

DanubeChance 2.0

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

Output 6.4

Cooperation Agreements

(between DC2.0 project partner and entrepreneur in pilot action)

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List of Abbreviations

DC2.0	Danube Chance 2.0
AF	Application Form
WP	Work Package
AN	Activity Number
CA	Cooperation Agreement
PP	Project Partner
PAP	Personal Action Plan

1 Introduction

WP 6 "Second-chance business re-structuring initiative" is a pilot action of Danube Chance 2.0 project, which aims to deliver financial and operational re-structuring of 3-5 honest failed entrepreneurs willing to re-start the business with the help of professional acceleration. It tends to prepare a solid ground for honest failed entrepreneurs receiving a new chance to business success. Pilots will facilitate the transfer and adoption of innovative and successful good policymaking insolvency practices among partner countries and validate new re-structuring measures (linked to SO3) in practice.

Within the preparatory activity 6.1 Planning of local pilot second-chance „business re-structuring“ initiatives a methodology for pilot activities was elaborated. The methodology was designed to define all stages of the pilot action implementation; from initial public call for the pilot action, to selection procedure of entrepreneurs, monitoring of the mentoring program etc. During the planning process also the following Cooperation Agreement template was developed and in the implementation phase cooperation agreements were signed between pilot business re-structuring initiative country leads with second-chance entrepreneurs.

2 Methodological Approach

In the application form it was foreseen to develop a Cooperation Agreement template/document with a purpose to define terms of cooperation between the project partner of Danube Chance 2.0 (DC2.0) and the second-chance entrepreneur, included in the pilot action. The elaborated Cooperation Agreement template defines objectives of the DC 2.0 WP6 Business financial and operational re-structuring, the aim of the business incubation/acceleration (working approach, coaching/mentoring tasks and results of the mentoring/workflow) and commitment/obligation of parties.

From March 2020, regular WP6 meetings took place where pilot project partners were informed about progress on prepared documents and had the possibility to comment, add, correct, suggest and upgrade prepared draft documents.

Therefore, the CA template was designed jointly with a flexibility rule as a help document, of informative, supporting nature for pilot action PP`s. Based on regional/local tailored-made form of cooperation between DC2.0 pilot action PP and second-chance entrepreneur the template was adjusted to regional/local conditions and translated into the official language of the PP country, if needed.

3 Cooperation Agreement template

Business coaching/Business incubation/Business acceleration

COOPERATION AGREEMENT

Template

One of the objectives of the European project Danube Chance 2.0 is to provide support to second-chance entrepreneurs in business financial and operational re-structuring. The purpose of the presented Cooperation Agreement is to define the terms of cooperation between the project partner of **Danube Chance 2.0** (DC 2.0) and the second chance entrepreneur:

1. *(name and address of pilot project partner, represented by, tax number)*,
and

Example: PTP – Pomurje Technology Park (Public Benefit Nonprofit Ltd.), pilot business re-structuring initiative pilot project partner, Pleše 9a, SI-9000 Murska Sobota, Slovenia, represented by director Marko Močnik, M.Sc, ID for VAT 23632763 (hereafter referred as: SI pilot project partner, coaching/mentoring party)

2. second-chance entrepreneur *(name, surname, address, tax number)* or company *(name and address of project partner, represented by, tax number)* (hereafter referred as: entrepreneur or company, coachee/mentee party)

Objectives of the DC 2.0 WP6 Business financial and operational re-structuring

The "Second-chance business re-structuring initiative" is a pilot action within the EU-project Danube Chance 2.0 as part of the Danube Transnational Programme.

The applied methodology for "business re-structuring" is a **Business incubation/Business acceleration** that aims to **support second-chance entrepreneurs** who are:

1. honest failed entrepreneurs by their market re-entry (re-starters) or
2. entrepreneurs in distress.

It aims to deliver financial and operational re-structuring support to second-chance entrepreneurs who are willing to re-start/improve their business with the help of professional business incubation/business acceleration, especially those that are facing stigma and practical difficulties in business re-entry/improvement.

The methodology does not only refer to business diagnostics, but emphasizes on shaping business attitudes and perceptions linked to business failure.

The Aim of the business incubation/acceleration

The aim of **Business incubation/Business acceleration** is to prepare sound ground for honest troubled or failed entrepreneurs for the new chance to business success.

Working approach:

- **Solutions Focused Coaching/Mentoring, GROW approach (Goals, Reality, Options, Wrap up), CLEAR model (Contracting, Listening, Exploring, Action, Review)**

Number of hours: 10-40 hrs

Coaching/mentoring tasks:

Coach/mentor is providing a safe, creative and non-judgemental space, asking thought-provoking questions and listening to help the coachee explore, reflect and make decisions in business.

Coaching/mentoring task is to help coachee/mentee to make changes in business life, develop specific skills and improve performance or enhance relationships with others, identify and connect coachee/mentee with business specialist for in-depth coaching/mentoring where specific action is required.

Results:

1. Pre Coaching/Mentoring **Questionnaire** Pre Coaching (Business questionnaire/PAP **stage 1-entrepreneur**),
2. Pre Coaching/Mentoring **Conversation** (Business questionnaire/PAP **stage 2-entrepreneur+coach/mentor**),

3. Effective Coaching/Mentoring **Programme Design** (=Coaching/Mentoring **Action plan**)
4. First Coaching Session Or Intake Session
5. Coaching/Mentoring Sessions (online, personal)
6. Final Coaching/Mentoring Or Output Session
7. Post Coaching/Mentoring **Questionnaire** (Business questionnaire/PAP **stage 3-entrepreneur+coach(/mentor at the end)**)

Commitment/obligation of parties

1. The second-chance entrepreneur:
 - commits towards market re-entry and/or business improvement,
 - agrees to perform all the re-structuring mentoring sessions,
 - agrees to integrate experts' recommendations into their business plan.

2. The DC 2.0 Pilot Partner agrees to provide business acceleration services in cooperation with dedicated experts and co-create new business plans with following approach:
 1. Benchmarking key operating parameters to assess areas where immediate improvements can be made (Business questionnaire/PAP),
 2. Developing strategies to make improvements and providing the necessary management,
 3. Networking and relationship-building with financial intermediaries – if possible.

Confidentiality

The parties anticipate that, under this Agreement, it may be necessary to transfer information of a proprietary or confidential nature between parties or to a third party involved in the coaching. Such information shall be clearly identified by the both disclosing parties at the time of disclosure. The parties acknowledge that any such information is confidential and/or proprietary:

Date & Location

Name & Signature (DC2.0 partner)

Name & Signature (2nd-chance entrepreneur)

4 Summary

Originally it was planned to organize the pilot action in 4+1 selected Danube Chance 2.0 countries. During the implementation of the project – preparatory activities (A6.1), partners from Serbia (CCIS), Bosnia and Herzegovina – Republic of Srpska (RARS) and the lead partner from Hungary (IFKA) decided to join the pilot action implementation. In total, 8 PP`s provided practical second-chance acceleration and business plan re-make services. According to AF 3-5 honest failed entrepreneurs (per country/project partner) willing to re-start the business with the help of professional acceleration need to be included into the pilot action.

At the end, 32 cooperation agreements were signed between pilot business re-structuring initiative country leads with second-chance entrepreneurs in order to make sure that second-chance entrepreneurs are committed towards their market re-entry as well as complete all the re-structuring mentoring sessions and integrate experts' recommendations into their business plans. This means on average 4 entrepreneurs per project partner institution.

PROJECT PARTNER	Nr. of signed CA`s
IFKA (Hungary)	4
SEZ/S2i (Germany)	3
UTC-N (Romania)	3
PTP (Slovenia)	4
CFE (Croatia)	3
ODIMM (Moldova)	5
CCIS (Serbia)	5
RARS (BIH; Republic of Srpska)	5

13 out of 32 cooperation agreements were signed in English language (UTC-N, CCIS, RARS) and 19 out of 32 CA`s were translated to (and signed) the official languages of the PP countries.

5 Annexes: Scanned Cooperation Agreements

LP - IFKA (Hungary)

E KÉTT
2021. 08
IFKA/Köb-1/2021

Megbízási szerződés 1. számú módosítása

amely létrejött

egytésről az:

IFKA Közhasznú Nonprofit Kft.

székhely: 1062 Budapest Andrásy út 100.
cégjegyzékszám: 01-09-980439
adószám: 23833904-2-42
székhely: 1062 Budapest Andrásy út 100.
képviseli: Barta-Eke Gyula

mint megbízó (a továbbiakban: Megbízó)

másrészről

Békéssy László István, egyéni vállalkozó

székhely: 1118 Budapest, Somlói út 60/B alagsor 1. ajtó
nyilvántartási szám: 52136733
adószám: 68708935-1-43
képviseli: **Békéssy László István**
számlaszám: MagNet Magyar Közösségi Bank Zrt.
16200151-18547474-00000000

mint megbízott (a továbbiakban: Megbízott)

(Megbízó és Megbízott együttesen a továbbiakban: Felek)

között az alulírott napon és helyen, az alábbiak szerint:

I. Előzmények

1. Megbízott a Danube Chance 2.0 projekt WP6- Business Restructing részprojektje keretében Megbízóval mentorálási szakértői tevékenység (a továbbiakban: Szolgáltatás) elvégzésére 2020. október 3-án megbízási szerződést (a továbbiakban: Szerződés) kötött.
2. A Szerződés 2.2. pontja alapján Megbízott 2020. december 31-i teljesítési határidőre köteles teljesíteni a Szerződésben vállalt mentorálási feladatait.
3. 2020. december 14-én Megbízott képviselője írásban jelezte, hogy egy mentorálandó vállalkozás (cégnév: Csumi Autómosó Kft.) a COVID-19 járványból eredő egészségügyi probléma miatt nem tudja vállalni a rendelkezésre állást, így Megbízott a Szerződésben rögzített határidőre nem tudja teljesíteni mindhárom vállalkozás vonatkozásában a Szerződés szerinti mentorálási feladatainak elvégzését.

