

## Want to know more?

If you wish to receive more information about SMITE, or if you would like to utilise this tool and reap its benefits, you are kindly asked to complete this form and fax it, or mail it, to the Euro Info Centre.

Name

Company

Sector

Address

Telephone

Fax

Email

Web



Euro Info Centre

c/o Malta External Trade Corporation [METCO]

PO Box 8, San Gwann SGN 01

Tel: 2384 3211

Fax: 2144 1106

Email: [info@eic.metco.net](mailto:info@eic.metco.net)

Web: <http://eic.metco.net>

## Your Euro Info Centre



### *The first point of contact with Europe*

The Euro Info Centre (EIC) was set up locally in 1994 to inform, advise and assist Maltese small and medium-sized companies. The aim is "to be there" for SMEs during all phases of their development, whatever their level of familiarity with European matters.

- Informing enterprises by placing expertise in Community matters at their disposal

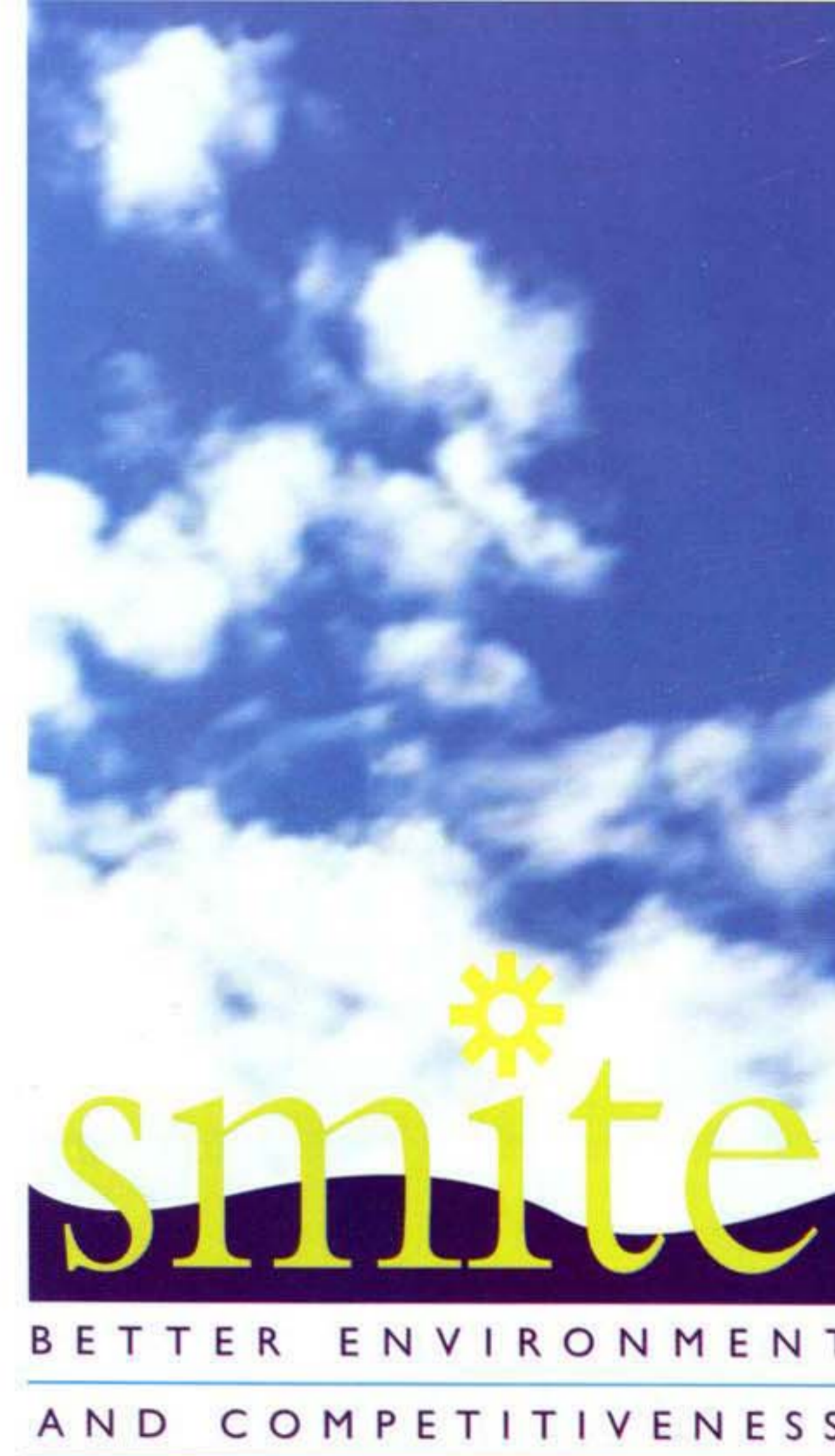
The first contact a company usually has with the Euro Info Centre is often a request for information. The EIC offers tailored replies which incorporate latest developments within the Single Market. The EIC identifies and anticipates the questions which SMEs face and assists them by producing a monthly newsletter and other fact sheets on subjects of special interest to Malta's business community.

