

EU OPEN FOR BUSINESS – A NEW COMPASS FOR SMEs

26-28 MAY 2021

Erasmus for Young Entrepreneurs

How to make the EU more entrepreneurial

<https://youtu.be/FtLvelrD6UM>

DG GROW- European Commission

EYE in a few words



- ° EU-funded exchange programme for entrepreneurs from the EU members states and 12 additional countries
- ° 1-6 months exchange for new entrepreneur with experienced entrepreneur abroad
- ° Opportunity to exchange knowledge, business ideas, contacts and experiences

Host & New Entrepreneurs



(HE) Host
Entrepreneur

- successful and experienced entrepreneurs (owner/managers) with at least 3 years of experience in running a micro, small or medium-sized enterprise



(NE) New
Entrepreneur

- would-be entrepreneurs, who are firmly planning to start their own business based on a substantiated business plan, or
- newly established entrepreneurs with less than 3 years of experience in running a business

Participating countries



EU member states, UK and the COSME countries - Albania, Armenia, Bosnia-Herzegovina, Iceland, Kosovo, Moldova, Montenegro, North Macedonia, Serbia, Turkey and Ukraine

How does it work?



Five steps exchange program





1. Application from New Entrepreneur
(needs: business plan, CV, motivation)



OR

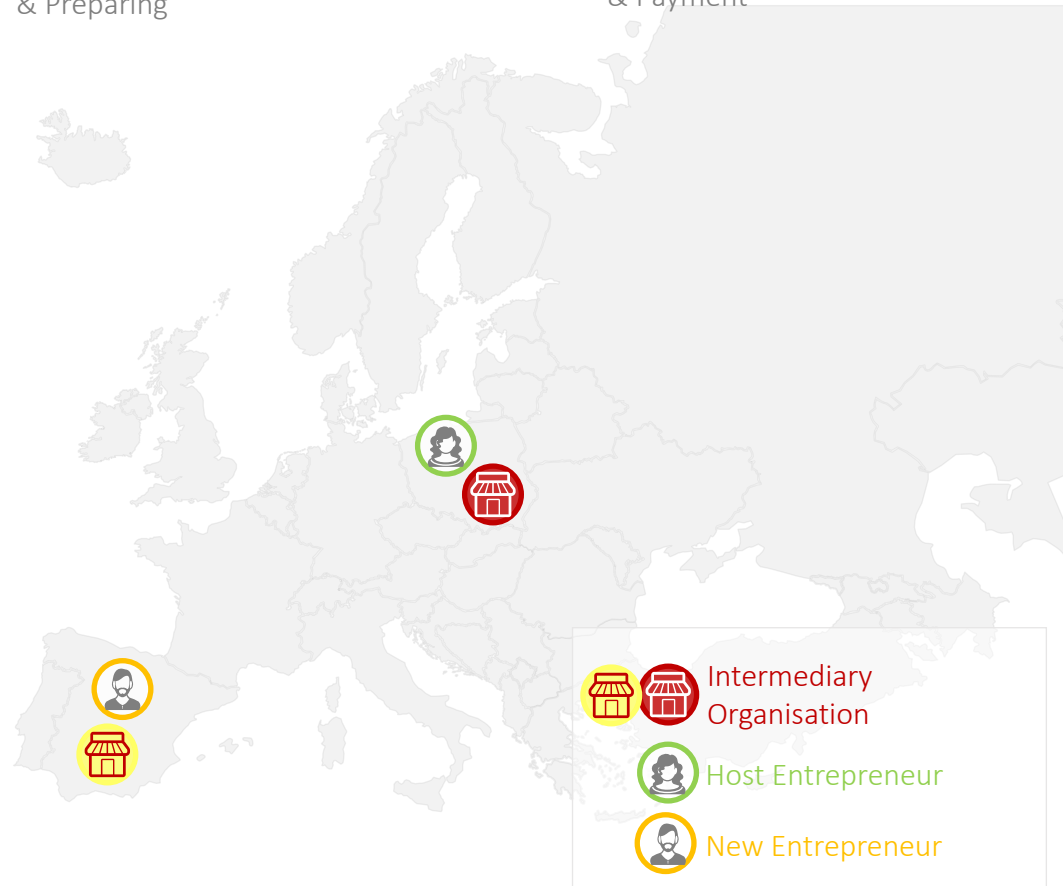
2. Host Entrepreneur states interest to participate
(needs: CV and motivation)



