



SME's Sustainable Innovation Development

KPMG Advisory

Sep 2014

Challenges for Sustainable Growth



**Success of
Single Opportunity**

**Success of
the Entrepreneur**



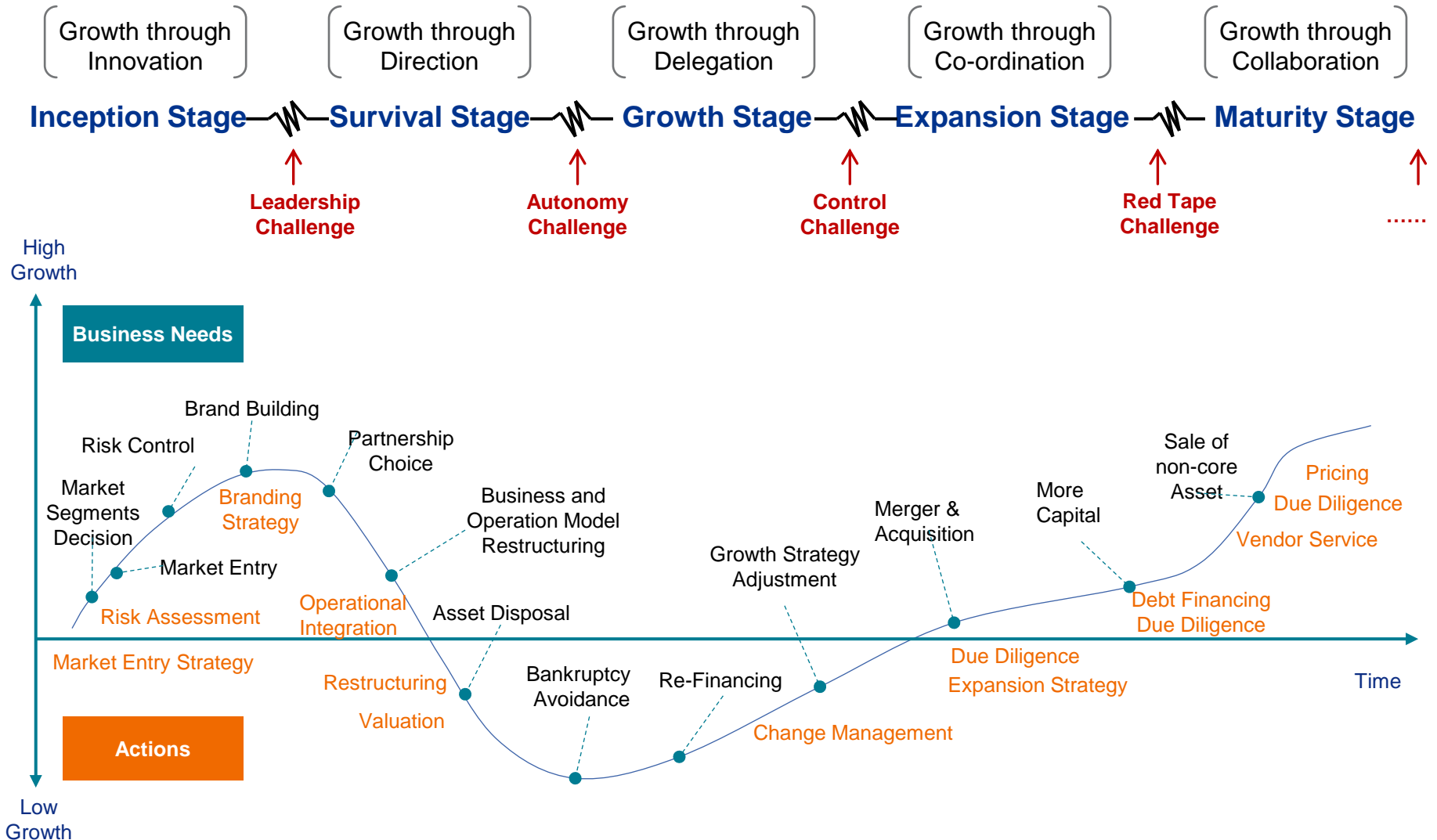
**Success of
Project / Product**

Challenges ?

