



Projet cofinancé par le Fonds Européen de Développement Régional (FEDER)  
Project cofinanced by the European Regional Development Fund (ERDF)



bic of attika

Previous experiences

WP3: Transnational access to funding

PARTNER: BIC OF ATTIKA

NAME OF ACTION	TYPE OF ACTION	MOTIVATION	OBJECTIVES	TARGET GROUPS	SECTORS	IMPLEMENTATION MODEL	COST	RESULTS	SUCCESS FACTORS	RECOMMENDATIONS /COMMENTS
Specific actions developed by your institutions in this field	Service (permanent); programme; activity	Pertinence with the context and the identified needs of target groups.	Objectives to be achieved	Collective to which the action is addressed	Economic sector in which the action is framed	Detailed description of the executed activities. Collaboration with other stakeholders, specify if Public-Private Partnerships.	Estimated cost if available	Results and impact achieved	Key factors for the success of the action	
1 Investment Forums	activity	To support enterprises for having access to private funding; to promote the networking of institutional actors.	Give the opportunity to Entrepreneurs to meet with Business Angels & BANS, VCs, other Private Investors for investment collaborations.	Entrepreneurs and business angels from differently mainly MED countries	all sectors	15- 2 days Investment Forums for transnational collaborations. The collaborative institutions network with organizations that support and promote BA activity. The Investment Forums set the framework for further transnational collaborations.		The forums provided a unique opportunity for investors to meet and network with dynamic and promising SMEs acting as a platform for new international exchanges and investment collaborations.		
2 Investment readiness and ready to invest Programs	programme	To support enterprises with the investment process and get access to private funding.	Creation of a toolkit for supporting enterprises to get prepared, evaluate and get guidance on the private funding reducing the information asymmetries (information gap) between entrepreneurs and business angels.	entrepreneurs / start ups	all sectors	A toolkit was developed and training sessions were implemented for supporting and preparing entrepreneurs towards the evaluation of a business idea.		Guidance and training to entrepreneurs on how to use the financial tools and in which way can have access to private funding/ Business Angels/VCS.		



Previous experiences

WP4: Cross-landing & Internationalization services

PARTNER: BIC OF ATTIKA

NAME OF ACTION	TYPE OF ACTION	MOTIVATION	OBJECTIVES	TARGET GROUPS	SECTORS	IMPLEMENTATION MODEL	COST	RESULTS	SUCCESS FACTORS	RECOMMENDATIONS /COMMENTS
Specific actions developed by your institutions in this call										
1	SoftLanding Club	Service (permanent)	Member of a co-incubation service for companies giving them the opportunity to explore new markets, make international collaborations and reduce administrative costs.	Supporting enterprises to internationalize their business/ product.	Enterprises	all sectors	Network of business incubation programs that provide assistance to innovative companies under the support of EBN's BICs. Each member provides services to help companies achieving their business goals in foreign markets. Such services are: Logistics, Access to local business community and Specialized support (legals, tax issues, etc).	3 enterprises requested SoftLanding Support aiming to access foreign markets.	Network of business incubation programs	
2	Toolkit for Actors supporting the internationalization of enterprises	Activity	Definition of the profile of Entities/Structures supporting Internationalized Entrepreneurship. Formulation of a Self-Evaluation Methodology	Tools for rendering integrated support to SMEs for raising innovativeness and starting (or improving) internationalization processes.	Enterprises, Actors facilitating and supporting the internationalization of the enterprises.	Creative Industries	Based upon scientific/technical partners' know-how and experience and on reviewing and incorporating relevant modern scientific approaches and techniques, a set of methodological tools was developed, constituting a comprehensive "Toolkit" for Actors acting as Facilitators for supporting enterprises' internationalization.	Development of tools for rendering integrated support to SMEs for raising innovativeness and starting (or improving) internationalization processes.		
3	Transnational Business Cooperation Missions	Activity	Support of SMEs for building capacity to effectively be involved in processes of internationalization.	Enterprises to exchange experiences, in tracing prospects for specific joint actions and in establishing conditions for trans-territorial and transnational cooperation, in the fields of: a) Transfer and/or joint development of knowledge and innovative practices. b) Developing joint business activities among SMEs of Creative Industries sector.	SMEs	Creative Industries	2-3 days Business Cooperation Missions were organized for tracing, enhancing and exploiting cooperation prospects among the enterprises operating in the field of Creative Industries.	In the Business Cooperation Mission in Athens, participated 57 enterprises having more than 60 B2B meetings.		



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**WPS: Acceleration programme**

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NAME OF ACTION	TYPE OF ACTION	MOTIVATION	OBJECTIVES	TARGET GROUPS	SECTORS	IMPLEMENTATION MODEL	COST	RESULTS	SUCCESS FACTORS	RECOMMENDATIONS /COMMENTS
Specific actions developed by your institutions in this field	Service (permanent); programme; activity	Pertinence with the context and the identified needs of target groups.	Objectives to be achieved	Collective to which the action is addressed	Economic sector in which the action is framed	Detailed description of the executed activities. Collaboration with other stakeholders, specify if Public-Private Partnerships.	Estimated cost if available	Results and impact achieved	Key factors for the success of the action	
1 <b>NSRF/ National Strategic Reference Framework</b>	programme	Consulting services to existing enterprises and new entrepreneurs seeking to grow their business.	To support existing enterprises and new entrepreneurs to develop their business by getting public aid.	potential and new entrepreneurs, SMEs	all sectors	Provision of a wide spectrum of consulting services to existing enterprises and new entrepreneurs, such as: <ul style="list-style-type: none"> <li>• Business plans</li> <li>• Feasibility Studies - Analyses</li> <li>• Investment Plans Studies</li> <li>• Feasibility Studies</li> <li>• Restructuring Studies</li> <li>• Sectoral reports</li> <li>• Marketing Plans</li> <li>• Access in Financial Resources</li> <li>• Access in Foreign Markets and Search for Partners at International level</li> <li>• Technology and Know-how Transfer</li> <li>• Monitoring of implementation and evaluation of investment projects</li> <li>• Implementation of Studies of European projects</li> <li>• Information - Guidance in specialized Operational subjects.</li> </ul>		The last years more than 50 enterprises are supported. A large number of them managed to get public aid for developing their business.		
2 <b>INCUBATION SERVICES</b>	service (permanent)	To support new entrepreneurs and existing enterprises to develop their business innovation.	New entrepreneurs and existing enterprises to have the business exploitation of an innovation.	New entrepreneurs and existing enterprises	all sectors	The services that are provided concern: <ul style="list-style-type: none"> <li>• Networking</li> <li>• Access to Financing</li> <li>• Marketing</li> <li>• Management of Knowledge</li> </ul>		Incubation services to more than 10 enterprises in the last years.		
3 <b>Organization of awareness workshops</b>	activity	To raise awareness of local and regional actors about the private and public funding.	To raise awareness of local and regional actors and enterprises about the private and public funding.	Entrepreneurs, European institutions, State Administrations, Local and Regional Authorities, Private sector, General Public, Med Programme Authorities, Med National Contact Points, BANS.	all sectors	Collaboration with Local and Regional authorities for workshop organization.		Provision of information to interested parties.		