- Creating partnerships between Maltese SMEs and their counterparts abroad

Your EIC collaborates very actively with DG Enterprise within the European Commission in Brussels and also with the entire EIC Network that covers all member states and more. Through these contacts Malta's EIC facilitates the participation of companies at brokerage and B2B events organised abroad with the sole objective of assisting Maltese SMEs internationalise their business operations.

A calendar of EIC events and activities  
is currently available from:

Euro Info Centre  
Tel: 2384 3211 Fax: 2144 1106  
Email: [info@eic.metco.net](mailto:info@eic.metco.net)



Improving Competitiveness  
through Better Environmental  
Business Planning



## Improving competitiveness through better environmental business planning

### What is SMITE?

If your business operations are in one of the following sectors:

- Brewery
- Dairy
- Textile
- Hotel

then the SMITE project should be of interest to you. SMITE is a tool which you can access through the Internet and which can help you benchmark your company's environmental performance.

It is a known fact that substantial financial cost-savings can result if the company adopts even the most basic "good housekeeping" practices. SMITE provides all the information [even legislative] vis-à-vis Maltese, European and regional environmental management issues and it can assist you - on an individual basis - to test whether you are utilising the optimum processes possible. SMITE will also calculate the actual cost-savings you will enjoy if you were to improve your environmental performance!

### How can I benchmark my company's performance?

The SMITE tool is actually diagnostic - this means that it will analyse the performance indicators which you yourself will input in the system, in a most secure and confidential manner! Examples of performance indicators requested will relate to:

- Energy consumption
- Value of raw materials
- Waste output to land or water
- Number of overnight guests
- Heating and cooling systems

These parameters are analysed by a programme designed specifically for SMITE by environmental engineers and the final evaluation will indicate where your company's weaknesses are and where BAT [best available technologies] can be utilised. Apart from rendering your operations more environmentally-friendly and more compliant to existing legal requirements, SMITE will assist you become more competitive. This will consolidate your position in the market!



### Expected results

The overall objective of the project is to support SMEs to improve their competitiveness, and thereby their position in the market, by adopting prevailing environmental policies and practices, using newly-developed information technologies through the Internet.

By utilising the SMITE tool SMEs are expected to:

- Re-orient production processes, products and services
- Ensure and consolidate efficiency, quality, occupational health and safety and environmental performance
- Increase productivity efficiency by reducing environmental burdening

### Why is SMITE a regional information tool?

SMITE has another very interesting feature and this refers to its Mediterranean dimension. The SMITE project is funded under the EUMEDIS initiative - an EU programme to strengthen information systems across the Mediterranean region.

Countries participating in SMITE are: • Cyprus • Tunisia • Lebanon • Palestine • Greece • Syria • Jordan • Egypt • Malta

Since companies from the countries listed hereunder and operating within your sector will also input their particular parameters it will be possible for Maltese SMEs to benchmark their environmental performance against those of their competitors within the region.