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Erasmus for Young Entrepreneurs

How to make the EU more entrepreneurial

Enterprise Europe Network and Internationalization of SMEs Unit
DG GROW- European Commission

Eligible programme participants

-*All EU member states*

-*Third countries that signed and ratified the agreement to participate in COSME Programme*

-*Ukraine has signed the agreement but it still* ***needs to be still ratified*** *by its Parlament before entering into force.*

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What is Erasmus for Young Entrepreneurs ?

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Erasmus for Young Entrepreneurs
facilitates:

exchange of experiences
learning & networking

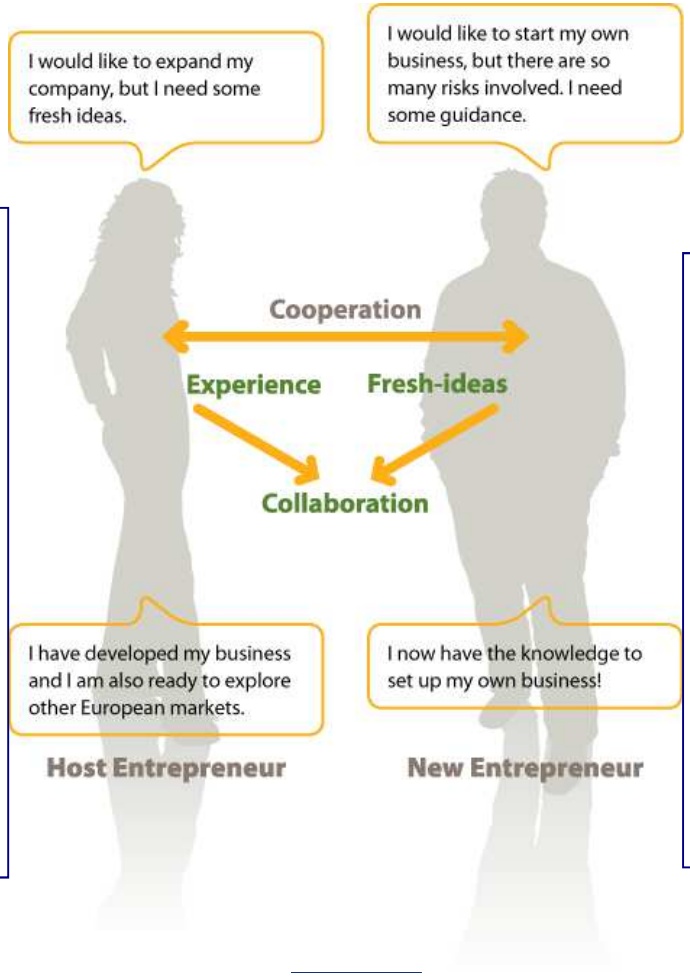
for New Entrepreneurs
through time spent
with Experienced Host Entrepreneurs

in another country

Benefits for Host & New Entrepreneurs

Benefits for Host Entrepreneurs

- Access new skills and innovative knowledge
- Work with a fresh mind contributing new ideas
- Gain 'intelligence 'about foreign markets
- Establish new business partnerships with entrepreneurs from other countries



Benefits for New Entrepreneurs

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

Testimonies:

"Give 1h to New Entrepreneur you get 2h back"

"Concrete EU programme with concrete results"

"Possibility to apply and develop skills in practice – for both sides"

How does it work?

5 Steps of the exchange:

Online Application

Matching

Contracting & Preparing

Stay abroad

Feedback & Payment

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STEP 1: Online application

1. **Application from NE** (needs: business plan, CV, motivation);

OR

1. **HE states interest to participate** (needs: CV and motivation);
2. Applications **checked by IO**;

> *Admission to on-line catalogue*

How to apply? :

