



ERASMUS NET PROJECT

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“ERASMUS-NET” project is proposed in the framework of Programme for the Competitiveness of Enterprises and Small and Medium Enterprises (COSME), which includes the mobility of new entrepreneurs among the Actions to Promote Entrepreneurship. Since entrepreneurs and their new businesses are thought to be a key to European growth and competitiveness, promotion of entrepreneurship and entrepreneurial culture has been included as one of the four main objectives of COSME.

In this framework “ERASMUS-NET” project aims to help new entrepreneurs from Cantabria (Spain), Crete (Greece), South West Region in Ireland, Podravska (Slovenia), Centre (Portugal) and Lombardy (Italy) enriching their experience, deepening their knowledge and expanding their network by spending periods in enterprises managed by experienced entrepreneurs from other countries. Thus, the overall objective is to contribute to enhance entrepreneurship, improve the international competitiveness of European SMEs and support potential start-ups and newly-established SMEs in the participating countries.

The partnership is composed by 6 members, with SODERCAN from Cantabria (SPAIN) as the leader of the Project. The other partners are: Cork County Council (IRELAND), Maribor Development Agency (SLOVENIA), Centro de Inovação Empresarial da Beira Interior (PORTUGAL), Città Metropolitana di Milano (Metropolitan City of Milan), and Managing Company of the Science and Technology Park of Crete SA. STEP-C EDAP SA.

The consortium of ERASMUS-NET will cooperate with all organisations and authorities involved in the Programme (and other relevant organizations from each participating regions), to involve 180 entrepreneurs in successful relationships, 90 New Entrepreneurs (NEs) and 90 Host Entrepreneurs (HEs). Each partner will provide 15 matchings between NEs and HEs.

ERASMUS NET european exchange project for Entrepreneurs

ERASMUS NET Project (with 2 years of duration) helps provide aspiring entrepreneurs from Cantabria with the skills necessary to start and/or successfully run a small business in Europe. New entrepreneurs gather and exchange knowledge and business ideas with an experienced entrepreneur, with whom they stay and collaborate for a period of 1 to 6 months. The stay is partly financed by SODERCAN through the European Commission funds.

Benefits of the ERASMUS NET project

As a **new entrepreneur (NE)** from Cantabria, he/she will benefit from on-the-job training in a small or medium-sized enterprise elsewhere in the Participating Countries. This will ease the successful start of her/him business or strengthen her/him new enterprise. Her/she can also benefit from access to new markets, international cooperation and potential possibilities for collaboration with business partners abroad.

As a **host entrepreneur (HE)**, she/he can benefit from fresh ideas from a motivated new entrepreneur on her/him business. He/she may have specialised skills or knowledge in an area he/she does not master, which could also complement his/hers. Most host entrepreneurs enjoyed the experience so much that they decide to host other new entrepreneurs afterwards.

It is really a win-win collaboration whereby both of you can also discover new European markets or business partners, different ways of doing business.

On the longer-term, NE and HE will benefit from wide networking opportunities, and, possibly, decide to continue their collaboration, possibly as long-term business partners



Who can participate as a start-up entrepreneur?

Somebody can participate in the programme as a new entrepreneur if:
He/she is firmly planning to start a business, based on a viable business plan;
He /she has started his/her own business within the last 3 years.

However, he/she must also:

Be a permanent resident in Cantabria;

Have a concrete project or business idea, reflected in a business plan;

Be motivated and committed to collaborate during his/her stay with an experienced entrepreneur from another Participating Country;

Be prepared to contribute to the development of the host entrepreneur's business and make his/her skills and competences available;

Be ready to complement the programme funds as needed to cover the costs of his/her stay abroad.

Who can apply as a host entrepreneur?

Somebody can participate in the programme as a host entrepreneur if:

HE is a permanent resident in Cantabria;

HE is the owner-manager of a small or medium enterprise OR a person directly involved in entrepreneurship at SME board level;

HE has been running a company for more than 3 years;

HE is willing to share his/her knowledge and experience with a new entrepreneur and act as a mentor.

How to participate

El programa está gestionado por SODERCAN en Cantabria. Una vez los posibles NE o HE hayan cumplimentado su **solicitud en línea**¹ y se les haya aceptado en el programa, SODERCAN (con el apoyo del resto de socios participantes en el proyecto) les ayudará a encontrar los intercambios adecuados entre 36 países participantes.

Once NE or HE been accepted, they will be able to find all other valid applications in the online catalogue, which the help of SODERCAN and another partners to search for suitable matches.

It is recommended that potential candidates read carefully the registration guide (**new entrepreneur guide**²/**host entrepreneur guide**³) to have all required information at hand before starting the registration process.

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Next steps

In the framework of this Project, SODERCAN plans to develop the following activities in the next three months:
 A project website will be elaborated by SODERCAN.
 SODERCAN will invite their successful NEs/HEs to register with the Erasmus for Young Entrepreneurs groups on LinkedIn, twitter and Facebook and raise programme awareness among business professional networks.
 SODERCAN will contact with potential NEs/HEs through phone calls and visits to recruit them. Face to face meeting will be very important to explain the benefits of the Programme and to offering assistance and support.
 Once relationships have been approved by the European Partnership and communicated to the Commission, SODERCAN will organise and provide two training session for NE. Before going abroad, NEs should participate in a pre-departure induction course or training session which will include information on the mobility scheme and important EU related business subjects, such as the internal market, European law issues (particularly regarding business and contract law) and support services, including the European Enterprise Network (EEN) and SOLVIT.

CONTACTO PARA SOLICITAR INFORMACION ADICIONAL DEL PROYECTO O PARTICIPAR EN EL MISMO: