



**ICT
ENTREPRENEUR**

ICT ENTREPRENEUR

**“A European University-Business Alliance aiming to foster the
entrepreneurial spirit of ICT students”**

LIFELONG LEARNING PROGRAMME

Erasmus+ Higher Education - Strategic Partnerships

Key Action 2

Cooperation for Innovation and the exchange of good practices

June 2015

OUTPUT 9: EVALUATION REPORT WITH SURVEY FUNDINGS – Germany



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1) Introduction

The State-wide cluster Sensorik offers, with its 60+ members and 200 partners from the world of economics and science, a practical, development and test-friendly environment, which nurtures development of innovative approaches to solutions. In 2006, Strategische Partnerschaft Sensorik e.V (SPS) created the cluster Sensorik, which since then has taken on a leading role in innovative cluster management. In the scope of the "Bavarian Cluster Campaign", a high tech initiative of the German/Bavarian state government, the SPS provides an agile and competent platform to link-up and supervise the stakeholders in the sensor technology cluster. Many well-renowned large-scale enterprises from the network, regional associations and initiatives, as well as university experts, are partners. The number of staff is 15, of which all employees are university graduates with different specialization, so that the team can exhibit a broadly varied know-how.

Important components within the "Bavarian Cluster Campaign" activities are to link up companies, promote innovation, build up competence as well as to train and qualify employees. The target groups of the SPS-services are companies, experienced and job seeking professionals, young professionals and the junior professionals. SPS has already implemented a lot of real practical topics in workshops, seminar series and training courses for companies as well as for young entrepreneurs, who need support regarding startup affairs. Various concepts of coaching and personnel development modules promote personal, methodical and technical innovation competence of professionals and companies. A broad range of concepts enable the SPS to react quickly to companies demand's.

2) Project Context/Introduction to the project

ICT ENTREPRENEUR is an innovative project, aiming to have a practical application once it is completed. The project is implemented by 7 partners from 5 different EU countries (Cyprus, Spain, Portugal, Germany, and UK). The project aims to develop an innovative entrepreneurship programme for ICT students/graduates across Europe providing a new professional entrepreneurial path to them. These young people will also have the opportunity to develop their transversal skills and have an insight into the working environment of an entrepreneur.

Through an in-depth analysis of existing entrepreneurship programmes, accelerators and incubators (all of which are often referred to as "company builders") in the EU and beyond, our project, ICT ENTREPRENEUR, will identify the existing gap in South EU countries and the best practices from North EU countries and develop a new, top-quality pre-accelerator programme for ICT students/graduates.

By developing the first of its kind, the following objectives will be achieved. The ICT ENTREPRENEUR programme will help:

1. Foster the entrepreneurial spirit and develop transversal skills (both hard and soft) for ICT students/graduates across Europe
2. Enhance entrepreneurship levels of students within EU Universities



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3. Identify the obstacles that ICT students/graduates face in transferring their project findings from university assignments into business ideas.
4. Support the exchange of knowledge between higher education and enterprises
5. Develop new teaching methods and techniques on entrepreneurship education
6. Transfer best practices from North EU countries (UK, Germany) that have long-term experience in entrepreneurship and accelerator programmes to South EU countries (Cyprus, Spain, Portugal).
7. Open up new learning opportunities through the practical application of entrepreneurial skills.

3 National Initiatives/projects/news

There are several funded programmes in Germany (Annex III includes detailed information), which are usually subsidized by the government (federal states). Their aim is to accelerate the transfer of technological knowledge into developing business ideas. Therefore they are often organizing network events between technological-based start-ups or offer financial supporting for startups in the early stage. Especially the chambers focus on providing workshops dealing with business and judicial topics, but they also offer additional training opportunities. Mostly every university has an institution (so called "Start Up Centers") which is offering trainings, business simulation, organizing competitions. (Career Service in Germany are not focused on entrepreneurs, so they mostly don't offer training packages e.g., instead of this they offer application trainings.)

There are also some blogs for the IT-Community which provide new information inside the IT-community or about new products, new trends and developments etc. Initiatives which provide coworking place and promote networking for people in creative, media or digital business have gotten more popular in the last years. They connect peoples to starting new projects together and also consult business start-up persons.



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4 Local Visits: strengths and weaknesses, best practices, existing gaps

	R-Tech GmbH	University of Applied Sciences Landshut	Start-up Center OTH (Eastern Bavarian Institute of Technology)	Hans Lindner Stiftung	University of Regensburg (Futur)	Chamber of Industry and Commerce Regensburg
Equity	external financing	university	funded by the Eastern Bavarian Institute of Technology	Foundation "Hans Lindner Stiftung"	university	Coaching program for entrepreneurs in stage of pre-seed and management successors will co-financed by ESF.
Type	GmbH					
Offerings – Activities	<ul style="list-style-type: none"> - support innovative IT enterprises from strategic -preparation of the foundation to the growth phase - development business idea / business plan - financial planning 	<ul style="list-style-type: none"> - start-up advices and information for entrepreneurs - answers to questions about financial support - connecting with consultants / advisors - first information, seminars and events 	<ul style="list-style-type: none"> - Examination and qualified feedback on the business idea - Planning the steps for the foundation of new entrepreneurs - Answering general questions about funding opportunities, rights and legal form 	<ul style="list-style-type: none"> -workshops for selected topics (one to two days) - individual guidance 	<ul style="list-style-type: none"> - for enterprises: consultation or cooperation with university of Regensburg - for scientist: contacts to the economy - answers to questions about financial support 	<ul style="list-style-type: none"> - three coaching-programs for different kinds of entrepreneurs - first information, seminars and events for entrepreneurs - financial support and grants, for example, for coaching activities



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	<ul style="list-style-type: none"> - financial support for new entrepreneurs - company presentation - network construction, network-care 	<ul style="list-style-type: none"> - founding programs, various courses at the faculty of Business Administration 	<ul style="list-style-type: none"> - Assistance in the preparation of a business plan - Implementation of the formal application for funding - transfer to network partners - Support in the early development of your entrepreneur 		<ul style="list-style-type: none"> - start-up advices and information for entrepreneurs - information about intellectual property rights 	<ul style="list-style-type: none"> - connecting with consultants / advisors - connecting with investors / financial institutes - juridical consultancy - networking
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The following strengths were mentioned by the interview partners:

Most of the start-up advisory centers offer the opportunity of financial support as well as the connection the young entrepreneurs with experts and specialist. They also offer the opportunity to answer different questions about rights and legal forms and help to prepare a business plan. Most of the courses are for the students free of charge and some of the entrepreneur coaching programs can be funded. The courses are delivered by academics, entrepreneurs or mix of speakers. Some centers arrange individually meetings with consultant for the start-up founder, so that it is possible to get priorities and depths (that can be funded). Other strength is that the most of the universities organize a lot of events where many new entrepreneurs meet each other and they can exchange information. The students can participate in many competitions and additionally they become the opportunity for a business simulation center. As weakness, which was mentioned, is the low capacity for individual coaching and that in some start-up advisory centers there are not enough employees. It can be viewed as a weakness also the missing international cooperation. In some of the start-up advisory centers it would be helpful when they reinforced the own staff so they can offer more coaching, more individual guidance additional to the workshops. It also lacks the possibility to exchange any information with centers for founder of new businesses outside of the EU.

