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## DanubeChance 2.0

Embracing failure to facilitate second-chance entrepreneurship in the Danube region

# OUTPUT 5.4

## Transnational Innovation Network

## Document Control Sheet

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## 1. Introduction

The Danube Transnational Programme lays out clear priorities in order to overcome territorial disparities. The project “Danube Chance 2.0 - Embracing failure to facilitate second-chance entrepreneurship in the Danube region” contributes to the priority of an innovative and socially responsible Danube region by improving the framework conditions for entrepreneurial innovation as well as by increasing competences for businesses.

Increasing skills is especially relevant for the target group of second chance entrepreneurs, who have experienced failure but managed their failure successfully; even if the cause of failure might have been an external one. In order to improve both the policy framework facilitating entrepreneurship and the skills of public authorities and other stakeholders to deliver efficient support mechanisms for second-chance entrepreneurs, the involvement of Business Support Organizations, national authorities, representatives of EEN network as well as representatives of DTC network in Project Partner countries increased institutional capacities to operate and to improve business support structures and to achieve a better performance in both the public and the private sector.

This report elaborates on the channels that all PPs used to distribute information about activities regarding Transnational Academy for Re-starting Entrepreneurs. In total, 11 reports about used channels for promotion activities were collected by the project partners.

## 2. Methodology

Transnational Academy for Re-starting Entrepreneurs is a knowledge and capacity-building educational program that aims to provide skills enhancement for financially distressed enterprises, honest non-fraudulent enterprises, policymakers (incl. PAC members), financial intermediaries and financial service providers on main aspects of second-chance entrepreneurship. The Academy for Re-starting Entrepreneurs is hosted by the Transnational Innovation Network of the DTC network. The portal, originally set up by PP3 for use within the DTC network providing a common platform for mapping technology transfer potential in DE, SK, SRB, HR, BG, RO enriched with second-chance entrepreneurial skills and competence development online and offsite learning materials facilitating (social) innovations and knowledge-exchange in DR.

The main benefits of the „Transnational Academy for Re-starting Entrepreneurs,, are:

- Definition of ten training modules within Academy selected by the end beneficiaries. Selected training topics cover the most important areas for learning and skills improvement of re-starting entrepreneurs and financially distressed companies. Topics under the Academy tackles wider second chance ecosystem, thus includes areas for policy makers and financial institutions aiming to improve environment for second chance entrepreneurship.
- Developed methodology for Training Needs Assessment (TNA) that provides opportunity for the final beneficiaries to get tailored support in areas they must need. All training materials and additional educational sources are available to all programme partners and stakeholders involved throughout the project via IFKAs platform.
- Established pool of committed and dedicated trainers, with interactive methods and training materials
- Heterogeneous group by branches, ideas
- Different age groups
- Storytelling as a deliberation process & way to the pitching

Initiative enabled inclusion of Business Support Organizations, national authorities, representatives of EEN network as well as representatives of DTC network in Project Partner countries in promoting Academy and conducting trainings under the Academy. Joint effort and established cooperation and synergy among the wider audience helped in addressing the following challenges:

- ❖ To allocate participants for the program, who are brave enough to facing with the reasons of failing, overcoming fears and going toward the success
- ❖ To motivate honest failed entrepreneurs who feel discouraged to re-start due to the stigma and difficulties or discrimination faced after bankruptcy
- ❖ To Create a confidential atmosphere on the training, awarding willingness of participants to learn, respecting the sensitivity of participants and their feelings
- ❖ Change the mindset of participants (second chance entrepreneurs, policy-makers as well as financial intermediaries)
- ❖ Encouraging bankrupts to try again will contribute positively to the economic development of PPs countries
- ❖ The continuing reproduction of Academy whenever there is a need for training the group of participants such as honestly failed enterprises, re-starting entrepreneurs, policymakers and government agencies, financial intermediaries in the field of second-chance entrepreneurship as well as other fields of entrepreneurship.

- ❖ Developing a model for financing re-starting entrepreneurs and businesses in distress
- ❖ Creating a tailored legal framework would allow all stakeholders, including financial institutions, to provide adequate support to restarters through customized products and services, while on the other hand they would be protected and legally secured against higher potential losses.
- ❖ Implementing Early Warning Mechanism with the aim to prevent bankruptcy and liquidation of the companies

## 2.1 Network Structure and Working Approach

The Transnational Innovation Network is established in the arrangement of a structured, but not legally binding form. In this respect and under such structure, DC 2.0 Expert Pool is considered as a network of networks based on a common Code of conduct.

