



iEER Phase 2
Monitoring meeting
14-15.2.2019, Szczecin

Briefing
implementation of action plans

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Helsinki-Uusimaa, LP and PP10

Policy context

The action plan of the Helsinki-Uusimaa transfers good practices learned from the iEER partners. It aims to have impacts on

Sustainable Growth and Jobs 2014 – 2020 – Structural Funds Programme of Finland	1 regional call	NA
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List of committed actions

1. To streamline policy support for start-up growth in Uusimaa
2. To intensify coordination and development of regional entrepreneurial ecosystem
3. To encourage entrepreneurship in educational institutions (Aula Emrende/train the trainers pilot)
4. To continue developing the Helsinki-Uusimaa as a global Start-up hub (Slush)
5. To support participation of SMEs and start-ups in EU programmes

Implementation of the action plan

	Implementation*	Policy impact**	Lessons learned and recommendation***
1. To streamline policy support for start-up growth in Uusimaa	Call published in autumn 2017, project selected in spring 2018. Project under the themes of the iEER includes: MEGE, BIITTI, TUTKA and KINOS	The budget is MEGE (303 794€ ERDF), BIITTI (396 855€), TUTKA (130 000€) and KINOS (54 000€)	
2. To intensify coordination and development of regional entrepreneurial ecosystem	– The Entrepreneurs Forum was established in March 2018. Since then, the members met about every month to review the current situation on the entrepreneurship policy and development in the region, including R&D&I policy and growth service.	For the preparation of the future governance of the structural fundings, a proposed has been put forward to combine all fundings of the cohesion policy in one department. By doing this, fundings will be more effectively used and managed.	The uncertainty of regional reform has affected on the resources available to implement the actions.

	<p>– Helsinki-Uusimaa is reviewing the possibility to apply for a H2020 startup Europe call with the Valencia region.</p>		
<p>3. To encourage entrepreneurship in educational institutions (Aula Emprende pilot)</p>	<p>In Helsinki Region AULA EMPRENDE “teacher training session” will be done as a part of annual “10 days 100 challenge” programme. The program is an effort undertaken by a semi-structured collaboration between 3 Universities of Applied Sciences (Ammattikorkeakoulu in Finnish): Laurea, Metropolia, and Haaga-Helia. preparation and training will be in Spring 2019 and actual event June 2019.</p>		<p>The continuation and impact of the pilot should be future explored and sought for founding in the future ESF funding.</p>
<p>4. To continue developing the Helsinki-Uusimaa as a global Start-up hub</p>	<p>In spring, LP Connecting Valencia team with Slush, Rasmus Ekholm Head of European Operations</p> <p>Through the promotion of the Slush to the DG Grow and the CoR, the SME Assembly 2019 during the Finland’s EU Presidency will be organised in the back-to-back to Slush 2019 in November.</p> <p>MEGE project funded by ERDF call supports the international talents landing in startup and business creation</p>	<p>Not envisioned.</p>	
<p>5. To support participation of SMEs and start-ups in EU programmes</p>	<p>Funding event organised 9th May 2018 by Uusimaa Regional Council promoting EU available funding and next programme period, about 80 participants</p>		<p>In the next programming period, SME should be eligible for ERDF funding. Furthermore, fundings to SMEs should be coordinated between the business Finland and the ERDF funding.</p>

West Pomerania, PP2

Policy context

The action plan of the West Pomerania transfers good practices learned from the iEER partners. It aims to have impacts on

Regional Operational Programme of the Voivodeship of Westernpomerania 2014-2020	regional calls	NA
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List of committed actions

1. Workshops on the professionalization of services provided by business environment institutions
2. West Pomerania Entrepreneurship and Innovation Days
3. Fostering creative thinking in children and teenagers
4. Program in the field of entrepreneurship
5. Aula Emprende pilot – promoting entrepreneurship spirit

Implementation of the action plan

	Implementation*	Policy impact**	Lessons learned and recommendation***
1. Workshops on the professionalization of services provided by business environment institutions	3 workshops for business environment institutions and other ecosystem stakeholders: <ul style="list-style-type: none"> • social media in practice • building the brand • cluster management 	The action will be continued in 2019. Workshop topics will be selected together with business environment institutions.	The workshops made it possible to improve the knowledge and competences of local business environment institutions, so that they can provide more specialised services tailored to the needs of businesses from the region.

<p>2. West Pomerania Entrepreneurship and Innovation Days</p>	<ul style="list-style-type: none"> • 3-4 October 2018, Szczecin, Netto Arena • 155 participants • 40 speakers • 70 high school students • 6 debates • 8 workshops • 840 minutes of networking <p>The next edition of the event is planned for October/November 2019.</p>	<p>The next edition of the event is planned for October/November 2019. Funds for the organization of the next edition of the event were reserved under the project entitled <i>“Strengthening the position of regional economy. West Pomerania - Innovation Ahead”</i> within the 2014-2020 Regional Operational Programme of the Westpomeranian Region.</p>	<p>The conference was an excellent way to discuss all issues related to innovation and entrepreneurship support system in the region.</p> <p>The chosen formula of the event was liked by the participants. In the evaluation questionnaires, they emphasized the need to organize similar events dedicated to: regional cooperation, design thinking, education of the youngest, entry of young people into the labor market, intergenerational cooperation, corporate social responsibility, entry of enterprises into international markets.</p> <p>The event should be organized every year, taking into account the participants' needs.</p>
<p>Additional event: DESIGN PLUS</p>	<ul style="list-style-type: none"> • 9-11 October 2018, Szczecin, Academy of Art • 60 participants • 7 workshops • 3 trainers • traditional / creative sector 	<p>The next edition of the event is planned for October 2019. Funds for the organization of the next edition of the event were reserved under the the project entitled <i>“Strengthening the position of regional economy. West Pomerania -</i></p>	<p>The event was a great opportunity to learn about the needs of the cultural and creative sectors and CCIs.</p> <p>The event met with great interest from stakeholders, with the exception of students whose participation was insignificant.</p>

