



Erasmus for Young
Entrepreneurs

ERASMUS for Young Entrepreneurs

Concept, Roles & First Results

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European Commission
Enterprise and Industry



**Erasmus for Young
Entrepreneurs**

“.. to facilitate exchange of experiences, learning and networking for new EU entrepreneurs through periods spent at SMEs of experienced entrepreneurs in other EU Member States.”



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What is the specific objective?



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Fostering of

- **Entrepreneurship**
- **Internationalisation**
- **Competitiveness of start-up entrepreneurs and newly established SMEs in the EU**



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**Erasmus for Young
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**European Commission
in cooperation with
a European level Support Office (SO)
over 200 intermediary organisations (IOs)
at national / regional level**

**coordination
support
quality
matching**

induction

**New
entrepreneurs**

1 – 6 months stay

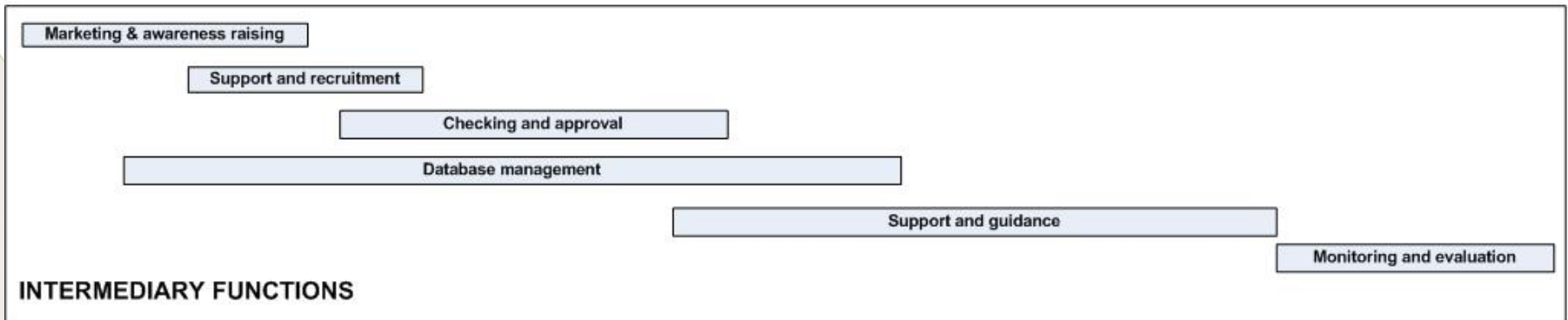
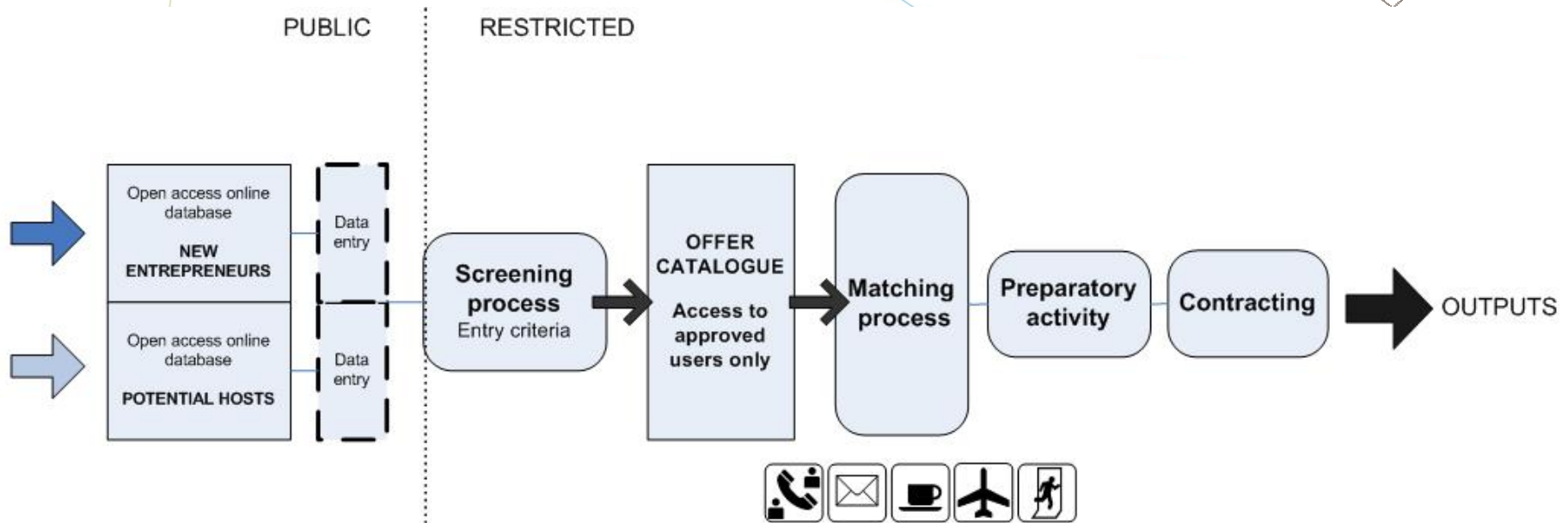
**Host
entrepreneurs
in another EU
Member State**

**Exchange of
experiences, market
access, networking,
learning on the job**



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Process model





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Main Actors

- **New entrepreneurs (NE)**
- **Host entrepreneurs (HE)**
- **Intermediary organisations (IO)**
- **European Partnerships (EP)**
- **European level Support Office (SO)**
- **European Commission (COM)**

→ Relationships



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The potential benefits for NEs



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- Obtain a **wider business experience** from an established business;
- Develop **international connections** and knowledge about foreign markets;
- Benefit from possible **co-venturing opportunities** and the development of **cross-border markets**;
- Gain insights into a **different cultural and organisational setting/workplace**;
- Understand the **regulatory framework** in another EU country.



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The potential benefits for HEs



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- **Work with a NE** who has strong analytical and strategic skills
- **Access new skills and innovative knowledge** in the NE that an SME often does not have
- **Work with a young fresh mind** contributing new ideas and views
- **Gain knowledge and intelligence about the foreign markets and an opportunity to internationalise** the business;
- **Explore an expansion of the business to a new country;**
- **Network with the other HEs** as part of a dynamic European network of successful entrepreneurs.