As best practices were to mentioned e.g. ondeso GmbH and Timing-Architects Embedded Systems GmbH (Start-up of the year 2012, 2013). Some interviewpartners didn't want to mention any best practices, because they consider their whole offerings/package as "best practices".

5 EU visits: strengths and weaknesses, best practices, existing gaps

	Business Creation Center Salzburg GmbH (BCCS)	Chamber of Commerce Vorarlberg, Entrepreneurship Service (Wirtschaftskammer Vorarlberg, Gründerservice)
Equity	deliveries are funded by FFG, the Austrian Society for supporting research, in seven entrepreneurship-center ("AplusB") austrian-wide (BCCS was one of these)	Chambers of Commerce is a public institution in Austria
Type	GmbH	



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Offerings – Activities	<ul style="list-style-type: none"> - various moduls of education (for example marketing, basics in law, basics in business management etc.) - development business idea / business plan - patent and trademark protection - market analysis / examine terms of competition - juridical / management consulting - product and prototype development - scientific support - financial support (non-accrual loan) 	<ul style="list-style-type: none"> - juridical consultancy (industrial law, social legislation, commercial law) - consultancy in matters of foreign trade - consultancy for apprenticeship/traineeship/education/further education - consultancy for entrepreneurship/management succession - consultancy in topics of innovation, technology, energy, environment, infrastructure - consultancy about funding programs, sources of finance, management
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As strength could be considered that participation is mandatory that means that the courses are offered like a whole training cycle and the duration is more than one week. There are also a lot of seminars for young entrepreneurs with duration one month. During all trainings and courses different kind of supports, like individual consultancy which is free of charge, are offered. Another support is the connection with experts and specialist. Many variously events are also offered, for example small fairs or events with universities and big enterprises. It must be mentioned that the courses always are delivered by a mix of experts. This leads to the possibility to get more information from different business areas like from industry or institutes of economic development. Also the offer of webinars especially for women is a strength.

As disadvantage would be considered the impossibility to reach or fund the young women. One reason for this is the alternative planning her life phases which doesn't fit with taking part on those funding programs. Also it could be improve the connections with universities or research institutions. Often it depends on the professor's character. Another weakness is that the courses are open to others participants outside the EU, but there is no interest. About the half of participants are entrepreneurs from Germany. Also currently entrepreneurs have a less competence/knowledge in interdisciplinary fields because the reduction of regulation to start a new business.

Best practices are e.g. listed in the "Ventures Almanach Austria 2015". There were no existing gaps mentioned by the interviewpartners.

6 Suggestions on modules to be included in the ICT ENTREPRENEUR package

As a result of all visits it can be said that several improvements have to be done. For example some of the courses take too long, too many days. Currently entrepreneurs have a less



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competence/knowledge in interdisciplinary fields (which is “officially” not necessary because some countries reduced the regulation to start a new business). The suggestion to advance that is to demonstrate the necessity of basis knowledge in management and law for successful business. It is also important that initiatives offer clear conceptional trainings and programs, which are concentrated upon the essentials, obligatory trainings are sometimes helpful to emphasize this. The training package should include trainings in the following competence areas: sales competence, juridical basic knowledge, know-how and an innovative business idea. It is also important that the courses are delivered by mix of speakers. Workshops (with max. 15 participants) for selected topics with duration of one to two days are also an option.

Regarding the process of consultancy and supporting it would be better to have a selection process where first of all it will be discussed the business idea and if this idea is innovative realizable. Open and clear communication with participants is helpful for both sides. Start-up-advisory centers should also strongly advise against the founding of a company when the business idea seems probably will not be successful due to personal circumstances or characteristics of the potential founder.

Another suggestion is to build network connections, connections with consultants, advisors, investors and financial institutes.

The individual consultancy and supporting are important parts of funding process.

It can be considered that persistent presentations in universities and writing personally to the students can be used as a channel to market offers to new entrepreneurs. Other suggestion is the usage the personal connection and the possibility to find suitable partners.

To foster the entrepreneurial spirit from the beginning it could be useful to get in touch with schools and present the important aspects of company founding/management e.g. doing some business games.

There was no specific suggestion regarding international cooperation.

7 Perceptions of visiting organizations about the potential of our ICT ENTREPRENEUR package

The visited initiatives are interested in the results of the ICT studies especially in the structure of the new training concept. They are willing to compare the results of the ICT project with their actual training instruments. One benefit to stay in touch with the ICT-project partners could be to establish a sustainable cooperation mechanism which could stimulate the mutual learning through activities of exchange and/or common development.

8 Conclusions

As a conclusion it is to mention that the ICT training package should include the possibility to link the young entrepreneurs with experts. Afterwards the interviews this seems to be one of the most important aspects. Beside all offered workshops and trainings there should be a kind of platform where the entrepreneurs can regularly get in touch with experienced business man. This



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could be even more useful than offer lots of different trainings for other skills. Regarding the scope of those trainings "Less seems to be often more". It was often recommended to offer specialized workshops in addition to workshops where the entrepreneurs can acquire basis knowledge. To foster the entrepreneurial spirit a very useful method would be individual coaching, but this is up to the financial and personal capacities.



