

Erasmus for Young Entrepreneurs

March 3th, 2016
STEPC, Heraklion

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Help-forward Network

Erasmus for Young Entrepreneurs

EU cross-border mobility programme

*... to facilitate exchange of experiences, learning and networking for **new EU entrepreneurs** through periods spent at **SMEs of experienced entrepreneurs** in another country.*

Official launch 19 February 2009

 **Fostering of Entrepreneurship and Internationalisation**

 **Competitiveness of Start-up Entrepreneurs and newly established SMEs in the EU**

Who can participate?

New entrepreneurs (NE): entrepreneurs active for less than 3 years (start-ups/business transfers) or Wannabe

(receiving a monthly financial assistance from the programme to cover travel, housing and subsistence expenses during the time of the stay with the host entrepreneur)

Host entrepreneurs (HE): experienced entrepreneurs active for more than 3 years



New entrepreneur

**Spends
from 1 to
6 months
abroad**



Host (experienced)
Entrepreneur

Facilitators: Intermediary Organisations (currently not in Luxembourg, Israel, Norway, Liechtenstein, Iceland, Montenegro, Albania, Serbia), Support Office, EASME

Main Actors Involved





European
Commission

Benefits of New and Host Entrepreneurs

Benefits for Host Entrepreneurs

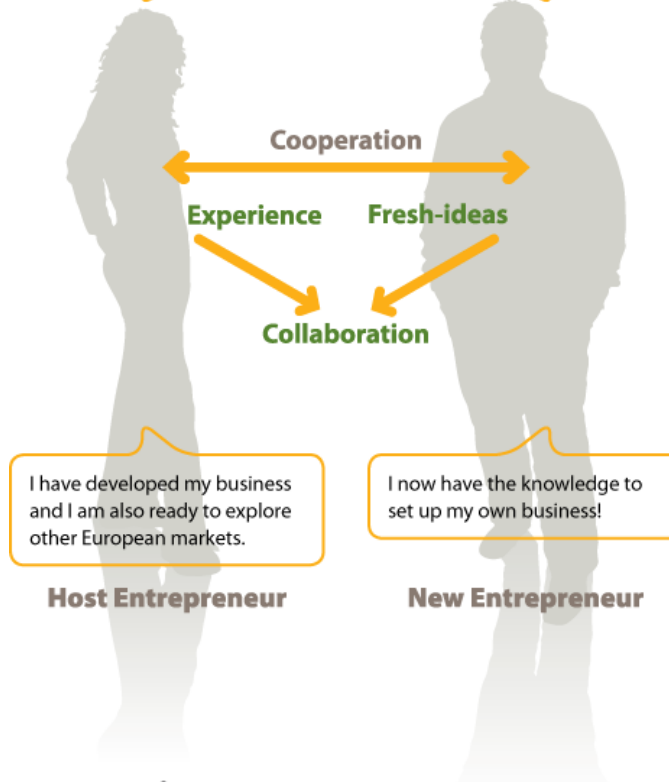
- Access new skills and innovative knowledge
- Work with a young fresh mind contributing new ideas
- Gain knowledge and intelligence about the foreign markets
- Opportunity to establish new business partnerships with entrepreneurs from other countries

I would like to expand my company, but I need some fresh ideas.

I would like to start my own business, but there are so many risks involved. I need some guidance.

Benefits for New Entrepreneurs

- Get experience & advice from seasoned entrepreneur
- Develop international contacts
- Get knowledge about foreign markets
- Providers, clients, co-venturing opportunities

