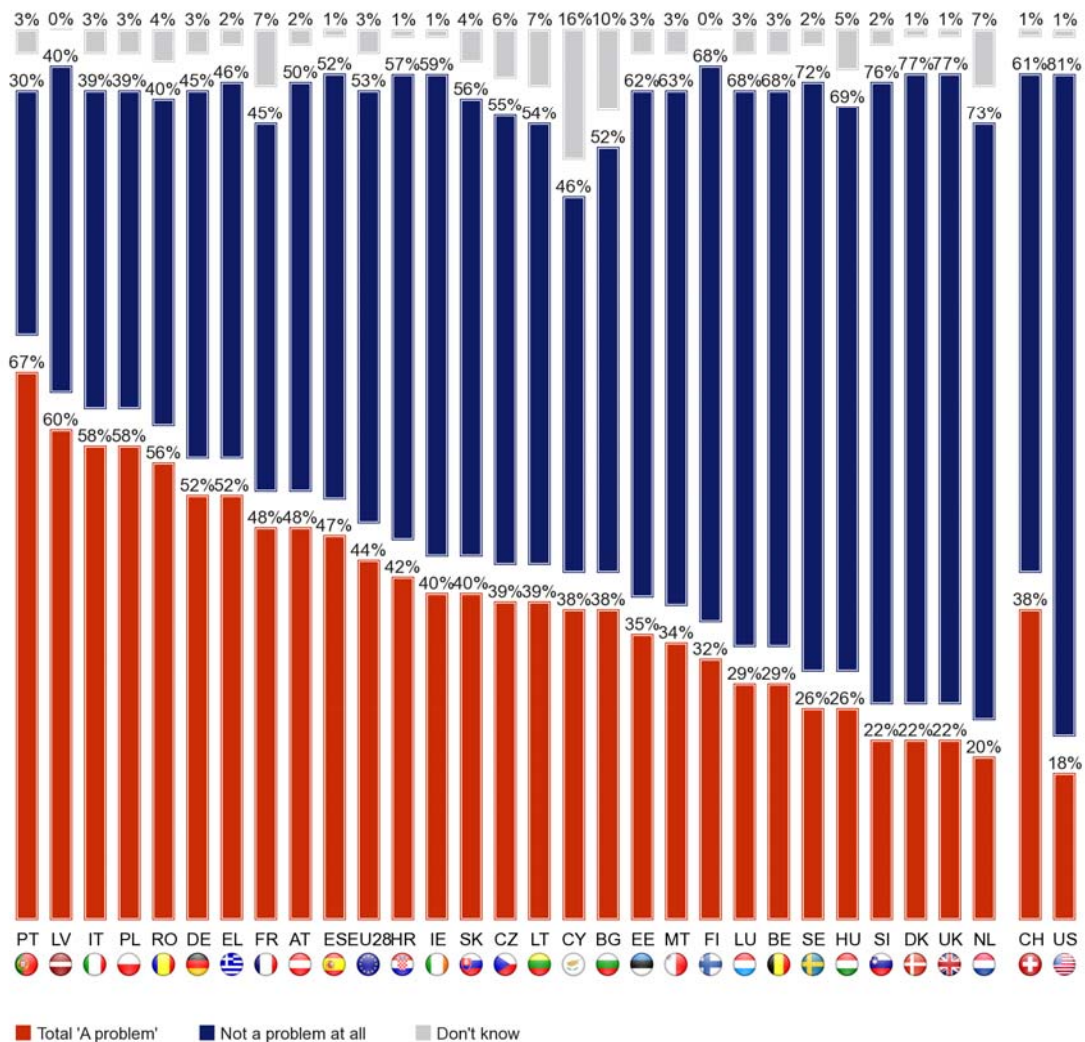
Base: Those companies that have introduced an innovative good or services since January 2011

(n = 6 042, 54% of the total base)

Companies in Portugal are also the most likely to say that **weak distribution channels** have been a problem for the commercialisation of innovative goods or services (67%), followed by those in Latvia (60%), Italy and Poland (both 58%). In comparison 20% of companies in the Netherlands and 22% of those in the UK, Denmark and Slovenia say the same.

Q10a.8. Thinking about the commercialisation of your company's innovative goods or services since January 2011, has any of the following been a major problem, a minor problem or not a problem at all?

Weak distribution channels



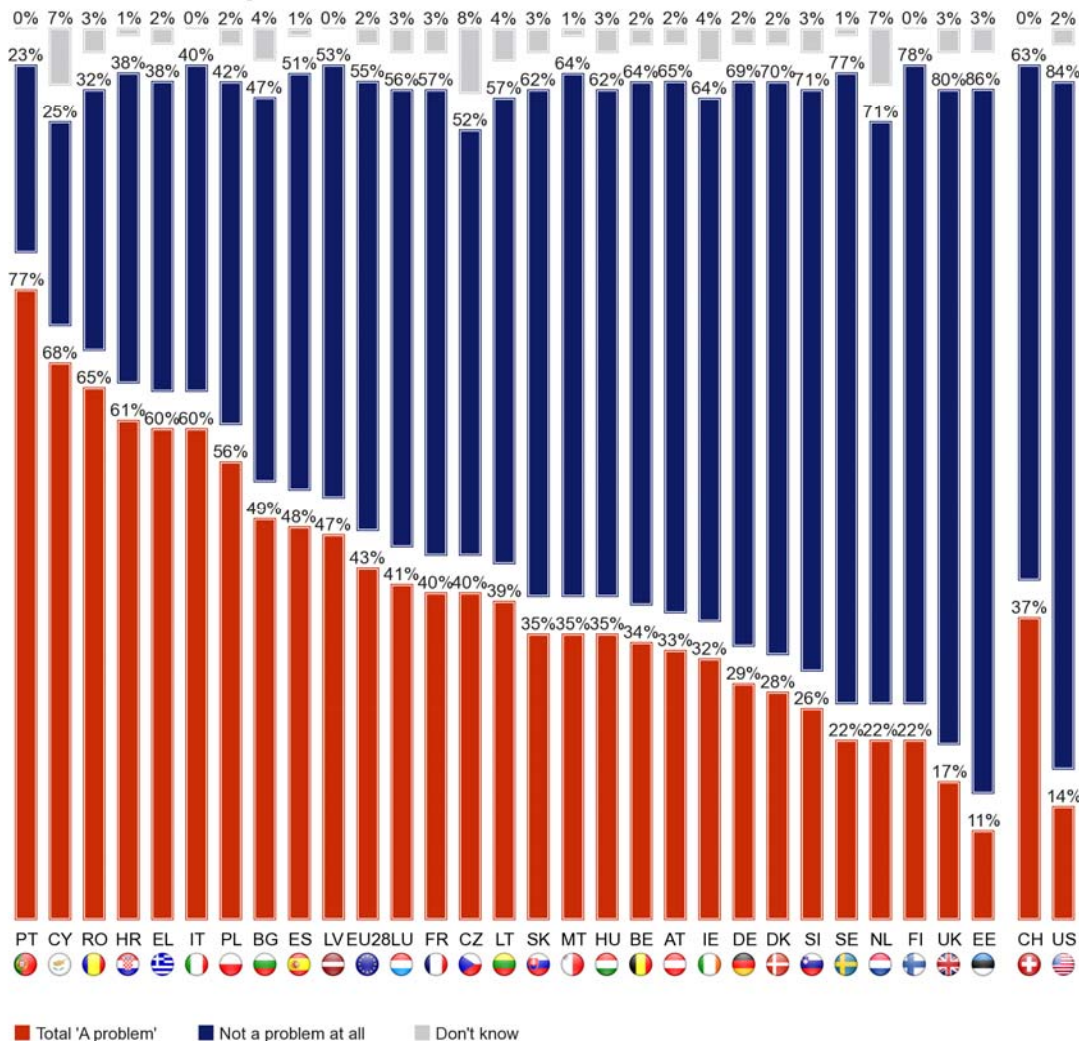
Base: Those companies that have introduced an innovative good or services since January 2011

(n = 6 042, 54% of the total base)

In a now familiar pattern companies in Portugal are also the most likely to say that a **lack of market standards or regulations** (77%) has been a problem for the commercialisation of innovative goods or services. At the other end, companies in Estonia are the least likely to mention a lack of standards (11%)..

Q10a.7. Thinking about the commercialisation of your company's innovative goods or services since January 2011, has any of the following been a major problem, a minor problem or not a problem at all?

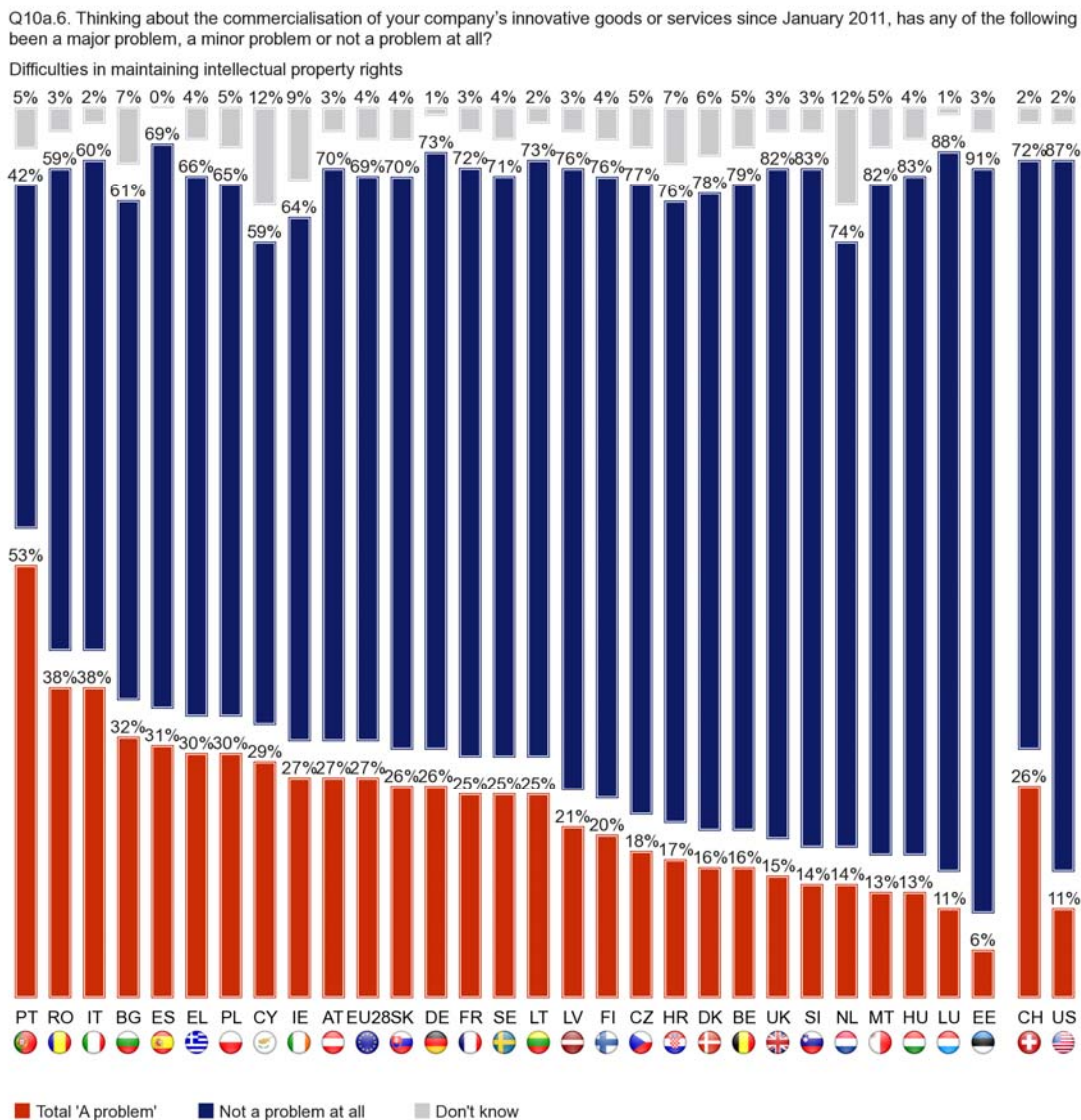
Lack of market standards or regulations



Base: Those companies that have introduced an innovative good or services since January 2011

(n = 6 042, 54% of the total base)

Again, companies in Portugal are the most likely to mention difficulties in maintaining intellectual property rights (53%) as a problem for the commercialisation of their goods or services since January 2011. In fact, Portugal is the only country where at least half of all companies say this. Companies in Estonia, as seen previously, are the least likely to say difficulties in maintaining intellectual and property rights are a problem (6%).



Base: Those companies that have introduced an innovative good or services since January 2011

(n = 6 042, 54% of the total base)

Analysis of company characteristics illustrates the following differences:

- The larger the company, the less likely it is to say that a lack of financial resources has been a problem for the commercialisation of goods or services: 71% of companies with 1-9 employees say this compared to 48% of those with 500+. Companies with 500+ employees are also the least likely to say that markets dominated by established competitors (59%), low demand (43%), lack of marketing expertise (30%), weak distribution channels (32%) or lack of market regulation or standards (26%) have been problems.
- Industry sector companies are the most likely most likely to mention a lack of financial resources, particularly compared to manufacturing companies (71% vs. 64%), however the reverse pattern applies when it comes to difficulties maintaining intellectual property rights (manufacturing:32%, industry:23%). Industry sector companies are also the most likely to mention the cost or complexity of meeting regulations or standards (67%) and a lack of market standards or regulations (48%).
- Companies involved in the Public Procurement of Innovative Solutions³¹ are more likely to mention a lack of financial resources (77% vs. 67%), the cost or complexity of meeting regulations or standards (73% vs. 62%), low demand (63% vs. 53%), a lack of market standards or regulations (59% vs. 42%), and difficulties in maintaining intellectual property rights (43% vs. 26%) when compared to those not involved in the Public Procurement of Innovative Solutions.

Q10a Thinking about the commercialisation of your company's innovative goods or services since January 2011, has any of the following been a major problem, a minor problem or not a problem at all?

	Total 'A problem'							
	Lack of financial resources	Market dominated by established competitors	Cost or complexity of meeting regulations or standards	Low demand for your innovative goods or services	Lack of marketing expertise	Weak distribution channels	Lack of market standards or regulations	Difficulties in maintaining intellectual property rights
EU28	68%	64%	62%	53%	48%	44%	43%	27%
Company size								
1-9	71%	64%	63%	54%	49%	45%	44%	27%
10-49	62%	65%	61%	51%	48%	46%	42%	27%
50-249	58%	66%	64%	48%	45%	36%	38%	31%
250-499	45%	67%	56%	48%	40%	47%	42%	25%
500+	48%	59%	56%	43%	30%	32%	26%	26%
Sectors grouped (NACE)								
Manufacturing (C)	64%	63%	66%	54%	47%	44%	41%	32%
Retail (G)	66%	66%	61%	54%	48%	46%	43%	26%
Services (H/I/J/K/L/M/N/R)	70%	63%	61%	53%	47%	43%	41%	28%
Industry (D/E/F)	71%	63%	67%	49%	51%	44%	48%	23%
Involved in Public Procurement of Innovative Solutions								
Yes	77%	70%	73%	63%	53%	50%	59%	43%
No	67%	64%	62%	53%	47%	44%	42%	26%

Base: Those companies that have introduced an innovative good or services since January 2011

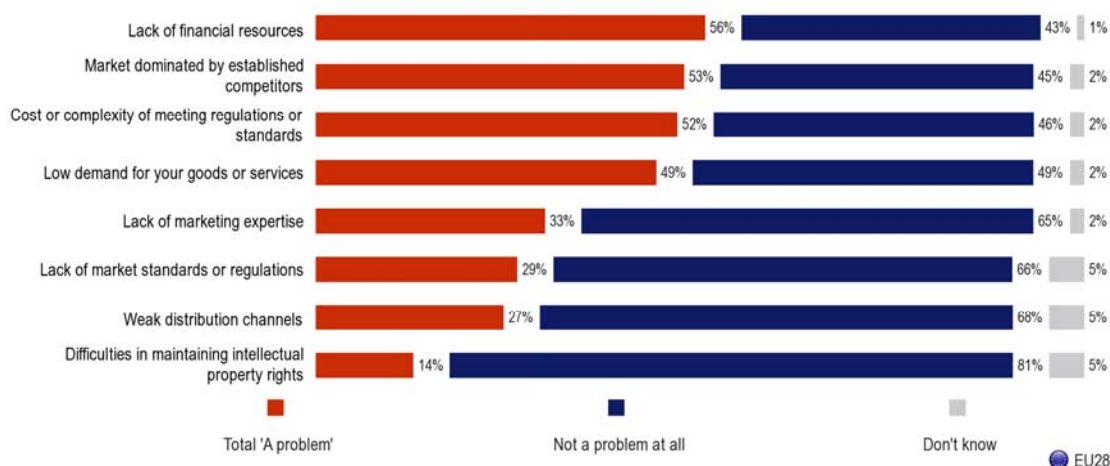
(n = 6 042, 54% of the total base)

- A lack of financial resources is also the main problem encountered in the commercialisation of non-innovative goods or services -

Companies that have not developed innovative goods or services since January 2011 are most likely to say that a lack of financial resources is a problem for commercialisation of their goods or services (56%)³². At least half also say that a market dominated by established competitors (53%) and the cost or complexity of meeting market regulations or standards are a problem (52%), while almost half say low demand for their goods or services is a problem (49%).

One third (33%) say lack of marketing expertise is a problem, while 29% say this about the lack of market standards or regulations and 27% about weak distribution channels. More than one in ten (14%) say difficulties in maintaining intellectual property rights is a problem for the commercialisation of their goods or services.

Q10b. Thinking about the commercialisation of your company's goods or services since January 2011, has any of the following been a major problem, a minor problem or not a problem at all?



Base: Those companies that have not introduced any innovative goods or services since January 2011

(n = 5 164, 46% of the total base)

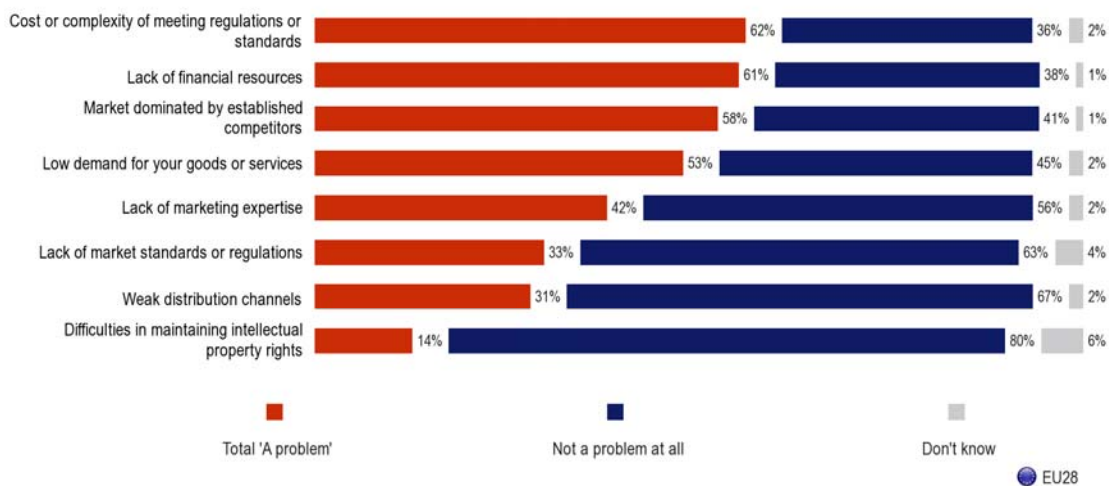
Companies in the euro area are more likely to say weak distribution channels (31% vs 20%), low demand (51% vs. 45%), a lack of financial resources (58% vs. 52%), lack of marketing expertise (35% vs. 27%), cost or complexity of meeting regulations or standards (54% vs. 46%) have been a problem, compared to those outside the area.

³¹ See section 4.3.

³² Q10b. Thinking about the commercialisation of your company's goods or services since January 2011, has any of the following been a major problem, a minor problem or not a problem at all?

Companies that have introduced new or significantly improved marketing strategies, organisational structures or processes are in general more likely than non-innovative companies to say that they have encountered problems while thinking about the commercialisation of their goods or services. The main problem for other types of innovators is cost or complexity of meeting regulations or standards (62% vs. 48% for non-innovators), whereas for non-innovative companies, the major problem is lack of financial resources (54%). Difficulties in maintaining intellectual property rights have the same proportion of companies which claim it to be a problem in both groups (both 14%).

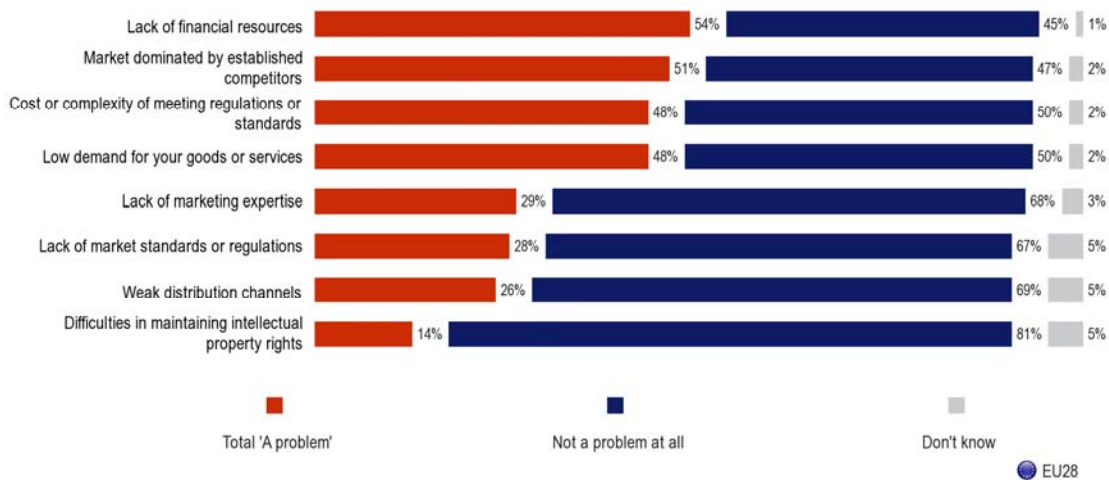
Q10b1. Thinking about the commercialisation of your company's goods or services since January 2011, has any of the following been a major problem, a minor problem or not a problem at all?



Base: Those companies that have not introduced other types of innovation since January 2011

(n = 1 316, 12% of the total base)

Q10b2. Thinking about the commercialisation of your company's goods or services since January 2011, has any of the following been a major problem, a minor problem or not a problem at all?



Base: Those companies that have not introduced any innovations at all since January 2011

(n = 3 848, 34% of the total base)

As was the case for innovative goods or services, there are a number of differences between companies in EU28³³ and those in the US and Switzerland, with companies in EU28 generally more likely to say each issue has been a problem for the commercialisation of innovation.

Companies in EU28 are more likely than those in the US and Switzerland to say a lack of financial resources has been a problem (56% vs 39% and 26% respectively). Companies in EU28 are also more likely to mention a market dominated by established competitors (53% vs. CH:44%, US:38%) the cost or complexity of meeting regulations or standards (52% vs. CH:39%, US:36%), low demand (49% vs. CH:24%, US:37%), or weak distribution channels (27% vs. CH:21%, US:18%).

EU28 companies are also more likely to say a lack of marketing expertise (33% vs. CH:23%, US:31%) or a lack of market standards or regulations (29% vs. CH:17%, US:13%) have been a problem. They are also the most likely to say this about difficulties in maintaining intellectual property rights (14% vs. CH:8%, US:5%).

In 19 Member States at least half of the companies say a **lack of financial resources** has been a problem for commercialising their goods or services, and this is especially the case for companies in Greece (86%), Portugal (77%) and Croatia (76%). Just over one quarter of companies in Sweden (26%), 32% of those in Austria and 33% in Luxembourg say the same.

Companies in Poland (68%), the Czech Republic (67%) and Malta (65%) are the most likely to say a **market dominated by established competitors** is a problem for commercialising their goods or services. This compared to 35% of companies in the UK and 36% in Slovenia.

Companies in Italy (68%), Croatia, Poland and Portugal (all 67%) are the most likely to say the **cost or complexity of meeting regulations or standards** has been a problem, compared to 16% of those in Estonia and 21% in Luxembourg.

Companies in Italy (46%), Poland (45%) and Portugal (42%) are also the most likely to say a **lack of marketing expertise** has been a problem, compared to 13% in Malta and 15% in Sweden.
































At least three quarters of companies in Greece (83%), Spain (78%) and Portugal (77%) say **low demand** has been a problem for commercialising their goods or services. At the other end of the scale 22% of companies in Denmark and 23% in Austria say the same. **Weak distribution channels** are most likely to have been a problem for companies in Greece (45%), Croatia (40%) and Poland (38%), but are less likely to have been an issue for those in Denmark, Sweden and Luxembourg (all 8%).

³³ In 5 countries results are based on responses of fewer than 150 companies: DK (142), CY (118), LU (96), MT (62) and PT (142).

Croatia (62%), Greece (57%) and Portugal (51%) are the only Member States where at least half of companies say a **lack of market standards or regulations** has been a problem. Just 9% of companies in Estonia and 12% in Germany and Finland say the same.

At least one quarter of companies in Portugal (33%), Bulgaria (27%) and Italy (25%) say **maintaining intellectual property rights** has been a problem for the commercialisation of their goods or services, compared to 2% of companies in Malta, 3% in Estonia and 4% in Denmark.

Q10b Thinking about the commercialisation of your company's goods or services since January 2011, has any of the following been a major problem, a minor problem or not a problem at all?

		Total 'A problem'							
		Lack of financial resources	Market dominated by established competitors	Cost or complexity of meeting regulations or standards	Low demand for your goods or services	Lack of marketing expertise	Lack of market standards or regulations	Weak distribution channels	Difficulties in maintaining intellectual property rights
	EU28	56%	53%	52%	49%	33%	29%	27%	14%
	BE	44%	47%	53%	30%	28%	19%	23%	8%
	BG	66%	61%	48%	52%	35%	47%	25%	27%
	CZ	64%	67%	61%	60%	24%	27%	30%	16%
	DK	38%	47%	32%	22%	23%	15%	8%	4%
	DE	40%	41%	40%	32%	23%	12%	23%	12%
	EE	44%	52%	16%	43%	25%	9%	26%	3%
	IE	56%	46%	53%	64%	35%	25%	13%	8%
	EL	86%	63%	59%	83%	39%	57%	45%	10%
	ES	64%	63%	59%	78%	40%	34%	35%	15%
	FR	60%	56%	55%	41%	36%	36%	35%	12%
	HR	76%	57%	67%	65%	37%	62%	40%	7%
	IT	73%	61%	68%	56%	46%	48%	37%	25%
	CY	72%	62%	24%	62%	33%	30%	25%	13%
	LV	57%	58%	34%	57%	33%	30%	26%	7%
	LT	58%	48%	31%	42%	32%	20%	23%	13%
	LU	33%	46%	21%	32%	20%	15%	8%	8%
	HU	60%	58%	42%	52%	22%	25%	26%	11%
	MT	52%	65%	48%	46%	13%	26%	13%	2%
	AT	32%	45%	40%	23%	24%	14%	24%	9%
	NL	45%	54%	51%	45%	28%	28%	16%	5%
	PL	70%	68%	67%	61%	45%	41%	38%	17%
	PT	77%	55%	67%	77%	42%	51%	34%	33%
	RO	63%	51%	47%	56%	32%	38%	27%	18%
	SI	54%	36%	42%	32%	23%	20%	17%	5%
	SK	69%	51%	53%	62%	37%	32%	27%	15%
	FI	54%	39%	47%	42%	35%	12%	14%	6%
	SE	26%	46%	40%	32%	15%	19%	8%	8%
	UK	43%	35%	37%	38%	24%	14%	9%	7%
	CH	26%	44%	39%	24%	23%	17%	21%	8%
	US	39%	38%	36%	37%	31%	13%	18%	5%

Base: Those companies that have not introduced any innovative goods or services since January 2011

(n = 5 164, 46% of the total base)

The analysis of company characteristics highlights the following differences:

- Manufacturing companies are the least likely to say a lack of financial resources has been a problem for the commercialisation of their goods or services, particularly compared to those in retail or industry (50% vs. 58%). Retail companies are the most likely to say that a market dominated by established competitors has been a problem (58% vs. 49%-55%). Retail (55%) and manufacturing (51%) companies are more likely to say that low demand has been a problem compared to those in the industry (46%) and services (45%) sector.
- Companies with a turnover or less than 100 000 euro are more likely than those with higher turnover to say low demand has been a problem for the commercialisation of their goods or services (56% vs. 45%-49%).

Q10b Thinking about the commercialisation of your company's goods or services since January 2011, has any of the following been a major problem, a minor problem or not a problem at all?

	Total 'A problem'							
	Lack of financial resources	Market dominated by established competitors	Cost or complexity of meeting regulations or standards	Low demand for your goods or services	Lack of marketing expertise	Lack of market standards or regulations	Weak distribution channels	Difficulties in maintaining intellectual property rights
EU28	56%	53%	52%	49%	33%	29%	27%	14%
Sectors grouped (NACE)								
Manufacturing (C)	50%	55%	53%	51%	32%	28%	31%	13%
Retail (G)	58%	58%	50%	55%	34%	31%	28%	14%
Services (H/I/J/K/L/M/N/R)	55%	51%	51%	45%	33%	27%	25%	14%
Industry (D/E/F)	58%	49%	53%	46%	28%	35%	27%	14%
Company's turnover in 2013								
Less than 100 000 euros	63%	54%	46%	56%	34%	32%	24%	16%
From 100 000 to 500 000 euros	57%	54%	52%	49%	31%	29%	29%	13%
More than 500 000 to 2 mil. euros	52%	49%	51%	46%	32%	26%	26%	12%
More than 2 to 10 mil. euros	53%	60%	55%	45%	35%	31%	27%	13%
More than 10 to 50 mil. euros	45%	58%	63%	45%	28%	33%	29%	20%
More than 50 mil. euros	46%	46%	53%	46%	29%	25%	24%	3%

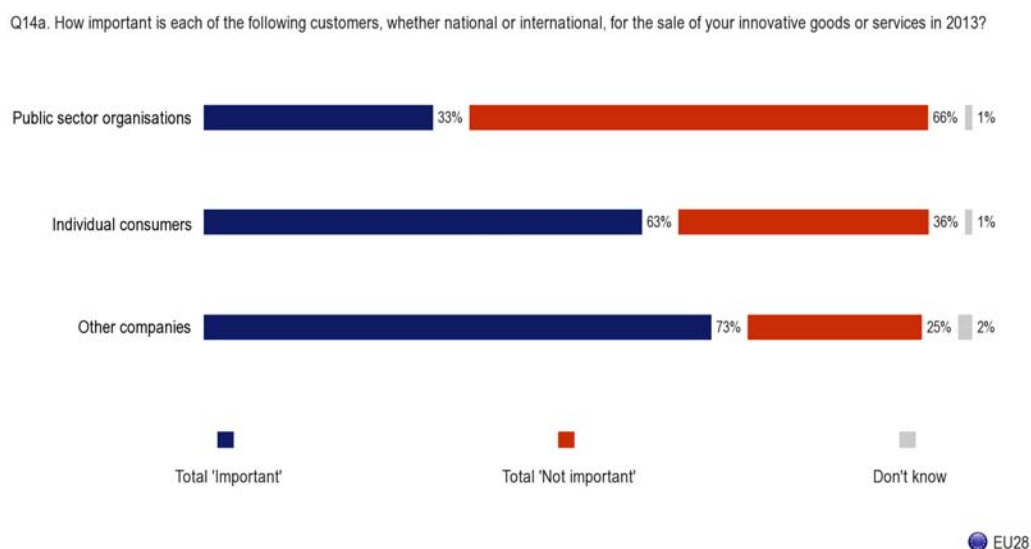
Base: Those companies that have not introduced any innovative goods or services since January 2011

(n = 5 164, 46% of the total base)

3.4. Types of customers of innovative vs. non-innovative goods or services

- Other companies are the most important customers for innovative goods or services –

Almost three quarters of companies that have introduced innovative goods or services say other companies are important for the sale of these goods or services in 2013 (73%)³⁴. At least six out of ten say individual consumers are important (63%), while one third (33%) say public sector companies are important for the sale of their innovative goods or services.



Base: Those companies that have introduced an innovative good or services since January 2011

(n = 6 042, 54% of the total base)

Companies outside the euro area are more likely to say that individual consumers are important compared to their euro area counterparts (68% vs. 59%).

Companies in EU28³⁵ are more likely than their counterparts in the US and Switzerland to say that **other companies** are important for the sale of their innovative goods or services (73% vs. 58% and 51% respectively). On the other hand companies in the US are more likely than those in EU28 and Switzerland to say **individual consumers** are important (79% vs. 63% and 64% respectively).

In 22 Member States companies are most likely to say that **other companies** are important for the sale of their innovative goods or services. This is particularly the case in Bulgaria (86%), Croatia (84%), Greece (83%) and Spain (82%). Companies in Denmark (57%) and Germany (58%) are least likely to say other companies are important, but even here this represents more than half.
































³⁴ Q14a How important is each of the following customers, whether national or international, for the sale of your innovative goods or services in 2013?

³⁵ In 6 countries results are based on responses of fewer than 150 companies: EE (109), CY (82), LT (138), LU (104), HU (134), MT (138).

In the other six Member States companies are most likely to say that **individual consumers** are important for the sale of innovative goods or services: Luxembourg (83%), UK, Slovakia (both 79%), Ireland (75%), France (74%) and Cyprus (70%). There are only four countries where fewer than half the companies say individual consumers are important: Finland (41%), the Netherlands (45%), Germany (46%) and Denmark (49%).

Companies are generally much less likely to mention **public sector companies** as important for the sale of innovative goods or services. In fact Luxembourg is the only country where at least half say this (51%), although public sector organisations are mentioned widely in Bulgaria (48%), the UK and Malta (both 46%). At the other end of the scale 20% of companies in Hungary and Denmark mention public sector organisations as important to the sale of their innovative goods or services.

Q14a How important is each of the following customers, whether national or international, for the sale of your innovative goods or services in 2013?

		Total 'Important'		
		Other companies	Individual consumers	Public sector organisations
	EU28	73%	63%	33%
	BE	68%	64%	28%
	BG	86%	72%	48%
	CZ	78%	75%	41%
	DK	57%	49%	20%
	DE	58%	46%	25%
	EE	73%	55%	27%
	IE	60%	75%	40%
	EL	83%	65%	22%
	ES	82%	57%	30%
	FR	66%	74%	40%
	HR	84%	69%	38%
	IT	79%	57%	32%
	CY	60%	70%	34%
	LV	69%	60%	38%
	LT	78%	71%	33%
	LU	66%	83%	51%
	HU	77%	50%	20%
	MT	74%	73%	46%
	AT	63%	63%	27%
	NL	71%	45%	34%
	PL	80%	78%	43%
	PT	78%	74%	30%
	RO	74%	67%	34%
	SI	72%	56%	21%
	SK	77%	79%	31%
	FI	75%	41%	34%
	SE	76%	59%	43%
	UK	71%	79%	46%
	CH	51%	64%	37%
	US	58%	79%	34%

Base: Those companies that have introduced an innovative good or services since January 2011

(n = 6 042, 54% of the total base)

A review of company characteristics highlights the following differences:

- Companies with at least 50 employees are the most likely to say other companies are important for the sale of their innovative goods or services (79%-83% vs. 72%-74%), while those with 500+ employees are the most likely to say public sector organisations are important. Companies with 1-9 employees are more likely than larger companies to say individual consumers are important for the sale of their innovative goods or services (66% vs. 44%-55%).
- Manufacturing sector companies are the most likely to say other companies are important for the sale of their innovative goods or services (81% vs. 71%-73%). Industry sector companies are the most likely to say that individual consumers (75%) or public sector organisations (42%) are important.
- Companies that have introduced innovative marketing strategies since January 2011 are more likely to say that individual consumers are important compared to those who have not innovated in this area (69% vs. 56%).

