



---

## iEER Action plan

---

*23/03/2018*

*Valencian Community, Spain*

*Brussels, March 2018*



<b>1.GENERAL INFORMATION</b> .....	<b>3</b>
<b>2.BACKGROUND AND SUMMARY OF IEER FINDINGS</b> .....	<b>4</b>
2.1.- VALENCIA COMMUNITY .....	4
2.2.- MAIN PRIORITIES WHERE TO FOCUS EFFORTS .....	5
2.3.- IEER THINKING & DISCOVERY PROCESS .....	6
<b>3.LIST OF PRIORITY ACTIONS</b> .....	<b>8</b>
<b>4.DETAIL ACTIONS</b> .....	<b>9</b>
4.1.- ENTREPRENEURIAL ECOSYSTEM PLATFORM .....	9
4.2.- ENTREPRENEURIAL ECOSYSTEM STRATEGIC PLAN .....	11
4.3.- AULA EMPRENDE .....	13
4.4.- SCALE-UP .....	15
4.5.- INNOVATIVE ENTREPRENEURSHIP FINANCING. SMEs, SEAL OF EXCELLENCE .....	19
4.6.- VALENCIAN INSTITUTE OF FINANCE (IVF) INSTRUMENT .....	22
4.7.- IEER PILOT ACTION AULA EMPRENDE .....	25
<b>MONITORING AND IMPACTS OF THE ACTION PLAN</b> .....	<b>28</b>
<b>INDICATOR OVERVIEW</b> .....	<b>28</b>

*The action plan is a document providing details on how lessons learnt from the cooperation will be exploited or transferred to improve the policy instrument tackled within Valencian region. It specifies the nature of the action to be implemented, their timeframe, the players involved, the costs (if any) and funding source (if any).*

*IEER Action Plan has been politically validated by the Entrepreneurial Council of Valencia Region on November 20<sup>th</sup> 2017*



## 1. General information

iEER Project (PGI00111)	
Partner organization	Regional Government of Valencia
Other partner organization involved (if relevant)	SG ECONOMÍA SOCIAL Y EMPRENDIMIENTO IVACE DG FINANCIACIÓN Y FONDOS EUROPEO UNIVERSIDAD DE VALENCIA UNIVERSIDAD POLITÉCNICA DE VALENCIA UNIVERSIDAD DE ALICANTE PARQUE CIENTÍFICO UJI IVF AJEV ALIASGROUP NBN23
Country	Spain
NUTS2 region	ES52
Contact person	María José Ortolá
Email address	ortola_mjo@gva.es
Phone number	+34 96 386 91 26



## 2. Background and Summary of iEER findings

### 2.1.- Valencia Community

**POPULATION:** Population in the Community of Valencia 2016 was 4.959.968, which represents 10.68 % of the total Spanish population. The population in 2016 has decreased by 20.721 inhabitants on the previous year. By gender, women make up 50.63 % of the population, which is very similar to the Spanish average of 50.93 %. Valencia is one of the Autonomous Communities with the highest proportion of foreign nationals (13.56 % of the population).

Year	2011	2016	Evolution	
Gross birth rate (‰)	9,89	8,49	↓	-1,4
Population growth (‰)	2,09	0,54	↓	-1,55
Life expectancy at birth	81,80	82,69	↑	0,89
Average age of population	41,07	42,97	↑	1,9
Ageing index	104,75	118,57	↑	13,82
Dependency rate	49,23	54,46	↑	5,23

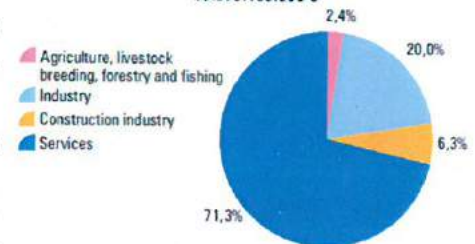
Table 2 Demographic indicator  
<http://www.pegv.gva.es/en/dbcv>

The greatest demographic concentration exists in the municipalities closest to the coast, reflecting the demographic imbalance between rural areas and the Mediterranean coast, as a consequence of the greater employment opportunities related to economic activity in the coastal zone.

**ECONOMY:** In 2016, the valencian economy recorded a volume **GDP growth rate** of 3.3%, one tenth higher than that corresponding to Spain, according to the first estimation of Spanish Regional Accounts, with 21.296 euros per inhabitant.<sup>1</sup>

According to data on sectorial contribution to the **gross added value**<sup>2</sup> (GVA) of the Valencian economy in 2016, the agricultural sector of the Region of Valencia represented 2.4%, lower than the weight of the Spanish agricultural sector, 2.6%. The weight of the manufacturing industry was 16.6% of its GVA and that of the energy sector to 3.4%, in total 20.0%. The differences with the economic structure of Spain are, a relative lower importance of its industry and greater in the weight of its energy sector (3.6%). The construction sector accounted for 6.3%, gaining weight over the previous year, when it represented 6.1%.

Gross added value, 2016 (1st estimate)  
95.375.106.000 €



Regarding **main industry and economic activity**, Valencia Region shows a sectorial specialization not very different from that of Spain, where services concentrate most of the gross value added (GVA) and employment

<sup>1</sup>[http://www.ine.es/en/prensa/cre\\_2016\\_1\\_en.pdf](http://www.ine.es/en/prensa/cre_2016_1_en.pdf)

<sup>2</sup><http://www.pegv.gva.es/en/dbcv>

of the region. The traditional strategic (and mature) sectors are the following: Ceramics and tiles; Shoe industry and leather goods; Games and toys; Wood and furniture; Textile and clothing industry; and Automotive industry. Valencia Region is relatively less oriented to sectors where there is a greater concentration of technology and knowledge for its development. One of the main limitations of the productive structure of Valencian economy is slow levels of productivity, especially in industry.

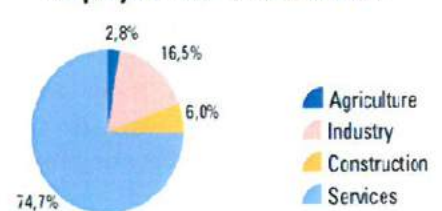
According to the Impact report (Exceltur<sup>3</sup>, 2016), tourist GDP in the Region of Valencia is 13.2%, of which 10.5% is direct impact, while the rest would be indirect, reflecting the potential and trawling capacity of Tourist activity

The work of the **Strategy for Intelligent Specialization in Research and Innovation (RIS3)** have identified the key sectors with the greatest potential for development and competitiveness of the region like Agri-food, consumer goods, habitat, automotive and mobility, capital goods, efficient health and healthy living and functional tourism.

Regarding **Number of businesses**<sup>4</sup> Valencia Region is the fourth ranked region behind Madrid, Catalonia, and Andalusia in terms of increases in the creation of new businesses. In 2016, there were 344.335 companies in Valencia Region, which means 10,65 % of Spanish Companies. In this year 5.207 new companies were set up (almost all SME).

Regarding **Employment**, the latest data from the Labour Force Survey (EPA) for the first quarter 2017 (17,5%), indicate an increase in the number of unemployed persons in Valencia Region (1.12%), above the Spanish average (16,8%). The **unemployment rate**<sup>5</sup> in the Comunitat Valenciana has continued its downward trend, standing at 20.61% in 2016, one point above that corresponding to Spain. The **youth unemployment rate** in the region during third quarter 2017 is 38.90%, compared to 35.97% registered at the national average.

**Employed: 1.931,9 thousands**



The results of the last Living Conditions Survey (LCC) show that the **At-Risk-of-Poverty or Social Exclusion rate**, AROPE, stood at 30.5% of the resident population in Valencian Community in the year 2016, as compared with 27.9% registered in Spain.

**EDUCATION:** The current education system is called LOE (Llei Orgànica d'Educació). Valencian Community counts 15 universities, both public and private ones, with more than 100.000 students on each year of studies.

