

Brussels, 25 of May 2010

To the attention of Mrs Agnès Arcier, Chairwoman of Adetef

**Re: The stance of ICT SMEs on the development of a European multilingual portal**

Dear Mrs. Arcier,

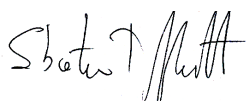
As discussed with Alain Ducass in CeBit, multilingualism is an essential issue for European SMEs because European ICT companies and information providers are usually limited to a single country to disseminate information to SMEs; in consequence, a large amount of information particularly valuable for all SMEs only reach a very small share of the latter.

As PIN-SME, we are convinced that the development of a multilingual portal that would allow multilingual dissemination of messages and multilingual chats with and between SMEs would be of great help to foster a better business environment for ICT SMEs.

If the conditions of use are acceptable, PIN SME would definitely be interested in using this portal to test multilingual innovative messages from us to SMEs.

We hope that such a multilingual portal will be developed and, if it is the case, we commit ourselves to participate to the tests of innovative services to EU professionals.

Yours sincerely,



Sebastiano Toffaletti

Pin-SME Secretary General

About PIN-SME

PIN-SME, *the PanEuropean ICT and eBusiness Network for SMEs*, is the first European association of the ICT sector exclusively focused of representing the interests of SMEs. PIN-SME members are ten national sectorial SME associations from different EU countries. PIN-SME represents more than **50.000**

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[www.pin-sme.eu](http://www.pin-sme.eu)

In partnership with:



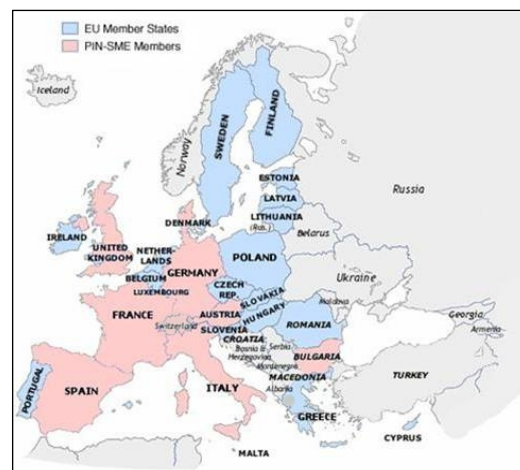
UNION EUROPEENNE DE L'ARTISANAT ET DES PETITES ET MOYENNES ENTREPRISES  
EUROPÄISCHE UNION DES HANDWERKS UND DER KLEIN- UND MITTELBETRIEBE  
EUROPEAN ASSOCIATION OF CRAFT, SMALL AND MEDIUM-SIZED ENTERPRISES  
UNIONE EUROPEA DELL' ARTIGIANATO E DELLE PICCOLE E MEDIE IMPRESE



**enterprises**, which employ around 200.000 people across Europe. PIN-SME is a registered interest representative (ID: 66552321207-56) in the EU.

### PIN-SME members

BASSCOM - Bulgarian Association of Software Companies (BULGARIA), CNA -Comunicazione e Terziario Avanzato, Confederazione Nazionale dell'Artigianato e della Piccola e Media impresa (ITALY), ESTIC - Asociación Empresarial del Sector TIC (SPAIN), BestPractice-IT- G+F Verlags und Beratungsgesellschaft mbH (GERMANY), GPNI - Groupement Professionnel National de l'Informatique (FRANCE), it-forum midtjylland (DENMARK), UBIT Unternehmensberatung & IT (AUSTRIA), UKita, United Kingdom IT Association (UNITED KINGDOM), SwissMedia - Swiss IT & Multimedia Association (SWITZERLAND), VDEB – Verband IT-Mittelstands E.V. (GERMANY).



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