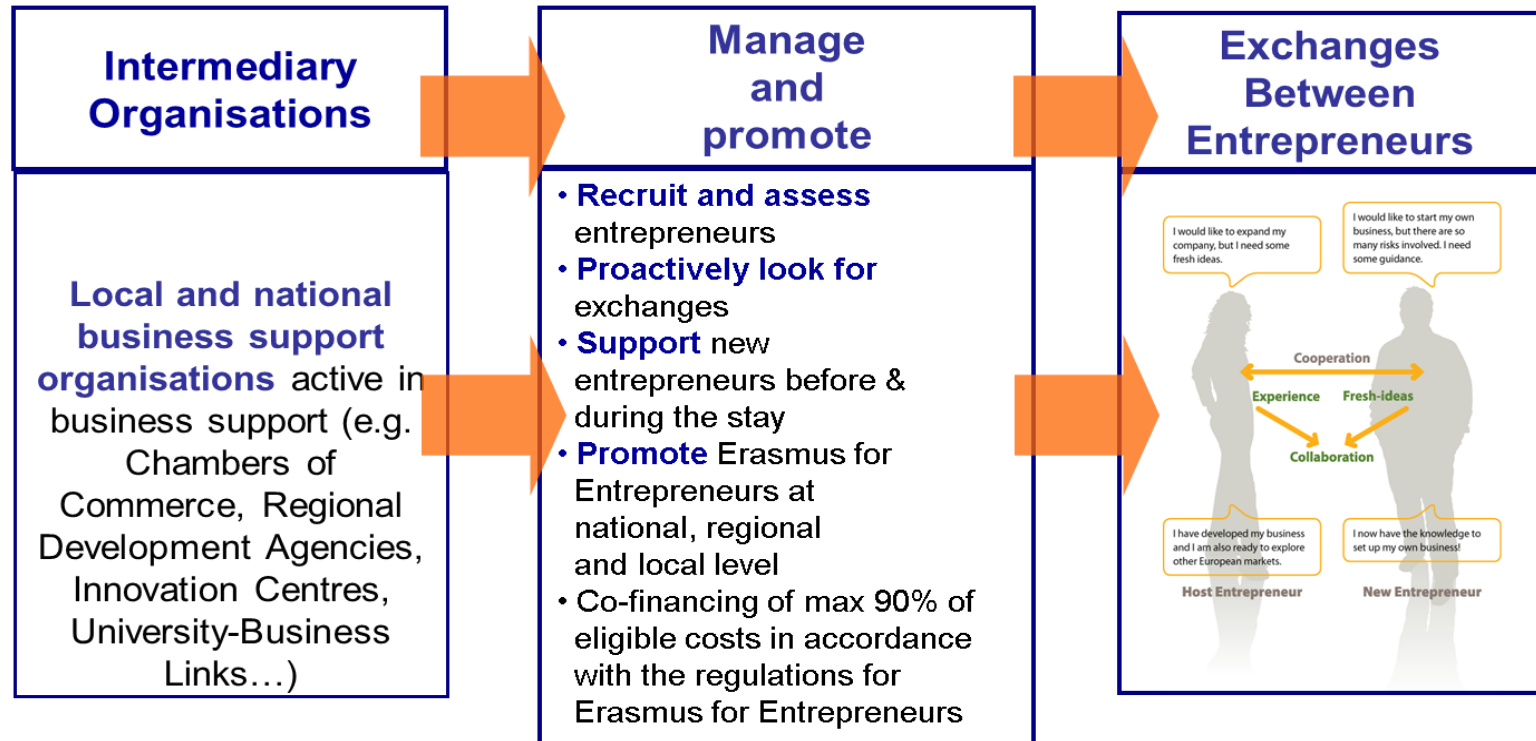


I have developed my business and I am also ready to explore other European markets.