Q14a How important is each of the following customers, whether national or international, for the sale of your innovative goods or services in 2013?

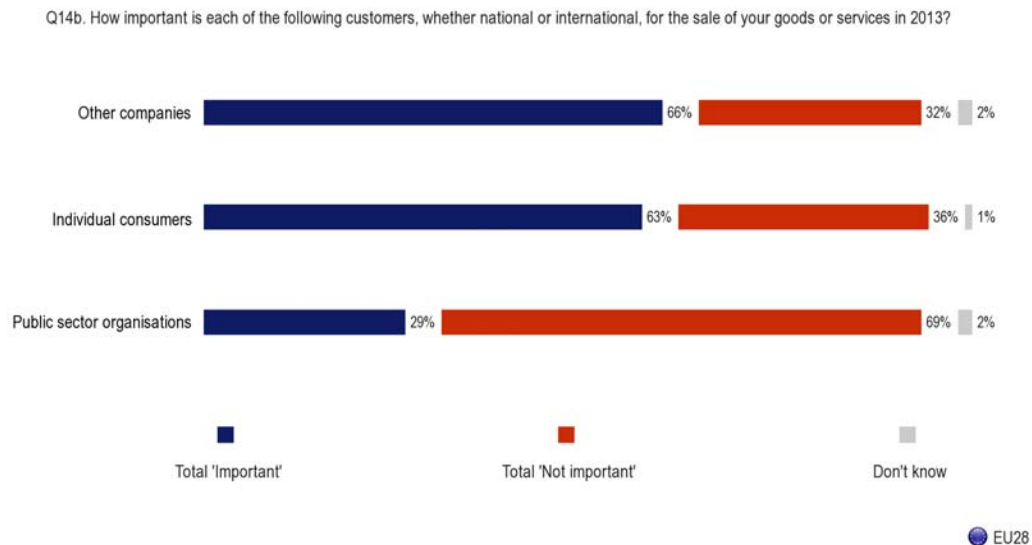
	Total 'Important'		
	Other companies	Individual consumers	Public sector organisations
EU28	73%	63%	33%
Company size			
1-9	72%	66%	33%
10-49	74%	55%	33%
50-249	79%	45%	33%
250-499	83%	44%	31%
500+	79%	52%	38%
Sectors grouped (NACE)			
Manufacturing (C)	81%	47%	23%
Retail (G)	73%	69%	31%
Services (H/I/J/K/L/M/N/R)	71%	57%	35%
Industry (D/E/F)	72%	75%	42%
Innovative marketing strategies			
Yes	74%	69%	37%
No	70%	56%	30%

Base: Those companies that have introduced an innovative good or services since January 2011

(n = 6 042, 54% of the total base)

- Other companies are also the most important customers for companies without innovative goods or services –

There is a similar pattern of responding for companies that have not introduced innovative goods or services. Almost seven in ten say other companies are important for the sale of these goods or services (69%) while 63% say individual consumers were important³⁶. Almost three in ten (29%) say public sector organisations were important for the sale of their goods or services in 2013.



Base: Those companies that have not introduced any innovative goods or services since January 2011

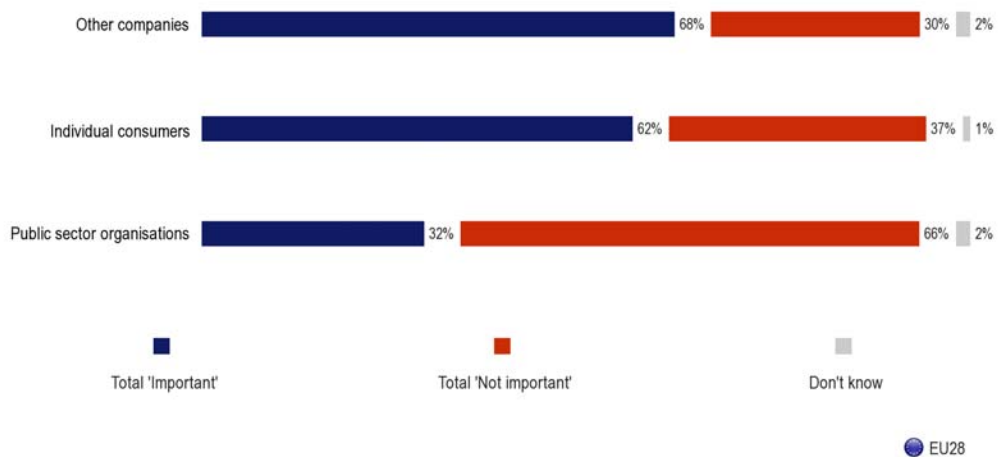
(n = 5 164, 46% of the total base)

Companies outside the euro area are more likely to say that public sector organisations are important for the sale of their goods or services than their euro area counterparts (34% vs. 26%).

³⁶ Q14a How important is each of the following customers, whether national or international, for the sale of your goods or services in 2013?

When looking at other types of innovators and non-innovators, the results are quite comparable with very minor variations. Companies that have introduced new or significantly improved marketing strategies, organisational structures or processes and non-innovative companies have similar results: 68% vs. 66% respectively say other companies are important for the sale of these goods or services; 65 vs. 64% say individual consumers are important; and finally, 32% vs. 28% respectively mention public sector organisations as important for the sale of their goods or services.

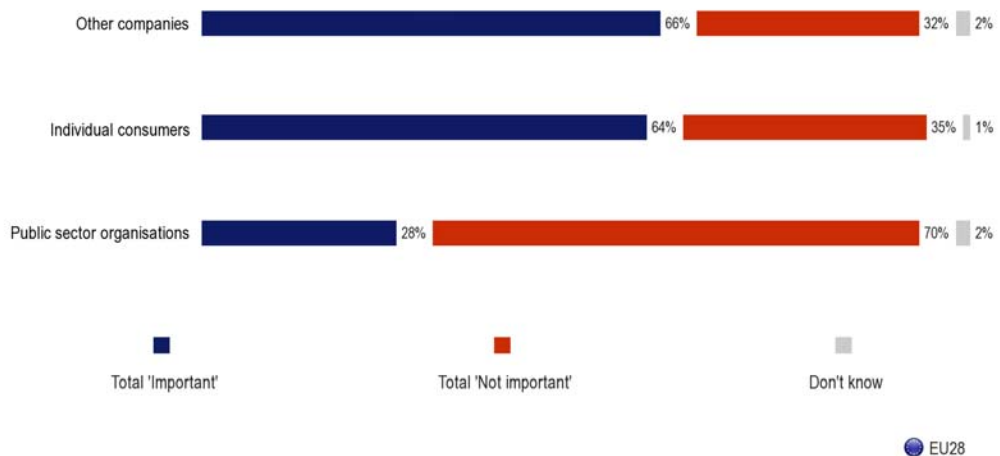
Q14b1. How important is each of the following customers, whether national or international, for the sale of your goods or services in 2013?



Base: Those companies that have not introduced other types of innovation since January 2011

(n = 1 316, 12% of the total base)

Q14b2. How important is each of the following customers, whether national or international, for the sale of your goods or services in 2013?



Base: Those companies that have not introduced any innovations at all since January 2011

(n = 3 848, 34% of the total base)

Companies in EU28³⁷ are more likely than their counterparts in the US and Switzerland to say that **other companies** were important for the sale of their goods or services in 2013 (66% vs. 56% and 47% respectively). Companies in Switzerland are also less likely than those in EU28 and the US to say **public sector organisations** are important (19% vs. 29% and 32%).
































The majority of companies in all Member States but one say that **other companies** are important for the sale of their goods or services. This is particularly the case for companies in Croatia (91%), Bulgaria (82%), Finland (81%) and Slovakia (80%). Austria is the only country where fewer than half say that other companies are important (48%).

At least half of all companies in 26 Member States say that **individual consumers** are important for the sale of their goods or services, most notably those in Malta (87%), Ireland (82%), Slovakia and Portugal (both 78%). Estonia (39%) and Sweden (47%) are the only countries where fewer than half of the companies say the same.

As was the case for companies with innovative goods or services, those without are also least likely to say **public sector organisations** are important for the sale of their goods or services (29%). In fact less than half of the companies in each Member State say that public sector organisations are important in this way, with companies in Slovakia (43%), the UK and Finland (both 41%) the most likely to say this. In contrast 13% of companies in Slovenia and 19% in Belgium say public sector organisations are important for the sale of their goods or services.

³⁷ In 5 countries results are based on responses of fewer than 150 companies: DK (142), CY (118), LU (96), MT (62) and PT (142).

Q14b How important is each of the following customers, whether national or international, for the sale of your goods or services in 2013?

		Total 'Important'		
		Other companies	Individual consumers	Public sector organisations
	EU28	66%	63%	29%
	BE	63%	72%	19%
	BG	82%	64%	34%
	CZ	79%	72%	37%
	DK	57%	50%	24%
	DE	60%	50%	25%
	EE	79%	39%	28%
	IE	52%	82%	25%
	EL	66%	59%	21%
	ES	77%	71%	22%
	FR	58%	76%	31%
	HR	91%	74%	38%
	IT	65%	55%	23%
	CY	57%	65%	22%
	LV	63%	57%	23%
	LT	63%	61%	25%
	LU	56%	73%	35%
	HU	79%	53%	28%
	MT	74%	87%	38%
	AT	48%	64%	25%
	NL	68%	64%	30%
	PL	73%	63%	36%
	PT	61%	78%	27%
	RO	64%	57%	33%
	SI	75%	52%	13%
	SK	80%	78%	43%
	FI	81%	55%	41%
	SE	78%	47%	39%
	UK	63%	68%	41%
	CH	47%	62%	19%
	US	56%	69%	32%

Base: Those companies that have not introduced any innovative goods or services since January 2011

(n = 5 164, 46% of the total base)

A review of company characteristics highlights the following differences:

- Manufacturing sector companies are the most likely to say other companies are important for the sale of their goods or services (79% vs. 62%-69%). Retail and industry sector companies are the most likely to say that individual consumers are important (both 73%), compared to services (57%) and manufacturing companies (39%). Industry companies are also the most likely to say that public sector organisations are important for the sale of their goods or services (36% vs. 20%-31%).
- Companies with a turnover of up to 2 million euro are the most likely to say individual consumers are important to the sale of their goods or services (64%-68% vs. 40%-50%).
- Companies that say competition in the market is strong are more likely to say that other companies are important to the sale of their goods or services than those that say competition is weak (72% vs. 58%).

Q14b How important is each of the following customers, whether national or international, for the sale of your goods or services in 2013?

	Total 'Important'		
	Other companies	Individual consumers	Public sector organisations
EU28	66%	63%	29%
Sectors grouped (NACE)			
Manufacturing (C)	79%	39%	20%
Retail (G)	62%	73%	23%
Services (H/I/J/K/L/M/N/R)	69%	57%	31%
Industry (D/E/F)	62%	73%	36%
Company's turnover in 2013			
Less than 100 000 euros	66%	68%	31%
From 100 000 to 500 000 euros	62%	68%	28%
More than 500 000 to 2 mil. euros	72%	64%	29%
More than 2 to 10 mil. euros	74%	50%	29%
More than 10 to 50 mil. euros	64%	44%	27%
More than 50 mil. euros	55%	40%	24%
Competition in the main market			
Weak	58%	64%	27%
Strong	72%	63%	29%

Base: Those companies that have not introduced any innovative goods or services since January 2011

(n = 5 164, 46% of the total base)

4. INNOVATION AND PUBLIC PROCUREMENT

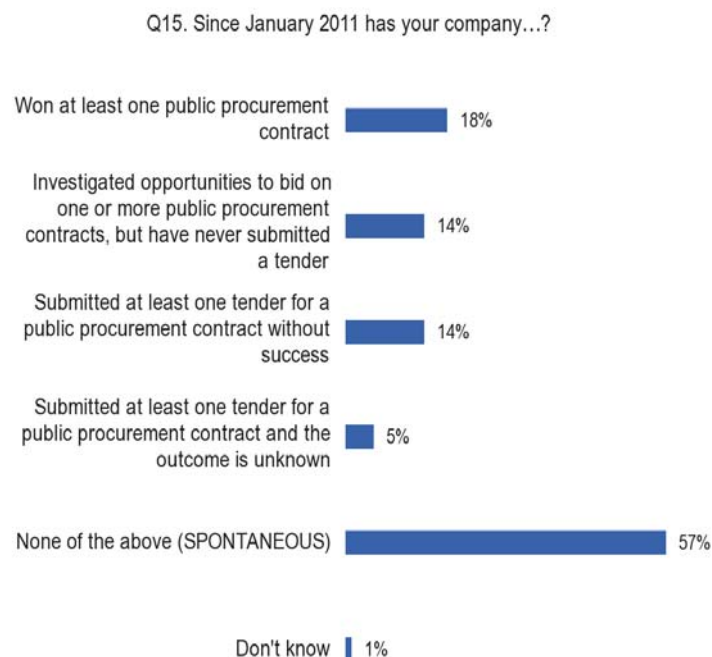
This last section of the report looks at the relationship between innovation and public procurement. The proportion of companies involved in public procurement is discussed, followed by a review of the part innovative goods or services have played in public procurement contracts. Finally, the proportion of companies involved in the Public Procurement of Innovative Solutions is considered.

4.1. Involvement in public procurement

- Almost one in five companies have won at least one public procurement contract since January 2011 –

Since January 2011 almost one in five companies (18%) have won at least one public procurement contract³⁸. More than one in ten submitted at least one unsuccessful tender (14%), while 14% investigated opportunities to bid but did not proceed. One in twenty (5%) have submitted at least one tender but the outcome is unknown.

However, the majority of companies have not had any involvement with public procurement (57%).



EU28

MULTIPLE ANSWERS POSSIBLE

³⁸ Q15 Since January 2011 has your company...?

Companies in EU28 and the US are more likely than those in Switzerland to have investigated opportunities to bid on public procurement without proceeding (both 14% vs. 7%), while those in EU28 are more likely than their US counterparts to have won at least one public procurement contract (18% vs. 12%).
































At least one quarter of companies in Luxembourg (27%), France, Malta (both 26%), Lithuania, Portugal and Finland (all 25%) have won at least one public procurement contract since January 2011. This is also the most likely result in 21 Member States. In contrast just 9% of companies in Hungary say they have won at least one public procurement contract.

At least one in five companies in Finland, Ireland (23%), France, Slovakia (both 21%), Austria and Denmark (both 20%) have had at least one unsuccessful public procurement bid. This is also the most mentioned response in Austria, Ireland and Denmark. At the other end of the scale 7% of companies in Spain and 8% of those in Cyprus and the UK say the same.

Companies in Hungary (33%) and Latvia (31%) are the most likely to say they investigated public procurement opportunities but did not submit a tender, and this is also the most mentioned option in eight Member States. This compares to 5% of companies in Malta and 6% in Austria that say the same.

Belgium (12%) and Ireland (11%) are the only Member States where at least one in ten say they have submitted at least one tender but the outcome is unknown. In contrast, no companies in Lithuania mentioned this. Companies in Estonia (71%) and the UK (68%) are the most likely to say that none of these options apply.

Q15 Since January 2011 has your company...?

	Won at least one public procurement contract	Submitted at least one tender for a public procurement contract without success	Investigated opportunities to bid on one or more public procurement contracts, but have never submitted a tender	Submitted at least one tender for a public procurement contract and the outcome is unknown	None of the above (SPONTANEOUS)	Don't know
 EU28	18%	14%	14%	5%	57%	1%
 BE	21%	19%	12%	12%	56%	2%
 BG	14%	12%	26%	3%	49%	1%
 CZ	20%	18%	25%	3%	39%	0%
 DK	15%	20%	12%	9%	61%	0%
 DE	17%	13%	12%	6%	61%	0%
 EE	17%	11%	7%	4%	71%	1%
 IE	21%	23%	12%	11%	47%	3%
 EL	23%	10%	7%	4%	63%	0%
 ES	16%	7%	13%	1%	63%	1%
 FR	26%	21%	12%	9%	54%	2%
 HR	23%	15%	23%	2%	38%	1%
 IT	20%	13%	7%	4%	62%	1%
 CY	16%	8%	7%	1%	64%	4%
 LV	21%	11%	31%	2%	39%	2%
 LT	25%	9%	21%	0%	47%	1%
 LU	27%	12%	16%	3%	49%	0%
 HU	9%	14%	33%	2%	42%	3%
 MT	26%	12%	5%	4%	56%	1%
 AT	17%	20%	6%	6%	64%	5%
 NL	11%	12%	20%	4%	55%	3%
 PL	17%	13%	19%	2%	51%	0%
 PT	25%	16%	10%	7%	55%	0%
 RO	16%	9%	15%	3%	60%	2%
 SI	16%	14%	7%	3%	63%	2%
 SK	19%	21%	25%	7%	29%	2%
 FI	25%	23%	22%	8%	39%	0%
 SE	16%	11%	12%	4%	62%	1%
 UK	12%	8%	11%	4%	68%	3%
 CH	15%	16%	7%	6%	63%	1%
 US	12%	10%	14%	6%	65%	3%

Highest percentage per

Lowest percentage per country

Highest percentage per item

Lowest percentage per item

MULTIPLE ANSWERS POSSIBLE

A review of company characteristics highlights the following differences:

- The larger the company, the more likely it is to say it has won at least one public tender: 15% with 1-9 employees say this compared to 40% with 500+ employees. Companies with less than 250 employees are the most likely to say they investigated opportunities but have never submitted a tender (10%-14% vs. 5%), while those with 250+ employees are the most likely to say they have submitted at least one tender but the outcome is unknown (16%-19% vs. 4%-9%).
- Industry sector companies are more likely than those in other sectors to say they have won at least one public procurement contract (29% vs. 15%-17%), or that they have submitted at least one unsuccessful bid (25% vs. 10%-13%).
- Companies involved in the Public Procurement of Innovative Solutions are much more likely to have won at least one public procurement contract (61% vs. 15%), or to have made an unsuccessful tender (38% vs. 12%) compared to those not involved in the scheme³⁹.

Q15 Since January 2011 has your company...?

	Won at least one public procurement contract	Submitted at least one tender for a public procurement contract without success	Investigated opportunities to bid on one or more public procurement contracts, but have never submitted a tender	Submitted at least one tender for a public procurement contract and the outcome is unknown	None of the above (SPONTANEOUS)	Don't know
EU28	18%	14%	14%	5%	57%	1%
Company size						
1-9	15%	13%	14%	4%	60%	1%
10-49	27%	16%	14%	6%	49%	1%
50-249	34%	20%	10%	9%	46%	1%
250-499	35%	22%	5%	19%	40%	3%
500+	40%	19%	5%	16%	47%	5%
Sectors grouped (NACE)						
Manufacturing (C)	16%	13%	14%	4%	60%	1%
Retail (G)	15%	10%	15%	4%	62%	1%
Services (H/I/J/K/L/M/N/R)	17%	13%	13%	4%	59%	1%
Industry (D/E/F)	29%	25%	13%	9%	40%	1%
Involved in Public Procurement of Innovative Solutions						
Yes	61%	38%	5%	14%	11%	0%
No	15%	12%	14%	4%	61%	1%

MULTIPLE ANSWERS POSSIBLE

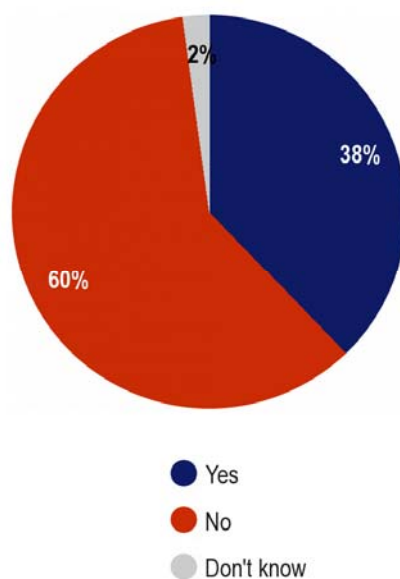
³⁹ See section 4.3 for more detail

4.2. Selling innovative goods or services as part of a public procurement contract

- More than one third of companies have sold an innovative good or service as part of a public procurement contract they won –

Just over one third of companies that won a public procurement contract sold innovative goods or services as part of this (38%), while 60% did not.

Q16. Did your company sell an innovative good or service as part of any public procurement contract that you won?



 EU28

Base: Those companies that have won at least one public procurement contract

(n = 2 032, 18% of the total base)

Companies outside the euro area are more likely to say this than their euro area counterparts (43% vs. 35%).

Data cannot be analysed at the country level for this question due to low bases.

An analysis of company characteristics reveals the following notable differences:

- Manufacturing and retail companies are more likely than those in services and industry to have sold innovative goods or services as part of a public procurement contract win (43% vs. 30%-38%).
- Companies involved in the Public Procurement of Innovative Solutions are much more likely to have sold innovative goods or services as part of a public procurement contract win compared to those not involved in the scheme (80% vs. 27%).

Q16 Did your company sell an innovative good or service as part of any public procurement contract that you won?

	Yes	No	Don't know
EU28	38%	60%	2%
Sectors grouped (NACE)			
Manufacturing (C)	43%	56%	1%
Retail (G)	43%	53%	4%
Services (H/I/J/K/L/M/N/R)	38%	61%	1%
Industry (D/E/F)	30%	67%	3%
Involved in Public Procurement of Innovative Solutions			
Yes	80%	17%	3%
No	27%	71%	2%

Base: Those companies that have won at least one public procurement contract

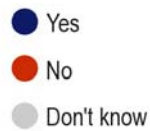
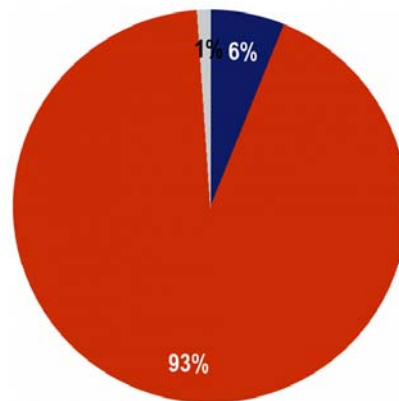
(n = 2 032, 18% of the total base)

4.3. Involvement in Public Procurement of Innovative Solutions

- Around one in twenty companies have been involved in the Public Procurement of Innovative Solutions -

Around one in twenty companies have been involved in the Public Procurement of Innovative Solutions since January 2011 (6%), but most companies have not been involved (93%)⁴⁰.

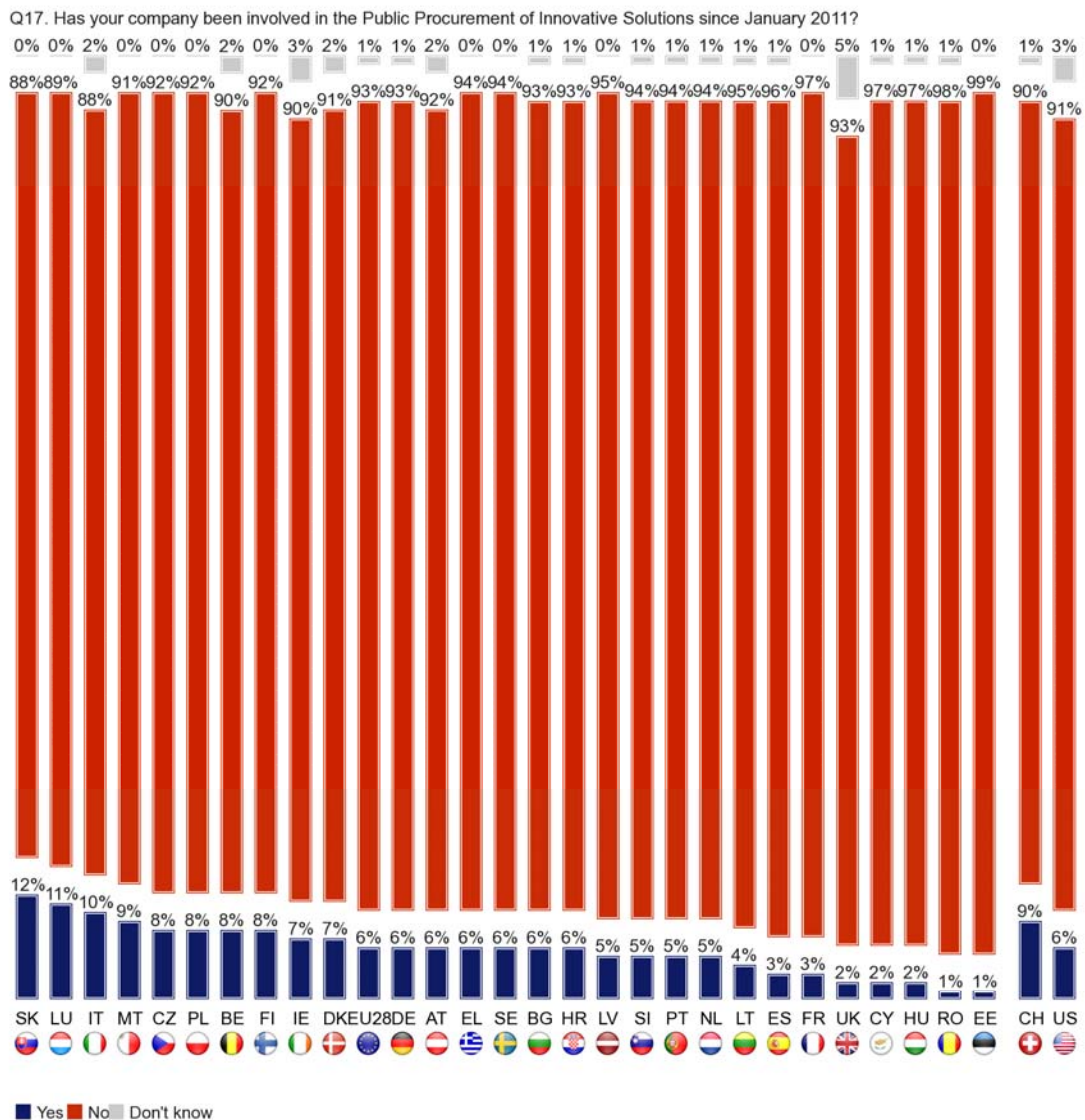
Q17. Has your company been involved in the Public Procurement of Innovative Solutions since January 2011?



 EU28

⁴⁰ Q17 Has your company been involved in the Public Procurement of Innovative Solutions since January 2011?

In general only a small proportion of companies in any Member State (or in the US or Switzerland) have been involved in the Public Procurement of Innovative Solutions. In fact Slovakia (12%), Luxembourg (11%) and Italy (10%) are the only countries where at least one in ten companies have been involved. In contrast just 1% of companies in Romania and Estonia have been involved in the Public Procurement of Innovative Solutions since January 2011.



Since such a small proportion of companies have been involved in the Public Procurement of Innovative Solutions, analysis based on company characteristics is not possible.

ANNEXES

TECHNICAL SPECIFICATIONS

FLASH EUROBAROMETER 394

"The role of public support in the commercialisation of innovations"

TECHNICAL SPECIFICATIONS

Between the 22nd of January and the 11th of February 2014, TNS Political & Social, a consortium created between TNS political & social, TNS UK and TNS opinion, carried out the survey FLASH EUROBAROMETER 394 about "The role of public support in the commercialisation of innovations".

This survey has been requested by the EUROPEAN COMMISSION, Directorate-General for Enterprise and Industry. It is survey co-ordinated by the Directorate-General for Communication (DG COMM "Strategy, Corporate Communication Actions and Eurobarometer" Unit). The FLASH EUROBAROMETER 394 covers businesses employing one or more persons in the Manufacturing (NACE category C), Retails (NACE category G), Services (NACE categories H/I/J/K/L/M/N/R) and Industry (NACE categories D/E/F) sectors in the 28 Member States of the European Union, Switzerland and the USA. Whenever a company was eligible the selected respondent had to be a general manager, a financial director or a significant owner. All interviews were carried using the TNS e-Call center (our centralized CATI system), except in Switzerland and the USA, where the interviews were carried locally. The sample was selected from an international business database, with some additional sample from local sources in countries where necessary. Quotas were applied on both company size (using four different ranges: 1-9 employees, 10-49 employees, 50-249 employees and 250 employees or more) and sectors (Manufacturing, Retail, Services and Industry). These quotas were adjusted according to the country's universe (sectors and business sizes in scope of the survey) but were also reasoned in order to ensure that the sample was large enough in every cell.

TNS has developed its own RDD sample generation capabilities based on using contact telephone numbers from responders to random probability or random location face to face surveys, such as Eurobarometer, as seed numbers. The approach works because the seed number identifies a working block of telephone numbers and reduces the volume of numbers generated that will be ineffective. The seed numbers are stratified by NUTS2 region and urbanisation to approximate a geographically representative sample. From each seed number the required sample of numbers are generated by randomly replacing the last two digits. The sample is then screened against business databases in order to exclude as many of these numbers as possible before going into field. This approach is consistent across all countries.

Readers are reminded that survey results are estimations, the accuracy of which, everything being equal, rests upon the sample size and upon the observed percentage. With samples of about 1,000 interviews, the real percentages vary within the following confidence limits:

Statistical Margins due to the sampling process (at the 95% level of confidence)											
<i>various sample sizes are in rows</i>						<i>various observed results are in columns</i>					
	5%	10%	15%	20%	25%	30%	35%	40%	45%	50%	
	95%	90%	85%	80%	75%	70%	65%	60%	55%	50%	
N=50	6,0	8,3	9,9	11,1	12,0	12,7	13,2	13,6	13,8	13,9	N=50
N=500	1,9	2,6	3,1	3,5	3,8	4,0	4,2	4,3	4,4	4,4	N=500
N=1000	1,4	1,9	2,2	2,5	2,7	2,8	3,0	3,0	3,1	3,1	N=1000
N=1500	1,1	1,5	1,8	2,0	2,2	2,3	2,4	2,5	2,5	2,5	N=1500
N=2000	1,0	1,3	1,6	1,8	1,9	2,0	2,1	2,1	2,2	2,2	N=2000
N=3000	0,8	1,1	1,3	1,4	1,5	1,6	1,7	1,8	1,8	1,8	N=3000
N=4000	0,7	0,9	1,1	1,2	1,3	1,4	1,5	1,5	1,5	1,5	N=4000
N=5000	0,6	0,8	1,0	1,1	1,2	1,3	1,3	1,4	1,4	1,4	N=5000
N=6000	0,6	0,8	0,9	1,0	1,1	1,2	1,2	1,2	1,3	1,3	N=6000
N=7000	0,5	0,7	0,8	0,9	1,0	1,1	1,1	1,1	1,2	1,2	N=7000
N=7500	0,5	0,7	0,8	0,9	1,0	1,0	1,1	1,1	1,1	1,1	N=7500
N=8000	0,5	0,7	0,8	0,9	0,9	1,0	1,0	1,1	1,1	1,1	N=8000
N=9000	0,5	0,6	0,7	0,8	0,9	0,9	1,0	1,0	1,0	1,0	N=9000
N=10000	0,4	0,6	0,7	0,8	0,8	0,9	0,9	1,0	1,0	1,0	N=10000
N=11000	0,4	0,6	0,7	0,7	0,8	0,9	0,9	0,9	0,9	0,9	N=11000
N=12000	0,4	0,5	0,6	0,7	0,8	0,8	0,9	0,9	0,9	0,9	N=12000
N=13000	0,4	0,5	0,6	0,7	0,7	0,8	0,8	0,8	0,9	0,9	N=13000
N=14000	0,4	0,5	0,6	0,7	0,7	0,8	0,8	0,8	0,8	0,8	N=14000
N=15000	0,3	0,5	0,6	0,6	0,7	0,7	0,8	0,8	0,8	0,8	N=15000
	5%	10%	15%	20%	25%	30%	35%	40%	45%	50%	
	95%	90%	85%	80%	75%	70%	65%	60%	55%	50%	

ABBR.	COUNTRIES	INSTITUTES	N° INTERVIEWS	FIELDWORK DATES		BUSINESSES
BE	Belgium	TNS Dimarso	402	22/01/2014	11/02/2014	572.234
BG	Bulgaria	TNS BBSS	400	22/01/2014	5/02/2014	294.587
CZ	Czech Rep.	TNS Aisa s.r.o	401	22/01/2014	5/02/2014	995.870
DK	Denmark	TNS Gallup A/S	400	23/01/2014	10/02/2014	280.192
DE	Germany	TNS Infratest	500	22/01/2014	4/02/2014	2.176.111
EE	Estonia	TNS Emor	400	22/01/2014	3/02/2014	54.526
IE	Ireland	IMS Millward Brown	401	22/01/2014	11/02/2014	164.047
EL	Greece	TNS ICAP	400	22/01/2014	11/02/2014	535.717
ES	Spain	TNS Demoscopia S.A	500	23/01/2014	11/02/2014	2.599.951
FR	France	TNS Sofres	500	22/01/2014	11/02/2014	2.707.181
HR	Croatia	HENDAL	400	22/01/2014	6/02/2014	166.195
IT	Italy	TNS ITALIA	500	22/01/2014	6/02/2014	3.974.602
CY	Rep. of Cyprus	CYMAR	200	22/01/2014	6/02/2014	47.794
LV	Latvia	TNS Latvia	400	22/01/2014	3/02/2014	83.951
LT	Lithuania	TNS LT	400	22/01/2014	29/01/2014	118.312
LU	Luxembourg	TNS Dimarso	200	22/01/2014	11/02/2014	29.618
HU	Hungary	TNS Hoffmann Kft	401	22/01/2014	7/02/2014	586.603
MT	Malta	MISCO International Ltd	200	22/01/2014	2/02/2014	335.476
NL	Netherlands	TNS NIPO	400	22/01/2014	11/02/2014	888.380
AT	Austria	TNS Austria	400	22/01/2014	6/02/2014	311.258
PL	Poland	TNS OBOP	500	22/01/2014	10/02/2014	1.557.706
PT	Portugal	TNS EUROTESTE	400	22/01/2014	11/02/2014	893.812
RO	Romania	TNS CSOP	400	22/01/2014	4/02/2014	455.192
SI	Slovenia	RM PLUS	400	22/01/2014	5/02/2014	119.908
SK	Slovakia	TNS AISA Slovakia	401	22/01/2014	11/02/2014	414.824
FI	Finland	TNS Gallup Oy	400	22/01/2014	11/02/2014	236.687
SE	Sweden	TNS SIFO	400	22/01/2014	7/02/2014	677.320
UK	United Kingdom	TNS UK	500	22/01/2014	11/02/2014	1.747.419
TOTAL EU28			11.206	22/01/2014	11/02/2014	8.262.503
CH	Switzerland	Leger Schweiz	400	23/01/2014	7/02/2014	146.219
US	United States	TNS CUSTOM RESEARCH	500	27/01/2014	11/02/2014	14.510.761
TOTAL			12.108	22/01/2014	11/02/2014	20.065.702

QUESTIONNAIRE

FL394 Innobarometer 2014

Let me start with a few basic questions regarding your company. For all questions, please limit your responses to the activities of your company in [YOUR COUNTRY] only.

D1 How many employees (full-time equivalent) does your company currently have?

(READ OUT – ONE ANSWER ONLY)

1 to 9 employees	1
10 to 49 employees	2
50 to 249 employees	3
250 to 499 employees (M)	4
500 or more (N)	5
DK/NA (DO NOT READ OUT) (M)	6

FL343 D1 MODIFIED TREND

IF D1=6 THEN STOP INTERVIEW (M)

D2 When was your company established?