www.erasmus-entrepreneurs.eu

NE – New Entrepreneur
HE – Host Entrepreneur
IO – Intermediary Organisation

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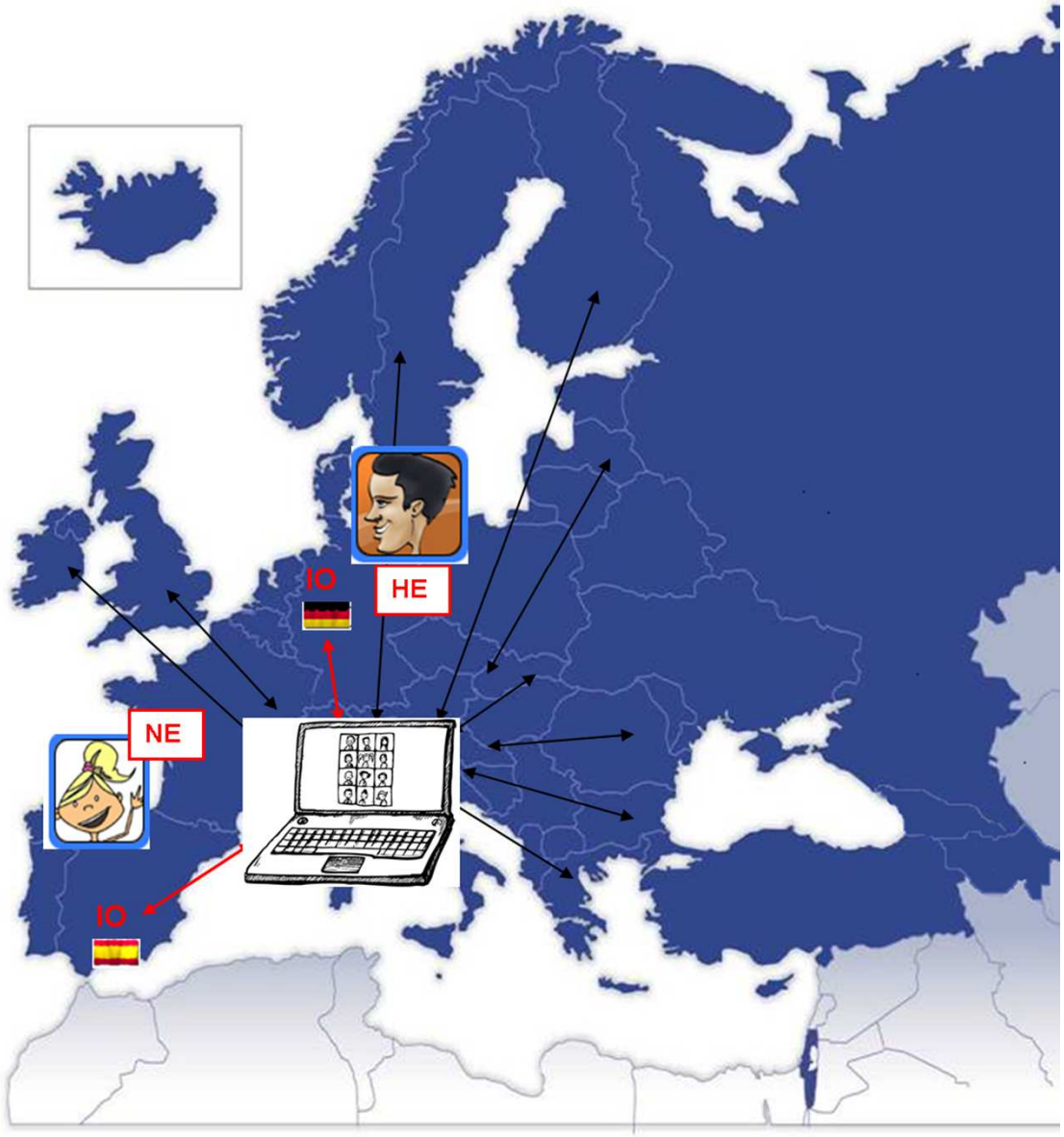
STEP 2: Searching & Matching

1. Entrepreneurs search for partners - **on-line-catalogue, themselves**
2. **IOs contact other IOs** in other countries to "recruit" a suitable Entrepreneur
3. **Automatic matching** based on profiles