General rules:

- The Member will not act in any manner which damages or otherwise adversely affect the reputation of the Transnational Innovation Network
- The Member will comply with the general organisational and functional principles and Code of conduct of the Transnational Innovation Network
- The Member agrees with the publishing of the Member's name for the purpose of promoting the Transnational Innovation Network.

### Targets, Tasks and Sustainability Approach

- Promote the collaboration between innovation mediators/ facilitators and funding/ partnership service providers for entrepreneurs in financial distress and re-starters.
- Facilitate and reinforce the transfer of good practices between the countries for an efficient knowledge and technology transfer in the Danube Region.
- Support the policy dialogue between diverse policy makers
- Policy recommendations should address the needs of entrepreneurs for regional or national support schemes.
- The network shall implement the Danube Chance 2.0-Policy White paper and sketch blueprints for tenders, regional funding schemes, and concepts for events for a sustainable establishment of Second-chance Entrepreneurship.
- Close cooperation with the Enterprise Europe Network
- Common understanding of Second-chance entrepreneurship landscape and ecosystems in the Danube region

## Relationship and Role within the Transnational Innovation Network

In their relationships with other members within the Transnational Innovation Network, each member shall commit to:

- Share a common vision, aims and values will enhance the commitment, enthusiasm and effectiveness of our network.
- Be aware of colleagues' expertise: This implies that each inquiry shall be guided towards the most appropriate contact person.
- Keep in regular contacts: members must stay in frequent contact with consortium members.
- To ensure smooth, successful communication within the network, avoid wasting time and ultimately guarantee a better service for our clients, it is necessary that members are not only prompt, but also act responsibly with regard to the messages which they both send and receive.

## Relationship with other Businesses, Entrepreneurship and Second-chance Entrepreneurship, and Innovation & Technology Transfer Networks

In their relationships with other related business networks, each member shall commit to:

- Being knowledgeable about the services of other Entrepreneurship/ Second-chance Entrepreneurship, business-related networks: To be able to advise clients on the full range of complementary services on offer in their region
- Being proactive: it is advisable that members take the initiative in getting all networks to work closer together in the region
- Being cooperative: it is important that the members increase collaboration with other Entrepreneurship/ Second-chance Entrepreneurship networks, business-related networks and find synergies between the services and activities in their countries
- Signposting clients: in line with the "No Wrong Door" principle, it is vital that members actively signpost to the other Entrepreneurship/ Second-chance Entrepreneurship networks, business-related networks.

The animation and involvement of relevant stakeholders per each Project Partner countries to take an active role in the Transnational Innovation Network started from the very beginning of the Project. It included several activities and phases:

## 2.2 I Phase

### Policy and Technical Advisory Boards (PAB and TAB)

Each PP established two professional bodies TAB and PAB who are dealing with two different aspect of the project implementation. TAB is a professional body dealing with the technical issues of the Project implementation while PAB is dealing with the policy improvements that can be achieved through realization of the Project activities. Main functions of the TAB is to supports the SC guaranteeing the involvement of stakeholders in an observer/advisory capacity and mission is to engage the main experts in the field of business acceleration to guarantee sound and effective implementation of technical contents of the project's deliverables. The main tasks of the TAB are sharing information on the most advanced experiences, best practices and case studies on the

relevance topics, to assess the technical content of the project deliverables, to advice on the effectiveness and usability of the Second-chance Readiness & Rescue and Revitalisation Transnational Tools implemented. Functions of the PAB are to supports the SC guaranteeing the involvement of policy makers in an observer/advisory capacity. The PAB mission is to engage policy makers; topic addressed by PAB will be related with the action plans and strategies to be implemented to foster the SII initiatives in the involved regions. PAB will create the conditions and facilitate the regulatory framework at regional and national level to support the interaction between public and private in developing initiatives and assess the impact.

All PPs selected and invited relevant stakeholders/external experts to take an active role in these two bodies. Through these bodies, external experts helped in creation of the training materials, selection criteria for SC entrepreneurs, policy-makers and financial intermediaries, and in promotion of the Transnational Academy for Re-starting Entrepreneurs.

## 2.3 II Phase

### "Meet the survivors" B2B Mentoring Workshop, Pitching Repair (training) sessions and Business breakfast meetings

The objective of these events were to facilitate an interactive exchange on national ecosystems for second-chance entrepreneurship. Discussions have covered good and bad practices in supporting second-chance entrepreneurs, respective policy niches (gaps/shortcomings) as well as ways to enhance regional policy instruments in this realm.

All PPs selected and called relevant stakeholders with the aim to participate at those meetings with aim to exchange knowledge and mutual learning between successful re-entrepreneurs and financially distressed entrepreneurs, failed entrepreneurs, policymakers, financial intermediaries, and investors in order to build up the positive culture of second-chance entrepreneurship and re-boost the market re-entry of non-fraudulent entrepreneurs through professional support and mentoring.

