

SELECTION AND TRAINING OF BROKERS

Brokers are selected from among bankers, accountants, lawyers, companies and private consults. All have substantial SME associated experience.

They are trained utilizing a series of 4 seminars - the first is 3 days and the others 2 days each. The seminars are separated so that 3 case studies can be developed during the series. A summary of the technical content of the Network Broker Course appears in Appendix "F".

As we understand it, initially Mr Hatch trained 5 teachers at the Danish Technological Institute. These teachers in turn trained broker candidates in groups of 8. In total there are now 110 trained Brokers.

RESULTS TO DATE - THE ORIGINAL DANISH "NETWORK" PROGRAM

In November, 1990, a Mid-term Evaluation of the (original) "Network" Program was undertaken. An English language copy appears in Appendix "C".

More recently, a survey was taken of the "Networks" which have been established. As the survey is only available in Danish, following is an English summary of the result:

NETWORK SURVEY

NETWORKS PHASE 2 (Feasibility Studies and Planning)

Total networks (NW) which received questionnaire 75
Answered questionnaire 45

Purpose	71%	marketing
	40%	product development
	7%	use new production equipment

Formalization of	22 NW (49%) already formalized
cooperation	10 NW (22%) expecting to do so within the next year
	13 NW (29%) not formalized

Of the 13 NW not formalized, 11 do not expect to do so, 2 are unsure.

Of the formalized NW, 24% were in the form of a cooperation agreement and 20% in the form of an limited company or limited partnership.