Tekintettel arra, hogy a fenti akadályközlő levél alapján Megbízott érdekkörén kívül eső okból (a koronavírus - COVID-19- miatt fennálló előre nem látható körülmények) nem tudja a Szerződésben foglalt teljesítési határidőre maradéktalanul teljesíteni a Szerződésben foglalt

Szolgáltatást, Felek a Szerződés teljesítési határidejére vonatkozó rendelkezéseit módosítják.

A Szerződés eddigi teljesítése alapján mindkét Fél részéről felmerült igényként továbbá a Szerződés szerinti Szolgáltatás további részletezésének írásban való rögzítéséről állapodtak meg a Felek, különösen a teljesítés ellenőrzésének és folyamatainak egyértelműbbé tételének céljából.

Felek a fenti módosításokat jelen dokumentumban rögzítik írásba (a továbbiakban: Módosítás).

II. A Szerződés, módosítással érintett rendelkezései.

1. Felek megállapodása alapján a Szerződés 1.1. pontja az alábbiak szerint módosul (a módosítással érintett rész áthúzással, félkövér, dőlt és aláhúzott betűvel jelezve):

„1.1. (...)

A Felek kijelentik, hogy jelen Szerződés a Felek általi aláírásának napján lép hatályba és a Szerződés mindkét fél általi teljesítésével, ~~de legkésőbb 2020. december 31-évet~~ szűnik meg.
(...)

2. Felek megállapodása alapján a Szerződés 2.2. pontja helyébe az alábbi rendelkezés lép hatályba:

„2.2. Teljesítési határidő: 2021. február 28.

3. Felek megállapodása alapján a Szerződés 2.1. pontja az alábbiak egészül ki (a kiegészítések félkövér, dőlt betűvel jelezve):

„2.1.

A Megbízott a jelen Szerződés alapján az alábbi feladatokat (Szolgáltatás) köteles ellátni:

Megbízott a Szolgáltatást az alábbi tapasztalattal rendelkező mentorok útján köteles nyújtani:

- pénzügyi forrás felkutatása, problémás hitelek, kölcsönök kezelése,
- szervezetfejlesztés, válságmenedzsment beleértve a mindennapi vállalkozásvezetési ismeretek átadását (kontrolling, kommunikáció stb.),
- marketing és „sales” csatornák feltérképezése, a jelenlegiek fejlesztése, hirdetési lehetőségek kihasználása.

Mentorált résztvevők száma: 3 vállalkozás, akik a nyilvános felhívásra jelentkeztek és kiválasztásra kerültek.

Mentorálás formája: Megbízó előzetes jelzése alapján : offline/online személyre szabott egyéni lesz.

Munkamódszer:

Célorientált coaching/mentorálás, GROW megközelítés (Goals, Reality, Options, Wrap up), CLEAR modell (Contracting, Listening, Exploring, Action, Review).

Órák száma összhangban az Ajánlattételi Felhívás 3. pontjával legfeljebb:
25 óra/mentorált vállalkozás

A Megbízott által biztosított mentor biztonságos, kreatív és előítéletmentes környezetet biztosít, meghallgatja és kérdéseivel segíti a mentoráltat abban, hogy reflektív legyen, új lehetőségeket kutasson fel, és jó üzleti döntéseket hozzon.

A mentor feladata, hogy segítse a mentoráltat a változtatások elérésében, a szükséges készségek fejlesztésében, teljesítménye javításában, a kapcsolatainak fejlesztésében. Szükség esetén összeköti a mentoráltat üzleti szakértőkkel.

Elvártak eredménytermékek:

Megbízott az alábbi eredménytermékeket köteles Megbízónak átadni legkésőbb a Szerződés 2.2. pont szerinti teljesítési határidőre


- mentorálást megelőző kérdőív (a mentorált tölti ki),
 - mentorálást megelőző beszélgetés (a mentorált és a Megbízott tanácsadója között),
 - első coaching ülés vagy regisztrációs ülés jegyzőkönyve,
 - mentori ülések (online, személyes) jegyzőkönyvei,
 - Záró mentori ülés jegyzőkönyve,
 - Mentorálást követő kérdőív (a mentorált tölti ki)
4. Felek megállapodása alapján a Szerződés 5.4. pontja az alábbiak szerint egészül ki (a kiegészítéssel érintett részek félkövér, dőlt betűvel jelezve):
- „(...)Megbízott a teljesítést követően köteles írásbeli teljesítési jelentést készíteni, a teljesítést követő 2 munkanapon belül, mely tartalmazza az elvégzett feladatokat, és az azokra fordított időt, valamint a Szerződés alapján Megbízónak átadott eredménytermékek felsorolását. (...)”.

III. Egyéb rendelkezések

1. Felek rögzítik, hogy a Szerződés, jelen Módosítás II. pontja szerinti módosítással nem érintett rendelkezései továbbra is változatlanul érvényben maradnak.
2. Felek a jelen Módosítás korábbi szóbeli megállapodásuk alapján kerül aláírásra és a jelen Módosítás írásba foglalását megelőző teljesítésekre a jelen Módosításban foglaltakat szerint számolnak el.

3. Felek jelen Módosítást elolvasták, értelmezték, és mint akaratukkal mindenben megegyezőt, jóváhagyólag aláírták.

Budapest, 2020. december 18.


IFKA Közhasznú Nonprofit Kft.
Megbízó
Barta-Eke Gyula
ügyvezető


Békéssy László István,
egyéni vállalkozó
Megbízott

ÉRKEZETT

2021-02-09
IFKA/105-112021

EGYÜTTMŰKÖDÉSI MEGÁLLAPODÁS

amely létrejött egyrészről a

Név: Márkus Zsolt
lakcím: 1117, Budapest, Hengermalom út 20.
adóazonosító: 8396390517

,mint újrakezdő vállalkozó (a továbbiakban: mentorált fél)

másrészről a

IFKA Iparfejlesztési Közhasznú Nonprofit Korlátolt Felelősségű Társaság

székhely: 1062 Budapest, Andrásy út 100.
cégjegyzékszám: 01-09-980439
adószám: 23833904-2-42
képviseli: Novák Csaba, nemzetközi igazgató
a továbbiakban: **IFKA vagy mentor**

(mentorált fél és IFKA együttesen a továbbiakban: Felek) között alulírott napon és helyen az alábbi feltételekkel.

I. Preambulum

Felek rögzítik, hogy a Danube Chance 2.0 Európai Unió projekt (a továbbiakban: Projekt) egyik célkitűzése, hogy támogassa a második esélyt kereső vállalkozók pénzügyi- és működési szerkezetátalakítását. A Projekt „Danube Transnational Programme” részét képezi a „Second-chance business re-structuring initiative” kísérleti program (a továbbiakban: Program).

A Program alkalmazott módszertana egyfajta vállalkozás inkubáció/gyorsítás, amely olyan második esélyt kereső vállalkozásokat céloz meg amelyek:

1. Kudarcot vallott tisztességes vállalkozók (újrakezdők) vagy
2. Bajban lévő vállalkozók.

A Program olyan újrakezdő vállalkozások pénzügyi és működési átszervezését célozza, amelyek hajlandóak újraindítani/fejleszteni a vállalkozásukat professzionális vállalkozói inkubátorok segítségével különös tekintettel azokra, amelyeket a kudarcuk miatt hátrányos megkülönböztetés ér és gyakorlati nehézségekkel küszködnek a vállalkozás újraindítás/fejlesztés során.

A módszertan nemcsak üzleti diagnosztikát tartalmaz, hanem hangsúlyt fektet a kudarcról kialakult nézetek megváltoztatására is.

A projektet az európai unió alap (ERDF, IPA) társfinanszírozza

Jelen együttműködési megállapodás (a továbbiakban: Megállapodás) létrejöttének célja, hogy a Program megvalósítását elősegítendő meghatározza az együttműködés feltételeit az IFKA, mint Projekt partner és a második esélyt kereső vállalkozó között.