> Proposals are established



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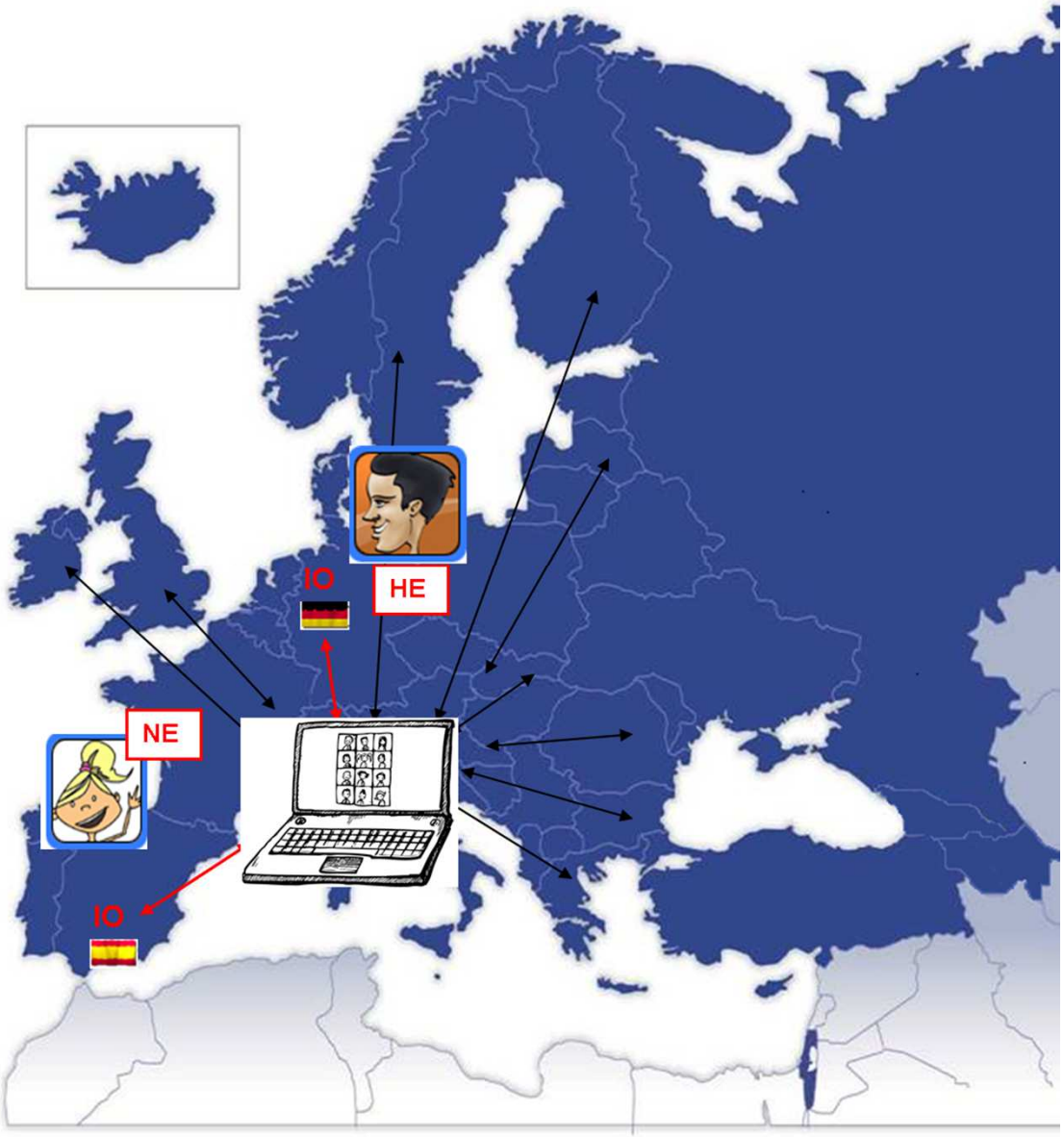
STEP 3: Contracting and preparation

