

Annex D. LIST OF WORKSHOP PARTICIPANTS

1. APEC SPONSORED WORKSHOP PARTICIPANTS

No	Title	Name	Economy	Position	Organization	Email, Phone Number	Task
1	Ms	Men Shu	China	Project Manager	China Centre for Promotion of SME Development, Ministry of Industry and Information Technology of P.R.China	menshu@gmail.com mens@sme.gov.cn	To attend, as required and invited, all sessions and to actively participate in workshop exercise..
2	Ms	Ji Feng	China	Project Manager	China Centre for Promotion of SME Development, Ministry of Industry and Information Technology of	jif@sme.gov.cn evyyon@hotmail.com	To attend, as required and invited, all sessions and to actively participate in workshop exercise..

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					P.R.China		
3	Mr	Sujanarto	Indonesia	Head of Competence Development and Technology Transfer, Center for Craft and Batik	Ministry of Industry Republic of Indonesia	bbkb_depperin@yahoo.com (0274) 546111, 512456, 543582	To attend, as required and invited, all sessions and to actively participate in workshop exercise..
4	Ms	Ratna Utarianingrum	Indonesia	Head of Footwear Industry Development Indonesia	Ministry of Industry Republic of Indonesia	e_ratnautarianingrum@yahoo.com (031) 8855149 08156805059	To attend, as required and invited, all sessions and to actively participate in workshop exercise..
5	Mr	Mohd Shazni Saringat	Malaysia				To attend, as required and invited, all sessions and to actively participate in workshop exercise..

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6	Mr	Mohammed Hanif Mohamed Tamin	Malaysia				To attend, as required and invited, all sessions and to actively participate in workshop exercise..
7	Mr	Ivan Ornelas Diaz	Mexico				To attend, as required and invited, all sessions and to actively participate in workshop exercise..
8	Ms	Rocio Vazquez Perez	Mexico				To attend, as required and invited, all sessions and to actively participate in workshop exercise..
9	Mr	Buckley Tine	PNG	Research Analyst – Policy	Department of Commerce & Industry	buckleytine@gmail.com	To attend, as required and invited, all sessions and to

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				Division			actively participate in workshop exercise..
10	Mr	Bede Tomokita	PNG	Acting First Assistant Secretary - Industry Division	Department of Commerce & Industry	btomokita@gmail.com	To attend, as required and invited, all sessions and to actively participate in workshop exercise..
11	Mr	Pedro Reategui	Peru				To attend, as required and invited, all sessions and to actively participate in workshop exercise..
12	Mr	Sandro Esposito	Peru				To attend, as required and invited, all sessions and to actively participate in workshop exercise..

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13	Mr	Noly Guevara	Philippines			Dticav_pdnoly@yahoo.com	To attend, as required and invited, all sessions and to actively participate in workshop exercise..
14	Ms	Zenaida Pre	Philippines			Zpre2000@yahoo.com	To attend, as required and invited, all sessions and to actively participate in workshop exercise..
15	Mr	Yongyos Protpakorn	Thailand				To attend, as required and invited, all sessions and to actively participate in workshop exercise..
16	Ms	Thitapha Smitinont	Thailand				To attend, as required and invited, all sessions and to

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							actively participate in workshop exercise..
17	Mr	Cao Thi Thuy Quynh	Vietnam				To attend, as required and invited, all sessions and to actively participate in workshop exercise..
18	Mr	Pham Thai Son	Vietnam				To attend, as required and invited, all sessions and to actively participate in workshop exercise..

2. APEC NON-SPONSORED WORKSHOP PARTICIPANTS

No	Title	Name	Economy	Position	Organization	Email, Phone Number	Task
1	Mr	Alfonso GARSON Mendez	Columbia				To attend, as required and invited, all

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							sessions and to actively participate in workshop exercise..
2	Ms	Maria Mercedes MUNOS Gomes	Columbia				To attend, as required and invited, all sessions and to actively participate in workshop exercise..
3	Mr	Ir. I Wayan Dipta, M.Sc	Indonesia	Deputy Minister of Research and Development for Cooperatives and SMEs Resources	Ministry of Cooperatives and SMEs, Republic of Indonesia	wayan_dipta@yahoo.com (021) 7942721 08121914126	To attend, as required and invited, all sessions and to actively participate in workshop exercise..
4	Mr	Ir. Martono Djohari, MABM	Indonesia	Deputy Assistant for Research Resources	Ministry of Cooperatives and SMEs, Republic of Indonesia	martono_djohari@yahoo.com (021) 79182019 08128119350	To attend, as required and invited, all sessions and to actively participate in workshop