II. Az együttműködés részletei

1. Az együttműködés főbb célja és módja

1.1. Jelen Megállapodás alapján a Felek szándéka szerint együttműködésük **vállalati inkubációra** terjed ki. A vállalati inkubáció célja, hogy biztos alapot szolgáltatson bajban lévő vagy csődbe ment vállalkozók számára a sikeres működéshez.

1.2. A vállalati inkubációt Felek az alábbiak szerint kívánják megvalósítani:

Munkamódszer: Célorientált coaching/mentorálás, **GROW megközelítés** (Goals, Reality, Options, Wrap up), **CLEAR modell** (Contracting, Listening, Exploring, Action, Review).

Órák száma: 25 óra

Mentori feladatok:

A mentor biztonságos, kreatív és előítéletmentes környezetet biztosít, meghallgatja és kérdéseivel segíti a mentoráltat abban, hogy reflektív legyen, új lehetőségeket kutasson fel, és jó üzleti döntéseket hozzon.

A mentor feladata, hogy segítse a mentoráltat a változtatások elérésében, a szükséges készségek fejlesztésében, teljesítménye javításában, a kapcsolatainak fejlesztésében. Szükség esetén összeköti a mentoráltat üzleti szakértőkkel.

Eredmények:

- mentorálást megelőző **kérdőív** (a mentorált tölti ki)
- mentorálást megelőző beszélgetés (a mentorált és a IFKA tanácsadó között)
- első coaching ülés vagy regisztrációs ülés
- mentori ülések (online, személyes)
- akció terv dokumentum
- záró mentori ülés
- mentorálást követő **kérdőív** (a mentorált tölti ki)

2. A Felek kötelezettségei

2.1. A mentorált fél:

- kötelezettséget vállal az újrakezdésre és/vagy az üzleti fejlesztésre,
- részt vesz a szerkezetátalakítást célzó összes mentori ülésen,
- beilleszti az üzleti tervébe a szakértők (mentorok) ajánlásait.

A projektet az európai uniós alap (ERDF, IPA) társfinanszírozza

2.2. IFKA vállalja külső szolgáltatón keresztül hogy vállalati inkubációs szolgáltatásokat nyújt és a kiválasztott üzleti mentorokkal együttműködve új akció tervek hoz létre a következők szerint:

- a. felmérési és más cégekhez viszonyítja a mentorált fontosabb működési adatait hogy megtalálja azonnali fejlesztést igénylő területeket;
- b. fejlesztést célzó stratégiákat dolgoztat ki és ahhoz szükséges menedzsment támogatást nyújt;
- c. hálózatot alakít ki és kapcsolatot épít pénzügyi közvetítőkkel – amennyiben lehetséges.

III. Kapcsolattartás

Jelen Megállapodás teljesítés során Felek részéről kapcsolattartóként kijelölt személy:

a. **Mentorált fél részéről:**

Kapcsolattartó neve: Márkus Zsolt
Telefonszáma: +36 20 3645558
E-mail címe: markus.zsolt@me.com

b. **IFKA részéről:**

Kapcsolattartó neve: Horváth-Karip Krisztina
Telefonszáma: +36 70 907 1746
E-mail címe: karip@ifka.hu

IV. Titoktartás

1. Felek a jelen Megállapodással, illetve az annak során teljesített szolgáltatással kapcsolatosan kölcsönösen kijelentik, hogy a teljesítés során tudomásukra jutott minden információt és adatot bizalmasan kezelnek és megőriznek, ezeket a másik fél előzetes, írásbeli hozzájárulása hiányában nem hozzák nyilvánosságra vagy – a jogszabályban arra feljogosított személyek és szervezetek kivételével – harmadik személy tudomására.
2. Felek rögzítik, hogy a titoktartási rendelkezések megszegése esetén jogosultak a jelen Megállapodástól azonnali hatállyal elállni. Az elállás nem zárja ki a titoktartási kötelezettség megszegésére irányadó egyéb polgári vagy büntetőjogi szankciók alkalmazását.

V. A Megállapodás hatálya, megszűnése

1. Jelen Megállapodás a kölcsönös aláírása napjától lép hatályba és a Program zárultáig tartó határozott időre jön létre. Jelen Megállapodás csak a Felek egyező akaratával, írásban módosítható. A szóban vagy ráutaló magatartással tett módosítás semmis.

A projektet az európai uniós alap (ERDF, IPA) társfinanszírozza

2. A Megállapodást bármelyik fél írásban, indokolás nélkül, 30 napos felmondási idővel jogosult felmondani.
3. A rendkívüli felmondásra vonatkozóan a Felek kikötik, hogy arra kizárólag a másik fél súlyosan szerződésszegő magatartása adhat alapot. A rendkívüli felmondást megelőzően a Felek kötelesek megfelelő határidő tűzése mellett a másik Felet írásban felszólítani a szerződésszegő magatartás megszüntetésére, orvoslására.

VI. Személyes adatok kezelése

1. A Felek gondoskodnak a személyes adatok jogszabályok szerinti kezeléséről, valamint azok megosztásáról egymás között az együttműködés végrehajtása érdekében. Ezek az eljárások minden esetben a törvényi előírásokat követik.
2. A Felek kijelentik, hogy a jelen együttműködési megállapodás keretében egymásnak átadott személyes adatok kezelésére az Európai Parlamentnek és a Tanácsnak a természetes személyeknek a személyes adatok kezelése tekintetében történő védelméről és az ilyen adatok szabad áramlásáról, valamint a 95/46/EK rendelet hatályon kívül helyezéséről szóló 2016/679/EU rendelete (a továbbiakban: GDPR) irányadó.

A szerződésben megadott kapcsolattartó személyes adatait csak a jelen szerződés teljesítése során és a szerződés hatálya, illetve megőrzésének ideje (5 év) alatt kezelik.

3. A Felek vállalják, hogy a részükre továbbított kapcsolattartói adatokat kizárólag a jelen megállapodásban foglaltak teljesítése érdekében kezelik, ezen adatokat más nyilvántartásaitól elkülönítetten tartják nyilván, és harmadik személy részére nem biztosítanak hozzáférést az átvett adatokhoz.
4. A Felek vállalják, hogy a kapcsolattartói adatok megváltozása esetén a korábbi kapcsolattartók adatait törlik.

VII. Vegyes és záró rendelkezések

1. Felek kölcsönösen és egybehangzóan kijelentik, hogy a jelen Megállapodás nem keletkeztet semmilyen pénzügyi kötelezettségvállalást egyik Fél részéről sem. Felek rögzítik, hogy minden olyan esetben, amikor jelen Megállapodás szerinti együttműködésük alapján olyan tevékenységet látnak el, mely alapján pénzügyi kötelezettséget vállalnak, a tevékenység ellátására külön megállapodást kell kötni.

A projektet az európai uniós alap (ERDF, IPA) társfinanszírozza

2. Felek megállapodnak, hogy jelen Szerződés teljesítése során esetlegesen keletkező vitákat békés úton, egyeztetéssel kísérlék meg rendezni. Amennyiben Felek tizenöt (15) napon belül nem tudnak megegyezni, kikötik és magukra nézve kötelezőnek tartják jelen Szerződésből származó jogviták eldöntésében – Megrendelő választása szerint – a polgári perrendtartásról szóló 2016. évi CXXX. törvény 28. § (1) bekezdés c) pont alapján az ügyletkötés helye szerinti bíróság illetékességét.
3. Jelen Megállapodásra a hatályos magyar jogszabályok (különösen, de nem kizárólagosan a Ptk.), az irányadók.

Jelen Megállapodást a Felek elolvasás és értelmezés után, mint akaratukkal mindenben megegyezőt, aláírásra jogosult képviselőik útján 4 (négy) példányban aláírták. A Megállapodás példányaiból mindkét Felet 2 (kettő) eredeti példány illet meg.

 2021.02.01.....

Budapest, 2021. 02. 01.

IFKA képviseletében:


.....
Márkus Zsolt
.....
.....

.....
Novák Csaba
nemzetközi igazgató
IFKA Iparfejlesztési Közhasznú
Nonprofit Korlátolt Felelősségű Társaság

EGYÜTTMŰKÖDÉSI MEGÁLLAPODÁS

amely létrejött egyrészről a

Név: Rettinger Péter
lakcím: 1119 Budapest, Hadak útja 63/b
adóazonosító: 8370013813

, mint újrakezdő vállalkozó (a továbbiakban: mentorált fél)

másrészről a

IFKA Iparfejlesztési Közhasznú Nonprofit Korlátolt Felelősségű Társaság

székhely: 1062 Budapest, Andrássy út 100.
cégjegyzékszám: 01-09-980439
adószám: 23833904-2-42
képviseli: Novák Csaba, nemzetközi igazgató
a továbbiakban: **IFKA vagy mentor**

(mentorált fél és IFKA együttesen a továbbiakban: Felek) között alulírott napon és helyen az alábbi feltételekkel.

