



DIGITALIZATION of SMEs in TURKIYE

**June 27, 2022
Nur Sultan**



KOSGEB in BRIEF

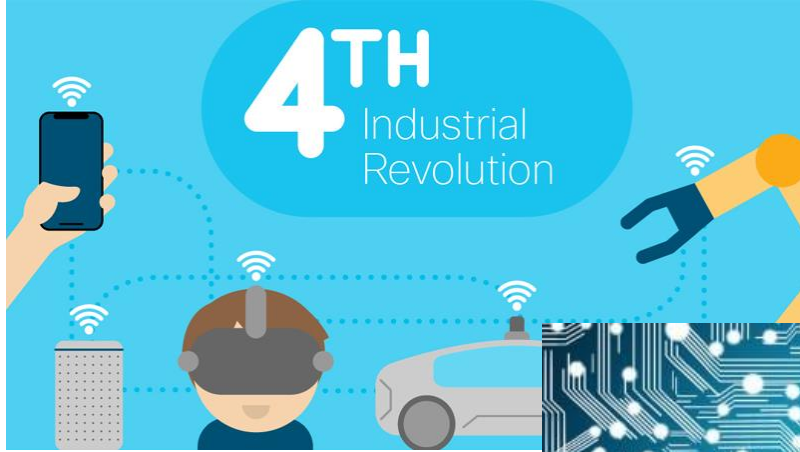


- ✓ Headquarters in Ankara
- ✓ 88 KOSGEB Directorates in 81 cities
- ✓ 104 KOSGEB Representative Offices
- ✓ 17 Technology Centers
- ✓ R&D and Innovation Cooperation with 132 Universities
- ✓ 18 Business Development Centers





DIGITAL TRANSFORMATION & COMPETITIVENESS



CURRENT SITUATION OF TURKISH SMEs IN DIGITALIZATION

- ✓ **Businesses perceive digitalization primarily as an investment for building websites. As an example, 67.6% of enterprises with 50-249 employees have a website. Awareness and progress on digital infrastructure have been improving.**
- ✓ **SMEs need human resources in the field of information technologies and digital marketing, and there is room for improvement in this field.**
- ✓ **There is not enough awareness about advanced tools (ERP - Enterprise Resource Planning, CRM-Customer Relations etc.) in digital transformation yet. For example, only 23.7% of enterprises with 10-49 employees have ERP software.**
- ✓ **In order to achieve Digital Transformation in SMEs, supports on technical consultancy services, financial consultancy, labor force trainings are playing vital role.**

INNOVATION SCOREBOARD TÜRKİYE



Turkey is an **Emerging Innovator**.

Over time, performance relative to the EU has decreased, in particular in 2021.

Turkey	Relative to EU 2021 in		Relative to EU 2014 in	
	2021		2014	2021
SUMMARY INNOVATION INDEX	49.1		55.0	55.3
Human resources	44.9		17.6	47.6
Doctorate graduates	22.1		8.1	19.6
Population with tertiary education	66.0		0.0	85.1
Lifelong learning	48.5		53.3	53.3
Attractive research systems	41.0		28.6	46.2
International scientific co-publications	17.9		4.8	23.5
Most cited publications	57.7		47.5	56.7
Foreign doctorate students	44.5		19.3	52.8
Digitalisation	83.2		72.3	115.1
Broadband penetration	93.3		118.3	141.4
People with above basic overall digital skills	68.2		16.7	83.3
Finance and support	64.6		57.0	76.9
R&D expenditures in the public sector	36.4		49.1	35.1
Venture capital expenditures	N/A		N/A	N/A
Government support for business R&D	94.6		49.5	109.4

* European Innovation Scoreboard 2021

Artificial Intelligence (AI) National Road Map (2021-2025)



