

Fast Forward Europe

07/2018 – 12/2018

Media Appearances & Dissemination Events

- **PP1 - France**

Media Appearance

- *n/a*

Dissemination Events

- *n/a*

- **PP2 - Germany**

Media Appearance

- n/a

Dissemination Events

- n/a

- PP 4 - Spain

Media Appearance

<http://www.murcia-ban.es/ffwd-apoyo-emprendedores-inversion/>



FFWD Europe | Apoyo a los emprendedores en la captación de inversión

👤 Pedro García 📅 01 Nov 2018 🏷️ Capital semilla, Colaboradores, Emprendedores, Financiación, Inversores, Noticias 💬 None

Desde el proyecto FFWD Europe, del que CEEIM es socio, se están analizando alguna de las mejores prácticas implantadas por los socios a nivel europeo que dan apoyo a los emprendedores en el proceso de búsqueda y captación de inversión.

Según los datos presentados por Startupxplore en el Congreso Nacional de *Business Angels* que se celebró en Valencia el pasado noviembre, la inversión en start-ups españolas consigue su mayor volumen desde 2011. En los últimos años se ha puesto de manifiesto la consolidación de esta alternativa de inversión que crece un 44% hasta un total de 1.217 millones de euros invertidos en España. Esta tendencia también se aprecia fuera de nuestras fronteras donde el crecimiento de la inversión en startups se ha consolidado en el conjunto del continente europeo, a octubre de 2018 el volumen total de inversión ascendía a 19 millones de euros, un 12% superior a la misma fecha que el año anterior.

En los últimos años las características del ecosistema inversor ha evolucionado, hay nuevos perfiles de inversores, estos tienen cada vez más conocimiento, aparecen nuevos vehículos y líneas de inversión, han aumentado el número de aceleradoras corporativas y verticales resultando en su conjunto un ejercicio cada vez más profesional y riguroso.

Desde CEEIM, conscientes de esta tendencia, se trabaja en el análisis y mejora del ecosistema inversor de la Región de Murcia con el objetivo de identificar e importar nuevas medidas que faciliten el acceso a capital a emprendedores y PYMEs en diferentes fases. En este sentido, dentro del proyecto europeo FFWD se han identificado cinco prácticas significativamente relevantes implementadas por los socios cuya idoneidad y aplicabilidad en la región se está actualmente estudiando en profundidad. Las prácticas identificadas son las siguientes:

1- Norman Funding Entities (Normandía, Francia): Fondo de capital riesgo (100M€ approx) creado en la región de Normandía que co-invierte (max. 70% - "pari-passu") tickets entre 150k€-10M€ en proyectos en diferentes fases, sin verticales: seed, venture, growth, LBO, distressed... En menos de un año ha invertido 10M€ en 15 compañías de la región.

2 - MIP - Mettersi in Proprio (Turín, Italia): Programa destinado a cubrir las necesidades concretas de los emprendedores mediante la mentorización y actividades de consultoría. El programa comienza con una primera fase de asesoramiento personalizado, análisis de la viabilidad del proyecto e identificación de los puntos de mejora, y una segunda parte de tutorización y soporte por parte de mentores en el acceso a la inversión.

3- Loan for "0%" designated for investment purposes (Bialystok, Polonia): Préstamo blando para la adquisición de activos fijos o la implementación de mejoras técnicas y/o tecnológicas. No es necesaria la innovación. Características: Principal máximo: 120k€; vencimiento < 60 meses, carencia de hasta 6 meses, comisión 1-5% según vencimiento.

4- INVEGA Fund (Kaunas, Lituania): Fondo de capital mixto, en relación al origen de los fondos (29M€ - fondos públicos y privados), que invierte startups tecnológicas (focus en hardware) en fase seed o growth que tienen alto potencial de crecimiento. También ofrece financiación vía préstamos y créditos; small credits (27,5M€) & micro loans (2M€).

5 - Venture Capital fund Nseed (Hannover, Alemania): Vehículo de inversión (4M€) que invierte en startups tecnológicas de reciente creación (< 2 años), no sectores o verticales específicos. Inversión destinada a cubrir necesidades de fondo de maniobra, inversión en activos fijos e innovación. Participación minoritaria y un horizonte temporal mínimo de 7 años.