3. Applications checked by Intermediary Organisation

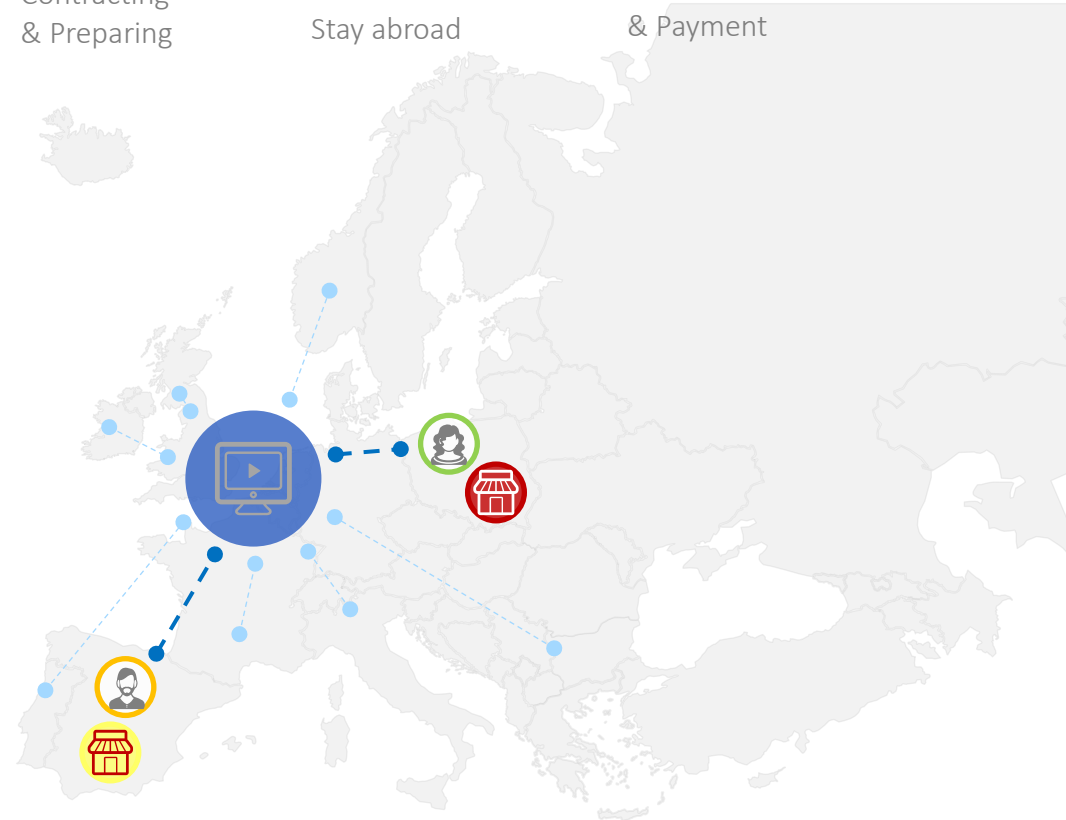


**Admission to on-line catalogue on
www.erasmus-entrepreneurs.eu**





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