**TRANSPORT:** The Valencia Region has an exceptional geostrategic position in the middle of the Western Mediterranean Arch. True logistic hub in the South of Europe the port joins North Africa and Europe and is a key link with Latin America. 5 ports; 3 International airports; Great road network; Excellent railway connections; Thanks to its geographic location, high population density and excellent infrastructure, it is an ideal location for entrepreneurship. It is the third Spanish region in terms of start-ups and the first in terms of accelerators, incubators and co-working.

## 2.2.- Main priorities where to focus efforts

Valencia Entrepreneurial Council, VEC, created by law to aggregate all actors of the ecosystem, public and private, guided a diagnosis exercise; institutions and people involved with different roles was identified, a questionnaire

<sup>3</sup> [http://www.turisme.gva.es/turisme/es/files/pdf/2017\\_Llibre\\_Blanco\\_Turisme\\_Comunitat\\_Valenciana.pdf](http://www.turisme.gva.es/turisme/es/files/pdf/2017_Llibre_Blanco_Turisme_Comunitat_Valenciana.pdf)

<sup>4</sup> <http://www.ine.es/>

<sup>5</sup> <http://www.pegv.gva.es/en/dbcv>



provided general information on services, expertise and capacities, good practices were collected in order to generate a first state of the art report. 110 entities were involved, 19 workshops and as a result, a SWAT analysis and priorities of action were presented to VEC 22<sup>nd</sup> of December 2016.

In March 2016, the European Committee of the Regions made the evaluation mission to the Region of Valencia, as European Entrepreneurial Region 2015; the members of the jury made a deep analysis and recommendations.

With all these information and assessment, the Valencian Entrepreneurial Council, decided where should the initial focused be addressed:

- **Valencia Entrepreneurial Ecosystem is attractive for start ups and accelerators, Universities and quality of life** are key assets

- **Ecosystem actors are willing to cooperate** and improve their operation

- **Discontinuity of public policies** on entrepreneurship and fragmentation of action, recommends to improve coordination actions

- **Overlapping** among institutions providing support services, most of them targeting initial steps on entrepreneurship, would suggest the need to specialization and covering the gaps

- **Lack of advanced and high added value support to scale up, specific talent for growth, finance and global market access.**

- **Need to expand the focus** on young entrepreneurship, not only to University, but also to inclusive entrepreneurship, outlying areas, women, social, senior and intrapreneurship to modernise traditional sectors, these could contribute to a more balanced economic and social development of the region

- **Shortage of communication actions & strategy** to disseminate to society, as it has a direct impact on culture and relevance of this issue. The EER label can be a useful tool in promoting the regions' entrepreneurial policy.

- **Need to keep working introducing entrepreneurship** in the whole territory.

#### GEM conclusions – Valencia Region (2016)

According to the GEM 2016 report, **the conditions for access to physical, commercial and professional infrastructure and public support programs are appropriate for entrepreneurship**. On the other hand, the conditions with the lowest evaluation in 2016 are related to the **financing for new business initiatives** (fiscal policy and bureaucracy for the constitution of the company), and, in particular, the orientation to entrepreneurship in primary education and secondary education.

The entrepreneurial profile in 2016 is maintained over previous years, although the proportion of men and women is more balanced and the average age increases slightly (profile = male in 53.1% of the cases, with average age 40 years, and with university studies in the 52.7 %).

3.8% of the population are part of the collective entrepreneur, improving 0.1 point respect 2015. The rate of the intent of entrepreneur (potential entrepreneurs) increases by 1.6 points, reached a percentage of 6.7% of the population.

In 2016 the percentage of incipient businesses oriented to "services" is maintained at 80% of the total of entrepreneurial activity with less than 42 months (57.8% services for the consumption and 22.2% of companies). In relation to the number of owners of the initiatives, in 2016 increases the percentage of entrepreneurs who start their activity accompanied by a partner. The section on financing reflects a minimal improvement in the situation, in general terms. 19.4% of the nascent entrepreneurs estimate a need that does not go beyond the 5,000 euros, data that approximates to the obtained in 2014.

### 2.3.- IEER thinking & discovery process

IEER project has provided the possibility to exchange common challenges, best practices and different perspectives among partner regions. This process has gone through different steps, initially to identify main issues were to focus efforts, watching, listening others as an inspiring process, and co-creation workshops at

transnational level, at the Local Steering Group and with all key actors involved in the region. IEER values, commitment and concurrence of actors, innovative solutions and paradigms to approach challenges, have been present during the process and have demonstrated the power of knowledge sharing and collective creativity & capacity to transform ideas into reality. Hopefully, this will last forever.

During this process, many insights and learning coming from interaction with stakeholders, here and there, but there have been some outstanding practices that we consider could and should inspire our region to define new actions. **Scale Up Denmark**, a national strategy to attract, boost and reinforce smart specializations areas, involving tractor companies, advanced and experienced consulting teams very well connected to the sectors, and on the other side. **Slush event** as a global initiative, actively involving all main key players to stimulate and generate global relation, fast track to finance, growth, access to markets. **“Contamination Lab”** of the Università Politecnica delle Marche, reinforced the idea to introduce multidisciplinary and cross-fertilization between different knowledge domains. **Hubhouse** best practice, from the Hauts-de-France Region, has also inspired us to develop a network of students (one-stop-shop concept) to promote entrepreneurial spirit among young people.

We also did find highly interesting and inspiring the practice promoted by Danish Business Authority in Denmark, to measure impact, comparing the performance (employment, growth) of those companies receiving acceleration support services with a control group of similar characteristics, but without that support, in order to effectively have a measure of the impact of the policies; in this field of action, it has been very interesting to see how Nord France Innovation Development Association have an information platform where all innovation system share a common final customers database, and so the regional government has all the information to make any type of analysis of both the performance of intermediary organizations and final users, companies & beneficiaries.



### 3. List of priority actions

TF	ACTION
<b><u>Transversal Actions. General Policies and Governance</u></b>	<p><b>Valencian Entrepreneurial Council</b> was created by law in order to improve Ecosystem Governance, coordination and impact. The first efforts will be devoted to:</p> <ul style="list-style-type: none"> <li>• <b>Entrepreneurial Ecosystem Platform</b></li> <li>• <b>Entrepreneurial Ecosystem Strategic Plan</b></li> </ul>
<b><u>TF1: Entrepreneurial competence and mindset activation</u></b>	<p><b>AULA EMPRENDE.</b> Involving all universities of the Valencia Community Region</p>
<p><b><u>TF2: Startup and acceleration support</u></b></p> <p><b><u>TF4: RIS3 implementation for young entrepreneurs</u></b></p>	<p><b>SCALE UP.</b> To provide advanced support services to selected companies with high potential for growth in prioritized sectors.</p> <p><b>Innovative Entrepreneurship Financing. SMES, Seal of Excellence</b></p>
<b><u>TF3: Pathways to young entrepreneurship in outlying areas</u></b>	<p><b>FINANCIAL SUPPORT FOR ALL ENTREPRENEURS – SELF EMPLOYMENT (ESF).</b> To ensure that all selfemployed people (women, outlying areas, young, senior) will get financial support linked to high quality assessment.</p>