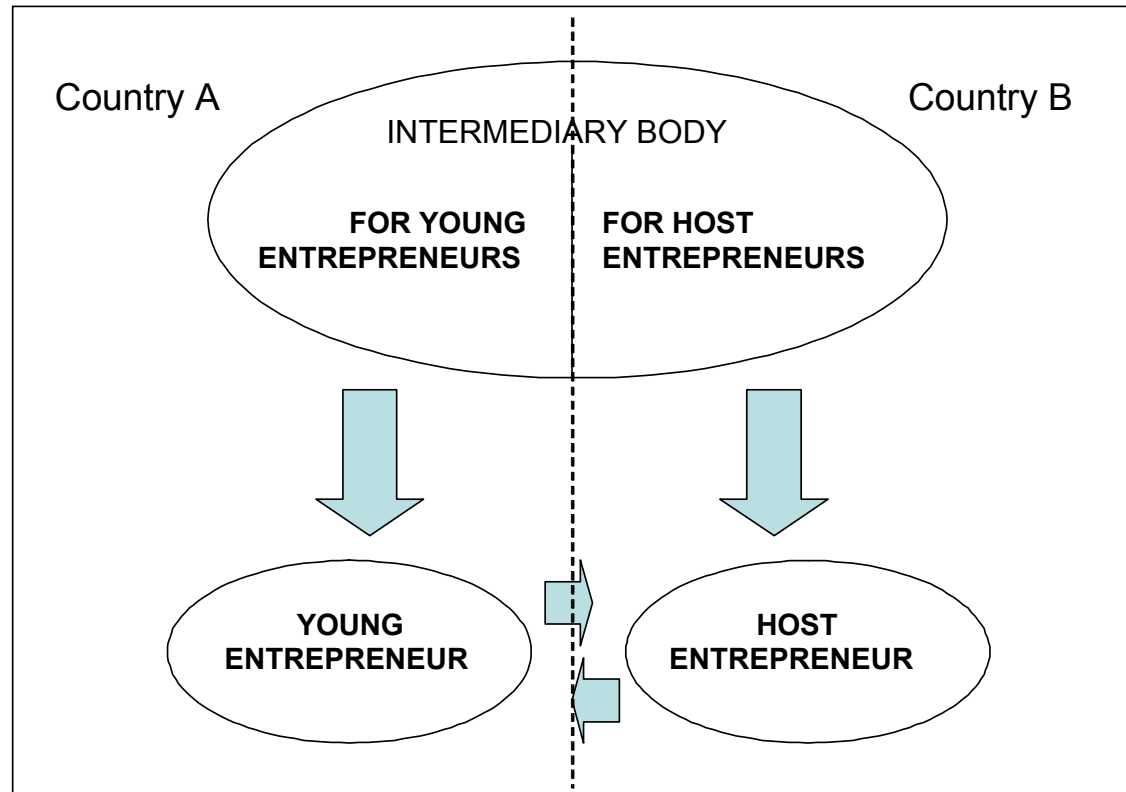


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Relationship between IO, NE & HE



Young
Entrepreneurs



Tasks for IOs



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- a) **Providing information to NEs**
- b) **Promotion and searching for HE**
- c) **Verification of applications from NEs and HEs**
- d) **Pro-active matching of the relationships**
- e) **Induction training for NEs in the country of origin**
- f) **Management of commitments & agreements**
- g) **Assistance on the practicalities /logistical support**
- h) **Administering financial assistance**
- i) **Ensuring high standards and evaluation feedback**
- j) **Organising active networking amongst IOs and “alumni”**
- k) **Reporting**



Tasks of the Support Office



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- a) **Coordinate marketing and promotion**
- b) **Guidance and support to EPs/IOs**
- c) **Coordination and animation**
- d) **Operation of the central website**
- e) **Development of online training material**
- f) **Networking amongst IOs**
- g) **Reporting and monitoring**
- h) **Organising 3 Network Meetings in Brussels**