(READ OUT – ONE ANSWER ONLY)

Before 1st January 2008 (M)	1
Between 1st January 2008 and 1st January 2013 (M)	2
After 1st January 2013 (M)	3
DK/NA (DO NOT READ OUT) (M)	4

FL343 D2 MODIFIED TREND

ASK ALL

ROTATE ITEMS 1 TO 3, ITEMS 4 AND 5 ARE SINGLE CODES

D3 Since 1st January 2011 has your company...?

(READ OUT – MULTIPLE ANSWERS POSSIBLE)

Been taken over or merged with another company	1,
Sold off a part of its business	2,
Bought another company	3,
None of these (DO NOT READ OUT)	4,
DK/NA (DO NOT READ OUT)	5,

NEW

ROTATE STATEMENTS 1 TO 5

READ OUT: Innovation occurs when a company introduces a new or significantly improved good, service, process, marketing strategy or organisational method. A company can develop the innovation itself or acquire it from other companies or organisations.

Q1 Has your company introduced any of the following types of innovation since January 2011?

(READ OUT – ONE ANSWER ONLY)

		Yes	No	DK/NA (DO NOT READ OUT)
1	New or significantly improved goods	1	2	3
2	New or significantly improved services	1	2	3
3	New or significantly improved processes (e.g. production processes or distribution methods)	1	2	3
4	New or significantly improved marketing strategies	1	2	3
5	New or significantly improved organisational structures (e.g. knowledge management or workplace organisation)	1	2	3

NEW

ASK Q2 IF INTRODUCED AN INNOVATIVE GOOD OR SERVICE SINCE JANUARY 2011, CODE 1 IN Q1.1 OR Q1.2 – OTHERS GO TO Q3

Q2 Approximately what percentage of your company's turnover in 2013 was due to innovative goods or services that have been introduced since January 2011? (M)

(READ OUT – ONE ANSWER ONLY)

0% (N)	1
Between 1 and 25% (N)	2
Between 26 and 50% (N)	3
Between 51 and 75% (N)	4
Between 76 and 100% (N)	5
DK/NA (DO NOT READ OUT) (N)	6

FL343 Q2 STRONGLY MODIFIED TREND

ASK ALL

ROTATE STATEMENTS 1 TO 2

Q3 Since January 2011 has your company...?

(READ OUT – ONE ANSWER ONLY)

		Yes	No	DK/NA (DO NOT READ OUT)
--	--	-----	----	----------------------------------

1	Applied for one or more patents or trademarks	1	2	3
2	Carried out research and development (R&D) either in-house or by subcontracting	1	2	3

NEW

ASK Q4 IF THE COMPANY INTRODUCED AN INNOVATION SINCE JANUARY 2011 “YES”
CODE 1 IN Q1.1 TO Q1.5 – OTHERS GO TO Q5

ROTATE STATEMENTS 1 TO 6

Q4 How much has each of the following contributed to the development of the ideas for your company's innovations since January 2011?

(READ OUT – ONE ANSWER ONLY)

		Contributed a lot	Contributed a little	Has not contributed at all	DK/NA (DO NOT READ OUT)
--	--	-------------------	----------------------	----------------------------	----------------------------------

1	The employees in your company	1	2	3	4
2	The management in your company	1	2	3	4
3	Other companies	1	2	3	4
4	Universities or research organisations	1	2	3	4
5	Public sector organisations	1	2	3	4
6	Individual consumers	1	2	3	4

NEW

ASK ALL

ROTATE ITEMS 1 TO 3, ITEMS 5 AND 6 ARE SINGLE CODES

Q5	Has your company received any public financial support for research and development or other innovation activities from any of the following since January 2011?
----	--

(READ OUT – MULTIPLE ANSWERS POSSIBLE)

Local or regional governments or administrations	1,
National government or administration	2,
European Union	3,
Other (SPONTANEOUS)	4,
None (SPONTANEOUS)	5,
DK/NA (DO NOT READ OUT)	6,

NEW

ASK Q6 IF RECEIVED ANY PUBLIC FINANCIAL SUPPORT FOR RESEARCH AND DEVELOPMENT IN Q5, CODES 1-4 IN Q5 – OTHERS GO TO Q7

Q6	How important was this financial support for developing your innovations in the last 3 years on a scale from '1' to '6' – where '1' means the innovation would have been developed without the support and '6' the support was indispensable for developing the innovation?
----	---

(ONE ANSWER ONLY)

1 - The innovation would have been developed without the support	1
2	2
3	3
4	4
5	5
6 – The support was indispensable for developing the innovation	6
DK/NA (DO NOT READ OUT)	7

NEW

READ OUT: Commercialisation of innovation is the process of turning a new or significantly improved good or service into a sellable good or service.

ASK Q7 IF INTRODUCED AN INNOVATIVE GOOD OR SERVICE SINCE JANUARY 2011, CODE 1 IN Q1.1 OR Q1.2 – OTHERS GO TO Q9b

ROTATE ITEMS 1 TO 7, ITEMS 8 AND 9 ARE SINGLE CODES

Q7	Since January 2011 has your company received financial or non-financial support from a government or administration for any of the following activities to commercialise your innovative goods or services? Support for...
----	--

(READ OUT – MULTIPLE ANSWERS POSSIBLE)

Meeting regulations or standards	1,
Developing a marketing plan	2,
Developing a prototype	3,
Training staff in how to promote innovative goods or services	4,
Applying for or managing intellectual property rights	5,
Market-testing a product or service before launch	6,
Selling in export markets	7,
None of the above	8,
DK/NA (DO NOT READ OUT)	9,

NEW

ASK Q8 IF RECEIVED ANY FINANCIAL OR NON-FINANCIAL SUPPORT FOR COMMERCIALISING IN Q7, CODES 1-7 IN Q7 – OTHERS GO TO Q9a

Q8 How important was this financial or non-financial support for commercialising your innovative goods or services in the last 3 years on a scale from ‘1’ to ‘6’ – where ‘1’ means the innovation would have been commercialised without the support and ‘6’ the support was indispensable for commercialising the innovation?

(ONE ANSWER ONLY)

1 - The innovation would have been commercialised without the support	1
2	2
3	3
4	4
5	5
6 – The support was indispensable for commercialising the innovation	6
DK/NA (DO NOT READ OUT)	7

NEW

READ OUT: A quick reminder that public sector organisations include local, regional and national governments or administrations as well as government or administrative organisations that provide services such as public transport, education, health etc.

ASK Q9A IF CODE 1 IN Q1.1 OR Q1.2 – OTHERS GO TO Q9B

ROTATE STATEMENTS 1 TO 4

Q9a Has your company collaborated with any of the following partners for the marketing, distribution or promotion of any of your innovative goods or services since January 2011?

(READ OUT – ONE ANSWER ONLY)

		Yes	No	DK/NA (DO NOT READ OUT)
1	A competitor	1	2	3
2	A partner company or an external consultant	1	2	3
3	A client company or individual consumers	1	2	3
4	Public sector organisation	1	2	3

NEW

ASK Q9B IF "NO" CODE 2 OR "DK" CODE 3 IN Q1.1 AND Q1.2 – OTHERS GO TO Q10A

ROTATE STATEMENTS 1 TO 4

Q9b Has your company collaborated with any of the following partners for the marketing, distribution or promotion of any of your goods or services since January 2011?

(READ OUT – ONE ANSWER ONLY)

		Yes	No	DK/NA (DO NOT READ OUT)
--	--	-----	----	----------------------------------

1	A competitor	1	2	3
2	A partner company or an external consultant	1	2	3
3	A client company or individual consumers	1	2	3
4	Public sector organisation	1	2	3

NEW

ASK Q10a IF "YES" CODE 1 IN Q1.1 OR Q1.2 – OTHERS GO TO Q10B

ROTATE STATEMENTS 1 TO 8

Q10a Thinking about the commercialisation of your company's innovative goods or services since January 2011, has any of the following been a major problem, a minor problem or not a problem at all?

(READ OUT – ONE ANSWER ONLY)

		A major problem	A minor problem	Not a problem at all	DK/NA (DO NOT READ OUT)
--	--	--------------------	--------------------	----------------------------	----------------------------------

1	Lack of financial resources	1	2	3	4
2	Lack of marketing expertise	1	2	3	4
3	Cost or complexity of meeting regulations or standards	1	2	3	4
4	Market dominated by established competitors	1	2	3	4
5	Low demand for your innovative goods or services	1	2	3	4
6	Difficulties in maintaining intellectual property rights	1	2	3	4
7	Lack of market standards or regulations	1	2	3	4
8	Weak distribution channels	1	2	3	4

NEW

ASK Q10B IF "NO" CODE 2 OR "DK" CODE 3 IN Q1.1 AND Q1.2 – OTHERS GO TO Q11

ROTATE STATEMENTS 1 TO 8

Q10b Thinking about the commercialisation of your company's goods or services since January 2011, has any of the following been a major problem, a minor problem or not a problem at all?

(READ OUT – ONE ANSWER ONLY)

		A major problem	A minor problem	Not a problem at all	DK/NA (DO NOT READ OUT)
1	Lack of financial resources	1	2	3	4
2	Lack of marketing expertise	1	2	3	4
3	Cost or complexity of meeting regulations or standards	1	2	3	4
4	Market dominated by established competitors	1	2	3	4
5	Low demand for your goods or services	1	2	3	4
6	Difficulties in maintaining intellectual property rights	1	2	3	4
7	Lack of market standards or regulations	1	2	3	4
8	Weak distribution channels	1	2	3	4

NEW

ASK ALL

Q11 Which of the following best describes the commercialisation of innovation in your company?

(READ OUT – ONE ANSWER ONLY)

We do not have any innovation to commercialise	1
We have innovations, but we do not commercialise them	2
We have innovations and we commercialise them	3
DK/NA (DO NOT READ OUT)	4

NEW

Q12	How would you judge the competition of your company in its main market?
-----	---

(READ OUT – ONE ANSWER ONLY)

Very weak	1
Weak	2
Strong	3
Very strong	4
DK/NA (DO NOT READ OUT)	5

NEW

Q13	How many competitors does your company have in its main market?
-----	---

(READ OUT – ONE ANSWER ONLY)

One	1
A few	2
Tens	3
Hundreds	4
Too many to count	5
None (DO NOT READ OUT)	6
DK/NA (DO NOT READ OUT)	7

NEW

ASK Q14a IF "YES" CODE 1 IN Q1.1 OR Q1.2 – OTHERS GO TO Q14b

ROTATE STATEMENTS 1 TO 3

Q14a	How important is each of the following customers, whether national or international, for the sale of your innovative goods or services in 2013?
------	---

(READ OUT – ONE ANSWER ONLY)

		Very important	Fairly important	Not very important	Not important at all	DK/NA (DO NOT READ OUT)
1	Other companies	1	2	3	4	5
2	Public sector organisations	1	2	3	4	5
3	Individual consumers	1	2	3	4	5

NEW

ASK Q14B IF "NO" CODE 2 OR "DK" CODE 3 IN Q1.1 AND Q1.2 – OTHERS GO TO Q15

ROTATE STATEMENTS 1 TO 3

Q14b How important is each of the following customers, whether national or international, for the sale of your goods or services in 2013?

(READ OUT – ONE ANSWER ONLY)

		Very important	Fairly important	Not very important	Not important at all	DK/NA (DO NOT READ OUT)
1	Other companies	1	2	3	4	5
2	Public sector organisations	1	2	3	4	5
3	Individual consumers	1	2	3	4	5

NEW

ASK ALL

ITEMS 1, 5 AND 6 ARE SINGLE CODES

Q15 Since January 2011 has your company...?(M)

(READ OUT – MULTIPLE ANSWERS POSSIBLE)

Investigated opportunities to bid on one or more public procurement contracts, but have never submitted a tender (N)	1,
Submitted at least one tender for a public procurement contract without success (M)	2,
Submitted at least one tender for a public procurement contract and the outcome is unknown (N)	3,
Won at least one public procurement contract (N)	4,
None of the above (DO NOT READ OUT) (M)	5,
DK/NA (DO NOT READ OUT) (M)	6,

FL343 Q13 MODIFIED TREND

ASK Q16 IF CODE 4 IN Q15 – OTHERS GO TO Q17

Q16 Did your company sell an innovative good or service as part of any public procurement contract that you won?

(ONE ANSWER ONLY)

Yes	1
No	2
DK/NA (DO NOT READ OUT)	3

NEW

ASK ALL

READ OUT: Public Procurement of Innovative Solutions is a specific type of public procurement, different from regular public procurement, where contracting authorities purchase innovative goods or services which are not yet available on a large-scale commercial basis.

Q17 Has your company been involved in the Public Procurement of Innovative Solutions since January 2011?

(ONE ANSWER ONLY)

Yes	1
No	2
DK/NA (DO NOT READ OUT)	3
































NEW

TABLES

D1 Combien d'employés (équivalent temps-plein) compte actuellement votre entreprise ?

D1 How many employees (full-time equivalent) does your company currently have?
































D1 Wie viele Vollzeit-Beschäftigte hat Ihr Unternehmen zurzeit?

	%	1 à 9 salariés	10 à 49 salariés	50 à 249 salariés	250 à 499 salariés	500 salariés ou plus	NSP/SR (NE PAS LIRE)
		1 to 9 employees	10 to 49 employees	50 to 249 employees	250 to 499 employees	500 or more	DK/NA (DO NOT READ OUT)
		Zwischen 1 und 9 Beschäftigte	Zwischen 10 und 49 Beschäftigte	Zwischen 50 und 249 Beschäftigte	Zwischen 250 und 499 Beschäftigte	500 Beschäftigte oder mehr	Weiß nicht/Keine Angabe (NICHT VORLESEN)
		Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394
 EU 28		77	15	6	1	1	0
 BE		71	17	7	3	2	0
 BG		77	12	7	3	1	0
 CZ		75	17	6	1	1	0
 DK		72	19	6	2	1	0
 DE		69	20	9	1	1	0
 EE		80	12	7	0	1	0
 IE		77	16	5	1	1	0
 EL		75	15	8	1	1	0
 ES		75	17	6	1	1	0
 FR		79	13	7	1	0	0
 HR		75	16	7	1	1	0
 IT		81	13	4	1	1	0
 CY		71	24	5	0	0	0
 LV		82	10	7	1	0	0
 LT		74	18	7	1	0	0
 LU		73	17	7	1	2	0
 HU		75	17	6	1	1	0
 MT		53	40	6	1	0	0
 NL		71	16	11	1	1	0
 AT		78	13	7	1	1	0
 PL		83	12	4	1	0	0
 PT		81	13	5	1	0	0
 RO		80	13	5	1	1	0
 SI		75	17	6	1	1	0
 SK		72	21	4	1	2	0
 FI		82	11	5	1	1	0
 SE		80	12	6	1	1	0
 UK		76	15	5	1	3	0
 CH		72	18	7	1	2	0
 US		75	16	6	1	2	0

D2 Quand votre entreprise a-t-elle été créée ?

D2 When was your company established?































D2 Wann ist Ihr Unternehmen gegründet worden? Bitte vorlesen! Nur eine Nennung möglich!

		Avant le 1er janvier 2008 Before 1st January 2008 Vor dem 1. Januar 2008	Entre le 1er janvier 2008 et le 1er janvier 2013 Between 1st January 2008 and 1st January 2013 Zwischen dem 1. Januar 2008 und dem 1. Januar 2013	Après le 1er janvier 2013 After 1st January 2013 Nach dem 1. Januar 2013	NSP/SR (NE PAS LIRE) DK/NA (DO NOT READ OUT) Weiß nicht / Keine Angabe (NICHT VORLESEN)
%		Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394
	EU 28	83	16	1	0
	BE	86	13	1	0
	BG	75	23	2	0
	CZ	89	11	0	0
	DK	88	12	0	0
	DE	77	20	3	0
	EE	74	25	0	1
	IE	82	16	2	0
	EL	93	7	0	0
	ES	91	8	0	1
	FR	81	18	1	0
	HR	95	5	0	0
	IT	90	9	1	0
	CY	79	20	1	0
	LV	72	27	0	1
	LT	77	22	1	0
	LU	77	23	0	0
	HU	81	19	0	0
	MT	94	5	1	0
	NL	81	18	1	0
	AT	80	18	2	0
	PL	74	25	1	0
	PT	91	9	0	0
	RO	71	28	1	0
	SI	86	14	0	0
	SK	78	20	2	0
	FI	77	22	1	0
	SE	68	28	4	0
	UK	79	19	2	0
	CH	77	23	0	0
	US	85	11	2	2

D3 Depuis le 1er janvier 2011, votre entreprise a-t-elle... (PLUSIEURS REPONSES POSSIBLES)

D3 Since 1st January 2011 has your company...? (MULTIPLE ANSWERS POSSIBLE)
































D3 Betraf eines der folgenden Ereignisse Ihr Unternehmen in der Zeit seit dem 1. Januar 2011? (MEHRFACHNENNUNGEN MÖGLICH)

		Eté reprise par, ou fusionnée avec, une autre entreprise Been taken over or merged with another company Übernahme oder Fusion mit einem anderen Unternehmen	Vendu une partie de ses activités Sold off a part of its business Verkauf eines Teils des Unternehmens	Racheté une autre entreprise Bought another company Kauf eines anderen Unternehmens	Rien de tout cela (NE PAS LIRE) None of these (DO NOT READ OUT) Nichts davon (NICHT VORLESEN)	NSP/SR (NE PAS LIRE) DK/NA (DO NOT READ OUT) Weiß nicht/ Keine Angabe (NICHT VORLESEN)
%		Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394
	EU 28	3	3	4	91	0
	BE	10	6	8	81	1
	BG	1	1	1	97	0
	CZ	2	1	2	94	1
	DK	7	9	10	79	0
	DE	5	5	6	87	0
	EE	3	2	2	94	1
	IE	2	1	2	94	1
	EL	2	3	4	91	0
	ES	1	3	2	94	0
	FR	4	2	5	90	0
	HR	2	1	3	95	0
	IT	3	2	4	91	0
	CY	4	3	1	92	0
	LV	2	2	1	96	0
	LT	1	3	2	94	1
	LU	4	2	4	91	0
	HU	2	2	2	95	0
	MT	7	0	3	90	0
	NL	6	4	4	87	1
	AT	5	1	3	93	0
	PL	2	0	1	97	0
	PT	1	1	4	93	1
	RO	1	1	0	98	0
	SI	2	1	1	96	0
	SK	3	1	2	93	2
	FI	2	3	5	92	0
	SE	3	4	5	89	0
	UK	3	2	4	92	0
	CH	7	2	6	87	0
	US	4	3	4	91	1

D4 Quel a été le chiffre d'affaires total de votre entreprise en 2013 ?

D4 What was your company's total turnover in 2013?
































D4 Wie hoch war der Gesamtumsatz Ihres Unternehmens im Jahr 2013?

		Moins de 100 000 Euros	De 100 000 à 500 000 euros	De plus de 500 000 à 2 millions euros	De plus de 2 à 10 millions euros	De plus de 10 à 50 millions euros	Plus de 50 millions euros	NSP/SR (NE PAS LIRE)
		Less than 100 000 euros	From 100 000 to 500 000 euros	More than 500 000 to 2 million euros	More than 2 to 10 million euros	More than 10 to 50 million euros	More than 50 million euros	DK/NA (DO NOT READ OUT)
		Moins de 100 000 Euros	De 100 000 à 500 000 euros	De plus de 500 000 à 2 millions euros	De plus de 2 à 10 millions euros	De plus de 10 à 50 millions euros	Plus de 50 millions euros	Weiß nicht/ Keine Angabe (NICHT VORLESEN)
%		Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394
	EU 28	20	35	25	11	6	3	0
	BE	12	29	25	16	10	8	0
	BG	67	13	11	6	3	0	0
	CZ	30	43	17	6	3	1	0
	DK	8	21	36	19	8	8	0
	DE	8	40	27	13	8	4	0
	EE	47	30	12	7	3	1	0
	IE	22	38	22	10	5	3	0
	EL	8	45	24	14	7	2	0
	ES	19	34	26	13	6	2	0
	FR	7	46	28	9	8	2	0
	HR	21	42	21	10	6	0	0
	IT	12	33	33	12	6	4	0
	CY	12	44	32	10	2	0	0
	LV	54	30	9	5	2	0	0
	LT	44	32	12	9	2	1	0
	LU	11	40	25	7	12	5	0
	HU	31	36	21	7	4	1	0
	MT	36	16	21	18	7	2	0
	NL	22	34	20	10	10	4	0
	AT	15	36	24	14	7	4	0
	PL	51	33	9	5	2	0	0
	PT	17	47	19	9	4	4	0
	RO	59	20	8	5	4	4	0
	SI	7	39	35	13	4	2	0
	SK	27	42	16	8	4	3	0
	FI	13	41	27	8	8	3	0
	SE	13	33	30	13	7	4	0
	UK	29	31	20	10	6	4	0
	CH	16	27	26	17	10	4	0
	US	5	21	23	25	15	11	0

D5 Par rapport à 2011, le chiffre d'affaires de 2013 de votre entreprise a-t-il...?

D5 Since 2011 did your company's turnover in 2013...?
































D5 Vergleichen Sie nun bitte den Umsatz Ihres Unternehmens von 2013 mit dem von 2011. Ist der Umsatz im Jahr 2013 im Vergleich zu 2011 ...?

		Augmenté de plus de 25%	Augmenté de 5% à 25%	Est resté environ le même	Baissé de 5% à 25%	Baissé de plus de 25%	NSP/SR (NE PAS LIRE)	A augmenté de 5% ou plus	A diminué de 5% ou plus
		Rise by more than 25%	Rise by between 5% and 25%	Remain approximately the same	Fall by between 5% and 25%	Fall by more than 25%	DK/NA (DO NOT READ OUT)	Rise by 5% or more	Fall by 5% or more
		um mehr als 25% gestiegen	um 5% bis 25% gestiegen	annähernd gleich geblieben	um 5% bis 25% gesunken	um mehr als 25% gesunken	Weiß nicht/ Keine Angabe (NICHT VORLESEN)	um 5% oder mehr gestiegen	um 5% oder mehr gesunken
%		Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394
	EU 28	9	23	32	23	10	3	32	33
	BE	5	31	38	19	6	1	36	25
	BG	5	30	28	18	14	5	35	32
	CZ	5	18	31	31	12	3	23	43
	DK	14	35	31	13	3	4	49	16
	DE	16	29	33	10	5	7	45	15
	EE	9	29	38	13	9	2	38	22
	IE	8	23	33	22	11	3	31	33
	EL	4	14	16	31	33	2	18	64
	ES	4	15	25	37	19	0	19	56
	FR	6	27	38	21	6	2	33	27
	HR	8	20	25	34	11	2	28	45
	IT	6	17	27	34	15	1	23	49
	CY	2	17	10	35	34	2	19	69
	LV	7	35	35	15	5	3	42	20
	LT	19	21	35	14	9	2	40	23
	LU	10	29	45	12	2	2	39	14
	HU	7	29	39	13	11	1	36	24
	MT	5	31	32	25	3	4	36	28
	NL	11	26	32	18	10	3	37	28
	AT	7	34	39	13	2	5	41	15
	PL	14	20	30	23	10	3	34	33
	PT	7	13	30	35	14	1	20	49
	RO	12	28	26	19	12	3	40	31
	SI	11	24	32	24	8	1	35	32
	SK	7	22	32	22	14	3	29	36
	FI	15	26	35	16	6	2	41	22
	SE	19	29	32	10	7	3	48	17
	UK	8	26	37	18	6	5	34	24
	CH	5	29	46	11	5	4	34	16
	US	11	22	42	18	6	1	33	24

D6 Approximativement, quel pourcentage du chiffre d'affaires 2013 de votre entreprise provient des exportations ?

D6 Approximately what percentage of your company's turnover in 2013 came from exports?
































D6 Wie viel Prozent Ihres Unternehmensumsatzes wurden 2013 ungefähr durch Exportgeschäfte generiert?

		Aucun	1 - 10 %	11 - 25 %	26 - 50 %	51 - 75 %	76 - 100 %	NSP/SR (NE PAS LIRE)
		None	1 - 10 %	11 - 25 %	26 - 50 %	51 - 75 %	76 - 100 %	DK/NA (DO NOT READ OUT)
		Kein	1 - 10 %	11 - 25 %	26 - 50 %	51 - 75 %	76 - 100 %	Weiß nicht/ Keine Angabe (NICHT VORLESEN)
%		Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394
	EU 28	73	11	3	4	2	4	4
	BE	71	14	3	4	1	6	2
	BG	88	2	0	1	1	5	3
	CZ	76	8	4	5	2	3	1
	DK	61	13	7	6	3	10	1
	DE	67	13	3	6	4	2	4
	EE	73	11	2	7	2	4	2
	IE	72	10	2	2	2	1	11
	EL	72	15	4	2	1	4	2
	ES	78	10	3	3	2	4	0
	FR	78	10	2	3	1	2	4
	HR	45	15	4	3	3	4	26
	IT	72	11	3	4	1	3	6
	CY	41	6	3	2	0	7	42
	LV	69	11	1	3	3	5	8
	LT	72	7	3	4	3	8	2
	LU	55	18	3	5	4	8	8
	HU	66	14	5	5	2	7	1
	MT	61	6	2	3	2	10	16
	NL	75	10	4	5	2	2	2
	AT	73	11	4	4	3	5	1
	PL	80	7	2	3	2	2	4
	PT	75	11	3	4	2	5	1
	RO	84	7	1	2	0	3	3
	SI	41	22	5	11	4	14	4
	SK	56	17	4	3	3	9	9
	FI	81	8	3	3	2	3	0
	SE	72	12	1	4	2	3	6
	UK	81	9	1	2	1	0	5
	CH	79	8	4	2	2	5	0
	US	80	5	3	2	1	2	8

D7 Votre entreprise vend-elle ses produits ou services à...? (PLUSIEURS REPONSES POSSIBLES)

D7 Does your company sell its goods or services to...? (MULTIPLE ANSWERS POSSIBLE)
































D7 Verkauft Ihr Unternehmen Waren oder Dienstleistungen an...? (MEHRFACHNENNUNGEN MÖGLICH)

		Des consommateurs	D'autres entreprises	Des organismes du secteur public	NSP/SR (NE PAS LIRE)
		Individual consumers	Other companies	Public sector organisations	DK/NA (DO NOT READ OUT)
		Privatverbraucher	Andere Unternehmen	Organisationen des öffentlichen Sektors	Weiß nicht/ Keine Angabe (NICHT VORLESEN)
%		Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394
	EU 28	66	73	37	3
	BE	65	75	43	5
	BG	58	67	24	5
	CZ	77	83	45	2
	DK	66	82	48	1
	DE	61	78	40	2
	EE	50	89	41	0
	IE	78	62	46	0
	EL	66	73	33	0
	ES	75	81	33	1
	FR	67	52	34	8
	HR	71	92	53	0
	IT	58	72	32	1
	CY	66	73	28	2
	LV	68	83	42	1
	LT	71	74	43	2
	LU	82	64	49	1
	HU	54	82	33	4
	MT	77	73	46	1
	NL	58	74	36	2
	AT	71	70	35	3
	PL	69	74	36	1
	PT	76	71	40	0
	RO	60	58	24	2
	SI	53	81	38	8
	SK	50	60	32	12
	FI	57	91	55	1
	SE	46	82	41	4
	UK	75	67	36	3
	CH	64	62	40	8
	US	71	59	41	5

Q1.1 Votre entreprise a-t-elle introduit l'un des types d'innovation suivants depuis janvier 2011 ?
Des produits nouveaux ou significativement améliorés

Q1.1 Has your company introduced any of the following types of innovation since January 2011?
New or significantly improved goods

Q1.1 Hat Ihr Unternehmen seit Januar 2011 eine Innovation eingeführt, die einem der folgenden Typen entspricht?
Neue oder wesentlich verbesserte Waren

		Oui	Non	NSP/SR (NE PAS LIRE)
		Yes	No	DK/NA (DO NOT READ OUT)
		Ja	Nein	Weiß nicht/ Keine Angabe (NICHT VORLESEN)
%		Flash EB 394	Flash EB 394	Flash EB 394
 EU 28		37	62	1
 BE		32	66	2
 BG		32	66	2
 CZ		29	70	1
 DK		46	53	1
 DE		27	71	2
 EE		15	85	0
 IE		36	60	4
 EL		32	67	1
 ES		36	64	0
 FR		35	64	1
 HR		37	57	6
 IT		49	50	1
 CY		26	74	0
 LV		24	75	1
 LT		20	80	0
 LU		40	60	0
 HU		24	76	0
 MT		48	52	0
 NL		27	72	1
 AT		35	63	2
 PL		40	59	1
 PT		48	51	1
 RO		41	58	1
 SI		38	62	0
 SK		39	60	1
 FI		35	61	4
 SE		25	75	0
 UK		35	62	3
 CH		36	64	0
 US		26	73	1

Q1.2 Votre entreprise a-t-elle introduit l'un des types d'innovation suivants depuis janvier 2011 ?
































Des services nouveaux ou significativement améliorés

Q1.2 Has your company introduced any of the following types of innovation since January 2011?

New or significantly improved services

Q1.2 Hat Ihr Unternehmen seit Januar 2011 eine Innovation eingeführt, die einem der folgenden Typen entspricht?

Neue oder wesentlich verbesserte Dienstleistungen

		Oui	Non	NSP/SR (NE PAS LIRE)
		Yes	No	DK/NA (DO NOT READ OUT)
		Ja	Nein	Weiß nicht/ Keine Angabe (NICHT VORLESEN)
%		Flash EB 394	Flash EB 394	Flash EB 394
 EU 28		38	61	1
 BE		36	63	1
 BG		38	60	2
 CZ		41	59	0
 DK		41	59	0
 DE		33	65	2
 EE		20	80	0
 IE		44	55	1
 EL		35	65	0
 ES		36	64	0
 FR		27	72	1
 HR		53	47	0
 IT		43	57	0
 CY		27	72	1
 LV		39	59	2
 LT		23	76	1
 LU		33	67	0
 HU		18	82	0
 MT		48	52	0
 NL		33	66	1
 AT		31	68	1
 PL		49	50	1
 PT		52	48	0
 RO		44	55	1
 SI		42	57	1
 SK		43	54	3
 FI		32	66	2
 SE		29	71	0
 UK		45	54	1
 CH		40	60	0
 US		40	60	0

Q1.3 Votre entreprise a-t-elle introduit l'un des types d'innovation suivants depuis janvier 2011 ?
































Des processus nouveaux ou significativement améliorés (par ex. des processus de production ou des méthodes de distribution)

Q1.3 Has your company introduced any of the following types of innovation since January 2011?

New or significantly improved processes (e.g. production processes or distribution methods)

Q1.3 Hat Ihr Unternehmen seit Januar 2011 eine Innovation eingeführt, die einem der folgenden Typen entspricht?
































Neue oder wesentlich verbesserte Prozesse (z. B. Produktionsverfahren oder Vertriebsmethoden)

		Oui	Non	NSP/SR (NE PAS LIRE)
		Yes	No	DK/NA (DO NOT READ OUT)
		Ja	Nein	Weiß nicht/ Keine Angabe (NICHT VORLESEN)
%		Flash EB 394	Flash EB 394	Flash EB 394
	EU 28	29	70	1
	BE	26	72	2
	BG	22	78	0
	CZ	23	76	1
	DK	36	63	1
	DE	32	67	1
	EE	17	83	0
	IE	33	65	2
	EL	28	72	0
	ES	29	71	0
	FR	22	78	0
	HR	41	58	1
	IT	37	63	0
	CY	23	76	1
	LV	28	72	0
	LT	16	83	1
	LU	22	78	0
	HU	13	87	0
	MT	43	55	2
	NL	31	68	1
	AT	23	76	1
	PL	26	74	0
	PT	44	56	0
	RO	28	71	1
	SI	31	69	0
	SK	29	70	1
	FI	25	74	1
	SE	21	78	1
	UK	28	70	2
	CH	34	65	1
	US	27	73	0

Q1.4 Votre entreprise a-t-elle introduit l'un des types d'innovation suivants depuis janvier 2011 ?
Des stratégies marketing nouvelles ou significativement améliorées

Q1.4 Has your company introduced any of the following types of innovation since January 2011?
New or significantly improved marketing strategies
































Q1.4 Hat Ihr Unternehmen seit Januar 2011 eine Innovation eingeführt, die einem der folgenden Typen entspricht?
Neue oder wesentlich verbesserte Marketingstrategien

		Oui	Non	NSP/SR (NE PAS LIRE)
		Yes	No	DK/NA (DO NOT READ OUT)
		Ja	Nein	Weiß nicht/ Keine Angabe (NICHT VORLESEN)
%		Flash EB 394	Flash EB 394	Flash EB 394
	EU 28	33	67	0
	BE	28	71	1
	BG	21	79	0
	CZ	20	80	0
	DK	35	64	1
	DE	27	72	1
	EE	17	83	0
	IE	37	62	1
	EL	26	74	0
	ES	38	62	0
	FR	25	75	0
	HR	33	67	0
	IT	44	56	0
	CY	36	63	1
	LV	20	79	1
	LT	14	84	2
	LU	30	70	0
	HU	17	83	0
	MT	44	56	0
	NL	25	74	1
	AT	27	73	0
	PL	28	71	1
	PT	45	55	0
	RO	38	61	1
	SI	29	70	1
	SK	28	71	1
	FI	24	75	1
	SE	25	75	0
	UK	38	61	1
	CH	29	71	0
	US	35	65	0

Q1.5 Votre entreprise a-t-elle introduit l'un des types d'innovation suivants depuis janvier 2011 ?
Des structures organisationnelles nouvelles ou significativement améliorées (par ex. la gestion des connaissances ou l'organisation du lieu de travail)

Q1.5 Has your company introduced any of the following types of innovation since January 2011?
New or significantly improved organisational structures (e.g. knowledge management or workplace organisation)
































Q1.5 Hat Ihr Unternehmen seit Januar 2011 eine Innovation eingeführt, die einem der folgenden Typen entspricht?
Neue oder wesentlich verbesserte Organisationsstrukturen (z. B. Wissensmanagement oder Arbeitsplatzorganisation)

		Oui	Non	NSP/SR (NE PAS LIRE)
		Yes	No	DK/NA (DO NOT READ OUT)
		Ja	Nein	Weiß nicht/ Keine Angabe (NICHT VORLESEN)
%		Flash EB 394	Flash EB 394	Flash EB 394
	EU 28	30	70	0
	BE	33	65	2
	BG	26	73	1
	CZ	24	76	0
	DK	30	70	0
	DE	28	71	1
	EE	14	86	0
	IE	35	63	2
	EL	34	66	0
	ES	33	67	0
	FR	25	75	0
	HR	38	62	0
	IT	35	65	0
	CY	43	56	1
	LV	26	74	0
	LT	18	82	0
	LU	32	68	0
	HU	8	91	1
	MT	37	63	0
	NL	21	78	1
	AT	26	74	0
	PL	29	70	1
	PT	47	53	0
	RO	27	73	0
	SI	34	66	0
	SK	27	72	1
	FI	14	86	0
	SE	20	79	1
	UK	34	65	1
	CH	29	70	1
	US	25	75	0

Q2 Approximativement, quel pourcentage du chiffre d'affaires de votre entreprise en 2013 provient des produits ou services innovants introduits depuis janvier 2011 ?

Q2 Approximately what percentage of your company's turnover in 2013 was due to innovative goods or services that have been introduced since January 2011?

Q2 Wie viel Prozent des Unternehmensumsatzes wurden im Jahr 2013 durch solche innovativen, neuartigen Waren oder Dienstleistungen gemacht, die seit Januar 2011 eingeführt wurden?