Estas prácticas son un ejemplo de las herramientas de soporte diseñadas para satisfacer el aumento de la demanda de financiación por parte de los emprendedores. Desde la Región se trabaja para mejorar la competitividad de los emprendedores ofreciendo un conjunto de alternativas sólidas de financiación que satisfagan las necesidades de PYMEs y emprendedores en todas las fases y acabar con las barreras que encuentran muchos proyectos en el acceso a la financiación para seguir adelante.

Dissemination Events

XII Entrepreneurs' Day of the Region of Murcia 2018

On 30th November 2018, it was celebrated at the University of Murcia facilities the event "XII Entrepreneurs' Day of the Region of Murcia 2018". The event was organized by the Murcia Development Agency and all the main regional support institutions attended the event (more than 36), E.g: Chamber of Commerce of Murcia, 3 different Universities, Cloud Incubator HUB, and Association of young entrepreneurs, ICEX, some of the main financial institutions of the country (Sabadell Bank, Bankia)... and many more.

This meeting for entrepreneurs, companies, academics and organizations related to the business environment of the Region aims to exchange experiences and knowledge in a program of presentations and activities that stimulate creativity and open up new professional opportunities.

From CEEIM, we had our own stand to inform the audience about our incubator and all our services/activities for entrepreneurs in all kind of stages especially focus on those in a seed phase. We also informed them about the FFWD project and the activities we were carried on inside the project. A great conclusion was that the project arouses interest not only for students and young entrepreneurs but also for other experts and support agencies.

The event was a success with the registration of 1.300 attendees.



- **PP5 - Hungary**

Media Appearance

- <https://ifka.hu/hu/article/674>

Dissemination Events

- n/a

- PP6 - Italy

Media Appearance

<https://www.torinosocialimpact.it/news/ffwd-europe-un-progetto-per-migliorare-le-policy-a-supporto-dell'accelerazione-di-impresa/>

FFWD Europe: un progetto per migliorare le policy a supporto dell'accelerazione di impresa

19 dicembre 2018



La Città Metropolitana di Torino è partner del progetto europeo **Fast Forward Europe – FFWD Europe**, finanziato dal programma **Interreg Europe 2014-2020**.

Il progetto, che coinvolge in totale 8 partner provenienti da altrettanti Paesi Europei, si pone come obiettivo principale il miglioramento delle politiche e degli strumenti a supporto della crescita delle piccole e medie imprese.

Questo obiettivo sarà raggiunto attraverso scambi di buone pratiche che contribuiranno ad impattare con forza sugli strumenti di policy e a renderli capaci di sviluppare nuovi programmi per l'accelerazione delle imprese.

In questa fase delle attività progettuali i partner stanno raccogliendo esempi di buone pratiche in 3 settori principali:

- Accelerazione delle PMI
- Internazionalizzazione delle PMI
- Accesso delle PMI a risorse finanziarie

Tra le buone pratiche ad oggi individuate sul territorio metropolitano e pubblicate sulla **piattaforma di policy learning del Programma**, segnaliamo **FOUNDAMENTA**, il primo programma di accelerazione italiano dedicato per startup e imprese a impatto sociale, promosso da **SocialFare – Centro per l'Innovazione Sociale**.

FOUNDAMENTA è riservato alle migliori soluzioni imprenditoriali che rispondano in modo innovativo alle sfide sociali contemporanee ed offre alle imprese/startup selezionate servizi di supporto ed accompagnamento.

L'iniziativa, nata nel 2015, ha ad oggi raggiunto risultati di forte impatto:

- Più di 40 start-up accelerate
- Più di 1,7 Ml di Euro investiti nelle start-up
- Più di 200 nuovi posti di lavoro creati
- Attivazione del primo "Impact seed Fund" in Italia
- Più di 1000 candidature ricevute da tutta Europa

Il programma si rivolge a startup costituite/constituite con prototipo testato o prodotto sul mercato ed imprese che si distinguono per l'offerta di un prodotto/ servizio altamente innovativo, nei seguenti settori: welfare, socio-sanitario, educativo, culturale, economia circolare, agricolo e alimentare.

La prossima scadenza per candidare la propria start-up al programma di accelerazione è il prossimo 6 gennaio 2019.

Dissemination Events

1 - Growth Hacking Bootcamp - From theory to practice: policies, tools & experiences to support company scaleup. Turin, 21 september 2018.