**Transversal**

**ENTREPRENEURIAL ECOSYSTEM EER -**

**T.1.- ENTREPRENEURIAL ECOSYSTEM PLATFORM**

**T.2.- ENTREPRENEURIAL ECOSYSTEM STRATEGIC PLAN**

TF1: Entrepreneurial Competence

**1.- AULA EMPRENDE.**  
Promoting Entrepreneurial Spirit.

**7.- IEER PILOT ACTION AULA EMPRENDE.**

-3

**Education**

TF3: Pathways to entrepreneurship in outlying areas

**ACTION 3.- FINANCING FOR ENTREPRENEURSHIP : SELF EMPLOYED**

TF4: RIS Implementation

TF2: Start Up & Acceleration Support

**ACTION 2.1.- 5<sup>a</sup>- ACCELERATION & SCALE UP**

**ACTION 2.2.- Innovative Entrepreneurship Financing. SMES, Seal of Excellence (IVF)**

-2

**Ideation**

-1

**Concepting Commitment**

0

1

**Validation**

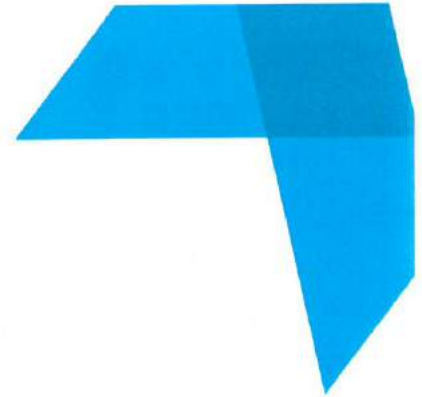
2

**Scaling**

3

**Establishing**





## 1. Detail actions

### 4.1.- Entrepreneurial Ecosystem Platform.

Action T1	Entrepreneurial Ecosystem Platform
<p><b>1. Policy context (please indicate whether this action will impact on</b></p> <ul style="list-style-type: none"> <li>1) <b>Investment for Growth and job programmes;</b></li> <li>2) <b>European Territorial cooperation programme</b></li> <li>3) <b>Other regional development policy instrument, please specify:</b></li> </ul>	<p>This action has the objective to identify all entities and players, to facilitate coordination, monitoring and impact measurement, always with the intention to provide better support and framework conditions for entrepreneurship in all the territory.</p> <p>To achieve this, a platform will be generated that gathers the actors and facilitates that each of them complete some indicators that allow monitoring their actions and thus have a metric system.</p> <p>Given the objective pursued, this action will have an impact on the optimization of the Investment for Growth and Job Programs, given that it will increase efficiency in the use of resources.</p>
<p><b>2. Background (please describe the lessons learnt from the project that constitute the basis for the development of the present action plan</b></p>	<p>There is an overlap in the supply of services in support ecosystem entities that are also concentrated in the early stages of entrepreneurship. In the SWOT performed, different problems related to the lack of coordination of actors and the lacks of metrics were identified. This also appears mentioned in GEM in different editions.</p> <p>To this end, an Entrepreneur Portal and common system of entrepreneur ecosystem indicators is proposed. This will allow a Coordination and synergy between all the actors, to join forces and take advantage of the specialization, ensuring coverage and equity.</p> <p>The system of indicators will be simple, relevant and will allow the results to be made explicit. To be used, care must be taken that it is not excessive with respect to the information to be introduced, and that there is interoperability.</p>
<p><b>3. Action (please list and describe the actions to be implemented)</b></p>	<p>The portal must guarantee that the intermediate entities leave 'trace' of their services, thus completing the necessary information to be able to elaborate the global result indicators, with the necessary traceability</p> <ul style="list-style-type: none"> <li>- Identify the entities</li> <li>- Data of each entity</li> <li>- Creation of the platform</li> <li>- Coordination of actors</li> </ul>

	<ul style="list-style-type: none"> <li>- Selection of indicators, verification sources and measurement model</li> <li>- Designation of responsible for data collection and generation of report</li> </ul>																														
<b>1. Players involved (please indicate the organisations in the region who are involved in the development and implementation of this action and explain their role)</b>	<table border="1"> <thead> <tr> <th>Entity</th> <th>Role</th> <th>Frequency</th> </tr> </thead> <tbody> <tr> <td>DG Economía</td> <td> <ul style="list-style-type: none"> <li>▪ To monitor that the action is implemented properly;</li> <li>▪ To act as intermediary for all communications between actors</li> </ul> </td> <td> <ul style="list-style-type: none"> <li>▪ DG will regularly follow up the inputs and outcomes achieved</li> <li>▪ DG will convene and lead partner meetings.</li> </ul> </td> </tr> <tr> <td>CEEI Valencia Partner</td> <td> <ul style="list-style-type: none"> <li>▪ To implement the action and evaluate the impact;</li> <li>▪ To submit the deliverables and reports;</li> <li>▪ To promote and reach stakeholders;</li> <li>▪ To advice beneficiaries</li> </ul> </td> <td> <ul style="list-style-type: none"> <li>▪ Project management issues will be followed up constantly by e-mail, phone, on line meetings and also during periodical Advisors committee meetings every three months.</li> </ul> </td> </tr> <tr> <td>DGTIC Supplier</td> <td> <ul style="list-style-type: none"> <li>▪ Create the platform</li> <li>▪ To submit the deliverables and reports;</li> </ul> </td> <td> <ul style="list-style-type: none"> <li>▪ Project management issues will be followed up constantly by e-mail, phone, on line meetings and also during periodical Advisors committee meetings every three months.</li> </ul> </td> </tr> </tbody> </table>	Entity	Role	Frequency	DG Economía	<ul style="list-style-type: none"> <li>▪ To monitor that the action is implemented properly;</li> <li>▪ To act as intermediary for all communications between actors</li> </ul>	<ul style="list-style-type: none"> <li>▪ DG will regularly follow up the inputs and outcomes achieved</li> <li>▪ DG will convene and lead partner meetings.</li> </ul>	CEEI Valencia Partner	<ul style="list-style-type: none"> <li>▪ To implement the action and evaluate the impact;</li> <li>▪ To submit the deliverables and reports;</li> <li>▪ To promote and reach stakeholders;</li> <li>▪ To advice beneficiaries</li> </ul>	<ul style="list-style-type: none"> <li>▪ Project management issues will be followed up constantly by e-mail, phone, on line meetings and also during periodical Advisors committee meetings every three months.</li> </ul>	DGTIC Supplier	<ul style="list-style-type: none"> <li>▪ Create the platform</li> <li>▪ To submit the deliverables and reports;</li> </ul>	<ul style="list-style-type: none"> <li>▪ Project management issues will be followed up constantly by e-mail, phone, on line meetings and also during periodical Advisors committee meetings every three months.</li> </ul>																		
	Entity	Role	Frequency																												
	DG Economía	<ul style="list-style-type: none"> <li>▪ To monitor that the action is implemented properly;</li> <li>▪ To act as intermediary for all communications between actors</li> </ul>	<ul style="list-style-type: none"> <li>▪ DG will regularly follow up the inputs and outcomes achieved</li> <li>▪ DG will convene and lead partner meetings.</li> </ul>																												
	CEEI Valencia Partner	<ul style="list-style-type: none"> <li>▪ To implement the action and evaluate the impact;</li> <li>▪ To submit the deliverables and reports;</li> <li>▪ To promote and reach stakeholders;</li> <li>▪ To advice beneficiaries</li> </ul>	<ul style="list-style-type: none"> <li>▪ Project management issues will be followed up constantly by e-mail, phone, on line meetings and also during periodical Advisors committee meetings every three months.</li> </ul>																												
DGTIC Supplier	<ul style="list-style-type: none"> <li>▪ Create the platform</li> <li>▪ To submit the deliverables and reports;</li> </ul>	<ul style="list-style-type: none"> <li>▪ Project management issues will be followed up constantly by e-mail, phone, on line meetings and also during periodical Advisors committee meetings every three months.</li> </ul>																													
<b>1. Timeframe</b>	18 months <ul style="list-style-type: none"> <li>• 2018 –               <ul style="list-style-type: none"> <li>○ Platform up &amp; running – basic functions</li> <li>○ incorporate entities</li> </ul> </li> <li>• 2019 –               <ul style="list-style-type: none"> <li>○ Entities</li> <li>○ Indicators</li> <li>○ Evaluation</li> <li>○ Common Entrepreneur Agenda</li> </ul> </li> </ul>																														
<b>1. Cost</b>	Own resources.																														
<b>2. Funding source</b>	Annual Budget of the Regional Government of the Valencia Region																														
<b>3. Expected impacts (please define KPI)</b>	<table border="1"> <thead> <tr> <th>KPI</th> <th><u>June 18</u></th> <th><u>Dec 18</u></th> <th><u>June 19</u></th> <th><u>Dic 19</u></th> </tr> </thead> <tbody> <tr> <td>Entities</td> <td>100</td> <td>10</td> <td>5</td> <td>5</td> </tr> <tr> <td>Platform</td> <td>1</td> <td>1</td> <td>1</td> <td>1</td> </tr> <tr> <td>Indicators</td> <td>1</td> <td>1</td> <td>1</td> <td>1</td> </tr> <tr> <td>Base line</td> <td>0</td> <td>1</td> <td>1</td> <td>1</td> </tr> <tr> <td>Actualization</td> <td>0</td> <td>0</td> <td>1</td> <td>1</td> </tr> </tbody> </table>	KPI	<u>June 18</u>	<u>Dec 18</u>	<u>June 19</u>	<u>Dic 19</u>	Entities	100	10	5	5	Platform	1	1	1	1	Indicators	1	1	1	1	Base line	0	1	1	1	Actualization	0	0	1	1
KPI	<u>June 18</u>	<u>Dec 18</u>	<u>June 19</u>	<u>Dic 19</u>																											
Entities	100	10	5	5																											
Platform	1	1	1	1																											
Indicators	1	1	1	1																											
Base line	0	1	1	1																											
Actualization	0	0	1	1																											