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ANNEX I: Results from EU-Visits

Section one: Organisation <i>These questions will aim to capture some information about your organisation and key contact details.</i>		
Name of company and contact information including email and website	Business Creation Center Salzburg GmbH (BCCS) Jakob-Haringer-Str. 5/III 5020 Salzburg Austria www.bccs.at office@bccs.at	Chamber of Commerce Vorarlberg, Entrepreneurship Service (Wirtschaftskammer Vorarlberg, Gründerservice) Wichnergasse 9 6800 Feldkirch Austria mathis.christoph@wkv.at
How long has the company been established for?	since 2005 (closed down: end 2014, 2015: only seven "AplusB"-Centres in Austria)	since 1989
How many employees do you currently have?	until end of 2014: 5	currently 8, but only 2 full-time-employees
What do you offer to entrepreneurs?	<ul style="list-style-type: none"> - various moduls of education (for example marketing, basics in law, basics in business management etc.) - development business idea / business plan - patent and trademark protection - market analysis / examine terms of competition - juridical / management consulting - product and prototype development - scientific support - financial support (non-accrual loan) - non-monetary support (free use of work spaces, laboratory etc. until 18 months maximum) 	<ul style="list-style-type: none"> - juridical consultancy (industrial law, social legislation, commercial law) - consultancy in matters of foreign trade - consultancy for apprenticeship/traineeship/education/further education - consultancy for entrepreneurship/management succession - consultancy in topics of innovation, technology, energy, environment, infrastructure - consultancy about funding programmes, sources of finance, management
Do you have a target age group?	<ul style="list-style-type: none"> - persons with academic education - scientific assistants / scientists of all academic disciplines - persons with work experience (technological background) 	<ul style="list-style-type: none"> - entrepreneurs and start-ups - management successors - franchiser / franchisee
Do you have a target sector?	only academic start-ups and spin-offs	open for all branches
Is any of your delivery funded? If so what is the source?	deliveries are funded by FFG, the Austrian Society for supporting research, in seven entrepreneurship-center ("AplusB") austrian-wide (BCCS was one of these)	no, Chambers of Commerce is a public institution in Austria
Do you operate in one or multiple countries – if yes please name	- cooperation with an incubator in Germany (munich networks)	no, Chambers of Commerce is a public institution in Austria



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Section two: Delivery		
<i>These questions aim to understand the style, type and content of delivery. This will help inform our review of current EU provision.</i>		
	Business Creation Center Salzburg	Chamber of Commerce Vorarlberg, Entrepreneurship Service
How is the course delivered online/face to face/combination or both/other.	face to face	face to face, webinar
What is the duration of the course and how frequently are they delivered?	<p>The following trainings and workshops are obligatory for funded persons:</p> <ul style="list-style-type: none"> - pitch training (two days) - sales and marketing training (one day) - workshop juridical basics (one day) - workshop team composition for supporting (one day) 	<ul style="list-style-type: none"> - entrepreneurship training (altogether 32 hours in 8 days, 2 days per week = duration of 4 weeks) - seminar for young entrepreneurs, partitioned in 10 modules for a period of 3 months (altogether 75 hours in a period of 3 weeks, offer will presently revised) - workshop for entrepreneurs (3 hours)
How is the delivery structured e.g. number of hours per day?		- entrepreneurship training 4 hours per day
Is the course accredited? If yes please provide details	no	no
Do you provide any support following the course – if so what?	<p>Support: review of pitch (following pitch training)</p> <ul style="list-style-type: none"> - entrepreneurship table - periodical event of all two months: "Idea still exist - What now?" - mentorship (mentors are work experienced manager of big enterprises) 	<ul style="list-style-type: none"> - entrepreneurship consultancy is free of charge - connecting with experts/specialists - networking - Entrepreneurship center is partner and contact - webinars for special topics / specially for women - several events (small fairs, events with akademies, universities etc.) - entrepreneur competitions
Is there a charge for the course? If so how much?	The costs of the course are a part of the cost plan which must be presented at the time of the application for the admission in funding programme. In case of funding these costs are taken over from the BCCS.	<ul style="list-style-type: none"> - entrepreneurship training costs 490 €, the half can be refunded - three quarters from the costs of the seminar for young entrepreneurship can be refunded
Who is the course delivered by? E.g. academics, entrepreneurs, mix of speakers	- external experts from industry / commerce	- experts from chamber of commerce, institute of economic development
Do you deliver to individual entrepreneurs? If yes do you encourage any collaboration with others?	<ul style="list-style-type: none"> - individual consultancy and supporting are important parts of funding process - connecting with experienced experts / mentoring 	<ul style="list-style-type: none"> - individual consultancy, supporting and coaching - connecting with experts / networking - webinars specially for women - teamworking, interaction and cooperation with other entrepreneurs as a integrated part of young entrepreneurship training
Is it possible to sit in on any delivery or have a copy of the training material / outline to gain a more in-depth understanding of the training?	copy of training material	copy of training material
Once a participant gets accepted in your course, do you offer him/her an amount of money for his/her living and subsistence costs?	no	no



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Section three: Demand		
<i>These questions aim to understand the currently level of demand</i>		
	Business Creation Center Salzburg	Chamber of Commerce Vorarlberg, Entrepreneurship Service
How many participants do you have per course?	- pitch training: ca. 6 - sales training: ca. 15	10 to 15
How many of those that participate are graduates?	most of them	most of them
Have you made any changes in the curriculum of the courses? Why?	no	in progress, modules took too long, too many days
How frequently do courses run?	- entrepreneurship workshops three or four times per month - workshops for patent and trademark protection six times per year - workshops for informations about funding programmes and application four times per year - many further unique events (information days, science slams, market and technological trends etc.)	- entrepreneurship training two times per half-year
Total number of participants per year?	60 - 80	50
Do you require the entrepreneurs to complete any preparation before commencing the course?	preparation pitch training: participants must send a written pitch design to organisers before commencing	no
Is there a selection process? If so please describe	the conditions for an admission in BCCS are: - academic education - intention to start up a new business - motivation and big enthusiasm - business idea must be innovative and realizable	- process of consultancy and supporting: - business idea will discussed at first contact - in the first contact ascertainment the supporting and consulting needs - if necessary, connecting with experts - giving informations about financial sources / investors - checklists from homepage to download - cooperation with external consultants or experts
Is it open to others within our outside the EU?	about the half of participants are entrepreneurs from Germany	it would be, but there is no interest



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Section four: Marketing		
<i>These questions aim to understand how you attract people to entrepreneurship</i>		
	Business Creation Center Salzburg	Chamber of Commerce Vorarlberg, Entrepreneurship Service
What channels do you use to market your offer to entrepreneurs? (social media, marketing etc.)	<ul style="list-style-type: none"> - persistent presentations in universities ("speech days") - presentations in lectures, partly with entrepreneurs - contacts with technical college Salzburg (HTL Salzburg) - marketing activities with partner organisations - alumnus - awards 	<ul style="list-style-type: none"> - two big events per year with cooperation partners (academies, universities, financial instituts etc.) to present offers for entrepreneurs (150 until 200 participants) - small fairs - informative material in corporate design - all advised persons are getting informative material - at first contact will given comprehensive informations about all WKO offers
Who are your key target group?	academic educated persons, priority have students/graduates of science, applied science, information or digital technology	<ul style="list-style-type: none"> - no special target group, no exclusion; offers, trainings and fundings are directed at all people, who want to be an entrepreneur - portfolio include special offers for special target groups (high potentials, women)
Which marketing methods do you find the most effective?	face-to-face, meetings	<ul style="list-style-type: none"> - clear and direct adress to target group, that concentrates upon the essentials and avoids unnecessary informations - "to much" has an deterrent effect
Do you offer any free workshops / introductory offers?	regular events of information	<ul style="list-style-type: none"> - regular events of information - consultancy is free of charge
What do you feel this the biggest barrier to attracting new entrepreneurs and how have you addressed any of these?	AplusB-center are well known at target group, womens difficult to reach / to fund because alternative planning her phases of life	<ul style="list-style-type: none"> - currently entrepreneurs have a less competence/knowledge in interdisciplinary fields because the reduction of regulations to start a new business - our purpose: entrepreneurs to demonstrate the necessity of basic knowledge in management and law for a succesful business