In the framework of the Interreg Alpine Space SCALE(up)ALPS project, the Metropolitan City of Turin has organised the "Growth Hacking Bootcamp - From theory to practice: policies, tools & experiences to support company scaleup", together with the Turin Chamber of Commerce, Veneto Innovazione (Italy), Institut "Jožef Stefan" (Slovenia), Tehnološki park Ljubljana (Slovenia), Università della Svizzera italiana (Switzerland), French Riviera Chamber of Commerce and Industry, and IMC University of Applied Sciences Krems (Austria).

The FFWD Europe Project has been mentioned and some leaflets have been distributed. During the workshop the Metropolitan City of Turin has contributed to the discussion with the intervention of Claudia Fassero and the Councillor Dimitri De Vita.

The speakers presented their policies and experiences in activities and programmes addressed to startups and scaleups, sharing some ideas on how these could be identified and which are the public programmes to support them. One of the main common issues is that EU regulations are not considered to support scaleups, in particular for local actors as the financial support, even for pilot schemes is not allowed due to regulations like De Minimis law. Therefore all the speakers agreed to suggest to the managing authorities for the next programming period to be more flexible and finance startup growth at least within pilot experiments.



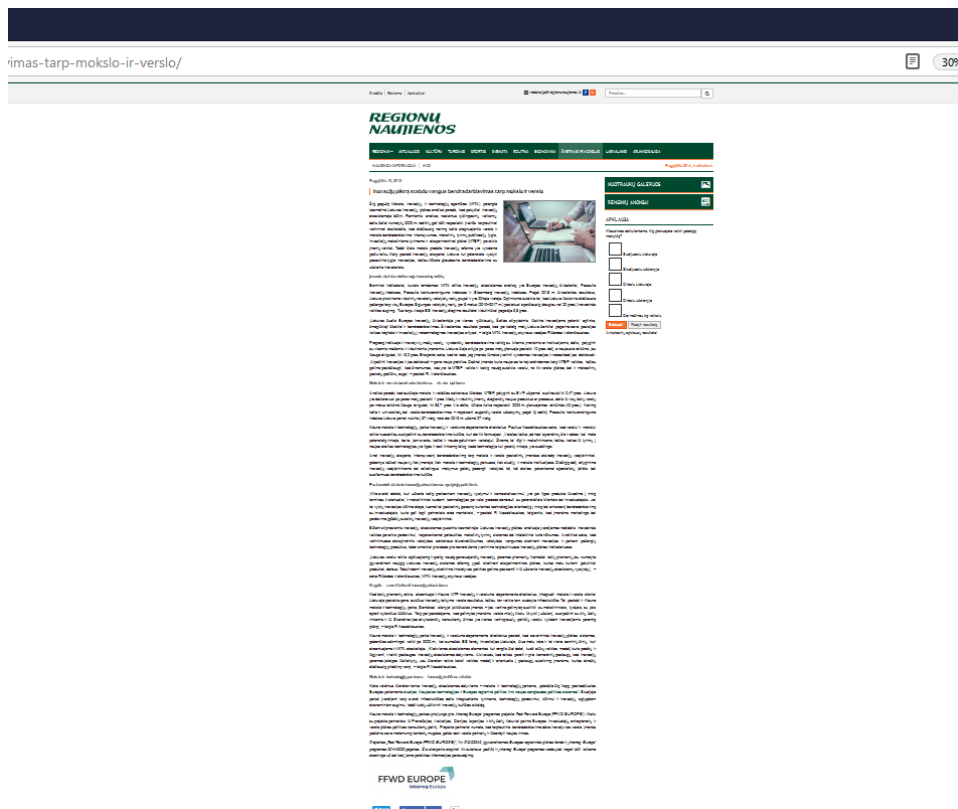
- PP7 - Lithuania

Media Appearance

4th press release (10 August 2018)

<http://www.regionunaujienos.lt/inovaciju-pletra-stabdo-vangus-bendradarbiavimas-tarp-mokslo-ir-verslo/>

An overview of the report of the implementation of Lithuanian Innovation Development Program issued in May 2018. Representatives of Kaunas STP and MITA (Agency of Science, Innovation and Technologies). One of the finding is that Lithuania needs innovation support measures which would generate tangible and prompt benefits. In line with the report, the reform of Lithuanian innovation system was launched this year. A number of innovation support measures are already foreseen in the implementation of the reform. In addition, it is mentioned Lithuania has the potential to develop world-class innovations, but there is a lack of closer cooperation with foreign innovators. Therefore, one of the main recommendation outlined in the mentioned report is to add more institutions and organizations to implementation of action plans for the program. It is an opportunity for Kaunas STP to take its place and influence projected changes to the policy instrument.