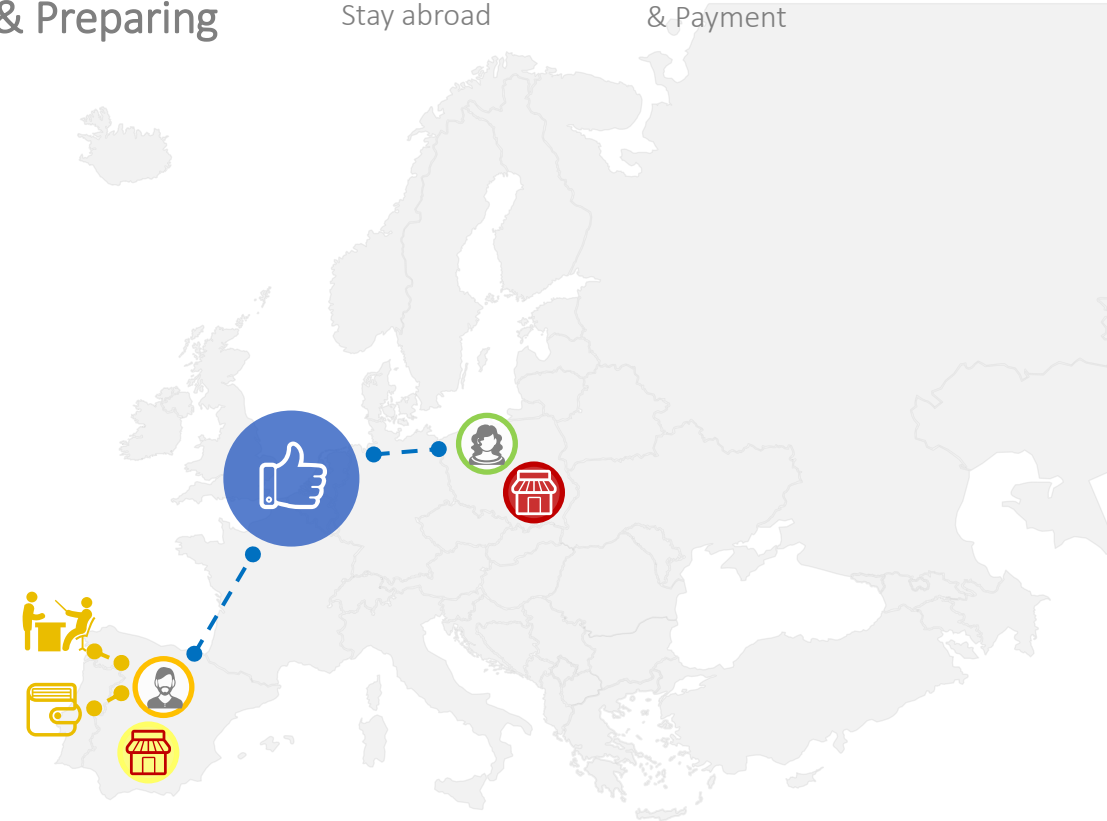
 *Proposals are established*



1. Negotiations on duration, objectives and content

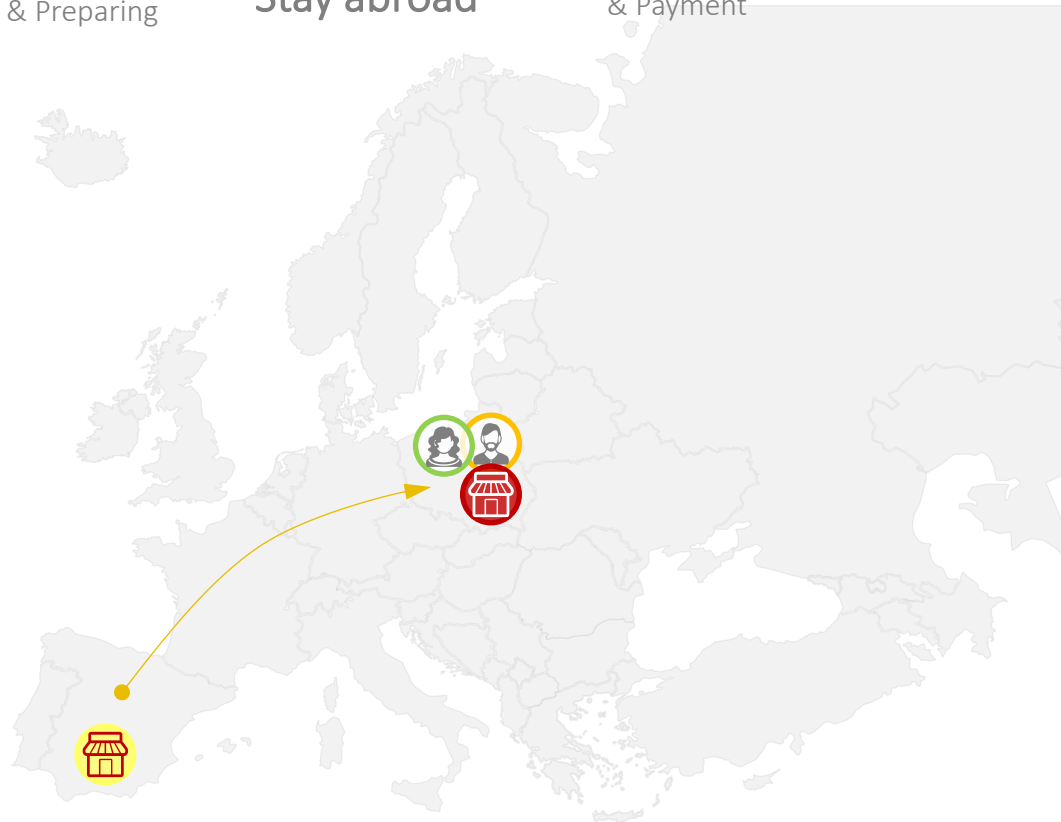
NOT traineeship!