4. Results Expected impacts. If possible separate by semester (please define KPI)	KPI	<u>June 18</u>	<u>Dec 18</u>	<u>June 19</u>	<u>Dic 19</u>
	Advices	100	10	5	5
	Business creation	1	1	1	1

#### 4.2.- Entrepreneurial Ecosystem Strategic Plan.

Action T2		Title: Entrepreneurial Ecosystem Strategic Plan
1. Policy context (please indicate whether this action will impact on 1) Investment for Growth and job progammes; 2) European Territorial cooperation progamme 3) Other regional development policy instrument, please specify: _____	<p>As stated in the Commission's communication to the European Parliament, the Council, the European Economic and Social Committee and the Committee of the Regions on the action plan on entrepreneurship 2020<sup>6</sup>, entrepreneurship is an important driver of economic growth and creation of employment, making the economy more competitive and innovative.</p> <p>Since 2015, when Valencia got the label of European Entrepreneurial Region, it started to be an overall priority for all actors in the ecosystem to coordinate efforts and to work together in order to improve and continuously strengthen the ecosystem.</p> <p>This action will generate an 'Strategic Plan' as European Entrepreneurial Region involving stakeholders on its definition and implementation monitoring.</p>	
2. Background (please describe the lessons learnt from the project that constitute the basis for the development of the present action plan	<p>The Valencian Entrepreneurial Council is the entity that integrates all key stakeholder on the Ecosystem. This body, created by law has the legitimacy to take decisions and define priorities. In November 20<sup>th</sup>, it was decided to define an 'Strategic Plan'.</p>	
3. Action (please list and describe the actions to be implemented)	<p><b>2018.- Elaboration of the 'Strategic Plan':</b></p> <ul style="list-style-type: none"> <li>• Analysis of the evolution of the Entrepreneurial ecosystem 2014 - 2017</li> <li>• Regional Government actions - GVA</li> <li>• Entrepreneurship policy evaluation &amp; diagnosis</li> <li>• Constitution of a working group to identify objectives and lines of action of the Strategic Plan</li> </ul>	

<sup>6</sup> (COM(2012) 795, de 9.01.2013)

	<ul style="list-style-type: none"> <li>Drafting of the Plan</li> </ul> <p><b>2019 - 2023.- Implementation &amp; follow up</b></p>
1. Players involved (please indicate the organisations in the region who are involved in the development and implementation of this action and explain their role)	All Stakeholders on the Ecosystem.
2. Timeframe	2018 – Elaboration of the Strategic Plan 2019-2023 – Implementation
3. Cost	18.000 € for the initial external service to coordinate inputs from partners and to generate the document.
4. Funding source	Annual Budget of the Regional Government of the Valencia Region
5. Activity Indicators (Quantitative) & Milestones (Qualitative) to be achieved each semester June18, Dec18, June 09, Dec09. Qualitative & Quantitative	<ul style="list-style-type: none"> <li>Strategic Plan Definition Document</li> <li>Stakeholders involved</li> <li>Interaction events</li> <li>Objectives &amp; action lines</li> </ul>
9. Results Expected impacts. If possible separate by semester (please define KPI)	Entrepreneurial Ecosystem Strategic Plan



#### 4.3.- Aula Emprende

Action 1	Title: "Aula Emprende" Program (Phases I and II)
<p>1. <b>Policy context (please indicate whether this action will impact on</b></p> <ol style="list-style-type: none"> <li>1) <b>Investment for Growth and job programmes;</b></li> <li>2) <b>European Territorial co-operation programme</b></li> <li>3) <b>Other regional development policy instrument, please specify:</b></li> </ol> <hr/>	<p>Since 2014 the "Aula Emprende" program (that started at University of València in 2009 with the name of "Motivem") was incorporated in the Innovative's Entrepreneur Campus Program. The Innovative's Entrepreneur Campus Program. is an initiative coordinated by the General Sub-directorate of Social Economy and Entrepreneurship of the Government of the Valencia Region in which the five public universities share different projects and best practices in matter of technology transfer and entrepreneurship. Currently the five public universities of the Valencia Region are developing the phase I of the "Aula Emprende" program at their campuses.</p>
<p>2. <b>Background (please describe the lessons learnt from the project that constitute the basis for the development of the present action plan</b></p>	<p>The Aula Emprende Program was initially conceived as an initiative to qualify university teachers and researchers at motivation and guidance for entrepreneurship. Recently Aula Emprende is evolving into a two phase program, where teachers and researchers also have to put the acquired knowledge into work, and create and coordinate teams of students of multiple areas of knowledge to develop new business ideas.</p> <p>The inspiration of this evolution comes in part from the "Contamination Lab" of the Università Politecnica delle Marche, where multidisciplinary and cross-fertilization between different knowledge domains is promoted in order to create new entrepreneurial projects.</p> <p>The Hubhouse best practice, from the Hauts-de-France Region, has also inspired The Aula Emprende action plan, as it helps to develop a network of students (one-stop-shop concept) and facilitates connections and awareness of the entrepreneurial ecosystem of the region.</p>
<p>3. <b>Action (please list and describe the actions to be implemented)</b></p>	<p><b>1-Coordination meetings:</b> Coordination meetings and follow-up sessions between the players involved in the Aula Emprende program.</p> <p><b>2-Development of training materials:</b> Preparation and delivery of training materials for the implementation of Phases I and II of the Aula Emprende Program at the universities.</p> <p><b>3-Communication and recruitment of participants</b></p> <p><b>4-"Emprendimiento en el aula" sessions:</b> The aim of these sessions is to set a bridge with the Phase II of Aula Emprende. The teachers that have been trained at Aula Emprende Phase I will collaborate with the organization to bring a real entrepreneur to their classrooms, so the students could learn from a real entrepreneurship experience.</p>