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August 10 at 7:13 AM · 🌐



Inovacijų plėtrą stabdo vangus bendradarbiavimas tarp mokslo ir verslo - Regionų naujienos

Šią gegužę Mokslo, inovacijų ir technologijų agentūros (MITA) parengta kasmetinė Lietuvos inovacijų plėtros analizė parodė, kad pokyčiai inovacijų ekosistėje

REGIONUNAUJIENOS.LT

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Message about project presentation in the Baltic Sea Region conference Baltic Dynamics (26-28 September 2018)



FFWD Europe
@FFWD_EU

@FFWD_EU is present in the Baltic Dynamics Conference 2018 in Rostock, Germany, thanks to our Lithuanian partner- Kaunas Science and Technology Park encouraging #innovation, #startup & #TechnologySupport in a #disruptive #Entrepreneurship #Environment

4:03 AM · 26 Sep 2018

2 Retweets 2 Likes

Message about project presentation in thematic workshop Fostering Entrepreneurship and Business Creation (14 November 2018)



Dissemination Events

Baltic Sea Region conference Baltic Dynamics in Rostock (Germany). 26-28 September 2018

On the 26-28 of September Kaunas STP team participated in Baltic Sea Region conference Baltic Dynamics in Rostock (Germany). The Baltic Dynamics is an annual international conference on Innovation and technology support, attracting science parks, incubators and delegates from academia, business as well as government officials from the Baltic Sea region. The 23th Baltic Dynamics conference encouraged the interdisciplinary discussion within the community of science, technology parks and innovation centers, the private sector, public authorities and scientific institutions of the innovation and technology support systems of 10 countries around the Baltic Sea about prospects and opportunities in a rapidly changing environment.

Kaunas STP displayed FFWD Europe roll-up, circled leaflets, introduced participants to the project and answered questions to all who were interested.

Thematic workshop Fostering Entrepreneurship and Business Creation by Interreg Europe in Sofia (Bulgaria). 17 November 2018

On the 14 th of November 2018, representatives of the FFWD Europe project, Vaiva Kelmelyte and Ramune Guogiene from Kaunas Science and Technology Park participated in the thematic workshop on „Fostering entrepreneurship and business creation“ in Sofia, Bulgaria.

The event focused on the latest trends and the developments from the European perspective and discussed ways of how regions and European initiatives can team up for entrepreneurial support.

Presentations and the panel discussions were followed by the Good practices for business support from various Interreg projects. FFWD Europe good practices included the INVEGA fund that provides access to finance for business creation and development and the policy improvement efforts to setup a new Accelerator in Lithuania.

The workshop ended with the in-depth discussions in small working groups. The participants discussed the challenges, experience and results achieved so far in the topics of support infrastructures (incubators, accelerators, co-working spaces), funding schemes and awareness (education and training).



