

To: Mariya Gabriel,
Commissioner for Digital Economy and Society
European Commission
Rue de la Loi 200
1049 Brussels

Brussels, 15th March 2018

Re: European Digital SME Hub

Dear Commissioner,

I am writing you on behalf of the European DIGITAL SME Alliance (DIGITAL SME), the largest network of ICT Small and Medium sized Enterprises in Europe, representing about 20.000 digital SMEs.

DIGITAL SME sees the Digital Innovation Hubs initiative¹ by the European Commission as an opportunity for digital SMEs to provide knowledge, services and skills to other companies, thus to contribute to the digitization of European industry. Thousands of highly skilled digital SMEs across the EU are already the key actors leading Europe's industrial revolution by enabling the digital transformation of other companies, especially SMEs.

In this context, we have proposed the establishment of a **European Digital SME Hub**² to support the cooperation of small and medium-sized digital companies and foster their role as enablers of the digital revolution. The Hub would empower the creation of new partnerships among digital SMEs. By doing so, digital SMEs would merge their specialized skills and services in order to become larger entities capable of growing and meeting the requirements of larger clients, including public administrations, on local and international markets.

Recently, the German BMWi Federal Ministry announced the creation of the **Mittelstand 4.0-Kompetenzzentrum IT-Wirtschaft**³, which is based on the same concept proposed by DIGITAL SME to support the cooperation of digital SMEs in Germany. Also, as you may know, on 14 February 2018, the opinion on the Cybersecurity Act by the European Economic and Social Committee proposed the creation of a **European Cyber SME Hub**⁴.

¹ <https://ec.europa.eu/digital-single-market/en/digital-innovation-hubs>

² 10 ideas for the future of Europe's digital economy – "SMEs as the engines of digital change", https://www.digitalsme.eu/digital/uploads/DIGITALSME_10-ideas-for-EU-digital-economy.pdf

³ <http://www.mittelstand-digital.de/DE/Foerderinitiativen/Mittelstand-4-0/kompetenzzentrum-it-wirtschaft.html>

⁴ <https://www.eesc.europa.eu/en/our-work/opinions-information-reports/opinions/cybersecurity-act>

We believe that the establishment of a European Digital SME Hub to support companies' cooperation in the ICT sector would enable digital SMEs to become the champions of Europe's digital economy.

Besides offering the majority of jobs in the IT industry, small medium-sized digital companies are the main providers of IT solutions that are essential for the digitalisation of other sectors. These digital SMEs need to network their solutions in order to successfully compete in the global markets.

Therefore, we call on the European Commission to support the creation a European Digital SME Hub to offer systemic solutions to these challenges and leverage the key role of SMEs for Europe's digital revolution.

Thank you in advance for your consideration.

Yours sincerely,



Oliver Grün,
European DIGITAL SME Alliance President

ABOUT the European DIGITAL SME Alliance

DIGITAL SME is the largest network ICT small and medium sized enterprises in Europe, representing about 20.000 digital SMEs across the EU. The alliance is the joint effort of 28 national and regional SME associations from EU member states and neighbouring countries to put digital SME at the centre of the EU agenda.

Member of:    