## 2.4 III Phase

Under the WP4, all PPs were tasked to contacted relevant country stakeholders with the aim to motivate them to take an active role in the Second-chance Entrepreneurship Community Pool of Experts. After allocating and securing participation of the respected experts, PP prepared and signed Memorandum of understanding in order to define terms of cooperation between Danube Chance 2.0 Partners and external partners from the DTC-network and beyond who will join the DC 2.0 Expert Pool.

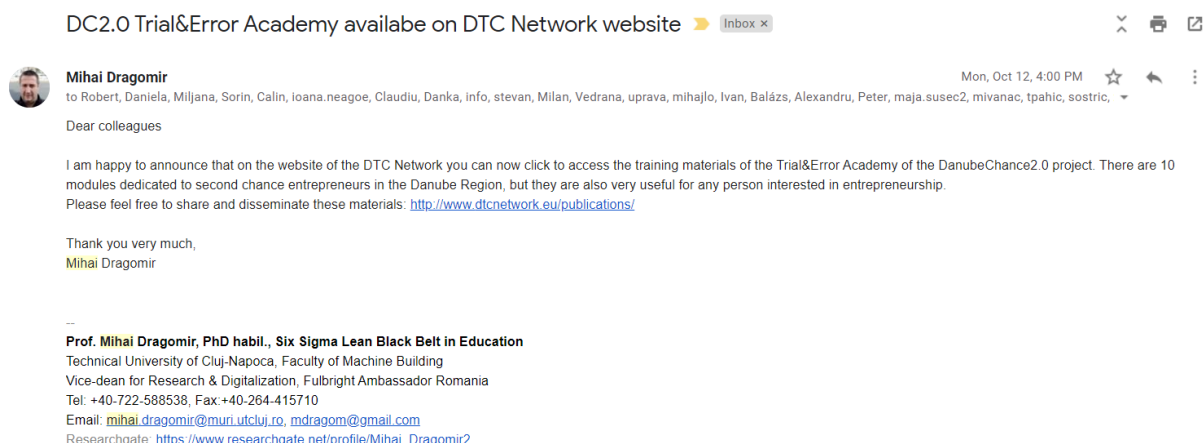
The pool of experts is a part of the Danube Innovation and Technology Transfer Centres (DTC) and in order to harmonize strategies, available capacities, and resources for proper framework conditions for Second-chance Entrepreneurship in the Danube Region, the DC 2.0 Expert Pool was tasked to closely collaborate with committed policymakers and a robust and diversified range of intermediaries. Further, it was set that the expert network shall closely cooperate with the Enterprise Europe Network (EEN). Through these framework conditions, the second-chance entrepreneurship landscape in the Danube region shall be improved for a sustainable entrepreneurial culture taking into account lessons



learnt from entrepreneurial failure and crises. This macro-regional expert network will bring together around 20 experts closely interacting with the Danube Innovation and Technology Transfer Centres (DTC). The Regional Action to establish a transnational network of Second-chance entrepreneurship experts in the Danube Region will be linked to the following EUSDR Priority Areas (PA) and their specific targets

In cooperation with the Project Partners, experts had a key role in the promotion of the Academy.

In this direction, an email was sent to all DTC members, with the role of informing and disseminate the Transnational Academy for Re-starting Entrepreneurs.



All DTC members were pleased about the received information and agreed to promote the Academia.

### 3. Cooperation with other stakeholders (BSOs, EEN network, DTC network, etc.) in line with the promotion of the Academy, creation of a database of experts and establishment of support to second chance entrepreneurship per country

Name of the Project Partner	Description of the cooperation	Stakeholders/External experts
3.1 Chamber of Commerce and Industry of Serbia	<p>With the aim to create training materials and promote the Academy CCIS involved external experts as well as policy makers and financial intermediaries. Some of them participated in Policy Learning Dialogue in Romania and Capitalization Workshop in Hungary.</p> <p>Also, representative of DTC network in Serbia signed MoU with CCIS with the aim to:</p> <ol style="list-style-type: none"> <li>Promote the collaboration between innovation mediators/ facilitators and funding/ partnership service providers for entrepreneurs in financial distress and re-starters.</li> </ol>	<ul style="list-style-type: none"> <li>Ministry of Economy</li> <li>Development Fund of Serbia</li> <li>Glenfiled Training Center</li> <li>EEN network representatives in Serbia</li> <li>DTC network Representatives in Serbia (University of Novi Sad)</li> <li>Business Incubator Novi Sad</li> <li>Innovation Center of the Faculty of</li> </ul>

