

## By E-mail

To: Kees van der Klauw, AIOTI Chairman  
Cc: Paul Timmers, European Commission  
Gerard de Graaf, European Commission  
Kerstin Jorna, European Commission  
Mario Campolargo, European Commission

20 June 2016

### **AIOTI – Participation of the European DIGITAL SME Alliance**

Dear Mr van der Klauw,

Through the purposes of this letter, the European DIGITAL SME Alliance ("**DIGITAL SME**") expresses interest to become a founding member of the AIOTI International Non for Profit Association and to be involved in the governance of the association. In particular, DIGITAL SME is committed to contribute to AIOTI, specifically in representing its constituency of European digital SMEs, and involving the largest possible SME community.

DIGITAL SME is a European association formed in 2007 representing the interests of the SME community in the digital sector. Currently the national and regional associations members of DIGITAL SME represent some 20.000 SMEs in 18 EU Member States and neighbouring countries. These SMEs are active in a broad range of activities in the digital sector, including the Internet of Things ("**IoT**").

In addition, DIGITAL SME is as well a founding member of SBS (Small Business Standards a.i.s.b.l.), the European association of SMEs pursuant EU Regulation 1025/2012. As such, DIGITAL SME is actively involved in ETSI, where it represents SMEs in several standards drafting projects, including some related to IoT.

In view of the participation of DIGITAL SME in AIOTI, however, I have to stress that we cannot meet the financial conditions in regards to becoming a founding member. The requested fee of 15.000 € is too high of a barrier for entry to most SMEs, and it certainly is for our association. Since being a founding member is also a pre-condition to be involved in the AIOTI governance, we are concerned that such governance will be controlled by a restricted number of large enterprises. Henceforth, there is a risk to exclude the SME community.

European DIGITAL SME Alliance (PIN-SME a.i.s.b.l.)  
Rue Jacques de Lalaing, 4 B-1040 Brussels (BELGIUM)  
Tel +32 22307599, Fax: +32 22307861

VAT: BE0899786252,  
EU Transparency Register 920867915729-68  
[www.digitalsme.eu](http://www.digitalsme.eu), [office@digitalsme.eu](mailto:office@digitalsme.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



DIGITAL SME therefore respectfully requests to be admitted as a founding member with a financial contribution no higher than 1.000 €. Despite our financial participation being limited, we would be willing to contribute by acting as a bridge between AIOTI and our SME community.

Yours sincerely,



Oliver Grün  
European DIGITAL SME Alliance, President

European DIGITAL SME Alliance (PIN-SME a.is.b.l.)  
Rue Jacques de Lalaing, 4 B-1040 Brussels (BELGIUM)  
Tel +32 22307599, Fax: +32 22307861

VAT: BE0899786252,  
EU Transparency Register 920867915729-68  
[www.digitalsme.eu](http://www.digitalsme.eu), [office@digitalsme.eu](mailto:office@digitalsme.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

