

Brussels, 21st of April 2010

To the attention of Mrs Neelie Kroes, European Commissioner for the Digital Agenda

**Re: The stance of ICT SMEs on the upcoming Communication on a Digital Agenda for Europe**

Dear Commissioner,

PIN-SME is an association formed in 2007 to represent the interests of Europe's ICT SME sector. Currently ten national and regional associations are members, representing some 50,000 ICT SME companies that account for around 200 thousand jobs. PIN-SME aims to ensure that ICT SMEs *get talked to* rather than just *talked about*. It provides a voice for ICT SMEs in the policy and business arenas and is already represented in several EU expert groups and taskforces.

On behalf of PIN-SME, **I am writing to you to thank you for your expressions of support to interoperability and open standards.**

I would also like to kindly encourage you to continue supporting interoperability and open standards as Commissioner for the Digital Agenda; as you are well aware, both are essential for Europe's innovation and particularly for ICT small businesses.

According to Eurostat, SMEs represent 99.4% of all enterprises in computer services and related activities (NACE 72); micro enterprises (i.e. 1-9 employees) are more than 94% of the total number of enterprises. Most ICT SMEs thrive in ecosystems where interoperability and absence of high legal fences create a better business environment.

According to information we have received, the content of "Digital Agenda for Europe" that shall be presented in late April might not include a reference to the importance of open standards for interoperability. I believe that such omission would be damaging to the interest of the European ICT SMEs.

In particular, I would encourage you to further promote the following initiatives:

- Preference to open standards in public procurement;
- Enforcement of rules for ex-ante disclosure of IPRs and license conditions in standard-setting;
- Promotion of further interoperability of applications based on de facto standards.

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

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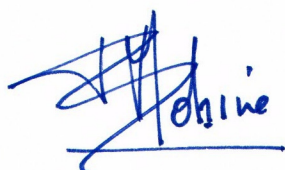
UNION EUROPEENNE DE L'ARTISANAT ET DES PETITES ET MOYENNES ENTREPRISES  
EUROPÄISCHE UNION DES HANDWERKS UND DER KLEIN- UND MITTELBETRIEBE  
EUROPEAN ASSOCIATION OF CRAFT, SMALL AND MEDIUM-SIZED ENTERPRISES  
UNIONE EUROPEA DELL'ARTIGIANATO E DELLE PICCOLE E MEDIE IMPRESE



**PIN-SME members believe that the European Commission should not miss this opportunity to express clear support to interoperability and open standards; such support would indeed boost confidence amongst ICT SMEs and facilitate innovation.**

Thank you in advance for your consideration.

Yours sincerely,



Bruno Robine

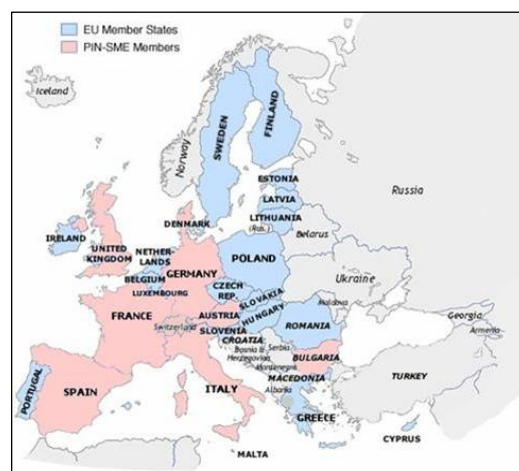
Pin-SME President

### 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 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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