**Sustainable
Growth**



SMEs' Path to Achieve Growth



SME Eco-System Framework

Direct Influence

Indirect Influence

Finance

Business Support

Policy

Market

Human Capital

Infrastructure

R&D

Culture

Finance

- Banks
- Private Equity
- Venture Capital
- Angel Investor
- Foundation
- Government

Business Support

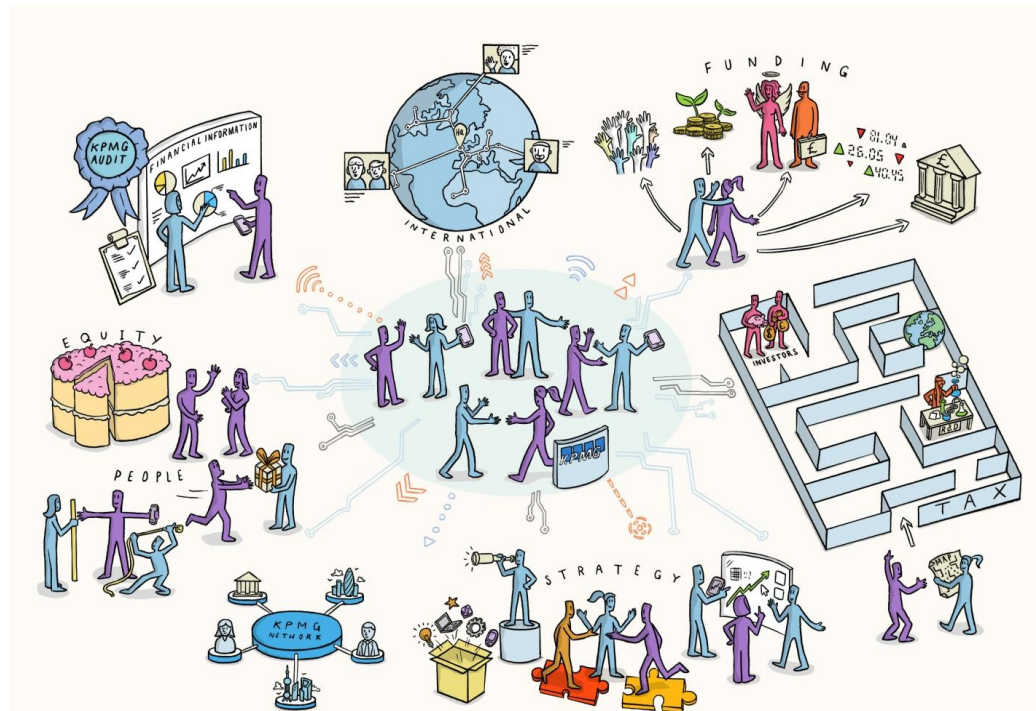
- Incubator
- Accelerator
- Industry Network
- Legal Service
- Accounting Service
- Technical Expert

Policy

- Government
- Local Government

Culture

- Media
- Government
- Social Organisation



Markets

- Domestic Corporation
- International Corporation
- Distribution Network
- Consumer
- Retail Network
- Marketing Network

Human Capital

- University
- Technical Training Institution
- Community

Infrastructure

- Electricity Provider
- Transport Provider
- Communications (Mobile, Internet)
- Other Utility Provider

