

# 5th Newsletter

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**CROSS-INNO-CUT**  
Cross border implementation of  
innovative cost cutting  
technologies

## ***Project Partners***

***Federation of Industries  
of Northern Greece***

***Aristotle University of  
Thessaloniki  
URENIO Research Unit***

***South-West University  
"Neofit Rilski"***

***Industries Association of  
Eastern Macedonia***

***Federation of Industries  
of Rhodopi***

***Industrial Association of  
Petritch***

***Union of Industry and  
Manufacture of Xanthi***

***Industrial Association  
Karjali***

***Federation of Industries  
of Evros***

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## Editorial

As the **Cross-Inno-Cut Project** progresses into its efforts to bring competitive advantage to the SMEs through cost reduction innovative techniques, the accent was even more strongly put on providing real value and practical solutions to the decision takers.

The public procurement activities for selecting of auditors who are to provide cost reduction diagnostics and audit reports for 100 SMEs (70 in Greece and 30 in Bulgaria) in the targeted areas in Bulgaria and Greece were successfully completed. The selected auditors passed through specially organized training workshops: one for the auditors in Bulgaria and the other for auditors in Greece. The training workshops were aimed at providing the auditors with the necessary clarifications and instruction details on using the digital tool box platform, as well as on the specifics and the quality of the information needed from the diagnostics performed in each of the audited enterprises.

The cost reduction diagnostics and auditing reports in Bulgaria and Greece were successfully completed. The provides grounds for further analysis and working out of the action plans envisaged to 30 SMEs (20 in Greece and 10 in Bulgaria) in the targeted areas across the borders.

The present newsletter reveals the achievement of the reduction diagnostics and audit report activities in the 30 SMEs envisaged Bulgaria's targeted areas.

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## Digital Toolbox Workshop for auditors

The Digital Toolbox Workshop for training of the auditors in Bulgaria within the framework of the “Cross Border Implementation of innovative cost cutting technologies – CROSS-INNO-CUT” Project, funded under the European Territorial Cooperation Programme “Greece-Bulgaria 2007-2013”, held in Blagoevrad, Bulgaria on the 6<sup>th</sup> June 2012



The South-West University “Neofit Rilski” - Blagoevgrad hosted a Digital Toolbox Workshop for training of auditors aimed at providing the auditors with the necessary clarifications and instruction details on using the digital tool box platform, as well as on the specifics and the quality of the information needed from the diagnostics performed in each of the audited enterprises. The

workshop took place at **Hall No.302, Faculty of Law and History, South-West University “Neofit Rilski”, 1 Georgi Izmirliiev-Makedoncheto Sq., Blagoevgrad 2700, Bulgaria, on 6 June 2012 at 12:00 h.**



The workshop included the following specially designed for the event presentations:

- **INNOVATIVE COST-CUTTING TECHNOLOGIES** - Introduction to CROSS-INNO-CUT, Lecturer: Dr. Sotiris Zygiaris, Researcher, URENIO Research Unit, Aristotle university of Thessaloniki;
- **INNO-CUT DIGITAL TOOLBOX** – On line presentation and training, Lecturer: Mr. Isidoros Passas, Researcher, URENIO Research Unit, Aristotle university of Thessaloniki;
- **PEOPLE & PROCESSES – SUPPLY CHAIN** – On line presentation and training, Lecturer: Dr. Sotiris Zygiaris, Researcher, URENIO Research Unit, Aristotle university of Thessaloniki;

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- GREEN BUILDINGS – On line presentation and training, Lecturer: Mrs. Maria Schina, Researcher, URENIO Research Unit, Aristotle university of Thessaloniki;
- RENEWABLE ENERGY – SENSORS, UTILITIES & ENERGY SAVING – On line presentation and training, Lecturer: Dr. Sotiris Zygiaris, Researcher, URENIO Research Unit, Aristotle university of Thessaloniki;
- MARKETING SAVINGS & SOCIAL MEDIA – On line presentation and training, Lecturer: Mr. Isidoros Passas, Researcher, URENIO Research Unit, Aristotle university of Thessaloniki

Beside the above presentations, there was also a discussion envisaged in the training in order to answer to some issues and problems that might have come to the attention of the auditors.