		<i>Innovation Ahead</i> ” within the 2014-2020 Regional Operational Programme of the Westpomeranian Region.	That's why greater efforts should be made to increase the awareness of students regarding the need to raise entrepreneurial competences. There is a need to change sectoral regional policies in the field of culture and economy so as to take into account the need for the development of the CCI sector.
3. Fostering creative thinking in children and teenagers	<ul style="list-style-type: none"> • 4 October 2018, Szczecin, Netto Arena • 355 participants • 7 primary schools 	The action was pilot and met with great interest to schools. In 2019, the action will be extended. The funds for this purpose were secured in the regional budget.	The action contributed to the change in the way of thinking about entrepreneurship education and the development of the competences of primary school students. There is a great need to support children's education, but it must be implemented along with the development of teachers' skills.
4. Program in the field of entrepreneurship	X	The task planned for implementation in 2019.	X
5. Aula Emprede pilot – promoting entrepreneurship spirit	<ul style="list-style-type: none"> • 13-14 December 2018, Kołobrzeg • 2 Days • 2 Trainers 	The organization of two subsequent workshops was planned: one for university	The workshops were a great opportunity to get to know the university's expectations regarding the support from the region.

	<ul style="list-style-type: none"> • 7 Universities (6 public and 1 private) • 30 participants • Design Thinking as the main theme of the meeting 	<p>lecturers and one for high school teachers. The funds for this purpose were secured in the regional budget.</p>	<p>It was an opportunity to establish cooperation between universities. What turned out to be very important for the participants and was emphasized in the evaluation questionnaires.</p> <p>Participants declared their will to continue cooperation, participate in subsequent workshops and willingness to implement new solutions.</p> <p>The organization of the similar workshops for other stakeholder groups was also recommended.</p>
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West Romania, PP3

Policy context

The action plan of the West Region Romania transfers good practices learned from the iEER partners. It aims to have impacts on

West Region Romania Programme 2014-2020	Regional Operational	1 regional call	€400 000
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List of committed actions

1. Create a centre for entrepreneurship
2. Disseminate success stories
3. Create connection with VCs
4. Educate young people on the real face of entrepreneurship
 - Entrepreneurship EXIT Games
 - Entrepreneurship Academy Programmes
5. Incubation programme for student teams

Implementation of the action plan

	Implementation*	Policy impact**	Lessons learned and recommendation***
1. Create a centre for entrepreneurship	The call for proposals under the ROP (Axis 1) is open until mid' April 2019.	Axis 1 of the ROP - Promotion of technology transfer was open for four rounds of concept notes and expressions of interest in the 2nd half of 2017. One specific expression of interest received from a public organisation included actions to support entrepreneurship and the development of new businesses among university students, based on the findings from the LSG's group meetings and the and	

		baseline assessment. As the concept notes submission is only the first stage of the application process, there can't be estimated at the moment the amount of funding dedicated to these actions.	
2. Disseminate success stories	The platform <i>Timisoara Startups</i> is currently updating. The platform is being promoted at local level to students, local companies, public administration.		The example provided by Hauts de France (StarPartners) is very relevant for this action
3. Create connection with VCs	1. The development of Growceanu as a business angels' association in Timisoara. Growceanu will support tech startups with investments, professional and business expertise and networking. Facilitating connections with the pan-European community Early Stage Investing Launchpad (ESIL) 2. Facilitate cooperation with two equity investment funds for local startups (Faster Capital and Gapminder); support and mentoring for local startups to access equity funds 3. Implementation of the Scale-up program by West RDA		The recommendations of the Peer Visit Survey for this specific action have been very useful and closely followed. Several initiatives have been undertaken in this regard.
4. Educate young people on the real face of entrepreneurship	1. The Summer School for Entrepreneurship and Innovation - STINO was organised in summer 2018 by West University of Timisoara as a one week educational program designed for students where they are given the opportunity to validate their business ideas, test different scenarios and understand the steps needed to successfully implement the ideas on the market. Experienced mentors and coaches have been involved to		Elements from GPs have been relevant and included in the programmes: Aula Emprende (Valencia), Hibster Programme (Hauts de France), CEED educational

	<p>support the attendees. Also, the participants had the opportunity to spend each afternoon of the summer school with successful entrepreneurs from Timisoara and ask questions.</p> <p>2. Students Innovation Challenge Program organized by West University of Timisoara, Innovation Labs, Junior Achievement Romania in November 2018 in cooperation with companies from Timisoara, who gave the challenges to teams of students who have been mentored to solve them. 2 Innovation Challenges have been organized end of 2018. The Students Innovation Challenge involved sessions of creative brainstorming, design thinking, sprinting, service design and user centered design, starting from the "challenges" that companies were proposing.</p> <p>3. UStart 2nd Edition Has been organised in 2018 aiming to develop in a more complex way the skills students need when they want to launch a new business and the soft skills needed for collaborative teamwork. The UStart 2nd Edition program included modules such as: identifying the need and understanding of target market mechanisms, ideation, product & service market fit, prototyping and MVP, business modeling, team leadership skills, go to market. 20 students from different universities from Timisoara attended the program</p>		<p>activities (Ireland) - multiple pedagogy, challenges from companies, building skills, providing a continuum of entrepreneurial education.</p>
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5. Incubation programme for student teams	The Programme is under development. There has been organised a competition of ideas. 55 ideas have been selected for funding and mentoring. Based on the ideas selected 55 new businesses will be created and funded through Startup Plus Programme		
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Brandenburg, PP4