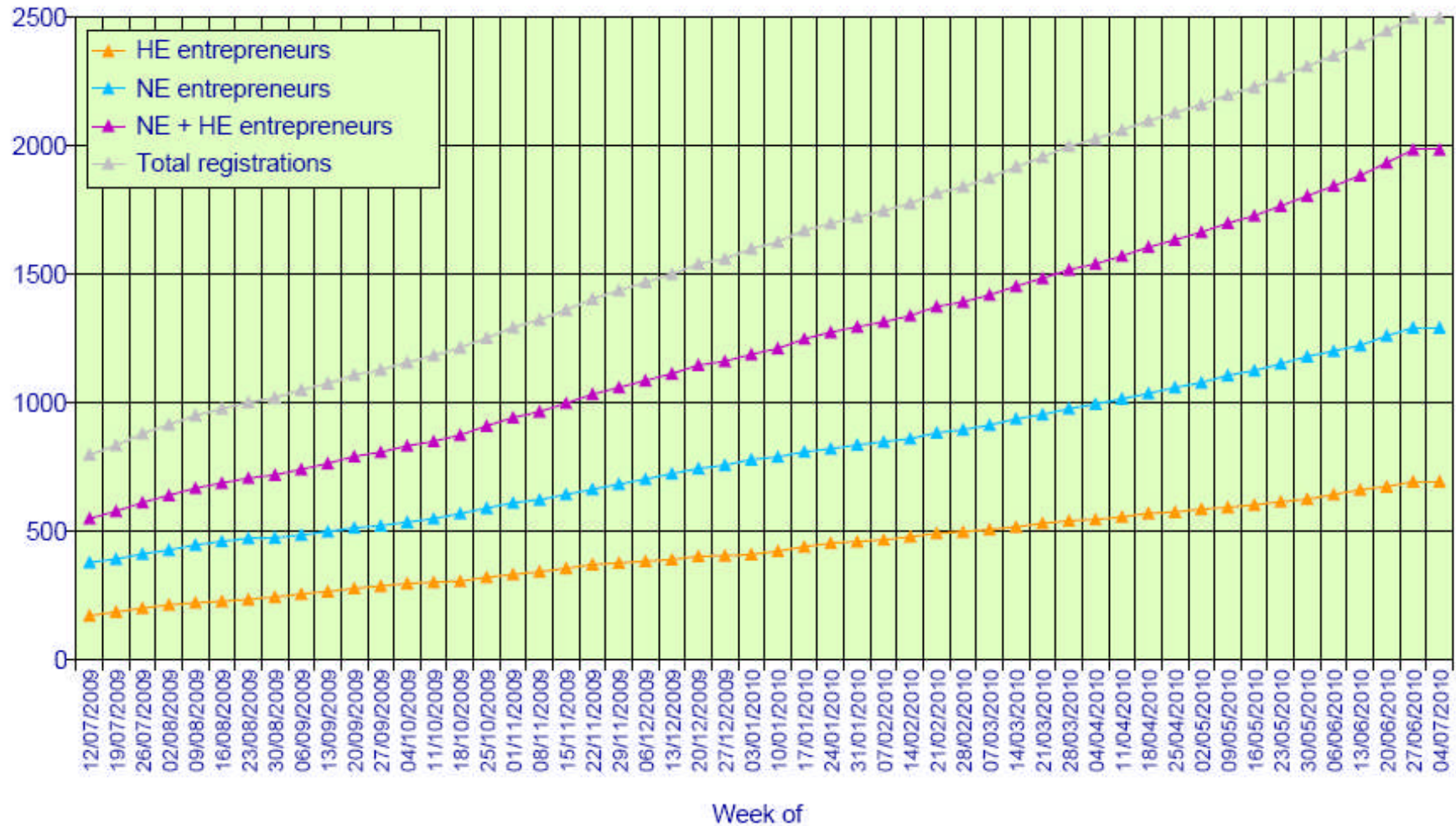
EYE Milestones



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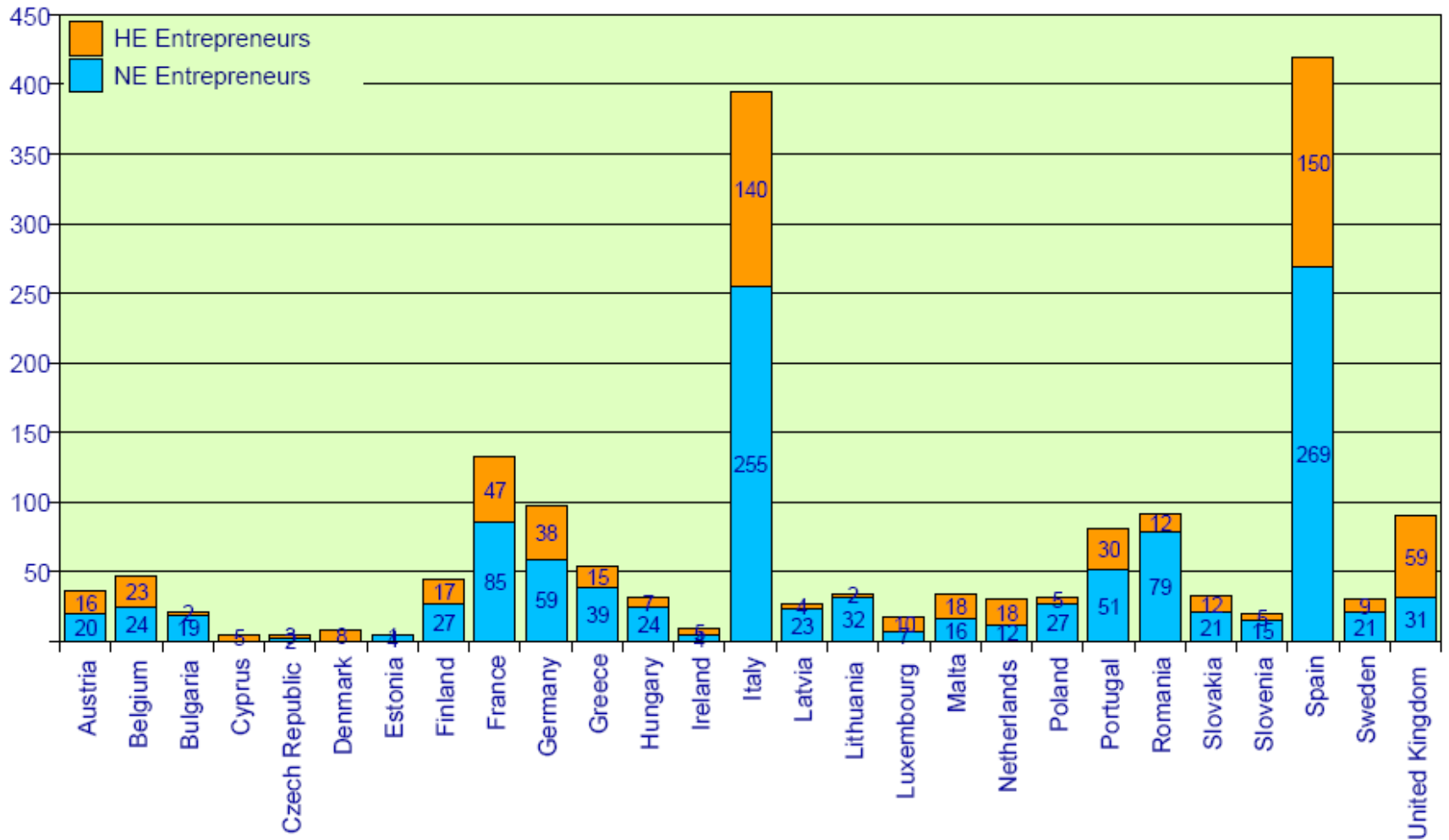
| | |
|--------------------|--|
| Nov 2006 | approval of first pilot budget |
| Spring 2007 | survey amongst potential new entrepreneurs |
| Autumn 2007 | feasibility study, focus on host entrepreneurs |
| Dec 2007 | Stakeholder conference |
| May 2008 | Publication of Call for Proposals for the 1st cycle |
| Autumn 2008 | Award decision, financial & legal commitments |
| Jan 2009 | start 1st cycle |
| Feb 2009 | Official launch |
| March 2009 | First 100 entrepreneur registered |
| June 2009 | First entrepreneur leaves to go abroad |
| August 2009 | First entrepreneur ends the stay |
| Jan 2010 | 2nd cycle of Intermediary Organisations |
| April 2010 | First 100 relationships successfully completed |
| July 2010 | 2500 entrepreneurs registered |

Weekly Evolution of Registrations



| Status | Accepted | Applied | On Hold |
|--------|----------|---------|---------|
|--------|----------|---------|---------|