	<p>2. Facilitate and reinforce the transfer of good practices between the countries for an efficient knowledge and technology transfer in the Danube Region.</p> <p>3. Support the policy dialogue between diverse policy makers</p> <p>4. Inform other DTC centers about outputs of the Academy for re-starters</p> <p>In Serbia, the EEN Serbia Consortium, coordinated by the CCIS, is in charge of implementing EEN network services, while other institutions in the Consortium are: Business Incubator Novi Sad, Innovation Center of the Faculty of Mechanical Engineering in Belgrade, Mihajlo Pupin Institute, Development Agency of Serbia and the University of Niš. Through the EEN Serbia Consortium, CCIS promoted activities regarding Academy and WP5.</p>	<p>Mechanical Engineering in Belgrade</p> <ul style="list-style-type: none"> <li>• Mihajlo Pupin Institute</li> <li>• Development Agency of Serbia</li> <li>• The University of Niš</li> </ul>
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Name of the Project Partner	Description of the cooperation	Stakeholders/External experts
<p>3.2. Centre for Entrepreneurship Osijek, Croatia</p>	<p>The Center for Entrepreneurship as an entrepreneurial support institution has a wide range of partners, associates and stakeholders. This network of contacts and acquaintances has developed and expanded through many years of CFE business and operation. Through this project (DanubeChance 2.0) this network has only grown and strengthened the relationships between all participants who are part of it. Through WP5, work was carried out on the performance of the transnational academy with a participation of a numerous stakeholders of EEN, DTC and BSO. CFE has achieved the strongest cooperation with the EEN network, which has been a partner for many years, especially with the Croatian Chamber of Economy and the Croatian Agency for SMEs, Innovations and Investments, which helped to promote the academy, but also supported the project as a whole - with their experts participated in a number of activities that were performed. Also, it is important to mention the very good relationship with Vukovar-Srijem County Development Agency HRAST Ltd. which is BSO in its form, but in the Republic of Croatia it also acts as a DTC. It was in the function of the DTC that HRAST participated in the promotion of the</p>	<ul style="list-style-type: none"> <li>• Croatian Chamber of Economy</li> <li>• Croatian Agency for SMEs, Innovations and Investments,</li> <li>• Vukovar-Srijem County Development Agency HRAST Ltd.</li> <li>• Ministry of Economy and Sustainable Development</li> <li>• Croatian Employers' Association Regional Office Osijek</li> <li>• Credit union NOA</li> <li>• Business incubator Osijek</li> <li>• Croatian Bank for Reconstruction and Development.</li> </ul>

	<p>academy, but also in the dissemination of the results that resulted from the dedicated work on the project in order to provide a second chance to entrepreneurs. CFE is extremely satisfied with the cooperation, primarily with project partners, and other stakeholders from these networks; because synergistic work and commitment to create better future for our entrepreneurs by working hard to achieve common goals. Representatives of EEN, DTC and BSO will also be involved in further activities, because without these key stakeholders it is not possible to implement a project at such a high level that is beneficial for the whole country, and ultimately for the entire Danube region.</p>	
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Name of the Project Partner	Description of the cooperation	Stakeholders/External experts
<p>3.3 IFKA Public Benefit Nonprofit Ltd. for the Development of the Industry, Hungary</p>	<p>Educational materials of “Trial &amp; Error Academy” were promoted on the web-pages of 3 partner institutions: 2 regional chambers of commerce and an organized of the biggest annual HR conference in Hungary.</p>	<ul style="list-style-type: none"> <li>• HR Fest</li> <li>• Chamber of Commerce of Vas County</li> <li>• Chamber of Commerce of Baranya county</li> </ul>

Name of the Project Partner	Description of the cooperation	Stakeholders/External experts
3.4 Steinbeis 2i GmbH, Germany	<p>In order to promote the Trial &amp; Error Academy and gather the necessary expertise to get a critical and professional analysis of the developed materials, Steinbeis 2i engaged with the regional stakeholders, members of the DTC and EEN Network. Steinbeis 2i is playing a decisive role since the DTC network has been created by S2i who also supports the implementation within the Danube Region. Being an active member of the EEN network which offers access to numerous multipliers and companies all over Europe, Steinbeis 2i promoted the modules of the Academy to dedicated stakeholders like entrepreneurs, representatives of business and financial organisations, but performed a strong lobbying amongst regional policymakers. Steinbeis 2i is entertaining a close relation to the regional Ministry of economics of BW who decided to extend the DC2.0 workshops “Meet the survivors” to the whole region which are moderated and lead by the project experts of the German network TEAMU Re-Start gGmbH. Steinbeis 2i is permanently relying on its pool of experts who are supporting all activities throughout all WPs.</p>	<ul style="list-style-type: none"> <li>• Ministry of economics BW</li> <li>• EEN network in the region of BW</li> <li>• DTC network coordination</li> <li>• TEAM U Re-Start gGmbH</li> <li>• Network of regional chambers of commerce in BW</li> </ul>