%		0		Entre 1 et 25%		Entre 26 et 50%		Entre 51 et 75%		Entre 76 et 100%		NSP/SR (NE PAS LIRE)	
		0		Between 1 and 25%		Between 26 and 50%		Between 51 and 75%		Between 76 and 100%		DK/NA (DO NOT READ OUT)	
		0		Zwischen 1 und 25%		Zwischen 26 und 50%		Zwischen 51 und 75%		Zwischen 76 und 100%		Weiß nicht/Keine Angabe (NICHT VORLESEN)	
		Flash EB 394	Diff. Flash EB 343	Flash EB 394	Diff. Flash EB 343	Flash EB 394	Diff. Flash EB 343	Flash EB 394	Diff. Flash EB 343	Flash EB 394	Diff. Flash EB 343	Flash EB 394	Diff. Flash EB 343
	EU 28	10	-1	61	15	13	-2	3	0	4	-1	9	-11
	BE	15	-2	67	28	7	-3	2	1	2	-4	7	-20
	BG	12	0	66	30	12	-15	0	-1	2	-3	8	-11
	CZ	10	3	61	8	17	3	2	-1	3	0	7	-13
	DK	7	0	53	13	15	2	7	2	6	-5	12	-12
	DE	6	-1	58	8	16	2	3	0	7	1	10	-10
	EE	17	-8	57	37	10	2	2	-1	5	-4	9	-26
	IE	7	2	70	18	14	-9	2	-1	0	-3	7	-7
	EL	11	1	64	12	10	-6	9	2	2	2	4	-11
	ES	5	-8	75	33	9	-9	4	1	0	-3	7	-14
	FR	14	5	63	16	6	-7	1	-2	4	-6	12	-6
	HR	25	7	65	12	4	-9	2	2	2	-2	2	-10
	IT	10	-6	59	23	13	5	3	-1	4	1	11	-22
	CY	18	7	44	-29	12	11	7	7	8	7	11	-3
	LV	18	11	53	20	14	-9	6	-1	4	-8	5	-13
	LT	10	6	64	4	11	0	2	-3	6	1	7	-8
	LU	8	-5	65	16	12	7	2	1	7	-14	6	-5
	HU	16	-13	65	33	13	-7	0	0	3	3	3	-16
	MT	11	-13	71	14	5	2	3	2	4	3	6	-8
	NL	19	5	53	-1	12	3	3	-2	4	-3	9	-2
	AT	8	7	65	13	12	-6	2	-2	7	-4	6	-8
	PL	8	5	56	2	17	-4	7	0	4	2	8	-5
	PT	11	3	66	13	11	-9	3	3	3	2	6	-12
	RO	8	8	65	29	13	-12	2	-10	2	-3	10	-12
	SI	17	10	65	15	12	-18	0	0	1	0	5	-7
	SK	14	7	61	18	15	-8	3	-4	2	-3	5	-10
	FI	7	-3	54	-3	17	1	5	0	14	7	3	-2
	SE	13	2	52	14	16	0	4	1	6	-10	9	-7
	UK	14	4	55	6	14	-2	4	1	6	1	7	-10
	CH	8	-9	69	13	12	2	3	0	2	-2	6	-4
	US	10		60		16		4		6		4	

Q3.1 Depuis janvier 2011, votre entreprise a-t-elle.... ?
































Déposé un ou plusieurs brevets ou marques

Q3.1 Since January 2011 has your company...?

Applied for one or more patents or trademarks

Q3.1 Hat Ihr Unternehmen seit Januar 2011...? Bitte vorlesen! Nur eine Nennung möglich!

Ein oder mehrere Patente, oder eine oder mehrere Marken angemeldet

		Oui	Non	NSP/SR (NE PAS LIRE)
		Yes	No	DK/NA (DO NOT READ OUT)
		Ja	Nein	Weiß nicht/ Keine Angabe (NICHT VORLESEN)
%		Flash EB 394	Flash EB 394	Flash EB 394
 EU 28		7	93	0
 BE		5	95	0
 BG		8	92	0
 CZ		7	93	0
 DK		13	87	0
 DE		14	85	1
 EE		3	97	0
 IE		4	96	0
 EL		8	92	0
 ES		6	94	0
 FR		5	95	0
 HR		4	96	0
 IT		5	95	0
 CY		7	92	1
 LV		3	97	0
 LT		6	94	0
 LU		8	92	0
 HU		4	96	0
 MT		7	92	1
 NL		4	95	1
 AT		10	89	1
 PL		2	98	0
 PT		9	89	2
 RO		3	96	1
 SI		6	94	0
 SK		4	95	1
 FI		6	94	0
 SE		6	94	0
 UK		4	95	1
 CH		9	91	0
 US		6	93	1

Q3.2 Depuis janvier 2011, votre entreprise a-t-elle.... ?
































Mené des activités de recherche et développement (R&D) en interne, ou les a sous-traitées

Q3.2 Since January 2011 has your company...?

Carried out research and development (R&D) either in-house or by subcontracting

Q3.2 Hat Ihr Unternehmen seit Januar 2011...? Bitte vorlesen! Nur eine Nennung möglich!

Intern, oder über ein Subunternehmen Aktivitäten zu Forschung und Entwicklung (FuE) durchgeführt

		Oui	Non	NSP/SR (NE PAS LIRE)
		Yes	No	DK/NA (DO NOT READ OUT)
		Ja	Nein	Weiß nicht/ Keine Angabe (NICHT VORLESEN)
%		Flash EB 394	Flash EB 394	Flash EB 394
 EU 28		22	78	0
 BE		24	76	0
 BG		7	93	0
 CZ		22	78	0
 DK		32	68	0
 DE		16	84	0
 EE		8	92	0
 IE		30	70	0
 EL		22	78	0
 ES		20	80	0
 FR		18	82	0
 HR		27	72	1
 IT		27	72	1
 CY		14	84	2
 LV		23	77	0
 LT		6	94	0
 LU		7	93	0
 HU		12	88	0
 MT		29	68	3
 NL		35	65	0
 AT		16	83	1
 PL		8	92	0
 PT		22	78	0
 RO		20	80	0
 SI		19	80	1
 SK		22	77	1
 FI		40	60	0
 SE		18	82	0
 UK		28	70	2
 CH		20	80	0
 US		25	75	0

Q4.1 Depuis janvier 2011, quelle a été la contribution de chacun des acteurs suivants au développement d'idées pour les innovations de votre entreprise ?
































Les employés de votre entreprise

Q4.1 How much has each of the following contributed to the development of the ideas for your company's innovations since January 2011?

The employees in your company

Q4.1 Wie viel haben die folgenden Gruppen jeweils zur Entwicklung der Ideen für die Innovationen Ihres Unternehmens seit Januar 2011 beigetragen?

Die Beschäftigten Ihres Unternehmens

		Ils ont beaucoup contribué	Ils ont un peu contribué	Ils n'ont pas contribué du tout	NSP/SR (NE PAS LIRE)	Total 'Ils ont contribué'
		Contributed a lot	Contributed a little	Has not contributed at all	DK/NA (DO NOT READ OUT)	Total 'Contributed'
		Hat/Haben viel beigetragen	Hat/Haben etwas beigetragen	Hat/Haben nicht beigetragen	Weiß nicht/ Keine Angabe (NICHT VORLESEN)	Gesamt 'Haben beigetragen'
%		Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394
	EU 28	42	36	20	2	78
	BE	37	38	21	4	75
	BG	40	36	17	7	76
	CZ	25	44	31	0	69
	DK	51	28	13	8	79
	DE	45	34	20	1	79
	EE	32	42	25	1	74
	IE	48	34	10	8	82
	EL	46	30	23	1	76
	ES	35	42	23	0	77
	FR	32	42	22	4	74
	HR	38	51	10	1	89
	IT	55	29	16	0	84
	CY	53	33	14	0	86
	LV	27	55	17	1	82
	LT	27	53	18	2	80
	LU	27	38	35	0	65
	HU	27	32	39	2	59
	MT	41	36	23	0	77
	NL	39	33	15	13	72
	AT	47	30	21	2	77
	PL	19	44	33	4	63
	PT	55	37	8	0	92
	RO	47	33	19	1	80
	SI	37	40	23	0	77
	SK	22	45	32	1	67
	FI	49	38	12	1	87
	SE	51	28	19	2	79
	UK	46	34	16	4	80
	CH	39	38	21	2	77
	US	47	33	17	3	80

Q4.2 Depuis janvier 2011, quelle a été la contribution de chacun des acteurs suivants au développement d'idées pour les innovations de votre entreprise ?
































La direction de votre entreprise

Q4.2 How much has each of the following contributed to the development of the ideas for your company's innovations since January 2011?

The management in your company

Q4.2 Wie viel haben die folgenden Gruppen jeweils zur Entwicklung der Ideen für die Innovationen Ihres Unternehmens seit Januar 2011 beigetragen?
































Das Management Ihres Unternehmens

		Ils ont beaucoup contribué	Ils ont un peu contribué	Ils n'ont pas contribué du tout	NSP/SR (NE PAS LIRE)	Total 'Ils ont contribué'
		Contributed a lot	Contributed a little	Has not contributed at all	DK/NA (DO NOT READ OUT)	Total 'Contributed'
		Hat/Haben viel beigetragen	Hat/Haben etwas beigetragen	Hat/Haben nicht beigetragen	Weiß nicht/ Keine Angabe (NICHT VORLESEN)	Gesamt 'Haben beigetragen'
	%	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394
	EU 28	62	25	12	1	87
	BE	52	34	12	2	86
	BG	56	33	10	1	89
	CZ	46	35	17	2	81
	DK	68	19	11	2	87
	DE	66	24	10	0	90
	EE	78	15	6	1	93
	IE	75	17	7	1	92
	EL	76	12	11	1	88
	ES	44	34	22	0	78
	FR	56	30	13	1	86
	HR	63	28	8	1	91
	IT	78	14	7	1	92
	CY	54	22	22	2	76
	LV	37	48	15	0	85
	LT	63	22	15	0	85
	LU	52	31	17	0	83
	HU	62	18	19	1	80
	MT	68	17	15	0	85
	NL	58	26	12	4	84
	AT	69	19	10	2	88
	PL	38	30	27	5	68
	PT	61	34	4	1	95
	RO	74	20	3	3	94
	SI	72	17	11	0	89
	SK	50	34	14	2	84
	FI	64	31	4	1	95
	SE	67	21	10	2	88
	UK	72	20	6	2	92
	CH	62	28	9	1	90
	US	60	33	5	2	93

Q4.3 Depuis janvier 2011, quelle a été la contribution de chacun des acteurs suivants au développement d'idées pour les innovations de votre entreprise ?
D'autres entreprises

Q4.3 How much has each of the following contributed to the development of the ideas for your company's innovations since January 2011?
Other companies

Q4.3 Wie viel haben die folgenden Gruppen jeweils zur Entwicklung der Ideen für die Innovationen Ihres Unternehmens seit Januar 2011 beigetragen?
Andere Unternehmen

		Ils ont beaucoup contribué	Ils ont un peu contribué	Ils n'ont pas contribué du tout	NSP/SR (NE PAS LIRE)	Total 'Ils ont contribué'
		Contributed a lot	Contributed a little	Has not contributed at all	DK/NA (DO NOT READ OUT)	Total 'Contributed'
		Hat/Haben viel beigetragen	Hat/Haben etwas beigetragen	Hat/Haben nicht beigetragen	Weiß nicht/ Keine Angabe (NICHT VORLESEN)	Gesamt 'Haben beigetragen'
%		Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394
	EU 28	15	39	45	1	54
	BE	6	40	49	5	46
	BG	13	38	48	1	51
	CZ	9	35	56	0	44
	DK	18	45	35	2	63
	DE	15	39	46	0	54
	EE	13	30	56	1	43
	IE	14	45	40	1	59
	EL	21	29	49	1	50
	ES	11	42	47	0	53
	FR	11	24	62	3	35
	HR	12	38	49	1	50
	IT	21	39	40	0	60
	CY	15	37	45	3	52
	LV	8	45	46	1	53
	LT	6	30	61	3	36
	LU	4	37	59	0	41
	HU	11	36	52	1	47
	MT	19	24	57	0	43
	NL	17	42	37	4	59
	AT	12	36	51	1	48
	PL	13	41	44	2	54
	PT	23	52	25	0	75
	RO	15	34	48	3	49
	SI	9	37	54	0	46
	SK	6	36	56	2	42
	FI	22	51	27	0	73
	SE	15	47	38	0	62
	UK	10	38	49	3	48
	CH	10	38	51	1	48
	US	11	43	43	3	54

Q4.4 Depuis janvier 2011, quelle a été la contribution de chacun des acteurs suivants au développement d'idées pour les innovations de votre entreprise ?
































Des universités ou instituts de recherche

Q4.4 How much has each of the following contributed to the development of the ideas for your company's innovations since January 2011?

Universities or research organisations

Q4.4 Wie viel haben die folgenden Gruppen jeweils zur Entwicklung der Ideen für die Innovationen Ihres Unternehmens seit Januar 2011 beigetragen?

Universitäten oder Forschungsorganisationen

		Ils ont beaucoup contribué	Ils ont un peu contribué	Ils n'ont pas contribué du tout	NSP/SR (NE PAS LIRE)	Total 'Ils ont contribué'
		Contributed a lot	Contributed a little	Has not contributed at all	DK/NA (DO NOT READ OUT)	Total 'Contributed'
		Hat/Haben viel beigetragen	Hat/Haben etwas beigetragen	Hat/Haben nicht beigetragen	Weiß nicht/ Keine Angabe (NICHT VORLESEN)	Gesamt 'Haben beigetragen'
%		Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394
	EU 28	3	14	82	1	17
	BE	1	18	77	4	19
	BG	3	11	83	3	14
	CZ	4	8	88	0	12
	DK	2	23	74	1	25
	DE	1	19	80	0	20
	EE	1	10	88	1	11
	IE	6	14	79	1	20
	EL	5	15	79	1	20
	ES	3	11	86	0	14
	FR	2	11	85	2	13
	HR	2	18	79	1	20
	IT	4	14	80	2	18
	CY	1	15	81	3	16
	LV	2	16	81	1	18
	LT	3	11	86	0	14
	LU	0	12	88	0	12
	HU	0	14	85	1	14
	MT	4	11	85	0	15
	NL	6	14	77	3	20
	AT	1	15	82	2	16
	PL	5	10	83	2	15
	PT	2	19	79	0	21
	RO	3	11	85	1	14
	SI	2	8	90	0	10
	SK	2	6	89	3	8
	FI	5	17	77	1	22
	SE	7	20	73	0	27
	UK	2	11	86	1	13
	CH	4	11	83	2	15
	US	3	8	88	1	11

Q4.5 Depuis janvier 2011, quelle a été la contribution de chacun des acteurs suivants au développement d'idées pour les innovations de votre entreprise ?
































Des organismes du secteur public

Q4.5 How much has each of the following contributed to the development of the ideas for your company's innovations since January 2011?

Public sector organisations

Q4.5 Wie viel haben die folgenden Gruppen jeweils zur Entwicklung der Ideen für die Innovationen Ihres Unternehmens seit Januar 2011 beigetragen?

Organisationen des öffentlichen Sektors

		Ils ont beaucoup contribué	Ils ont un peu contribué	Ils n'ont pas contribué du tout	NSP/SR (NE PAS LIRE)	Total 'Ils ont contribué'
		Contributed a lot	Contributed a little	Has not contributed at all	DK/NA (DO NOT READ OUT)	Total 'Contributed'
		Hat/Haben viel beigetragen	Hat/Haben etwas beigetragen	Hat/Haben nicht beigetragen	Weiß nicht/ Keine Angabe (NICHT VORLESEN)	Gesamt 'Haben beigetragen'
%		Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394
	EU 28	4	16	79	1	20
	BE	2	13	80	5	15
	BG	7	18	73	2	25
	CZ	2	9	89	0	11
	DK	5	17	75	3	22
	DE	2	17	81	0	19
	EE	3	15	81	1	18
	IE	7	20	72	1	27
	EL	3	14	82	1	17
	ES	0	14	86	0	14
	FR	2	16	81	1	18
	HR	2	15	82	1	17
	IT	6	15	78	1	21
	CY	4	16	77	3	20
	LV	4	29	66	1	33
	LT	3	19	76	2	22
	LU	4	13	83	0	17
	HU	1	9	87	3	10
	MT	8	15	75	2	23
	NL	5	15	78	2	20
	AT	3	19	77	1	22
	PL	3	16	79	2	19
	PT	2	25	72	1	27
	RO	5	18	74	3	23
	SI	1	8	91	0	9
	SK	2	11	84	3	13
	FI	8	29	63	0	37
	SE	5	19	75	1	24
	UK	5	22	71	2	27
	CH	3	17	79	1	20
	US	6	19	73	2	25

Q4.6 Depuis janvier 2011, quelle a été la contribution de chacun des acteurs suivants au développement d'idées pour les innovations de votre entreprise ?
































Des consommateurs

Q4.6 How much has each of the following contributed to the development of the ideas for your company's innovations since January 2011?

Individual consumers

Q4.6 Wie viel haben die folgenden Gruppen jeweils zur Entwicklung der Ideen für die Innovationen Ihres Unternehmens seit Januar 2011 beigetragen?
































Privatverbraucher

		Ils ont beaucoup contribué	Ils ont un peu contribué	Ils n'ont pas contribué du tout	NSP/SR (NE PAS LIRE)	Total 'Ils ont contribué'
		Contributed a lot	Contributed a little	Has not contributed at all	DK/NA (DO NOT READ OUT)	Total 'Contributed'
		Hat/Haben viel beigetragen	Hat/Haben etwas beigetragen	Hat/Haben nicht beigetragen	Weiß nicht/ Keine Angabe (NICHT VORLESEN)	Gesamt 'Haben beigetragen'
%		Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394
	EU 28	14	31	54	1	45
	BE	5	37	54	4	42
	BG	16	33	48	3	49
	CZ	9	25	65	1	34
	DK	11	28	59	2	39
	DE	9	28	62	1	37
	EE	6	16	77	1	22
	IE	21	35	42	2	56
	EL	21	32	45	2	53
	ES	7	34	59	0	41
	FR	17	34	48	1	51
	HR	18	27	54	1	45
	IT	18	31	51	0	49
	CY	21	40	34	5	61
	LV	8	39	53	0	47
	LT	5	29	65	1	34
	LU	9	41	50	0	50
	HU	3	19	77	1	22
	MT	17	21	62	0	38
	NL	6	20	72	2	26
	AT	11	24	61	4	35
	PL	15	37	47	1	52
	PT	36	35	28	1	71
	RO	25	33	40	2	58
	SI	9	31	58	2	40
	SK	7	43	47	3	50
	FI	6	37	57	0	43
	SE	14	26	58	2	40
	UK	22	29	47	2	51
	CH	14	34	51	1	48
	US	23	39	37	1	62

Q5 Depuis janvier 2011, votre entreprise a-t-elle reçu une aide financière publique au titre de la recherche et du développement ou d'autres activités d'innovation..? (PLUSIEURS REPONSES POSSIBLES)

Q5 Has your company received any public financial support for research and development or other innovation activities from any of the following since January 2011? (MULTIPLE ANSWERS POSSIBLE)
































Q5 Hat Ihr Unternehmen seit Januar 2011 von einer der folgenden Organisationen öffentliche Fördermittel für Forschung und Entwicklung oder andere Innovationsaktivitäten erhalten? (MEHRFACHNENNUNGEN MÖGLICH)

		D'administrations locales ou régionales Local or regional governments or administrations Lokale oder regionale Regierungen oder Verwaltungen	Du gouvernement ou d'administrations nationales National government or administration Nationale Regierung oder Verwaltung	De l'Union européenne European Union Europäische Union	Autre (NE PAS LIRE) Other (SPONTANEOUS) Andere (NICHT VORLESEN)	Aucune (NE PAS LIRE) None (SPONTANEOUS) Nichts davon (NICHT VORLESEN)	NSP/SR (NE PAS LIRE) DK/NA (DO NOT READ OUT) Weiß nicht/ Keine Angabe (NICHT VORLESEN)
%		Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394
 EU 28		4	3	3	1	91	0
 BE		10	6	5	1	83	1
 BG		1	1	5	2	92	1
 CZ		2	4	4	0	92	0
 DK		3	5	3	0	92	0
 DE		4	4	3	2	89	1
 EE		0	3	5	1	91	0
 IE		4	4	2	0	91	1
 EL		1	2	6	0	92	0
 ES		4	4	3	0	92	0
 FR		5	4	2	0	92	0
 HR		3	6	1	0	91	0
 IT		5	2	2	1	92	0
 CY		1	2	6	0	89	3
 LV		1	1	3	0	94	0
 LT		2	1	4	0	93	0
 LU		0	7	2	0	92	0
 HU		0	3	6	1	90	0
 MT		1	5	7	0	87	2
 NL		4	8	1	0	89	0
 AT		7	5	2	1	90	0
 PL		5	1	11	0	84	1
 PT		1	4	3	2	93	0
 RO		0	2	2	0	95	1
 SI		1	2	3	2	93	0
 SK		1	2	3	2	93	1
 FI		6	9	4	2	85	0
 SE		4	1	2	1	93	1
 UK		3	2	1	0	94	1
 CH		3	1	0	2	94	1
 US		2	1	1	0	96	0

Q6 Quelle a été l'importance de cette aide financière pour le développement de vos innovations au cours des 3 dernières années sur une échelle de 1 à 6 où "1" signifie que l'innovation aurait été développée sans cette aide et "6" que cette aide était indispensable au développement de l'innovation ?

Q6 How important was this financial support for developing your innovations in the last 3 years on a scale from '1' to '6' – where '1' means the innovation would have been developed without the support and '6' the support was indispensable for developing the innovation?
































Q6 Wie wichtig waren diese Fördermittel für die Entwicklung Ihrer Innovationen in den letzten 3 Jahren auf einer Skala von "1" bis "6" - wobei "1" bedeutet, dass die Innovation auch ohne die Förderung entwickelt worden wäre, und "6", dass die Förderung für die Entwicklung der Innovation unentbehrlich war?

		1 - L'innovation aurait été développée sans l'aide	2	3	4	5	6 – L'aide était indispensable au développement de l'innovation
		1 - The innovation would have been developed without the support	2	3	4	5	6 – The support was indispensable for developing the innovation
		1 - Die Innovation wäre auch ohne die Förderung entwickelt worden	2	3	4	5	6 - Die Förderung war für die Entwicklung der Innovation unentbehrlich
%		Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394
	EU 28	20	10	20	13	15	20
	BE	21	16	6	7	11	34
	BG	36	11	4	9	7	23
	CZ	25	5	39	12	7	11
	DK	30	10	19	11	14	16
	DE	12	11	16	11	15	24
	EE	15	19	6	21	29	8
	IE	7	9	7	12	37	21
	EL	9	5	13	32	17	23
	ES	20	16	18	5	16	25
	FR	35	7	7	14	15	23
	HR	23	14	18	18	8	18
	IT	10	6	39	12	12	20
	CY	17	2	14	5	19	43
	LV	3	5	13	13	27	35
	LT	12	5	17	25	3	39
	LU	66	4	8	2	6	15
	HU	3	1	12	12	38	33
	MT	8	1	22	6	4	53
	NL	35	9	14	20	16	5
	AT	20	17	32	9	5	18
	PL	23	9	16	13	17	16
	PT	3	14	30	23	19	11
	RO	0	4	17	2	19	52
	SI	45	18	4	8	12	12
	SK	28	8	19	7	10	14
	FI	9	20	18	12	24	17
	SE	6	22	1	29	16	23
	UK	14	2	30	36	2	15
	CH	15	8	19	10	3	34
	US	18	22	5	21	5	25

Q6 Quelle a été l'importance de cette aide financière pour le développement de vos innovations au cours des 3 dernières années sur une échelle de 1 à 6 où "1" signifie que l'innovation aurait été développée sans cette aide et "6" que cette aide était indispensable au développement de l'innovation ?

Q6 How important was this financial support for developing your innovations in the last 3 years on a scale from '1' to '6' – where '1' means the innovation would have been developed without the support and '6' the support was indispensable for developing the innovation?
































Q6 Wie wichtig waren diese Fördermittel für die Entwicklung Ihrer Innovationen in den letzten 3 Jahren auf einer Skala von "1" bis "6" - wobei "1" bedeutet, dass die Innovation auch ohne die Förderung entwickelt worden wäre, und "6", dass die Förderung für die Entwicklung der Innovation unentbehrlich war?

		NSP/SR (NE PAS LIRE)	Total 'Pas important'	Total 'Important'
		DK/NA (DO NOT READ OUT)	Total 'Not important'	Total 'Important'
		Weiß nicht/ Keine Angabe (NICHT VORLESEN)	Gesamt 'Nicht wichtig'	Gesamt 'Wichtig'
%		Flash EB 394	Flash EB 394	Flash EB 394
	EU 28	3	49	48
	BE	7	42	51
	BG	11	51	39
	CZ	0	70	30
	DK	0	59	41
	DE	11	39	49
	EE	2	40	58
	IE	8	23	69
	EL	0	28	72
	ES	1	54	46
	FR	1	48	51
	HR	0	55	45
	IT	0	56	44
	CY	0	33	67
	LV	4	21	75
	LT	0	33	67
	LU	0	78	22
	HU	1	16	83
	MT	5	31	63
	NL	1	57	42
	AT	0	68	32
	PL	5	49	46
	PT	0	47	53
	RO	6	21	73
	SI	0	67	33
	SK	15	55	30
	FI	0	47	53
	SE	4	29	68
	UK	0	46	54
	CH	12	41	47
	US	4	45	52

Q7 Depuis janvier 2011, votre entreprise a-t-elle reçu une aide publique, financière ou non, au titre de l'une des activités suivantes afin de commercialiser vos produits ou services innovants ? Une aide... (PLUSIEURS REPONSES POSSIBLES)

Q7 Since January 2011 has your company received financial or non-financial support from a government or administration for any of the following activities to commercialise your innovative goods or services? Support for... (MULTIPLE ANSWERS POSSIBLE)
































Q7 Hat Ihr Unternehmen seit Januar 2011 bei einer der folgenden Aktivitäten zur Kommerzialisierung von innovativen Waren oder Dienstleistungen finanzielle oder nicht-finanzielle Unterstützung von einer Regierung oder Verwaltung erhalten? Wenn ja, erhielten Sie Unterstützung (MEHRFACHNENNUNGEN MÖGLICH)

		... à la mise en conformité avec les réglementations ou normes Meeting regulations or standards Bei der Erfüllung von Bestimmungen und Normen	... pour le développement d'un plan marketing Developing a marketing plan Bei der Entwicklung eines Marketingplans	... pour le développement d'un prototype Developing a prototype Bei der Entwicklung eines Prototyps
%		Flash EB 394	Flash EB 394	Flash EB 394
 EU 28		4	2	2
 BE		7	4	3
 BG		3	2	0
 CZ		1	1	3
 DK		0	0	1
 DE		2	4	4
 EE		0	1	1
 IE		6	7	5
 EL		5	2	3
 ES		6	3	3
 FR		6	4	3
 HR		2	4	3
 IT		4	0	1
 CY		1	0	0
 LV		2	1	1
 LT		1	1	0
 LU		5	1	2
 HU		2	5	1
 MT		3	3	2
 NL		5	4	9
 AT		2	1	4
 PL		4	3	1
 PT		3	4	1
 RO		0	1	0
 SI		2	0	0
 SK		1	0	1
 FI		2	8	6
 SE		4	3	3
 UK		6	2	1
 CH		3	2	1
 US		7	14	3

Q7 Depuis janvier 2011, votre entreprise a-t-elle reçu une aide publique, financière ou non, au titre de l'une des activités suivantes afin de commercialiser vos produits ou services innovants ? Une aide... (PLUSIEURS REPONSES POSSIBLES)

Q7 Since January 2011 has your company received financial or non-financial support from a government or administration for any of the following activities to commercialise your innovative goods or services? Support for... (MULTIPLE ANSWERS POSSIBLE)
































Q7 Hat Ihr Unternehmen seit Januar 2011 bei einer der folgenden Aktivitäten zur Kommerzialisierung von innovativen Waren oder Dienstleistungen finanzielle oder nicht-finanzielle Unterstützung von einer Regierung oder Verwaltung erhalten? Wenn ja, erhielten Sie Unterstützung (MEHRFACHNENNUNGEN MÖGLICH)

		... pour former le personnel à la promotion de biens ou services innovants Training staff in how to promote innovative goods or services Für die Schulung von Mitarbeitern, die innovativen Waren oder Dienstleistungen richtig zu bewerben und anzubieten	... pour déposer ou gérer des droits de propriété intellectuelle Applying for or managing intellectual property rights Bei der Beantragung oder Verwaltung von Rechten am geistigen Eigentum	... pour réaliser des tests avant mise sur le marché Market-testing a product or service before launch Bei einem Markttest eines Produkts oder einer Dienstleistung vor der Markteinführung
%		Flash EB 394	Flash EB 394	Flash EB 394
 EU 28		6	1	2
 BE		14	4	3
 BG		8	0	2
 CZ		2	2	2
 DK		2	0	2
 DE		3	2	1
 EE		1	0	1
 IE		9	3	6
 EL		7	0	3
 ES		24	1	2
 FR		3	1	3
 HR		6	1	6
 IT		4	0	0
 CY		13	0	0
 LV		3	1	1
 LT		5	0	0
 LU		18	1	1
 HU		3	0	0
 MT		2	2	2
 NL		4	0	3
 AT		1	0	1
 PL		6	1	1
 PT		5	1	0
 RO		2	0	0
 SI		2	0	0
 SK		2	1	1
 FI		7	2	5
 SE		3	2	2
 UK		8	1	1
 CH		3	2	3
 US		11	1	5

Q7 Depuis janvier 2011, votre entreprise a-t-elle reçu une aide publique, financière ou non, au titre de l'une des activités suivantes afin de commercialiser vos produits ou services innovants ? Une aide... (PLUSIEURS REPONSES POSSIBLES)

Q7 Since January 2011 has your company received financial or non-financial support from a government or administration for any of the following activities to commercialise your innovative goods or services? Support for... (MULTIPLE ANSWERS POSSIBLE)
































Q7 Hat Ihr Unternehmen seit Januar 2011 bei einer der folgenden Aktivitäten zur Kommerzialisierung von innovativen Waren oder Dienstleistungen finanzielle oder nicht-finanzielle Unterstützung von einer Regierung oder Verwaltung erhalten? Wenn ja, erhielten Sie Unterstützung (MEHRFACHNENNUNGEN MÖGLICH)

		... à l'exportation Selling in export markets Beim Verkauf auf Exportmärkten	Aucune de ces aides None of the above Nichts davon	NSP/SR (NE PAS LIRE) DK/NA (DO NOT READ OUT) Weiß nicht/ Keine Angabe (NICHT VORLESEN)
%		Flash EB 394	Flash EB 394	Flash EB 394
 EU 28		2	87	1
 BE		5	74	2
 BG		0	90	0
 CZ		0	95	0
 DK		4	92	0
 DE		2	89	1
 EE		1	91	5
 IE		3	80	1
 EL		3	88	2
 ES		3	69	1
 FR		3	87	0
 HR		1	91	0
 IT		0	92	2
 CY		0	78	8
 LV		2	93	0
 LT		3	91	1
 LU		6	80	0
 HU		3	89	3
 MT		4	90	0
 NL		1	78	5
 AT		2	89	2
 PL		1	89	1
 PT		2	91	0
 RO		0	96	1
 SI		1	94	0
 SK		0	95	1
 FI		4	80	1
 SE		1	90	0
 UK		3	84	1
 CH		0	91	1
 US		1	78	1

Q8 Quelle a été l'importance de cette aide, financière ou non, pour la commercialisation de vos produits ou services innovants au cours des 3 dernières années sur une échelle de 1 à 6 où "1" signifie que l'innovation aurait été commercialisée sans cette aide et "6" que l'aide était indispensable ?

Q8 How important was this financial or non-financial support for commercialising your innovative goods or services in the last 3 years on a scale from '1' to '6' – where '1' means the innovation would have been commercialised without the support and '6' the support was indispensable for commercialising the innovation?
































Q8 Wie wichtig war diese finanzielle oder nicht-finanzielle Unterstützung der Kommerzialisierung Ihrer innovativen Waren oder Dienstleistungen in den letzten 3 Jahren auf einer Skala von "1" bis "6" - wobei "1" bedeutet, dass die Innovation auch ohne diese Unterstützung kommerzialisiert worden wäre, und "6", dass die Unterstützung für die Kommerzialisierung der Innovation unentbehrlich war?

		1 - L'innovation aurait été commercialisée sans l'aide	2	3	4	5	6 – L'aide était indispensable à la commercialisation de l'innovation
		1 - The innovation would have been commercialised without the support	2	3	4	5	6 – The support was indispensable for commercialising the innovation
		1 - Die Innovation wäre auch ohne diese Unterstützung kommerzialisiert worden	2	3	4	5	6 - Die Unterstützung war für die Kommerzialisierung der Innovation unentbehrlich
%		Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394
	EU 28	35	17	15	10	11	9
	BE	51	9	17	2	3	15
	BG	5	16	23	10	0	44
	CZ	8	32	42	10	3	5
	DK	25	26	22	4	5	17
	DE	26	30	19	5	13	6
	EE	9	19	18	9	28	18
	IE	22	19	17	17	15	9
	EL	16	10	11	1	20	41
	ES	48	17	13	8	9	5
	FR	41	5	3	19	17	5
	HR	4	13	38	13	9	22
	IT	32	9	22	5	16	13
	CY	34	13	48	0	5	0
	LV	38	4	7	11	32	4
	LT	3	10	37	31	8	11
	LU	56	6	16	1	3	17
	HU	5	0	12	2	68	10
	MT	2	25	25	0	2	46
	NL	31	26	12	31	0	0
	AT	25	13	25	25	2	8
	PL	37	12	17	1	10	14
	PT	1	16	13	22	31	17
	RO	0	47	0	0	0	47
	SI	52	10	20	14	5	0
	SK	43	5	14	10	24	5
	FI	18	13	14	37	9	9
	SE	38	2	29	8	0	23
	UK	34	23	10	10	8	7
	CH	18	21	27	2	15	17
	US	33	12	19	3	18	8

Q8 Quelle a été l'importance de cette aide, financière ou non, pour la commercialisation de vos produits ou services innovants au cours des 3 dernières années sur une échelle de 1 à 6 où "1" signifie que l'innovation aurait été commercialisée sans cette aide et "6" que l'aide était indispensable ?

Q8 How important was this financial or non-financial support for commercialising your innovative goods or services in the last 3 years on a scale from '1' to '6' – where '1' means the innovation would have been commercialised without the support and '6' the support was indispensable for commercialising the innovation?
































Q8 Wie wichtig war diese finanzielle oder nicht-finanzielle Unterstützung der Kommerzialisierung Ihrer innovativen Waren oder Dienstleistungen in den letzten 3 Jahren auf einer Skala von "1" bis "6" - wobei "1" bedeutet, dass die Innovation auch ohne diese Unterstützung kommerzialisiert worden wäre, und "6", dass die Unterstützung für die Kommerzialisierung der Innovation unentbehrlich war?