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							exercise..
5	Mr	Djoko P. Djatmiko	Indonesia	Head of Organization	Ministry of Cooperatives and SMEs, Republic of Indonesia	djatkiko60@yahoo.com 08159886255	To attend, as required and invited, all sessions and to actively participate in workshop exercise..
6	Mr	Leonardi Pratama, SH	Indonesia	Staff	Ministry of Cooperatives and SMEs, Republic of Indonesia	leonardi_p@yahoo.com 081218850850	To attend, as required and invited, all sessions and to actively participate in workshop exercise..
7	Mr	Wahyu Purwanto, SE	Indonesia	staff	Ministry of Cooperatives and SMEs, Republic of Indonesia	ucok_ipb@yahoo.com (021) 7942721 085293347494	To attend, as required and invited, all sessions and to actively participate in workshop exercise..
8	Mr	DR. Derry	Indonesia	Director of the Centre for Competitiveness	Center of assessment and	derry@ceo.bppt.go.id (021) 3169441-2, 3169378	To attend, as required and

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		Pandjadarma		Policy	application of technology (BPPT), Republic of Indonesia	0818983442	invited, all sessions and to actively participate in workshop exercise..
9	Mr	Ir. Dharmawan	Indonesia	Researcher	Center of assessment and application of technology (BPPT), Republic of Indonesia	dharma@ceo.bppt.go.id (021) 3169441-2, 3169378 08128374185	To attend, as required and invited, all sessions and to actively participate in workshop exercise..
10	Mr	Ir. Karimuddin, MM	Indonesia	Deputy Assistant for SME Research	Ministry of Cooperatives and SMEs, Republic of Indonesia	karimuddin_ukm@yahoo.com PENELITIAN_UKM@hotmail.co.id (021) 7996382 081280006810	To attend, as required and invited, all sessions and to actively participate in workshop exercise..
11	Ms	Husna Leila Y, SE. MM	Indonesia	Member of the Center for Industrial	Trisakti University	husnaleila@gmail.com (021) 7375365 081318000940	To attend, as required and invited, all sessions and to

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				Studies, SMEs and Competition			actively participate in workshop exercise..
12	Ms	Adwitya Kristy Hapsari	Indonesia	Staff at the intra-regional Cooperation Director ASPASAF	Ministry of Foreign Affairs, Republic of Indonesia	adwitya.kristy@kemlu.go.id (021) 3811083, 3844867 0818877380	To attend, as required and invited, all sessions and to actively participate in workshop exercise..
13	Ms	Airin Rachma	Indonesia	Staff at the intra-regional Cooperation Director ASPASAF	Ministry of Foreign Affairs, Republic of Indonesia	airinrachma@gmail.com (021) 3811083, 3844867 0818624040	To attend, as required and invited, all sessions and to actively participate in workshop exercise..
14	Mr	Bayu Fajar Nugroho	Indonesia	Staff at the Director General of Small and Medium Enterprises	Ministry of Industry Republic of Indonesia	bf nugroho@yahoo.com (021) 5251761, 5251449 08111889700	To attend, as required and invited, all sessions and to actively participate in workshop exercise..

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15	Ms	Lia Puji Lestari	Indonesia	Staff at the Director General of Small and Medium Enterprises	Ministry of Industry Republic of Indonesia	einno_kagayaki@yahoo.co m (021) 5251761, 5251449 081310323790	To attend, as required and invited, all sessions and to actively participate in workshop exercise..
16	Mr	Ari Gunawan, SE	Indonesia	Head of research procedure	Ministry of Cooperatives and SMEs, Republic of Indonesia	085711221144	To attend, as required and invited, all sessions and to actively participate in workshop exercise..
17	Mr	M. Supriyadi, ST	Indonesia	Staff	Ministry of Cooperatives and SMEs, Republic of Indonesia	0818678525	To attend, as required and invited, all sessions and to actively participate in workshop exercise..
18	Mr	Indra Wiryawan	Indonesia	Staff	Ministry of Cooperatives and SMEs, Republic of	087886686400 08978645433	To attend, as required and invited, all sessions and to