Name of the Project Partner	Description of the cooperation	Stakeholders/External experts
3.5 Technical University of Cluj-Napoca, Romania	<p>Technical University of Cluj - Napoca is an active member of all regional initiatives fostering innovation and knowledge transfer between academia and the economic environment.</p> <p>The TUCN Office of DTC Cluj - Napoca serves a dual function in the workings of DTC Cluj-Napoca:</p> <ul style="list-style-type: none"> <li>- operates as an ITT Office in engineering (mechanical, electrical, civil);</li> </ul>	<ul style="list-style-type: none"> <li>• TUCN – the DTC network Representatives in Romania</li> <li>• Insolvency house Transylvania</li> <li>• EEN network representatives in Romania</li> <li>• Transylvania Creative Industries Cluster</li> </ul>

	<ul style="list-style-type: none"> <li>- hosts the administrative headquarters of the entry point for western Romania;</li> </ul> <p>In order to contribute to the socio-economic development of the region, DTC Cluj-Napoca is involved in:</p> <ul style="list-style-type: none"> <li>- Stimulating companies in establishing R&amp;D departments;</li> <li>- Supporting cross-sectional high-level know-how: quality, innovation, sustainability, organizational excellence, automation etc.;</li> <li>- Supporting specific industries / activities: IT, welding, plastics, furniture, etc.</li> <li>- Supporting regional policy development.</li> </ul> <p>Within the Danube Chance 2.0 project, the DTC Cluj-Napoca representatives were involved as extern experts in all the implemented activities:</p> <ul style="list-style-type: none"> <li>- Elaboration of Regional Action Plan;</li> <li>- PAB/ TAB meetings;</li> <li>- Local Policy Learning Dialogues.</li> </ul> <p>The TUCN experts promoted the Academia also within their projects. In this direction, the Academia is promoted by the Student Entrepreneurial Society of TUCN. In this way, the information is distributed to a much larger audience.</p> <p><a href="https://sas.utcluj.ro/index.php/2020/11/03/programul-educational-de-antreprenoriat-danube-chance-2-0/">https://sas.utcluj.ro/index.php/2020/11/03/programul-educational-de-antreprenoriat-danube-chance-2-0/</a></p> <p>Also, the DTC Cluj Napoca Facebook page continues in promoting and disseminating all the DTC programs. Information regarding the Academia, the meetings within the DC 2.0 project or events that are organised within the DTC members are promoted there:</p> <p><a href="https://www.facebook.com/DanubeTransferCentreClujNapoca/">https://www.facebook.com/DanubeTransferCentreClujNapoca/</a></p> <p>Representatives of DTC Cluj-Napoca were also involved in promoting the training modules and harmonizing second chance strategies. In this direction, the Memorandum of Understanding was signed by the Director of DTC Cluj-Napoca, Prof. Dr.Eng. Popescu Sorin.</p>	<ul style="list-style-type: none"> <li>• North-western Regional Development Agency, Romania</li> <li>• Cluj County Council</li> </ul>
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	<p>Also, TUCN is part of the EEN network, with the main objective of supporting regional business to innovate and grow.</p> <p>With the involvement of DTC and EEN members through the Danube Chance project, collaboration between mentors and companies were developed, good practices were promoted, and all DTC centres were informed about the projects results. Also, the website of the network which is run from Cluj-Napoca has contributed to the dissemination of the DanubeChance2.0 project results..</p>	
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Name of the Project Partner	Description of the cooperation	Stakeholders/External experts
<p>3.6 Centre for Social Innovation, Austria</p>	<p>The Centre for Social Innovation cooperated with many external stakeholders to finetune the trial and error-Academy to the needs of Austrian stakeholders. Since we are very active in the field of Social Entrepreneurship and Migrant Entrepreneurship we spoke to social and migrant networks as well as their networks to understand their challenges that worsened during the Covid-19 situation. To deliver two modules of the training we cooperated with Team U. Although they are from Germany Attila von Unruh is quite known in the Austrian Social Entrepreneurship Ecosystem. Furthermore, we used manifold channels to promote the training academy, such as the channels of Austrian Start-Ups, the “Grüne Wirtschaft”, IG Bildende and arbeit-plus who spread the information in their networks. To deliver the training on the legal aspects of second-chance entrepreneurship we enlisted Mag. Fabian Baumgartner, a lawyer specialising in insolvency law. Furthermore, we informed the Vienna Business Agency, the Chamber of Commerce and the DTC Transfer Center in Vienna about the Trial and Error Academy.</p>	<ul style="list-style-type: none"> <li>• SENA – Social Entrepreneurship Network Austria</li> <li>• TEAM U – Re-Start gGmbH</li> <li>• Grüne Wirtschaft</li> <li>• Austrian Start-Ups</li> <li>• Arbeit plus</li> <li>• IG Bildende</li> <li>• Vienna Business Agency</li> <li>• DTC Transfer Centre</li> <li>• Chamber of Commerce</li> </ul>