Registrations by Country of Origin

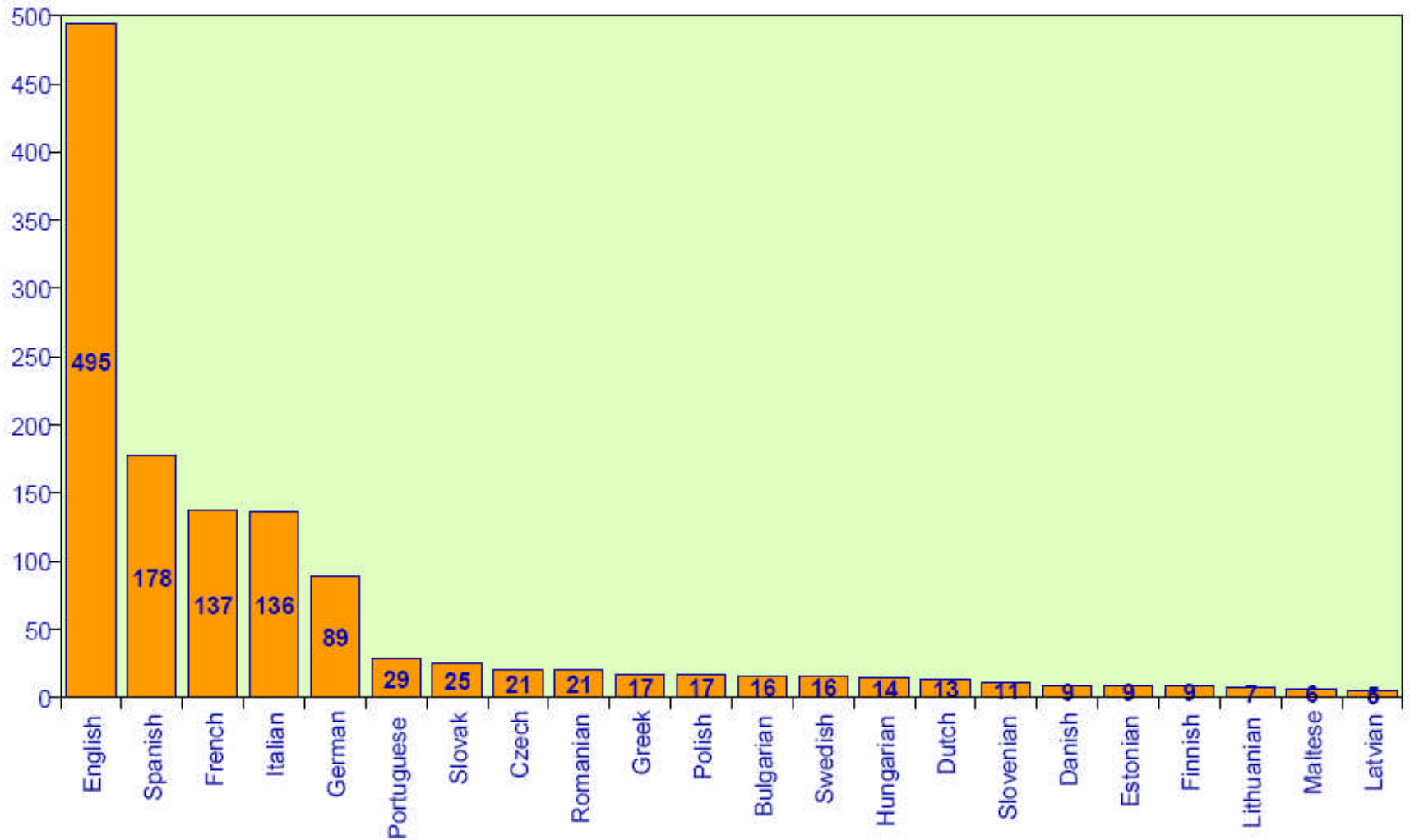


Status Accepted

1827 Registrations

Registrations by Requested Language*

* Only Host Entrepreneurs

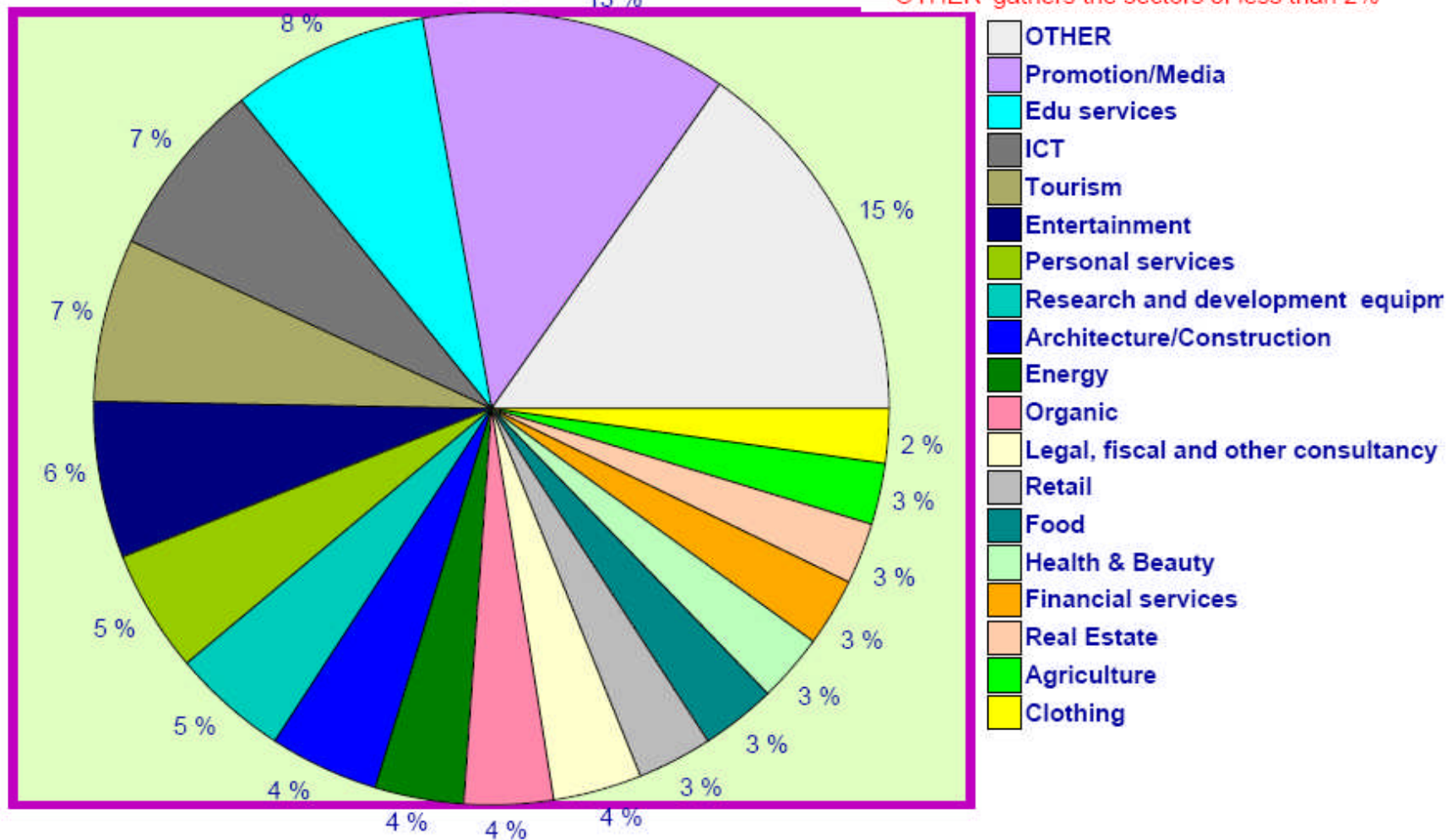


| Status | Accepted | Applied | On Hold |
|--------|----------|---------|---------|
|--------|----------|---------|---------|

578 Registr. with request lang.

HE+NE - Registrations by Sectors (Primary + Other)

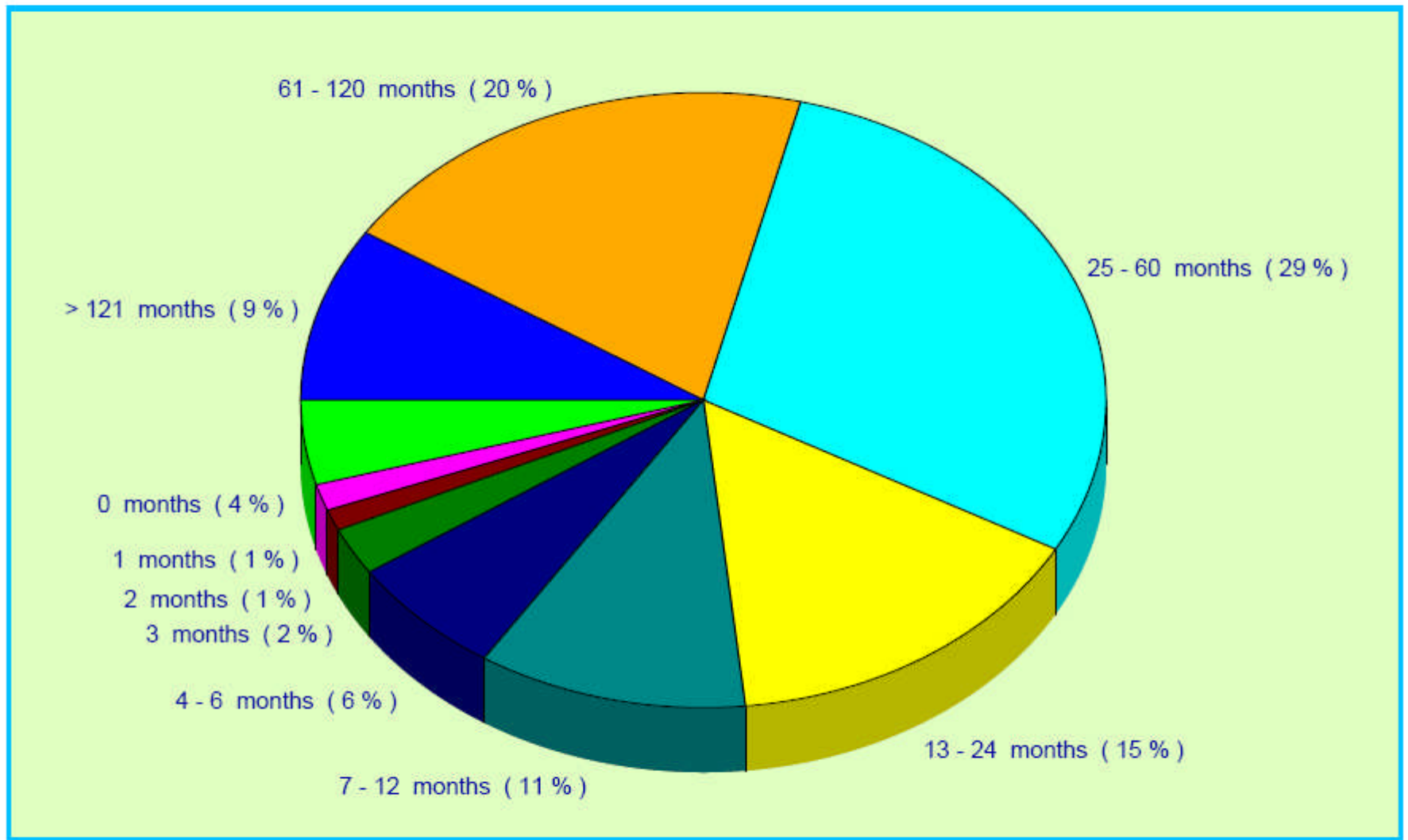
'OTHER' gathers the sectors of less than 2%