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					Indonesia		actively participate in workshop exercise..
19	Mr	DR. Ir. Ugay Sugarmansyah	Indonesia	Director of the Center for Technology Innovation Policy Assessment	Center of assessment and application of technology (BPPT), Republic of Indonesia	(021) 3169447	To attend, as required and invited, all sessions and to actively participate in workshop exercise..
20	Mr	Drs. Syamsuddin, MM	Indonesia	Deputy Assistant for cooperative research,	Ministry of Cooperatives and SMEs, Republic of Indonesia	(021) 7991424 081314082145	To attend, as required and invited, all sessions and to actively participate in workshop exercise..
21	Mr	Mohammad Iqbal	Indonesia	General Manager	Dharma Bhakti Astra Foundation (YDBA)	(021) 65310146, 65310147	To attend, as required and invited, all sessions and to actively participate in workshop

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							exercise..
22	Mr	L Pandu Pamardi	Indonesia	Manager	Dharma Bhakti Astra Foundation (YDBA)	(021) 65310146, 65310147	To attend, as required and invited, all sessions and to actively participate in workshop exercise..
23	Mr	Alex Widjaja	Indonesia	Manager	Dharma Bhakti Astra Foundation (YDBA)	(021) 65310146, 65310147	To attend, as required and invited, all sessions and to actively participate in workshop exercise..
24	Ms	Raeti	Indonesia	Chairman of Public Relations	Farmer and Patchouli Entrepreneur Association of Indonesia	081272542017	To attend, as required and invited, all sessions and to actively participate in workshop exercise..
25	Mr	Syihabuddin, SE	Indonesia	secretary-	Farmer and Patchouli	08121048330	To attend, as required and

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				general	Entrepreneur Association of Indonesia		invited, all sessions and to actively participate in workshop exercise..
26	Ms	Nuraini	Indonesia	Direktor	PT Niaga Nilam Nangroe	082161077666	To attend, as required and invited, all sessions and to actively participate in workshop exercise..
27	Ms	Gita Triantika	Indonesia	Direktor	PT Pemalang Agro Wangi	087875255889	To attend, as required and invited, all sessions and to actively participate in workshop exercise..
28	Ms	Ida Busneti, SE. MM.	Indonesia	Secretary of the Center for Industrial Studies, SMEs and Competition	Trisakti University	(021) 7375365 081316393375	To attend, as required and invited, all sessions and to actively participate in workshop

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							exercise..
29	Ms	Firdayetti, SE. MM	Indonesia	Member of the Center for Industrial Studies, SMEs and Competition	Trisakti University	(021) 7375365	To attend, as required and invited, all sessions and to actively participate in workshop exercise..
30	Mr	Akhmad Junaedi, SE, MM	Indonesia	Researcher	Ministry of Cooperatives and SMEs, Republic of Indonesia	(021) 7942721	To attend, as required and invited, all sessions and to actively participate in workshop exercise..
31	Mr	Ir. Prijadi Atmadja, MBA	Indonesia	Researcher	Ministry of Cooperatives and SMEs, Republic of Indonesia	(021) 7942721	To attend, as required and invited, all sessions and to actively participate in workshop exercise..
32	Mr	DR. Anwar Sitompul	Indonesia	Researcher	Ministry of Cooperatives	(021) 7942721	To attend, as required and

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					and SMEs, Republic of Indonesia		invited, all sessions and to actively participate in workshop exercise..
33	Mr	Suharyanto	Indonesia	Head of Technology Transfer and Incubation, Center for Craft and Batik	Ministry of Industry Republic of Indonesia	0274) 546111, 512456, 543582	To attend, as required and invited, all sessions and to actively participate in workshop exercise..
34	Mr	Ir. Patoni A Ghafar, M.Sc	Indonesia	Head of Competence Development and Technology Transfer, Center for Agro Industry	Ministry of Industry Republic of Indonesia	(0251) 8324068, 8323339	To attend, as required and invited, all sessions and to actively participate in workshop exercise..
35	Mr	Dr. Ir. Rizal Alamsyah, M.Sc	Indonesia	Head of Facilities and Standardization Research, Center for Agro	Ministry of Industry Republic of Indonesia	(0251) 8324068, 8323339 08129909695	To attend, as required and invited, all sessions and to actively participate

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				Industry			in workshop exercise..
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Annex E