I. Preambulum

Felek rögzítik, hogy a Danube Chance 2.0 Európai Unió projekt (a továbbiakban: Projekt) egyik célkitűzése, hogy támogassa a második esélyt kereső vállalkozók pénzügyi- és működési szerkezetátalakítását. A Projekt „Danube Transnational Programme” részét képezi a „Second-chance business re-structuring initiative” kísérleti program (a továbbiakban: Program).

A Program alkalmazott módszertana egyfajta vállalkozás inkubáció/gyorsítás, amely olyan második esélyt kereső vállalkozásokat céloz meg amelyek:

1. Kudarcot vallott tisztességes vállalkozók (újrakezdők) vagy
2. Bajban lévő vállalkozók.

A Program olyan újrakezdő vállalkozások pénzügyi és működési átszervezését célozza, amelyek hajlandóak újraindítani/fejleszteni a vállalkozásukat professzionális vállalkozói inkubátorok segítségével különös tekintettel azokra, amelyeket a kudarcuk miatt hátrányos megkülönböztetés ér és gyakorlati nehézségekkel küszködnek a vállalkozás újraindítás/fejlesztés során.

A módszertan nemcsak üzleti diagnosztikát tartalmaz, hanem hangsúlyt fektet a kudarcról kialakult nézetek megváltoztatására is.

A projektet az európai uniós alap (ERDF, IPA) társfinanszírozza



Jelen együttműködési megállapodás (a továbbiakban: Megállapodás) létrejöttének célja, hogy a Program megvalósítását elősegítendő meghatározza az együttműködés feltételeit az IFKA, mint Projekt partner és a második esélyt kereső vállalkozó között.

II. Az együttműködés részletei

1. Az együttműködés főbb célja és módja

1.1. Jelen Megállapodás alapján a Felek szándéka szerint együttműködésük **vállalati inkubációra** terjed ki. A vállalati inkubáció célja, hogy biztos alapot szolgáltatson bajban lévő vagy csődbe ment vállalkozók számára a sikeres működéshez.

1.2. A vállalati inkubációt Felek az alábbiak szerint kívánják megvalósítani:

Munkamódszer: Célorientált coaching/mentorálás, **GROW megközelítés** (Goals, Reality, Options, Wrap up), **CLEAR modell** (Contracting, Listening, Exploring, Action, Review).

Órák száma: 25 óra

Mentori feladatok:

A mentor biztonságos, kreatív és előítéletmentes környezetet biztosít, meghallgatja és kérdéseivel segíti a mentoráltat abban, hogy reflektív legyen, új lehetőségeket kutasson fel, és jó üzleti döntéseket hozzon.

A mentor feladata, hogy segítse a mentoráltat a változtatások elérésében, a szükséges készségek fejlesztésében, teljesítménye javításában, a kapcsolatainak fejlesztésében. Szükség esetén összeköti a mentoráltat üzleti szakértőkkel.

Eredmények:

- mentorálást megelőző **kérdőív** (a mentorált tölti ki)
- mentorálást megelőző beszélgetés (a mentorált és a IFKA tanácsadó között)
- első coaching ülés vagy regisztrációs ülés
- mentori ülések (online, személyes)
- akció terv dokumentum
- záró mentori ülés
- mentorálást követő **kérdőív** (a mentorált tölti ki)

2. A Felek kötelezettségei

2.1. A mentorált fél:

- kötelezettséget vállal az újrakezdésre és/vagy az üzleti fejlesztésre,
- részt vesz a szerkezetátalakítást célzó összes mentori ülésen,
- beilleszti az üzleti tervébe a szakértők (mentorok) ajánlásait.

A projektet az európai uniós alap (ERDF, IPA) társfinanszírozza



2.2. IFKA vállalja külső szolgáltatón keresztül hogy vállalati inkubációs szolgáltatásokat nyújt és a kiválasztott üzleti mentorokkal együttműködve új akció terveket hoz létre a következők szerint:

- a. felmérési és más cégekhez viszonyítja a mentorált fontosabb működési adatait hogy megtalálja azonnali fejlesztést igénylő területeket;
- b. fejlesztést célzó stratégiákat dolgoztat ki és ahhoz szükséges menedzsment támogatást nyújt;
- c. hálózatot alakít ki és kapcsolatot épít pénzügyi közvetítőkkel – amennyiben lehetséges.

III. Kapcsolattartás

Jelen Megállapodás teljesítés során Felek részéről kapcsolattartóként kijelölt személy:

a. **Mentorált fél** részéről:

Kapcsolattartó neve: Rettinger Péter
Telefonszáma: +36 20 9532 724
E-mail címe: peter.rettiger@astero.hu

b. **IFKA** részéről:

Kapcsolattartó neve: Horváth-Karip Krisztina
Telefonszáma: +36 70 907 1746
E-mail címe: karip@ifka.hu

IV. Titoktartás

1. Felek a jelen Megállapodással, illetve az annak során teljesített szolgáltatással kapcsolatosan kölcsönösen kijelentik, hogy a teljesítés során tudomásukra jutott minden információt és adatot bizalmasan kezelnek és megőriznek, ezeket a másik fél előzetes, írásbeli hozzájárulása hiányában nem hozzák nyilvánosságra vagy – a jogszabályban arra feljogosított személyek és szervezetek kivételével – harmadik személy tudomására.
2. Felek rögzítik, hogy a titoktartási rendelkezések megszegése esetén jogosultak a jelen Megállapodástól azonnali hatállyal elállni. Az elállás nem zárja ki a titoktartási kötelezettség megszegésére irányadó egyéb polgári vagy büntetőjogi szankciók alkalmazását.

V. A Megállapodás hatálya, megszűnése

A projektet az európai uniós alap (ERDF, IPA) társfinanszírozza



1. Jelen Megállapodás a kölcsönös aláírása napjától lép hatályba és a Program zárultáig tartó határozott időre jön létre. Jelen Megállapodás csak a Felek egyező akaratával, írásban módosítható. A szóban vagy ráutaló magatartással tett módosítás semmis.
2. A Megállapodást bármelyik fél írásban, indokolás nélkül, 30 napos felmondási idővel jogosult felmondani.
3. A rendkívüli felmondásra vonatkozóan a Felek kikötik, hogy arra kizárólag a másik fél súlyosan szerződésszegő magatartása adhat alapot. A rendkívüli felmondást megelőzően a Felek kötelesek megfelelő határidő tűzése mellett a másik Felet írásban felszólítani a szerződésszegő magatartás megszüntetésére, orvoslására.

VI. Személyes adatok kezelése

1. A Felek gondoskodnak a személyes adatok jogszabályok szerinti kezeléséről, valamint azok megosztásáról egymás között az együttműködés végrehajtása érdekében. Ezek az eljárások minden esetben a törvényi előírásokat követik.
2. A Felek kijelentik, hogy a jelen együttműködési megállapodás keretében egymásnak átadott személyes adatok kezelésére az Európai Parlamentnek és a Tanácsnak a természetes személyeknek a személyes adatok kezelése tekintetében történő védelméről és az ilyen adatok szabad áramlásáról, valamint a 95/46/EK rendelet hatályon kívül helyezéséről szóló 2016/679/EU rendelete (a továbbiakban: GDPR) irányadó.

A szerződésben megadott kapcsolattartó személyes adatait csak a jelen szerződés teljesítése során és a szerződés hatálya, illetve megőrzésének ideje (5 év) alatt kezelik.

3. A Felek vállalják, hogy a részükre továbbított kapcsolattartói adatokat kizárólag a jelen megállapodásban foglaltak teljesítése érdekében kezelik, ezen adatokat más nyilvántartásaitól elkülönítetten tartják nyilván, és harmadik személy részére nem biztosítanak hozzáférést az átvett adatokhoz.
4. A Felek vállalják, hogy a kapcsolattartói adatok megváltozása esetén a korábbi kapcsolattartók adatait törlik.

VII. Vegyes és záró rendelkezések

1. Felek kölcsönösen és egybehangzóan kijelentik, hogy a jelen Megállapodás nem keletkeztet semmilyen pénzügyi kötelezettségvállalást egyik Fél részéről sem. Felek rögzítik, hogy minden olyan esetben, amikor jelen Megállapodás szerinti együttműködésük alapján olyan
A projektet az európai uniós alap (ERDF, IPA) társfinanszírozza



tevékenységet látnak el, mely alapján pénzügyi kötelezettséget vállalnak, a tevékenység ellátására külön megállapodást kell kötni.

2. Felek megállapodnak, hogy jelen Szerződés teljesítése során esetlegesen keletkező vitáikat békés úton, egyeztetéssel kísérik meg rendezni. Amennyiben Felek tizenöt (15) napon belül nem tudnak megegyezni, kikötik és magukra nézve kötelezőnek tartják jelen Szerződésből származó jogviták eldöntésében – Megrendelő választása szerint – a polgári perrendtartásról szóló 2016. évi CXXX. törvény 28. § (1) bekezdés c) pont alapján az ügyletkötés helye szerinti bíróság illetékességét.
3. Jelen Megállapodásra a hatályos magyar jogszabályok (különösen, de nem kizárólagosan a Ptk.), az irányadóak.