- PP8 - Poland

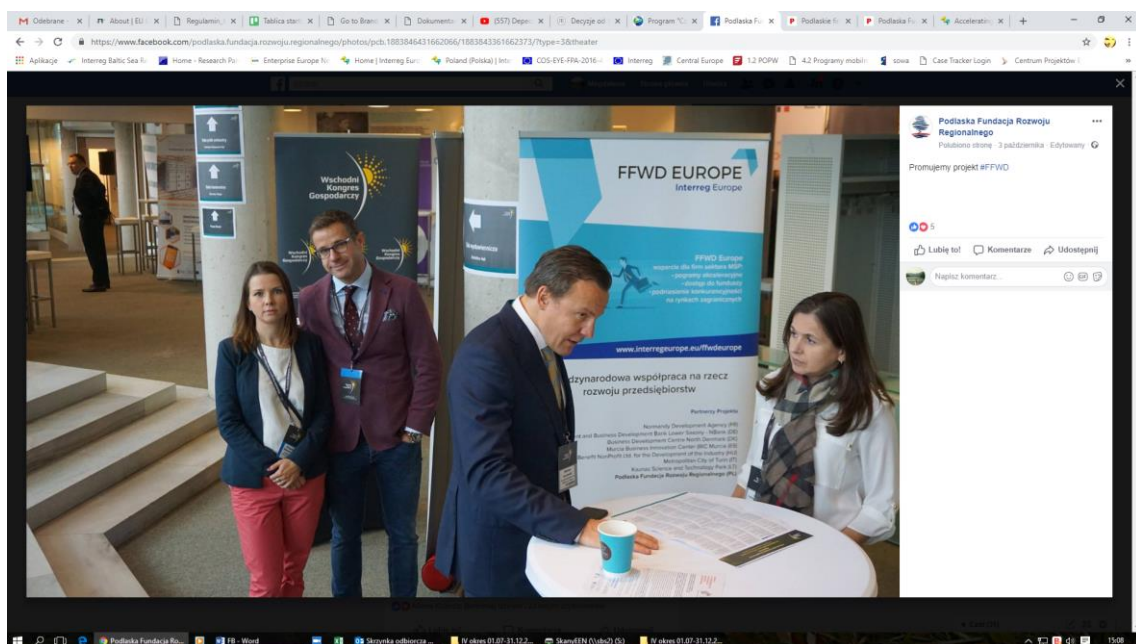
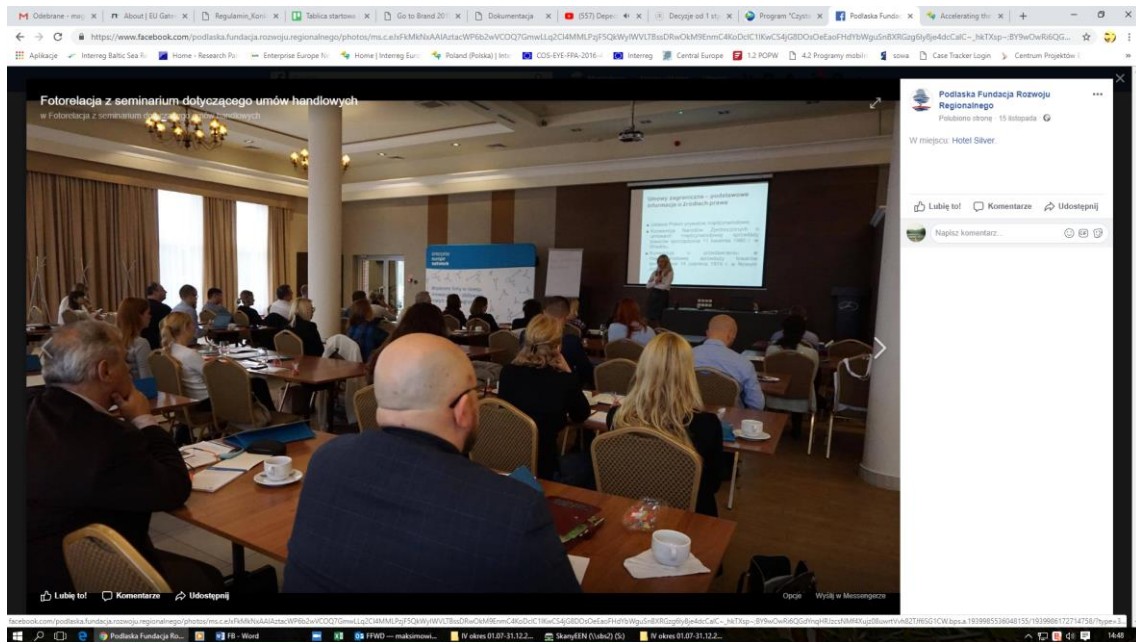
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