«National Technology Move» Türkiye



KOBIGEL SME DEVELOPMENT PROGRAMME: Calls For Proposals 2019 - 2022

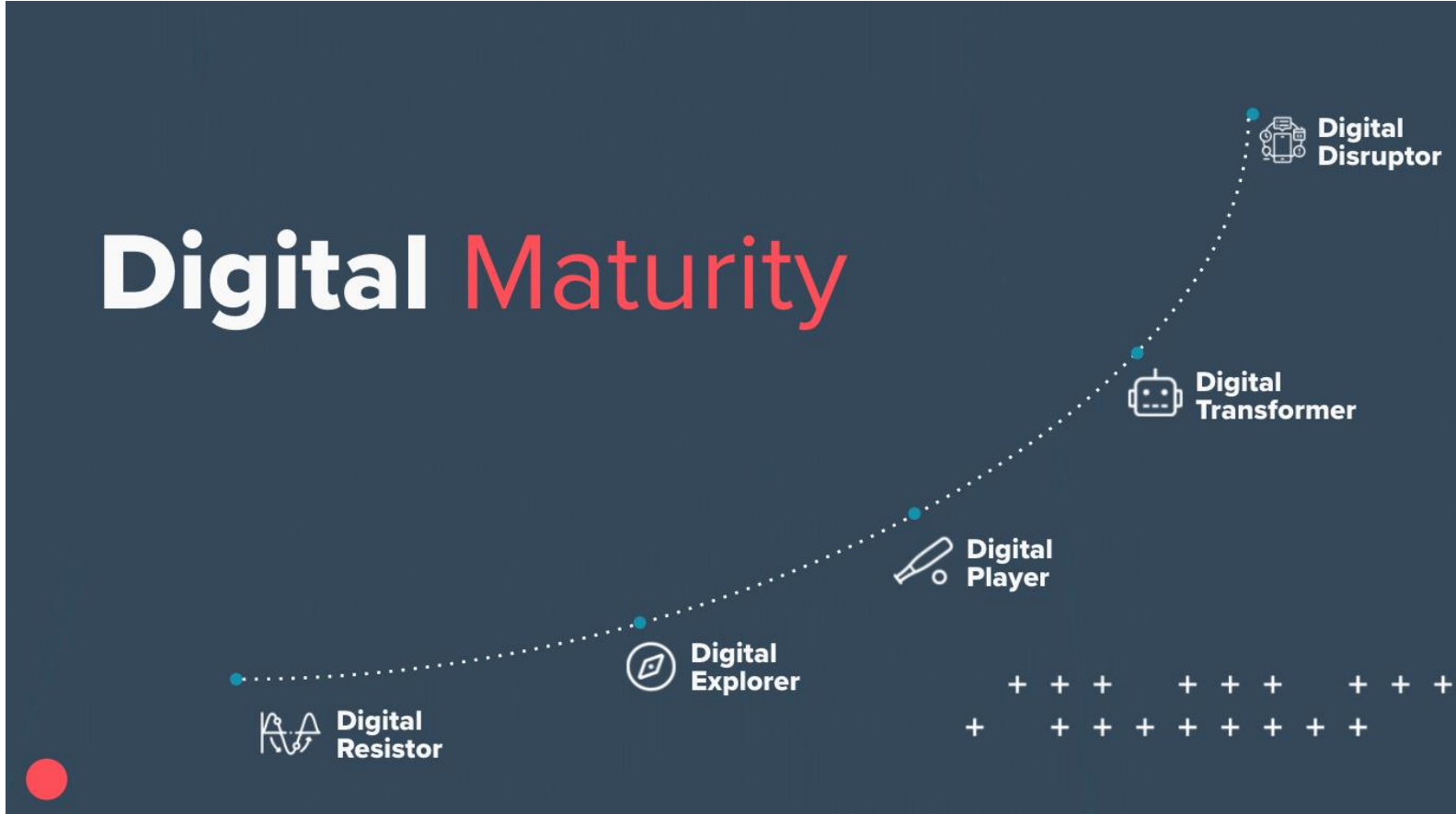
- ✓ Call I: Technology Developer SMEs that contribute to the Digitalization Process in the Manufacturing Industry Sector
- ✓ Call II: Increasing the level of utilization of Digital Technologies in the Manufacturing Industry Sector



- ✓ Almost 1000 SMEs received support

MODEL FACTORIES (APPLIED SME CAPABILITY BUILDING CENTERS)

Service Type	Explanation
Trainings on Awareness	<ul style="list-style-type: none">• Increasing awareness on the topics (lean and digital transformation) related to the service areas of the Model Factory.• Business development activities.• Short programs – One day programs.
Experiential Trainings	<ul style="list-style-type: none">• Theoretical trainings given in the classroom and applied trainings in the model factory production and assembly lines.• Participation of staff who will lead transformation programs in businesses• 1-2 week programs.
Learn-Transform Programs	<ul style="list-style-type: none">• Adding consultancy services to the experiential trainings in the factories of the participants.• 6-8 companies involve in the transformation program.• 3-6 month programs.
Project Implementation	<ul style="list-style-type: none">• The usage of Model Factories as competence development and/or problem solving area of a transformation project• Business-specific services.• Specific deadlines for the Project.



SMART SME PLATFORM



Digital Maturity Assesment



TÜBİTAK



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