Policy context

The action plan of the Brandenburg transfers good practices learned from the iEER partners. It aims to have impacts on

Operational Brandenburg	Programme	2014-2020	ESF	One Common regional strategy	€ 8 millions
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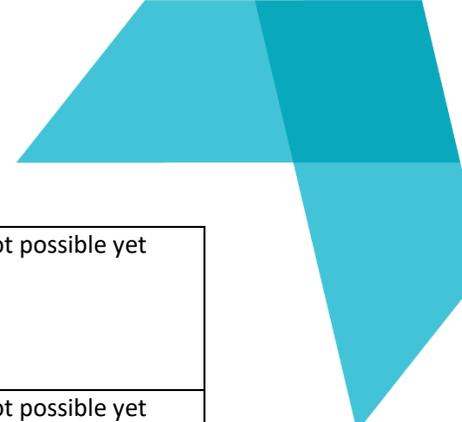
List of committed actions

1. Brandenburgian Entrepreneurship Council
2. PILOT Brandenburg (a.d.H.) - “Founders City Brandenburg”
3. Development of existing entrepreneurial support systems (HEIs and Innovation requires courage (IbM))
4. Incorporating the theme of entrepreneurship in the marketing campaign “Brandenburg da geht was”
5. Synergy with Interreg Stob project
6. Aula Emprende pilot

Implementation of the action plan

	Implementation*	Policy impact**	Lessons learned and recommendation***
1. Brandenburgian Entrepreneurship Council	<ul style="list-style-type: none"> • September 2018: Kick-off meeting of the steering group “Gründungsnetz Brandenburg” for the further development of the previous work • January 2019: Plan to implement task forces or assigning work on the topics <ul style="list-style-type: none"> • monitoring / entrepreneurial ecosystem, • succession, • internationalization, • incubators and • further development of the entrepreneurial support in the EU funding period 2021-2027 • Continuation: 2019-2020 	Validation not possible yet	Validation not possible yet

<p>2. Brandenburg (a.d.H.) - "Founders City Brandenburg"</p>	<ul style="list-style-type: none"> • Changing project title to „Founders Region Westbrandenburg“ <ul style="list-style-type: none"> • Including the cooperation partners City Rathenow and City Premnitz • Concept of the pilot action • Start of the pilot action in November 2018 • Hiring staff (Eileen Altenkirch / project management, Antje Baatz / assistance) • First To Dos <ul style="list-style-type: none"> • Analysing the entrepreneurial ecosystem of the Region Westbrandenburg • Kick off meeting with cooperation partners • Preparation of Charta for a better company culture • Project timeline: until March 2021 	<ul style="list-style-type: none"> • Funding: 299.999 € (for 29 month) • Founding source: ESF – Operational program Brandenburg 	<p>Validation not possible yet</p>
<p>3. Development of existing entrepreneurial support systems (HEIs and Innovation requires courage (IbM))</p>	<ul style="list-style-type: none"> • The directive for the support of counselling services was developed. The role of the HEIs supporting innovative start ups was strengthened; since 2018 they are responsible for identifying relevant foundation projects and they should support founders preparing applications for the federal support scheme EXIST. • Supporting innovative foundations the HEIs work closely with the Economic Development Agency Brandenburg (project „Innovations need courage“). • The support of foundations of alumni is possible up to seven years after leaving the HEI (formerly: five years). • The budget for the HEIs increased by 240 TEUR p.a. and the co-payment of the HEIs decreased from 30 % to 25 %. • Continuation: until December 31st 2020 	<ul style="list-style-type: none"> • HEIs support services: 1,34 million p.a. • Innovations need courage: 524 TEUR p.a. • Operational program ESF 2014-2020 Brandenburg 	<p>Improving support of founders through cooperation and better coordination of counselling services</p>
<p>4. Incorporating the theme of entrepreneurship in the marketing campaign "Brandenburg da geht was"</p>	<ul style="list-style-type: none"> • Evaluation of the campaign „Brandenburg da geht was“ (finished in 2018; focus on the promotion of all EU-funding programs) • Further development of the new marketing campaign with focus on entrepreneurship programs and activities in Brandenburg • Status Quo: preparation of financing and organisation • Continuation: 2019-2020 	<ul style="list-style-type: none"> • Founding source: EFRE – Operational program Brandenburg (planned) 	<p>Validation not possible yet</p>



<p>5. Synergy with Interreg project "Stob Regions"</p>	<ul style="list-style-type: none"> • Participation in all stakeholder and partner meetings • Involvement in the development of the action plan • Exchange and interaction with two other Interreg projects (social entrepreneurship and incubation) • Continuation: on going 	<p>Action plan of the Interreg project "Stob regions" not signed yet</p>	<p>Validation not possible yet</p>
<p>6. Aula Emprende pilot</p>	<ul style="list-style-type: none"> • Concept iEER joint action „Aula Emprende“ and submission • After confirmation by the EU adjustment of the action for Brandenburg • Being part of the train the trainer workshop in Valencia • „Hiaring“ Regina Schalinski as the workshop responsible • Concept and organisation of „Motivem.Brandenburg“ • Invitation of participants • Continuation: <ul style="list-style-type: none"> • Workshop: 19.-20. February 2019 • Offering additional meetings to specific topics • Evaluation in the end of summer semester 	<ul style="list-style-type: none"> • Funding by the EU • Funding: 13,256 € 	<p>Validation not possible yet</p>

Marche, PP5

Policy context

The action plan of the Marche Region transfers good practices learned from the iEER partners and aims to have impacts on

Marche Regional ERDF 2014-2020 Operational Programme	regional calls	€ 10 millions
Marche Regional ESF 2014-2020 Operational Programme	regional calls	€ 15 millions