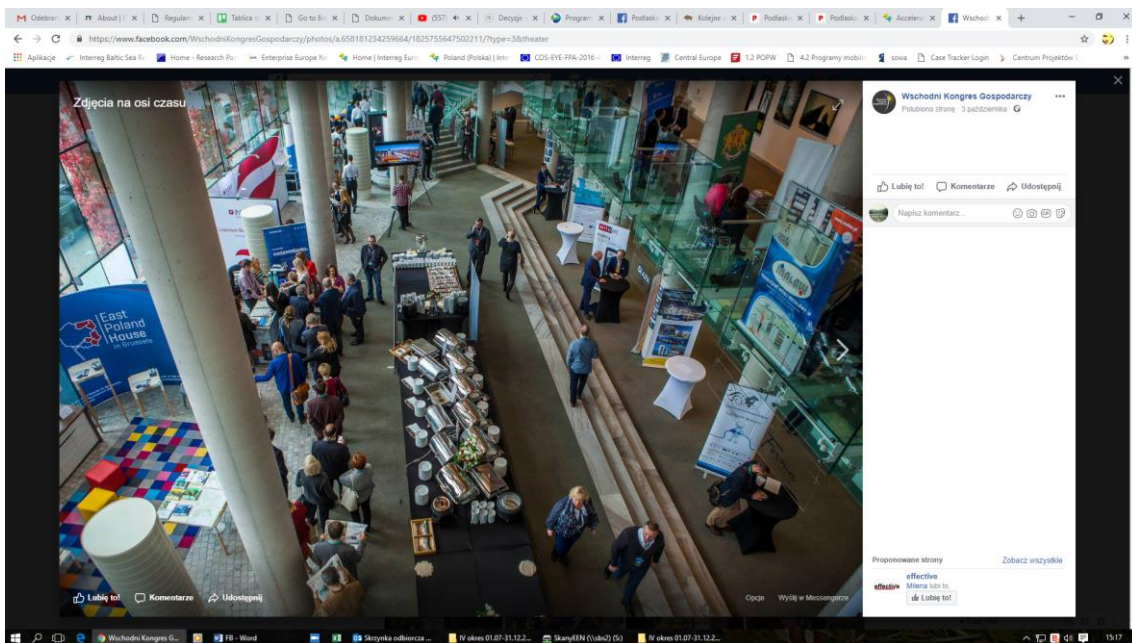
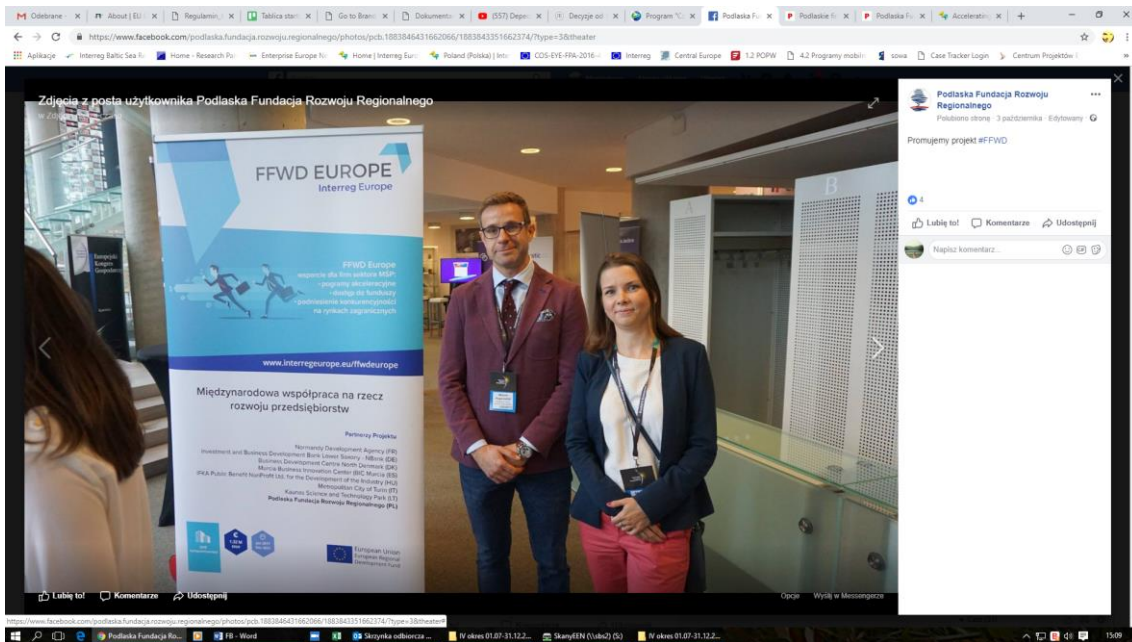
https://www.facebook.com/podlaska.fundacja.rozwoju.regionalnego/?tn-str=k*F