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Section five: Successes		
<i>These questions aim to capture the successful best practice of your organisation and share with our EU partners</i>		
	Business Creation Center Salzburg	Chamber of Commerce Vorarlberg, Entrepreneurship Service
Of those that participate in the programme how many set up in business?	- 100 - 150 first contacts per year, from them will consult 60 - 80, the 15 - 20 most promising will be coached and 5 projects maximum will be funded	- success rate of start-ups approximately 70% after 5 years - some persons change in an employment and finish her business
What do you feel has been the biggest success to date?	projects which are realized in start-up business	
What would you say makes you different from other offerings?	- individual support - constant contact - obligatory trainings - an time-consuming build up of confidence	- individual consultancy free of charge - creation of confidence - open and clear communication with participants - clear conceptualized trainings and programmes, which are concentrated upon to essentials - regular re-views and actualizations of trainings and programmes every 2-3 years
What do you feel are the top three qualities to make a successful entrepreneur?	- creativity - encouragement - open for supporting / consultancy	- entrepreneurial character - an convincing business idea - open for external support
What are the top three skills an entrepreneur needs to be successful?	- subject-specific skills / knowledge - sales competence - juridical basic knowledge	- interdisciplinary knowledge / know-how (management, economy, law) - innovative business idea - stamina / assertiveness



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Section six: Improvements		
<i>These questions aim to understand what could be improved to ensure entrepreneurship in EU increases</i>		
	Business Creation Center Salzburg	Chamber of Commerce Vorarlberg, Entrepreneurship Service
What improvements would you make to the service if there were no limits?	<ul style="list-style-type: none"> - to found an business angels network - offers to a better and more individual funding for women 	<ul style="list-style-type: none"> - entrepreneurship should be included in schools - to enhance the potential of networking - cooperation with universities / research institutions must be improved (often depend from the professor's character) - entrepreneurship center's strategy must be new orientated: consultancy remains the core business, but necessary is contact and getting further feedback in the stage after establishing business
If the EU could do more to improve entrepreneurship what would this look like?	to intensify land-covered cooperation	<ul style="list-style-type: none"> - to intensify land-covered cooperation - to enhance cooperation consultancy-business-research
What do you feel is the main barrier to entrepreneurship?	<ul style="list-style-type: none"> - uncertainty - high risk - inadequate compatibility of time for family and work 	<ul style="list-style-type: none"> - shortage of interdisciplinary knowledge (basics in management and law) - no distinctive entrepreneurial character

Section seven: Partnership		
	Business Creation Center Salzburg	Chamber of Commerce Vorarlberg, Entrepreneurship Service
Do you currently work with any EU partners? - if so please provide info	incubator in Munich-Freilassing, munich networks, earlier cooperation with Rosenheim	no
Do you work with any partners outside of the EU? - if so please add details	no	no



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ANNEX II: Results from Local visits

Name of company and contact information including email and website	University of Regensburg / FUTUR Building BioPark I Josef-Engert-Straße 9 93053 Regensburg Germany futur@ur.de www.uni-regensburg.de/Einrichtungen/FUTUR	R-Tech GmbH Christoph Michl Bruderwöhrdstr. 15 b 93053 Regensburg Germany christoph.michl@it-speicher.de www.it-speicher.de	Chamber of Industry and Commerce Regensburg (IHK Regensburg) Dr.-Martin-Luther-Straße 12 93047 Regensburg Germany ertl@regensburg.ihk.de www.ihk-regensburg.de
How long has the company been established for?	since 1989	since 2001	since 1945
How many employees do you currently have?	currently 4	currently 35	130 (full-time)
What do you offer to entrepreneurs?	<ul style="list-style-type: none"> - for enterprises: consultation or cooperation with university of Regensburg - for scientist: contacts to the economy - answers to questions about financial support - start-up advices and informations for entrepreneurs - information about intellectual property rights 	<ul style="list-style-type: none"> - support innovative IT enterprises from strategic preparation of the foundation to the growth phase - development business idea / business plan - financial planning - financial support - company presentation - network construction, network-care - manage various technology networks 	<ul style="list-style-type: none"> - three coaching-programmes for different kinds of entrepreneurs - first informations, seminars and events for entrepreneurs - financial support and grants, for example, for coaching activities - connecting with consultants / advisors - connecting with investors / financial institutes - juridical consultancy - networking
Do you have a target age group?	People who are studying or have studied (students, graduates, scientists of all academic disciplines)	no	<ul style="list-style-type: none"> - young entrepreneurs - unemployed people - management successors
Do you have a target sector?	all classes at the University of Regensburg	information and communication technology start-ups	no
Is any of your delivery funded? If so what is the source?	funded by the University		Coaching programm for entrepreneurs in stage of pre-seed and management successors will co-financed by ESF.
Do you operate in one or multiple countries – if yes please name	no	no	