Name of the Project Partner	Description of the cooperation	Stakeholders/External experts
<p>3.7 Pannon Business Network Association, Hungary</p>	<p>Chamber of Commerce and Industry of Vas County (CoC) as an entrepreneurial support institution therefore CoC can contact and communicate the main target group of the Transnational Academy for Re-starting Entrepreneurs. During our PAB meetings in the, I Phase we constantly communicate with the representative of CoC and together we started to promote our project and the Academy through the newsletter of CoC.</p> <p>Furthermore, we built a relationship with the Women Entrepreneurs Club Association. The Club's aim is to help women in Vas County to participate in local economic and social life and to ensure their equal opportunities by creating a community framework that enables cooperation and networking. Furthermore, improve their situation by providing information, to them about exploring economic and other opportunities and ideas, organizing programs, and launching joint actions. Two members of this Club also signed the MoU and they joined the project as a member of the Second-Chance Entrepreneurship Community Pool of Experts. Last but not least, during the organization of the Academy they provided us a chance to promote our trainings in person and through their newsletter.</p> <p>To be able to organize the training and to be able to provide high-quality training materials, we also collaborate with Rita Tóth,(business coach) how not just help us to create the materials, but she also promoted our trainings through her webpage and social media platforms, to reach entrepreneurs.</p> <p>And we also constantly working together with the Municipality of Szombathely, where we have a chance to working together with local politicians, to be able to help the entrepreneurs, especially in this pandemic situation.</p>	<ul style="list-style-type: none"> <li>• Chamber of Commerce and Industry of Vas County</li> <li>• Women Entrepreneurs Club Association</li> <li>• Rita Tóth (business coach)</li> <li>• Municipality of Szombathely</li> <li>• DTC network</li> <li>• Ministry of Finance</li> </ul>

	<p>To be able to help the Hungarian entrepreneurs we also closely working together with the representative of the Ministry of Finance especially in the I Phase of the implementation. And they also send it out the invitation to the Academy through their newsletter.</p> <p>Last but not least we have to mention that PBN is a member of the DTC network and through this network, we had a chance to cooperate with a lot of companies, and whit their help we reach more entrepreneurs who need help.</p>	
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Name of the Project Partner	Description of the cooperation	Stakeholders/External experts
<p>3.8 Union of Slovak Clusters, Slovakia</p>	<p>The Union of Slovak Clusters cooperated and discussed the challenges and current trends in the area of entrepreneurship with various relevant stakeholders - experts (also representatives of Policy Advisory Board and Technical Advisory Board), representatives of academia, business support organisations and business consultants.</p> <p>Furthermore, the discussions with experts were devoted to the list of modules of the “Trial and Error” Re-Design Transnational Academy and also to the identification of areas considered as the most relevant for Slovak entrepreneurs.</p> <p>In relation to the Academy, the Union of Slovak Clusters cooperated also with external service provider – the education and training provider that has a large database of contacts of entrepreneurs and other relevant stakeholders. In addition, the Union of Slovak Clusters published the information about the educational program at its own webpage, disseminated the information via online channels and also informed about given activity relevant stakeholders. The information about the educational program were disseminated also via DTC representative (DTC Office in Slovakia), with whom the Memorandum of Understanding was signed too. The Union of Slovak Clusters cooperated with above</p>	<ul style="list-style-type: none"> <li>• DTC representative (DTC Office in Slovakia)</li> <li>• Slovak Business Agency</li> <li>• Slovak Association of Small Enterprises</li> <li>• External education and training provider</li> <li>• Experts, mentors and lectors</li> </ul>