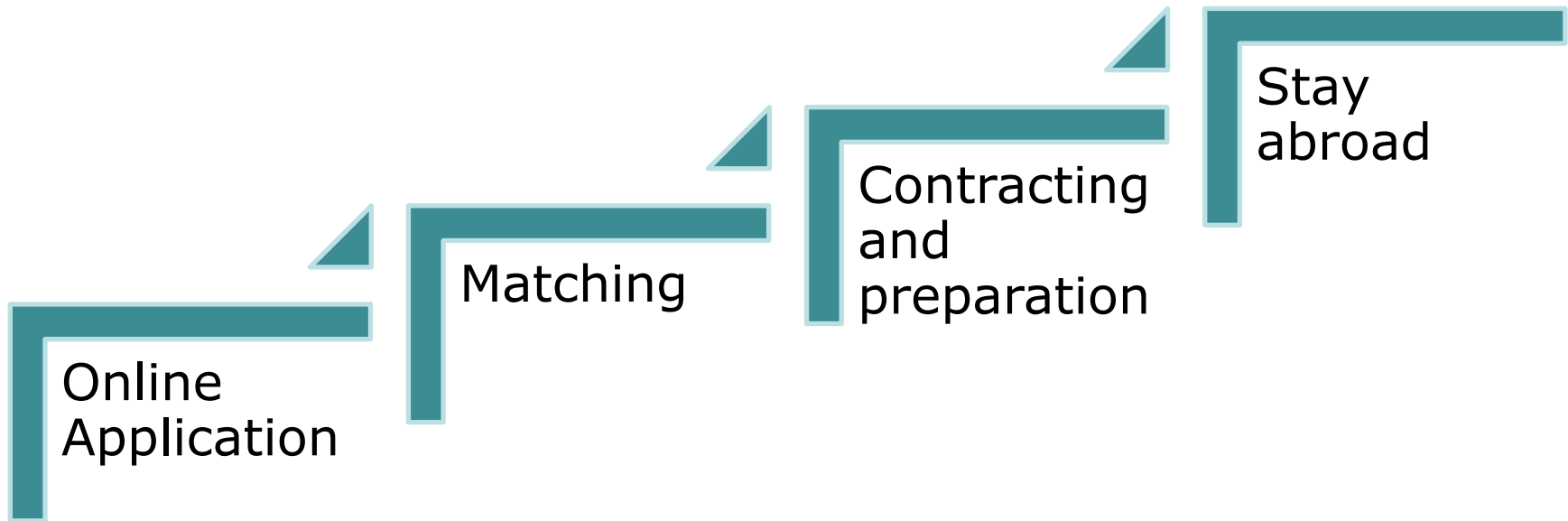
I now have the knowledge to set up my own business!

EYE in Practice

European Commission – definition of strategic and financial framework
 Support Office: day-to-day operational management of the programme



The 4 Steps of an Exchange



STEP 1: Online application

1. Application from NE
(business plan, CV,
motivation)
2. Application checked by IO
3. HE states interest to
participate (CV and
motivation)
4. File is checked by IO.

How to apply? :