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



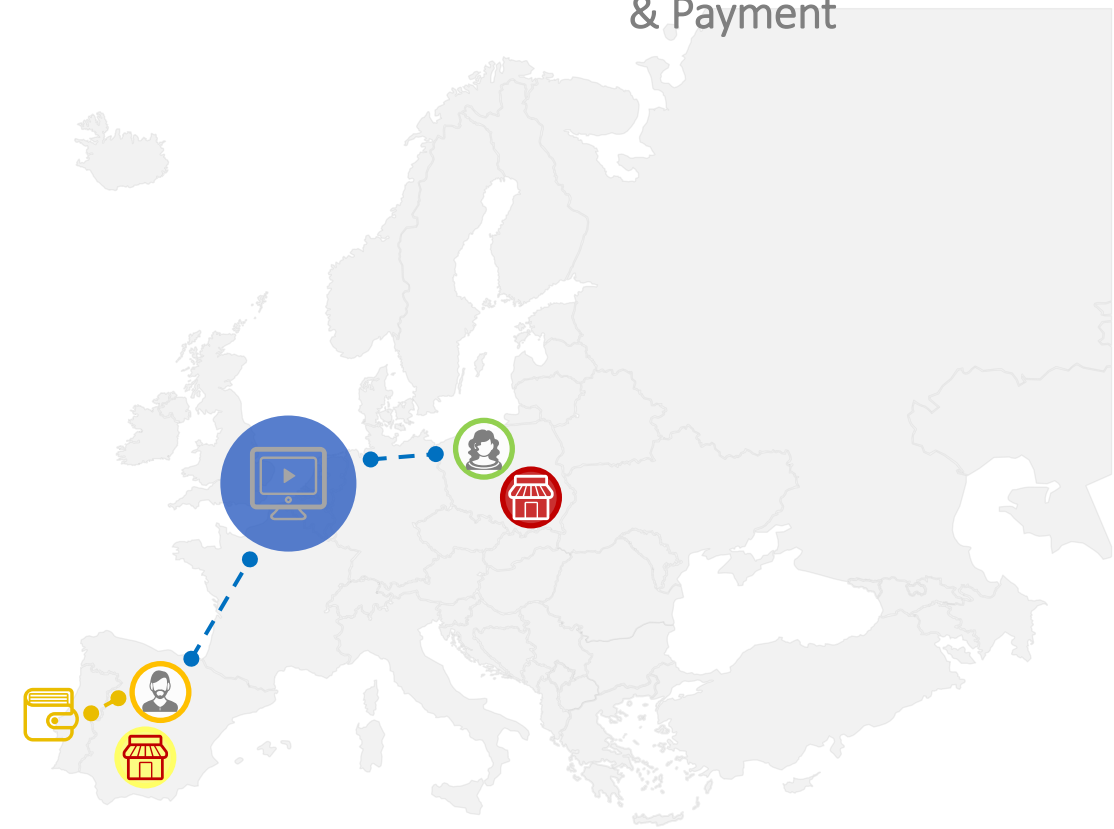


1. Duration: 1-6 months
2. On-the-job,
Peer-to-peer training,
working on concrete projects
3. On-site support
provided to the New Entrepreneur
by the Host Intermediary Organisation
4. Reporting about the exchange





1. Electronic feedback questionnaires for Hosting Entrepreneur and New Entrepreneur
2. Final payment to New Entrepreneur upon successful completion
3. Reinsertion of Hosting Entrepreneur into the catalogue (if interested to continue)



Countries of destination and allowances

Country where the New Entrepreneur stays	Lump Sum per month in €
Denmark	1100
United Kingdom, Ireland	1000
Finland, Sweden	950
Austria, France, Italy, Iceland	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
BiH, Bulgaria, North Macedonia, Lithuania, Montenegro, Romania, Serbia, Kosovo	560
Albania, Moldova, Ukraine	530
Outermost Regions of EU, OCTs and Entrepreneurs with special needs	1100

Benefits for Host & New Entrepreneurs



(HE) Host
Entrepreneur

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

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



(NE) New
Entrepreneur

- 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

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



EYE – general framework

EUROPEAN COMMISSION – Definition of strategic and financial framework

EISMEA - Contracting Authority and grant management

SUPPORT OFFICE – day-to-day operational management



How to become an Intermediary Organization

(information from last call for proposals, the requirements might change in the next call)



- Call for proposals – **EISMEA**
- Requirements: **Consortia** of
 - **independent legal entities**
 - from different participating **countries**
- **EU co-financing**
 - **No more than 75% - management costs**
 - **Up to 100% - support to entrepreneurs**
- Expected **results**: at least **XY** successful matches