1. Negotiations on **duration, objectives and content**

> ***NOT** traineeship!*

2. Agreement on the content of the exchange
3. NE does **pre-departure** induction
4. NE receives a **grant**



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STEP 4: Stay abroad

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

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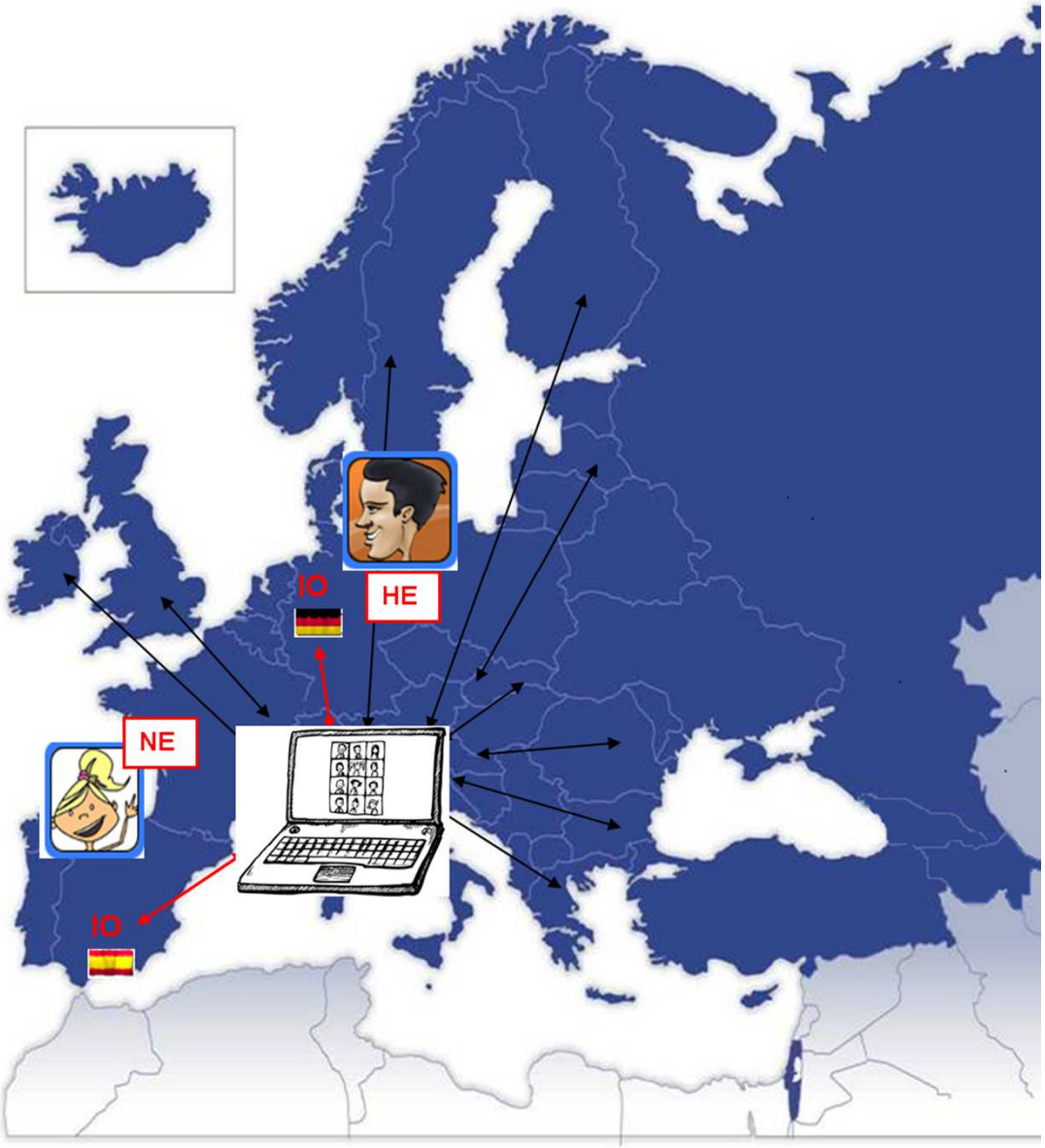
STEP 5: Feedback and final payment

1. Electronic feedback questionnaiers for HE and NE
2. Final payment to NE upon sucessful completion
3. Re-insertion of HE into the catalogue (if inter-ested to continue)



Country where the NE stays	Lump Sum per month in €
Denmark	1100
United Kingdom, Ireland	1000
Finland, Sweden	950
Austria, France, Iceland, Italy	900
Belgium, Germany, Luxembourg, Netherlands, Spain	830
Cyprus, Greece, Portugal	780
Turkey	750
Croatia, Malta, Slovenia	720
Estonia, Hungary	670
Czech Republic, Latvia, Poland, Slovakia, Armenia	610
Bulgaria, FYROM, Lithuania, Montenegro, Romania, Serbia	560
Albania, Moldova	530
Outermost Regions of EU, OCTs and Entrepreneurs with special needs	1100