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<i>These questions will aim to capture some information about your organisation and key contact details.</i>			
Name of company and contact information including email and website	University of Applied Sciences Landshut (IDEE Gründungszentrum) Am Lurzenhof 1 84036 Landshut Contact person: Alexander Zendelbach alexander.zendelbach@haw-landshut.de	StartUP Center OTH (Eastern Bavarian Institute of Technology) Seybothstraße 2 93053 Regensburg starpup@oth-regensburg.de Contact person: Brigitte Kauer	Hans Lindner Stiftung Bahnhofstraße 29 94424 Arnstorf www.Hans-Lindner-Stiftung.de
How long has the company been established for?	since 2008 (with the name: entrepreneur office). It is financed until 31.12.2010	since 2010 (but the idea was launched 20 years ago; one of the first universities where you could get start-up advice)	1999
How many employees do you currently have?	2 (Mr. Zendelbach - 75% and Mr. Mühlfriedel - 25%)	3	Overall 23 employees , 5 of them are consultants for the division business start-up, 4 employees are responsible for proposals for further education (workshops an so on.)
What do you offer to entrepreneurs?	<ul style="list-style-type: none"> - start-up advices and informations for entrepreneurs - answers to questions about financial support - connecting with consultants / advisors - first informations, seminars and events for new entrepreneurs - founding programmes, various courses at the faculty of Business Administration 	<ul style="list-style-type: none"> - Examination and qualified feedback on the business idea - Planning the steps for the foundation of new entrepreneurs - Answering general questions about funding opportunities, rights and legal form - Assistance in the preparation of a business plan - Implementation of the formal application for funding - transfer to network partners - Support in the early development of your entrepreneur 	<ul style="list-style-type: none"> - workshops for selected topics (one to two days) - individual guidance
Do you have a target age group?	for all students at the University of Applied Sciences Landshut (only for students)	Student, graduate and research assistant at the Eastern Bavarian Institute of Technology (only for this students)	no, focus on the region "Niederbayern/Oberpfalz"
Do you have a target sector?	all classes at the University of Applied Sciences Landshut	all classes at the Eastern Bavarian Institute of Technology	no
Is any of your delivery funded? If so what is the source?	funded by the University	funded by the Eastern Bavarian Institute of Technology sponsors: Volksbank Regensburg eG; v. Düsterlho, Rothammer und Partner mbB network partners: Hans Lindner Regionalförderung AG & Co. KG; FUTUR Uni Regensburg; IT Speicher; Netzwerk Nordbayern; Hoch Sprung; IAFW; Stadt Regensburg; IHK	yes, foundation "Hans Lindner Stiftung"
Do you operate in one or multiple countries – if yes please name	no	no	no, focus on the region "Niederbayern/Oberpfalz"



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Section two: Delivery <i>These questions aim to understand the style, type and content of delivery. This will help inform our review of current EU provision.</i>			
	University of Regensburg (FUTUR)	R-Tech GmbH	Chamber of Industry and Commerce Regensburg
How is the course delivered online/face to face/combination or both/other.	face to face	face to face	face to face
What is the duration of the course and how frequently are they delivered?	class title: "per entrepreneurial spirit" (Pro Gründergeist), 4 modules: - business plan basics - introduction to financial planning - implementation of the business idea - soft skills for enterprises	- R-Tech offers individual coaching and counseling. The three technology networks that work together with R-Tech (The Bavarian IT Security Cluster, Bavarian IT Logistics Cluster, Technology networks and technology forums) offer from time to time courses. - PushIt-Project led by Christoph Michl (he works no longer there) PushIt-start-up-advice (oriented to start-up companies and entrepreneurs already) PushIt-start-up-coaching (oriented to students with innovative ideas and projects) PushIt-start-up-office (offers the possibility for the new entrepreneurs against 50 € per month to rent an office with internet and telephone)	- coaching-programm in stage of pre-seed (two months) - coaching-programm for (young) entrepreneurs (six months)
How is the delivery structured e.g. number of hours per day?	4 days plus 2 presentations	differently	Every coaching (topics, contents and duration) will individually defined and fixed with the selected personal consultant. Should the coaching be funded by the Chamber of Industry and Commerce, the duration may not cross 8 hours on the day.
Is the course accredited? If yes please provide details	6KP that can be counted in each course at the University of Regensburg	no	The consultants must be accredited for the program "entrepreneur coaching Germany". Conditions are that they must have a three-year-old work experience and have carried out two reference consultancies in the last twelve months.
Do you provide any support following the course – if so what?	connecting with experts/specialists	connecting with experts/specialists	- contact with consultant after coaching - networking with other (experienced) entrepreneurs - offering permanent information events to new developments which are relevant for entrepreneurs: topics of law, taxes, education, new funding possibilities etc.
Is there a charge for the course? If so how much?	the course is free of charge and is only for students of the University Regensburg	- entrepreneurship consultancy is free of charge - entrepreneurship training is free of charge	- coaching-programm in stage of pre-seed: 8.000 € (maximum 70% can be funded) - program entrepreneur coaching Germany: 5.600 € (maximum 50% can be funded)
Who is the course delivered by? E.g. academics, entrepreneurs, mix of speakers	experts from f.u.n. network nordbayern gmbh together with Department for Innovation and Technology Management (University Regensburg)	academics, entrepreneurs, mix of speakers	academics, experienced entrepreneurs, consultants, specialists
Do you deliver to individual entrepreneurs? If yes do you encourage any collaboration with others?		- individual consultancy and supporting are important parts of funding process - connecting with experienced experts / mentoring	It is not a integral part of the individual coaching program, but the entrepreneurs have the possibility to exchange ideas, networking with other entrepreneurs etc.
Is it possible to sit in on any delivery or have a copy of the training material / outline to gain a more in-depth understanding of the training?			The individual needs will individually arranged with the consultant, so that it is possible to set priorities and depths.
Once a participant gets accepted in your course, do you offer him/her an amount of money for his/her living and subsistence costs?	no	no	No, but he can take up the funding possibilities which are offered by Chamber of Industry and Commerce.