Annex E. LIST OF SPEAKERS

1. APEC SPONSORED SPEAKERS

- LIST OF INVITED SPEAKERS, TOPICS, AND GUIDANCE IN WRITING THE PRESENTATION FUNDED BY APEC

No	Name of Speaker and Institution (Program, dates invited)	Address	Topic of Presentation	Guidance for Presentation Content
1	DR. Lih- Woe Chen, Division Director, Venture Incubation & Investment Division of Commercialization and Industry Service Center (CIS) of Industrial Technology Research Institute (ITRI) 7-8 February 2012	lewislwc@itri.org.tw	<p>Current State of the Art of Technology Development in SMEs and Their Constraint in Access to Technology</p> <p>The Difference between Experience in Formulating and Implementing Technology Development Policy for SMEs</p>	<p>How is the performance of SMEs, especially with respect to output growth, productivity, export intensity, concentration or diversification of products, subcontracting with large enterprises (LEs), including multinational companies (MNCs), involved in regional/global supply chains/production networks? How SMEs have been doing in developing their technologies and conducting innovations? What are the main sources of technology for SMEs: LEs/MNCs, universities, R&D institutes, or government agencies (e.g. Ministry of Industry)? What are the main constraints that SMEs facing in access to advanced technology and knowledge and how they cope with those constraints? What is the best practice for SMEs to improve their technology and to increase their ability to do innovations?</p> <p>How has the government been doing in supporting capacity building in SMEs, especially with respect to technology and innovations? Has technology development or innovation been given</p>

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				the highest priority in SME policy? What kind of programs introduced by the government, and do they meet the real needs of SMEs? Are they effective; if not, what are the main problems?
2	Prof. Shigeo Kagami, Professor, General Manager – Science Entrepreneurship and Enterprise Development (SEED), Division of University Corporate Relations, The University of Tokyo 7-8 February 2012	Kagami@ducr.u-tokyo.ac.jp	<p>Key Determinants behind the Success Stories of Technology Development in SME</p> <p>The Difference between Experience in Formulating and Implementing Technology Development Policy for SMEs</p>	<p>What are the key determinants of successful SMEs in capacity building in technology and innovations? Do the level of entrepreneurship and the level of education of the owners play key roles in those successful SMEs? Are market structures and trade regime (i.e. free trade versus protectionism) effect the successful SMEs in innovations? Are 'external factors' (e.g. business environment, economic stability, government supports, market structure, infrastructure, demand/competition pressure) more important than 'internal factors' (e.g. social and educational background, and motivation of the owners, skills of the workers, capital) in determining the capability of SMEs to improve their technology and to do innovations? What are the roles of Business Development Services in technology development for SMEs?</p> <p>How has the government been doing in supporting capacity building in SMEs, especially with respect to technology and innovations? Has technology development or innovation been given the highest priority in SME policy? What kind of programs introduced by the government, and do they meet the real needs of SMEs? Are they effective; if not, what are the main problems?</p>

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3	Mr. Junghwa Lee, Director, Small Medium Business Administration(SMBA) of Korea 8February 2012	wooyang@smgba.go.kr	The Difference between Experience in Formulating and Implementing Technology Development Policy for SMEs	How has the government been doing in supporting capacity building in SMEs, especially with respect to technology and innovations? Has technology development or innovation been given the highest priority in SME policy? What kind of programs introduced by the government, and do they meet the real needs of SMEs? Are they effective; if not, what are the main problems?
4	Prof. Tulus Tambunan, Professor-Economics, The Center for Industry, SME and Business Competition Studies Faculty of Economics, University of Trisakti., Jakarta, Indonesia 7 February 2012	sjahrir@rad.net.id	Current State of the Art of Technology Development in SMEs and Their Constraint in Access to Technology	How is the performance of SMEs, especially with respect to output growth, productivity, export intensity, concentration or diversification of products, subcontracting with large enterprises (LEs), including multinational companies (MNCs), involved in regional/global supply chains/production networks? How SMEs have been doing in developing their technologies and conducting innovations? What are the main sources of technology for SMEs: LEs/MNCs, universities, R&D institutes, or government agencies (e.g. Ministry of Industry)? What are the main constraints that SMEs facing in access to advanced technology and knowledge and how they cope with those constraints? What is the best practice for SMEs to improve their technology and to increase their ability to do innovations?

