

Table 1: Clustered topics of interest concerning the presented results (first group)

Simple schemes for SME	Needs of practitioners	Evaluation	Practicalities, link to policies
Is there any EI useful in general	Systematic overview of existing economic incentives in EU countries	How to incorporate evaluation considerations in scheme design	Knowing problems faced by other countries in implementing their schemes
Concrete cases that prove ROI also in the eyes of SME	Member states experience on the effectiveness of economic incentives as an element supporting OSH compliance with specific legislation	Indicators to assess effectiveness of economic incentives	Practical experience with economic incentives (what works, what not)
SME – best incentive methods in practice	What are the expectations of different stakeholders in the context of economic incentives, i.e. possible role of European commission	How to do cost-benefit analysis of EI schemes from point of view from a government	To develop sector specific EI (or risk specific)
	Business as usual relation: which requirements from insurance towards employers -> risk assessment	Methods for evaluation of EI	To understand how explaining to companies that prevention is investment
	How left-over are treated? <ul style="list-style-type: none"> ▪ non responding companies ▪ workers ▪ non-declared accidents 	OSH indicators to assess system	Understanding feasibility of different EI schemes for us
		What is the most effective bonus-malus system	How supportive are banks when it comes to investment in OSH (Italian system)
		Effect indicators used + data available (on different level: firm, individual, country)->macro	Do banks appreciate good OSH figures?
			To find out incentive models tailored for specific sectors (e.g. construction)
			To develop incentives focussed on critical accident reduction

Table 2: Clustered topics of work experience in the network (first group)

Politics	Methodology	Incentive Schemes
Private insurance company system = risk differentiation	Enterprises require made-to-measures approach (incentives, evaluation)	Development of tools for premium reduction for prevention
No political support (will)	No data available for comparative research	Rebates from incentive system are re-invested in OSH in bigger companies
Lack of data that prove effectiveness	Generalization of evaluation results questionable	Mutual accidents company, Spain prevention methods
Doing cost-benefit analysis, but of regulation same with evaluation	Trade union meeting: definition of accidents, changes in social protection	Reduction accidents, programs at firm level
Political and public ‘delicacy’ of some kinds of incentive schemes		Local administration funding initiatives in prevention activities
Policy analysis (quantitative + qualitative)		Projects on financial funding to SMEs, for compliance programs

Results of the second group:

In this group the interests and experiences were put together to form a map of common topics. The clustering led to the result displayed in Table 3.

Table 3: Clustered topics of interests and work experience in the networkinterest = (i), experience = (e)

Across-analysis and comparative issues	Evaluation of evidence	Economic issues	Case studies collection and learning	State-subsidies
Across-analysis research (i)	Evaluation of OSH instruments (i)	Evidence synthesis of OSH evaluation (i)	The case studies in general (i)	State-subsidies (non-insurance) (e)
Comparative policy-systems and transferability in OSH initiatives (i)	Economic evaluation of OSH intervention (i)	Analysis of the evidence & support the effectiveness of EI to promote OSH (i)	The FBG-model (i)	Economic incentives to households to improve employment (government tax initiative) how to include OSH? (e)
Workers compensation comparative issues (e)	Economics of OSH (e)	Evaluation methods on regulation enforcements (e)	The german meat industry model (premium reductions that are directed towards OSH productivity) (i)	
Evaluation of effectiveness of experience rating programs (e)	Systematic review of OSH interventions with economic evaluations (e)		The Italian scheme (funding, financing industry to achieve improvements in OSH productivity) (i)	
Insurance and OSH interactions (e)	Software development for SME to undertake economic evaluations (e)		The swiss bonus-malus model for medical enterprises	
Private insurance, employers liability & 3 rd party liability (public liability) schemes, risk management, premium settings (e)	Prevention in SMEs and legal obligations (e)			
	The Pond-model (by Prevent) (e)			

Table 4: Activities and steps (group 3: Political framework)

How to reach the goal?	What are the next steps
<ul style="list-style-type: none"> ▪ Evaluating a priori the impact of economic incentives on national level ▪ Convince political decision makers that economic incentives pay off 	<p>Reports:</p> <ul style="list-style-type: none"> ▪ widen focus of cost-benefit analysis including health data ▪ include descriptive elements on dynamics of stakeholders and links with national strategies
<ul style="list-style-type: none"> ▪ Create national platforms for communication between stakeholders on economic incentives 	<ul style="list-style-type: none"> ▪ Agency creates stepwise approach how to create national platforms ▪ Agency gets involved in national strategies