Erasmus+

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Section two: Delivery <i>These questions aim to understand the style, type and content of delivery. This will help inform our review of current EU provision.</i>			
	University of Applied Sciences Landshut	StartUP Center OTH	Hans Lindner Stiftung
How is the course delivered online/face to face/combination or both/other.	face to face	face to face	Face-to-face, online, flyer, brochures
What is the duration of the course and how frequently are they delivered?	<ul style="list-style-type: none"> - event (yearly): "Landshut entrepreneur night" - design thinking (course at the University; each semester) - prime Cup: competition between new entrepreneurs - "entrepreneurial skills": three semester 	<ul style="list-style-type: none"> - individual counseling (approach individually to each person; the plans instructions - only assistance, the founders themselves must write the plan. - lectures at the Eastern Bavarian Institute of Technology (in the area of business start-up - for example: business strat up, business game, business plan simulation, patent application and patent law, leadership skills, market research, etc.) - events: 5-Euro-Business (the practice competition on business creation) - lecture programs - always different but for example: Program for summer semester: "Starting business - where come the capital?" and "Establish as a woman in the IT industry "; purpose: training and sensitization - "Gründerwerkstatt" - a workstation available for new entrepreneurs with a central conference room - prime Cup - competition - Business simulation Center (BSC) - "per entrepreneurial spirit" (Pro Gründergeist) - july last year has ended, the project was funded by EU 	Course/school for founders of an enterprise: a workshop which is divided in 6 parts, corporate followers and new entrepreneurs, two times a year, possible to participate at the whole semiar or on selected topics
How is the delivery structured e.g. number of hours per day?	<ul style="list-style-type: none"> - the event: one day (11.November 2015) - design thinking: 1 semester with external Dozent, to complete the course: create a business plan, presentation - prime Cup: differently - "entrepreneurial skills": three semester, no exam, but writing protokols, various topics transfer. The idea of the course is to develop a new idea und to realize this idea. Supported by Campus Company Landshut 	<ul style="list-style-type: none"> - lectures at the Eastern Bavarian Institute of Technology: each lecture lasts one semester; conditions to sign it up: study in operational business administration, registration and the "business start-up founding" class- succeeded - lecture programs: one day (no conditions, no registration) 	about 3-4 hours
Is the course accredited? If yes please provide details	- design thinking: 2KP	- lectures: it depends on how many hours per week, between 2-4 houers per week. (5-6 Credit points)	The possiblity of getting a certification at universities exits, general confirmation of participation at the end
Do you provide any support following the course – if so what?	<ul style="list-style-type: none"> - contact with consultant after coaching - all advices - entire support von Mr. Zendelbach 	all the time	workshops for selected topics (one to two days) Entrepreneurship programme: free of charge for regional entrepreneurs one to two day workshops: 80 to 180 €, depends on workshop duration individual guidance: 80 € per hour
Is there a charge for the course? If so how much?	free of charge	no, for the students at Eastern Bavarian Institute of Technology is free of charge	
Who is the course delivered by? E.g. academics, entrepreneurs, mix of speakers	academics, experienced entrepreneurs	academics, experienced entrepreneurs, consultants, specialists	Speakers from chambers, business developments, banking institutions, tax accountants, health insurances, lawyers and other experts close to the foundation of companies. They give you practical , actual and specific regional knowledge and know-how for founders and entrepreneurs.
Do you deliver to individual entrepreneurs? If yes do you encourage any collaboration with others?		<ul style="list-style-type: none"> - individual consultancy and supporting are important parts of funding process - connecting with experienced experts / mentoring 	Individual guidance, coaching respectively continuous attendance during the foundation: 80 € per hour.
Is it possible to sit in on any delivery or have a copy of the training material / outline to gain a more in-depth understanding of the training?	copy of training material	lectures: yes online platform	Yes, Slides and Brochures
Once a participant gets accepted in your course, do you offer him/her an amount of money for his/her living and subsistence costs?	no	no	no



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Section three: Demand			
<i>These questions aim to understand the currently level of demand</i>			
	University of Regensburg (FUTUR)	R-Tech GmbH	Gründeragentur Regensburg Chamber of Industry and Commerce Regensburg
How many participants do you have per course?	always different	10 to 150	
How many of those that participate are graduates?			
Have you made any changes in the curriculum of the courses? Why?			
How frequently do courses run?	- "per entrepreneurial spirit" (Pro Gründergeist): two times per year 5 Euro Business - differently	PushIt-project: all the time	
Total number of participants per year?			
Do you require the entrepreneurs to complete any preparation before commencing the course?	No	No	
Is there a selection process? If so please describe	No	- process of consultancy and supporting: - business idea will be discussed at first contact - in the first contact ascertainment the supporting and consulting needs - if necessary, connecting with experts - giving information about financial sources / investors - cooperation with external consultants or experts	Every entrepreneur can use the coaching program, there is no selection process. If the entrepreneur wants to be funded: Only for people who live in Bavaria and don't have a business one year before being an entrepreneur. Every kind of business idea can be funded after positive check by the Chamber of Industry and Commerce.
Is it open to others within our outside the EU?	about the half of participants are entrepreneurs from Germany		Yes, the Chamber of Industry and Commerce is the official contact in accordance with EU directive for all entrepreneurs from EU-countries who want to become active business in Germany.



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Section three: Demand			
<i>These questions aim to understand the currently level of demand</i>			
	University of Applied Sciences Landshut	StartUP Center OTH	Hans Lindner Stiftung
How many participants do you have per course?	- event: it is with registration; approximately: 200 - design thinking: 30-40 (always waiting list) - "entrepreneurial skills": 3 groups - 20-25 persons (always waiting list)	- individual counseling: Consultations per year - app. 70, weekly - 3-4 - lectures: differently - lecture programs: more than 60	Entrepreneurship programme: 30 to 130 participants workshops: about 15 participants
How many of those that participate are graduates?	only students	only students	most of them
Have you made any changes in the curriculum of the courses? Why?			No, offers have been expanded, current offers only include basic terms
How frequently do courses run?	- the event: one day (11.November 2015) - design thinking: 1 semester with external Dozent - "entrepreneurial skills": three semester	-individual counseling: all the time - lectures: each semester	"Unternehmerschule": twice a year in different cities in the region Workshops: it's up to the topic 1-8 times a year
Total number of participants per year?	-design thinking: approximately: 80-100 - "entrepreneurial skills": 3 groups - 20-25 persons	- lectures: 200 per year	500
Do you require the entrepreneurs to complete any preparation before commencing the course?	- design thinking: no - "entrepreneurial skills": study in business administration	- by lectures: study in operational business administration, registration and the "business start-up founding" class-succeeded	Not for workshops, for individual guidance: completing a questionnaire is necessary
Is there a selection process? If so please describe	no	- by lectures: study in operational business administration, registration and the "business start-up founding" class-succeeded	about 600 yearly requests, selection: about 350-400 guidance in a first discussion, dissuasion of foundation is possible about 100 founders get an acute guidance (therefrom 80 new founders, 20 company successors)
Is it open to others within our outside the EU?	no		only for a fee



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Section four: Marketing			
<i>These questions aim to understand how you attract people to entrepreneurship</i>			
	University of Regensburg (FUTUR)	R-Tech GmbH	Chamber of Industry and Commerce Regensburg
What channels do you use to market your offer to entrepreneurs? (social media, marketing etc.)	<ul style="list-style-type: none"> - posters, flyers (at the University) - Mouth to mouth propaganda among students - seminars - facebook - mails 	<ul style="list-style-type: none"> - persistent presentations in universities ("speech days") - Mouth to mouth propaganda among students - Advertising by the three technology networks that work together with R - Tech (The Bavarian IT Security Cluster, Bavarian IT Logistics Cluster, Technology networks and technology forums) 	<ul style="list-style-type: none"> - website - flyers - events - publications - pamphlets / brochures
Who are your key target group?	students at the University of Regensburg	academic educated persons, priority have students/graduates of information and communication technology	No specific target group, in principle entrepreneurs of all fields of activity can be coached / be funded.
Which marketing methods do you find the most effective?			
Do you offer any free workshops / introductory offers?	consultancy is free of charge	consultancy is free of charge	<ul style="list-style-type: none"> - regular events of information - first consultancy is free of charge
What do you feel this the biggest barrier to attracting new entrepreneurs and how have you addressed any of these?	-	-	