**(IO) Intermediary
Organisation**

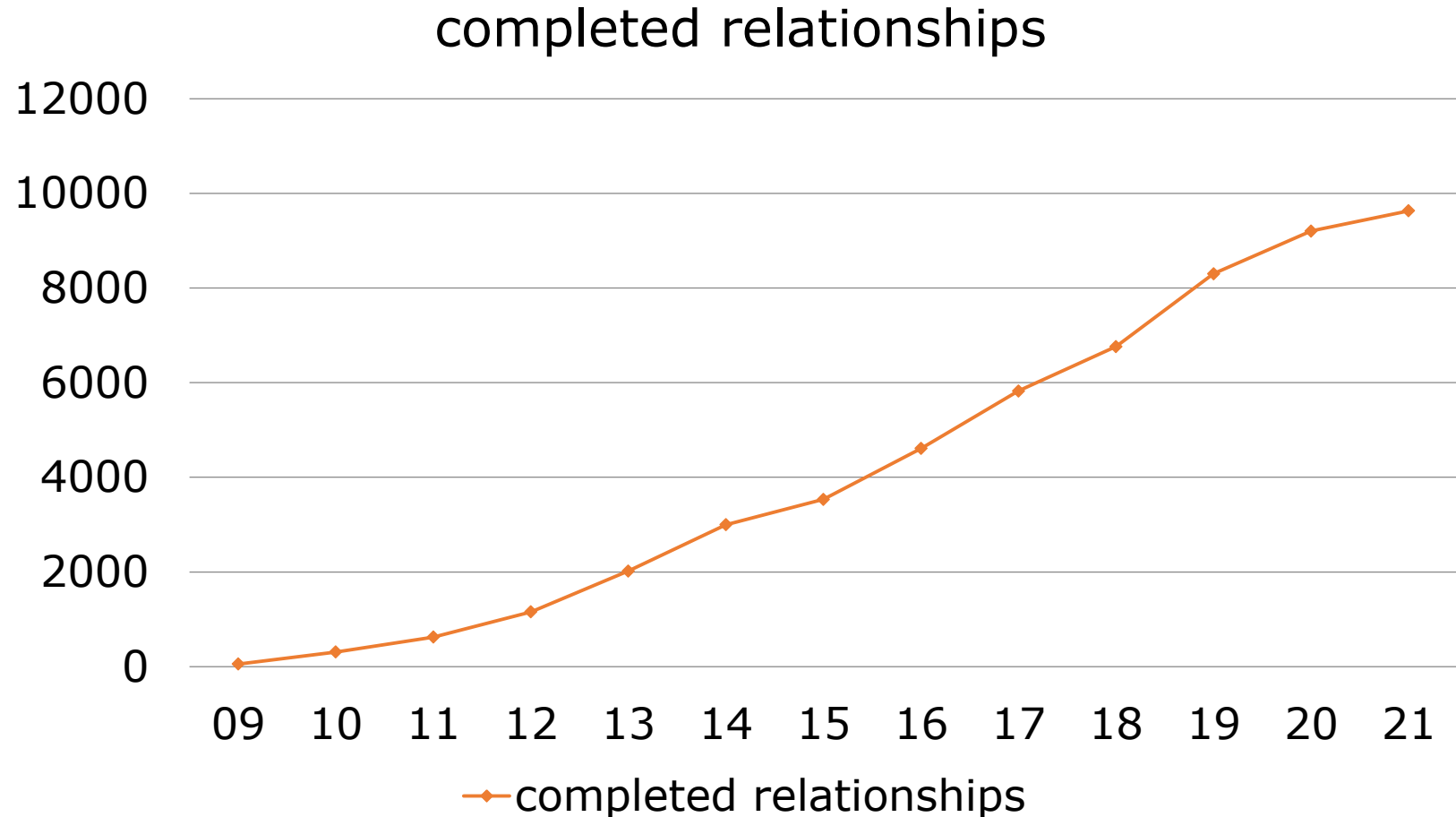
Key figures and impact



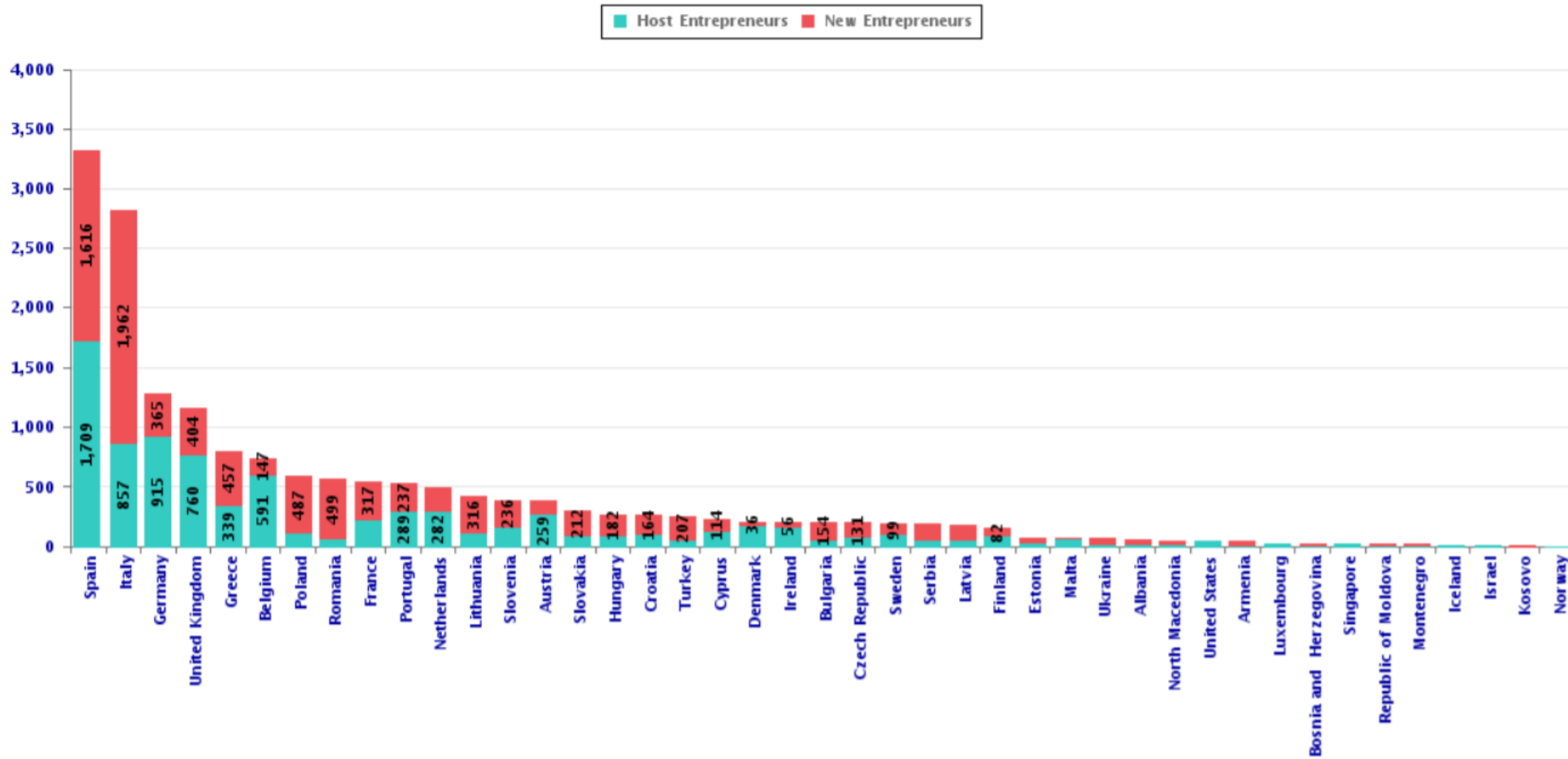
EYE Growth path

based on completed relationships by year (for 2021 matches in preparation & execution included)

Year	Exchanges
2009	54
2010	310
2011	626
2012	1157
2013	2022
2014	3000
2015	3535
2016	4609
2017	5823
2018	6763
2019	8300
2020	9096
2021	9631



Exchanges by country from 2009

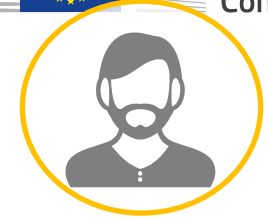


This graph includes relation statuses: **Execution** **Finished** **Preparation**

Last update: 09/05/2021

9631 Relations

Impact on New Entrepreneurs (NE)



(NE) New
Entrepreneur

Survey results:

- ✓ 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 on Host Entrepreneurs (HE)



(HE) Host
Entrepreneur

Survey results:

- ✓ 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

EYE achievements

- ✓ Successful proof of concept
- ✓ Close to 10 000 exchanges
(i.e. about 20 000 entrepreneurs involved)
- ✓ 28 000+ entrepreneurs registered in the database (leading countries: IT, ES, RO, GR, PL)
- ✓ Intermediary Organisations: almost 180 in 36 countries