www.erasmus-entrepreneurs.eu

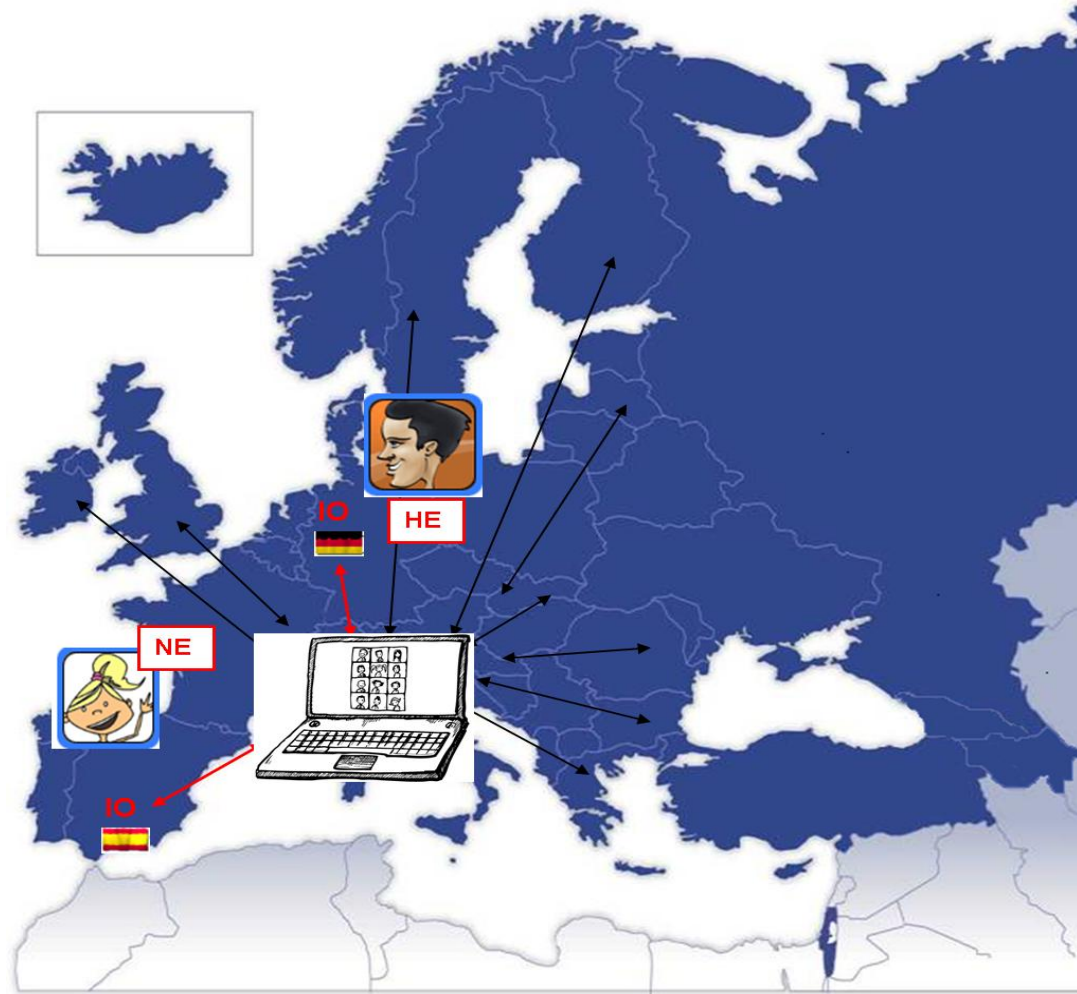


STEP 2: Matching

Matching of NE and HE
with the help of the 2 IOs

STEP 3: Contracting and preparation

1. HE, NE and IOs
establish agreements
2. NE does pre-departure
induction
3. NE receives a grant.



STEP 4: Stay abroad

1. Duration: 1-6 months
2. On-the-job training, work on concrete projects
3. On-site support provided to the NE by the Host IO
4. Reporting about the exchange.



Expected Output



✓ Since 2009 – 6 years down the line:

- ✓ More than 3200 exchanges
- ✓ More than 8000 entrepreneurs registered
- ✓ Intermediary Organisations: 180 active

✓ **Greece as country of origin** (latest data of August 2015):

- ❑ **241 NEs**
- ❑ **84 HEs**

Local Contact Points in Greece

- **SCIENCE AND TECHNOLOGY PARK OF CRETE**
Heraklion
[website](#) »
- **ACADEMY OF ENTREPRENEURSHIP**
Athens
[website](#) »
- **ASSET TECHNOLOGY**
Athens
[website](#) »
- **NATIONAL CHAMBER NETWORK OF WOMEN ENTREPRENEURS**
Athens
[website](#) »
- **PANEPISTIMIO THESSALIAS (UNIVERSITY OF THESSALY)**
Volos
[website](#) »

Main steps to follow for NE & HE to participate

- Preparation of application documents: curriculum vitae, motivation and, a business plan (for NE)
- Registration via the online form and submission of CV and business plan (for NE only)
- Build a relationship with a new or host entrepreneur abroad (two options):
 - a) You suggest to your local contact point a new or host entrepreneur with whom you are already in contact, or
 - b) You look for a new or host entrepreneur in the online catalogue with the help of your local contact point.
- Reach an agreement with your new or host entrepreneur about the work and learning project (dates, objectives and activity plan of the exchange) and submit the details to your local contact point
- Signature of Commitment to Quality: A Commitment to Quality (link) should be (digitally) signed by all partners involved in the relationship. NEs should equally conclude a funding agreement with your local contact point
- Start of the stay abroad: The duration of the exchange may be from 1 to 6 months with the possibility of dividing the stay into weekly slots (providing the time span does not exceed a total of 12 months)
- The financial assistance to the new entrepreneur will be provided in several payments, according to the agreement signed with his/her local contact point.