All the representatives of the consulting companies that were to perform the auditing services received specially prepared training kits containing reference material on the scope and technology of collecting and processing the required information.

## Tenders for the recruitment of auditors

The Federation of Industries of Northern Greece, the South-West University “Neofit Rilski”, the Industrial Association of Petrich and the Industrial Association of Kurdzhali announced in March, April and May 2012 public tenders for experts that will perform the audits in SMEs. The tender process was aimed at attracting experienced consultants that could offer added value services to SMEs.



The public tender organized by **the South-West University “Neofit Rilski”** was officially announced on the 2th of April 2012. The public invitation for participation in the tender was available both on the web site of the University (<http://www.swu.bg/information-for/public-procurement.aspx>) and on the web site of the Public Procurement Agency of the Republic of Bulgaria (<http://www.aop.bg>) within the period of 02 April to 17 April 2012. After an evaluation of the received offers at the South-West University “Neofit Rilski” and based on the criterion “the lowest price offered”, the Association “Institute – Society of knowledge” (Sdruzhenie “Institut Obshtestvo na znaniето) was selected as a contractor for execution of the consulting services.



The public tender organized by the **Industrial Association of Petrich** was officially announced on the 27 March 2012. The public tender procedure was completed on the 12 April 2012. After an evaluation of the received offers at

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<http://www.cost-cutting.eu>

Cross-Inno-Cut is co-funded by European Union  
and National Funds of Greece and Bulgaria.



the Industrial Association of Petrich the company named “Baker Tilly Klitou and Partners” was selected as a contractor for execution of the consulting services.



The public tender organized by the **Industrial Association of Kurdzhali** was completed in the end of May 2012. After an evaluation of the received offers at the Industrial Association of Kurdzhali the company named “Trainer Consult” was selected as a contractor for execution of the consulting services.

### Completion of the cost reduction diagnostics and audit reports

All the consulting services for performing of cost reduction diagnosis (audits) in 30 SMEs in the targeted areas in Bulgaria were completed by September 2012. Representatives of the three contractors for execution of the consulting services visited the companies that had applied for cost reduction diagnosis (audits) and uploaded the achieved information through the use of the digital toolbox available through the web site of the **Cross-Inno-Cut Project** (<http://www.cost-cutting.eu>). Conclusions on the identified high cost categories were also provided. All these will later be used for the elaboration of envisaged cost reduction action plans and their follow-up implementation in the pilot enterprises.

**Table 1: Seat and Main field of business activity of the SMEs audited by the Association “Institute – Society of knowledge” (Sdruzhenie “Institut Obshtestvo na znaniето”) (under the public procurement of the South-West University “Neofit Rilski”)**

Seat of the company:	Main field of business activity
The town of Blagoevgrad	Travel Agency
The town of Blagoevgrad	Travel Agency
The town of Blagoevgrad	Local producer of bakery products
The town of Blagoevgrad	Construction of houses
Logodaj	Production of wines
The town of Blagoevgrad	Construction of buildings
The town of Blagoevgrad	Restaurant business
The town of Blagoevgrad	Printing of books on demand
The town of Blagoevgrad	Manufacturing of clothes
The town of Blagoevgrad	Production of salads

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**Table 1: Seat and Main field of business activity of the of business activity of the SMEs audited by “Trainer Consult” (under the public procurement of Industrial Association of Kurdzhali)**

<b>Seat of the company:</b>	<b>Main field of business activity</b>
The town of Kurdzhali	Tailoring Industry
The town of Kurdzhali	Tailoring Industry
The village of Rezbartsi	Tailoring Industry
The town of Momchilgrad	Production of insulation materials and stone and concrete pavement
The Municipality of Kirkovo	Production of pneumatic techniques
The tone of Krumovgrad	Production of leather shoes and other leather goods
The town of Kurdzhali	Tailoring Industry
S. G. Chinka	Growing of mushrooms
The Town of Ardino	Tailoring Industry
The town of Kurdzhali	Advertising

The public tender for procurement of consulting services for the working out of the ten action plans in Bulgaria is expected to be announced in the beginning of October 2012.

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