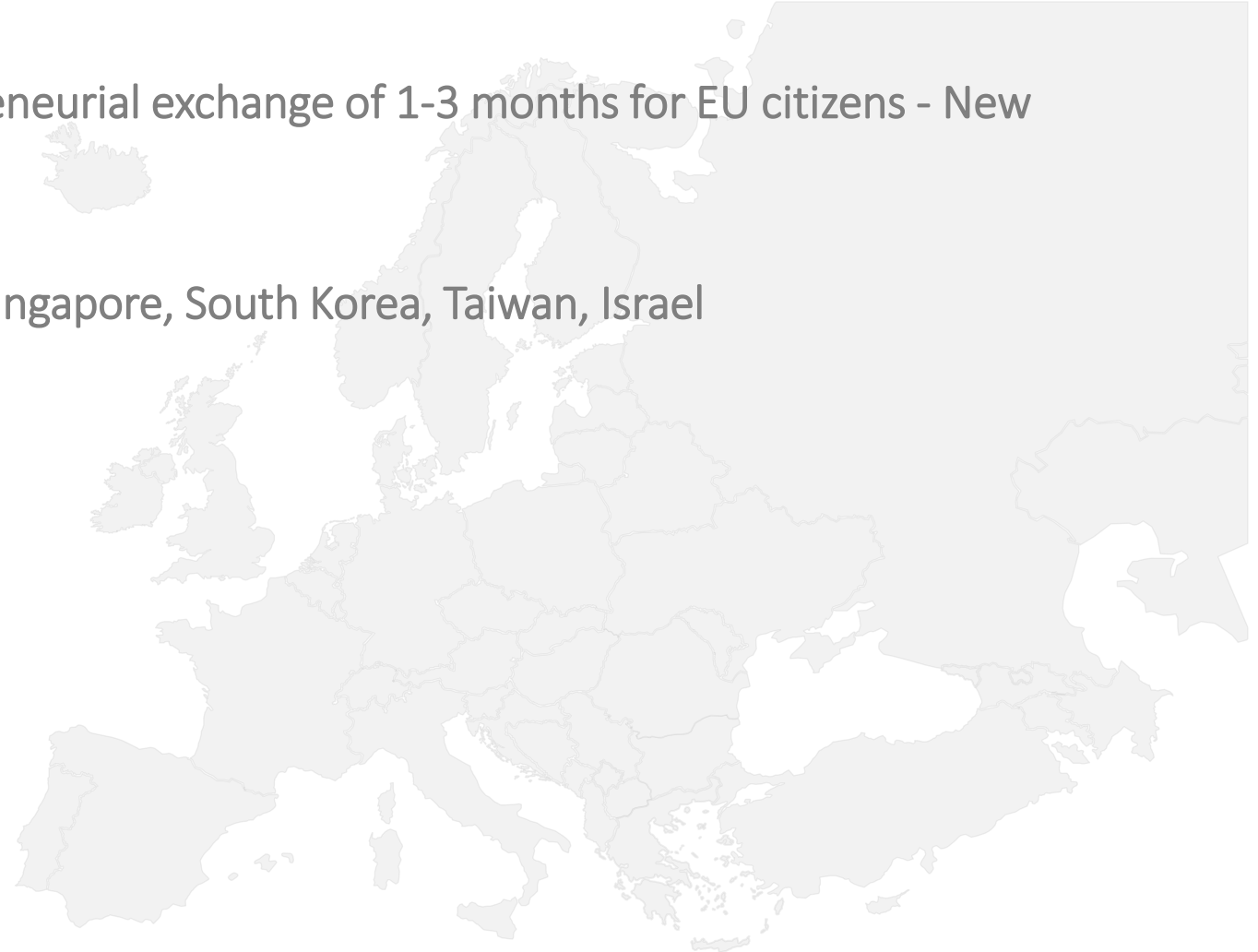
EYE main challenges and next steps

- ✓ Covid-19 travel restrictions
- ✓ Growth of the programme in the recovery phase after the crisis
- ✓ Increase of participation of entrepreneurs/IOs from some underrepresented countries
- ✓ EYE GLOBAL – geographical extension to destinations outside Europe
- ✓ Synergies with other EU SME support programmes, namely EEN, Clusters, etc.

EYE Global

- The project concerns a one-way entrepreneurial exchange of 1-3 months for EU citizens - New Entrepreneurs (NEs)
- 6 countries of destination: US, Canada, Singapore, South Korea, Taiwan, Israel
- Financial support provided to NEs
 - Lump sums
 - ✓ Travel cost
 - ✓ Monthly allowance

More info www.eyeglobal.eu



Thank you!

www.erasmus-entrepreneurs.eu

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