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Section four: Marketing			
<i>These questions aim to understand how you attract people to entrepreneurship</i>			
	University of Applied Sciences Landshut	StartUP Center OTH	Hans Lindner Stiftung
What channels do you use to market your offer to entrepreneurs? (social media, marketing etc.)	<ul style="list-style-type: none"> -website - facebook - lectures - flyer - sponsors - Sparkasse - posters in the city 	<ul style="list-style-type: none"> - internal magazine: always in it in Research Field - facebook (OTH page) - flyer - posters - internet - write to the students personally - lectures - make advertising in 5-business event - in front of cafeteria: display stands - alle networks - in the future: newsletter 	<ul style="list-style-type: none"> - flyer - posters - brochures - internet - make advertising - all networks - in the future: newsletter
Who are your key target group?	- students at the University	students	all entrepreneurs
Which marketing methods do you find the most effective?	facebook, lectures, flyer	write to the students personally	all important
Do you offer any free workshops / introductory offers?	<ul style="list-style-type: none"> - consultancy is free of charge - 1 yearly: workshop in various areas with external Dozent (examples: business plan, financial planning, marketing concept, finance) 	<ul style="list-style-type: none"> yes - Create a business plan - Technical workshop all workshop are chargeable 	"Unternehmerschule" is for free
What do you feel this the biggest barrier to attracting new entrepreneurs and how have you addressed any of these?	-	-	Hans-Linder-Stiftung very popular, no barrier



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Section five: Successes <i>These questions aim to capture the successful best practice of your organisation and share with our EU partners</i>			
	University of Regensburg (FUTUR)	R-Tech GmbH	Chamber of Industry and Commerce Regensburg
Of those that participate in the programme how many set up in business?		Consultations per year: 50-60	
What do you feel has been the biggest success to date?	projects which are realized in start-up business	-projects which are realized in start-up business -Founder support: ondeso GmbH and Timing-Architects Embedded Systems GmbH (Start-up of the year 2012, 2013)	
What would you say makes you different from other offerings?	- individual consultancy free of charge - creation of confidence - open and clear communication with participants	- individual consultancy free of charge - creation of confidence	
What do you feel are the top three qualities to make a successful entrepreneur?	- commitment - the idea needs a relevant market - to be able to have partner - open for supporting / consultancy - team player	-creativity - open for supporting / consultancy - an convincing business idea	
What are the top three skills an entrepreneur needs to be successful?	innovative business idea		



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Section five: Successes			
<i>These questions aim to capture the successful best practice of your organisation and share with our EU partners</i>			
	University of Applied Sciences Landshut	StartUP Center OTH	Hans Lindner Stiftung
Of those that participate in the programme how many set up in business?			all
What do you feel has been the biggest success to date?	<ul style="list-style-type: none"> - projects which are realized in start-up business - prime Cup: 1x first place; 1x third place (study area - electrical engineering, industrial engineering) 		helping lots of entrepreneurs in general
What would you say makes you different from other offerings?	<ul style="list-style-type: none"> - individual consultancy free of charge - creation of confidence - open and clear communication with participants 	start up is independently: it must not be achieved quote	non-profit intention (offerings are promoted by the foundation), sustained guidance possible
What do you feel are the top three qualities to make a successful entrepreneur?		<ul style="list-style-type: none"> - The aim must strategically placed - To identify potential 	to have the identity of an entrepreneur, commitment/engagement at sales and marketing, corporate openness and strategic vision for further evolution
What are the top three skills an entrepreneur needs to be successful?			see topics mentioned above



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Section six: Improvements			
<i>These questions aim to understand what could be improved to ensure entrepreneurship in EU increases</i>			
	University of Regensburg (FUTUR)	R-Tech GmbH	Chamber of Industry and Commerce Regensburg
What improvements would you make to the service if there were no limits?	-	-	
If the EU could do more to improve entrepreneurship what would this look like?	-	-	
What do you feel is the main barrier to entrepreneurship?	<ul style="list-style-type: none"> - shortage of interdisciplinary knowledge - uncertainty - fear to grab the initiative - no information 	<ul style="list-style-type: none"> - uncertainty - fear to grab the initiative - no information 	

Section six: Improvements			
<i>These questions aim to understand what could be improved to ensure entrepreneurship in EU increases</i>			
	University of Applied Sciences Landshut	StartUP Center OTH	Hans Lindner Stiftung
What improvements would you make to the service if there were no limits?	international cooperation	international cooperation	Reinforce own staff, to offer more coaching, more individual guidance additional to the workshops
If the EU could do more to improve entrepreneurship what would this look like?			-
What do you feel is the main barrier to entrepreneurship?		<ul style="list-style-type: none"> - uncertainty - fear to grab the initiative - no information 	no strategic vision



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Section seven: Partnership								
	Business Creation Center Salzburg	Chamber of Commerce Vorarlberg, Entrepreneurship Service	University of Regensburg (FUTUR)	R-Tech GmbH	Chamber of Industry and Commerce Regensburg	University of Applied Sciences Landshut	StartUP Center OTH	Hans Lindner Stiftung
Do you currently work with any EU partners? - if so please provide info	incubator in Munich-Freilassing, munich networks, earlier cooperation with Rosenheim	no	no	no		no	no	Romania, foundation for entrepreneurs in the social sector
Do you work with any partners outside of the EU? - if so please add details	no	no	no	no		no	no	Exchange with canadian information center for founder of new businesses, yearly visits (Visit Best Practices“

Section eight: Other information				
Please record any other information you feel it is important to capture that would add value to our current understanding of entrepreneurship in the EU.				
	Hans Lindner Stiftung			
	Already at schools, courses/information about founding companies should be provided at an early age			



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Annex III: National initiatives/projects/news (excel document)