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				education of the owners play key roles in those successful SMEs? Are market structures and trade regime (i.e. free trade versus protectionism) effect the successful SMEs in innovations? Are 'external factors' (e.g. business environment, economic stability, government supports, market structure, infrastructure, demand/competition pressure) more important than 'internal factors' (e.g. social and educational background, and motivation of the owners, skills of the workers, capital) in determining the capability of SMEs to improve their technology and to do innovations? What are the roles of Business Development Services in technology development for SMEs?
3	Mr Mike Orgill, Google 8 February 2012		The Difference between Experience in Formulating and Implementing Technology Development Policy for SMEs	How has the government been doing in supporting capacity building in SMEs, especially with respect to technology and innovations? Has technology development or innovation been given the highest priority in SME policy? What kind of programs introduced by the government, and do they meet the real needs of SMEs? Are they effective; if not, what are the main problems?
4	Mr. Franz Gelbke, German Advisor for Business and Technology Transfer, Ministry of Research and Technology, Republic of Indonesia 7 February 2012	gelbke@btc-network.com	The Role of R&D Institutes/Universities in Supporting Technology Development/Innovations in SMEs (Including transfer of technology to SMEs)	How have R&D institutes and universities been playing a role in transferring technologies to SMEs or have they been the key source of technology for SMEs? In what forms or how have SMEs being supported for their technology upgrading and innovation by R&D institutes and universities? What are the main obstacles, from the perspective of suppliers of technology and knowledge (i/e/ R&D institutes and universities) as

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			<p>Key Determinants behind the Success Stories of Technology Development in SME</p>	<p>well as from the perspective of potential users of technology and knowledge (i.e. SMEs), in doing collaborations between SMEs and the suppliers in technology development and innovation? What is the best practice to strengthen the cooperation between SMEs and the suppliers of technology and knowledge?</p> <p>What are the key determinants of successful SMEs in capacity building in technology and innovations? Do the level of entrepreneurship and the level of education of the owners play key roles in those successful SMEs? Are market structures and trade regime (i.e. free trade versus protectionism) effect the successful SMEs in innovations? Are 'external factors' (e.g. business environment, economic stability, government supports, market structure, infrastructure, demand/competition pressure) more important than 'internal factors' (e.g. social and educational background, and motivation of the owners, skills of the workers, capital) in determining the capability of SMEs to improve their technology and to do innovations? What are the roles of Business Development Services in technology development for SMEs?</p>
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Annex F. Notes of Workshop Discussion Sessions

1. Presentations on “ Current State of the Art Technology Development in SMEs and Their Constraint in Access to Technology”.

From the discussion, it has been found that in overcoming these constraints, governments can have a significant role in encouraging SMEs to utilize advanced technologies. It was recommended for the governments to formulate policy assessment on national advantages and disadvantages that could provide some insights and directions for the SMEs on what the customers really need. Conducive business environment is also necessary to support R&D activities among SMEs, such as provision of incentives thus the technologies become more affordable to the SMEs, as well as subsidizing and funding program.

2. Presentations on “The Role of R&D Institutes/Universities in Supporting Technology Development/Innovations in SMEs (Including Transfer of Technology to SMEs”

From the discussion, it has been found that intermediaries are significant to play a role between research institutions and SMEs. In a country like Japan, local banks serve to meet the gaps between two parties and support in terms of licensing, patents and agreements. Government can also have a role in boosting the quantity of companies which are willing to cooperate with research institutions by providing them tax subsidy and incentives.

3. Presentations on “Key Determinants behind the Success Stories of Technology Development in SME”.

From the discussion, it has been found that the most important key determinant factor is working more with the market demands. Moreover, to strengthen the cooperation between universities and SMES, it is stated that legal enforcements are necessary. It should be obliged by the law for universities to support community development such as in research and create start-up models for SMEs. To address the issue on bringing financial supports for projects, there are several approaches that can be taken, such as:

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- Through collaborated research projects with private companies
- Collaboration between government, universities and SMEs in gathering the funds. The government might double the modal in funding the project.

4. Presentations on “The Difference between Experience in Formulating and Implementing Technology Development Policy for SMEs”.

From the discussion, it was found that government has an important role to reduce the barrier in bringing their business online. The government should also invest in facilitating and educating SMEs to use internet as means for business. In the discussion about what proper security net should provide in case of failure, there were best practices from Japan and Korea. In Japan, there is a mentoring system to assist the university start-ups entrepreneur to go the right path. In Korea, failures do not awarded with penalty. If a certain SME fail, they are given another chance to apply one more time in the program.