%		NSP/SR (NE PAS LIRE)	Total 'Pas important'	Total 'Important'
		DK/NA (DO NOT READ OUT)	Total 'Not important'	Total 'Important'
		Weiß nicht/ Keine Angabe (NICHT VORLESEN)	Gesamt 'Nicht wichtig'	Gesamt 'Wichtig'
		Flash EB 394	Flash EB 394	Flash EB 394
	EU 28	3	67	30
	BE	3	77	20
	BG	2	45	54
	CZ	0	82	18
	DK	0	74	26
	DE	0	76	24
	EE	0	45	55
	IE	1	58	42
	EL	0	37	63
	ES	0	78	22
	FR	10	49	40
	HR	0	55	45
	IT	3	63	34
	CY	0	95	5
	LV	4	49	47
	LT	0	49	51
	LU	0	78	22
	HU	2	17	81
	MT	0	52	48
	NL	0	69	31
	AT	3	62	35
	PL	9	66	25
	PT	0	30	70
	RO	5	47	47
	SI	0	81	19
	SK	0	62	38
	FI	0	45	55
	SE	0	69	31
	UK	8	67	25
	CH	0	66	34
	US	8	63	28

Q9a.1 Depuis janvier 2011, votre entreprise a-t-elle collaboré avec l'un des partenaires suivants pour le marketing, la distribution ou la promotion de l'un de vos produits ou services innovants ?
Un concurrent

Q9a.1 Has your company collaborated with any of the following partners for the marketing, distribution or promotion of any of your innovative goods or services since January 2011?
A competitor
































Q9a.1 Hat Ihr Unternehmen seit Januar 2011 bei der Durchführung von Marketing-, Vertriebs- und Werbemaßnahmen für Ihre innovativen Produkte oder Dienstleistungen mit einem der folgenden Partner/ Anbieter zusammengearbeitet?
Mit einem Konkurrenten

		Oui	Non	NSP/SR (NE PAS LIRE)
		Yes	No	DK/NA (DO NOT READ OUT)
		Ja	Nein	Weiß nicht/ Keine Angabe (NICHT VORLESEN)
%		Flash EB 394	Flash EB 394	Flash EB 394
	EU 28	12	87	1
	BE	11	89	0
	BG	20	80	0
	CZ	19	81	0
	DK	13	86	1
	DE	12	88	0
	EE	21	79	0
	IE	11	88	1
	EL	7	93	0
	ES	12	88	0
	FR	8	92	0
	HR	29	71	0
	IT	13	86	1
	CY	23	77	0
	LV	27	73	0
	LT	30	70	0
	LU	10	87	3
	HU	8	92	0
	MT	15	85	0
	NL	15	82	3
	AT	14	85	1
	PL	13	87	0
	PT	7	92	1
	RO	23	76	1
	SI	18	82	0
	SK	14	84	2
	FI	19	81	0
	SE	8	92	0
	UK	7	93	0
	CH	20	80	0
	US	7	93	0

Q9a.2 Depuis janvier 2011, votre entreprise a-t-elle collaboré avec l'un des partenaires suivants pour le marketing, la distribution ou la promotion de l'un de vos produits ou services innovants ?
Une entreprise partenaire ou un consultant externe

Q9a.2 Has your company collaborated with any of the following partners for the marketing, distribution or promotion of any of your innovative goods or services since January 2011?
A partner company or an external consultant
































Q9a.2 Hat Ihr Unternehmen seit Januar 2011 bei der Durchführung von Marketing-, Vertriebs- und Werbemaßnahmen für Ihre innovativen Produkte oder Dienstleistungen mit einem der folgenden Partner/ Anbieter zusammengearbeitet?
Mit einem Partnerunternehmen oder einem externen Berater

		Oui	Non	NSP/SR (NE PAS LIRE)
		Yes	No	DK/NA (DO NOT READ OUT)
		Ja	Nein	Weiß nicht/ Keine Angabe (NICHT VORLESEN)
%		Flash EB 394	Flash EB 394	Flash EB 394
	EU 28	35	65	0
	BE	26	74	0
	BG	33	65	2
	CZ	40	59	1
	DK	51	49	0
	DE	52	48	0
	EE	52	48	0
	IE	28	71	1
	EL	43	57	0
	ES	24	76	0
	FR	26	74	0
	HR	41	59	0
	IT	41	59	0
	CY	27	73	0
	LV	37	63	0
	LT	42	58	0
	LU	25	72	3
	HU	34	64	2
	MT	34	66	0
	NL	45	53	2
	AT	42	58	0
	PL	18	82	0
	PT	26	74	0
	RO	34	66	0
	SI	30	70	0
	SK	31	68	1
	FI	52	48	0
	SE	41	59	0
	UK	19	80	1
	CH	40	60	0
	US	28	72	0

Q9a.3 Depuis janvier 2011, votre entreprise a-t-elle collaboré avec l'un des partenaires suivants pour le marketing, la distribution ou la promotion de l'un de vos produits ou services innovants ?
Une entreprise cliente ou des consommateurs

Q9a.3 Has your company collaborated with any of the following partners for the marketing, distribution or promotion of any of your innovative goods or services since January 2011?
A client company or individual consumers

Q9a.3 Hat Ihr Unternehmen seit Januar 2011 bei der Durchführung von Marketing-, Vertriebs- und Werbemaßnahmen für Ihre innovativen Produkte oder Dienstleistungen mit einem der folgenden Partner/ Anbieter zusammengearbeitet?
Mit einem Unternehmen, das zu Ihren Kunden zählt, oder mit Privatverbrauchern

		Oui	Non	NSP/SR (NE PAS LIRE)
		Yes	No	DK/NA (DO NOT READ OUT)
		Ja	Nein	Weiß nicht/ Keine Angabe (NICHT VORLESEN)
%		Flash EB 394	Flash EB 394	Flash EB 394
 EU 28		33	66	1
 BE		26	74	0
 BG		35	63	2
 CZ		40	59	1
 DK		38	62	0
 DE		47	52	1
 EE		53	47	0
 IE		23	77	0
 EL		35	65	0
 ES		31	69	0
 FR		23	77	0
 HR		47	53	0
 IT		28	72	0
 CY		37	63	0
 LV		44	54	2
 LT		53	47	0
 LU		32	65	3
 HU		23	75	2
 MT		39	61	0
 NL		39	59	2
 AT		42	57	1
 PL		43	57	0
 PT		29	71	0
 RO		45	55	0
 SI		26	74	0
 SK		42	56	2
 FI		56	44	0
 SE		32	66	2
 UK		20	78	2
 CH		45	53	2
 US		31	69	0

Q9a.4 Depuis janvier 2011, votre entreprise a-t-elle collaboré avec l'un des partenaires suivants pour le marketing, la distribution ou la promotion de l'un de vos produits ou services innovants ?
































Un organisme public

Q9a.4 Has your company collaborated with any of the following partners for the marketing, distribution or promotion of any of your innovative goods or services since January 2011?

Public sector organisation

Q9a.4 Hat Ihr Unternehmen seit Januar 2011 bei der Durchführung von Marketing-, Vertriebs- und Werbemaßnahmen für Ihre innovativen Produkte oder Dienstleistungen mit einem der folgenden Partner/ Anbieter zusammengearbeitet?
































Mit einer Organisation des öffentlichen Sektors

		Oui	Non	NSP/SR (NE PAS LIRE)
		Yes	No	DK/NA (DO NOT READ OUT)
		Ja	Nein	Weiß nicht/ Keine Angabe (NICHT VORLESEN)
%		Flash EB 394	Flash EB 394	Flash EB 394
	EU 28	9	91	0
	BE	8	90	2
	BG	11	87	2
	CZ	13	87	0
	DK	13	86	1
	DE	7	92	1
	EE	17	83	0
	IE	9	90	1
	EL	8	92	0
	ES	7	93	0
	FR	7	93	0
	HR	17	83	0
	IT	7	91	2
	CY	9	91	0
	LV	20	80	0
	LT	20	80	0
	LU	9	88	3
	HU	1	99	0
	MT	12	88	0
	NL	9	89	2
	AT	11	88	1
	PL	7	93	0
	PT	7	93	0
	RO	9	91	0
	SI	7	93	0
	SK	11	88	1
	FI	27	72	1
	SE	17	83	0
	UK	8	91	1
	CH	17	83	0
	US	11	89	0

Q9b.1 Depuis janvier 2011, votre entreprise a-t-elle collaboré avec l'un des partenaires suivants pour le marketing, la distribution ou la promotion de l'un de vos produits ou services ?
Un concurrent

Q9b.1 Has your company collaborated with any of the following partners for the marketing, distribution or promotion of any of your goods or services since January 2011?
A competitor

Q9b.1 Hat Ihr Unternehmen seit Januar 2011 bei der Durchführung von Marketing-, Vertriebs- und Werbemaßnahmen für Ihre Produkte oder Dienstleistungen mit einem der folgenden Partner/ Anbieter zusammengearbeitet?
Mit einem Konkurrenten

		Oui	Non	NSP/SR (NE PAS LIRE)
		Yes	No	DK/NA (DO NOT READ OUT)
		Ja	Nein	Weiß nicht/ Keine Angabe (NICHT VORLESEN)
%		Flash EB 394	Flash EB 394	Flash EB 394
	EU 28	8	92	0
	BE	1	99	0
	BG	17	81	2
	CZ	16	84	0
	DK	15	85	0
	DE	7	93	0
	EE	8	92	0
	IE	5	94	1
	EL	11	89	0
	ES	6	94	0
	FR	5	95	0
	HR	16	84	0
	IT	7	93	0
	CY	20	80	0
	LV	24	76	0
	LT	18	82	0
	LU	1	99	0
	HU	5	95	0
	MT	2	98	0
	NL	15	85	0
	AT	8	84	8
	PL	6	92	2
	PT	2	98	0
	RO	10	90	0
	SI	12	88	0
	SK	15	83	2
	FI	11	89	0
	SE	19	81	0
	UK	5	93	2
	CH	8	92	0
	US	6	93	1

Q9b.2 Depuis janvier 2011, votre entreprise a-t-elle collaboré avec l'un des partenaires suivants pour le marketing, la distribution ou la promotion de l'un de vos produits ou services ?
































Une entreprise partenaire ou un consultant externe

Q9b.2 Has your company collaborated with any of the following partners for the marketing, distribution or promotion of any of your goods or services since January 2011?

A partner company or an external consultant

Q9b.2 Hat Ihr Unternehmen seit Januar 2011 bei der Durchführung von Marketing-, Vertriebs- und Werbemaßnahmen für Ihre Produkte oder Dienstleistungen mit einem der folgenden Partner/ Anbieter zusammengearbeitet?
































Mit einem Partnerunternehmen oder einem externen Berater

		Oui	Non	NSP/SR (NE PAS LIRE)
		Yes	No	DK/NA (DO NOT READ OUT)
		Ja	Nein	Weiß nicht/ Keine Angabe (NICHT VORLESEN)
%		Flash EB 394	Flash EB 394	Flash EB 394
	EU 28	17	83	0
	BE	15	85	0
	BG	14	86	0
	CZ	13	85	2
	DK	32	68	0
	DE	32	68	0
	EE	20	80	0
	IE	14	85	1
	EL	17	83	0
	ES	12	88	0
	FR	11	89	0
	HR	20	80	0
	IT	12	88	0
	CY	28	72	0
	LV	19	81	0
	LT	18	82	0
	LU	20	80	0
	HU	11	89	0
	MT	9	91	0
	NL	21	79	0
	AT	27	65	8
	PL	8	92	0
	PT	8	92	0
	RO	11	89	0
	SI	12	88	0
	SK	13	86	1
	FI	27	73	0
	SE	29	71	0
	UK	12	86	2
	CH	20	80	0
	US	11	88	1

Q9b.3 Depuis janvier 2011, votre entreprise a-t-elle collaboré avec l'un des partenaires suivants pour le marketing, la distribution ou la promotion de l'un de vos produits ou services ?
Une entreprise cliente ou des consommateurs

Q9b.3 Has your company collaborated with any of the following partners for the marketing, distribution or promotion of any of your goods or services since January 2011?
A client company or individual consumers

Q9b.3 Hat Ihr Unternehmen seit Januar 2011 bei der Durchführung von Marketing-, Vertriebs- und Werbemaßnahmen für Ihre Produkte oder Dienstleistungen mit einem der folgenden Partner/ Anbieter zusammengearbeitet?
Mit einem Unternehmen, das zu Ihren Kunden zählt, oder Privatverbrauchern

		Oui	Non	NSP/SR (NE PAS LIRE)
		Yes	No	DK/NA (DO NOT READ OUT)
		Ja	Nein	Weiß nicht/ Keine Angabe (NICHT VORLESEN)
%		Flash EB 394	Flash EB 394	Flash EB 394
 EU 28		17	82	1
 BE		11	89	0
 BG		18	80	2
 CZ		26	74	0
 DK		21	77	2
 DE		23	77	0
 EE		30	70	0
 IE		16	83	1
 EL		19	81	0
 ES		17	83	0
 FR		12	88	0
 HR		26	74	0
 IT		13	87	0
 CY		34	66	0
 LV		30	68	2
 LT		31	68	1
 LU		12	88	0
 HU		11	89	0
 MT		15	85	0
 NL		17	83	0
 AT		19	72	9
 PL		25	74	1
 PT		9	91	0
 RO		19	81	0
 SI		12	88	0
 SK		24	75	1
 FI		27	73	0
 SE		19	80	1
 UK		12	87	1
 CH		23	77	0
 US		9	90	1

Q9b.4 Depuis janvier 2011, votre entreprise a-t-elle collaboré avec l'un des partenaires suivants pour le marketing, la distribution ou la promotion de l'un de vos produits ou services ?
































Un organisme public

Q9b.4 Has your company collaborated with any of the following partners for the marketing, distribution or promotion of any of your goods or services since January 2011?

Public sector organisation

Q9b.4 Hat Ihr Unternehmen seit Januar 2011 bei der Durchführung von Marketing-, Vertriebs- und Werbemaßnahmen für Ihre Produkte oder Dienstleistungen mit einem der folgenden Partner/ Anbieter zusammengearbeitet?
































Mit einer Organisation des öffentlichen Sektors

		Oui	Non	NSP/SR (NE PAS LIRE)
		Yes	No	DK/NA (DO NOT READ OUT)
		Ja	Nein	Weiß nicht/ Keine Angabe (NICHT VORLESEN)
%		Flash EB 394	Flash EB 394	Flash EB 394
	EU 28	5	94	1
	BE	5	95	0
	BG	2	98	0
	CZ	6	93	1
	DK	8	92	0
	DE	8	91	1
	EE	11	89	0
	IE	4	95	1
	EL	3	97	0
	ES	4	96	0
	FR	3	97	0
	HR	5	95	0
	IT	3	97	0
	CY	15	85	0
	LV	11	89	0
	LT	12	87	1
	LU	4	96	0
	HU	4	96	0
	MT	5	95	0
	NL	9	91	0
	AT	9	83	8
	PL	4	95	1
	PT	1	99	0
	RO	4	96	0
	SI	3	97	0
	SK	7	93	0
	FI	13	87	0
	SE	5	95	0
	UK	5	94	1
	CH	6	94	0
	US	2	97	1

Q9b.1 Depuis janvier 2011, votre entreprise a-t-elle collaboré avec l'un des partenaires suivants pour le marketing, la distribution ou la promotion de l'un de vos produits ou services ?
Un concurrent

Q9b.1 Has your company collaborated with any of the following partners for the marketing, distribution or promotion of any of your goods or services since January 2011?
A competitor
































Q9b.1 Hat Ihr Unternehmen seit Januar 2011 bei der Durchführung von Marketing-, Vertriebs- und Werbemaßnahmen für Ihre Produkte oder Dienstleistungen mit einem der folgenden Partner/ Anbieter zusammengearbeitet?
Mit einem Konkurrenten

		Oui	Non	NSP/SR (NE PAS LIRE)
		Yes	No	DK/NA (DO NOT READ OUT)
		Ja	Nein	Weiß nicht/ Keine Angabe (NICHT VORLESEN)
%		Flash EB 394	Flash EB 394	Flash EB 394
	EU 28	10	90	0
	BE	2	98	0
	BG	42	57	1
	CZ	29	71	0
	DK	9	91	0
	DE	9	91	0
	EE	20	80	0
	IE	3	97	0
	EL	13	87	0
	ES	7	93	0
	FR	8	92	0
	HR	13	87	0
	IT	5	94	1
	CY	26	73	1
	LV	30	69	1
	LT	37	63	0
	LU	2	98	0
	HU	3	97	0
	MT	1	99	0
	NL	14	86	0
	AT	12	85	3
	PL	9	91	0
	PT	3	97	0
	RO	10	89	1
	SI	10	90	0
	SK	19	80	1
	FI	19	81	0
	SE	24	76	0
	UK	9	88	3
	CH	8	92	0
	US	10	90	0

Q9b.2 Depuis janvier 2011, votre entreprise a-t-elle collaboré avec l'un des partenaires suivants pour le marketing, la distribution ou la promotion de l'un de vos produits ou services ?
Une entreprise partenaire ou un consultant externe

Q9b.2 Has your company collaborated with any of the following partners for the marketing, distribution or promotion of any of your goods or services since January 2011?
A partner company or an external consultant
































Q9b.2 Hat Ihr Unternehmen seit Januar 2011 bei der Durchführung von Marketing-, Vertriebs- und Werbemaßnahmen für Ihre Produkte oder Dienstleistungen mit einem der folgenden Partner/ Anbieter zusammengearbeitet?
Mit einem Partnerunternehmen oder einem externen Berater

		Oui	Non	NSP/SR (NE PAS LIRE)
		Yes	No	DK/NA (DO NOT READ OUT)
		Ja	Nein	Weiß nicht/ Keine Angabe (NICHT VORLESEN)
%		Flash EB 394	Flash EB 394	Flash EB 394
	EU 28	30	70	0
	BE	41	59	0
	BG	43	57	0
	CZ	37	63	0
	DK	53	47	0
	DE	48	52	0
	EE	31	69	0
	IE	25	75	0
	EL	29	71	0
	ES	27	73	0
	FR	21	79	0
	HR	13	87	0
	IT	13	87	0
	CY	50	49	1
	LV	34	66	0
	LT	44	56	0
	LU	35	65	0
	HU	15	85	0
	MT	21	79	0
	NL	43	57	0
	AT	46	50	4
	PL	31	69	0
	PT	15	85	0
	RO	17	83	0
	SI	24	76	0
	SK	18	80	2
	FI	32	68	0
	SE	42	58	0
	UK	18	79	3
	CH	28	72	0
	US	24	76	0

Q9b.3 Depuis janvier 2011, votre entreprise a-t-elle collaboré avec l'un des partenaires suivants pour le marketing, la distribution ou la promotion de l'un de vos produits ou services ?
Une entreprise cliente ou des consommateurs

Q9b.3 Has your company collaborated with any of the following partners for the marketing, distribution or promotion of any of your goods or services since January 2011?
A client company or individual consumers

Q9b.3 Hat Ihr Unternehmen seit Januar 2011 bei der Durchführung von Marketing-, Vertriebs- und Werbemaßnahmen für Ihre Produkte oder Dienstleistungen mit einem der folgenden Partner/ Anbieter zusammengearbeitet?
Mit einem Unternehmen, das zu Ihren Kunden zählt, oder Privatverbrauchern

		Oui	Non	NSP/SR (NE PAS LIRE)
		Yes	No	DK/NA (DO NOT READ OUT)
		Ja	Nein	Weiß nicht/ Keine Angabe (NICHT VORLESEN)
%		Flash EB 394	Flash EB 394	Flash EB 394
 EU 28		22	78	0
 BE		23	77	0
 BG		21	77	2
 CZ		45	55	0
 DK		23	77	0
 DE		23	77	0
 EE		45	55	0
 IE		21	79	0
 EL		46	54	0
 ES		13	87	0
 FR		17	83	0
 HR		30	70	0
 IT		24	76	0
 CY		50	50	0
 LV		46	53	1
 LT		35	64	1
 LU		33	67	0
 HU		2	98	0
 MT		41	59	0
 NL		27	72	1
 AT		20	76	4
 PL		50	50	0
 PT		12	88	0
 RO		21	79	0
 SI		10	90	0
 SK		23	77	0
 FI		26	74	0
 SE		19	81	0
 UK		17	80	3
 CH		35	65	0
 US		12	86	2

Q9b.4 Depuis janvier 2011, votre entreprise a-t-elle collaboré avec l'un des partenaires suivants pour le marketing, la distribution ou la promotion de l'un de vos produits ou services ?
































Un organisme public

Q9b.4 Has your company collaborated with any of the following partners for the marketing, distribution or promotion of any of your goods or services since January 2011?

Public sector organisation

Q9b.4 Hat Ihr Unternehmen seit Januar 2011 bei der Durchführung von Marketing-, Vertriebs- und Werbemaßnahmen für Ihre Produkte oder Dienstleistungen mit einem der folgenden Partner/ Anbieter zusammengearbeitet?
































Mit einer Organisation des öffentlichen Sektors

		Oui	Non	NSP/SR (NE PAS LIRE)
		Yes	No	DK/NA (DO NOT READ OUT)
		Ja	Nein	Weiß nicht/ Keine Angabe (NICHT VORLESEN)
%		Flash EB 394	Flash EB 394	Flash EB 394
	EU 28	7	93	0
	BE	14	85	1
	BG	0	100	0
	CZ	11	89	0
	DK	4	96	0
	DE	4	96	0
	EE	21	79	0
	IE	4	96	0
	EL	2	98	0
	ES	7	93	0
	FR	6	94	0
	HR	3	97	0
	IT	4	95	1
	CY	27	73	0
	LV	26	74	0
	LT	28	65	7
	LU	0	100	0
	HU	7	93	0
	MT	1	99	0
	NL	23	77	0
	AT	20	76	4
	PL	7	93	0
	PT	2	98	0
	RO	3	97	0
	SI	2	98	0
	SK	6	93	1
	FI	7	93	0
	SE	7	91	2
	UK	8	92	0
	CH	11	89	0
	US	7	92	1

Q9b.1 Depuis janvier 2011, votre entreprise a-t-elle collaboré avec l'un des partenaires suivants pour le marketing, la distribution ou la promotion de l'un de vos produits ou services ?
Un concurrent

Q9b.1 Has your company collaborated with any of the following partners for the marketing, distribution or promotion of any of your goods or services since January 2011?
A competitor
































Q9b.1 Hat Ihr Unternehmen seit Januar 2011 bei der Durchführung von Marketing-, Vertriebs- und Werbemaßnahmen für Ihre Produkte oder Dienstleistungen mit einem der folgenden Partner/ Anbieter zusammengearbeitet?
Mit einem Konkurrenten

		Oui	Non	NSP/SR (NE PAS LIRE)
		Yes	No	DK/NA (DO NOT READ OUT)
		Ja	Nein	Weiß nicht/ Keine Angabe (NICHT VORLESEN)
%		Flash EB 394	Flash EB 394	Flash EB 394
 EU 28		7	92	1
 BE		1	99	0
 BG		13	85	2
 CZ		13	87	0
 DK		17	83	0
 DE		6	94	0
 EE		6	94	0
 IE		6	92	2
 EL		10	90	0
 ES		6	94	0
 FR		4	96	0
 HR		17	83	0
 IT		7	93	0
 CY		15	85	0
 LV		21	79	0
 LT		15	85	0
 LU		1	99	0
 HU		5	95	0
 MT		2	98	0
 NL		16	84	0
 AT		6	84	10
 PL		6	92	2
 PT		2	98	0
 RO		10	90	0
 SI		13	87	0
 SK		13	84	3
 FI		9	91	0
 SE		18	82	0
 UK		2	96	2
 CH		9	91	0
 US		5	94	1

Q9b.2 Depuis janvier 2011, votre entreprise a-t-elle collaboré avec l'un des partenaires suivants pour le marketing, la distribution ou la promotion de l'un de vos produits ou services ?
Une entreprise partenaire ou un consultant externe

Q9b.2 Has your company collaborated with any of the following partners for the marketing, distribution or promotion of any of your goods or services since January 2011?
A partner company or an external consultant
































Q9b.2 Hat Ihr Unternehmen seit Januar 2011 bei der Durchführung von Marketing-, Vertriebs- und Werbemaßnahmen für Ihre Produkte oder Dienstleistungen mit einem der folgenden Partner/ Anbieter zusammengearbeitet?
Mit einem Partnerunternehmen oder einem externen Berater

		Oui	Non	NSP/SR (NE PAS LIRE)
		Yes	No	DK/NA (DO NOT READ OUT)
		Ja	Nein	Weiß nicht/ Keine Angabe (NICHT VORLESEN)
%		Flash EB 394	Flash EB 394	Flash EB 394
	EU 28	12	87	1
	BE	6	94	0
	BG	9	91	0
	CZ	8	90	2
	DK	23	77	0
	DE	25	75	0
	EE	17	83	0
	IE	9	89	2
	EL	13	87	0
	ES	8	92	0
	FR	8	92	0
	HR	23	77	0
	IT	12	88	0
	CY	15	85	0
	LV	14	86	0
	LT	13	87	0
	LU	17	83	0
	HU	11	89	0
	MT	3	97	0
	NL	13	87	0
	AT	20	70	10
	PL	4	96	0
	PT	3	97	0
	RO	10	90	0
	SI	8	92	0
	SK	12	88	0
	FI	25	75	0
	SE	25	75	0
	UK	8	90	2
	CH	18	82	0
	US	6	93	1

Q9b.3 Depuis janvier 2011, votre entreprise a-t-elle collaboré avec l'un des partenaires suivants pour le marketing, la distribution ou la promotion de l'un de vos produits ou services ?
Une entreprise cliente ou des consommateurs

Q9b.3 Has your company collaborated with any of the following partners for the marketing, distribution or promotion of any of your goods or services since January 2011?
A client company or individual consumers

Q9b.3 Hat Ihr Unternehmen seit Januar 2011 bei der Durchführung von Marketing-, Vertriebs- und Werbemaßnahmen für Ihre Produkte oder Dienstleistungen mit einem der folgenden Partner/ Anbieter zusammengearbeitet?
Mit einem Unternehmen, das zu Ihren Kunden zählt, oder Privatverbrauchern

		Oui	Non	NSP/SR (NE PAS LIRE)
		Yes	No	DK/NA (DO NOT READ OUT)
		Ja	Nein	Weiß nicht/ Keine Angabe (NICHT VORLESEN)
%		Flash EB 394	Flash EB 394	Flash EB 394
 EU 28		16	84	0
 BE		7	93	0
 BG		18	80	2
 CZ		22	78	0
 DK		20	77	3
 DE		23	77	0
 EE		27	73	0
 IE		14	84	2
 EL		12	88	0
 ES		17	83	0
 FR		11	89	0
 HR		24	76	0
 IT		8	92	0
 CY		24	76	0
 LV		25	73	2
 LT		30	69	1
 LU		9	91	0
 HU		12	88	0
 MT		3	97	0
 NL		13	87	0
 AT		19	71	10
 PL		20	79	1
 PT		6	94	0
 RO		19	81	0
 SI		12	88	0
 SK		24	75	1
 FI		28	72	0
 SE		19	80	1
 UK		9	91	0
 CH		20	80	0
 US		8	91	1

Q9b.4 Depuis janvier 2011, votre entreprise a-t-elle collaboré avec l'un des partenaires suivants pour le marketing, la distribution ou la promotion de l'un de vos produits ou services ?
































Un organisme public

Q9b.4 Has your company collaborated with any of the following partners for the marketing, distribution or promotion of any of your goods or services since January 2011?

Public sector organisation

Q9b.4 Hat Ihr Unternehmen seit Januar 2011 bei der Durchführung von Marketing-, Vertriebs- und Werbemaßnahmen für Ihre Produkte oder Dienstleistungen mit einem der folgenden Partner/ Anbieter zusammengearbeitet?

Mit einer Organisation des öffentlichen Sektors

		Oui	Non	NSP/SR (NE PAS LIRE)
		Yes	No	DK/NA (DO NOT READ OUT)
		Ja	Nein	Weiß nicht/ Keine Angabe (NICHT VORLESEN)
%		Flash EB 394	Flash EB 394	Flash EB 394
	EU 28	4	95	1
	BE	2	98	0
	BG	3	97	0
	CZ	4	94	2
	DK	10	90	0
	DE	10	88	2
	EE	9	91	0
	IE	4	94	2
	EL	3	97	0
	ES	3	97	0
	FR	2	98	0
	HR	6	94	0
	IT	2	98	0
	CY	7	93	0
	LV	6	94	0
	LT	9	91	0
	LU	5	95	0
	HU	4	96	0
	MT	7	93	0
	NL	4	96	0
	AT	5	85	10
	PL	3	96	1
	PT	0	100	0
	RO	4	96	0
	SI	3	97	0
	SK	7	93	0
	FI	15	85	0
	SE	4	96	0
	UK	4	94	2
	CH	4	96	0
	US	0	99	1

Q10a.1 En pensant à la commercialisation des produits ou services innovants de votre entreprise depuis janvier 2011, chacun des éléments suivants a-t-il été un problème important, un problème mineur ou pas un problème du tout ?
































Un manque de ressources financières

Q10a.1 Thinking about the commercialisation of your company's innovative goods or services since January 2011, has any of the following been a major problem, a minor problem or not a problem at all?

Lack of financial resources

Q10a.1 Wenn Sie an die Kommerzialisierung der innovativen Waren oder Dienstleistungen Ihres Unternehmens seit Januar 2011 denken: Waren die folgenden Faktoren ein großes Problem, ein kleines Problem oder überhaupt kein Problem?

Fehlende Finanzmittel

		Un problème important	Un problème mineur	Pas un problème du tout	NSP/SR (NE PAS LIRE)	Total 'Un problème'
		A major problem	A minor problem	Not a problem at all	DK/NA (DO NOT READ OUT)	Total 'A problem'
		Ein großes Problem	Ein kleines Problem	Überhaupt kein Problem	Weiß nicht/ Keine Angabe (NICHT VORLESEN)	Gesamt 'Ein Problem'
%		Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394
	EU 28	41	27	31	1	68
	BE	29	19	49	3	48
	BG	58	17	22	3	75
	CZ	32	37	27	4	69
	DK	26	29	45	0	55
	DE	22	30	48	0	52
	EE	34	29	35	2	63
	IE	34	33	32	1	67
	EL	54	24	20	2	78
	ES	54	26	20	0	80
	FR	40	24	35	1	64
	HR	50	29	21	0	79
	IT	57	23	20	0	80
	CY	81	11	8	0	92
	LV	41	35	24	0	76
	LT	27	39	34	0	66
	LU	28	23	49	0	51
	HU	29	30	38	3	59
	MT	30	33	35	2	63
	NL	28	25	45	2	53
	AT	18	31	49	2	49
	PL	44	34	20	2	78
	PT	68	21	11	0	89
	RO	56	24	20	0	80
	SI	29	36	32	3	65
	SK	37	32	31	0	69
	FI	31	35	34	0	66
	SE	21	27	52	0	48
	UK	22	32	46	0	54
	CH	15	26	59	0	41
	US	21	20	59	0	41

Q10a.2 En pensant à la commercialisation des produits ou services innovants de votre entreprise depuis janvier 2011, chacun des éléments suivants a-t-il été un problème important, un problème mineur ou pas un problème du tout ?
































Un manque d'expertise marketing

Q10a.2 Thinking about the commercialisation of your company's innovative goods or services since January 2011, has any of the following been a major problem, a minor problem or not a problem at all?

Lack of marketing expertise

Q10a.2 Wenn Sie an die Kommerzialisierung der innovativen Waren oder Dienstleistungen Ihres Unternehmens seit Januar 2011 denken: Waren die folgenden Faktoren ein großes Problem, ein kleines Problem oder überhaupt kein Problem?
































Fehlende Marketingkenntnisse

		Un problème important	Un problème mineur	Pas un problème du tout	NSP/SR (NE PAS LIRE)	Total 'Un problème'
		A major problem	A minor problem	Not a problem at all	DK/NA (DO NOT READ OUT)	Total 'A problem'
		Ein großes Problem	Ein kleines Problem	Überhaupt kein Problem	Weiß nicht/ Keine Angabe (NICHT VORLESEN)	Gesamt 'Ein Problem'
%		Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394
	EU 28	14	34	50	2	48
	BE	16	29	53	2	45
	BG	20	23	55	2	43
	CZ	8	37	51	4	45
	DK	12	26	61	1	38
	DE	7	32	60	1	39
	EE	4	25	69	2	29
	IE	19	41	39	1	60
	EL	15	38	45	2	53
	ES	10	43	45	2	53
	FR	12	23	62	3	35
	HR	8	27	63	2	35
	IT	24	35	40	1	59
	CY	24	36	40	0	60
	LV	13	40	45	2	53
	LT	15	38	45	2	53
	LU	8	21	68	3	29
	HU	5	32	59	4	37
	MT	11	33	55	1	44
	NL	7	28	60	5	35
	AT	4	38	57	1	42
	PL	13	48	37	2	61
	PT	44	31	24	1	75
	RO	31	27	41	1	58
	SI	5	34	58	3	39
	SK	6	38	53	3	44
	FI	7	39	54	0	46
	SE	9	29	61	1	38
	UK	8	30	61	1	38
	CH	9	23	66	2	32
	US	6	27	65	2	33

Q10a.3 En pensant à la commercialisation des produits ou services innovants de votre entreprise depuis janvier 2011, chacun des éléments suivants a-t-il été un problème important, un problème mineur ou pas un problème du tout ?
Le coût ou la complexité de la mise en conformité avec les réglementations ou normes

Q10a.3 Thinking about the commercialisation of your company's innovative goods or services since January 2011, has any of the following been a major problem, a minor problem or not a problem at all?
Cost or complexity of meeting regulations or standards
































Q10a.3 Wenn Sie an die Kommerzialisierung der innovativen Waren oder Dienstleistungen Ihres Unternehmens seit Januar 2011 denken: Waren die folgenden Faktoren ein großes Problem, ein kleines Problem oder überhaupt kein Problem?
Kosten oder Komplexität der Erfüllung von Bestimmungen oder Normen

		Un problème important	Un problème mineur	Pas un problème du tout	NSP/SR (NE PAS LIRE)	Total 'Un problème'
		A major problem	A minor problem	Not a problem at all	DK/NA (DO NOT READ OUT)	Total 'A problem'
		Ein großes Problem	Ein kleines Problem	Überhaupt kein Problem	Weiß nicht/ Keine Angabe (NICHT VORLESEN)	Gesamt 'Ein Problem'
%		Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394
	EU 28	32	30	37	1	62
	BE	22	26	49	3	48
	BG	42	19	35	4	61
	CZ	23	40	33	4	63
	DK	10	28	61	1	38
	DE	23	33	42	2	56
	EE	13	26	59	2	39
	IE	21	34	44	1	55
	EL	28	28	42	2	56
	ES	35	42	22	1	77
	FR	39	16	41	4	55
	HR	36	32	31	1	68
	IT	53	28	19	0	81
	CY	25	23	47	5	48
	LV	17	43	40	0	60
	LT	8	30	58	4	38
	LU	17	24	59	0	41
	HU	19	30	48	3	49
	MT	21	30	49	0	51
	NL	16	28	55	1	44
	AT	18	34	47	1	52
	PL	43	30	25	2	73
	PT	58	22	20	0	80
	RO	33	29	38	0	62
	SI	27	29	40	4	56
	SK	27	33	39	1	60
	FI	20	27	53	0	47
	SE	14	31	55	0	45
	UK	13	29	58	0	42
	CH	24	31	44	1	55
	US	15	23	60	2	38

Q10a.4 En pensant à la commercialisation des produits ou services innovants de votre entreprise depuis janvier 2011, chacun des éléments suivants a-t-il été un problème important, un problème mineur ou pas un problème du tout ?
Un marché dominé par des concurrents déjà établis

Q10a.4 Thinking about the commercialisation of your company's innovative goods or services since January 2011, has any of the following been a major problem, a minor problem or not a problem at all?
Market dominated by established competitors

Q10a.4 Wenn Sie an die Kommerzialisierung der innovativen Waren oder Dienstleistungen Ihres Unternehmens seit Januar 2011 denken: Waren die folgenden Faktoren ein großes Problem, ein kleines Problem oder überhaupt kein Problem?
Der Markt wurde von bereits etablierten Konkurrenten beherrscht

		Un problème important	Un problème mineur	Pas un problème du tout	NSP/SR (NE PAS LIRE)	Total 'Un problème'
		A major problem	A minor problem	Not a problem at all	DK/NA (DO NOT READ OUT)	Total 'A problem'
		Ein großes Problem	Ein kleines Problem	Überhaupt kein Problem	Weiß nicht/ Keine Angabe (NICHT VORLESEN)	Gesamt 'Ein Problem'
%		Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394
 EU 28		29	35	35	1	64
 BE		28	35	34	3	63
 BG		33	27	37	3	60
 CZ		34	34	29	3	68
 DK		24	38	38	0	62
 DE		23	29	48	0	52
 EE		26	30	42	2	56
 IE		23	44	33	0	67
 EL		31	35	32	2	66
 ES		25	41	34	0	66
 FR		35	29	35	1	64
 HR		28	29	41	2	57
 IT		38	32	30	0	70
 CY		40	43	11	6	83
 LV		29	28	43	0	57
 LT		28	36	36	0	64
 LU		25	42	33	0	67
 HU		23	34	39	4	57
 MT		23	29	48	0	52
 NL		21	39	38	2	60
 AT		16	33	50	1	49
 PL		37	44	18	1	81
 PT		57	23	19	1	80
 RO		42	32	26	0	74
 SI		19	29	48	4	48
 SK		20	37	40	3	57
 FI		14	47	39	0	61
 SE		19	37	44	0	56
 UK		13	38	49	0	51
 CH		33	37	30	0	70
 US		21	33	46	0	54

Q10a.5 En pensant à la commercialisation des produits ou services innovants de votre entreprise depuis janvier 2011, chacun des éléments suivants a-t-il été un problème important, un problème mineur ou pas un problème du tout ?
