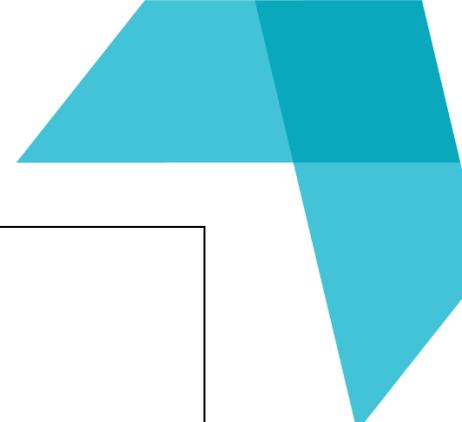
List of committed actions

1. Marche young entrepreneurship board
2. IO-STARTUP (Information and guidance for start-ups)
3. Training for trainers
4. HUB Young Entrepreneurship
5. SSI! Marche (regional passport for student entrepreneurial status)
6. ADRIATIC-IONIAN startup fair
7. Aula Emprende pilot action

Implementation of the action plan

	Implementation*	Policy impact**	Lessons learned and recommendation***
1. Marche young entrepreneurship board	Until Jan 2019: - NO. 5 BOARD MEETINGS realized - NO. 2 WORKING GROUPS organized (one dedicated to IO-Startup social community and one dedicated to Training for trainers) - NO. 15 INVOLVED STAKEHOLDERS: (4 universities, 3 HEIs, 1 co-working, 3 incubators, 1 business school, 1		The action is still under implementation and it is not yet possible to collect lessons learned and recommendations. It is a long a difficult pathway to convince regional

	crowdfunding platform, the regional chamber of commerce) - NO. 2 PROPOSED ACTIONS: (IO-Startup social community and Training for trainers) - NO. 2 TRANSNATIONAL CONTACTS/NETWORKS: one with Valencia Regional Authority and the second one at Adriatic-Ionian level, firstly with Western Greece Region as Greek IEER region		stakeholders that a unique strategy and common tools are necessary to really impact on support of young entrepreneurship. We'll be able to give an evaluation at the end of the project (March 2020)
2. IO-STARTUP (Information and guidance for start-ups)	Until Jan 2019: - NO. 1 PUBLIC PROCEDURE realized - NO. 2 COMMUNICATION EVENTS to the members of the Boards - NO. 10 STAKEHOLDERS involved - NO. 3 HEIs involved - NO. 4 UNIVERSITIES involved - NO. 2 STARTUPS involved - THE LAUNCH EVENT will be celebrated in March 2019	Financed by the "Regional Guidance Programme 2018-2020" (ROP ESF 2014-2020)	The action is still under implementation and it is not yet possible to collect lessons learned and recommendations. For the moment, the dedicated group of stakeholders is collaborating with the platform provider to the design and development of the tool according to Board's vision.
3. Training for trainers	On October 2018, Marche Regional Authority has enrolled UNIVPM to plan and organize A TRAINING ACTIVITY TARGETED TO THE 4 REGIONAL UNIVERSITIES BASED ON AULA EMPRENDE . The project started with a three days training of 20 professors (4-6 February 2019) according to a full time methodology. For an external guidance and evaluation of the experience the representatives from Valencia Region have been invited by Marche Region. The trained teachers will have to apply the learned methodology during the second semester classes in Spring 2019. At the end will be a regional competition among the "generated innovative ideas" developed by the students from the 4 universities and the award ceremony will be held.	Financed by the "Regional Guidance Programme 2018-2020" (ROP ESF 2014-2020)	We are in the starting phase. At this stage of the action, it is anyhow appreciated the great participation by all the involved universities and their teachers. A final evaluation of the action won't be possible before September 2019.
4. HUB Young Entrepreneurship	In the framework of the transnational INTERREG ADRION in June 2018 a project proposal containing the development of		



	<p>a TRANSNATIONAL. NETWORK OF 4 (1in Marche region, 1 in Croatia, 1 in Slovenia and 1 in Western Region-Greece) PILOT MOUNTAIN RURAL ENTREPRENEURSHIP HUBS (M.RE-HUBs) has been submitted by Marche Regional Authority.</p> <p>M.RE-HUBS will support young people (from Local Communities and from other involved regional/national/transnational communities) to: coach and develop a strong entrepreneurial mind-set and skills to convince young generations of positive aspects of entrepreneurship and enable them to participate fully in delivering local economies and social opportunities; stimulate disruptive innovation and guidance on promotion/diversification/contamination of rural development act. in mountain areas (within, beside and beyond sustainable valorisation and tourism); improve growth conditions of young aspiring rural entrepreneurs and thus attracting other innovative talents, ideas, start-uppers and investors from other territories.</p> <p>The proposal is still under evaluation: selection will be ended in July 2019.</p>		
<p>5. SSI! Marche (regional passport for student entrepreneurial status)</p>	<p>We think to develop this Action within of the Training For Trainers Action and other activities included in the “Regional Guidance Programme 2018” - POR ESF 2014-2020</p>		
<p>6. ADRIATIC-IONIAN startup fair</p>	<p>Waiting for the forthcoming ADRION Programme II call on Innovation and Entrepreneurship /priority 1</p>		
<p>7. Aula Emprende pilot action</p>	<p>It has been started in September 2018 with the participation at the Training Camp in Valencia.</p>		

Hauts de France, PP6

Policy context

The action plan of the Hauts de France transfers good practices learned from the iEER partners. It aims to have impacts on

ERDF-ESF Nord-Pas de Calais Operational Programme for a smart sustainable and inclusive Growth	Projects	€ 2 millions
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List of committed actions