| Status | Accepted | Applied | On Hold |
|--------|----------|---------|---------|
| | | | |

2008 Entrepreneurs

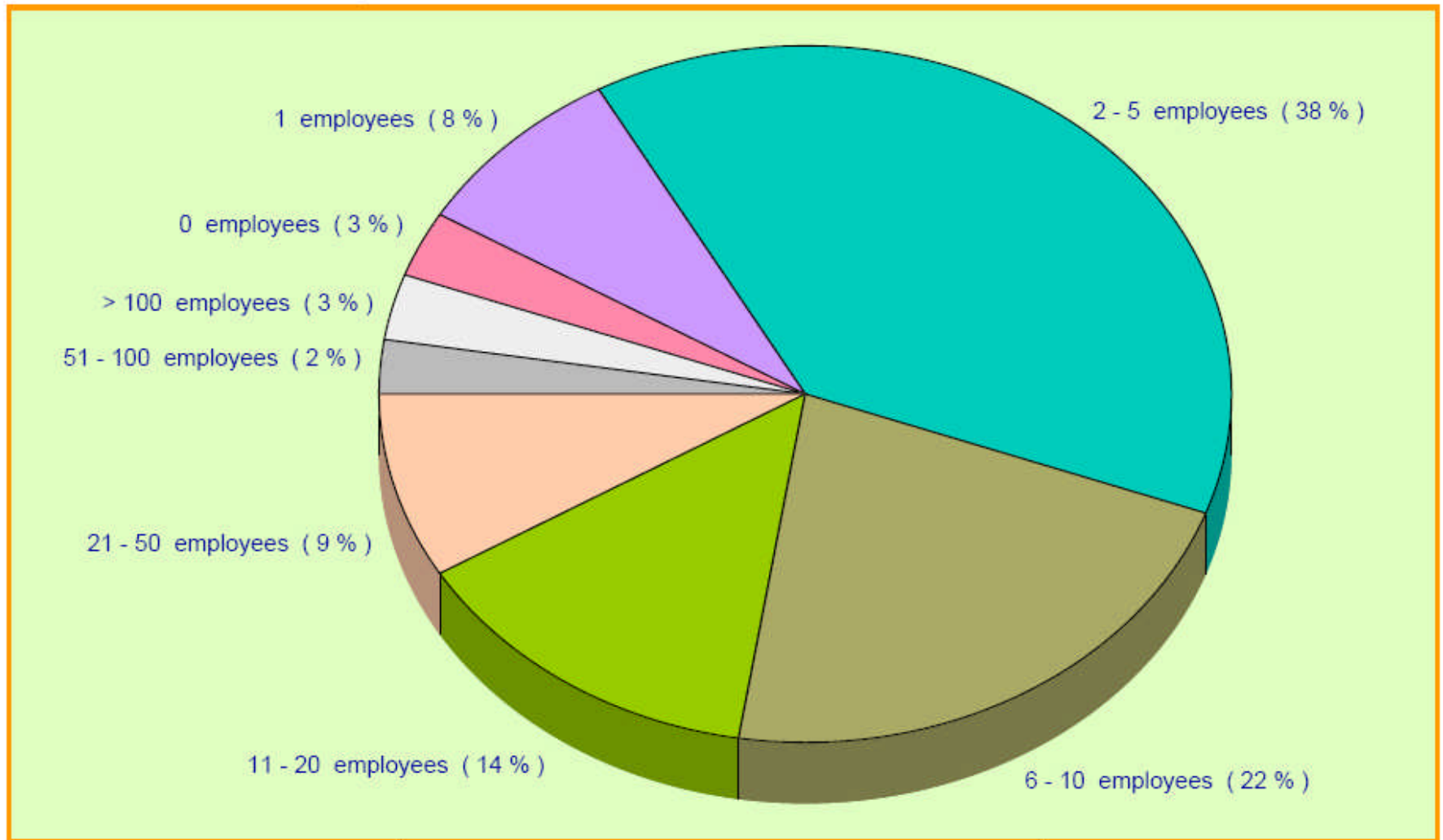
NE Entrepreneurs : Working Experience



| | | | |
|--------|----------|---------|---------|
| Status | Accepted | Applied | On Hold |
|--------|----------|---------|---------|