Une faible demande pour les produits ou services innovants

Q10a.5 Thinking about the commercialisation of your company's innovative goods or services since January 2011, has any of the following been a major problem, a minor problem or not a problem at all?

Low demand for your innovative goods or services

Q10a.5 Wenn Sie an die Kommerzialisierung der innovativen Waren oder Dienstleistungen Ihres Unternehmens seit Januar 2011 denken: Waren die folgenden Faktoren ein großes Problem, ein kleines Problem oder überhaupt kein Problem?
































Geringe Nachfrage nach Ihren innovativen Waren oder Dienstleistungen

		Un problème important	Un problème mineur	Pas un problème du tout	NSP/SR (NE PAS LIRE)	Total 'Un problème'
		A major problem	A minor problem	Not a problem at all	DK/NA (DO NOT READ OUT)	Total 'A problem'
		Ein großes Problem	Ein kleines Problem	Überhaupt kein Problem	Weiß nicht/ Keine Angabe (NICHT VORLESEN)	Gesamt 'Ein Problem'
%		Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394
	EU 28	22	31	45	2	53
	BE	5	29	63	3	34
	BG	25	20	49	6	45
	CZ	21	38	38	3	59
	DK	10	33	56	1	43
	DE	9	32	59	0	41
	EE	11	37	50	2	48
	IE	17	35	47	1	52
	EL	38	28	32	2	66
	ES	39	32	29	0	71
	FR	18	28	49	5	46
	HR	32	33	35	0	65
	IT	30	32	37	1	62
	CY	53	29	18	0	82
	LV	14	37	48	1	51
	LT	6	34	57	3	40
	LU	5	30	65	0	35
	HU	9	29	59	3	38
	MT	14	35	49	2	49
	NL	14	23	60	3	37
	AT	8	30	59	3	38
	PL	21	39	38	2	60
	PT	60	16	24	0	76
	RO	43	31	23	3	74
	SI	11	32	53	4	43
	SK	20	33	44	3	53
	FI	7	40	53	0	47
	SE	9	25	65	1	34
	UK	8	26	65	1	34
	CH	8	33	58	1	41
	US	7	30	63	0	37

Q10a.6 En pensant à la commercialisation des produits ou services innovants de votre entreprise depuis janvier 2011, chacun des éléments suivants a-t-il été un problème important, un problème mineur ou pas un problème du tout ?
Des difficultés pour conserver les droits de propriété intellectuelle

Q10a.6 Thinking about the commercialisation of your company's innovative goods or services since January 2011, has any of the following been a major problem, a minor problem or not a problem at all?
Difficulties in maintaining intellectual property rights
































Q10a.6 Wenn Sie an die Kommerzialisierung der innovativen Waren oder Dienstleistungen Ihres Unternehmens seit Januar 2011 denken: Waren die folgenden Faktoren ein großes Problem, ein kleines Problem oder überhaupt kein Problem?
Schwierigkeiten, die Rechte am geistigen Eigentum zu behalten

		Un problème important	Un problème mineur	Pas un problème du tout	NSP/SR (NE PAS LIRE)	Total 'Un problème'
		A major problem	A minor problem	Not a problem at all	DK/NA (DO NOT READ OUT)	Total 'A problem'
		Ein großes Problem	Ein kleines Problem	Überhaupt kein Problem	Weiß nicht/ Keine Angabe (NICHT VORLESEN)	Gesamt 'Ein Problem'
%		Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394
	EU 28	12	15	69	4	27
	BE	3	13	79	5	16
	BG	19	13	61	7	32
	CZ	3	15	77	5	18
	DK	3	13	78	6	16
	DE	13	13	73	1	26
	EE	1	5	91	3	6
	IE	11	16	64	9	27
	EL	14	16	66	4	30
	ES	11	20	69	0	31
	FR	13	12	72	3	25
	HR	6	11	76	7	17
	IT	22	16	60	2	38
	CY	13	16	59	12	29
	LV	7	14	76	3	21
	LT	9	16	73	2	25
	LU	1	10	88	1	11
	HU	3	10	83	4	13
	MT	1	12	82	5	13
	NL	3	11	74	12	14
	AT	11	16	70	3	27
	PL	8	22	65	5	30
	PT	34	19	42	5	53
	RO	19	19	59	3	38
	SI	2	12	83	3	14
	SK	8	18	70	4	26
	FI	4	16	76	4	20
	SE	13	12	71	4	25
	UK	3	12	82	3	15
	CH	12	14	72	2	26
	US	1	10	87	2	11

Q10a.7 En pensant à la commercialisation des produits ou services innovants de votre entreprise depuis janvier 2011, chacun des éléments suivants a-t-il été un problème important, un problème mineur ou pas un problème du tout ?
Le manque de réglementations ou de normes du marché

Q10a.7 Thinking about the commercialisation of your company's innovative goods or services since January 2011, has any of the following been a major problem, a minor problem or not a problem at all?
Lack of market standards or regulations

Q10a.7 Wenn Sie an die Kommerzialisierung der innovativen Waren oder Dienstleistungen Ihres Unternehmens seit Januar 2011 denken: Waren die folgenden Faktoren ein großes Problem, ein kleines Problem oder überhaupt kein Problem?
Fehlende Marktstandards oder Bestimmungen

		Un problème important	Un problème mineur	Pas un problème du tout	NSP/SR (NE PAS LIRE)	Total 'Un problème'
		A major problem	A minor problem	Not a problem at all	DK/NA (DO NOT READ OUT)	Total 'A problem'
		Ein großes Problem	Ein kleines Problem	Überhaupt kein Problem	Weiß nicht/ Keine Angabe (NICHT VORLESEN)	Gesamt 'Ein Problem'
%		Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394
	EU 28	20	23	55	2	43
	BE	13	21	64	2	34
	BG	33	16	47	4	49
	CZ	15	25	52	8	40
	DK	9	19	70	2	28
	DE	9	20	69	2	29
	EE	3	8	86	3	11
	IE	10	22	64	4	32
	EL	28	32	38	2	60
	ES	17	31	51	1	48
	FR	22	18	57	3	40
	HR	28	33	38	1	61
	IT	35	25	40	0	60
	CY	40	28	25	7	68
	LV	15	32	53	0	47
	LT	10	29	57	4	39
	LU	14	27	56	3	41
	HU	12	23	62	3	35
	MT	13	22	64	1	35
	NL	9	13	71	7	22
	AT	8	25	65	2	33
	PL	21	35	42	2	56
	PT	51	26	23	0	77
	RO	31	34	32	3	65
	SI	7	19	71	3	26
	SK	14	21	62	3	35
	FI	4	18	78	0	22
	SE	3	19	77	1	22
	UK	4	13	80	3	17
	CH	11	26	63	0	37
	US	3	11	84	2	14

Q10a.8 En pensant à la commercialisation des produits ou services innovants de votre entreprise depuis janvier 2011, chacun des éléments suivants a-t-il été un problème important, un problème mineur ou pas un problème du tout ?
































La faiblesse des réseaux de distribution

Q10a.8 Thinking about the commercialisation of your company's innovative goods or services since January 2011, has any of the following been a major problem, a minor problem or not a problem at all?

Weak distribution channels

Q10a.8 Wenn Sie an die Kommerzialisierung der innovativen Waren oder Dienstleistungen Ihres Unternehmens seit Januar 2011 denken: Waren die folgenden Faktoren ein großes Problem, ein kleines Problem oder überhaupt kein Problem?

Schwache Vertriebskanäle

		Un problème important	Un problème mineur	Pas un problème du tout	NSP/SR (NE PAS LIRE)	Total 'Un problème'
		A major problem	A minor problem	Not a problem at all	DK/NA (DO NOT READ OUT)	Total 'A problem'
		Ein großes Problem	Ein kleines Problem	Überhaupt kein Problem	Weiß nicht/ Keine Angabe (NICHT VORLESEN)	Gesamt 'Ein Problem'
%		Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394
	EU 28	16	28	53	3	44
	BE	8	21	68	3	29
	BG	18	20	52	10	38
	CZ	9	30	55	6	39
	DK	3	19	77	1	22
	DE	14	38	45	3	52
	EE	11	24	62	3	35
	IE	9	31	59	1	40
	EL	24	28	46	2	52
	ES	14	33	52	1	47
	FR	23	25	45	7	48
	HR	8	34	57	1	42
	IT	26	32	39	3	58
	CY	20	18	46	16	38
	LV	14	46	40	0	60
	LT	9	30	54	7	39
	LU	6	23	68	3	29
	HU	8	18	69	5	26
	MT	7	27	63	3	34
	NL	9	11	73	7	20
	AT	14	34	50	2	48
	PL	21	37	39	3	58
	PT	41	26	30	3	67
	RO	27	29	40	4	56
	SI	8	14	76	2	22
	SK	12	28	56	4	40
	FI	6	26	68	0	32
	SE	6	20	72	2	26
	UK	5	17	77	1	22
	CH	16	22	61	1	38
	US	4	14	81	1	18

Q10b.1 En pensant à la commercialisation des produits ou services innovants de votre entreprise depuis janvier 2011, chacun des éléments suivants a-t-il été un problème important, un problème mineur ou pas un problème du tout ?
































Un manque de ressources financières

Q10b.1 Thinking about the commercialisation of your company's goods or services since January 2011, has any of the following been a major problem, a minor problem or not a problem at all?

Lack of financial resources

Q10b.1 Wenn Sie an die Kommerzialisierung der Waren oder Dienstleistungen Ihres Unternehmens seit Januar 2011 denken: Waren die folgenden Faktoren ein großes Problem, ein kleines Problem oder überhaupt kein Problem?

Fehlende Finanzmittel

	%	Un problème important	Un problème mineur	Pas un problème du tout	NSP/SR (NE PAS LIRE)	Total 'Un problème'
		A major problem	A minor problem	Not a problem at all	DK/NA (DO NOT READ OUT)	Total 'A problem'
		Ein großes Problem	Ein kleines Problem	Überhaupt kein Problem	Weiß nicht/ Keine Angabe (NICHT VORLESEN)	Gesamt 'Ein Problem'
		Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394
 EU 28		32	24	43	1	56
 BE		30	14	52	4	44
 BG		40	26	32	2	66
 CZ		33	31	34	2	64
 DK		13	25	61	1	38
 DE		14	26	58	2	40
 EE		21	23	53	3	44
 IE		28	28	43	1	56
 FI		73	13	14	0	86
 ES		41	23	36	0	64
 FR		46	14	39	1	60
 HR		49	27	24	0	76
 IT		51	22	27	0	73
 CY		64	8	24	4	72
 LV		20	37	42	1	57
 LT		28	30	40	2	58
 LU		12	21	60	7	33
 HU		35	25	39	1	60
 MT		41	11	48	0	52
 NL		19	26	55	0	45
 AT		12	20	51	17	32
 PL		29	41	28	2	70
 PT		57	20	23	0	77
 RO		44	19	34	3	63
 SI		22	32	46	0	54
 SK		34	35	29	2	69
 FI		18	36	46	0	54
 SE		9	17	72	2	26
 UK		19	24	55	2	43
 CH		12	14	73	1	26
 US		17	22	60	1	39

Q10b.2 En pensant à la commercialisation des produits ou services innovants de votre entreprise depuis janvier 2011, chacun des éléments suivants a-t-il été un problème important, un problème mineur ou pas un problème du tout ?
































Un manque d'expertise marketing

Q10b.2 Thinking about the commercialisation of your company's goods or services since January 2011, has any of the following been a major problem, a minor problem or not a problem at all?

Lack of marketing expertise

Q10b.2 Wenn Sie an die Kommerzialisierung der Waren oder Dienstleistungen Ihres Unternehmens seit Januar 2011 denken: Waren die folgenden Faktoren ein großes Problem, ein kleines Problem oder überhaupt kein Problem?
































Fehlende Marketingkenntnisse

		Un problème important	Un problème mineur	Pas un problème du tout	NSP/SR (NE PAS LIRE)	Total 'Un problème'
		A major problem	A minor problem	Not a problem at all	DK/NA (DO NOT READ OUT)	Total 'A problem'
		Ein großes Problem	Ein kleines Problem	Überhaupt kein Problem	Weiß nicht/ Keine Angabe (NICHT VORLESEN)	Gesamt 'Ein Problem'
%		Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394
 EU 28		9	24	65	2	33
 BE		3	25	64	8	28
 BG		15	20	60	5	35
 CZ		6	18	73	3	24
 DK		8	15	76	1	23
 DE		3	20	76	1	23
 EE		4	21	71	4	25
 IE		5	30	62	3	35
 EL		12	27	61	0	39
 ES		12	28	59	1	40
 FR		11	25	61	3	36
 HR		8	29	63	0	37
 IT		20	26	53	1	46
 CY		12	21	63	4	33
 LV		3	30	67	0	33
 LT		8	24	65	3	32
 LU		3	17	73	7	20
 HU		6	16	74	4	22
 MT		2	11	86	1	13
 NL		3	25	70	2	28
 AT		0	24	58	18	24
 PL		7	38	52	3	45
 PT		19	23	55	3	42
 RO		15	17	65	3	32
 SI		2	21	76	1	23
 SK		5	32	61	2	37
 FI		6	29	63	2	35
 SE		4	11	82	3	15
 UK		3	21	74	2	24
 CH		2	21	75	2	23
 US		4	27	68	1	31

Q10b.3 En pensant à la commercialisation des produits ou services innovants de votre entreprise depuis janvier 2011, chacun des éléments suivants a-t-il été un problème important, un problème mineur ou pas un problème du tout ?
Le coût ou la complexité de la mise en conformité avec les réglementations ou normes

Q10b.3 Thinking about the commercialisation of your company's goods or services since January 2011, has any of the following been a major problem, a minor problem or not a problem at all?
Cost or complexity of meeting regulations or standards
































Q10b.3 Wenn Sie an die Kommerzialisierung der Waren oder Dienstleistungen Ihres Unternehmens seit Januar 2011 denken: Waren die folgenden Faktoren ein großes Problem, ein kleines Problem oder überhaupt kein Problem?
Kosten oder Komplexität der Erfüllung von Bestimmungen oder Normen

	%	Un problème important	Un problème mineur	Pas un problème du tout	NSP/SR (NE PAS LIRE)	Total 'Un problème'
		A major problem	A minor problem	Not a problem at all	DK/NA (DO NOT READ OUT)	Total 'A problem'
		Ein großes Problem	Ein kleines Problem	Überhaupt kein Problem	Weiß nicht/ Keine Angabe (NICHT VORLESEN)	Gesamt 'Ein Problem'
		Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394
 EU 28		24	28	46	2	52
 BE		20	33	43	4	53
 BG		28	20	47	5	48
 CZ		21	40	39	0	61
 DK		5	27	67	1	32
 DE		11	29	57	3	40
 EE		5	11	81	3	16
 IE		23	30	43	4	53
 EL		18	41	39	2	59
 ES		29	30	41	0	59
 FR		33	22	41	4	55
 HR		34	33	29	4	67
 IT		41	27	32	0	68
 CY		7	17	62	14	24
 LV		9	25	64	2	34
 LT		10	21	64	5	31
 LU		7	14	72	7	21
 HU		22	20	54	4	42
 MT		11	37	52	0	48
 NL		24	27	48	1	51
 AT		14	26	44	16	40
 PL		30	37	30	3	67
 PT		44	23	32	1	67
 RO		16	31	49	4	47
 SI		22	20	58	0	42
 SK		25	28	45	2	53
 FI		14	33	53	0	47
 SE		12	28	58	2	40
 UK		12	25	62	1	37
 CH		16	23	58	3	39
 US		15	21	61	3	36

Q10b.4 En pensant à la commercialisation des produits ou services innovants de votre entreprise depuis janvier 2011, chacun des éléments suivants a-t-il été un problème important, un problème mineur ou pas un problème du tout ?
Un marché dominé par des concurrents déjà établis

Q10b.4 Thinking about the commercialisation of your company's goods or services since January 2011, has any of the following been a major problem, a minor problem or not a problem at all?
Market dominated by established competitors
































Q10b.4 Wenn Sie an die Kommerzialisierung der Waren oder Dienstleistungen Ihres Unternehmens seit Januar 2011 denken:
Waren die folgenden Faktoren ein großes Problem, ein kleines Problem oder überhaupt kein Problem?
Der Markt wurde von bereits etablierten Konkurrenten beherrscht

		Un problème important	Un problème mineur	Pas un problème du tout	NSP/SR (NE PAS LIRE)	Total 'Un problème'
		A major problem	A minor problem	Not a problem at all	DK/NA (DO NOT READ OUT)	Total 'A problem'
		Ein großes Problem	Ein kleines Problem	Überhaupt kein Problem	Weiß nicht/ Keine Angabe (NICHT VORLESEN)	Gesamt 'Ein Problem'
%		Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394
 EU 28		24	29	45	2	53
 BE		22	25	47	6	47
 BG		35	26	39	0	61
 CZ		34	33	32	1	67
 DK		16	31	51	2	47
 DE		13	28	58	1	41
 EE		22	30	44	4	52
 IE		14	32	53	1	46
 EL		27	36	37	0	63
 ES		26	37	37	0	63
 FR		35	21	42	2	56
 HR		28	29	41	2	57
 IT		33	28	38	1	61
 CY		40	22	30	8	62
 LV		21	37	40	2	58
 LT		22	26	50	2	48
 LU		22	24	47	7	46
 HU		33	25	41	1	58
 MT		33	32	35	0	65
 NL		18	36	43	3	54
 AT		10	35	39	16	45
 PL		30	38	31	1	68
 PT		32	23	44	1	55
 RO		26	25	47	2	51
 SI		7	29	62	2	36
 SK		20	31	41	8	51
 FI		6	33	60	1	39
 SE		17	29	52	2	46
 UK		14	21	64	1	35
 CH		14	30	54	2	44
 US		15	23	61	1	38

Q10b.5 En pensant à la commercialisation des produits ou services innovants de votre entreprise depuis janvier 2011, chacun des éléments suivants a-t-il été un problème important, un problème mineur ou pas un problème du tout ?
Une faible demande à l'égard du produit ou service

Q10b.5 Thinking about the commercialisation of your company's goods or services since January 2011, has any of the following been a major problem, a minor problem or not a problem at all?
Low demand for your goods or services
































Q10b.5 Wenn Sie an die Kommerzialisierung der Waren oder Dienstleistungen Ihres Unternehmens seit Januar 2011 denken:
Waren die folgenden Faktoren ein großes Problem, ein kleines Problem oder überhaupt kein Problem?
Geringe Nachfrage nach Ihren Waren oder Dienstleistungen

		Un problème important	Un problème mineur	Pas un problème du tout	NSP/SR (NE PAS LIRE)	Total 'Un problème'
		A major problem	A minor problem	Not a problem at all	DK/NA (DO NOT READ OUT)	Total 'A problem'
		Ein großes Problem	Ein kleines Problem	Überhaupt kein Problem	Weiß nicht/ Keine Angabe (NICHT VORLESEN)	Gesamt 'Ein Problem'
%		Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394
	EU 28	25	24	49	2	49
	BE	14	16	66	4	30
	BG	33	19	45	3	52
	CZ	26	34	39	1	60
	DK	4	18	76	2	22
	DE	7	25	66	2	32
	EE	15	28	54	3	43
	IE	28	36	36	0	64
	EL	57	26	17	0	83
	ES	57	21	20	2	78
	FR	21	20	55	4	41
	HR	43	22	35	0	65
	IT	38	18	44	0	56
	CY	46	16	25	13	62
	LV	13	44	40	3	57
	LT	11	31	55	3	42
	LU	3	29	61	7	32
	HU	27	25	46	2	52
	MT	24	22	54	0	46
	NL	18	27	51	4	45
	AT	6	17	61	16	23
	PL	23	38	35	4	61
	PT	50	27	23	0	77
	RO	32	24	42	2	56
	SI	16	16	68	0	32
	SK	24	38	34	4	62
	FI	16	26	57	1	42
	SE	8	24	66	2	32
	UK	14	24	60	2	38
	CH	7	17	73	3	24
	US	11	26	61	2	37

Q10b.6 En pensant à la commercialisation des produits ou services innovants de votre entreprise depuis janvier 2011, chacun des éléments suivants a-t-il été un problème important, un problème mineur ou pas un problème du tout ?
Des difficultés pour conserver les droits de propriété intellectuelle

Q10b.6 Thinking about the commercialisation of your company's goods or services since January 2011, has any of the following been a major problem, a minor problem or not a problem at all?
Difficulties in maintaining intellectual property rights
































Q10b.6 Wenn Sie an die Kommerzialisierung der Waren oder Dienstleistungen Ihres Unternehmens seit Januar 2011 denken:
Waren die folgenden Faktoren ein großes Problem, ein kleines Problem oder überhaupt kein Problem?
Schwierigkeiten, die Rechte am geistigen Eigentum zu behalten

	%	Un problème important	Un problème mineur	Pas un problème du tout	NSP/SR (NE PAS LIRE)	Total 'Un problème'
		A major problem	A minor problem	Not a problem at all	DK/NA (DO NOT READ OUT)	Total 'A problem'
		Ein großes Problem	Ein kleines Problem	Überhaupt kein Problem	Weiß nicht/ Keine Angabe (NICHT VORLESEN)	Gesamt 'Ein Problem'
		Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394
 EU 28		5	9	81	5	14
 BE		2	6	88	4	8
 BG		14	13	67	6	27
 CZ		6	10	81	3	16
 DK		1	3	88	8	4
 DE		7	5	86	2	12
 EE		0	3	93	4	3
 IE		3	5	82	10	8
 EL		4	6	87	3	10
 ES		6	9	82	3	15
 FR		5	7	79	9	12
 HR		5	2	93	0	7
 IT		10	15	74	1	25
 CY		7	6	61	26	13
 LV		0	7	91	2	7
 LT		4	9	82	5	13
 LU		0	8	85	7	8
 HU		4	7	83	6	11
 MT		1	1	95	3	2
 NL		2	3	90	5	5
 AT		2	7	76	15	9
 PL		3	14	72	11	17
 PT		14	19	61	6	33
 RO		11	7	80	2	18
 SI		1	4	92	3	5
 SK		5	10	77	8	15
 FI		1	5	84	10	6
 SE		1	7	89	3	8
 UK		0	7	88	5	7
 CH		3	5	91	1	8
 US		0	5	85	10	5

Q10b.7 En pensant à la commercialisation des produits ou services innovants de votre entreprise depuis janvier 2011, chacun des éléments suivants a-t-il été un problème important, un problème mineur ou pas un problème du tout ?
Le manque de réglementations ou normes du marché

Q10b.7 Thinking about the commercialisation of your company's goods or services since January 2011, has any of the following been a major problem, a minor problem or not a problem at all?
Lack of market standards or regulations

Q10b.7 Wenn Sie an die Kommerzialisierung der Waren oder Dienstleistungen Ihres Unternehmens seit Januar 2011 denken: Waren die folgenden Faktoren ein großes Problem, ein kleines Problem oder überhaupt kein Problem?
Fehlende Marktstandards oder Bestimmungen

		Un problème important	Un problème mineur	Pas un problème du tout	NSP/SR (NE PAS LIRE)	Total 'Un problème'
		A major problem	A minor problem	Not a problem at all	DK/NA (DO NOT READ OUT)	Total 'A problem'
		Ein großes Problem	Ein kleines Problem	Überhaupt kein Problem	Weiß nicht/ Keine Angabe (NICHT VORLESEN)	Gesamt 'Ein Problem'
%		Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394
	EU 28	12	17	66	5	29
	BE	8	11	76	5	19
	BG	38	9	52	1	47
	CZ	14	13	66	7	27
	DK	3	12	84	1	15
	DE	1	11	84	4	12
	EE	2	7	87	4	9
	IE	6	19	72	3	25
	EL	29	28	40	3	57
	ES	10	24	63	3	34
	FR	19	17	58	6	36
	HR	28	34	38	0	62
	IT	23	25	48	4	48
	CY	19	11	58	12	30
	LV	6	24	67	3	30
	LT	4	16	77	3	20
	LU	5	10	75	10	15
	HU	10	15	69	6	25
	MT	9	17	69	5	26
	NL	9	19	68	4	28
	AT	5	9	67	19	14
	PL	15	26	49	10	41
	PT	33	18	49	0	51
	RO	17	21	59	3	38
	SI	8	12	80	0	20
	SK	13	19	63	5	32
	FI	3	9	87	1	12
	SE	3	16	79	2	19
	UK	4	10	82	4	14
	CH	5	12	82	1	17
	US	5	8	83	4	13

Q10b.8 En pensant à la commercialisation des produits ou services innovants de votre entreprise depuis janvier 2011, chacun des éléments suivants a-t-il été un problème important, un problème mineur ou pas un problème du tout ?
































La faiblesse des systèmes de distribution

Q10b.8 Thinking about the commercialisation of your company's goods or services since January 2011, has any of the following been a major problem, a minor problem or not a problem at all?

Weak distribution channels

Q10b.8 Wenn Sie an die Kommerzialisierung der Waren oder Dienstleistungen Ihres Unternehmens seit Januar 2011 denken: Waren die folgenden Faktoren ein großes Problem, ein kleines Problem oder überhaupt kein Problem?

Schwache Vertriebskanäle

		Un problème important	Un problème mineur	Pas un problème du tout	NSP/SR (NE PAS LIRE)	Total 'Un problème'
		A major problem	A minor problem	Not a problem at all	DK/NA (DO NOT READ OUT)	Total 'A problem'
		Ein großes Problem	Ein kleines Problem	Überhaupt kein Problem	Weiß nicht/ Keine Angabe (NICHT VORLESEN)	Gesamt 'Ein Problem'
%		Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394
	EU 28	8	19	68	5	27
	BE	7	16	72	5	23
	BG	13	12	68	7	25
	CZ	7	23	67	3	30
	DK	0	8	90	2	8
	DE	4	19	72	5	23
	EE	8	18	68	6	26
	IE	2	11	78	9	13
	EL	25	20	50	5	45
	ES	10	25	62	3	35
	FR	13	22	60	5	35
	HR	3	37	58	2	40
	IT	15	22	61	2	37
	CY	9	16	59	16	25
	LV	7	19	67	7	26
	LT	6	17	67	10	23
	LU	1	7	85	7	8
	HU	10	16	69	5	26
	MT	10	3	86	1	13
	NL	2	14	76	8	16
	AT	5	19	60	16	24
	PL	10	28	53	9	38
	PT	17	17	62	4	34
	RO	15	12	65	8	27
	SI	2	15	80	3	17
	SK	9	18	64	9	27
	FI	5	9	86	0	14
	SE	2	6	90	2	8
	UK	0	9	86	5	9
	CH	3	18	77	2	21
	US	5	13	78	4	18

Q10b.1 En pensant à la commercialisation des produits ou services innovants de votre entreprise depuis janvier 2011, chacun des éléments suivants a-t-il été un problème important, un problème mineur ou pas un problème du tout ?
































Un manque de ressources financières

Q10b.1 Thinking about the commercialisation of your company's goods or services since January 2011, has any of the following been a major problem, a minor problem or not a problem at all?

Lack of financial resources

Q10b.1 Wenn Sie an die Kommerzialisierung der Waren oder Dienstleistungen Ihres Unternehmens seit Januar 2011 denken: Waren die folgenden Faktoren ein großes Problem, ein kleines Problem oder überhaupt kein Problem?

Fehlende Finanzmittel

	%	Un problème important	Un problème mineur	Pas un problème du tout	NSP/SR (NE PAS LIRE)	Total 'Un problème'
		A major problem	A minor problem	Not a problem at all	DK/NA (DO NOT READ OUT)	Total 'A problem'
		Ein großes Problem	Ein kleines Problem	Überhaupt kein Problem	Weiß nicht/ Keine Angabe (NICHT VORLESEN)	Gesamt 'Ein Problem'
		Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394
 EU 28		36	25	38	1	61
 BE		20	15	51	14	35
 BG		58	20	22	0	78
 CZ		46	19	34	1	65
 DK		10	28	62	0	38
 DE		17	41	38	4	58
 EE		17	32	51	0	49
 IE		31	33	32	4	64
 EL		83	7	10	0	90
 ES		42	14	43	1	56
 FR		56	10	34	0	66
 HR		45	22	33	0	67
 IT		59	16	25	0	75
 CY		67	13	20	0	80
 LV		24	40	36	0	64
 LT		37	12	50	1	49
 LU		9	54	37	0	63
 HU		36	22	41	1	58
 MT		35	14	51	0	49
 NL		17	17	66	0	34
 AT		20	20	50	10	40
 PL		37	48	14	1	85
 PT		66	18	16	0	84
 RO		56	13	31	0	69
 SI		20	33	47	0	53
 SK		36	36	27	1	72
 FI		35	38	27	0	73
 SE		19	13	63	5	32
 UK		18	42	40	0	60
 CH		15	20	64	1	35
 US		21	18	61	0	39

Q10b.2 En pensant à la commercialisation des produits ou services innovants de votre entreprise depuis janvier 2011, chacun des éléments suivants a-t-il été un problème important, un problème mineur ou pas un problème du tout ?
































Un manque d'expertise marketing

Q10b.2 Thinking about the commercialisation of your company's goods or services since January 2011, has any of the following been a major problem, a minor problem or not a problem at all?

Lack of marketing expertise

Q10b.2 Wenn Sie an die Kommerzialisierung der Waren oder Dienstleistungen Ihres Unternehmens seit Januar 2011 denken: Waren die folgenden Faktoren ein großes Problem, ein kleines Problem oder überhaupt kein Problem?
