1. Aula Emprede pilot - Make Secondary School and HEI's teachers spreading entrepreneurship spirit
2. Contamination Lab

Implementation of the action plan

	Implementation*	Policy impact**	Lessons learned and recommendation***
1. Regional Action Plan	<p>January – July 2018</p> <ul style="list-style-type: none"> • 5 meetings to present the Regional action plan for the Hauts-de-France. • Presentation of Contamination Lab and Aula Emprede to the Regional Authority for Education, the Lille School of Teaching and Education, the Community of Universities and Schools Lille North of France. • 2 Workshops with the innovative and entrepreneurial ecosystem (students support, entrepreneurship support and 	<p>Sept – Dec 2018</p> <ul style="list-style-type: none"> • Integration of entrepreneurship awareness in the Regional Entrepreneurial Program • Teaching community designated as a priority target for 2019-20 of the Entrepreneurship Awareness Policy <p>January to April 2019</p> <ul style="list-style-type: none"> • Discussions between Hubhouses and Regional Council about their action plan and ERDF financing request, to ensure they include iEER best practices (Clab and AE), with the aim 	<ul style="list-style-type: none"> • Essential regional political support • To rely on European, national and regional studies and reports which, in fact, are converging in their conclusions and are showing the need to train the teaching community!

	Innovative parcs) to imagine the way to transfer those good practices	to adjust and validate the Regional council engagement in June.	
2. Aula Emprende pilot - Make Secondary School and HEI's teachers spreading entrepreneurship spirit	<p>March – June 2018</p> <ul style="list-style-type: none"> • Work on indicators and evaluation of the teachers training – satisfaction form • 3 meetings with the Regional Authority for Education, the Lille School of Teaching and Education, the Community of Universities and Schools Lille North of France and Enactus to organise our first teacher training (first programmed in Oct 18, it was moved to February 27 and 28) • Official request of the Regional Council to integrate iEER best practices to their action plan at the Steering Committee of the Students entrepreneurship actors <p>Sept – Dec 2018</p> <ul style="list-style-type: none"> • Learning trip in Valencia for the transfer of Aula Emprende • Adjustement of our first teachers' training program by Enactus, with the spanish lessons. • 2nd official request of the Regional Council to integrate iEER best practices to their action plan at the Steering Committee of the Students entrepreneurship actors <p>January to April 2019</p>	<p>Sept – Dec 2018</p> <ul style="list-style-type: none"> • "Multiply teacher training to entrepreneurship" is presented as our 3rd pilot action in the Hauts-de-France regional funding strategy for Smart Specialisation. Currently drafting the "Engagement in EU programmes for Economic Transformation based on Smart Specialisation" <p>May to December 2019</p> <ul style="list-style-type: none"> • Regional choices to make in order to finalize the Regional council action and policy toward the teaching community 	<ul style="list-style-type: none"> • Essential regional political support • To rely on European, national and regional studies and reports which, in fact, are converging in their conclusions and are showing the need to train the teaching community! • To prepare and support our partners to change, which sometimes takes time. • To open the door to new partners really invested by the issue

	<ul style="list-style-type: none"> • 3 thematic workshops : How to recruit teachers for the training ? How to support teachers after the training ? How to manage a regional ideas' challenge ? Participants : actors of the students entrepreneurship on one hand and the secondary schools on the other hand. Objective : go as far as possible in the experimentation of Aula Emprende in the region. <p>April to July 2019</p> <ul style="list-style-type: none"> • Assessment of the experience • Workshop to define the best way for Hauts-de-France region to sustain the teacher training. 		
3. Contamination Lab	<p>Sept – Dec 2018</p> <ul style="list-style-type: none"> • Work on indicators and evaluation of events of creativity – satisfaction form • Roundtrips between Hubhouses and the Regional council about the implementation of transfer axes in Hubhouses' new request of ERDF financing • Request from the Regional Council : Hubhouses' annual program including stronger collaboration with innovation and research ecosystem, development of a service offer on events promoting 	<p>May to December 2019</p> <ul style="list-style-type: none"> • Hubhouses action plans' implementation 	<ul style="list-style-type: none"> • Essential regional political support • To prepare and support our partners to change, which sometimes takes time.



	creativity and facilitating the creation of multiprofile teams		
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Northern Ireland, PP7

Policy context

The action plan of the Northern Ireland transfers good practices learned from the iEER partners and aims to have impacts on

Investment for Growth and Jobs Programme ERDF for Northern Ireland	project pipelines	€ 500 000
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List of committed actions

1. Establish a High-level Entrepreneurship steering group
2. Establishment of an Entrepreneurship Forum
3. Skills development for SMEs
4. Development of a shared management information system of the enterprise eco-system and its users

Implementation of the action plan

	Implementation*	Policy impact**	Lessons learned and recommendation***
1. Establish a High-level Entrepreneurship steering group	<p>Absence of NI Assembly has prevented this from being established.</p> <p>Currently assessing value of a shadow group, to be established after the local government elections in May 2019.</p> <p>This shadow group will consider trends as well as gaps in current provision with a view to proposing a new Enterprise Framework.</p> <p>However in the interim, the Department for the Economy has produced a paper entitled "Entrepreneurship in Northern Ireland" which identifies a number of areas for</p>	<p>Prevention of development of a regional coordinated approach across central government departments and local government.</p> <p>However, the Forum (as per below) is addressing the high level issues at government level for time being.</p>	n/a to date