	<p><b>3-Training workshop:</b> Development of a training session with the public universities in order to transfer experiences and best practices of the University of Valencia.</p> <p><b>4-Pilot program:</b> Launchment of the first edition of Aula Emprende, including phases I and II, at the five public universities of the Valencia Region.</p> <p><b>5-Evaluation:</b> Evaluation of the global results of the pilot program and modification of the training materials according to the feedback of the participants.</p> <p><b>6-Launchment of the second edition of the Aula Emprende program</b></p>			
<p>4. <b>Players involved (please indicate the organisations in the region who are involved in the development and implementation of this action and explain their role)</b></p>	<p>-Government of the Valencia Region, through the General Sub-directorate of Social Economy and Entrepreneurship: The role of the Regional Government is to promote and to offer financial support to the Aula Emprende program at the public universities of the Valencia Region.</p> <p>-The five public universities of the Valencia Region: The role of the universities is to implement the action plan at their campuses and to offer training and support to researchers, teachers and students.</p>			
<p>5. <b>Timeframe</b></p>	<p>24 months.</p>			
<p>6. <b>Cost</b></p>	<p>240.000€ per year, including coordination costs.</p>			
<p>7. <b>Funding source</b></p>	<p>Financial support from the Regional Government of the Valencia Region.</p>			
<p>8. <b>Activity Indicators (Quantitative) &amp; Milestones (Qualitative) to be achieved each semester June18, Dec18, June 19, Dec19. Qualitative &amp; Quantitative</b></p>	<p>Coordination meetings</p> <p>Aula Emprende Program (Phase I)</p>	<p>Preparation of training materials</p> <p>Training workshop</p> <p>Cellebration of the “Emprendimiento en el aula” sessions</p> <p>Preparation of the Pilot Program of Aula</p>	<p>Implementation of the Pilot Program of Aula Emprende (phases I and II) at the 5 public universities</p>	<p>Evaluation of results.</p> <p>Communication and recruitment of participants for the next edition of Aula Emprende (Phases I and II)</p>



		Emprende (phases I and II).		
		Communication and recruitment of participants for Aula Emprende (phases I and II)		
9. Results Expected impacts. If possible separate by semester (please define KPI)	KPI1: Number of universities running the Aula Emprende Program (phases I and II):			
	1	1	5	5
	KPI2: Number of teachers / researchers participating at the 5 university programs:			
	120	0	140	0
	KPI3: Number of students participating at the Aula Emprende Program:			
0	0	500	0	

#### 4.4.- Scale-Up

Action 2.1.-	Title: Scale Up
<p>1. Policy context (please indicate whether this action will impact on</p> <ol style="list-style-type: none"> <li>1) Investment for Growth and job programmes;</li> <li>2) European Territorial cooperation programme</li> <li>3) Other regional development policy instrument, please specify:</li> </ol>	<p>One of the main challenges for Valencian SMEs &amp; Start-Ups is growth. EU policies are experimenting new programmes and schemes to foster growth for those companies with higher potential.</p> <p><b>SEIMED Scale-Up</b> (Pilot) under Cosme Call: COS-EEN-SGA-16-B-07-2016-1 <b>SEIMED Scale-Up</b> aims to contribute to the objectives of COSME "Support young innovative companies scaling-up their activities in the Single Market" action. SEIMED Scale-up main goal consists on identifying and advising Valencian young innovative SMEs with high growth potential and scalability of their business models providing them with targeted information to encourage them to expand cross-border and make use of the possibilities offered by the Single Market.</p>
<p>2. Background (please describe the lessons learnt from the project that constitute the basis for the development of the present action plan</p>	<p>The initiative called "Scale-Up Denmark" has been very inspiring. A program created thanks to the collaboration of the 5 Danish Regions and the Danish Business Authority and with the support of the EU Regional Development Fund + private financing. It is a vertical acceleration program around 12 RIS3 Priorities. 3 of the 12 Scale-ups are located in</p>

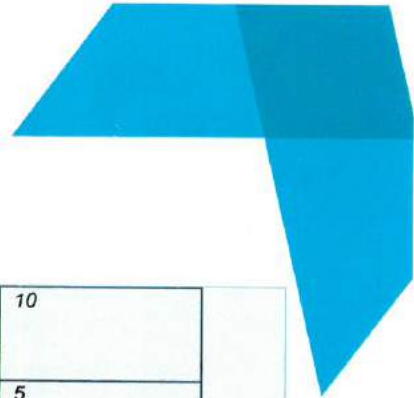


	<p>the SD Region due to their RIS3 potential, namely: Scale-up Health and welfare, Scale-up Energy Efficiency and Scale-up Offshore Industry. Soon the Robotics and the Experience Economy will be added.</p> <p>We have also be inspired in our lessons learnt trough "Climate-KIC Accelerator Spain" and "H2020 Innosup Cluster Facilitated Projects".</p>
<p>3. Action (please list and describe the actions to be implemented)</p>	<p><b>1<sup>ST</sup> Phase.- Pilot implementation of a Scale Up Programme</b></p> <p><b>SEIMED Scale-Up is designed as an intensive acceleration programme.</b> SEIMED Scale-Up will foster the development of internationally competitive companies and will stimulate the innovation, access to finance and rapid growth capacities of participant SMEs by providing specific support and advisory services.</p> <p>First of all, <b>to identify the target SMEs a call</b> of this acceleration programme will be designed and published to attract the major number of SMEs interested in participating. Project partners will focus their efforts on communicating and disseminating to reach the major number of SMEs but at least 15 scale-ups.</p> <p><b>SEIMED Scale-Up will select only 10 SMEs to participate in the acceleration programme.</b> The 10 SMEs with highest growth potential and scalability of all submitted companies.</p> <p><b>During 3 months,</b> the 10 participant companies will receive <b>training and coaching sessions</b> in transversal matters of interest for any company in an expansion phase. These sessions will be given by experts in each of the topics, as specified at WP3.</p> <p><b>Over 12 months,</b> each participant company will receive <b>tailored mentoring services.</b> A mentor will be assigned to each SME having the role of a personalized advisor. These mentors will have the challenge to guide and accompany participants SMEs to grow and scale internationally in the Single Market and/or COSME participating countries by designing individual roadmaps, analysing company specific needs and following its evolution during the whole programme.</p> <p>In a second phase of the mentoring sessions, only <b>5 of them</b> will receive more specific counselling services. These 5 participant companies will be identified as the most potential Scale-ups ready to increase their internationalization readiness to scale-up in the Single Market and/or COSME participating countries. It will be necessary a mixture of different kind of support that will be provided by external experts, if necessary, when the Network does not cover it.</p> <p>In order to help all participant companies to access to finance, a brokerage event - <b>Investment Forum</b> - will be celebrated, where scaling-</p>



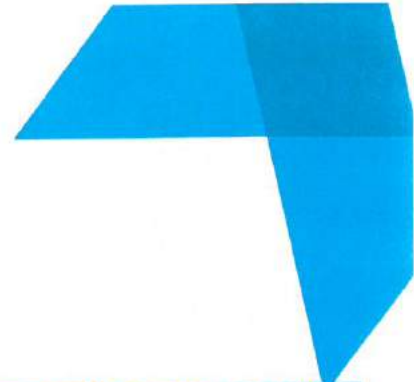


	<p>up SMEs will be able to generate business perspectives getting in contact with potential investors. Also, companies that have been successfully scaling-up to international markets will be invited to share with participants their experience, and create the possibility of generating future collaborations and synergies. This event (the Investment Forum) will be organized in a closed session oriented to specific investors that fit the needs of the selected Scale-ups.</p> <p><b>2<sup>ND</sup> Phase.- Definition of an Scale Up Programme on prioritized sectors, according to the Valencian Community Strategy.</b> With the insights and learning coming from this pilot initiative, it will be defined a general Scale Up Programme, involving stakeholders.</p>									
<p>4. Players involved (please indicate the organisations in the region who are involved in the development and implementation of this action and explain their role)</p>	<table border="1"> <thead> <tr> <th>Entity</th> <th>Role</th> <th></th> </tr> </thead> <tbody> <tr> <td>IVACE as the SEIMED Scale-Up</td> <td>Project coordinator</td> <td></td> </tr> <tr> <td>CEEI Valencia Partner</td> <td>Project partner (Business Incubator)</td> <td></td> </tr> </tbody> </table>	Entity	Role		IVACE as the SEIMED Scale-Up	Project coordinator		CEEI Valencia Partner	Project partner (Business Incubator)	
Entity	Role									
IVACE as the SEIMED Scale-Up	Project coordinator									
CEEI Valencia Partner	Project partner (Business Incubator)									
<p>5. Timeframe</p>	<p><b>1<sup>ST</sup> Phase .- 18 months</b></p> <p>The Programme has already begun and we are doing the pre-selection process with 37 applications received, 15 of which will go to next phase, 10 of which will be the finalists who will enter the Programme.</p> <p><b>2<sup>ND</sup> Phase, &gt;18 months.</b></p> <p>Definition of Scale Up Programme for the Valencian Community in prioritized sectors</p>									
<p>6. Cost</p>	<p>€ 44,000 (*)</p>									
<p>7. Funding source</p>	<p>€ 40,000 Cosme          € 4,000 Annual Budget of the Regional Government of the Valencia Region(*)</p> <p>(*) if necessary we will increase our own funding in order to achieve de expected outcomes.</p>									
<p>8. Expected impacts</p>	<table border="1"> <thead> <tr> <th colspan="3">KPIs</th> </tr> <tr> <th>Title</th> <th>Brief Description</th> <th>Target (quantity)</th> </tr> </thead> <tbody> <tr> <td>Number of identified SMEs</td> <td>Number of participants in the Programme</td> <td>15</td> </tr> </tbody> </table>	KPIs			Title	Brief Description	Target (quantity)	Number of identified SMEs	Number of participants in the Programme	15
KPIs										
Title	Brief Description	Target (quantity)								
Number of identified SMEs	Number of participants in the Programme	15								