EYE - general framework

EUROPEAN COMMISSION – Definition of strategic and financial framework

EASME - Contracting Authority and grant management

SUPPORT OFFICE – day-to-day operational management

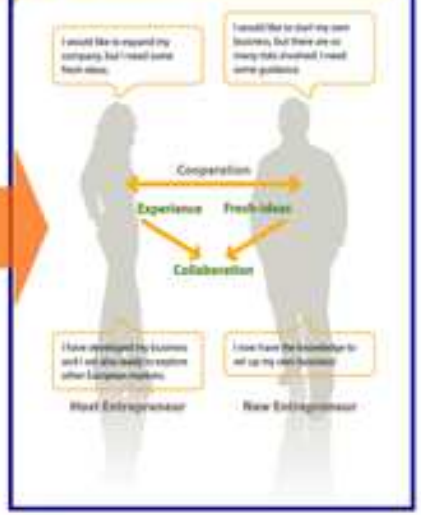
Intermediary Organisations

Local and national business support organisations active in business support (e.g. Chambers of Commerce, Regional Development Agencies, Innovation Centres, University-Business Links…)

Manage and promote

- **Recruit and assess** entrepreneurs
- **Proactively look for** exchanges
- **Support** new entrepreneurs before & during the stay
- **Promote** Erasmus for Entrepreneurs at national, regional and local level
- Co-financing of max 90% of eligible costs in accordance with the regulations for Erasmus for Entrepreneurs