925 Entrepreneurs

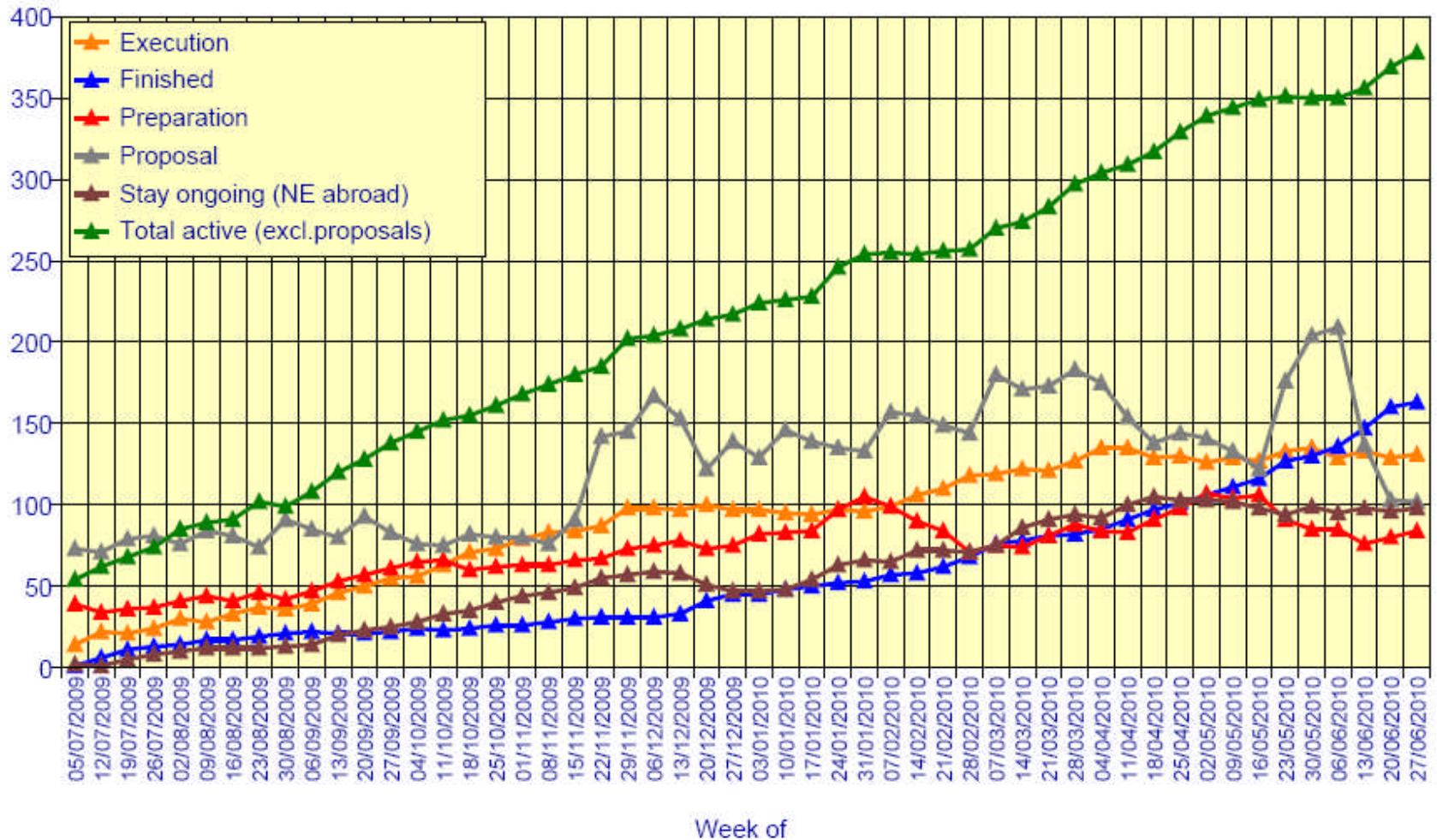
Registrations : Distribution by Company Size



| | | | |
|--------|----------|---------|---------|
| Status | Accepted | Applied | On Hold |
|--------|----------|---------|---------|

638 Entrepreneurs

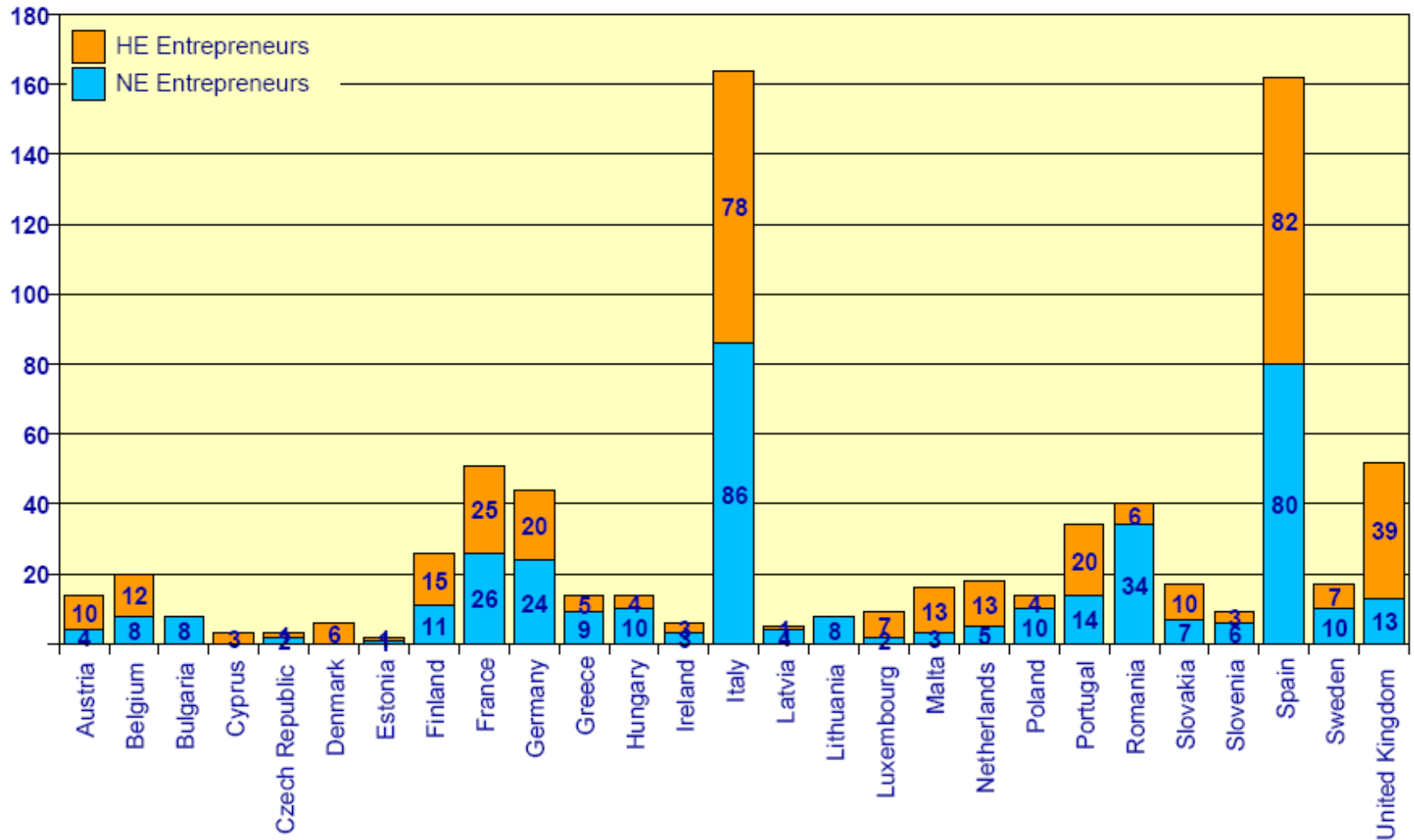
Weekly Evolution of Relationships



| Status | Execution | Finished | Preparation | Proposal |
|--------|-----------|----------|-------------|----------|
|--------|-----------|----------|-------------|----------|