	<i>Number of trained/ coached/ mentored SMEs</i>	<i>Number of selected SMEs that receive advisory services</i>	10
	<i>Number of Stakeholders involved</i>	<i>Number of stakeholder directly involved in the action by an active participation in.</i>	5
	<i>Number of success stories</i>	<i>Number of SMEs that finish the programme with success by establishing business relationships in their target markets or improving their capacities to grow internationally.</i>	2
	<i>Mid-term Technical Report</i>	<i>At month 9 a technical report will be done and presented to the EASME</i>	1
	<i>Final financial and Technical Report</i>	<i>At month 18 a financial and technical report will be done and presented to the EASME</i>	1





#### 4.5.- Innovative Entrepreneurship Financing. SMEs, Seal of Excellence

Action 2.2.	Title: <i>Innovative Entrepreneurship Financing. SMES, Seal of Excellence (IVF)</i>
<p>1. Policy context (please indicate whether this action will impact on</p> <ol style="list-style-type: none"> <li>1) Investment for Growth and job programmes;</li> <li>2) European Territorial cooperation programme</li> <li>3) Other regional development policy instrument, please specify:</li> </ol>	<p>The <b>Seal of Excellence</b> recognizes the highest quality proposals of the Horizon 2020 Program that were not funded (due to budget constraints). The Seal of Excellence <b>encourages other public systems of national or regional funding</b> to support the best ideas (recognized by the European Union) with their own initiatives.</p> <p>The <b>ERDF Operational Program</b> of the Valencian Region 2014-2020 (PO FEDER CV) has 62.8 million to create <b>financial instruments (FIs)</b> within Priority Axis 3 (Improvement of the Competitiveness of SMEs), in investment priorities 3.a. and 3.d. of the PO, where entrepreneurship and innovation are fostered through financing.</p> <p>In the work of updating the ex ante evaluation (2015), an investment strategy was defined consisting of <u>two risk capital instruments</u> (seed and expansion) and <u>two of loans</u> (participative and subordinated). It is intended to finance entrepreneurial projects of an innovative nature, especially with a technological base, as well as small and medium-sized companies with a high potential for growth and internationalization, a high innovative component or coming from knowledge transfer centers.</p>
<p>2. Background (please describe the lessons learnt from the project that constitute the basis for the development of the present action plan</p>	<p>Due to the time elapsed since the ex ante evaluation (June 2015), an evaluation update was carried out. There was a focus on those companies that had submitted to the calls for Horizon 2020 (phase II), and exceeded it but without obtaining funding.</p> <p>In the fieldwork, 34 companies of the Valencian Community were identified. These companies had very different characteristics in terms of seniority, number of employees and main economic-financial variables, such as volume of activity, balance sheet size or Ebitda, which made it very difficult to place them in a homogeneous group of companies. On the contrary, depending on the peculiarities of each of them and their preferences, they could access any of the 4 IFs defined in the Investment Strategy of the first ex ante evaluation, and it is not necessary to define a specific financial instrument for companies. with the Excellence Seal.</p>
<p>3. Action (please list and describe the actions to be implemented)</p>	<p>The procedures foreseen in Regulation (EU) 1303/2013 to create an FI with funding from the FEDER CV PO have been followed:</p> <ol style="list-style-type: none"> <li>1. Identification of investment priorities in the FEDER OP CVA 2014-2020 and decision to create an IF for its execution (Approval of the PO in June 2015)</li> </ol>



	<ol style="list-style-type: none"> <li>2. Preparation of ex ante evaluation justify the market failure and quantify the financial gap (January 2015)</li> <li>3. Update of the Ex ante Evaluation (January 2017), with special orientation towards companies that have passed phase II of Horizon 2020, but have run out of funding.</li> <li>4. Definition Investment Strategy adapted for the companies of the H2020</li> <li>5. Creation of a fund lacking legal personality within the GVA, through a Decree Law, for the management of the instruments foreseen in the FEDE PO (Dec 2017)</li> <li>6. Appointment to the IVF as Fund Fund Manager for the management of the FEDER FIs (Dec 2017)</li> <li>7. Signing of the Financing Agreement in the ERDF OI and the Fund Fund Manager (Jan - Feb 2018)</li> <li>8. Selection by the IVF of the Financial Intermediaries collaborating with the FIs (1st quarter 2018)</li> <li>9. 9. Dissemination of financial instruments among the final recipients (1st semester 2018)</li> </ol>
<ol style="list-style-type: none"> <li>1. Players involved (please indicate the organisations in the region who are involved in the development and implementation of this action and explain their role)</li> </ol>	<ul style="list-style-type: none"> <li>• <u>Generalitat Valenciana (GVA)</u> : Intermediate Organization</li> <li>• <u>Instituto Valenciano de Finanzas (IVF)</u> : IF manager</li> <li>• <u>Financial Intermediaries</u>: Collaborating entities selected by the IVF for the management of the IFs defined in the investment strategy. In particular:             <ol style="list-style-type: none"> <li>1) For IFS seed capital and Expansion: Risk capital managers.</li> <li>2) For the Participative Loans: Investor Networks and private investment vehicles, such as Funds and Venture Capital Companies.</li> <li>3) The subordinated Loans are expected to be executed directly by the IVF</li> </ol> </li> </ul>
<ol style="list-style-type: none"> <li>1. Timeframe</li> </ol>	<p>The investment strategy of the FEDER FIs is expected to be developed between the first semester of 2018, when it is expected that the works of incorporation of the FIs will be completed, until 2023, when the period of eligibility of the FEDER PO ends.</p>
<ol style="list-style-type: none"> <li>2. Cost</li> </ol>	<p>The amount of the Contribution of the FEDER OP CV 2014-2020 for IFs is 62.8 million euros, of which it is expected that approximately 13.82 million euros will be allocated to companies with the Excellence Seal.</p> <p>Additionally, these amounts will be complemented with financing lines specific to the IVF, such as the Innovation Line +, with 1 million euros per year, specifically for H2020 companies.</p>
<ol style="list-style-type: none"> <li>3. Funding source</li> </ol>	<p>Financing Sources:</p> <ul style="list-style-type: none"> <li>- Contribution of European Funds: € 13.82 million</li> </ul>