Exchanges Between Entrepreneurs

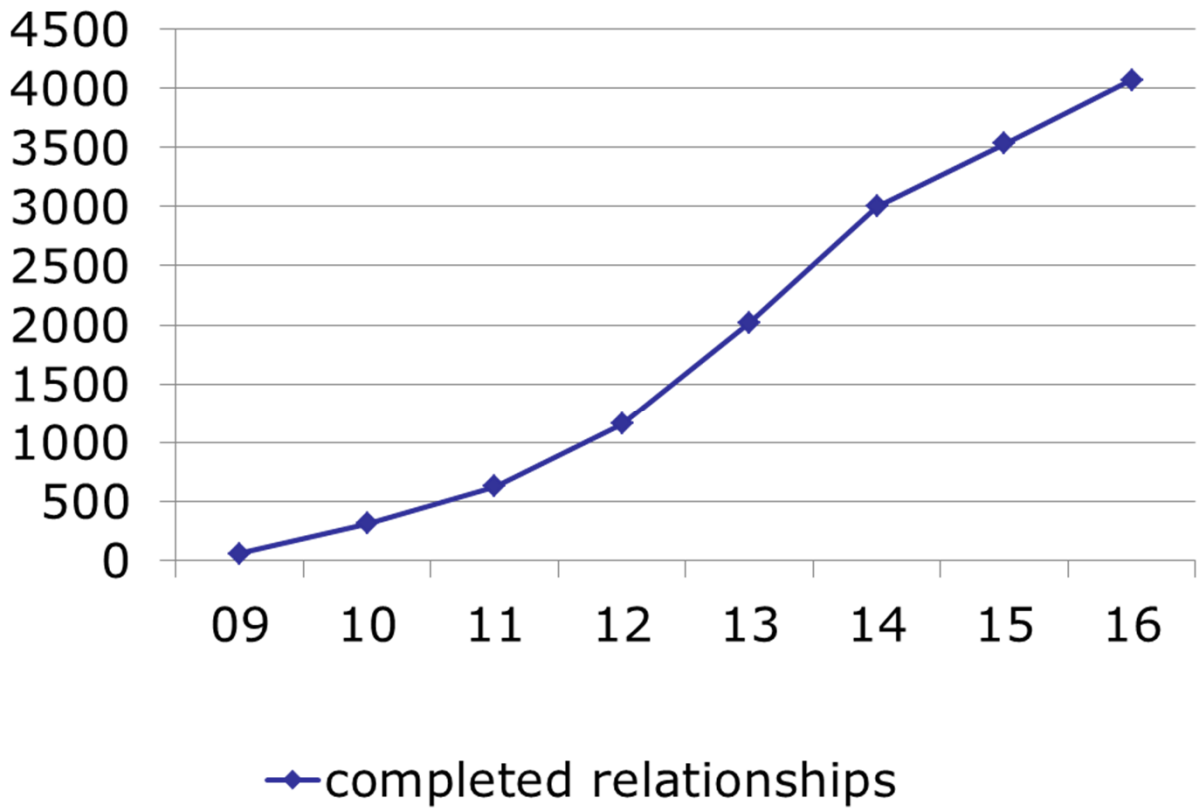


Key figures and impact

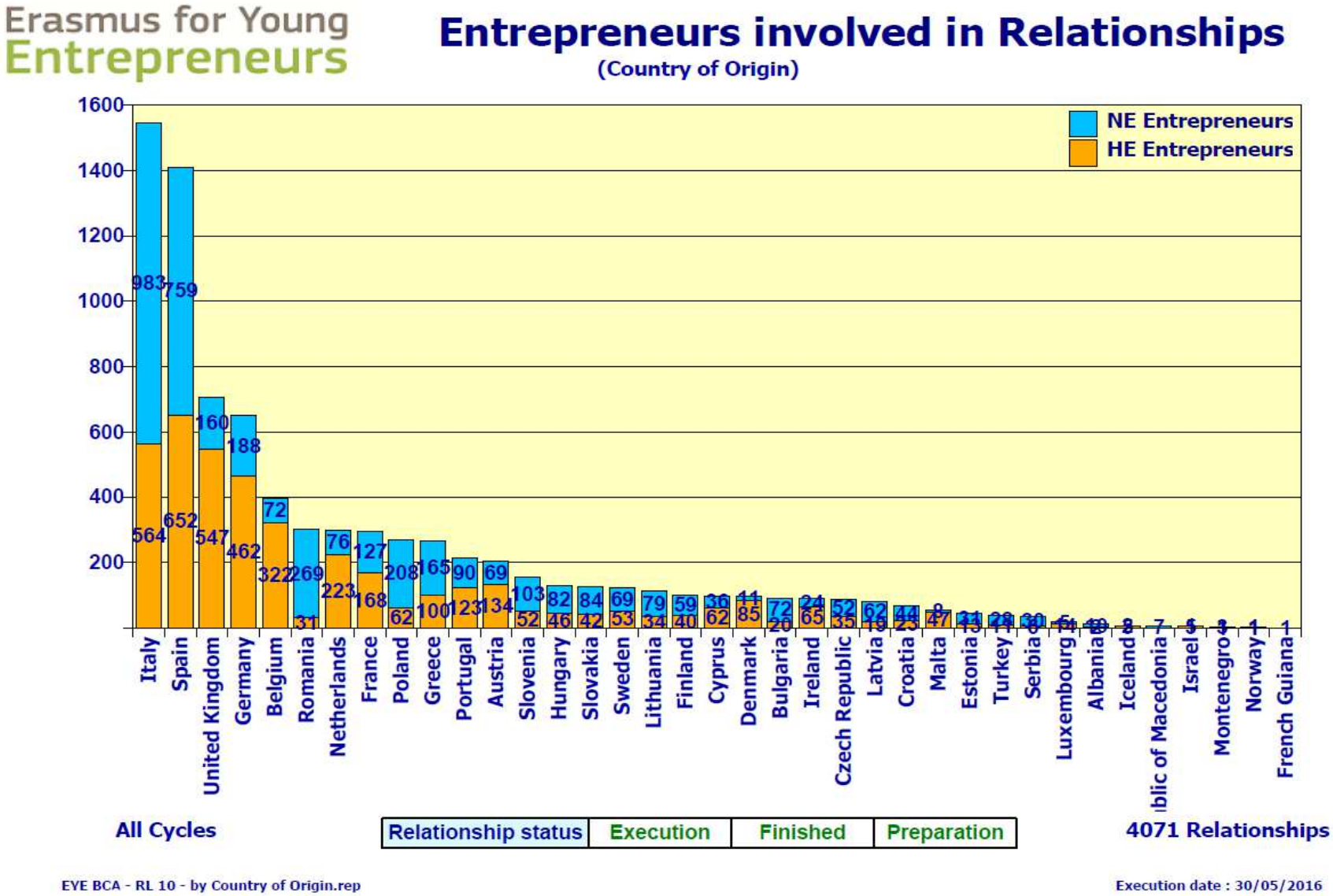
EYE Growth path

based on completed relationships by year
(For 2016 matches in preparation & execution included)

	Exchanges
2009	54
2010	310
2011	626
2012	1157
2013	2022
2014	3000
2015	3535
2016	4071