	improvement, including creating a culture which values entrepreneurs, ensuring entrepreneurship is nurtured through all levels of education, accelerating R&D, collaborating to support research excellence, adopting digital technologies, having a cohesive support network.		
2. Establishment of an Entrepreneurship Forum	<p>Forum established, two meetings held. Forum has considered:</p> <ul style="list-style-type: none"> • Terms of reference • How to maximise use of the newly appointed Entrepreneurship Ambassador • Scoping of entrepreneurial activities across NI • Stimulating youth entrepreneurship • Enterprise week activities (4-8 March 2019) 	Greater coordination of initiatives at regional and local level Information sharing among participants	<p>There are so many people involved in Entrepreneurship that the forum has decided limit membership to the Department for the Economy, Invest NI, 3 councils and the Entrepreneurship Ambassador (chair). The group has decided to split work into themes (initially youth and bridging the gap between education and industry). This will be carried out through a number of working groups (which will involve wider participation).</p> <p><i>iEER should recommend the establishment of regional / local Entrepreneurship Forums with dedicated resources</i></p>
3. Skills development for SMEs	9 councils have been awarded ERDF funding for SME skills development, totalling €6m. Focus is on growth through marketing, innovation, finance	Enhancement of skills for SMEs, resulting in higher sales, reduced costs, increased employment in participating companies	<p>Each £1,000 of funding must create one job which has been difficult to meet given costs to deliver programmes. There is less focus on productivity growth.</p> <p><i>iEER should recommend the continued funding of locally led initiatives – these should focus on employment outcomes, but on productivity.</i></p>

<p>4. Development of a shared management information system of enterprise ecosystem and its users</p>	<p>Information exchange with Hauts de France resulting in scoping of system that could be implemented in NI. Due to budgetary pressures and absence of NI Assembly it is unlikely this can be taken forward regionally in the short term</p> <p>A new web portal “My New Business” has been launched. There has been a 51 per cent increase in referrals to www.goforitni.com, since My New Business launched.</p> <p>Invest NI has given 2 councils access to its CRM system on a pilot basis. A review is imminent and likely to recommend extending this to all 11 councils. This will be a precursor to developing a new MIS as per above.</p>	<p>Understanding of the value and potential of an MIS</p> <p>Central coordinated hub has improved collaboration in the ecosystem</p>	<p>Increased understanding of the value of a regional MIS</p> <p>Invest NI and councils to bid for funding when appropriate</p> <p><i>iEER could recommend a centralised database to manage entrepreneurial trends, growth and issues, similar to what is in place for other ETC programmes (EMS)</i></p>
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Southern Denmark, PP8

Policy context

The action plan of the Southern Denmark transfers good practices learned from the iEER partners and aims to have impacts on

Growth Forum of Southern Denmark's Regional Business Development Strategy 2012-2020	Regional call supporting outlying areas	€ 6.3 millions
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List of committed actions

1. Learning Landscapes and Down Rural Areas
2. Comeback
3. New strategic baseline for outlying areas
4. Digital health Venture Forum
5. Aula Emprende

Implementation of the action plan

	Implementation*	Policy impact**	Lessons learned and recommendation***
1. Learning Landscapes and Down Rural Areas	The Region can no longer invest in business development projects		
2. Comeback	The Region can no longer invest in business development projects		

<p>3. New strategic baseline for outlying areas</p>	<p>As a consequence of the Governmental Business development reform, a new Regional Development Strategy is being set up.</p> <p>The outlying areas will be a part of this strategy that will focus on framework conditions such as infrastructure and climate.</p> <p>All municipalities in the outlying areas are involved in formulating the strategy.</p>	<p>The Regional Development Strategy will set up framework conditions, but cannot invest in start-ups.</p>	<p>Follow up at the end of 2019</p>
<p>4. Digital health Venture Forum</p>	<p>With inspiration from Digital Health Venture Forum, the event 'Pitchfire' was held during Week of health and Innovation (WHINN) 2018. Number of participants:</p> <p>2 Danish start-ups</p> <p>6 European start-ups</p> <p>6 Investors from DK at each event</p> <p>2 events – a training session with feedback from professionals and a final event with investors assessing the pitches.</p> <p>Start-ups and investors had free networking lunch and one2one meetings.</p> <p>5 start-ups had a free stand in the exhibition hall and all start-ups had access to exhibition and networking activities.</p>	<p>The events helped increasing the visibility of the local health and social care technologies and innovation ecosystem and its attractiveness to start-ups. It thereby contributed to the aims of the regional growth and development strategy.</p>	<p>It was difficult to attract more international investors. The organisation eHealth HUB helped promoting the event.</p> <p>However, to make European investors and their organisations participate in such events, it is important to focus on specialised organisations at European Level, having the same objectives and set up alliances with them well in advance.</p>

<p>5. Aula Emprende pilot action</p>	<p>Agreement signed between University Colle South and the Region of Southern Denmark</p> <p>UC South participated in Aula Emprende Camp in Valencia</p> <p>Workshop planned for Danish Teachers in April</p> <p>17 participants registered for workshop</p> <p>UC South meets with iEER partners from Belfast in February to exchange solutions (Funded by Erasmus)</p>	<p>Will be elaborated in June</p>	<p>Will be elaborated in June</p>
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Valencia, PP9

Policy context

The action plan of the Valencia Region transfers good practices learned from the iEER partners and aims to have impacts on

Investment for Growth and Jobs Programmes 2014-2020, ERDF Regional Operational Programme Valencia	Regional call	NA
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List of committed actions

1. Entrepreneurial Ecosystem Platform
2. Entrepreneurial Ecosystem Strategic Plan
3. Aula emprende
4. Scale - Up
5. Innovative Entrepreneurship Financing. SMEs, Seal of Excellence
6. Valencian Institute of Finance (IVF) Instrument
7. iEER Pilot action Aula Emprende

