

How did Benori help
a government body
design an effective
incentive framework
for SMEs by benchmarking
grant programs across
developed markets?



Objective & Scope

A government body in the Middle East wanted to design a structured incentive program to support SMEs and startups, particularly in high-tech and high-risk industrial manufacturing sectors.

They needed to:

1

Analyse selective incentivisation programs in developed markets focused on high-tech, high-risk industrial manufacturing, startups, SMEs, and grant-based incentives

2

Conduct a deep-dive study on shortlisted programs to understand their framework, operating structure, and fund disbursement process

Benori's Approach

Benori assessed various grant programs across developed markets against defined criteria and conducted a structured deep-dive on shortlisted programs.

The engagement involved:



Evaluating programs across developed markets based on focus areas including high-tech sectors, industrial manufacturing, startups, SMEs, and grant-based incentives



Deep-diving into shortlisted programs to analyse framework, operating structure, application to disbursement process, annual budget, eligibility, selection, and monitoring processes



Capturing key impact metrics and case studies of companies that benefited from the programs

Impact

Benori delivered a structured intelligence base that equipped the client to design an effective and well-informed SME incentive framework.

Key outcomes:



Comprehensive understanding of grant funding support programs offered by leading governments in developed markets



A clear framework and formulation blueprint for developing an SME and startup support program tailored to the client's market context



Actionable benchmarks on eligibility criteria, selection processes, budget structures, and monitoring mechanisms

Looking to benchmark global best practices and design effective support frameworks for your market?

Connect with us to see how Benori's research capabilities can support your next engagement.

[Link in Caption >](#)

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