Entrepreneurs involved in Relationships

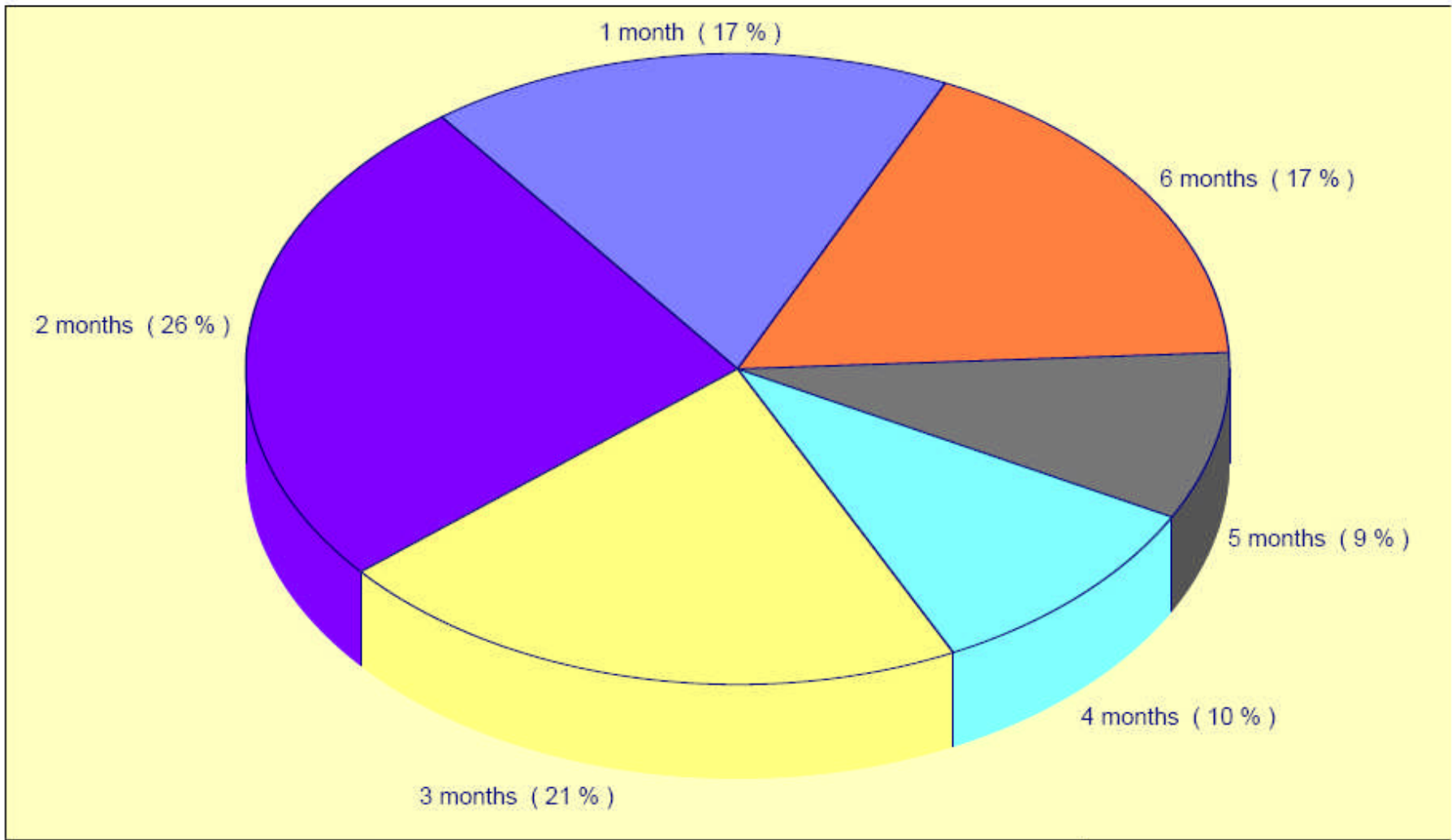
(Country of Origin)



| Relationship status | Execution | Finished | Preparation |
|---------------------|-----------|----------|-------------|
|---------------------|-----------|----------|-------------|

388 Relationships

Relationships : Duration of Stay



| | | | |
|-----------------|-----------|----------|-------------|
| Relation status | Execution | Finished | Preparation |
|-----------------|-----------|----------|-------------|

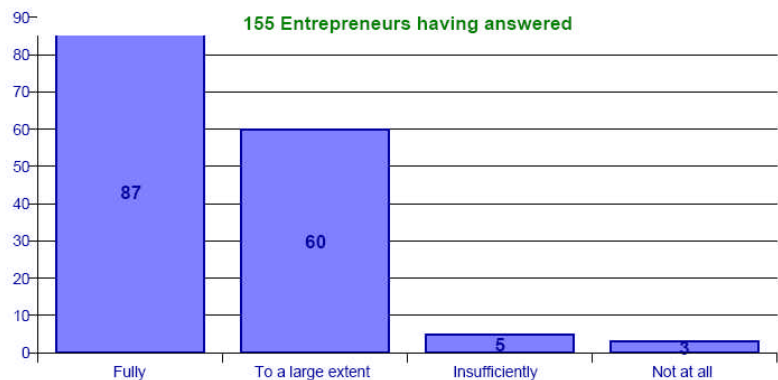
336 Relationships



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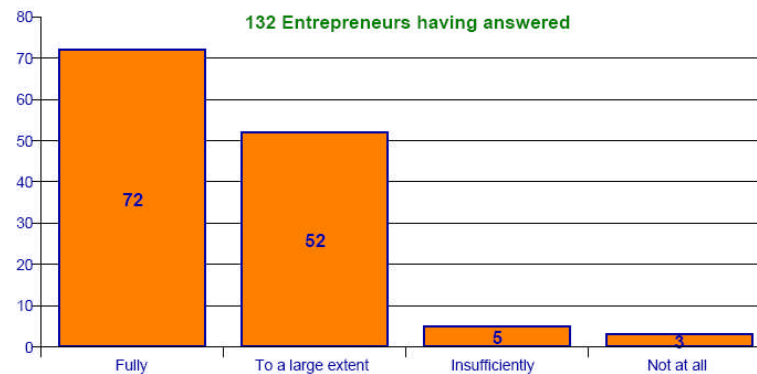
Overall success rate

Have the objectives of your stay abroad as set out in the Erasmus for Young Entrepreneur Commitment been met?



New Entrepreneurs

Have the objectives of the stay as set out in the Erasmus for Young Entrepreneurs Commitment been met?