Implementation of the action plan

	Implementation*	Policy impact**	Lessons learned and recommendation***
<ul style="list-style-type: none"> Entrepreneurial Ecosystem Platform 	<p>The Entrepreneurial Ecosystem Platform has been generated and is in testing period.</p> <p>It will start to be used soon, but first tests are being carried out to verify the proper functioning of the application.</p> <p>There are 439 entities providers of support services in entrepreneurship identified and it will be more.</p> <p>The next step will be to present the platform to the entities, so that they know how it works and begin to register their activities.</p>	<p>The Platform will allow the tracking and traceability of entrepreneurial services offered by the entities of the entrepreneur ecosystem.</p> <p>In this way, coordination among the agents will be facilitated and will make it possible to have a system for measuring activity and results in entrepreneurship in the region.</p> <p>The proposal of indicators would be the number of business created, the employment generated and the survival of entrepreneurs who have received ecosystem services.</p>	<p>The platform will allow the coordination of entities, to evaluate the attention given to entrepreneurs, the follow-up of the entrepreneurs, and allows the measurement of results.</p> <p>Its usefulness lies in the fact that it will facilitate coordination and sinergy between all the actors, to take advantage of the specialization, ensuring coverage and equity.</p>
<ul style="list-style-type: none"> Entrepreneurial Ecosystem Strategic Plan 	<p>The elaboration of Entrepreneurial Strategic Plan is finished.</p> <p>In its elaboration, a participative methodology has been followed in which the main entities of the valencian entrepreneurial ecosystem have collaborated.</p> <p>Specifically, a working group was set up, composed of representative agents of the entrepreneurial ecosystem, which identified seven thematic focus areas of the plan.</p> <p>Workshops were organized for each of the thematic focuses, in which professionals and specialized</p>	<p>The coordination and the establishment of a joint and directed policy, with the collaboration of all the Valencian entrepreneurial ecosystem.</p> <p>The plan is important, as part of the needs identified by the agents of the entrepreneur ecosystem, and presents a series of measures to strengthen the ecosystem in various areas, so that it establishes the medium-term priorities of the regional government and coordinates the different departments of the Consell so that an orderly performance to support</p>	<p>It has been a very participatory process. It starts from the needs expressed in the SWOT analysis, but also follows a proactive strategy based on medium-term desires. All coordinated by the Valencian Council of Entrepreneurship. In addition, the Strategic Plan will allow the evaluation and measurement of initiatives to support entrepreneurs.</p> <p>The Plan, therefore, meets the needs of the agents of the entrepreneur ecosystem and coordinates the government</p>

	<p>entities participated and provided their vision and proposals.</p> <p>There was also the collaboration of the Executive Commission of the Valencian Council of Entrepreneurship, which includes the main departments of the regional government with competences in matters of entrepreneurship.</p> <p>In this way, the strategic objectives were identified and the lines of action designed to achieve them were designed.</p> <p>The Plan was validated by the Valencian Council of Entrepreneurship in the meeting of December 17, and it will be presented on February 20th.</p> <p>The next step will be the establishment and monitoring of indicators in each of the action areas included in the Plan, and their implementation.</p>	<p>entrepreneurs, in any of its phases.</p>	<p>departments to act jointly.</p>
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<ul style="list-style-type: none"> Aula emprende 	<p>The target established for 2019 is 25 teachers-students by University, to include the 2nd fase, and generate 2 teams each university of the programme – five public universities of the Region-.</p> <p>Each University decides the timetable of the action.</p> <p>UV (Universitat de València): started in Sept 2018, the course will be made in February 2019 and in May it will be the project presentations,</p> <p>UPV (Universitat Politècnica de València): recruiting teachers and establishing timetable for the action.</p> <p>UA (Universitat d’Alacant): Teachers training in May. To create teams in September. Competition in December. The projects will come from a company need.</p> <p>UJI (Universitat Jaume I de Castelló): Teachers training in March-April. In May students work. Sept-Oct workshops. Project presentations in November. Based on investigation projects.</p> <p>UMH (Univesidad Miguel Hernández de Elche): Training teachers in June. Fase 2 team creationion September-October. In November presentations teams.</p>	<p>The objectives of the first phase of Aula Emprende (training) are based on the commitment of the universities to train at least 25 teachers each.</p> <p>The inclusion of the second phase of Aula Emprende (team building) is undertaken with the commitment of the universities to establish two teams each university.</p> <p>Being the first year in which this second phase is included, we choose a realistic objective that is expected to continue growing in the coming years.</p> <p>Aula Emprende is considered to have long tem impacts on the entrepreneurial mindset and ability of young people of the region.</p>	<p>For the second phase of Aula Emprende (team building) each of the universities has chosen how to implement it, some will work on business proposals, others on research results, etc... Each university will create the teams based on different existing programs.</p> <p>Aula Emprende is a program with a proven record of succesful transfer, so the program has been transferred from the University of Valencia to the rest of valencian public universities.</p> <p>So, Aula Emprende is an example of coordinated action between the regional government and the public universities, as well as support for the dissemination of the values of entrepreneurship among young people.</p>
<ul style="list-style-type: none"> Scale - Up 	<p>The action was developed during 18 months, from July 2017 to December 2018.</p>	<p>The winner receives 5000 € in consulting services.</p>	<p>There are many companies in the region that would be able to receive this boost to scale the</p>

