

To: SBS President  
SBS Board Members

Oliver Grün,  
President of PIN-SME, President of  
Bundesverband IT-Mittelstand e.V.  
(BITMi)

**Ref: SBS / PIN-SME contract**

Dear President,  
Dear Board Members,

Brussels, 15 September 2015

Hereby, I would like to reinstate that PIN-SME is committed to implement the ICT sectoral activities of the SBS Work Program 2015, as requested by the European Commission, and that this shall happen at the financial conditions highlighted in the 2015 operating grant of SBS.

Please note that the remarks made by PIN-SME with our letters of 1 July and of 10 July 2015 are still valid. I reiterate that your proposal of 3rd July 2015, in particular with regard to the general reduction of the amount from 76.132,23€ (excl. VAT) to 50.000€ with no explanation is unacceptable. Moreover, I regret that since our correspondence to you and to the SBS Board of 10 July 2015 we have not received any new proposal from SBS. Thus, we are not advancing on this critical and urgent matter.

Having said this, PIN-SME is a professional organisation and, in the interest of all parties, we are still willing to move ahead in this negotiation. Hence, I am ready to put forward to you yet another proposal, whereby my association accepts also be paid on the basis of the actual man-days performed instead of the results delivered as previously proposed.

In particular my proposal consists of three actions:

- a) We propose to clarify that the payment to PIN-SME should **not happen on a flat-rate (forfeit) basis**, but on the basis of the actual working days spent; Please find attached a new contract proposal based on the latest draft circulated by the SBS secretariat on 18 June 2015 with highlighted amendments;
- b) In view of ensuring the highest level of **transparency about the work of PIN-SME** for SBS, I am sharing with you a detailed report of the activities carried out so far, inclusive of the number of man-days spent for each of tasks. In accordance with point a) this report might

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Member of:



UNION EUROPEENNE DE L'ARTISANAT ET DES PETITES ET MOYENNES ENTREPRISES  
EUROPÄISCHE UNION DES HANDWERKS UND DER KLEIN- UND MITTELBETRIEBE  
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serve as basis for invoicing of PIN-SME to SBS. Please note that the information contained in this report was regularly shared by our team with your secretariat and also tabled as a meeting document at the SBS Board of 27 May 2015. As such, the work carried out by our team is not subject to any form of double funding.

- c) To increase the level of **transparency of SBS**, I further propose to invite the European Commission to all Board meetings of SBS in the future as part of their monitoring activities.

Last Wednesday 9 September I had at a face-to-face meeting with the EC Head of Unit Mr Aguinaga. He expressed his firm condemnation for the fact PIN-SME, the sectoral partner of SBS as stated in the 2015 Grant Agreement, is still working without contract and without payment since the beginning of 2015. He clearly pointed out that vis-à-vis the European Commission such situation is the sole responsibility of SBS. For him this behaviour is unprofessional. He also clarified that if SBS fails to deliver the stipulated activities, notably the ICT sectoral approach, then SBS will be sanctioned in the coming years. Should this happen, then SBS would be responsible for harming the interests of SMEs instead of supporting them.

Therefore, Ms President, I hope that you will agree as soon as possible on my proposal of above or on any of the other proposals that we formulated since January 2015. We still agree with all proposals, we made. We urgently ask you to quit any dilatory tactic.

Last but not least I shall firmly complain about the decision of SBS to plan the event “SBS/ETSI Training session” on the 29<sup>th</sup> of October without any consultation of PIN-SME as your sectoral partner for ICT and as the only member of SBS with technical and sectoral experts in ETSI committees and managing bodies. Because of a “save the date” invitation to your mailing list, we were accidentally informed about it. This is neither fair nor professional.

I can assure you, that I feel personally uncomfortable starting our conversation with this inherited topics at the beginning of my presidency. So, I am really pleased to meet you tomorrow personally and I hope that we can find a solution based on our new proposal. I am sure we can find our common basis in a strong common representation of SMEs’ interests in Europe.

Yours faithfully,



Oliver Grün,  
President of PIN-SME President, President of Bundesverband IT-Mittelstand e.V. (BITMi)

Annexes:

- Amended contract
- PIN-SME report Jan-Sept 2015

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