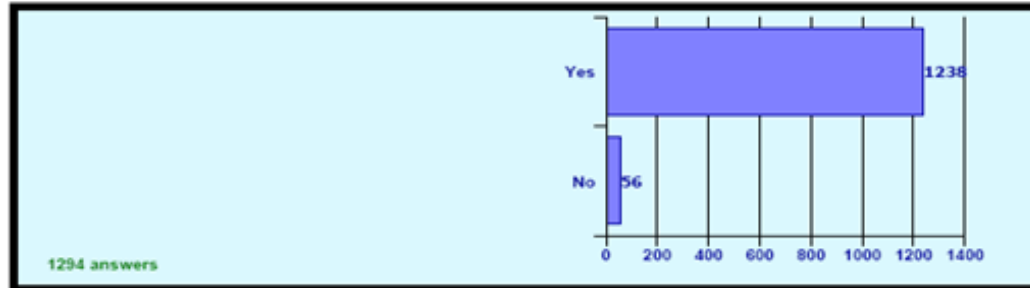
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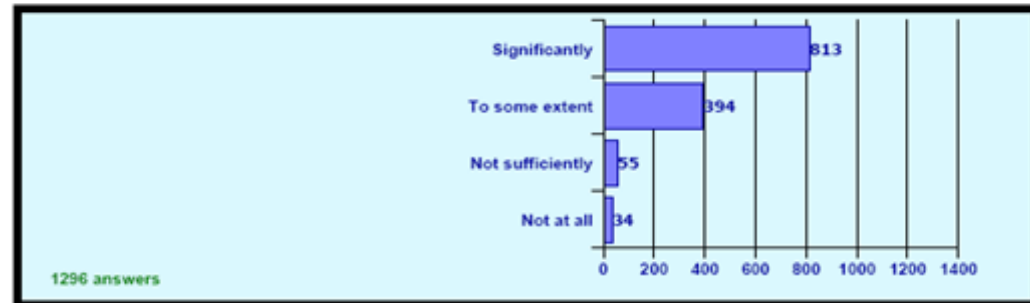
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Feedback from New Entrepreneurs

Overall, would you conclude that the relationship has been successful?



To what extent did the HE contribute to the development of your business?



When are you planning to start your own business?

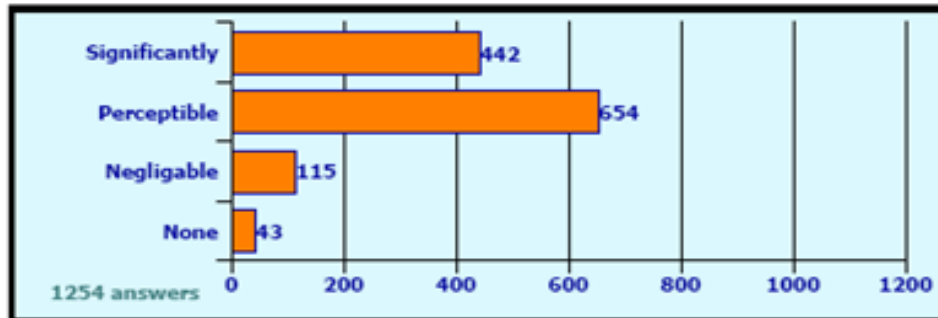




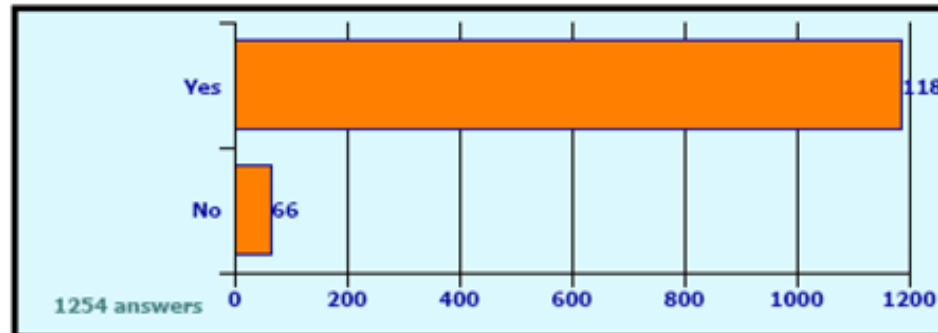
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Feedback from Host Entrepreneurs (1/2)