	<p>The program consisted in selecting 10 SMEs with high growth potential and scalability to participate in the acceleration program: -Training and coaching sessions with more than 40 hours with experts and professionals of recognized prestige for 3 months.</p> <p>-Personalized mentoring for 12 months to design and implement the growth strategy SCALE UPlan .</p> <p>-Company Presentation to investors in an exclusive brokerage event.</p> <p>-The best SCALE UP got 5,000 euros in consulting services.</p> <p>The Second Phase is being prepared, consisting on the definition of an Scale Up programme on prioritized sectors, according to the Valencian Community Strategy.</p>	<p>38 companies were identified, 10 companies and 10 stakeholders were selected, and 2 companies completed the entire program, with 3 months of training and 12 months of mentoring.</p>	<p>company.</p> <p>The program is very selective, because it only accepts mature companies that have high growth potential, have already begun to commercialize their products or services, and have a consolidated cash flow and foothold in the market, in order to concentrate efforts in the most potential scale-ups ready to increase their internationalization readiness to scale -up in the Single Market and/or COSME participant countries.</p>
<ul style="list-style-type: none"> Innovative Entrepreneurship Financing. SMEs, Seal of Excellence 	<p>The instrument is directed to finance entrepreneurial projects of an innovative nature, especially with a technological base, as well as SEMs companies with a high potential for growth and internationalization, a high innovative component or coming from knowledge transfer centers.</p> <p>It was selected a strategy of investment through two venture capital instruments (seed and growth) for companies with Seal of Excellence.</p> <p>The financing instruments have been established and the selection of the Financial Intermediaries collaborating with the Financial Instruments has been realized.</p> <p>The next step will be give the financing instrument to the selected companies.</p>	<p>It has been useful to attract new financial investment.</p> <p>The number of companies with the Seal of Excellence that is expected to benefit from the ERDF's Funds throughout the period is 45, and 4 companies are expected to benefit during 2019.</p>	<p>We need more flexibility in generating the financial instruments, because finally they have to follow a procedure as a grant. On the other hand they should be competitive in the market.</p>

<ul style="list-style-type: none"> Valencian Institute of Finance (IVF) Instrument 	<p>It's a financial instrument aimed at unemployed and underemployed people who want to start their own business or professional activity and do not find adequate financing in the market.</p> <p>The Investment Strategy includes the participation of financial intermediaries with social purposes and experienced volunteer team (mentors).</p> <p>The selection of financial intermediaries and mentor team, and the implementation of Financial Instrument has been realized on december.</p> <p>The next step will be given the financing instrument to the selected beneficiaries.</p>	<p>It has been useful to attract new financial investment.</p> <p>The expected results are 721 projects financed and 881 beneficiaries.</p> <p>The forecasts for 2019 are 40 projects financed and 48 beneficiaries.</p>	<p>We need more flexibility in generating the financial instruments, because finally they have to follow a procedure as a grant. On the other hand they should be competitive in the market.</p>
<ul style="list-style-type: none"> iEER Pilot action Aula Emprende 	<p>Training camp (25-27 Sept 2018). Fase 1 justification made. Implementation in regions: Marche (Italy)/ West Pomeranian (Poland) /</p>	<p>A Decree has been approved for the payment to the University of Valencia of the expenses incurred in the implementation of Aula Emprende.</p> <p>The closing of the pilot action is planned to be in Brussels in September</p>	<p>Each region and university has had to adapt the action to its own characteristics, highlighting the need for institutional support to carry out the project and the importance of coordination. We have also learned about the importance of clearly establishing the role and obligations of the parties in the pilot action.</p>

Kerry, PP11

Policy context

The action plan of the Kerry County transfers good practices learned from the iEER partners and aims to have impacts on

The Southern and Eastern Regional Operational Programme 2014-2020	Projects	NA
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List of committed actions

1. Growing family business sector
2. Attraction, retention and creation of talents in Co. Kerry
3. Drive collaboration between regional actors
4. Train the trainer for teacher summer school inspired by Aula Empreende

Implementation of the action plan

	Implementation*	Policy impact**	Lessons learned and recommendation***
1. Growing family business sector	A 2-day conference is organised one in March 2019 and one in May 2 nd 2019. March is led by the Kerry County Council partner and IT Tralee leads on the in May. Target attendance is 80 and both will focus on 'Succession Planning' with the first focusing more on the legal issues required and the second focusing more on the individuals and corporate governance of succession planning.	Creates a network for many of the family businesses in the region due to the nature of their business, currently have no like-minded community of practice network. Opportunity to hear from best practice in other regions.	Will report once the action is completed.
2. Attraction, retention and creation of talents in Co. Kerry	Kerry Scitech was successful in receiving circa €250K towards the establishment of a forum between micro, SMES, larger corporate, Academia and Research and Public State bodies in collaborating towards attracting and retaining employment in the Region.	Secured national funding in a competitive call of circa €250K. Launched Website https://kerryscitech.com/ Held a successful breakfast networking morning in December at the IT Tralee	Excellent buy-in and increasing numbers of firms taking part. Integration of the PPP model works really well for the region, incorporating the private, public and academic HEI in the region.

		<p>and included micro to international companies creating real-time learning and sharing.</p> <p>Held a second evening event on stories from leading entrepreneurs in the region on skills required and how they recruit and retain high value talent in the region and expand internationally.</p>	<p>Still work in progress and will report on additional learnings on final report.</p>
<p>3. Drive collaboration between regional actors</p>	<p>Kerry Month of Enterprise partnership is made up of the Kerry County Council, IT Tralee and the enterprise supporting agencies.</p>	<p>Integrates the enterprise support structure for the region and ensures attention is being given to all sectors.</p> <p>Includes the new enterprise hubs and co-working hubs representation and chambers of commerce, expanding the impact across the wider region.</p>	<p>This requires excellent planning, workshop and meeting facilitation along with integrated solutions and decision making with all parties.</p> <p>Full lessons to be reported in final report.</p>
<p>4. Train the trainer for teacher summer school inspired by Aula Emprede</p>	<p>Currently in progress.</p> <p>Teachers recruited.</p> <p>An 8 week enterprise hackaton has been developed across all disciplines and schools within the IT Tralee.</p> <p>Student participation begins week commencing February 25th.</p> <p>A full plan of training and rollout has been designed and shared with all of the 5 teachers representing all of the schools within the IT Tralee.</p> <p>Mentors have been identified.</p>	<p>Too early to comment.</p>	<p>Full lessons to be reported in final report.</p>



	Aula is being promoted as part of the Kerry Month of Enterprise 2019.		
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