	<p>mentioned external service provider that is experienced in the provision of educational workshops as well as has adequate infrastructure to deliver training services via digital means. In addition, relevant experts, mentors and lecturers were involved in project activities.</p> <p>Within the project, the Union of Slovak Clusters also organized the “Meet the Survivors” B2B Mentoring Workshop with aim to foster the exchange of experiences and knowledge between successful re-entrepreneurs and financially distressed, recently started, bankrupt or failed entrepreneurs, policy makers, financial intermediaries and investors as well as business accelerators in order to build up the positive culture of second-chance entrepreneurship and re-boost the market re-entry of non-fraudulent entrepreneurs through professional support and mentoring. During the event, successful second-chance entrepreneurs presented their success stories highlighting the most important moments of their entrepreneurial activities and also how they overcame the biggest obstacles and challenges. The event provided space for fruitful discussion, exchange of information and also for networking.</p>	
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Name of the Project Partner	Description of the cooperation	Stakeholders/External experts
3.9 Republic Agency for the Development of Small and Medium Enterprise, Republic of Srpska	<p>In order to promote the Transnational Academy for Re-starting Entrepreneurs (Academy) besides other actions, RARS continuously collaborate with stakeholders on all levels which provides a strong support throughout all WPs.</p> <p>Member of Policy Advisory Board (PAB) and the Transnational Community Pool of Experts is Ms Milka Latincic, representative of the Ministry of Economy and Entrepreneurship of the Republic of Srpska (MEERS). She actively participated on various events in project (Capitalization Workshop in Budapest, Policy Learning</p>	<ul style="list-style-type: none"> <li>• Ministry of Economy and Entrepreneurship of the Republic of Srpska (MEERS);</li> <li>• Agency for Intermediary, IT and Financial Services of the Republic of Srpska (APIF);</li> <li>• The Development Agency Banja Luka (CIDEA);</li> <li>• Enterprise Europe Network (EEN);</li> </ul>

	<p>Dialogue Workshop in Cluj-Napoca, Romania, Local Policy Focus Group in Banja Luka, preparation of SWOT analyses, Regional Action Plan for Providing a second - chance entrepreneurship in the Republic of Srpska and other documents, video interview, 5th module on Academy, Policy learning dialogue in Belgrade, etc) and supported all activities strongly.</p> <p>Also, members of Technical Advisory Board (TAB) representative from Agency for Intermediary, IT and Financial Services of the Republic of Srpska (APIF) and the Development Agency Banja Luka (CIDEA) actively participated continuously on TAB activities also on Business Breakfast meetings, Meet the Survivors, Pitching Repair sessions, Policy Focus Group Banja Luka, 5th module on Academy, preparation of various documents and etc. Regarding RARS participation in the implementation of the pilot in WP6 PAB/TAB members also expressed interest and give support to RARS for providing mentoring support for entrepreneurs with business difficulties in next period.</p> <p>The representative of the EEN, Mr Dragan Gligorić, expert in international economics is also member of Second-chance Entrepreneurship Transnational Community Pool of Experts and together with Ms Milka Latincic signed the MoU for the participation in the DanubeChance2.0 Transnational Community Pool of Experts. Also, Mr Gligorić continuously participated on several events and preparation of needed project documents (Policy Learning Dialogue Workshop in Cluj-Napoca, Romania, Local Policy Focus Group in Banja Luka, 5th module on Academy, Policy learning dialogue in Belgrade, preparation of SWOT analyses, Regional Action Plan for Providing a second-chance entrepreneurship in the Republic of Srpska, etc).</p> <p>During organization of all of project events and promotion activities of Academy a lot of institutions and supporting organizations participated and collaborate, such as: 13 local development</p>	<ul style="list-style-type: none"> <li>• 12 local development agencies and 64 departments of the economy in municipalities and cities in the Republic of Srpska;</li> <li>• The Republic of Srpska Investment-Development Bank (IRBRS);</li> <li>• Employment Institute of the Republic of Srpska;</li> <li>• Republic of Srpska Tax Authority;</li> <li>• Chamber of Commerce of the Republic of Srpska;</li> <li>• Innovation Centre Banja Luka (ICBL);</li> <li>• Craft Entrepreneurial Chamber of the Republic of Srpska;</li> <li>• Union of Employers' Associations of the Republic of Srpska;</li> <li>• BIH DANUBE National Contact Point ( NCP);</li> </ul>
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	<p>agencies and 64 departments of the economy in municipalities and cities in the Republic of Srpska, The Republic of Srpska Investment-Development Bank (IRBRS), Employment Institute of the Republic of Srpska, Republic of Srpska Tax Authority, Chamber of Commerce of the Republic of Srpska, Innovation Centre Banja Luka (ICBL), Craft Entrepreneurial Chamber of the Republic of Srpska, Union of Employers' Associations of the Republic of Srpska.</p> <p>Also, RARS disseminated all activities through the Facebook profile and web sites continuously. In order to introduce representatives of the relevant institutions with the project activities related to the implementation of the Regional Action Plan for Providing a second - chance entrepreneurship in the Republic of Srpska and preparation of Second-chance Entrepreneurship Community Strategy for the Danube region, RARS organized the Local Policy Focus Group meeting on 30th of October 2020.</p> <p>In order to promote Academy, in May 2020 RARS delivered translated press release Practical tool for overcoming business crisis supported by INTERREG Danube program became available for capacity building institutions around EU to the MEERS, EEN and BIH DANUBE NCP and asked them to publish this translated information on their web sites and social medias. The information was published on websites of RARS, MEERS, EEN and on Facebook pages of DanubeChance2.0 and BIH DANUBE NCP.</p>	
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Name of the Project Partner	Description of the cooperation	Stakeholders/External experts
	<p>ODIMM has a close cooperation with a wide range of partners, central and local authorities, business associations and business support providers. In order to promote the Trial &amp; Error</p>	<ul style="list-style-type: none"> <li>• Ministry of Economy and Infrastructure</li> <li>• National Network of Business Incubators</li> </ul>