Jelen Megállapodást a Felek elolvasás és értelmezés után, mint akaratukkal mindenben megegyezőt, aláírásra jogosult képviselőik útján 4 (négy) példányban aláírták. A Megállapodás példányaiból mindkét Felet 2 (kettő) eredeti példány illet meg.

....., 20

Budapest, 202.....



Rettinger Péter

IFKA képviseletében:

.....
Novák Csaba
nemzetközi igazgató
**IFKA Iparfejlesztési Közhasznú
Nonprofit Korlátolt Felelősségű Társaság**

IFKA/357-1/2021
ÉRKEZETT

2021-04-08

EGYÜTTMŰKÖDÉSI MEGÁLLAPODÁS

amely létrejött egyrészről a

Név: Kurfis Aliz Edit

lakcím: 1039 Bp. Királyok útja 32b.

adóazonosító: 8438081096

Kurfis Aliz Edit
8438081096

,mint újrakezdő vállalkozó (a továbbiakban: mentorált fél)

másrészről a

IFKA Iparfejlesztési Közhasznú Nonprofit Korlátolt Felelősségű Társaság

székhely: 1062 Budapest, Andrássy út 100.

cégjegyzékszám: 01-09-980439

adószám: 23833904-2-42

képviseli: Novák Csaba, nemzetközi igazgató

a továbbiakban: IFKA vagy mentor

(mentorált fél és IFKA együttesen a továbbiakban: Felek) között alulírott napon és helyen az alábbi feltételekkel.

I. Preambulum

Felek rögzítik, hogy a Danube Chance 2.0 Európai Unió projekt (a továbbiakban: Projekt) egyik célkitűzése, hogy támogassa a második esélyt kereső vállalkozók pénzügyi- és működési szerkezetátalakítását. A Projekt „Danube Transnational Programme” részét képezi a „Second-chance business re-structuring initiative” kísérleti program (a továbbiakban: Program).

A Program alkalmazott módszertana egyfajta vállalkozás inkubáció/gyorsítás, amely olyan második esélyt kereső vállalkozásokat céloz meg amelyek:

1. Kudarcot vallott tisztességes vállalkozók (újrakezdők) vagy
2. Bajban lévő vállalkozók.

A Program olyan újrakezdő vállalkozások pénzügyi és működési átszervezését célozza, amelyek hajlandóak újraindítani/fejleszteni a vállalkozásukat professzionális vállalkozói inkubátorok segítségével különös tekintettel azokra, amelyeket a kudarcuk miatt hátrányos megkülönböztetés ér és gyakorlati nehézségekkel küszködnek a vállalkozás újraindítás/fejlesztés során.

A módszertan nemcsak üzleti diagnosztikát tartalmaz, hanem hangsúlyt fektet a kudarcról kialakult nézetek megváltoztatására is.

A projektet az európai uniós alap (ERDF, IPA) társfinanszírozza

Jelen együttműködési megállapodás (a továbbiakban: Megállapodás) létrejöttének célja, hogy a Program megvalósítását elősegítendő meghatározza az együttműködés feltételeit az IFKA, mint Projekt partner és a második esélyt kereső vállalkozó között.

II. Az együttműködés részletei

1. Az együttműködés főbb célja és módja

1.1 Jelen Megállapodás alapján a Felek szándéka szerint együttműködésük **vállalati inkubációra** terjed ki. A vállalati inkubáció célja, hogy biztos alapot szolgáltatson bajban lévő vagy csődbe ment vállalkozók számára a sikeres működéshez.

1.2 A vállalati inkubációt Felek az alábbiak szerint kívánják megvalósítani:

Munkamódszer: Célorientált coaching/mentorálás, GROW megközelítés (Goals, Reality, Options, Wrap up), CLEAR modell (Contracting, Listening, Exploring, Action, Review).

Órák száma: 25 óra

Mentori feladatok:

A mentor biztonságos, kreatív és előítéletmentes környezetet biztosít, meghallgatja és kérdéseivel segíti a mentoráltat abban, hogy reflektív legyen, új lehetőségeket kutasson fel, és jó üzleti döntéseket hozzon.

A mentor feladata, hogy segítse a mentoráltat a változtatások elérésében, a szükséges készségek fejlesztésében, teljesítménye javításában, a kapcsolatainak fejlesztésében. Szükség esetén összeköti a mentoráltat üzleti szakértőkkel.

Eredmények:

- mentorálást megelőző **kérdőív** (a mentorált tölti ki)
- mentorálást megelőző beszélgetés (a mentorált és a IFKA tanácsadó között)
- első coaching ülés vagy regisztrációs ülés
- mentori ülések (online, személyes)
- akció terv dokumentum
- záró mentori ülés
- mentorálást követő **kérdőív** (a mentorált tölti ki)

2. A Felek kötelezettségei

2.1 A mentorált fél:

- kötelezettséget vállal az újrakezdésre és/vagy az üzleti fejlesztésre,
- részt vesz a szerkezetátalakítást célzó összes mentori ülésen,
- beilleszti az üzleti tervébe a szakértők (mentorok) ajánlásait.

A projektet az európai uniós alap (ERDF, IPA) társfinanszírozza

2.2 IFKA vállalja külső szolgáltatón keresztül hogy vállalati inkubációs szolgáltatásokat nyújt és a kiválasztott üzleti mentorokkal együttműködve új akció terveket hoz létre a következők szerint:

- a. felmérési és más cégekhez viszonyítja a mentorált fontosabb működési adatait hogy megtalálja azonnali fejlesztést igénylő területeket;
- b. fejlesztést célzó stratégiákat dolgoztat ki és ahhoz szükséges menedzsment támogatást nyújt;
- c. hálózatot alakít ki és kapcsolatot épít pénzügyi közvetítővel – amennyiben lehetséges.

III. Kapcsolattartás

Jelen Megállapodás teljesítés során Felek részéről kapcsolattartóként kijelölt személy:

a. **Mentorált fél részéről:**

Kapcsolattartó neve: Kurfis Aliz Edit
Telefonszáma: +36308583857
E-mail címe: kurfisditti@gmail.com

b. **IFKA részéről:**

Kapcsolattartó neve: Horváth-Karip Krisztina
Telefonszáma: +36 70 907 1746
E-mail címe: karip@ifka.hu

IV. Titoktartás

1. Felek a jelen Megállapodással, illetve az annak során teljesített szolgáltatással kapcsolatosan kölcsönösen kijelentik, hogy a teljesítés során tudomásukra jutott minden információt és adatot bizalmasan kezelnek és megőriznek, ezeket a másik fél előzetes, írásbeli hozzájárulása hiányában nem hozzák nyilvánosságra vagy – a jogszabályban arra feljogosított személyek és szervek kivételével – harmadik személy tudomására.
2. Felek rögzítik, hogy a titoktartási rendelkezések megszegése esetén jogosultak a jelen Megállapodástól azonnali hatállyal elállni. Az elállás nem zárja ki a titoktartási kötelezettség megszegésére irányadó egyéb polgári vagy büntetőjogi szankciók alkalmazását.

V. A Megállapodás hatálya, megszűnése

A projektet az európai uniós alap (ERDF, IPA) társfinanszírozza

1. Jelen Megállapodás a kölcsönös aláírása napjától lép hatályba és a Program zárultáig tartó határozott időre jön létre. Jelen Megállapodás csak a Felek egyező akaratával, írásban módosítható. A szóban vagy ráutaló magatartással tett módosítás semmis.
2. A Megállapodást bármelyik fél írásban, indokolás nélkül, 30 napos felmondási idővel jogosult felmondani.
3. A rendkívüli felmondásra vonatkozóan a Felek kikötik, hogy arra kizárólag a másik fél súlyosan szerződésszegő magatartása adhat alapot. A rendkívüli felmondást megelőzően a Felek kötelesek megfelelő határidő tűzése mellett a másik Felet írásban felszólítani a szerződésszegő magatartás megszüntetésére, orvoslására.

VI. Személyes adatok kezelése

1. A Felek gondoskodnak a személyes adatok jogszabályok szerinti kezeléséről, valamint azok megosztásáról egymás között az együttműködés végrehajtása érdekében. Ezek az eljárások minden esetben a törvényi előírásokat követik.
2. A Felek kijelentik, hogy a jelen együttműködési megállapodás keretében egymásnak átadott személyes adatok kezelésére az Európai Parlamentnek és a Tanácsnak a természetes személyeknek a személyes adatok kezelése tekintetében történő védelméről és az ilyen adatok szabad áramlásáról, valamint a 95/46/EK rendelet hatályon kívül helyezéséről szóló 2016/679/EU rendelete (a továbbiakban: GDPR) irányadó.