	<ul style="list-style-type: none"> <li>- Public Contribution IIFF: € 11.50 million (Annual Budget of the Regional Government of the Valencia Region)</li> <li>- Private National Contribution IIFF: € 2.32 million (Financial Intermediaries)</li> <li>- Additional private investment: € 12.93 million</li> </ul> <p><b>Innovation Line +: Own budget of the IVF (one million annual).</b></p>															
<p>1. Activity Indicators (Quantitative) &amp; Milestones (Qualitative) to be achieved each semester June18, Dec18, June 09, Dec09. Qualitative &amp; Quantitative</p>	<p>According to the update work of the ex ante evaluation carried out, during the first semester of 2017, the number of companies with the Seal of Excellence that is expected to benefit from the ERDF's Funds throughout the period is 45. forecast in the next two years would be as follows:</p> <table border="1" data-bbox="555 801 1444 1003"> <thead> <tr> <th>KPI</th> <th><u>June 18</u></th> <th><u>Dec 18</u></th> <th><u>June 19</u></th> <th><u>Dic 19</u></th> </tr> </thead> <tbody> <tr> <td>beneficiary companies</td> <td>1</td> <td>2</td> <td>4</td> <td>4</td> </tr> <tr> <td>Financing (mill. €)</td> <td>0,6</td> <td>1,2</td> <td>2,4</td> <td>2,4</td> </tr> </tbody> </table>	KPI	<u>June 18</u>	<u>Dec 18</u>	<u>June 19</u>	<u>Dic 19</u>	beneficiary companies	1	2	4	4	Financing (mill. €)	0,6	1,2	2,4	2,4
KPI	<u>June 18</u>	<u>Dec 18</u>	<u>June 19</u>	<u>Dic 19</u>												
beneficiary companies	1	2	4	4												
Financing (mill. €)	0,6	1,2	2,4	2,4												
<p>2. Results Expected impacts. If possible separate by semester (please define KPI)</p>	<p>According to the work of updating the ex ante evaluation, it is expected to attract induced private investment, regardless of the expenses incurred by the promoters of the project, in companies with the Excellence Seal for an amount of 15.25 million euros. The forecast in the next two years could be as follows:</p> <table border="1" data-bbox="555 1243 1444 1370"> <thead> <tr> <th>KPI</th> <th><u>June 18</u></th> <th><u>Dec 18</u></th> <th><u>June 19</u></th> <th><u>Dic 19</u></th> </tr> </thead> <tbody> <tr> <td>Induced Private Investment (mil. €)</td> <td>0,3</td> <td>0,6</td> <td>1,3</td> <td>1,3</td> </tr> </tbody> </table>	KPI	<u>June 18</u>	<u>Dec 18</u>	<u>June 19</u>	<u>Dic 19</u>	Induced Private Investment (mil. €)	0,3	0,6	1,3	1,3					
KPI	<u>June 18</u>	<u>Dec 18</u>	<u>June 19</u>	<u>Dic 19</u>												
Induced Private Investment (mil. €)	0,3	0,6	1,3	1,3												

#### 4.6.- Valencian Institute of Finance (IVF) Instrument

Action 3	Title:
<p>1. Policy context (please indicate whether this action will impact on</p> <ol style="list-style-type: none"> <li>1) Investment for Growth and job programmes;</li> <li>2) European Territorial cooperation programme</li> <li>3) Other regional development policy instrument, please specify:</li> </ol>	<p>The Operational Program of the European Social Fund of the Comunitat Valenciana 2014-2020 (PO FSE CV) foresees in the Priority Axis 1A (OT8 - PI 8.3) the implementation of financial instruments (FI) aimed at unemployed and underemployed people who want to start their own business or professional activity and do not find adequate financing in the market.</p> <p>It was necessary to elaborate an ex ante evaluation that would justify and quantify the situation and serve as a basis to define the investment strategy.</p>
<p>2. Background (please describe the lessons learnt from the project that constitute the basis for the development of the present action plan</p>	<p>In the ex ante evaluation, similar experiences of other countries with EIE funds have been identified and evaluated. The Spanish financial market has also been analyzed (with its high degree of banking)</p> <p><u>Similar experiences:</u> : Italia (Marche); Polonia (Mazovia) y Francia (Champagne-Ardenne)</p> <p><u>Spanish experience:</u> The social microcredits in Spain have been granted habitually by the Savings Banks through their Social Works. The experiences have been unsatisfactory due to the high delinquency rates and the abandonment of the businesses undertaken.</p> <p>The Spanish Financial Institutions have gone through a long process of internal restructuring and improvement of their balance sheets that has negatively affected SMEs and the self-employed, due to their high dependence on external financing. In addition to requiring higher interest rates than large companies, it is also usual to demand sufficient guarantees and credit histories from the promoters, who are not always in a position to comply.</p>
<p>3. Action (please list and describe the actions to be implemented)</p>	<p>All the procedures indicated in "Regulation (EU) 1303/2013" have been followed to create a financial instrument with financing from the "PO FSE CV". The implementation phases:</p>



	<ul style="list-style-type: none"> <li>➤ Identification of the investment priority and decision to create a financial instrument</li> <li>➤ Ex ante evaluation to justify it and quantify the financial gap.</li> <li>➤ Definition of Investment Strategy: <ul style="list-style-type: none"> <li>○ Participation of financial intermediaries with social purposes, to take advantage of their knowledge and capillarity (Credit Institutions and any entity with the capacity to grant microcredits for social purposes)</li> <li>○ Key success factor: participation of an experienced volunteer team (mentors) who advise and accompany the project promoters throughout the life of the operations, fostering intergenerational solidarity.</li> <li>○ Target groups and priority projects: Women, over 45 years old, people with low education; social economy companies and those promoted by two or more people.</li> <li>○ Financial Instrument: Joint venture loan (Annex II of Regulation (EU) 964/2014, of September 11).</li> </ul> </li> <li>- Selection of financial intermediaries and mentor team and implementation of FIs.</li> </ul>
<p>1. Players involved (please indicate the organisations in the region who are involved in the development and implementation of this action and explain their role)</p>	<ul style="list-style-type: none"> <li>- <u>Generalitat Valenciana (GVA)</u> : Intermediate Organization</li> <li>- <u>Instituto Valenciano de Finanzas (IVF)</u> : IF manager (Annual Budget of the Regional Government of the Valencia Region)</li> <li>- <u>Financial Intermediaries</u>: Collaborating entities with social purposes for the distribution and formalization of microcredits</li> </ul> <p><u>Mentoring / Volunteering Team</u>: Help for the preparation of viable commercial and economic Business Plans and accompaniment throughout the life of the operation</p>
<p>1. Timeframe</p>	<p>4 years (2018-21)</p>
<p>2. Cost</p>	<p>The provision of the "PO FSE CV" is 7 million euros. If the expected contribution of the financial intermediaries, the promoters and the estimated cost of the accompanying service are added, the total cost is estimated at € 12.5 million.</p>
<p>3. Funding source</p>	<p><u>Distribution of the Financing Sources:</u></p> <ul style="list-style-type: none"> <li>- Contribution of European Funds: € 3.5 MM</li> <li>- Public Contribution (: € 3.5 MM</li> <li>- Private contribution, Intermediaries: € 1.8 MM</li> <li>- Private developers contribution: € 1.7 million</li> <li>- Advice / Mentoring: € 2 MM</li> </ul>
<p>1. Activity Indicators (Quantitative) &amp; Milestones (Qualitative) to</p>	<p>According to the ex ante evaluation, the expected results are as follows: 721 projects financed; 881 Beneficiaries (510 women). Forecast in the first two years:</p>

be achieved each semester June18, Dec18, June 09, Dec09. Qualitative & Quantitative	KPI	<u>June 18</u>	<u>Dec 18</u>	<u>June 19</u>	<u>Dic 19</u>
	Business creation	5	40	100	100
	Final beneficiaries	7	48	122	122
	Woman	4	27	70	70
	Man	3	21	52	52
9. <b>Results Expected impacts.</b> If possible separate by semester (please define KPI)	According to the ex ante evaluation of the financial instrument of the ESF, it is expected to reach 1,461 jobs.				
	KPI	<u>June 18</u>	<u>Dec 18</u>	<u>June 19</u>	<u>Dic 19</u>
	Employment	10	80	200	200