3.10 Organization for Small and Medium Enterprise Sector Development, Moldova	<p>Academy ODIMM engaged national stakeholders, the Business Incubator Network and the National Centre for Business Consultancy.</p> <p>The training courses within the Academy were delivered by the external experts from the business support organization Association for the Promotion of Entrepreneurship and the Business Incubator Network.</p> <p>Each stakeholder and expert were actively involved in this project activity and expressed their desire to participate in further activities designed to support second chance entrepreneurs.</p>	<ul style="list-style-type: none"> <li>• National Centre for Business Consultancy</li> <li>• BSO: Association for the Promotion of Entrepreneurship</li> </ul>
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Name of the Project Partner	Description of the cooperation	Stakeholders/External experts
3.11 Pomurski Technology Park, Slovenia	<p>Representative of DTC network in Slovenia is University of Maribor (UM). Email was sent to DTC contact person (after initial telephone conversation) with information about DC2.0 project and invitation for cooperation. They re-send the mail to all faculties within UM with request to cooperate with PTP. Unfortunately, there was no response. Nevertheless, through other channels PTP established fruitful cooperation in 2nd chance field with two experts: prof. Andreja Primec and prof. Barbara Bradač Hojnik from Faculty of Economics and Business at University of Maribor. These experts prepared main contributions for book: Slovenian Enterprise and the Challenges of Transforming Business, Slovenian Entrepreneurship Observatory 2019 published in May 2020. Both experts are part of DC 2.0 Policy Advisory Board/Technical Advisory Board. The information exchange take place at least twice per year.</p>	<ul style="list-style-type: none"> <li>• Ministry of Economic Development and Technology</li> <li>• Faculty of Economics and Business Maribor, University of Maribor</li> <li>• SPIRIT Slovenia - Public Agency for Entrepreneurship, Internationalization, Foreign Investments and Technology</li> <li>• Chamber of Commerce and Industry of Pomurje</li> <li>• Regional chamber of craft and small business Murska Sobota</li> <li>• Sinergija Development Agency</li> <li>• Development Centre Murska Sobota</li> </ul>

	<p>Pomurje Technology Park as Subject of Innovative Environment has good and permanent cooperation with SPIRIT Slovenia - Public Agency for Entrepreneurship, Internationalization, Foreign Investments and Technology. SPIRIT is executive agency of the Ministry of Economic Development and Technologies. SPIRIT is part of EEN network in Slovenia. Dražen Jeremić, B. of Law, Area Secretary, Sector for the Promotion of Entrepreneurship and Technological Development is regular member of DC 2.0 Policy Advisory Board/Technical Advisory Board and PTP exchange information at least twice per year.</p> <p>Through SPIRIT and UM channels information were available to members of their networks nationwide.</p> <p>Pomurje Technology Park, by it's nature, is Business Support Organisation and is in good relationship with all other BSO in Slovenia. Invitation to DC 2.0 Training academy was delivered to many BSO in Slovenia. Additionally, Pomurje region 2nd chance stakeholders were called and invited to DC2.0 Business Breakfasts that enabled excellent cooperation. Stakeholders took active participation in spreading invitations to DC 2.0 Training academy. Following organizations were informed and asked for promoting the Academy: Chamber of Commerce and Industry of Pomurje, Regional chamber of craft and small business Murska Sobota, Sinergija Development Agency, Development Centre Murska Sobota and Employment Service of Slovenia (Regional office Murska Sobota).</p>	<ul style="list-style-type: none"> <li>• Employment Service of Slovenia (Regional office Murska Sobota)</li> <li>• Branko Mavrič, bankruptcy manager and business consultant</li> <li>• Jose Antonio Morales, Aurora Coworking; Lincoln Island Initiatives</li> </ul>
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