A szerződésben megadott kapcsolattartó személyes adatait csak a jelen szerződés teljesítése során és a szerződés hatálya, illetve megőrzésének ideje (5 év) alatt kezelik.
3. A Felek vállalják, hogy a részükre továbbított kapcsolattartói adatokat kizárólag a jelen megállapodásban foglalt teljesítése érdekében kezelik, ezen adatokat más nyilvántartásaitól elkülönítetten tartják nyilván, és harmadik személy részére nem biztosítanak hozzáférést az átvett adatokhoz.
4. A Felek vállalják, hogy a kapcsolattartói adatok megváltozása esetén a korábbi kapcsolattartók adatait törlik.

VII. Vegyes és záró rendelkezések

1. Felek kölcsönösen és egybehangzónan kijelentik, hogy a jelen Megállapodás nem keletkeztet semmilyen pénzügyi kötelezettségvállalást egyik Fél részéről sem. Felek rögzítik, hogy minden olyan esetben, amikor jelen Megállapodás szerinti együttműködésük alapján olyan A projektet az európai uniós alap (ERDF, IPA) társfinanszírozza

tevékenységet látnak el, mely alapján pénzügyi kötelezettséget vállalnak, a tevékenység ellátására külön megállapodást kell kötni.

2. Felek megállapodnak, hogy jelen Szerződés teljesítése során esetlegesen keletkező vitáikat békés úton, egyeztetéssel kísérik meg rendezni. Amennyiben Felek tizenöt (15) napon belül nem tudnak megegyezni, kikötik és magukra nézve kötelezőnek tartják jelen Szerződésből származó jogviták eldöntésében – Megrendelő választása szerint – a polgári perrendtartásról szóló 2016. évi CXXX. törvény 28. § (1) bekezdés c) pont alapján az ügyletkötés helye szerinti bíróság illetékességét.
3. Jelen Megállapodásra a hatályos magyar jogszabályok (különösen, de nem kizárólagosan a Ptk.), az irányadóak.

Jelen Megállapodást a Felek elolvasás és értelmezés után, mint akaratukkal mindenben megegyezőt, aláírásra jogosult képviselőik útján 4 (négy) példányban aláírták. A Megállapodás példányaiból mindkét Felet 2 (kettő) eredeti példány illet meg.

Budapest, 20.....

Budapest, 202.....

IFKA képviseletében:


Kurfis Aliz Edit

Novák Csaba
nemzetközi igazgató
IFKA Iparfejlesztési Közhasznú
Nonprofit Korlátolt Felelősségű Társaság

ERDF PPI - SEZ/S2i (Germany)

Absichtserklärung

Eines der Ziele des europäischen Projekts DanubeChance 2.0 ist es, *Re-Starter*¹ bei der finanziellen und betrieblichen Umstrukturierung ihres Unternehmens zu unterstützen.

Zweck der vorliegenden Absichtserklärung ist es, die Bedingungen der Zusammenarbeit zwischen dem Projektpartner von **DanubeChance 2.0** (DC 2.0) und dem Unternehmer der zweiten Chance zu definieren:

1. **Steinbeis 2i GmbH (S2i) - DE30 883 8809** - Partner im DC 2.0 Inkubationsprogramm für Re-Starter, **Steinhäuserstr. 12 D-76135 Karlsruhe, Deutschland**, vertreten durch Samantha Michaux, Senior Project Manager (nachstehend bezeichnet als: S2i Inkubationspartner, Koordinator oder Mentoring Gruppe)

und

2. dem **Unternehmer Philipp Fahrenkrog, Platanenring 43, 24119 Kronshagen** (nachstehend bezeichnet als: Unternehmer oder Unternehmen, Teilnehmer oder Mentee Gruppe)

Ziele des DC 2.0 Inkubationsprogramms als Projektpilot zur finanziellen und betrieblichen Umstrukturierung von Unternehmen

Das DC2.0 Inkubationsprogramm mit dem Ziel, Unternehmer der zweiten Chance (Re-Starter) bei ihrer finanziellen und betrieblichen Umstrukturierung zu unterstützen/coachen ist eine Pilotmaßnahme innerhalb des EU-Projekts DanubeChance 2.0 des Transnationalen Donauraumprogramms.

Zum Inkubationsprogramm werden hauptsächlich zugelassen:

1. Rechtschaffene Unternehmer bei ihrem Wiedereintritt in den Markt (Re-Starter) oder
2. Unternehmer in der Krise.

Es zielt darauf ab, Unternehmern der zweiten Chance mit Hilfe professioneller Trainer finanzielle und operationelle Unterstützung bei der Betriebsumstrukturierung oder Neugründung zu bieten. Hier insbesondere jenen, die mit Stigmatisierung und praktischen Schwierigkeiten beim Wiedereinstieg in das Unternehmen/bei der Verbesserung ihres Geschäfts konfrontiert sind.

Die Methodik bezieht sich dabei nicht nur auf die betriebliche Diagnose, sondern betont auch besonders die Gestaltung der betrieblichen Einstellungen und Wahrnehmungen, welche im Zusammenhang mit unternehmerischem Scheitern stehen.

¹ Unsere Angebote richten sich an Unternehmerinnen und Unternehmer. Für eine bessere Lesbarkeit verwenden wir nur die Bezeichnung Unternehmer.

Die Mission des DC2.0 Inkubationsprogramms ist es, rechtschaffenen Unternehmern in Schwierigkeiten, beziehungsweise bereits gescheiterten Unternehmern festen Boden für eine neue Chance zum geschäftlichen Erfolg zu bieten.

Arbeitsansatz:

- **Lösungsorientiertes Coaching/Mentoring, GROW Ansatz** (Goals, Reality, Options, Wrap up), **CLEAR Modell** (Contracting, Listening, Exploring, Action, Review)
- Anzahl der Stunden pro Coachingeinheit: 10-40 Stunden

Coaching-/Mentoring- Aufgaben:

Der Coach/Mentor bietet einen sicheren, kreativen und nicht wertenden Rahmen, indem er Fragen stellt, die zum Nachdenken anregen und zuhört, um den Teilnehmer bei der Erkundung, Reflexion und Entscheidungsfindung im Geschäftsleben zu unterstützen.

Die Aufgabe des Coachings/Mentorings besteht darin, dem Teilnehmer/Mentee dabei zu helfen, Veränderungen im Geschäftsleben vorzunehmen, spezifische Fähigkeiten zu entwickeln und seine Leistung oder die Beziehungen zu anderen zu verbessern. Der Teilnehmer/Mentee kann mit einem Wirtschaftsexperten in Kontakt gebracht werden, um ein vertieftes Coaching/Mentoring zu ermöglichen, wenn spezifischer Handlungsbedarf besteht.

Ablauf:

Stufe	Phase	Fokus	Wer?
1	Pre-Coaching	Selbstevaluierung mit Kompetenzcheck-Fragebogen	Unternehmer
1	Pre-Coaching Gespräch	Kompetenzcheck- Fragebogen und Bedarfsanalyse/	Unternehmer/Coach
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2	Effektives Coaching	Abschließende Sitzung und Ergebnisbesprechung	Coach/Unternehmer
3	Post-Coaching	Selbstkompetenzcheck und Schlussbewertung	Unternehmer/Coach

Verpflichtung der Parteien

1. Der Unternehmer der zweiten Chance/Re-Starter:

- erklärt sich bereit, alle Coaching-Sitzungen zur Neustrukturierung umsetzungsorientiert wahrzunehmen;
- erklärt sich bereit, die Empfehlungen der Experten in seinen Geschäftsplan zu integrieren.

2. Der DC 2.0 Pilotpartner erklärt sich bereit, in Zusammenarbeit mit engagierten Experten Dienstleistungen zur Geschäftsbeschleunigung anzubieten und neue Geschäftspläne nach einem dreidimensionalen Ansatz zu erstellen:

1. Benchmarking der wichtigsten Betriebsparameter zur Ermittlung von Bereichen, in denen sofortige Verbesserungen möglich sind (Business-Fragebogen/PAP),
2. Entwicklung von Strategien zur Durchführung von Verbesserungen und Bereitstellung des notwendigen Managements,
3. Wenn möglich Vernetzung und Beziehungsaufbau mit Finanzintermediären.

Vertraulichkeit

Die Parteien sind sich darüber einig, dass es im Rahmen dieser Vereinbarung notwendig werden kann, Informationen eigentumsrechtlicher oder vertraulicher Art zwischen den Parteien oder an einen am Coaching beteiligten Dritten weiterzugeben. Solche Informationen müssen von beiden offenlegenden Parteien zum Zeitpunkt der Offenlegung eindeutig gekennzeichnet werden. Die Parteien erkennen an, dass es sich bei diesen Informationen um vertrauliche und/oder geschützte Informationen handelt.

Datum & Ort

Karlsruhe, 16/12/2020

Name & Unterschrift

(DC 2.0 Partner)

SANTHANA MICHAUX



Datum & Ort

Kronshagen, 16.12.2020

Name & Unterschrift

(Philipp Fahrenkrog)



Absichtserklärung

Eines der Ziele des europäischen Projekts DanubeChance 2.0 ist es, *Re-Starter*¹ bei der finanziellen und betrieblichen Umstrukturierung ihres Unternehmens zu unterstützen.

