



Erasmus for Young
Entrepreneurs

Title of the project: YEIM

Programme: COSME

**Action/ Axe: Erasmus for Young Entrepreneurs
2014**

The starting point

In a changing economic environment towards a low carbon economy and the fulfilment of *EU 2020 strategy for a Smart, Sustainable, and Inclusive Growth*,¹ foster a new generation of well skilled entrepreneurs become now more essential than ever.

According to the “*Small Business Act for Europe*”² adopted by the European Commission in 2008, Small Medium-sized Enterprises (here in after, SMEs) play a key role as driving force of the European economy but their competitiveness is affected by limited international opportunities to growth based in mutual learning experiences and international networking³.

Information and Communication Technologies (here in after, ICT) have already transformed modern life. ICT innovation is the driver for innovation in every other sector and in the ICT sector itself there are major innovative trends in infrastructure, devices, user-interaction (future internet), under-pinning technologies, and services. By exploiting these ICT trends Europe can gain maximum advantage to face current societal and economic challenges.

ICT sector in Europe counts with 2.7 million people, 1.25% of the EU workforce (2011) predominantly male and young. In 2009, the sector consisted of around 450,000 enterprises, many of which were micro enterprises or SMEs⁴.

Open collaborative innovation increasingly takes place across national borders and is being carried out largely by SMEs than global enterprises.⁵ Therefore, Europe needs to support and promote young entrepreneurship especially in those economic sectors like ICT which represent and will continue representing a core part of its economy.

In parallel, there is a need of promote gender transversal issues like the promotion of women entrepreneurship in ICT sector.

¹ More information about EU 2020 strategy on <http://ec.europa.eu/eu2020/pdf/COMPLET%20EN%20BARROSO%20%20%20007%20-%20Europe%202020%20-%20EN%20version.pdf>

² More information about “Small Business Act for Europe” on http://ec.europa.eu/enterprise/policies/sme/small-business-act/index_en.htm

³ COM (2010)2020 final 3 March 2010

⁴ Report EU Skills Panorama Analytical Highlight: ICT sector. November 2012 http://euskills Panorama.cedefop.europa.eu/docs/AnalyticalHighlights/ICT_Sector_en.pdf

⁵ Report: Revising Europe ICTS's strategy ftp://ftp.cordis.europa.eu/pub/ist/docs/istag-revising-europes-ict-strategy-final-version_en.pdf

The project aims at helping European young entrepreneurs, especially those who are working in the ICT sector (providing services/products for other SMEs) or planning to do so, by creating new opportunities to enrich their knowledge and experience through mobility learning and networking experiences.

The **specific objectives** of the project are in line with the ones set by EYE programme. The project will:

- ⤴ Provide on-the-job-training to new entrepreneurs in SME in another country, in order to facilitate a successful start and development of their business ideas;
- ⤴ Foster exchanges of experience and information between entrepreneurs, on obstacles and challenges faced, when starting up and developing their business;
- ⤴ Enhance market access and identification of potential partners for new and established businesses in other EU countries;
- ⤴ Promote networking by building on knowledge and experience from other European countries.

During the execution period of the project, 18 months, the partnership will implement the following activities:

The objective – the tool

1. Promotion of EYE Programme: *The proposal will outline the basis of the dissemination strategy for the EYE programme.* Apart from make a general awareness of the programme to potential New Entrepreneurs (here in after NEs) the strategy will be focused more in motivating Host Entrepreneurs (here in after, HEs) to participate in the programme. Usually, the benefits of participating in EYE programme are not well communicated or are not clearly visible for potential HEs. Therefore, this requires an additional effort from the consortium and concrete actions in the strategy. In addition to the dissemination activities addressed to the end-beneficiaries of the EYE programme (NEs and HEs), the strategy will be oriented to inform target relevant business organisation in ICT sector and other bodies supporting businesses and start ups about the programme.

The dissemination actions will be supported via social networks.

2. Enrolment of entrepreneurs: *The proposal will describe a comprehensive and coherent methodology for the enrolment of participants in the programme.* The methodology will be built upon the experience of the partners involved in the project and will count with quantitative indicators to reach as well as, its own mechanism to evaluate the progresses done and problems encountered during the project implementation in order to avoid future risks and reach the goals. The methodology will inform about how partners have direct

or indirect access to the entrepreneurs and the relationships they maintain, giving figures where possible.

3. Assessing applications from NEs and HEs: *Above stated methodology will be complemented with a specific section devoted to explain how the project will check the quality and ensure the eligibility of applications, maintain the portfolio of entrepreneurs, periodic validation of their interest and updating process of their profiles.* This assessment won't be only restricted to entrepreneurs operating in ICT sector because the project aims at helping European young entrepreneurs.

4. Building relationships: *the proposal will describe how partners will plan pro-actively the identification of matches, support contacts and monitor relationships before and during the stay of NEs abroad.*

The project will offer special support to participants to find and access to additional sources of financial assistance to cover their costs. In addition the project will run special services which will help NEs to improve their entrepreneurial skills and knowledge like: Business plans for Start ups.

The duration of mobility actions will be between 1 to 6 months. **In general, the project should reach at least 50 mobility actions involving 100 entrepreneurs directly** during the project implementation.

5. Preparation and follow-up of exchanges: *The proposal will outline the contents of a pre-departure induction course* which will include information on the mobility scheme and important EU related business subjects, such as the internal market, European law issues (particularly regarding business and contract law) and support services, including the European Enterprise Network and SOLVIT. **The course will be part of the project information kit for NEs.**

Apart from this information kit, the proposal will establish the mechanism to monitor the exchanges during their implementation: i.e intermediary activity report template to be fulfilled by the NE and the HE. The final activity report is already available in the IT management tool so is not necessary to create additional reporting tool.