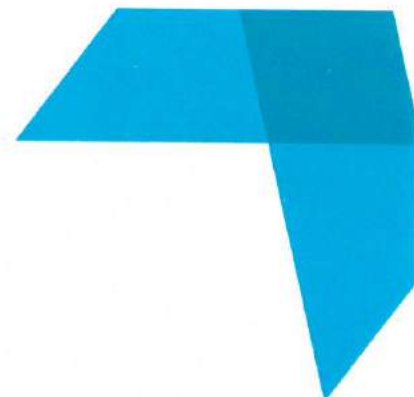
#### 4.7.- IEER PILOT ACTION AULA EMPRENDE

Action 3	Title:
<p>1. Policy context (please indicate whether this action will impact o&gt;</p>	<ul style="list-style-type: none"> <li>• Transferring aula Emprende by a pilot train the trainer session in Valencia. Following it, each region will organise the practices at the regional level and the pilot will end with an Award event where best teacher training entrepreneurship at classroom will be awarded.</li> <li>• Participation required per region: the regional authority and at least one university who is dedicated to implement the practice.</li> </ul>
<p>1. Background (please describe the lessons learnt from the project that constitute the basis for the development of the present action plan</p>	<p>The Aula Emprende Program was initially conceived as an initiative to qualify university teachers and researchers at motivation and guidance for entrepreneurship. Recently Aula Emprende is evolving into a two phase program, where teachers and researchers also have to put the acquired knowledge into work, and create and coordinate teams of students of multiple areas of knowledge to develop new business ideas.</p> <p>The inspiration of this evolution comes in part from the “Contamination Lab” of the Università Politecnica delle Marche, where multidisciplinary and cross-fertilization between different knowledge domains is promoted in order to create new entrepreneurial projects.</p> <p>The Hubhouse best practice, from the Hauts-de-France Region, has also inspired The Aula Emprende action plan, as it helps to develop a network of students (one-stop-shop concept) and facilitates connections and awareness of the entrepreneurial ecosystem of the region.</p>
<p>2. Action (please list and describe the actions to be implemented)</p>	<p><b><u>Semester 1:</u></b></p> <p><b>A1- Definition of a common roadmap for the development of Aula Emprende in the interreg regions.</b></p> <p><b>A2- Adaptation of tools and training materials to run an International Pilot Action of Aula Emprende.</b></p> <p><b>A3- Definition of standards to ensure quality of the process in each region and homogeneity in its implementation-related</b></p> <p><b>A4- International workshop in Valencia, with 1 day for “high level decision-makers” (Regional Coordinators, Rectors/ Vicerectors) and 3 days for immersion on how to run the Aula Emprende Program (for managers and for training the trainers) and to share best practices for its proper implementation.</b></p> <p><b><u>Semester 2</u></b></p> <p><b>A5- Recognition (Acreditation) of participating universities</b></p>

	<p><b>A6- Communication of Aula Emprende and recruitment of participants by each interreg region.</b></p> <p><b>A7- Implementation the programme by each region</b> The implementation will be monitored from Valencia to each regional pilot, to ensure standards, quality and common set of indicators, and additional support could be given by experts from Valencia to those regions that would require it.</p> <p><u>Semester 3</u></p> <p><b>A8- Closure of the Aula Emprende Program, and selection of the best projects of each interreg region.</b></p> <p><b>A9- Participation in the 1<sup>st</sup> European Awards “Entrepreneurship at Class”.</b> Each region will propose candidates for the EU Awards: Best Teacher Training Entrepreneurship at classroom and Best University Teaching Teachers, and the Awards Ceremony will be in Brussels. Pitch of the winner projects of Aula Emprende of each interreg region.</p> <p><b>A9- Publication of “Good Inspiring actions to improve teaching entrepreneurship at class”</b> in a e-book Database with all candidates for the EU Awards</p> <p><u>Semester 4</u></p> <p><b>Project Closure</b></p>
<p>3. Players involved (please indicate the organisations in the region who are involved in the development and implementation of this action and explain their role)</p>	<p>-Government of the Valencia Region, through the General Sub-directorate of Social Economy and Entrepreneurship: The role of the Regional Government is to promote and to offer financial support to the Aula Emprende program at the public universities of the Valencia Region.</p> <p>-The five public universities of the Valencia Region: The role of the universities is to implement the action plan at their campuses and to offer training and support to researchers, teachers and students.</p>
<p>4. Timeframe</p>	<p>2 years (2019-20)</p>
<p>5. Budget</p>	<ul style="list-style-type: none"> <li>• Valencia (30 000 Euros), staff salary for coordination, organisation of conference and 2 paxs travel to the award ceremony/pilot review)</li> <li>• iEER partners ( 5 500 Euros per regions, PP10+LP=6000 euros), 2 paxs travel to Valencia conference, 2 paxs travel to the award ceremony/pilot review)</li> <li>• Please note that the total budget for a pilot action per Project is 80 000 EUR. Each partner will need to cover 15% co-financing of its budget. The budet relocation is subject to change.</li> </ul> <p>S</p>



1. Funding source	<u>Distribution of the Financing Sources:</u> - UE				
1. Activity Indicators (Quantitative) & Milestones (Qualitative) to be achieved each semester June18, Dec18, June 09, Dec09. Qualitative & Quantitative	KPI	<u>June 18</u>	<u>Dec 18</u>	<u>June 19</u>	<u>Dic 19</u>
	Universities	10	20	40	60
	Teachers	20	40	80	120
	Students	50	100	200	300
9. Results Expected impacts. If possible separate by semester (please define KPI)	KPI	<u>June 18</u>	<u>Dec 18</u>	<u>June 19</u>	<u>Dic 19</u>
	Universities	10	20	40	60
	Teachers	20	40	80	120
	Students	50	100	200	300



## Monitoring and impacts of the action plan

Local Steering Group will follow up and monitor the implementation of the Action Plan, and they will report to the Valencian Entrepreneurial Council, that every year on its Plenary Session, will review and may give adjustment, recommendation and could also promote new strategic initiatives.

### Indicator overview

Action	Indicator	How	Who
<b>Entrepreneurial Ecosystem Platform.</b>	Entities in the platform	Platform Measurement	Partner
	Platform	Platform Measurement	
	Indicators used	Platform Measurement	
	Actualization of the platform	Platform Measurement	
	Advices	Platform Measurement	
	Business creation	Platform Measurement	
<b>Entrepreneurial Ecosystem Strategic Plan.</b>	Strategic Plan Definition Document	Document	Partner
	Stakeholders involved	Measurement (number of participant)	
	Interaction events	Measurement (number of events)	
	Objectives & action lines	Document	
<b>Aula emprende</b>	Coordination meeting	Minutes - meeting	Partner
	Training workshop	Minutes Workshop	
	Sessions	Minutes - Session	
	Communications	Communications	
	Universities		






	Teacher	Number of universities running the Aula Emprende Program	
	Students	Number of teachers / researchers participating at the 5 university programs	
		Number of students participating at the Aula Emprende Program:	
<b>Scale - up</b>	Number of identified SMEs	Measurement - SME	Partner
	Number of trained/ coached/ mentored SMEs	Measurement - experts	
	Number of Stakeholders involved	Measurement - Stakeholders	
	Number of success stories	Measurement – stories	
	Mid-term Technical Report	Document	
	Final financial and Technical Report	Document	
<b>Innovative Entrepreneurship Financing. SMEs, Seal of Excellence</b>	Beneficiary companies	Measurement-questionnaire	Partner
	Financing (mill. €)	Measurement-questionnaire	
	Induced Private Investment (mil. €)	Measurement-questionnaire	
<b>Valencian Institute of Finance (IVF) Instrument</b>	Business creation	Measurement-questionnaire	Partner
	Final beneficiaries	Measurement-questionnaire	



<b>IEER PILOT ACTION AULA EMPRENDE</b>	Employment	Measurement - questionnaire	Partner
	Universities	Measurement - Universities	
	Teachers	Measurement - Teachers	
	Students	Measurement - Students	

**This action plan will be implemented and monitored by the Valencia Region.**

**Mr. Francisco Álvarez Molina,  
General Director of Economy, Entrepreneurship and Cooperativism,  
Regional Government of Valencia,**

Signature: 

Date: 23 MARCH 2018