R & D

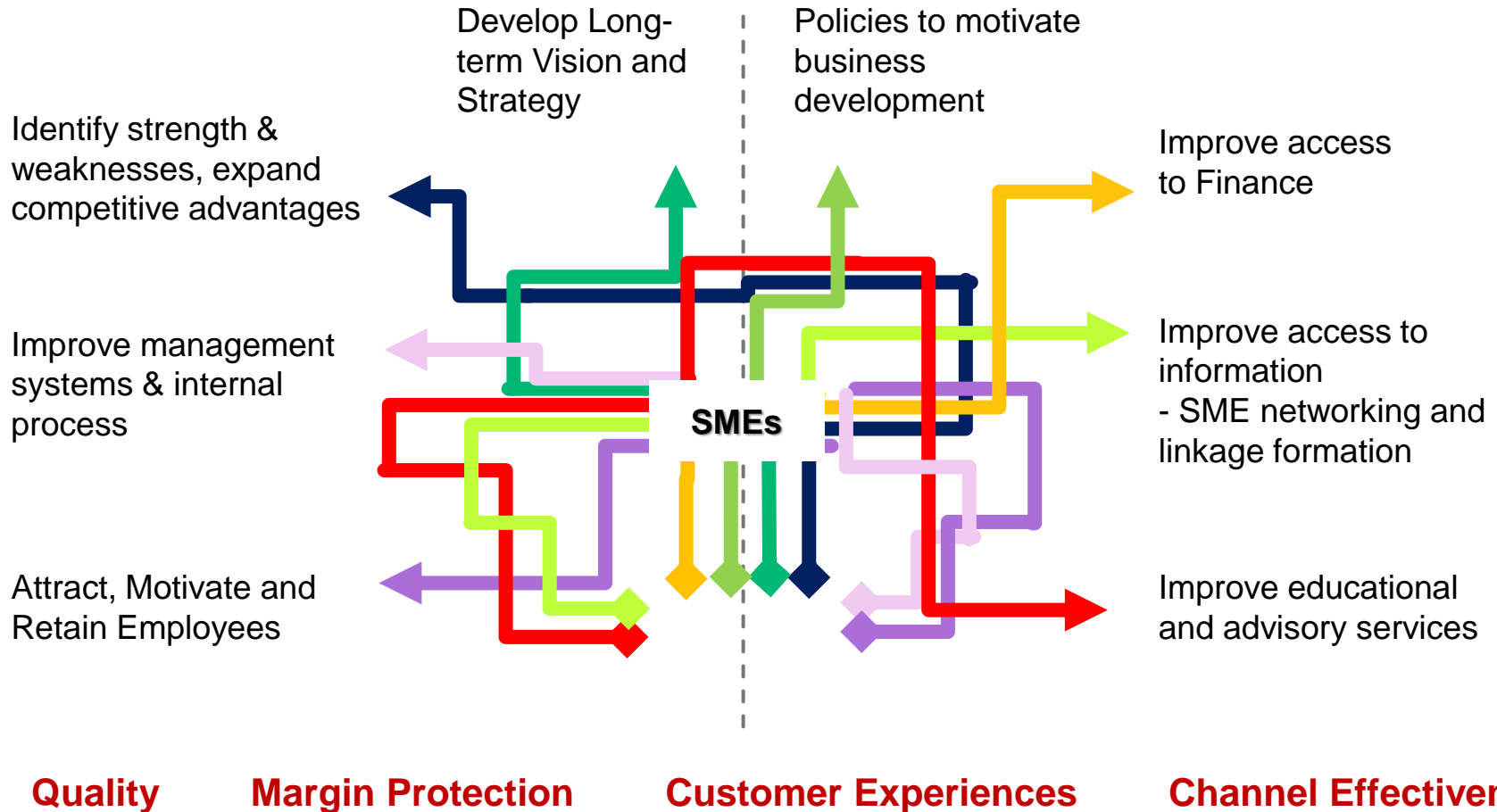
- Research Centre
- University

Differentiation through Innovation in Quality

Internal Force

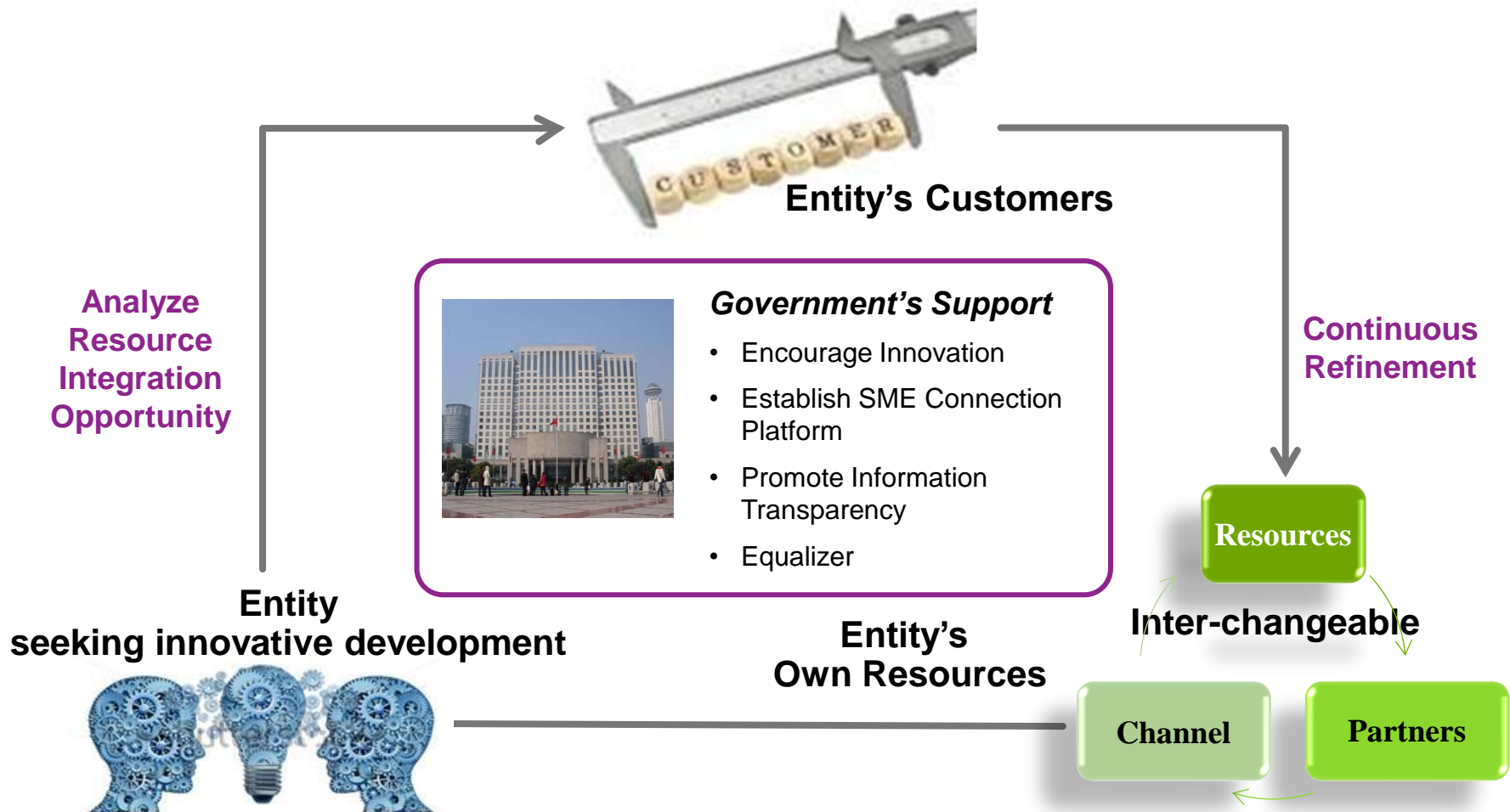
Business Model

External Force



SME Innovative Development Method

Horizontal and Vertical Integration





cutting through complexity

Thank you

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