6. Management of grants agreements, commitments and financial assistance: *Project proposal will describe how partners will arrange the sign of "Erasmus Entrepreneurs Commitment" document in effective and efficient way.* In addition, the application will make reference to the management of the project and project monitoring. There should be **at least 4 project meetings** to guarantee the networking between project partners.

	<p>The project will have the following workpackages: WP1: Management and evaluation of the project WP2: Promotion of EYE (and YEIM project) WP3: Recruitment of entrepreneurs and building relationships WP4: Development of supporting business services and training for NEs and HEs WP5: Mobility actions: relationship management and Evaluation mobility actions WP7: Exploitation of EYE project Activities will start in March 2015 and end in August 2016. (18 months).</p>
<p>e</p> <p>The results - objective</p>	<p><i>The project will establish for each of above mentioned activities the corresponding deliverable(s)</i> but in general the project results will be:</p> <ul style="list-style-type: none"> ⤴ <i>Involvement of 100 entrepreneurs in successful relationship, either as new or host entrepreneur.</i> ⤴ <i>Rate of successful exchanges: 90%</i> ⤴ <i>Offer assistance and support o NEs.</i> ⤴ <i>4 project meetings.</i>
<p>Partners sought</p>	<p>The project consortium will be composed by 8 entities from at least 4 different participating Countries in EYE programme.</p> <p>The lead partner is a Chamber of Commerce of Spain.</p> <p>Please note that participation of a partner in more than one proposal is excluded.</p> <p>Candidacies from Italy will be not considered for participating in this project.</p> <p>Partners sought: Different types of partners:</p> <ol style="list-style-type: none"> 1- Host entrepreneur's IOs: this type of partners will be able, due to their networks and experience, to promote among enterprises of their territories the reception of NEs: Business support organisations; Business associations and business support networks. Business schools. They will be the entities responsible for the host entrepreneurs. Number of partners needed: 2 2- New entrepreneur's IOs: this type of partners will be able to recruit NEs interested in the mobility actions: Councils of Chambers of Commerce, Chambers of Commerce and Industry or similar bodies at regional level, startup centres

	<p>and incubators Universities. They will be the entities responsible for the new entrepreneurs. Number of partners needed: 3</p> <p>3- Public entities responsible for or active in the fields of economic affairs, enterprise, business support or related issues at regional level. These entities will work mainly promoting the project and EYE programme. Number of partners needed: 2</p> <p>The project will involved too an entity expert in business services for entrepreneurs (Type 4). This profile is already covered.</p>
<p>Budget</p>	<p>Total budget: euro (at least 30% will be assigned for financial assistance to NEs.</p> <p>Estimated budget breakdown into WPs:</p> <p>WP1: Management and evaluation of the project: 70.000 WP2: Promotion of EYE (and YEIM project) 40.000 WP3: Recruitment of entrepreneurs and building relationships 60.000 WP4: Development of supporting business services and training for NEs and HEs 20.000 WP5: Mobility actions: relationship management and evaluation mobility actions: 180.000 WP6: Exploitation of EYE project 20.000 Total: 390.000</p> <p>Estimated budget for each partner:</p> <p>Type 1: (HOST IOs) Estimated budget for the involvement in activities linked to WP1,WP2, WP3, WP5, WP6, WP7: 35.000 Type 2: (NEW IOs) Estimated budget for the involvement in activities linked to WP1,WP2, WP3, WP5, WP6, WP7: 55.000 Type 3: (Public authorities IO) Estimated budget for the involvement in activities linked to WP1,WP2, WP3, WP7: 25.000 Type 4: (Business expert entity IO) Estimated budget for the involvement in activities linked to WP1,WP2, WP3, WP4: 30.000 Type 5: Lead partner: estimated budget for the involvement in activities linked to WP1,WP2, WP3, WP4,WP5,WP6: 75.000</p> <p>The co-financing rate is 90% of eligible costs. EU contribution to new entrepreneurs is 100%.</p>
<p>Additional comments</p>	<p>The entities interested in the project should send their Expression of Interest, EXPLAINING WHAT TYPE OF PARTNER WANT TO BE (1,2 OR 3) together with their European CV (and PIC number) to the following email address not later than 4th July 2014:</p>

To: Ms Itziar Gómez
igomez@locaeurope.net

Contact data:

[Local Europe](#)

Gran Vía Marques del Turia, 39, 3º piso, puerta 7, 46005, Valencia, España.

Telephone: 0034 963295999

Fax:0034 963296689

Work time: from 9:00 to 18:30

PLEASE NOTE that be able to apply to any COSME call for proposals, all beneficiaries have to be registered in the Commission Beneficiary Register Portal.

<http://ec.europa.eu/research/participants/portal/desktop/en/organisations/register.html>

The procedure is based on the assignation of a unique Participant Identification Code (PIC) to each organisation. PIC is a unique 9 digit number that makes it possible for the Commission to identify a participant.

The Participant Portal offers the possibility to applicants to check whether a PIC has been assigned to their organisation.

<http://ec.europa.eu/research/participants/portal>

(*'My Organisations' tab*).

If a PIC is not yet available for an organisation, applicants shall register their organisation in the Participant Portal.

<http://ec.europa.eu/research/participants/portal>