Exchanges by country 2009 – April 2016

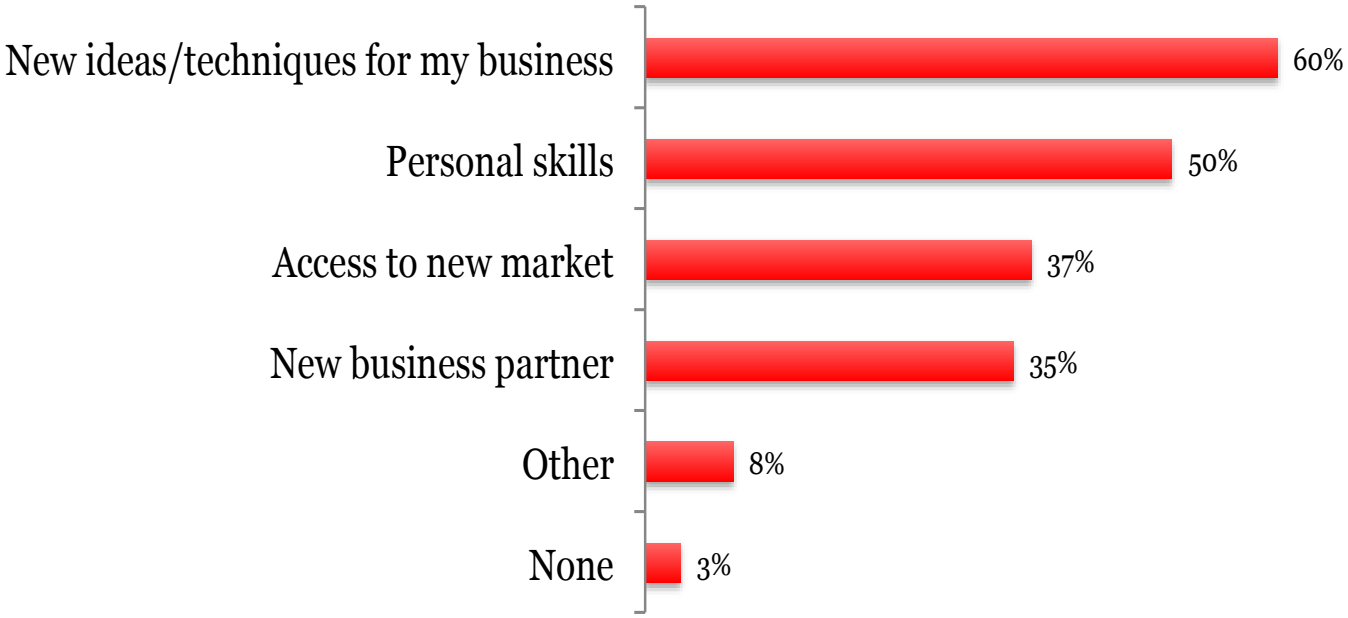


Feedback from NEW entrepreneurs

What skills did I develop

Feedback from Host entrepreneurs

What skills did I develop and expand



Impact for NEs

Survey results - New entrepreneurs:

- ✓ **58% NEs: "EYE contributed with much or very much to the good start of company"**
- ✓ **EYE can be a launch pad to creating new businesses:** 36.5% of 'Would-be' entrepreneurs stated they have created their own business after the exchange
- ✓ **Ca. 50% of NEs benefitted substantially in finding a supplier or buyer or joint venture partner** in the short term
- ✓ **15% of NEs considered entrepreneurship as a solution to unemployment**

Impact for HEs

Survey results - Host entrepreneurs:

- ✓ **60% of HEs stated they gained 'New ideas/techniques' for their businesses**
- ✓ **53% of HEs have developed new products or services since the exchange took place**
- ✓ **65% of HEs extended their operations to other markets; with 24% of them operating in the NEs country since the exchange**

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2009-2015 Achievements:

- ✓ **Successful proof of concept**
- ✓ **39 M EUR in 8 Calls** (FPA Call 9 under evaluation)
- ✓ **4000 exchanges** (i.e. 8000 entrepreneurs involved)
- ✓ **12000 entrepreneurs in the database** (leading: IT, ES, UK, DE, FR)
- ✓ **Intermediary Organisations:** 212 in 31 countries

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Erasmus for Young Entrepreneurs

www.erasmus-entrepreneurs.eu

http://ec.europa.eu/growth/smes/promoting-entrepreneurship/support/erasmus-young-entrepreneurs/index_en.htm

- **Facebook:** https://www.facebook.com/European.Entrepreneurs.EYE.Programme
- Twitter: https://twitter.com/EYEmoderator
- **LinkedIn:** https://www.linkedin.com/groups/2698649/profile
- **Youtube:** http://www.youtube.com/user/ErasmusEntrepreneurs
- https://www.youtube.com/watch?v=KdSc1shbc1Q

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Thank you!