ICT ENTREPRENEUR					
A European University-Business Alliance aiming to foster the entrepreneurial spirit of ICT students					
	COUNTRY	INITIATIVE/ARTICLE/NEWS	ORGANISATION	SHORT DESCRIPTION	WEBSITE
1	Germany / Bavaria	Initiative for business start-up advice	Center for Innovation and Business Creation at TU Munich (UnternehmerTUM) Günter Rid Foundation	- aimed to promoting innovate business ideas to relating digital technologies with conventional retail trade concepts - the best five innovation teams will be promoted with 5.000 Euro project budget (the winner 10.000 Euro), get	http://www.handel-im-wandel.org/
2	Germany / Bavaria	Initiative - Coworking place for startups	neep01 Coworking Regensburg	- a coworking place should promote networking for people in creative, media or digital business - connecting peoples to starting new projects together - consulting business start-up persons	http://www.neep01.net/
3	Germany / Bavaria	Initiative for business start-up advice	BayStartUp	- hosting business-plan competitions - linking with "business angels" and investors - Individual training and coaching for business start-up persons - workshop-programs with experts - networking with universities, research institutes, companies, investors, cluster etc.	http://www.baystartup.de/
4	Germany	Project E-Entrepreneurship Flying Circus (#EEFC14)	University of Duisburg-Essen in cooperation with eco-organization of german internet economy, the federal association of german startups and the advisory council young digital economy in federal ministry of economy and energy	- arrange action-days on six german universities to strengthen the education of business start-up persons in digital economy - initiating debates and discussions between students, politicians, businessmen and professors to increasing the social acceptance of business start-ups - bringine more students to start a business in digital economy	http://www.digital-ist.de/aktuelles/digital-aktuell-der-newsticker/starthilfe-fuer-nachwuchsgruender.html
5	Germany / Bavaria	Hochsprung - the network of startup consultants and entrepreneurship educators who teaching on bavarian academies / universities	Initiated by Regio M in cooperation with LMU Munich	- promoting entrepreneurship on bavarian universities - consulting for startups - information, networking and qualification for business start-up persons	http://hoch-sprung.de/
6	Germany / Bavaria	FUTUR - Initiative for accelerating the transfer of researching and technology by University of Regensburg	University of Regensburg, Initiative FUTUR is a partner of the both startup-networks HOCHSPRUNG and GROW	- individual consulting of business start-up persons - supporting activities to promote technology-based business start-ups - organizing realistic business start-up competitions for students - intermediation of business partners and orders - a low priced using of laboratories and rooms - participation on fairs which are organized by University of Regensburg - consulting and coaching the assistance-measures	http://www.uni-regensburg.de/Einrichtungen/FUTUR/html/existenzgruendung.html
7	Germany / Bavaria	Start-up Center - Initiative for business start-up advice by OTH Regensburg	OTH Regensburg (University of applied sciences)	- testing / checking the business ideas (Business Simulation Center) - getting tips to realize business idea - hand out advices to find or provide sources of finance, the adequate legal form of company etc. - helping to develop a business plan - intermediation to partners - supporting start-ups in the early stage	https://www.oth-regensburg.de/nc/startup/startseite.html
8	Germany / Bavaria	Blog for IT-Community	Social Media, Xing-Forum	- publishing new informations for business start-up persons (not only) about new technological developments, new support programs, intermediation to experts etc.	https://www.xing.com/communities/forums/100582610



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9	Germany / Bavaria	Entrepreneurship-Center	LMU Munich	<ul style="list-style-type: none"> - training and teaching different kinds of entrepreneurial skills - Spin-Off-Services, own Incubator - initiating networking-events to experience exchange - researching in entrepreneurship 	http://www.entrepreneurship-center.uni-muenchen.de/index.html
10	Germany / Bavaria	Internet Business Cluster	Cluster, Member are LMU Munich, University of Regensburg, Burda Digital GmbH, Tomorrow Focus AG, ProSiebenSat.1 Digital GmbH and SapientNitro GmbH	<ul style="list-style-type: none"> - researching in the field of internet economy, especially digital business-models - identification, promoting and developing of talents who are boosting the potential of internet economy in the region Munich - networking and arranging dialogue between scientists, politicians and entrepreneurs 	http://ibc-muenchen.com/
11	Germany	Blog for IT-Community	NetMediaEurope Deutschland GmbH	<ul style="list-style-type: none"> - new informations for IT- and Business Manager - informations about new products, technologies etc. 	www.silicon.de
12	Germany	Blog for IT-Community	DS Media GmbH	<ul style="list-style-type: none"> - new informations inside the IT-community, especially startups - informations about new products, new trends and developments etc. 	www.deutsche-startups.de
13	Germany / Bavaria	Initiative for networking in bavarian media sector	MedienCampus Bayern e.V.	<ul style="list-style-type: none"> - networking and public relations for bavarian media companies - connecting and developing new education / training contents - informations about new business startups 	http://www.mediennetzwerk-bayern.de
14	Germany / Bavaria	Initiative "Business start-up country Bavaria"	Bavarian State Ministry of Economy and Media, Energy and Technology	<ul style="list-style-type: none"> - accelerating the transfer of technological knowledge into developing business ideas - networking between technological-based start-ups - financial supporting for startups in the early stage - information / communication about successful business start-up persons 	http://www.stmwi.bayern.de/wirtschaft-standort/gruenderland-bayern/
15	Germany	Event - Business start-up fair 2015	Federal Ministry of Economy and Energy	<ul style="list-style-type: none"> - presenting informations and service ranges for business start-up persons (founders fair / trade fair) 	http://magazin.existenzgruender.de/2014/12/?utm_source=n1214&utm_medium=email&utm_content=main&utm_campaign=Newsletter#veranstaltungen
16	Germany / Region Karlsruhe	Event - CyberChampions Award	CyberForum e.V. - hightech-network	<ul style="list-style-type: none"> - awarding the best business ideas, most innovative products, highest customers benefits, best market opportunities and the most convincing entrepreneurial personality in the field of ICT-start-ups 	http://www.cyberforum.de/events/special-events/cyberchampions-award/
17	Germany / Bavaria	IT-Entrepreneurship Center	R-Tech GmbH	<ul style="list-style-type: none"> - Supporting and promoting startups dealing with IT topics - Offering hireable office spaces - Individual and free consultancy - Integration to the existent network 	www.it-speicher.de
18	Germany / Bavaria	Initiative for business start-up advice	Hans-Lindner-Foundation	<ul style="list-style-type: none"> - Combined offer: preparation before founding and long-term attendance while implementing the business idea - Demonstrating realistic perspectives - Securing motivation 	www.hans-lindner-stiftung.de
19	Germany	Initiative for business start-up advice	gründernet consultant and project development GmbH	<ul style="list-style-type: none"> - General information - Initial consultation - Intensive mentoring - Collateral coaching 	www.gruendernet.com
20	Germany / Bavaria	Public institution	Chamber of Industry and Commerce, Region Oberpfalz/Kelheim, Regensburg	<ul style="list-style-type: none"> - Providing workshops dealing with business and judicial topics - Offering additional training opportunities - Preparing information material 	www.ihk-regensburg.de
21	Germany / Bavaria	IT-Entrepreneurship Center	Aitiraum	<ul style="list-style-type: none"> - Offering ideal basic conditions for young entrepreneurs in the field of information and communication technology 	www.aitiraum.de
22	Germany / Bavaria	Official internet portal for business start-up persons in Bavaria	Bavarian State Ministry of Economy and Media, Energy and Technology	<ul style="list-style-type: none"> - Offering check lists - Assisting in overcoming administrative barriers - Specifying contact persons, loan programs etc. 	www.startup-in-bayern.de
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