Host Entrepreneurs



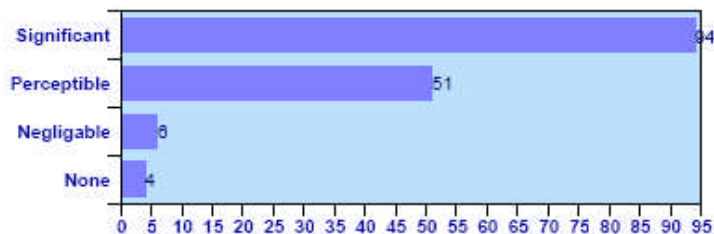
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Impact so far

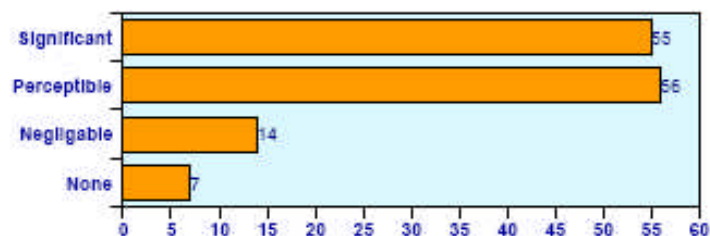


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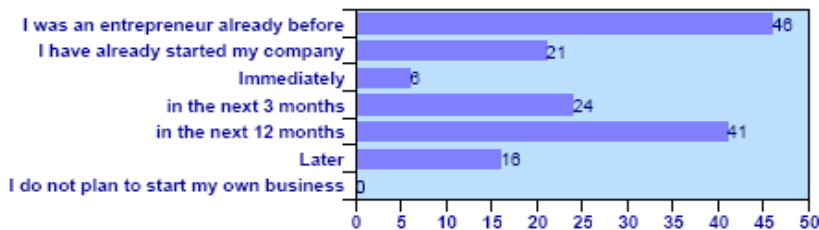
Rating of the HE's contribution to the development of your business



Rating of the NE's contribution to the development of your business



When are you planning to start your own business?

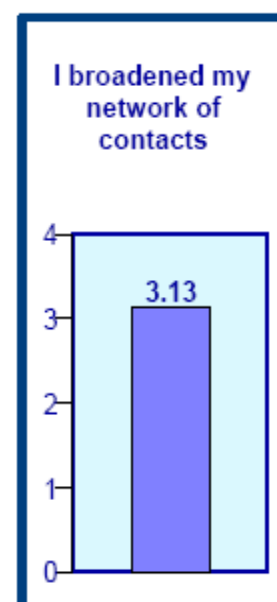
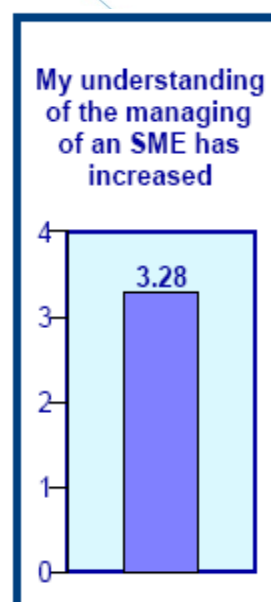
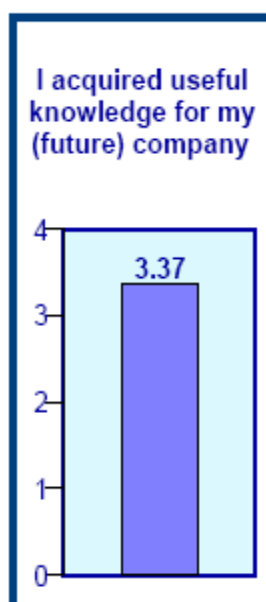
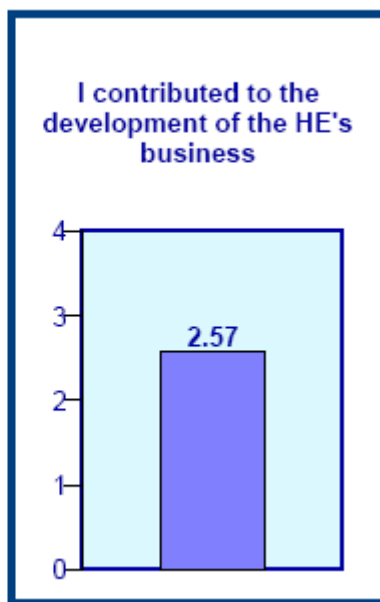
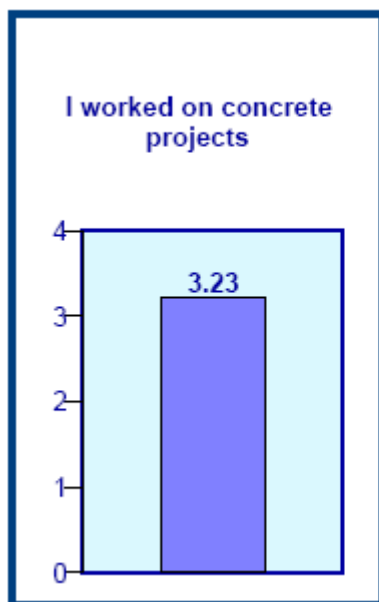


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Feedback by New Entrepreneurs



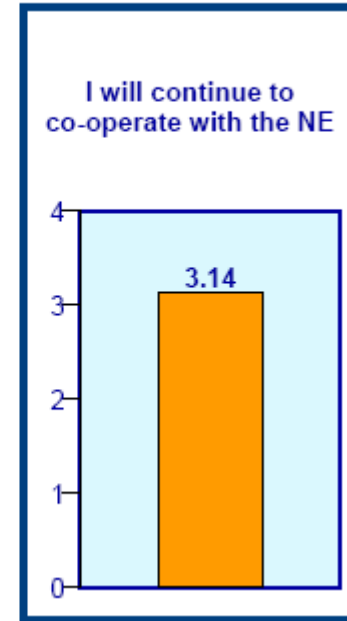
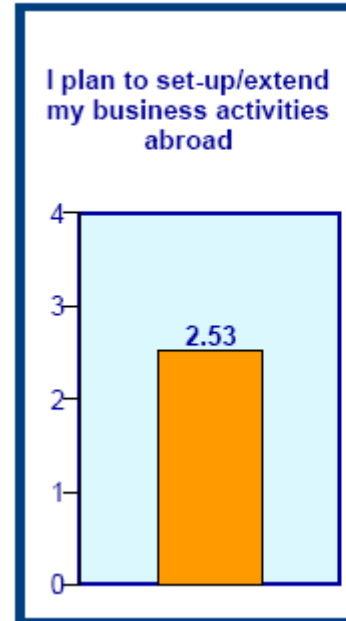
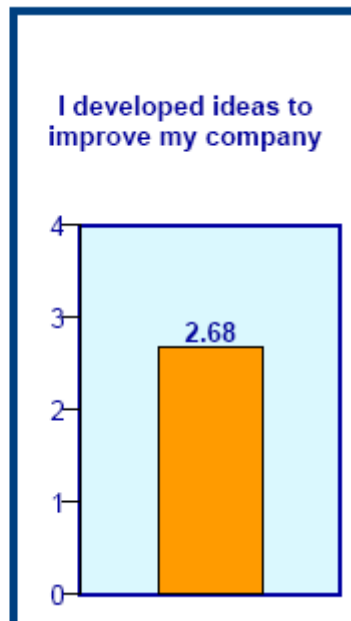
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Feedback by Host Entrepreneurs



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Main Impacts



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- **More start-ups**
- **Reduction in early failure rate**
- **More innovation with existing companies**
- **More companies internationalising**
- **Creation of additional jobs**



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Achievements



Erasmus for Young
Entrepreneurs

- **Successful proof of concept**
- **Excellent Feedback from both NE and HE**
- **Indications of direct effects on EU competitiveness**
- **Sound base to start into the future**



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Info & Contacts



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- **Erasmus for Young Entrepreneurs - General info**

http://ec.europa.eu/enterprise/entrepreneurship/support_measures/erasmus

- **Erasmus for Young Entrepreneurs – Registration**

<http://www.erasmus-entrepreneurs.eu/>



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