Fehlende Marketingkenntnisse

		Un problème important	Un problème mineur	Pas un problème du tout	NSP/SR (NE PAS LIRE)	Total 'Un problème'
		A major problem	A minor problem	Not a problem at all	DK/NA (DO NOT READ OUT)	Total 'A problem'
		Ein großes Problem	Ein kleines Problem	Überhaupt kein Problem	Weiß nicht/ Keine Angabe (NICHT VORLESEN)	Gesamt 'Ein Problem'
%		Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394
	EU 28	12	30	56	2	42
	BE	9	40	36	15	49
	BG	7	36	45	12	43
	CZ	20	12	67	1	32
	DK	5	27	68	0	32
	DE	6	35	55	4	41
	EE	8	13	79	0	21
	IE	12	33	55	0	45
	EL	6	37	57	0	43
	ES	23	33	44	0	56
	FR	16	28	56	0	44
	HR	12	17	71	0	29
	IT	20	30	46	4	50
	CY	15	22	63	0	37
	LV	6	33	61	0	39
	LT	23	30	46	1	53
	LU	22	50	28	0	72
	HU	8	14	76	2	22
	MT	3	15	79	3	18
	NL	2	35	63	0	37
	AT	0	43	48	9	43
	PL	3	43	53	1	46
	PT	22	39	39	0	61
	RO	33	14	53	0	47
	SI	8	37	55	0	45
	SK	2	21	71	6	23
	FI	12	39	49	0	51
	SE	7	2	85	6	9
	UK	1	29	70	0	30
	CH	0	28	71	1	28
	US	3	43	54	0	46

Q10b.3 En pensant à la commercialisation des produits ou services innovants de votre entreprise depuis janvier 2011, chacun des éléments suivants a-t-il été un problème important, un problème mineur ou pas un problème du tout ?
Le coût ou la complexité de la mise en conformité avec les réglementations ou normes

Q10b.3 Thinking about the commercialisation of your company's goods or services since January 2011, has any of the following been a major problem, a minor problem or not a problem at all?
Cost or complexity of meeting regulations or standards
































Q10b.3 Wenn Sie an die Kommerzialisierung der Waren oder Dienstleistungen Ihres Unternehmens seit Januar 2011 denken:
Waren die folgenden Faktoren ein großes Problem, ein kleines Problem oder überhaupt kein Problem?
Kosten oder Komplexität der Erfüllung von Bestimmungen oder Normen

		Un problème important	Un problème mineur	Pas un problème du tout	NSP/SR (NE PAS LIRE)	Total 'Un problème'
		A major problem	A minor problem	Not a problem at all	DK/NA (DO NOT READ OUT)	Total 'A problem'
		Ein großes Problem	Ein kleines Problem	Überhaupt kein Problem	Weiß nicht/ Keine Angabe (NICHT VORLESEN)	Gesamt 'Ein Problem'
%		Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394
	EU 28	29	33	36	2	62
	BE	15	46	26	13	61
	BG	32	21	47	0	53
	CZ	24	59	17	0	83
	DK	7	31	61	1	38
	DE	13	46	37	4	59
	EE	9	11	80	0	20
	IE	27	38	27	8	65
	EL	16	52	32	0	68
	ES	28	19	53	0	47
	FR	50	23	23	4	73
	HR	33	29	37	1	62
	IT	51	27	22	0	78
	CY	13	25	55	7	38
	LV	21	34	45	0	55
	LT	22	11	63	4	33
	LU	11	50	39	0	61
	HU	20	31	48	1	51
	MT	18	41	40	1	59
	NL	27	37	36	0	64
	AT	31	19	41	9	50
	PL	44	47	8	1	91
	PT	44	19	37	0	63
	RO	17	32	51	0	49
	SI	46	21	33	0	67
	SK	33	24	40	3	57
	FI	29	32	39	0	61
	SE	14	32	48	6	46
	UK	14	40	44	2	54
	CH	36	34	29	1	70
	US	16	24	60	0	40

Q10b.4 En pensant à la commercialisation des produits ou services innovants de votre entreprise depuis janvier 2011, chacun des éléments suivants a-t-il été un problème important, un problème mineur ou pas un problème du tout ?
Un marché dominé par des concurrents déjà établis

Q10b.4 Thinking about the commercialisation of your company's goods or services since January 2011, has any of the following been a major problem, a minor problem or not a problem at all?
Market dominated by established competitors
































Q10b.4 Wenn Sie an die Kommerzialisierung der Waren oder Dienstleistungen Ihres Unternehmens seit Januar 2011 denken: Waren die folgenden Faktoren ein großes Problem, ein kleines Problem oder überhaupt kein Problem?
Der Markt wurde von bereits etablierten Konkurrenten beherrscht

		Un problème important	Un problème mineur	Pas un problème du tout	NSP/SR (NE PAS LIRE)	Total 'Un problème'
		A major problem	A minor problem	Not a problem at all	DK/NA (DO NOT READ OUT)	Total 'A problem'
		Ein großes Problem	Ein kleines Problem	Überhaupt kein Problem	Weiß nicht/ Keine Angabe (NICHT VORLESEN)	Gesamt 'Ein Problem'
%		Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394
	EU 28	25	33	41	1	58
	BE	22	35	30	13	57
	BG	44	21	35	0	65
	CZ	38	45	17	0	83
	DK	15	32	52	1	47
	DE	15	33	52	0	48
	EE	35	23	41	1	58
	IE	14	37	49	0	51
	EL	40	31	29	0	71
	ES	21	47	32	0	68
	FR	44	27	29	0	71
	HR	12	39	49	0	51
	IT	37	26	37	0	63
	CY	36	28	30	6	64
	LV	19	48	33	0	67
	LT	51	18	29	2	69
	LU	33	57	10	0	90
	HU	35	24	40	1	59
	MT	44	1	54	1	45
	NL	5	46	49	0	51
	AT	13	42	36	9	55
	PL	32	48	19	1	80
	PT	27	30	43	0	57
	RO	36	16	48	0	52
	SI	14	43	36	7	57
	SK	18	28	46	8	46
	FI	8	39	53	0	47
	SE	22	18	54	6	40
	UK	19	32	49	0	51
	CH	20	22	57	1	42
	US	22	26	52	0	48

Q10b.5 En pensant à la commercialisation des produits ou services innovants de votre entreprise depuis janvier 2011, chacun des éléments suivants a-t-il été un problème important, un problème mineur ou pas un problème du tout ?
Une faible demande à l'égard du produit ou service

Q10b.5 Thinking about the commercialisation of your company's goods or services since January 2011, has any of the following been a major problem, a minor problem or not a problem at all?
Low demand for your goods or services
































Q10b.5 Wenn Sie an die Kommerzialisierung der Waren oder Dienstleistungen Ihres Unternehmens seit Januar 2011 denken:
Waren die folgenden Faktoren ein großes Problem, ein kleines Problem oder überhaupt kein Problem?
Geringe Nachfrage nach Ihren Waren oder Dienstleistungen

		Un problème important	Un problème mineur	Pas un problème du tout	NSP/SR (NE PAS LIRE)	Total 'Un problème'
		A major problem	A minor problem	Not a problem at all	DK/NA (DO NOT READ OUT)	Total 'A problem'
		Ein großes Problem	Ein kleines Problem	Überhaupt kein Problem	Weiß nicht/ Keine Angabe (NICHT VORLESEN)	Gesamt 'Ein Problem'
%		Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394
 EU 28		27	26	45	2	53
 BE		16	19	51	14	35
 BG		34	16	50	0	50
 CZ		33	46	21	0	79
 DK		7	33	60	0	40
 DE		5	30	64	1	35
 EE		7	26	65	2	33
 IE		27	40	33	0	67
 EL		52	26	22	0	78
 ES		59	19	19	3	78
 FR		18	24	49	9	42
 HR		37	34	28	1	71
 IT		52	16	32	0	68
 CY		43	19	27	11	62
 LV		12	48	35	5	60
 LT		18	30	51	1	48
 LU		0	59	41	0	59
 HU		17	39	42	2	56
 MT		51	22	27	0	73
 NL		11	13	75	1	24
 AT		8	8	75	9	16
 PL		42	28	28	2	70
 PT		44	30	25	1	74
 RO		34	23	43	0	57
 SI		36	17	46	1	53
 SK		24	32	42	2	56
 FI		23	36	41	0	59
 SE		8	31	56	5	39
 UK		11	31	58	0	42
 CH		11	21	62	6	32
 US		17	17	66	0	34

Q10b.6 En pensant à la commercialisation des produits ou services innovants de votre entreprise depuis janvier 2011, chacun des éléments suivants a-t-il été un problème important, un problème mineur ou pas un problème du tout ?
Des difficultés pour conserver les droits de propriété intellectuelle

Q10b.6 Thinking about the commercialisation of your company's goods or services since January 2011, has any of the following been a major problem, a minor problem or not a problem at all?
Difficulties in maintaining intellectual property rights
































Q10b.6 Wenn Sie an die Kommerzialisierung der Waren oder Dienstleistungen Ihres Unternehmens seit Januar 2011 denken: Waren die folgenden Faktoren ein großes Problem, ein kleines Problem oder überhaupt kein Problem?
Schwierigkeiten, die Rechte am geistigen Eigentum zu behalten

		Un problème important	Un problème mineur	Pas un problème du tout	NSP/SR (NE PAS LIRE)	Total 'Un problème'
		A major problem	A minor problem	Not a problem at all	DK/NA (DO NOT READ OUT)	Total 'A problem'
		Ein großes Problem	Ein kleines Problem	Überhaupt kein Problem	Weiß nicht/ Keine Angabe (NICHT VORLESEN)	Gesamt 'Ein Problem'
%		Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394
	EU 28	4	10	80	6	14
	BE	0	1	86	13	1
	BG	6	16	77	1	22
	CZ	7	18	74	1	25
	DK	1	3	85	11	4
	DE	7	5	87	1	12
	EE	0	2	98	0	2
	IE	8	6	74	12	14
	EL	6	4	85	5	10
	ES	0	11	82	7	11
	FR	2	8	71	19	10
	HR	11	0	88	1	11
	IT	7	14	78	1	21
	CY	13	6	62	19	19
	LV	0	12	87	1	12
	LT	10	8	75	7	18
	LU	0	27	73	0	27
	HU	7	10	82	1	17
	MT	3	0	93	4	3
	NL	1	2	93	4	3
	AT	0	12	84	4	12
	PL	2	27	65	6	29
	PT	6	24	59	11	30
	RO	20	2	77	1	22
	SI	4	7	85	4	11
	SK	8	8	72	12	16
	FI	6	6	70	18	12
	SE	0	6	88	6	6
	UK	1	10	86	3	11
	CH	11	8	80	1	19
	US	1	5	82	12	6

Q10b.7 En pensant à la commercialisation des produits ou services innovants de votre entreprise depuis janvier 2011, chacun des éléments suivants a-t-il été un problème important, un problème mineur ou pas un problème du tout ?
Le manque de réglementations ou normes du marché

Q10b.7 Thinking about the commercialisation of your company's goods or services since January 2011, has any of the following been a major problem, a minor problem or not a problem at all?
Lack of market standards or regulations

Q10b.7 Wenn Sie an die Kommerzialisierung der Waren oder Dienstleistungen Ihres Unternehmens seit Januar 2011 denken:
Waren die folgenden Faktoren ein großes Problem, ein kleines Problem oder überhaupt kein Problem?
Fehlende Marktstandards oder Bestimmungen

		Un problème important	Un problème mineur	Pas un problème du tout	NSP/SR (NE PAS LIRE)	Total 'Un problème'
		A major problem	A minor problem	Not a problem at all	DK/NA (DO NOT READ OUT)	Total 'A problem'
		Ein großes Problem	Ein kleines Problem	Überhaupt kein Problem	Weiß nicht/ Keine Angabe (NICHT VORLESEN)	Gesamt 'Ein Problem'
%		Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394
	EU 28	14	19	63	4	33
	BE	10	11	65	14	21
	BG	32	7	59	2	39
	CZ	18	15	67	0	33
	DK	8	6	86	0	14
	DE	0	15	80	5	15
	EE	1	11	87	1	12
	IE	8	30	58	4	38
	EL	31	26	43	0	57
	ES	15	24	61	0	39
	FR	24	25	38	13	49
	HR	23	38	38	1	61
	IT	24	16	52	8	40
	CY	19	16	58	7	35
	LV	6	32	62	0	38
	LT	11	13	74	2	24
	LU	7	22	71	0	29
	HU	9	5	85	1	14
	MT	16	35	35	14	51
	NL	12	28	59	1	40
	AT	6	10	75	9	16
	PL	29	16	49	6	45
	PT	28	23	49	0	51
	RO	23	19	57	1	42
	SI	6	21	72	1	27
	SK	23	28	46	3	51
	FI	7	28	64	1	35
	SE	1	24	69	6	25
	UK	4	20	76	0	24
	CH	2	24	73	1	26
	US	4	9	82	5	13

Q10b.8 En pensant à la commercialisation des produits ou services innovants de votre entreprise depuis janvier 2011, chacun des éléments suivants a-t-il été un problème important, un problème mineur ou pas un problème du tout ?
































La faiblesse des systèmes de distribution

Q10b.8 Thinking about the commercialisation of your company's goods or services since January 2011, has any of the following been a major problem, a minor problem or not a problem at all?

Weak distribution channels

Q10b.8 Wenn Sie an die Kommerzialisierung der Waren oder Dienstleistungen Ihres Unternehmens seit Januar 2011 denken: Waren die folgenden Faktoren ein großes Problem, ein kleines Problem oder überhaupt kein Problem?

Schwache Vertriebskanäle

		Un problème important	Un problème mineur	Pas un problème du tout	NSP/SR (NE PAS LIRE)	Total 'Un problème'
		A major problem	A minor problem	Not a problem at all	DK/NA (DO NOT READ OUT)	Total 'A problem'
		Ein großes Problem	Ein kleines Problem	Überhaupt kein Problem	Weiß nicht/ Keine Angabe (NICHT VORLESEN)	Gesamt 'Ein Problem'
%		Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394
 EU 28		10	21	67	2	31
 BE		6	18	62	14	24
 BG		6	16	75	3	22
 CZ		8	29	63	0	37
 DK		1	11	86	2	12
 DE		9	33	57	1	42
 EE		8	17	75	0	25
 IE		4	12	65	19	16
 EL		15	17	68	0	32
 ES		11	29	57	3	40
 FR		18	23	55	4	41
 HR		7	28	64	1	35
 IT		19	23	58	0	42
 CY		12	13	68	7	25
 LV		3	18	68	11	21
 LT		15	15	59	11	30
 LU		6	29	65	0	35
 HU		9	18	57	16	27
 MT		17	1	79	3	18
 NL		1	7	91	1	8
 AT		6	41	44	9	47
 PL		9	32	57	2	41
 PT		16	15	68	1	31
 RO		19	15	65	1	34
 SI		6	6	79	9	12
 SK		14	7	64	15	21
 FI		8	20	72	0	28
 SE		0	3	96	1	3
 UK		0	7	92	1	7
 CH		6	24	64	6	30
 US		6	11	78	5	17

Q10b.1 En pensant à la commercialisation des produits ou services innovants de votre entreprise depuis janvier 2011, chacun des éléments suivants a-t-il été un problème important, un problème mineur ou pas un problème du tout ?
































Un manque de ressources financières

Q10b.1 Thinking about the commercialisation of your company's goods or services since January 2011, has any of the following been a major problem, a minor problem or not a problem at all?

Lack of financial resources

Q10b.1 Wenn Sie an die Kommerzialisierung der Waren oder Dienstleistungen Ihres Unternehmens seit Januar 2011 denken: Waren die folgenden Faktoren ein großes Problem, ein kleines Problem oder überhaupt kein Problem?

Fehlende Finanzmittel

		Un problème important	Un problème mineur	Pas un problème du tout	NSP/SR (NE PAS LIRE)	Total 'Un problème'
		A major problem	A minor problem	Not a problem at all	DK/NA (DO NOT READ OUT)	Total 'A problem'
		Ein großes Problem	Ein kleines Problem	Überhaupt kein Problem	Weiß nicht/ Keine Angabe (NICHT VORLESEN)	Gesamt 'Ein Problem'
%		Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394
	EU 28	31	23	45	1	54
	BE	34	14	52	0	48
	BG	37	27	34	2	64
	CZ	30	33	35	2	63
	DK	14	24	61	1	38
	DE	13	20	66	1	33
	EE	21	22	53	4	43
	IE	26	26	48	0	52
	EL	70	14	16	0	84
	ES	41	25	34	0	66
	FR	43	15	40	2	58
	HR	51	29	20	0	80
	IT	47	25	28	0	72
	CY	63	4	26	7	67
	LV	19	35	44	2	54
	LT	27	33	38	2	60
	LU	13	14	65	8	27
	HU	35	26	38	1	61
	MT	43	10	47	0	53
	NL	20	30	50	0	50
	AT	9	20	52	19	29
	PL	27	41	30	2	68
	PT	50	22	28	0	72
	RO	41	20	35	4	61
	SI	23	32	45	0	55
	SK	33	35	30	2	68
	FI	13	36	51	0	49
	SE	6	18	75	1	24
	UK	19	15	63	3	34
	CH	11	12	76	1	23
	US	15	23	60	2	38

Q10b.2 En pensant à la commercialisation des produits ou services innovants de votre entreprise depuis janvier 2011, chacun des éléments suivants a-t-il été un problème important, un problème mineur ou pas un problème du tout ?
































Un manque d'expertise marketing

Q10b.2 Thinking about the commercialisation of your company's goods or services since January 2011, has any of the following been a major problem, a minor problem or not a problem at all?

Lack of marketing expertise

Q10b.2 Wenn Sie an die Kommerzialisierung der Waren oder Dienstleistungen Ihres Unternehmens seit Januar 2011 denken: Waren die folgenden Faktoren ein großes Problem, ein kleines Problem oder überhaupt kein Problem?
































Fehlende Marketingkenntnisse

		Un problème important	Un problème mineur	Pas un problème du tout	NSP/SR (NE PAS LIRE)	Total 'Un problème'
		A major problem	A minor problem	Not a problem at all	DK/NA (DO NOT READ OUT)	Total 'A problem'
		Ein großes Problem	Ein kleines Problem	Überhaupt kein Problem	Weiß nicht/ Keine Angabe (NICHT VORLESEN)	Gesamt 'Ein Problem'
%		Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394
	EU 28	8	21	68	3	29
	BE	1	20	74	5	21
	BG	16	18	62	4	34
	CZ	2	20	74	4	22
	DK	8	10	80	2	18
	DE	1	13	86	0	14
	EE	3	23	69	5	26
	IE	2	29	66	3	31
	EL	14	24	62	0	38
	ES	9	27	62	2	36
	FR	9	24	63	4	33
	HR	6	34	60	0	40
	IT	19	24	57	0	43
	CY	10	20	63	7	30
	LV	2	29	69	0	31
	LT	6	23	68	3	29
	LU	0	11	81	8	11
	HU	5	17	74	4	22
	MT	1	9	90	0	10
	NL	4	20	74	2	24
	AT	0	17	62	21	17
	PL	8	37	51	4	45
	PT	16	12	67	5	28
	RO	10	18	68	4	28
	SI	1	14	83	2	15
	SK	6	36	57	1	42
	FI	5	26	66	3	31
	SE	3	14	81	2	17
	UK	5	17	75	3	22
	CH	2	19	76	3	21
	US	5	21	73	1	26

Q10b.3 En pensant à la commercialisation des produits ou services innovants de votre entreprise depuis janvier 2011, chacun des éléments suivants a-t-il été un problème important, un problème mineur ou pas un problème du tout ?
Le coût ou la complexité de la mise en conformité avec les réglementations ou normes

Q10b.3 Thinking about the commercialisation of your company's goods or services since January 2011, has any of the following been a major problem, a minor problem or not a problem at all?
Cost or complexity of meeting regulations or standards
































Q10b.3 Wenn Sie an die Kommerzialisierung der Waren oder Dienstleistungen Ihres Unternehmens seit Januar 2011 denken:
Waren die folgenden Faktoren ein großes Problem, ein kleines Problem oder überhaupt kein Problem?
Kosten oder Komplexität der Erfüllung von Bestimmungen oder Normen

	%	Un problème important	Un problème mineur	Pas un problème du tout	NSP/SR (NE PAS LIRE)	Total 'Un problème'
		A major problem	A minor problem	Not a problem at all	DK/NA (DO NOT READ OUT)	Total 'A problem'
		Ein großes Problem	Ein kleines Problem	Überhaupt kein Problem	Weiß nicht/ Keine Angabe (NICHT VORLESEN)	Gesamt 'Ein Problem'
		Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394
 EU 28		22	26	50	2	48
 BE		22	28	50	0	50
 BG		27	20	48	5	47
 CZ		20	35	44	1	55
 DK		4	26	69	1	30
 DE		11	21	65	3	32
 EE		5	10	81	4	15
 IE		22	27	50	1	49
 EL		19	38	41	2	57
 ES		29	33	38	0	62
 FR		28	22	46	4	50
 HR		34	34	27	5	68
 IT		36	26	38	0	62
 CY		3	13	67	17	16
 LV		5	22	71	2	27
 LT		8	23	64	5	31
 LU		7	8	77	8	15
 HU		23	19	54	4	42
 MT		7	35	58	0	42
 NL		23	22	53	2	45
 AT		8	28	45	19	36
 PL		28	35	33	4	63
 PT		44	25	30	1	69
 RO		16	31	48	5	47
 SI		13	20	67	0	33
 SK		22	29	47	2	51
 FI		10	33	57	0	43
 SE		11	27	62	0	38
 UK		12	17	71	0	29
 CH		10	20	67	3	30
 US		15	19	62	4	34

Q10b.4 En pensant à la commercialisation des produits ou services innovants de votre entreprise depuis janvier 2011, chacun des éléments suivants a-t-il été un problème important, un problème mineur ou pas un problème du tout ?
Un marché dominé par des concurrents déjà établis

Q10b.4 Thinking about the commercialisation of your company's goods or services since January 2011, has any of the following been a major problem, a minor problem or not a problem at all?
Market dominated by established competitors
































Q10b.4 Wenn Sie an die Kommerzialisierung der Waren oder Dienstleistungen Ihres Unternehmens seit Januar 2011 denken:
Waren die folgenden Faktoren ein großes Problem, ein kleines Problem oder überhaupt kein Problem?
Der Markt wurde von bereits etablierten Konkurrenten beherrscht

		Un problème important	Un problème mineur	Pas un problème du tout	NSP/SR (NE PAS LIRE)	Total 'Un problème'
		A major problem	A minor problem	Not a problem at all	DK/NA (DO NOT READ OUT)	Total 'A problem'
		Ein großes Problem	Ein kleines Problem	Überhaupt kein Problem	Weiß nicht/ Keine Angabe (NICHT VORLESEN)	Gesamt 'Ein Problem'
%		Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394
	EU 28	24	27	47	2	51
	BE	23	21	53	3	44
	BG	34	26	39	1	60
	CZ	33	30	35	2	63
	DK	16	31	51	2	47
	DE	11	26	61	2	37
	EE	18	32	45	5	50
	IE	14	30	55	1	44
	EL	24	37	39	0	61
	ES	27	35	38	0	62
	FR	33	19	45	3	52
	HR	34	25	38	3	59
	IT	30	29	39	2	59
	CY	43	18	31	8	61
	LV	22	33	43	2	55
	LT	17	27	54	2	44
	LU	20	18	54	8	38
	HU	33	25	41	1	58
	MT	28	46	26	0	74
	NL	24	31	41	4	55
	AT	9	32	40	19	41
	PL	30	36	33	1	66
	PT	36	18	45	1	54
	RO	24	27	47	2	51
	SI	5	23	72	0	28
	SK	21	32	39	8	53
	FI	6	31	62	1	37
	SE	16	32	51	1	48
	UK	12	16	71	1	28
	CH	12	32	53	3	44
	US	13	22	64	1	35

Q10b.5 En pensant à la commercialisation des produits ou services innovants de votre entreprise depuis janvier 2011, chacun des éléments suivants a-t-il été un problème important, un problème mineur ou pas un problème du tout ?
Une faible demande à l'égard du produit ou service

Q10b.5 Thinking about the commercialisation of your company's goods or services since January 2011, has any of the following been a major problem, a minor problem or not a problem at all?
Low demand for your goods or services
































Q10b.5 Wenn Sie an die Kommerzialisierung der Waren oder Dienstleistungen Ihres Unternehmens seit Januar 2011 denken:
Waren die folgenden Faktoren ein großes Problem, ein kleines Problem oder überhaupt kein Problem?
Geringe Nachfrage nach Ihren Waren oder Dienstleistungen

		Un problème important	Un problème mineur	Pas un problème du tout	NSP/SR (NE PAS LIRE)	Total 'Un problème'
		A major problem	A minor problem	Not a problem at all	DK/NA (DO NOT READ OUT)	Total 'A problem'
		Ein großes Problem	Ein kleines Problem	Überhaupt kein Problem	Weiß nicht/ Keine Angabe (NICHT VORLESEN)	Gesamt 'Ein Problem'
%		Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394
	EU 28	25	23	50	2	48
	BE	14	14	71	1	28
	BG	32	20	44	4	52
	CZ	24	32	43	1	56
	DK	3	11	83	3	14
	DE	8	23	67	2	31
	EE	17	28	51	4	45
	IE	29	34	37	0	63
	EL	58	26	15	1	84
	ES	57	21	21	1	78
	FR	21	19	57	3	40
	HR	45	17	38	0	62
	IT	31	19	50	0	50
	CY	48	14	24	14	62
	LV	14	43	41	2	57
	LT	10	32	55	3	42
	LU	4	23	65	8	27
	HU	28	23	47	2	51
	MT	11	22	67	0	33
	NL	21	32	41	6	53
	AT	5	20	56	19	25
	PL	20	40	36	4	60
	PT	55	24	21	0	79
	RO	32	24	41	3	56
	SI	9	16	75	0	25
	SK	24	40	31	5	64
	FI	14	23	61	2	37
	SE	8	22	69	1	30
	UK	17	20	60	3	37
	CH	6	15	76	3	21
	US	9	28	60	3	37

Q10b.6 En pensant à la commercialisation des produits ou services innovants de votre entreprise depuis janvier 2011, chacun des éléments suivants a-t-il été un problème important, un problème mineur ou pas un problème du tout ?
Des difficultés pour conserver les droits de propriété intellectuelle

Q10b.6 Thinking about the commercialisation of your company's goods or services since January 2011, has any of the following been a major problem, a minor problem or not a problem at all?
Difficulties in maintaining intellectual property rights
































Q10b.6 Wenn Sie an die Kommerzialisierung der Waren oder Dienstleistungen Ihres Unternehmens seit Januar 2011 denken:
Waren die folgenden Faktoren ein großes Problem, ein kleines Problem oder überhaupt kein Problem?
Schwierigkeiten, die Rechte am geistigen Eigentum zu behalten

		Un problème important	Un problème mineur	Pas un problème du tout	NSP/SR (NE PAS LIRE)	Total 'Un problème'
		A major problem	A minor problem	Not a problem at all	DK/NA (DO NOT READ OUT)	Total 'A problem'
		Ein großes Problem	Ein kleines Problem	Überhaupt kein Problem	Weiß nicht/ Keine Angabe (NICHT VORLESEN)	Gesamt 'Ein Problem'
%		Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394
	EU 28	6	8	81	5	14
	BE	3	8	88	1	11
	BG	15	13	65	7	28
	CZ	5	9	83	3	14
	DK	1	3	89	7	4
	DE	7	4	86	3	11
	EE	0	3	92	5	3
	IE	1	5	85	9	6
	EL	4	6	88	2	10
	ES	7	9	82	2	16
	FR	6	6	81	7	12
	HR	2	3	95	0	5
	IT	12	16	71	1	28
	CY	2	6	61	31	8
	LV	0	6	92	2	6
	LT	3	9	83	5	12
	LU	0	5	87	8	5
	HU	4	7	83	6	11
	MT	0	1	96	3	1
	NL	2	4	89	5	6
	AT	3	5	73	19	8
	PL	3	12	73	12	15
	PT	19	16	63	2	35
	RO	8	8	81	3	16
	SI	0	3	95	2	3
	SK	4	11	78	7	15
	FI	0	5	88	7	5
	SE	2	7	89	2	9
	UK	0	5	88	7	5
	CH	1	4	94	1	5
	US	0	5	86	9	5

Q10b.7 En pensant à la commercialisation des produits ou services innovants de votre entreprise depuis janvier 2011, chacun des éléments suivants a-t-il été un problème important, un problème mineur ou pas un problème du tout ?
Le manque de réglementations ou normes du marché

Q10b.7 Thinking about the commercialisation of your company's goods or services since January 2011, has any of the following been a major problem, a minor problem or not a problem at all?
Lack of market standards or regulations

Q10b.7 Wenn Sie an die Kommerzialisierung der Waren oder Dienstleistungen Ihres Unternehmens seit Januar 2011 denken:
Waren die folgenden Faktoren ein großes Problem, ein kleines Problem oder überhaupt kein Problem?
Fehlende Marktstandards oder Bestimmungen

		Un problème important	Un problème mineur	Pas un problème du tout	NSP/SR (NE PAS LIRE)	Total 'Un problème'
		A major problem	A minor problem	Not a problem at all	DK/NA (DO NOT READ OUT)	Total 'A problem'
		Ein großes Problem	Ein kleines Problem	Überhaupt kein Problem	Weiß nicht/ Keine Angabe (NICHT VORLESEN)	Gesamt 'Ein Problem'
%		Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394
	EU 28	11	17	67	5	28
	BE	8	11	80	1	19
	BG	39	9	51	1	48
	CZ	14	13	65	8	27
	DK	1	14	83	2	15
	DE	2	9	85	4	11
	EE	3	6	86	5	9
	IE	5	15	78	2	20
	EL	29	28	39	4	57
	ES	9	24	63	4	33
	FR	18	15	62	5	33
	HR	30	32	38	0	62
	IT	22	30	47	1	52
	CY	19	7	59	15	26
	LV	6	22	68	4	28
	LT	3	17	77	3	20
	LU	5	7	76	12	12
	HU	10	16	67	7	26
	MT	7	8	85	0	15
	NL	8	16	72	4	24
	AT	4	9	65	22	13
	PL	12	28	49	11	40
	PT	37	14	49	0	51
	RO	15	22	59	4	37
	SI	8	9	83	0	17
	SK	10	16	69	5	26
	FI	2	4	93	1	6
	SE	4	13	82	1	17
	UK	4	6	85	5	10
	CH	6	9	84	1	15
	US	6	8	83	3	14

Q10b.8 En pensant à la commercialisation des produits ou services innovants de votre entreprise depuis janvier 2011, chacun des éléments suivants a-t-il été un problème important, un problème mineur ou pas un problème du tout ?
































La faiblesse des systèmes de distribution

Q10b.8 Thinking about the commercialisation of your company's goods or services since January 2011, has any of the following been a major problem, a minor problem or not a problem at all?

Weak distribution channels

Q10b.8 Wenn Sie an die Kommerzialisierung der Waren oder Dienstleistungen Ihres Unternehmens seit Januar 2011 denken: Waren die folgenden Faktoren ein großes Problem, ein kleines Problem oder überhaupt kein Problem?
































Schwache Vertriebskanäle

		Un problème important	Un problème mineur	Pas un problème du tout	NSP/SR (NE PAS LIRE)	Total 'Un problème'
		A major problem	A minor problem	Not a problem at all	DK/NA (DO NOT READ OUT)	Total 'A problem'
		Ein großes Problem	Ein kleines Problem	Überhaupt kein Problem	Weiß nicht/ Keine Angabe (NICHT VORLESEN)	Gesamt 'Ein Problem'
%		Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394
	EU 28	8	18	69	5	26
	BE	7	15	76	2	22
	BG	14	12	67	7	26
	CZ	7	22	67	4	29
	DK	0	7	91	2	7
	DE	2	13	78	7	15
	EE	8	18	67	7	26
	IE	1	11	84	4	12
	EL	28	21	45	6	49
	ES	9	25	63	3	34
	FR	12	22	61	5	34
	HR	2	40	55	3	42
	IT	13	22	62	3	35
	CY	7	18	54	21	25
	LV	8	19	67	6	27
	LT	5	17	68	10	22
	LU	1	2	89	8	3
	HU	10	16	70	4	26
	MT	7	4	89	0	11
	NL	2	17	71	10	19
	AT	4	11	66	19	15
	PL	11	27	52	10	38
	PT	18	19	57	6	37
	RO	14	12	64	10	26
	SI	0	18	81	1	18
	SK	7	22	64	7	29
	FI	4	6	90	0	10
	SE	4	6	88	2	10
	UK	0	10	84	6	10
	CH	2	16	81	1	18
	US	4	14	79	3	18

Q11 Quelle proposition, parmi les suivantes, décrit le mieux la commercialisation de l'innovation par votre entreprise ?

Q11 Which of the following best describes the commercialisation of innovation in your company?
































Q11 Welche der folgenden Aussagen beschreibt die Kommerzialisierung von Innovationen in Ihrem Unternehmen am besten?

		Nous n'avons aucune innovation à commercialiser We do not have any innovation to commercialise Wir verfügen über keine Innovationen, die kommerzialisiert werden müssen	Nous avons des innovations, mais nous ne les commercialisons pas We have innovations, but we do not commercialise them Wir verfügen über Innovationen, aber wir kommerzialisieren sie nicht	Nous avons des innovations et nous les commercialisons We have innovations and we commercialise them Wir verfügen über Innovationen und wir kommerzialisieren sie auch	NSP/SR (NE PAS LIRE) DK/NA (DO NOT READ OUT) Weiß nicht/ Keine Angabe (NICHT VORLESEN)
%		Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394
 EU 28		48	16	33	3
 BE		50	20	27	3
 BG		54	22	16	8
 CZ		46	30	20	4
 DK		31	14	46	9
 DE		37	13	45	5
 EE		47	16	28	9
 IE		37	28	31	4
 EL		52	20	27	1
 ES		54	18	28	0
 FR		62	10	26	2
 HR		68	19	13	0
 IT		44	12	43	1
 CY		45	12	19	24
 LV		54	23	18	5
 LT		62	16	17	5
 LU		49	11	40	0
 HU		63	14	19	4
 MT		44	17	36	3
 NL		41	18	38	3
 AT		46	15	32	7
 PL		58	21	16	5
 PT		36	9	55	0
 RO		76	8	14	2
 SI		51	21	26	2
 SK		40	31	24	5
 FI		37	18	42	3
 SE		53	12	30	5
 UK		45	20	29	6
 CH		36	20	40	4
 US		48	21	22	9

Q11F Quelle proposition, parmi les suivantes, décrit le mieux la commercialisation de l'innovation par votre entreprise ?

Q11F Which of the following best describes the commercialisation of innovation in your company?
































Q11F Welche der folgenden Aussagen beschreibt die Kommerzialisierung von Innovationen in Ihrem Unternehmen am besten?

		Nous n'avons aucune innovation à commercialiser We do not have any innovation to commercialise Wir verfügen über keine Innovationen, die kommerzialisiert werden müssen	Nous avons des innovations, mais nous ne les commercialisons pas We have innovations, but we do not commercialise them Wir verfügen über Innovationen, aber wir kommerzialisieren sie nicht	Nous avons des innovations et nous les commercialisons We have innovations and we commercialise them Wir verfügen über Innovationen und wir kommerzialisieren sie auch	NSP/SR (NE PAS LIRE) DK/NA (DO NOT READ OUT) Weiß nicht/ Keine Angabe (NICHT VORLESEN)
%		Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394
	EU 28	32	19	46	3
	BE	35	26	37	2
	BG	38	29	26	7
	CZ	30	38	28	4
	DK	17	17	59	7
	DE	18	15	63	4
	EE	17	23	49	11
	IE	28	32	37	3
	EL	30	24	45	1
	ES	37	21	41	1
	FR	40	17	42	1
	HR	61	22	17	0
	IT	30	15	54	1
	CY	37	16	27	20
	LV	41	26	27	6
	LT	40	22	33	5
	LU	24	18	58	0
	HU	34	23	38	5
	MT	33	19	45	3
	NL	23	20	52	5
	AT	27	19	49	5
	PL	45	28	22	5
	PT	28	10	62	0
	RO	69	10	18	3
	SI	38	25	35	2
	SK	30	34	32	4
	FI	14	21	63	2
	SE	29	13	50	8
	UK	36	23	36	5
	CH	18	26	53	3
	US	34	28	31	7

Q12 Comment qualifieriez-vous la concurrence de votre entreprise sur son marché principal ?

Q12 How would you judge the competition of your company in its main market?
































Q12 Wie würden Sie die Konkurrenz Ihres Unternehmens auf dem Hauptmarkt beurteilen?

		Très faible	Faible	Forte	Très forte	NSP/SR (NE PAS LIRE) DK/NA (DO NOT READ OUT) Weiß nicht/ Keine Angabe (NICHT VORLESEN)	Total 'Faible'	Total 'Forte'
		Very weak	Weak	Strong	Very strong		Total 'Weak'	Total 'Strong'
		Sehr niedrig	Niedrig	Hoch	Sehr hoch		Gesamt 'Niedrig'	Gesamt 'Hoch'
%		Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394
	EU 28	5	24	51	18	2	29	69
	BE	2	27	49	20	2	29	69
	BG	7	25	45	17	6	32	62
	CZ	2	15	53	29	1	17	82
	DK	3	10	53	33	1	13	86
	DE	6	26	47	21	0	32	68
	EE	2	21	68	7	2	23	75
	IE	8	14	59	18	1	22	77
	EL	7	33	39	19	2	40	58
	ES	3	25	57	14	1	28	71
	FR	8	26	42	22	2	34	64
	HR	8	24	48	18	2	32	66
	IT	6	32	51	10	1	38	61
	CY	7	15	30	43	5	22	73
	LV	4	39	47	4	6	43	51
	LT	8	22	44	21	5	30	65
	LU	6	14	43	34	3	20	77
	HU	6	29	44	19	2	35	63
	MT	7	18	57	18	0	25	75
	NL	1	25	59	9	6	26	68
	AT	4	22	50	18	6	26	68
	PL	5	22	55	16	2	27	71
	PT	2	20	56	20	2	22	76
	RO	8	39	43	8	2	47	51
	SI	1	26	55	17	1	27	72
	SK	4	21	52	20	3	25	72
	FI	2	17	66	9	6	19	75
	SE	5	17	49	27	2	22	76
	UK	10	18	53	17	2	28	70
	CH	2	22	56	17	3	24	73
	US	4	18	55	19	4	22	74

Q13 Combien de concurrents votre entreprise a-t-elle sur son marché principal ?

Q13 How many competitors does your company have in its main market?
































Q13 Wie viele Konkurrenten hat Ihr Unternehmen auf dem Hauptmarkt?

