

76% think that the NW is good.

Effect of NW 64% strengthening of marketing
 47% product development
 33% organizational renewal
 22% better image

Difficulties 44% lack of resources
encountered 38% long preparation
 29% differences in resources
 24% lack of common objectives

NETWORKS PHASE 3 (Establishment and Early Cooperation)

Total networks which received questionnaire 100
Answered questionnaire 82

71% NWs unchanged participation
29% NWs changed in participation

Purpose over 50% marketing of new/existing products
 39% product development
 13% use of new production equipment

Economic objective 93% increase sales
 15% reduce costs (existing products)

98% of the NWs either have new markets or new products as an objective.

Cooperation in relation to objective 76% positive

19% of the NWs have had a reduction of costs of more than 4% whereas this was only the objective of 15% of the NWs.

2/3 of the NWs which had reduction of costs as an objective have achieved such a reduction.

42% of the NWs have had an increase in sales.

75% of the NWs felt a strengthening of their international competitiveness

Difficulties encountered 50% economic/time resources
 30% the preparation phase is too long

94% of the NWs will continue beyond the grant period.