

## HAMPSHIRE COUNTY COUNCIL

### Executive Decision Record

<b>Decision Maker:</b>	Executive Member for Policy and Resources
<b>Date:</b>	20 January 2017
<b>Title:</b>	Internationalising Small and Medium Sized Enterprises
<b>Reference:</b>	8044
<b>Report From:</b>	John Coughlan, Chief Executive

**Contact name:** Philippa Mellish, Head of Insight and Engagement

**Tel:** 01962 847482

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#### 1. The decision:

1.1. That the County Council:

- a. Accepts and addresses the risks and mitigations set out in section 5.1 (A) to (C) and works closely in cooperation with Southern England Local Partners.
- b. Approves the County Council's participation in the Everywhere International Small and Medium Sized Enterprises (EIS) project as lead partner, and
- c. Delegates authority to the Chief Executive to approve the documentation necessary to implement the project.

#### 2. Reasons for the decision:

2.1. By encouraging more Small and Medium Sized Enterprises (SMEs) to internationalise, the EIS project is in keeping with the County Council's ambitions to support the future vitality and competitiveness of Hampshire's economy. SMEs account for over 99% of the 69,000 business in Hampshire. Collectively they contribute approximately 50% to Hampshire's £48 billion economy. Supporting SME's to compete is, therefore, central to Hampshire's future economic growth and prosperity.

#### 3. Other options considered and rejected:

3.1. For the County Council not to participate in the EIS as 'lead partner'.

#### 4. Conflicts of interest:

4.1. Conflicts of interest declared by the decision-maker: None

4.2. Conflicts of interest declared by other Executive Members consulted: None

5. **Dispensation granted by the Conduct Advisory Panel:** None

6. **Reason(s) for the matter being dealt with if urgent:** Not applicable

7. **Statement from the Decision Maker:**

**Approved by:**

**Date:**

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**20 January 2017**

**Executive Member for Policy and Resources  
Councillor Roy Perry**