		Un	Quelques-uns	Des dizaines	Des centaines	Trop nombreux pour les	Aucun (NE PAS LIRE)	NSP/SR (NE PAS LIRE)
		One	A few	Tens	Hundreds	Too many to count	None (DO NOT READ OUT)	DK/NA (DO NOT READ OUT)
		Einen	Einige	Dutzende	Hunderterte	Unzählige	Keinen (NICHT VORLESEN)	Weiß nicht/ Keine Angabe (NICHT VORLESEN)
%		Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394
 EU 28		2	32	34	14	15	2	1
 BE		3	39	34	7	13	3	1
 BG		4	23	28	16	26	1	2
 CZ		2	28	39	16	14	1	0
 DK		1	35	39	15	8	1	1
 DE		3	37	32	8	15	4	1
 EE		0	20	47	21	4	3	5
 IE		1	32	36	17	14	0	0
 EL		1	49	28	12	9	1	0
 ES		3	33	31	17	14	2	0
 FR		2	32	36	12	15	2	1
 HR		3	35	38	13	7	3	1
 IT		2	26	36	15	19	1	1
 CY		6	28	24	29	10	0	3
 LV		2	22	40	19	14	2	1
 LT		3	30	31	15	14	3	4
 LU		2	36	27	16	12	7	0
 HU		0	32	36	14	15	1	2
 MT		2	19	37	27	12	2	1
 NL		3	38	35	9	13	1	1
 AT		4	49	22	9	11	4	1
 PL		1	40	35	14	8	1	1
 PT		1	33	37	12	13	1	3
 RO		1	31	31	13	19	2	3
 SI		3	40	26	10	18	1	2
 SK		1	42	29	16	10	1	1
 FI		2	46	31	15	5	1	0
 SE		3	23	38	22	11	2	1
 UK		2	27	27	16	25	1	2
 CH		3	32	35	14	14	2	0
 US		1	26	35	15	18	4	1

Q14a.1 Quelle est l'importance de chacun des types de clients suivants, au niveau national ou international, pour la vente de vos produits ou services innovants en 2013 ?
D'autres entreprises

Q14a.1 How important is each of the following customers, whether national or international, for the sale of your innovative goods or services in 2013?
Other companies

Q14a.1 Wie wichtig war die jeweilige der folgenden Kundengruppen, sowohl im Inland als auch im Ausland, für den Verkauf Ihrer innovativen Waren und Dienstleistungen im Jahr 2013?
Andere Unternehmen

		Très important	Assez important	Pas très important	Pas du tout important	NSP/SR (NE PAS LIRE)	Total 'Important'	Total 'Pas important'
		Very important	Fairly important	Not very important	Not important at all	DK/NA (DO NOT READ OUT)	Total 'Important'	Total 'Not important'
		Sehr wichtig	ziemlich wichtig	Nicht so wichtig	Überhaupt nicht wichtig	Weiß nicht/ Keine Angabe (NICHT VORLESEN)	Gesamt 'Wichtig'	Gesamt 'Nicht wichtig'
%		Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394
	EU 28	44	29	13	12	2	73	25
	BE	33	35	12	17	3	68	29
	BG	58	28	3	6	5	86	9
	CZ	46	32	12	8	2	78	20
	DK	33	24	19	19	5	57	38
	DE	41	17	25	16	1	58	41
	EE	51	22	14	12	1	73	26
	IE	35	25	16	22	2	60	38
	EL	46	37	5	10	2	83	15
	ES	50	32	10	8	0	82	18
	FR	30	36	7	22	5	66	29
	HR	65	19	10	6	0	84	16
	IT	48	31	10	10	1	79	20
	CY	37	23	14	19	7	60	33
	LV	32	37	13	15	3	69	28
	LT	37	41	13	9	0	78	22
	LU	38	28	22	9	3	66	31
	HU	33	44	12	10	1	77	22
	MT	54	20	7	17	2	74	24
	NL	44	27	16	13	0	71	29
	AT	35	28	24	12	1	63	36
	PL	48	32	11	7	2	80	18
	PT	60	18	14	7	1	78	21
	RO	46	28	15	11	0	74	26
	SI	45	27	13	14	1	72	27
	SK	40	37	17	5	1	77	22
	FI	50	25	12	10	3	75	22
	SE	59	17	8	15	1	76	23
	UK	39	32	13	16	0	71	29
	CH	27	24	28	20	1	51	48
	US	37	21	13	26	3	58	39

Q14a.2 Quelle est l'importance de chacun des types de clients suivants, au niveau national ou international, pour la vente de vos produits ou services innovants en 2013 ?
































Le secteur public

Q14a.2 How important is each of the following customers, whether national or international, for the sale of your innovative goods or services in 2013?

Public sector organisations

Q14a.2 Wie wichtig war die jeweilige der folgenden Kundengruppen, sowohl im Inland als auch im Ausland, für den Verkauf Ihrer innovativen Waren und Dienstleistungen im Jahr 2013?

Organisationen des öffentlichen Sektors

		Très important	Assez important	Pas très important	Pas du tout important	NSP/SR (NE PAS LIRE)	Total 'Important'	Total 'Pas important'
		Very important	Fairly important	Not very important	Not important at all	DK/NA (DO NOT READ OUT)	Total 'Important'	Total 'Not important'
		Sehr wichtig	ziemlich wichtig	Nicht so wichtig	Überhaupt nicht wichtig	Weiß nicht/ Keine Angabe (NICHT VORLESEN)	Gesamt 'Wichtig'	Gesamt 'Nicht wichtig'
%		Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394
	EU 28	14	19	22	44	1	33	66
	BE	12	16	33	34	5	28	67
	BG	28	20	20	28	4	48	48
	CZ	17	24	26	31	2	41	57
	DK	10	10	19	58	3	20	77
	DE	9	16	26	49	0	25	75
	EE	6	21	21	51	1	27	72
	IE	19	21	22	33	5	40	55
	EL	4	18	13	65	0	22	78
	ES	11	19	25	45	0	30	70
	FR	15	25	17	40	3	40	57
	HR	18	20	20	42	0	38	62
	IT	19	13	16	51	1	32	67
	CY	21	13	15	48	3	34	63
	LV	21	17	25	37	0	38	62
	LT	14	19	18	49	0	33	67
	LU	22	29	24	25	0	51	49
	HU	11	9	25	54	1	20	79
	MT	20	26	12	40	2	46	52
	NL	20	14	26	37	3	34	63
	AT	11	16	26	46	1	27	72
	PL	15	28	27	30	0	43	57
	PT	13	17	28	41	1	30	69
	RO	15	19	29	37	0	34	66
	SI	8	13	17	60	2	21	77
	SK	13	18	32	34	3	31	66
	FI	12	22	23	41	2	34	64
	SE	17	26	16	41	0	43	57
	UK	15	31	16	36	2	46	52
	CH	15	22	31	31	1	37	62
	US	21	13	22	42	2	34	64

Q14a.3 Quelle est l'importance de chacun des types de clients suivants, au niveau national ou international, pour la vente de vos produits ou services innovants en 2013 ?
































Les consommateurs

Q14a.3 How important is each of the following customers, whether national or international, for the sale of your innovative goods or services in 2013?

Individual consumers

Q14a.3 Wie wichtig war die jeweilige der folgenden Kundengruppen, sowohl im Inland als auch im Ausland, für den Verkauf Ihrer innovativen Waren und Dienstleistungen im Jahr 2013?

Privatverbraucher

		Très important	Assez important	Pas très important	Pas du tout important	NSP/SR (NE PAS LIRE) DK/NA (DO NOT READ OUT) Weiß nicht/ Keine Angabe (NICHT VORLESEN)	Total 'Important'	Total 'Pas important'
		Very important	Fairly important	Not very important	Not important at all		Total 'Important'	Total 'Not important'
		Sehr wichtig	ziemlich wichtig	Nicht so wichtig	Überhaupt nicht wichtig		Gesamt 'Wichtig'	Gesamt 'Nicht wichtig'
%		Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394
	EU 28	46	17	12	24	1	63	36
	BE	33	31	13	20	3	64	33
	BG	49	23	15	7	6	72	22
	CZ	58	17	14	10	1	75	24
	DK	37	12	10	39	2	49	49
	DE	32	14	16	38	0	46	54
	EE	32	23	15	29	1	55	44
	IE	62	13	8	14	3	75	22
	EL	31	34	12	22	1	65	34
	ES	42	15	19	24	0	57	43
	FR	47	27	5	19	2	74	24
	HR	57	12	7	24	0	69	31
	IT	45	12	15	28	0	57	43
	CY	50	20	14	16	0	70	30
	LV	40	20	17	21	2	60	38
	LT	51	20	9	20	0	71	29
	LU	67	16	11	6	0	83	17
	HU	31	19	14	35	1	50	49
	MT	54	19	10	17	0	73	27
	NL	34	11	17	38	0	45	55
	AT	42	21	10	25	2	63	35
	PL	57	21	9	12	1	78	21
	PT	64	10	11	15	0	74	26
	RO	46	21	12	20	1	67	32
	SI	34	22	11	32	1	56	43
	SK	57	22	11	9	1	79	20
	FI	23	18	11	46	2	41	57
	SE	35	24	8	32	1	59	40
	UK	63	16	7	13	1	79	20
	CH	49	15	15	20	1	64	35
	US	67	12	7	12	2	79	19

Q14b.1 Quelle est l'importance de chacun des types de clients suivants, au niveau national ou international, pour la vente de vos produits ou services en 2013 ?
































D'autres entreprises

Q14b.1 How important is each of the following customers, whether national or international, for the sale of your goods or services in 2013?

Other companies

Q14b.1 Wie wichtig war die jeweilige der folgenden Kundengruppen, sowohl im Inland als auch im Ausland, für den Verkauf Ihrer Waren und Dienstleistungen im Jahr 2013?

Andere Unternehmen

		Très important	Assez important	Pas très important	Pas du tout important	NSP/SR (NE PAS LIRE)	Total 'Important'	Total 'Pas important'
		Very important	Fairly important	Not very important	Not important at all	DK/NA (DO NOT READ OUT)	Total 'Important'	Total 'Not important'
		Sehr wichtig	ziemlich wichtig	Nicht so wichtig	Überhaupt nicht wichtig	Weiß nicht/ Keine Angabe (NICHT VORLESEN)	Gesamt 'Wichtig'	Gesamt 'Nicht wichtig'
%		Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394
	EU 28	39	27	15	17	2	66	32
	BE	36	27	25	12	0	63	37
	BG	50	32	7	10	1	82	17
	CZ	52	27	10	9	2	79	19
	DK	36	21	17	20	6	57	37
	DE	35	25	21	17	2	60	38
	EE	60	19	10	11	0	79	21
	IE	31	21	23	25	0	52	48
	EL	30	36	14	19	1	66	33
	ES	47	30	11	11	1	77	22
	FR	27	31	14	24	4	58	38
	HR	61	30	4	4	1	91	8
	IT	39	26	11	22	2	65	33
	CY	33	24	13	24	6	57	37
	LV	39	24	23	12	2	63	35
	LT	36	27	13	22	2	63	35
	LU	36	20	18	23	3	56	41
	HU	47	32	11	10	0	79	21
	MT	54	20	1	24	1	74	25
	NL	49	19	17	14	1	68	31
	AT	31	17	20	19	13	48	39
	PL	46	27	14	11	2	73	25
	PT	46	15	25	14	0	61	39
	RO	29	35	19	13	4	64	32
	SI	49	26	10	11	4	75	21
	SK	39	41	13	3	4	80	16
	FI	38	43	10	8	1	81	18
	SE	56	22	9	12	1	78	21
	UK	32	31	16	20	1	63	36
	CH	29	18	25	23	5	47	48
	US	38	18	15	25	4	56	40

Q14b.2 Quelle est l'importance de chacun des types de clients suivants, au niveau national ou international, pour la vente de vos produits ou services en 2013 ?
































Le secteur public

Q14b.2 How important is each of the following customers, whether national or international, for the sale of your goods or services in 2013?

Public sector organisations

Q14b.2 Wie wichtig war die jeweilige der folgenden Kundengruppen, sowohl im Inland als auch im Ausland, für den Verkauf Ihrer Waren und Dienstleistungen im Jahr 2013?

Organisationen des öffentlichen Sektors

		Très important	Assez important	Pas très important	Pas du tout important	NSP/SR (NE PAS LIRE) DK/NA (DO NOT READ OUT) Weiß nicht/ Keine Angabe (NICHT VORLESEN)	Total 'Important'	Total 'Pas important'
		Very important	Fairly important	Not very important	Not important at all		Total 'Important'	Total 'Not important'
		Sehr wichtig	ziemlich wichtig	Nicht so wichtig	Überhaupt nicht wichtig		Gesamt 'Wichtig'	Gesamt 'Nicht wichtig'
%		Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394
	EU 28	12	17	21	48	2	29	69
	BE	11	8	30	51	0	19	81
	BG	16	18	16	43	7	34	59
	CZ	17	20	29	32	2	37	61
	DK	6	18	21	49	6	24	70
	DE	12	13	24	50	1	25	74
	EE	15	13	20	52	0	28	72
	IE	14	11	20	52	3	25	72
	EL	13	8	18	61	0	21	79
	ES	10	12	23	55	0	22	78
	FR	12	19	20	47	2	31	67
	HR	17	21	26	36	0	38	62
	IT	8	15	13	60	4	23	73
	CY	10	12	22	55	1	22	77
	LV	12	11	25	50	2	23	75
	LT	11	14	15	60	0	25	75
	LU	13	22	14	51	0	35	65
	HU	14	14	22	50	0	28	72
	MT	21	17	3	59	0	38	62
	NL	14	16	28	42	0	30	70
	AT	9	16	23	40	12	25	63
	PL	18	18	23	37	4	36	60
	PT	14	13	26	42	5	27	68
	RO	11	22	27	36	4	33	63
	SI	5	8	23	63	1	13	86
	SK	14	29	27	26	4	43	53
	FI	13	28	20	39	0	41	59
	SE	17	22	17	43	1	39	60
	UK	14	27	11	46	2	41	57
	CH	11	8	26	51	4	19	77
	US	22	10	19	46	3	32	65

Q14b.3 Quelle est l'importance de chacun des types de clients suivants, au niveau national ou international, pour la vente de vos produits ou services en 2013 ?
































Les consommateurs

Q14b.3 How important is each of the following customers, whether national or international, for the sale of your goods or services in 2013?

Individual consumers

Q14b.3 Wie wichtig war die jeweilige der folgenden Kundengruppen, sowohl im Inland als auch im Ausland, für den Verkauf Ihrer Waren und Dienstleistungen im Jahr 2013?

Privatverbraucher

		Très important	Assez important	Pas très important	Pas du tout important	NSP/SR (NE PAS LIRE)	Total 'Important'	Total 'Pas important'
		Very important	Fairly important	Not very important	Not important at all	DK/NA (DO NOT READ OUT)	Total 'Important'	Total 'Not important'
		Sehr wichtig	ziemlich wichtig	Nicht so wichtig	Überhaupt nicht wichtig	Weiß nicht/ Keine Angabe (NICHT VORLESEN)	Gesamt 'Wichtig'	Gesamt 'Nicht wichtig'
%		Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394
	EU 28	44	19	14	22	1	63	36
	BE	49	23	10	18	0	72	28
	BG	45	19	22	13	1	64	35
	CZ	57	15	21	7	0	72	28
	DK	34	16	16	29	5	50	45
	DE	35	15	20	28	2	50	48
	EE	26	13	15	45	1	39	60
	IE	72	10	5	11	2	82	16
	EL	33	26	13	28	0	59	41
	ES	48	23	15	14	0	71	29
	FR	50	26	6	17	1	76	23
	HR	55	19	11	15	0	74	26
	IT	38	17	14	31	0	55	45
	CY	41	24	7	26	2	65	33
	LV	40	17	17	24	2	57	41
	LT	45	16	12	24	3	61	36
	LU	57	16	16	11	0	73	27
	HU	38	15	17	28	2	53	45
	MT	68	19	1	12	0	87	13
	NL	44	20	15	21	0	64	36
	AT	51	13	12	14	10	64	26
	PL	51	12	19	17	1	63	36
	PT	59	19	11	11	0	78	22
	RO	34	23	13	28	2	57	41
	SI	28	24	12	35	1	52	47
	SK	51	27	12	9	1	78	21
	FI	36	19	16	29	0	55	45
	SE	30	17	13	40	0	47	53
	UK	53	15	8	23	1	68	31
	CH	45	17	15	19	4	62	34
	US	61	8	11	18	2	69	29

Q14b.1 Quelle est l'importance de chacun des types de clients suivants, au niveau national ou international, pour la vente de vos produits ou services en 2013 ?
































D'autres entreprises

Q14b.1 How important is each of the following customers, whether national or international, for the sale of your goods or services in 2013?

Other companies

Q14b.1 Wie wichtig war die jeweilige der folgenden Kundengruppen, sowohl im Inland als auch im Ausland, für den Verkauf Ihrer Waren und Dienstleistungen im Jahr 2013?

Andere Unternehmen

		Très important	Assez important	Pas très important	Pas du tout important	NSP/SR (NE PAS LIRE)	Total 'Important'	Total 'Pas important'
		Very important	Fairly important	Not very important	Not important at all	DK/NA (DO NOT READ OUT)	Total 'Important'	Total 'Not important'
		Sehr wichtig	ziemlich wichtig	Nicht so wichtig	Überhaupt nicht wichtig	Weiß nicht/ Keine Angabe (NICHT VORLESEN)	Gesamt 'Wichtig'	Gesamt 'Nicht wichtig'
%		Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394
	EU 28	44	24	16	14	2	68	30
	BE	49	19	29	3	0	68	32
	BG	68	6	11	15	0	74	26
	CZ	47	31	14	8	0	78	22
	DK	31	15	15	32	7	46	47
	DE	33	27	32	8	0	60	40
	EE	75	15	8	1	1	90	9
	IE	35	20	27	18	0	55	45
	EL	18	46	22	14	0	64	36
	ES	57	20	14	9	0	77	23
	FR	41	15	18	17	9	56	35
	HR	40	50	3	6	1	90	9
	IT	40	34	3	22	1	74	25
	CY	40	29	12	13	6	69	25
	LV	37	20	27	16	0	57	43
	LT	73	7	13	6	1	80	19
	LU	37	44	8	11	0	81	19
	HU	80	17	1	2	0	97	3
	MT	68	15	0	14	3	83	14
	NL	54	19	7	20	0	73	27
	AT	32	21	33	14	0	53	47
	PL	63	30	5	1	1	93	6
	PT	55	7	19	19	0	62	38
	RO	40	25	21	14	0	65	35
	SI	52	31	12	4	1	83	16
	SK	48	38	13	1	0	86	14
	FI	28	63	8	1	0	91	9
	SE	62	14	7	17	0	76	24
	UK	41	26	17	16	0	67	33
	CH	31	25	10	28	6	56	38
	US	35	14	17	34	0	49	51

Q14b.2 Quelle est l'importance de chacun des types de clients suivants, au niveau national ou international, pour la vente de vos produits ou services en 2013 ?
































Le secteur public

Q14b.2 How important is each of the following customers, whether national or international, for the sale of your goods or services in 2013?

Public sector organisations

Q14b.2 Wie wichtig war die jeweilige der folgenden Kundengruppen, sowohl im Inland als auch im Ausland, für den Verkauf Ihrer Waren und Dienstleistungen im Jahr 2013?

Organisationen des öffentlichen Sektors

		Très important	Assez important	Pas très important	Pas du tout important	NSP/SR (NE PAS LIRE) DK/NA (DO NOT READ OUT) Weiß nicht/ Keine Angabe (NICHT VORLESEN)	Total 'Important'	Total 'Pas important'
		Very important	Fairly important	Not very important	Not important at all		Total 'Important'	Total 'Not important'
		Sehr wichtig	ziemlich wichtig	Nicht so wichtig	Überhaupt nicht wichtig		Gesamt 'Wichtig'	Gesamt 'Nicht wichtig'
%		Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394
	EU 28	15	17	21	45	2	32	66
	BE	6	11	40	43	0	17	83
	BG	17	8	13	59	3	25	72
	CZ	29	23	11	37	0	52	48
	DK	10	19	13	50	8	29	63
	DE	15	9	32	44	0	24	76
	EE	22	16	29	32	1	38	61
	IE	13	23	24	36	4	36	60
	EL	3	22	25	50	0	25	75
	ES	16	10	17	57	0	26	74
	FR	20	28	18	33	1	48	51
	HR	19	19	30	32	0	38	62
	IT	9	20	6	60	5	29	66
	CY	10	13	32	44	1	23	76
	LV	16	14	33	36	1	30	69
	LT	19	16	35	29	1	35	64
	LU	55	2	8	35	0	57	43
	HU	13	26	20	41	0	39	61
	MT	16	7	4	72	1	23	76
	NL	22	10	25	42	1	32	67
	AT	8	14	27	50	1	22	77
	PL	23	13	34	30	0	36	64
	PT	5	12	34	45	4	17	79
	RO	12	11	26	50	1	23	76
	SI	6	11	24	59	0	17	83
	SK	18	17	41	22	2	35	63
	FI	21	22	15	42	0	43	57
	SE	33	14	15	38	0	47	53
	UK	16	30	20	34	0	46	54
	CH	17	10	23	44	6	27	67
	US	23	10	23	44	0	33	67

Q14b.3 Quelle est l'importance de chacun des types de clients suivants, au niveau national ou international, pour la vente de vos produits ou services en 2013 ?
































Les consommateurs

Q14b.3 How important is each of the following customers, whether national or international, for the sale of your goods or services in 2013?

Individual consumers

Q14b.3 Wie wichtig war die jeweilige der folgenden Kundengruppen, sowohl im Inland als auch im Ausland, für den Verkauf Ihrer Waren und Dienstleistungen im Jahr 2013?

Privatverbraucher

		Très important	Assez important	Pas très important	Pas du tout important	NSP/SR (NE PAS LIRE) DK/NA (DO NOT READ OUT) Weiß nicht/ Keine Angabe (NICHT VORLESEN)	Total 'Important'	Total 'Pas important'
		Very important	Fairly important	Not very important	Not important at all		Total 'Important'	Total 'Not important'
		Sehr wichtig	ziemlich wichtig	Nicht so wichtig	Überhaupt nicht wichtig		Gesamt 'Wichtig'	Gesamt 'Nicht wichtig'
%		Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394
	EU 28	44	18	15	22	1	62	37
	BE	47	21	18	14	0	68	32
	BG	31	28	28	11	2	59	39
	CZ	38	15	38	9	0	53	47
	DK	46	9	6	38	1	55	44
	DE	29	17	24	27	3	46	51
	EE	14	12	25	48	1	26	73
	IE	70	11	5	10	4	81	15
	EL	46	24	12	18	0	70	30
	ES	53	24	9	14	0	77	23
	FR	56	16	11	17	0	72	28
	HR	46	24	18	12	0	70	30
	IT	40	27	12	20	1	67	32
	CY	39	36	1	24	0	75	25
	LV	40	11	25	24	0	51	49
	LT	23	21	25	30	1	44	55
	LU	63	27	0	10	0	90	10
	HU	20	12	25	43	0	32	68
	MT	59	21	3	17	0	80	20
	NL	44	8	22	26	0	52	48
	AT	65	4	8	22	1	69	30
	PL	37	21	20	21	1	58	41
	PT	63	16	9	12	0	79	21
	RO	37	19	29	15	0	56	44
	SI	28	29	14	29	0	57	43
	SK	52	22	19	7	0	74	26
	FI	40	18	18	24	0	58	42
	SE	35	21	7	37	0	56	44
	UK	53	11	13	23	0	64	36
	CH	46	17	14	17	6	63	31
	US	68	7	9	16	0	75	25

Q14b.1 Quelle est l'importance de chacun des types de clients suivants, au niveau national ou international, pour la vente de vos produits ou services en 2013 ?
































D'autres entreprises

Q14b.1 How important is each of the following customers, whether national or international, for the sale of your goods or services in 2013?

Other companies

Q14b.1 Wie wichtig war die jeweilige der folgenden Kundengruppen, sowohl im Inland als auch im Ausland, für den Verkauf Ihrer Waren und Dienstleistungen im Jahr 2013?

Andere Unternehmen

		Très important	Assez important	Pas très important	Pas du tout important	NSP/SR (NE PAS LIRE)	Total 'Important'	Total 'Pas important'
		Very important	Fairly important	Not very important	Not important at all	DK/NA (DO NOT READ OUT)	Total 'Important'	Total 'Not important'
		Sehr wichtig	ziemlich wichtig	Nicht so wichtig	Überhaupt nicht wichtig	Weiß nicht/ Keine Angabe (NICHT VORLESEN)	Gesamt 'Wichtig'	Gesamt 'Nicht wichtig'
%		Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394
	EU 28	38	28	15	17	2	66	32
	BE	32	30	24	14	0	62	38
	BG	47	36	7	9	1	83	16
	CZ	53	26	9	9	3	79	18
	DK	38	24	18	15	5	62	33
	DE	36	24	17	21	2	60	38
	EE	58	19	10	13	0	77	23
	IE	30	21	20	29	0	51	49
	EL	33	34	11	21	1	67	32
	ES	44	33	11	11	1	77	22
	FR	23	35	13	26	3	58	39
	HR	68	23	5	4	0	91	9
	IT	39	21	15	23	2	60	38
	CY	29	21	13	31	6	50	44
	LV	39	26	22	10	3	65	32
	LT	29	31	13	25	2	60	38
	LU	36	15	20	25	4	51	45
	HU	42	34	12	12	0	76	24
	MT	48	22	1	29	0	70	30
	NL	46	20	20	12	2	66	32
	AT	30	15	16	21	18	45	37
	PL	44	26	15	13	2	70	28
	PT	39	21	30	10	0	60	40
	RO	26	38	19	12	5	64	31
	SI	48	25	9	13	5	73	22
	SK	37	41	13	4	5	78	17
	FI	40	37	11	10	2	77	21
	SE	54	24	9	11	2	78	20
	UK	27	34	16	22	1	61	38
	CH	28	16	30	21	5	44	51
	US	39	19	14	22	6	58	36

Q14b.2 Quelle est l'importance de chacun des types de clients suivants, au niveau national ou international, pour la vente de vos produits ou services en 2013 ?
































Le secteur public

Q14b.2 How important is each of the following customers, whether national or international, for the sale of your goods or services in 2013?

Public sector organisations

Q14b.2 Wie wichtig war die jeweilige der folgenden Kundengruppen, sowohl im Inland als auch im Ausland, für den Verkauf Ihrer Waren und Dienstleistungen im Jahr 2013?

Organisationen des öffentlichen Sektors

		Très important	Assez important	Pas très important	Pas du tout important	NSP/SR (NE PAS LIRE) DK/NA (DO NOT READ OUT) Weiß nicht/ Keine Angabe (NICHT VORLESEN)	Total 'Important'	Total 'Pas important'
		Very important	Fairly important	Not very important	Not important at all		Total 'Important'	Total 'Not important'
		Sehr wichtig	ziemlich wichtig	Nicht so wichtig	Überhaupt nicht wichtig		Gesamt 'Wichtig'	Gesamt 'Nicht wichtig'
%		Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394
	EU 28	11	17	21	49	2	28	70
	BE	13	8	26	53	0	21	79
	BG	16	20	16	40	8	36	56
	CZ	14	19	33	31	3	33	64
	DK	4	17	25	48	6	21	73
	DE	10	15	20	53	2	25	73
	EE	14	12	18	56	0	26	74
	IE	14	5	18	60	3	19	78
	EL	15	5	16	64	0	20	80
	ES	8	13	24	54	1	21	78
	FR	10	16	21	51	2	26	72
	HR	16	22	24	37	1	38	61
	IT	8	12	17	61	2	20	78
	CY	10	11	15	63	1	21	78
	LV	11	10	22	55	2	21	77
	LT	9	14	11	66	0	23	77
	LU	6	25	15	54	0	31	69
	HU	14	12	22	52	0	26	74
	MT	23	22	3	52	0	45	55
	NL	11	18	29	42	0	29	71
	AT	9	18	21	36	16	27	57
	PL	17	19	21	39	4	36	60
	PT	20	14	21	40	5	34	61
	RO	10	25	27	33	5	35	60
	SI	5	7	22	64	2	12	86
	SK	12	33	23	27	5	45	50
	FI	11	30	21	38	0	41	59
	SE	12	24	17	45	2	36	62
	UK	13	26	7	51	3	39	58
	CH	10	7	27	53	3	17	80
	US	22	10	18	46	4	32	64

Q14b.3 Quelle est l'importance de chacun des types de clients suivants, au niveau national ou international, pour la vente de vos produits ou services en 2013 ?
































Les consommateurs

Q14b.3 How important is each of the following customers, whether national or international, for the sale of your goods or services in 2013?

Individual consumers

Q14b.3 Wie wichtig war die jeweilige der folgenden Kundengruppen, sowohl im Inland als auch im Ausland, für den Verkauf Ihrer Waren und Dienstleistungen im Jahr 2013?
































Privatverbraucher

		Très important	Assez important	Pas très important	Pas du tout important	NSP/SR (NE PAS LIRE)	Total 'Important'	Total 'Pas important'
		Very important	Fairly important	Not very important	Not important at all	DK/NA (DO NOT READ OUT)	Total 'Important'	Total 'Not important'
		Sehr wichtig	ziemlich wichtig	Nicht so wichtig	Überhaupt nicht wichtig	Weiß nicht/ Keine Angabe (NICHT VORLESEN)	Gesamt 'Wichtig'	Gesamt 'Nicht wichtig'
%		Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394	Flash EB 394
	EU 28	45	19	13	22	1	64	35
	BE	50	24	7	19	0	74	26
	BG	47	17	22	14	0	64	36
	CZ	61	16	17	6	0	77	23
	DK	29	19	20	25	7	48	45
	DE	38	14	18	28	2	52	46
	EE	28	13	13	45	1	41	58
	IE	72	10	5	11	2	82	16
	EL	30	26	13	31	0	56	44
	ES	47	23	16	14	0	70	30
	FR	48	29	5	17	1	77	22
	HR	58	17	9	16	0	75	25
	IT	37	12	15	36	0	49	51
	CY	42	16	11	28	3	58	39
	LV	40	19	14	24	3	59	38
	LT	48	15	10	23	4	63	33
	LU	55	15	18	12	0	70	30
	HU	41	15	16	26	2	56	42
	MT	73	17	1	9	0	90	10
	NL	44	24	12	20	0	68	32
	AT	46	16	14	10	14	62	24
	PL	54	10	18	17	1	64	35
	PT	56	22	11	11	0	78	22
	RO	33	24	9	32	2	57	41
	SI	27	22	11	38	2	49	49
	SK	51	29	9	9	2	80	18
	FI	35	20	15	30	0	55	45
	SE	28	16	15	41	0	44	56
	UK	54	18	5	22	1	72	27
	CH	45	17	15	20	3	62	35
	US	58	9	12	18	3	67	30

Q15 Depuis janvier 2011, votre entreprise a-t-elle...? (PLUSIEURS REPONSES POSSIBLES)

Q15 Since January 2011 has your company...? (MULTIPLE ANSWERS POSSIBLE)
































Q15 Hat Ihr Unternehmen seit Januar 2011...? (MEHRFACHNENNUNGEN MÖGLICH)

		... cherché des opportunités de participer à des appels d'offre de marché public, mais n'a jamais soumis de candidature	...soumis au moins une offre à un appel d'offre de marché public, sans succès
		Investigated opportunities to bid on one or more public procurement contracts, but have never submitted a tender	Submitted at least one tender for a public procurement contract without success
		Möglichkeiten geprüft, sich an einer oder mehreren öffentlichen Ausschreibungen zu beteiligen, aber kein Angebot unterbreitet	Für zumindest eine öffentliche Ausschreibung ein Angebot unterbreitet, allerdings ohne Erfolg
%		Flash EB 394	Flash EB 394
	EU 28	14	14
	BE	12	19
	BG	26	12
	CZ	25	18
	DK	12	20
	DE	12	13
	EE	7	11
	IE	12	23
	EL	7	10
	ES	13	7
	FR	12	21
	HR	23	15
	IT	7	13
	CY	7	8
	LV	31	11
	LT	21	9
	LU	16	12
	HU	33	14
	MT	5	12
	NL	20	12
	AT	6	20
	PL	19	13
	PT	10	16
	RO	15	9
	SI	7	14
	SK	25	21
	FI	22	23
	SE	12	11
	UK	11	8
	CH	7	16
	US	14	10

Q15 Depuis janvier 2011, votre entreprise a-t-elle...? (PLUSIEURS REPONSES POSSIBLES)

Q15 Since January 2011 has your company...? (MULTIPLE ANSWERS POSSIBLE)
































Q15 Hat Ihr Unternehmen seit Januar 2011...? (MEHRFACHNENNUNGEN MÖGLICH)

		...soumis au moins une offre à un appel d'offre de marché public et le résultat n'est pas encore connu	... remporté au moins un contrat de marché public
		Submitted at least one tender for a public procurement contract and the outcome is unknown	Won at least one public procurement contract
		Für zumindest eine öffentliche Ausschreibung ein Angebot unterbreitet, das Ergebnis steht jedoch noch aus	Zumindest eine öffentliche Ausschreibung gewonnen
%		Flash EB 394	Flash EB 394
	EU 28	5	18
	BE	12	21
	BG	3	14
	CZ	3	20
	DK	9	15
	DE	6	17
	EE	4	17
	IE	11	21
	EL	4	23
	ES	1	16
	FR	9	26
	HR	2	23
	IT	4	20
	CY	1	16
	LV	2	21
	LT	0	25
	LU	3	27
	HU	2	9
	MT	4	26
	NL	4	11
	AT	6	17
	PL	2	17
	PT	7	25
	RO	3	16
	SI	3	16
	SK	7	19
	FI	8	25
	SE	4	16
	UK	4	12
	CH	6	15
	US	6	12

Q15 Depuis janvier 2011, votre entreprise a-t-elle...? (PLUSIEURS REPONSES POSSIBLES)

Q15 Since January 2011 has your company...? (MULTIPLE ANSWERS POSSIBLE)
































Q15 Hat Ihr Unternehmen seit Januar 2011...? (MEHRFACHNENNUNGEN MÖGLICH)

		Aucune des affirmations proposées (NE PAS LIRE)	NSP/SR (NE PAS LIRE)
		None of the above (DO NOT READ OUT)	DK/NA (DO NOT READ OUT)
		Nichts davon (NICHT VORLESEN)	Weiß nicht / Keine Angabe (NICHT VORLESEN)
%		Flash EB 394	Flash EB 394
	EU 28	57	1
	BE	56	2
	BG	49	1
	CZ	39	0
	DK	61	0
	DE	61	0
	EE	71	1
	IE	47	3
	EL	63	0
	ES	63	1
	FR	54	2
	HR	38	1
	IT	62	1
	CY	64	4
	LV	39	2
	LT	47	1
	LU	49	0
	HU	42	3
	MT	56	1
	NL	55	3
	AT	64	5
	PL	51	0
	PT	55	0
	RO	60	2
	SI	63	2
	SK	29	2
	FI	39	0
	SE	62	1
	UK	68	3
	CH	63	1
	US	65	3

Q16 Votre entreprise a-t-elle vendu un produit ou un service innovant dans le cadre d'un contrat de marché public ?

Q16 Did your company sell an innovative good or service as part of any public procurement contract that you won?
































Q16 Hat Ihr Unternehmen im Rahmen einer gewonnenen öffentlichen Ausschreibung eine innovative Ware oder Dienstleistung verkauft?

		Oui	Non	NSP/SR (NE PAS LIRE)
		Yes	No	DK/NA (DO NOT READ OUT)
		Ja	Nein	Weiß nicht/ Keine Angabe (NICHT VORLESEN)
%		Flash EB 394	Flash EB 394	Flash EB 394
	EU 28	38	60	2
	BE	39	60	1
	BG	17	82	1
	CZ	50	47	3
	DK	53	44	3
	DE	42	56	2
	EE	16	83	1
	IE	42	55	3
	EL	14	86	0
	ES	33	67	0
	FR	24	75	1
	HR	21	75	4
	IT	40	55	5
	CY	50	42	8
	LV	37	63	0
	LT	28	71	1
	LU	41	59	0
	HU	28	71	1
	MT	40	60	0
	NL	27	73	0
	AT	50	50	0
	PL	39	60	1
	PT	40	57	3
	RO	33	65	2
	SI	27	72	1
	SK	42	56	2
	FI	44	55	1
	SE	43	54	3
	UK	50	46	4
	CH	50	49	1
	US	34	66	0

Q17 Votre entreprise a-t-elle été impliquée dans l'achat public de solutions innovatrices depuis janvier 2011 ?

Q17 Has your company been involved in the Public Procurement of Innovative Solutions since January 2011?

Q17 War Ihr Unternehmen seit Januar 2011 an der Vergabe öffentlicher Aufträge für innovative Lösungen beteiligt?

		Oui	Non	NSP/SR (NE PAS LIRE)
		Yes	No	DK/NA (DO NOT READ OUT)
		Ja	Nein	Weiß nicht/ Keine Angabe (NICHT VORLESEN)
%		Flash EB 394	Flash EB 394	Flash EB 394
	EU 28	6	93	1
	BE	8	90	2
	BG	6	93	1
	CZ	8	92	0
	DK	7	91	2
	DE	6	93	1
	EE	1	99	0
	IE	7	90	3
	EL	6	94	0
	ES	3	96	1
	FR	3	97	0
	HR	6	93	1
	IT	10	88	2
	CY	2	97	1
	LV	5	95	0
	LT	4	95	1
	LU	11	89	0
	HU	2	97	1
	MT	9	91	0
	NL	5	94	1
	AT	6	92	2
	PL	8	92	0
	PT	5	94	1
	RO	1	98	1
	SI	5	94	1
	SK	12	88	0
	FI	8	92	0
	SE	6	94	0
	UK	2	93	5
	CH	9	90	1
	US	6	91	3