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und

2. dem Unternehmer (*Kristine Simonis, Zietenstraße 23, 76185 Karlsruhe*) oder dem Unternehmen (nachstehend bezeichnet als: Unternehmer oder Unternehmen, Teilnehmer oder Mentee Gruppe)

Ziele des DC 2.0 Inkubationsprogramms als Projektpilot zur finanziellen und betrieblichen Umstrukturierung von Unternehmen

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Zum Inkubationsprogramm werden hauptsächlich zugelassen:

1. Rechtschaffene Unternehmer bei ihrem Wiedereintritt in den Markt (Re-Starter) oder
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Verpflichtung der Parteien

1. Der Unternehmer der zweiten Chance/Re-Starter:

- erklärt sich bereit, alle Coaching-Sitzungen zur Neustrukturierung umsetzungsorientiert wahrzunehmen;
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Datum & Ort

Karlsruhe, 18.12.2020

Name & Unterschrift

(DC 2.0 Partner)



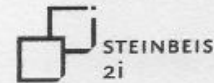
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und

2. dem Unternehmen Confitech GmbH, Lehrer Straße 1, 89081 Ulm, Steuernummer 88001/61785, vertreten durch den Geschäftsführer Joachim Vogt (nachstehend bezeichnet als: Unternehmer oder Unternehmen, Teilnehmer oder Mentee Gruppe)

Ziele des DC 2.0 Inkubationsprogramms als Projektpilot zur finanziellen und betrieblichen Umstrukturierung von Unternehmen

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Vertraulichkeit

Die Parteien sind sich darüber einig, dass es im Rahmen dieser Vereinbarung notwendig werden kann, Informationen eigentumsrechtlicher oder vertraulicher Art zwischen den Parteien oder an einen am Coaching beteiligten Dritten weiterzugeben. Solche Informationen müssen von beiden offenlegenden Parteien zum Zeitpunkt der Offenlegung eindeutig gekennzeichnet werden. Die Parteien erkennen an, dass es sich bei diesen Informationen um vertrauliche und/oder geschützte Informationen handelt.

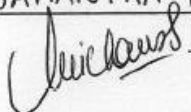
Datum & Ort

Karlsruhe, den 26.11.2020

Datum & Ort

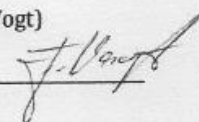
Ulm, den 25.11.2020

Name & Unterschrift

(DC 2.0 Partner) Steinbeis 2i GmbH
SAMANTHA MICHAUX


Name & Unterschrift

(Joachim Vogt)



ERDF PP2 – UTC-N (Romania)

Business coaching/Business incubation/Business acceleration
COOPERATION AGREEMENT

One of the objectives of the European project Danube Chance 2.0 is to provide support to second-chance entrepreneurs in business financial and operational re-structuring. The purpose of the presented Cooperation Agreement is to define the terms of cooperation between the project partner of **Danube Chance 2.0** (DC 2.0) and the second chance entrepreneur:

1.

Technical University of Cluj Napoca, Memorandumului Street, no. 28, Cluj-Napoca, zip 400114, represented by Campean Emilia, RO 22736939 (hereafter referred as: business specialist/coach/ mentor/advisor).

and

2. second-chance entrepreneur or company Armenopolis SRL, Ban Catalin, CUI 25558500, Sat Gilau, judetul Cluj, Romania, (hereafter referred as: entrepreneur or company,)

Objectives of the DC 2.0 WP6 Business financial and operational re-structuring

The "Second-chance business re-structuring initiative" is a pilot action within the EU-project Danube Chance 2.0 as part of the Danube Transnational Programme.

The applied methodology for "business re-structuring" is a **Business incubation/Business acceleration** that aims to **support second-chance entrepreneurs** who are:

1. honest failed entrepreneurs by their market re-entry (re-starters) or
2. entrepreneurs in distress.

It aims to deliver financial and operational re-structuring support to second-chance entrepreneurs who are willing to re-start/improve their business with the help of professional business incubation/business acceleration, especially those that are facing stigma and practical difficulties in business re-entry/improvement.

Selection criteria for the participants of the pilot action

The methodology does not only refer to business diagnostics, but emphasizes on shaping business attitudes and perceptions linked to business failure.

The Aim of the business incubation/acceleration

The aim of **Business incubation/Business acceleration** is to prepare sound ground for honest troubled or failed entrepreneurs for the new chance to business success.

Working approach:

- **Solutions Focused Coaching/Mentoring, GROW approach** (Goals, Reality, Options, Wrap up), **CLEAR model** (Contracting, Listening, Exploring, Action, Review)

Number of hours: 10-40 hrs

Coaching/mentoring tasks:

Coach/mentor is providing a safe, creative and non-judgemental space, asking thought-provoking questions and listening to help the coachee explore, reflect and make decisions in business.

Coaching/mentoring task is to help coachee/mentee to make changes in business life, develop specific skills and improve performance or enhance relationships with others, identify and connect coachee/mentee with business specialist for in-depth coaching/mentoring where specific action is required.

Results:

1. Pre Coaching/Mentoring **Questionnaire** Pre Coaching (Business questionnaire/PAP **stage 1-entrepreneur**),
2. Pre Coaching/Mentoring **Conversation** (Business questionnaire/PAP **stage 2-entrepreneur+coach/mentor**),
3. Effective Coaching/Mentoring **Programme Design** (=Coaching/Mentoring **Action plan**)
4. First Coaching Session Or Intake Session
5. Coaching/Mentoring Sessions (online, personal)
6. Final Coaching/Mentoring Or Output Session
7. Post Coaching/Mentoring **Questionnaire** (Business questionnaire/PAP **stage 3-entrepreneur+coach(/mentor at the end)**)

Selection criteria for the participants of the pilot action



Commitment/obligation of parties

1. The second-chance entrepreneur:

- commits towards market re-entry and/or business improvement,
- agrees to perform all the re-structuring mentoring sessions,
- agrees to integrate experts' recommendations into their business plan.

2. The DC 2.0 Pilot Partner agrees to provide business acceleration services in cooperation with dedicated experts and co-create new business plans following a tryptic approach:

1. Benchmarking key operating parameters to assess areas where immediate improvements can be made (Business questionnaire/PAP),
2. Developing strategies to make improvements and providing the necessary management,
3. Networking and relationship-building with financial intermediaries – if possible.

Confidentiality

The parties anticipate that, under this Agreement, it may be necessary to transfer information of a proprietary or confidential nature between parties or to a third party involved in the coaching. Such information shall be clearly identified by the both disclosing parties at the time of disclosure. The parties acknowledge that any such information is confidential and/or proprietary:

Date & Location

__Cluj Napoca, 23.11.2021__

Name & Signature



(DC2.0 partner)

Campean Emilia

Name & Signature

(2nd-chance entrepreneur)

Bau Flaviu - Cotelny
ARMENOPOLIS SRL



Business coaching/Business incubation/Business acceleration
COOPERATION AGREEMENT

One of the objectives of the European project Danube Chance 2.0 is to provide support to second-chance entrepreneurs in business financial and operational re-structuring. The purpose of the presented Cooperation Agreement is to define the terms of cooperation between the project partner of **Danube Chance 2.0** (DC 2.0) and the second chance entrepreneur:

1.

Technical University of Cluj Napoca, Memorandumului Street, no. 28, Cluj-Napoca, zip 400114, represented by Campean Emilia, RO 22736939 (hereafter referred as: business specialist/coach/ mentor/advisor).

and

2. second-chance entrepreneur or company George Ilea Augustin, CUI 39384705, Turda, judetul Cluj, Romania, (hereafter referred as: entrepreneur or company,)

Objectives of the DC 2.0 WP6 Business financial and operational re-structuring

The "Second-chance business re-structuring initiative" is a pilot action within the EU-project Danube Chance 2.0 as part of the Danube Transnational Programme.

The applied methodology for "business re-structuring" is a **Business incubation/Business acceleration** that aims to **support second-chance entrepreneurs** who are:

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It aims to deliver financial and operational re-structuring support to second-chance entrepreneurs who are willing to re-start/improve their business with the help of professional business incubation/business acceleration, especially those that are facing stigma and practical difficulties in business re-entry/improvement.

Selection criteria for the participants of the pilot action



The methodology does not only refer to business diagnostics, but emphasizes on shaping business attitudes and perceptions linked to business failure.

The Aim of the business incubation/acceleration

The aim of **Business incubation/Business acceleration** is to prepare sound ground for honest troubled or failed entrepreneurs for the new chance to business success.