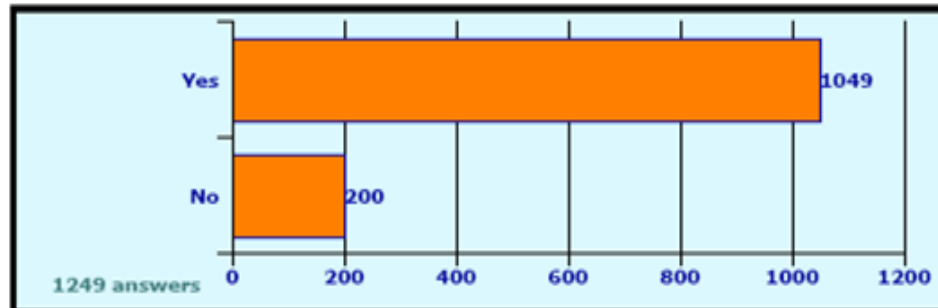
To what extent did the NE contribute to the development of your business



Overall, would you conclude that the relationship has been successful?



Would you consider hosting another NE in the framework of this programme in the future?

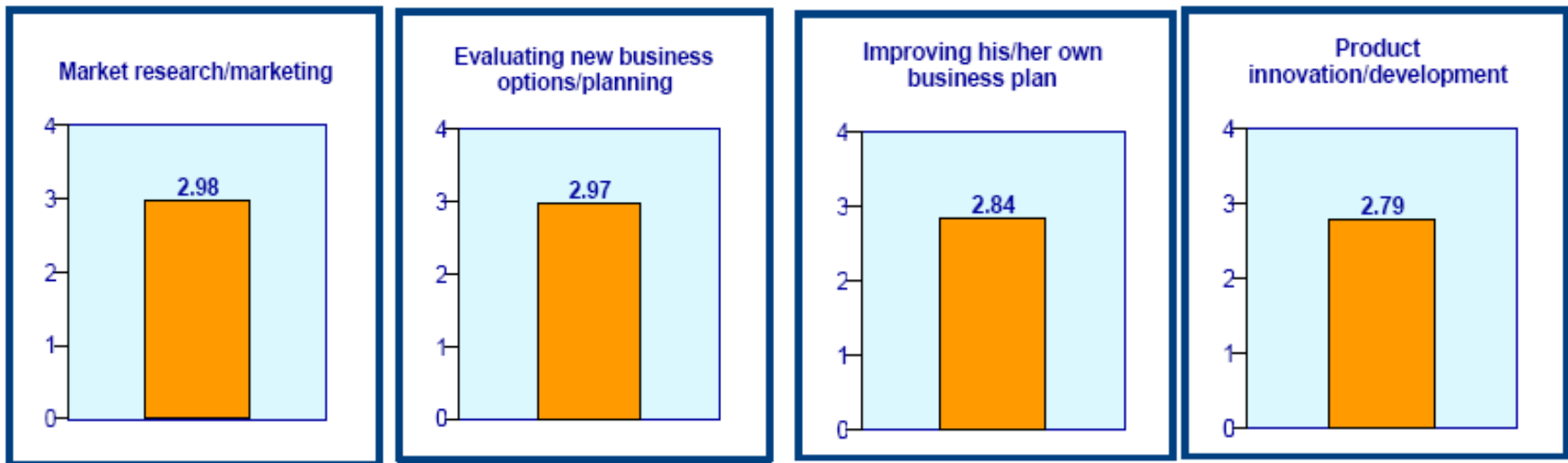




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Feedback from Host Entrepreneurs (2/2)

What were the NE's tasks during his/her stay in your company?



Website of the Programme

<http://www.erasmus-entrepreneurs.eu>



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**Thank you for your attention
!!!**