Official profile of PRDF

<https://www.facebook.com/WschodniKongresGospodarczy/>

Eastern Economic Congress profile <http://www.wschodnikongres.eu/2018/en/>





Dissemination Events

Eastern Economic Congress Białystok, Poland, 3-4.10.2018

<http://www.wschodnikongres.eu/2018/en/>

The event, which brings together a prestigious group of guests from the worlds of business and politics, has already won acclaim in wide economic and local government circles. The Congress has received broad media coverage and become a permanent fixture of the public debate about the prospects faced by the eastern regions of Poland.

The fifth edition took place in Białystok on 3-4 October 2018 under the slogan "Where East Meets West" to emphasize the main goal of the organizers and their partners, who aim to create a platform for open debate, where different positions can be confronted and renegotiated in order to arrive at a creative common ground that contributes to growth.

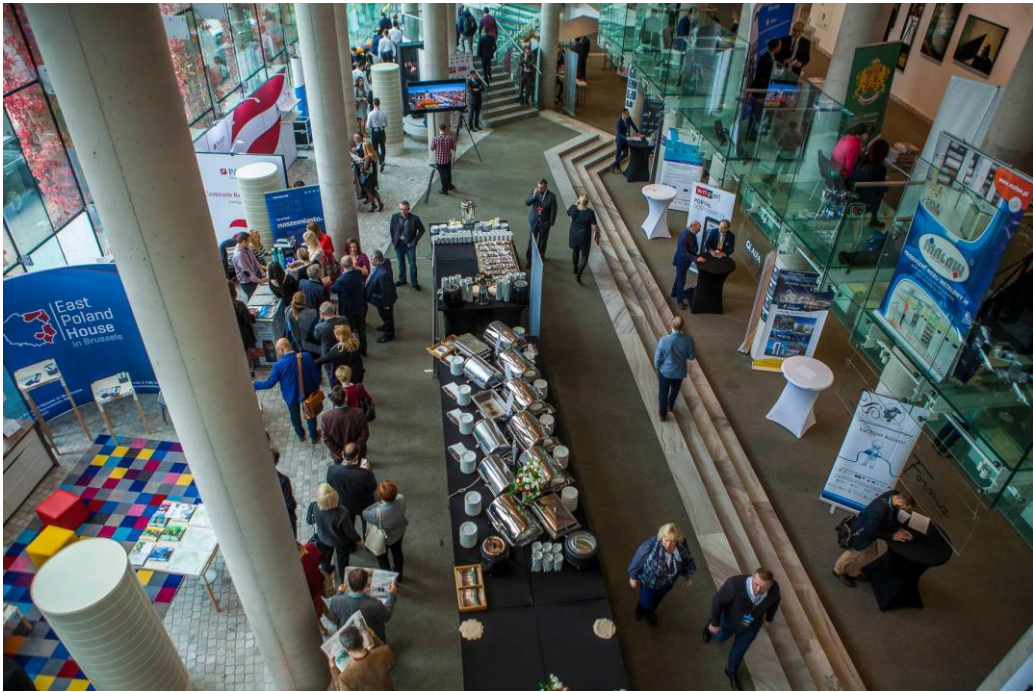
The agenda of the Congress covered a broad spectrum of themes, ranging from the difficult relations between the EU and the eastern flanks of Europe, issues of international cooperation, exports and economic expansion, all the way up to changes brought about by the digitization process. Also event TOP Star-up of Eastern Poland was organized on the side of the Congress.

The theme of how new technologies affect our life and economy, creating huge opportunities and unexpected threats, appeared in many panel discussions during the two days of the Congress.

FFWD project was part of general PRDF presence during the Congress. Podlaska Regional Development Foundation had a dedicated stand with leaflets and gadgets. Apart from that FFWD had it's own roll-up in a Conference hall. FFWD staff offered information services and support to all the interested representatives of enterprises, organisations and authorities from Poland as well as for international participants.

PRDF president was a guest speaker during panels of a key importance and during TOP-start-up pitching event.







FFWD in Podlaskie region was also included in the programme of **seminar on “International agreements”** focusing on law aspects during internationalization. Event was organised in Białystok 14th of November 2018 by regional Enterprise Europe Network. Seminar was conducted by Mrs Monika Drab-Grotowska - has been a legal advisor since 2004, a partner at the Drab-Grotowska, Juszczynska, Achler Chancellery, the President of the Management Board of a consulting company in the field of food law of IGI Food Consulting. During the event companies could learn about the process of correctly drawing up contracts in the international trade, their securing and implementation. The seminar presented models of contractual clauses and analysis of selected cases. In addition, the seminar was combined with a discussion, a question and answer session and a solution to practical problems based on specific cases.

Information about the event (only in Polish) https://pfr.pl/seminarium-w-bialymstoku-umowy-handlowe-w-miedzynarodowym-obrocie-gospodarczym/?fbclid=IwAR0bJdgOIIPlcQ_2nz7fGY5MpaXcYjS4TxhwTuHEzdU5nddIkEUjzWTrs