Working approach:

- **Solutions Focused Coaching/Mentoring, GROW approach** (Goals, Reality, Options, Wrap up), **CLEAR model** (Contracting, Listening, Exploring, Action, Review)

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Selection criteria for the participants of the pilot action



Commitment/obligation of parties

1. The second-chance entrepreneur:

- commits towards market re-entry and/or business improvement,
- agrees to perform all the re-structuring mentoring sessions,
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The parties anticipate that, under this Agreement, it may be necessary to transfer information of a proprietary or confidential nature between parties or to a third party involved in the coaching. Such information shall be clearly identified by the both disclosing parties at the time of disclosure. The parties acknowledge that any such information is confidential and/or proprietary:

Date & Location

__Cluj Napoca, 23.11.2021__

Name & Signature

(DC2.0 partner)

Campean Emilia

Name & Signature

(2nd-chance entrepreneur)

ILEA GEORGE AUGUSTIN



Business coaching/Business incubation/Business acceleration

COOPERATION AGREEMENT

One of the objectives of the European project Danube Chance 2.0 is to provide support to second-chance entrepreneurs in business financial and operational re-structuring. The purpose of the presented Cooperation Agreement is to define the terms of cooperation between the project partner of **Danube Chance 2.0** (DC 2.0) and the second chance entrepreneur:

1.

Technical University of Cluj Napoca, Memorandumului Street, no. 28, Cluj-Napoca, zip 400114, represented by Vasile Topa, RO 22736939 (hereafter referred as: business specialist/coach/ mentor/advisor).

and

2.

SC CAN STEEL PRODUCTION SRL, Satu Mare, Magnoliei Street, Satu Mare, no. 50B, RO 37437323, zip 440198, represented by Calina Neamtu (hereafter referred as: entrepreneur or company, coachee/mentee party)

Objectives of the DC 2.0 WP6 Business financial and operational re-structuring

The "Second-chance business re-structuring initiative" is a pilot action within the EU-project Danube Chance 2.0 as part of the Danube Transnational Programme.

The applied methodology for "business re-structuring" is a **Business incubation/Business acceleration** that aims to **support second-chance entrepreneurs** who are:

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The methodology does not only refer to business diagnostics, but emphasizes on shaping business attitudes and perceptions linked to business failure.

Selection criteria for the participants of the pilot action



The Aim of the business incubation/acceleration

The aim of **Business incubation/Business acceleration** is to prepare sound ground for honest troubled or failed entrepreneurs for the new chance to business success.

Working approach:

- **Solutions Focused Coaching/Mentoring, GROW approach (Goals, Reality, Options, Wrap up), CLEAR model (Contracting, Listening, Exploring, Action, Review)**

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4. First Coaching Session Or Intake Session
5. Coaching/Mentoring Sessions (online, personal)
6. Final Coaching/Mentoring Or Output Session
7. Post Coaching/Mentoring **Questionnaire** (Business questionnaire/PAP **stage 3-entrepreneur+coach(/mentor at the end)**)

Selection criteria for the participants of the pilot action



Commitment/obligation of parties

1. The second-chance entrepreneur:

- commits towards market re-entry and/or business improvement,
- agrees to perform all the re-structuring mentoring sessions,
- agrees to integrate experts' recommendations into their business plan.

2. The DC 2.0 Pilot Partner agrees to provide business acceleration services in cooperation with dedicated experts and co-create new business plans following a tryptic approach:

1. Benchmarking key operating parameters to assess areas where immediate improvements can be made (Business questionnaire/PAP),
2. Developing strategies to make improvements and providing the necessary management,
3. Networking and relationship-building with financial intermediaries – if possible.

Confidentiality

The parties anticipate that, under this Agreement, it may be necessary to transfer information of a proprietary or confidential nature between parties or to a third party involved in the coaching. Such information shall be clearly identified by the both disclosing parties at the time of disclosure. The parties acknowledge that any such information is confidential and/or proprietary:

Date & Location

__Cluj Napoca, 23.11.2021_____

Name & Signature

(DC2.0 partner)

Name & Signature
(2nd-chance entrepreneur)

NEAMTU CALINA-
LOREDANA

Digitally signed by NEAMTU
CALINA-LOREDANA
Date: 2021.03.09 07:38:16 +02'00'

ERDF PP4 – PTP (Slovenia)



Poslovni »coaching« / inkubacijski / pospeševalni program

DOGOVOR O SODELOVANJU

Dogovor o sodelovanju se sklepa med:

1. PTP – Pomurski tehnološki park d.o.o., projektni partner v pilotnem pospeševalnem programu, Pleše 9a, 9000 Murska Sobota, Slovenija, ki ga zastopa direktor mag. Marko Močnik, ID št. za DDV: SI23632763 (v nadaljevanju DC2.0 projektni partner)

in

2. Podjetnika Sandra Svetec in Aleš Klajžar, Cankarjeva ulica 38, 9000 Murska Sobota (v nadaljevanju: podjetnik).

Predmet dogovora

Namen dogovora o sodelovanju je opredeliti pogoje sodelovanja med podjetnikom in projektnim partnerjem projekta Danube Chance 2.0 (v nadaljevanju DC2.0), transnacionalni program Podonavje.

Eden izmed ciljev evropskega projekta DC2.0 je podpora podjetnikom, ki imajo poslovne izzive ali začenjajo znova pri njihovem poslovnem finančnem in/ali operativnem (pre)strukturiranju podjetij.

Namen programa je zagotavljanje brezplačnih mentorskih in »coaching« storitev v obliki profesionalnega poslovnega inkubacijskega / pospeševalnega programa.

Pospeševalni podporni program za podjetnike je pilotna aktivnost in se izvaja po metodologiji poslovnega mentoriranja in coachinga. Metodologija se nanaša na poslovno diagnostiko in reševanje, prizadeva pa si tudi za spreminjanje stališč v povezavi s poslovno/podjetniški izzivi, pravočasno ukrepanje in dojetanje poslovnega neuspeha kot motivacijo in priložnost za izboljšave poslovnega procesa in odločanja.

Cilj poslovnega inkubacijskega / pospeševalnega programa

Cilj poslovnega inkubacijskega / pospeševalnega programa je pripraviti trdno podlago oz. postaviti okvirje za poslovni uspeh poštenih podjetnikov, ki so v težavah, oz. podjetnikov, ki želijo začeti znova.

Delovni pristop:



1

Projekt sofinancira Evropska unija (ERDF, IPA, ENI)



- »Solutions Focused« - mentorstvo, usmerjeno v rešitve,
- »GROW« pristop (Goals, Reality, Options, Wrap up) – mentorstvo usmerjeno v rast,
- »CLEAR« model (Contracting, Listening, Exploring, Action, Review) – mentorstvo usmerjeno v jasnost.

Okvir predvidenih mentorskih ur: 10-40 ur

Naloge:

Mentor zagotavlja zaupen, kreativen in ne-obsojajoč prostor. Mentor zastavlja vprašanja, ki spodbujajo razmišljanje in pomaga mentorirancu raziskovati, razmišljati o svoji poslovni ideji oz. poslovnem modelu in sprejemati pravilne poslovne odločitve.

Namen mentoriranja je pomagati podjetnikom, da spremenijo poslovne odločitve/poslovno dejavnost, razvijejo posebne spretnosti in izboljšajo uspešnost ali izboljšajo odnose z drugimi. Po potrebi se mentorirancu lahko zagotovi tudi zunanji strokovnjak za poglobljeno mentoriranje na specifičnem področju.

Rezultati:

1. Podjetnik izpolni poslovni vprašalnik pred začetkom mentoriranja
2. Uvodno srečanje in pregled poslovnega vprašalnika podjetnika skupaj z mentorjem
3. Skupno oblikovanje začetnega akcijskega načrta podjetnika z mentorjem
4. Srečanja podjetnika z mentorjem (na daljavo, v fizični prisotnosti)
5. Zaključno srečanje in izpolnjevanje končnega poslovnega vprašalnika ter akcijskega načrta za prihodnost podjetnika z mentorjem
6. Podjetnik izpolni vprašalnik o zadovoljstvu.

Obveznosti strank

1. Podjetnik se obvezuje:
 - da bo deloval v smeri ponovnega zagona podjetja in/ali izboljšave poslovanja,
 - da se bo udeleževal in sodeloval v mentorskih srečanjih,
 - da bo vključil priporočila strokovnjakov v svoj poslovni načrt oz. upravljanje podjetja.
2. DC2.0 projektni partner se obvezuje, da bo zagotovil brezplačne poslovne podporne storitve (inkubacijski program) v sodelovanju z internimi in zunanjimi



strokovnjaki in da bo pomagal pri so-oblikovanju dela poslovnega načrta na naslednji način:

1. »Benchmarking« ključnih operativnih parametrov za določitev področij, kjer so možne takojšnje izboljšave (poslovni vprašalnik / akcijski načrt),
2. Razvijanje strategij za izboljšave in zagotavljanje potrebnega menedžmenta,
3. Povezovanje in vzpostavljanje odnosov s finančnimi deležniki/posredniki – v okviru možnosti.

Zaupnost

Obe stranki se zavežeta k ohranjanju poslovne zaupnosti. Če bo na podlagi tega dogovora o sodelovanju, potrebno prenesti določene zaupne informacije tretjim osebam, se o tem stranki pisno dogovorita.

Kraj in datum: Murska Sobota, 3. 12. 2020

Pomurski tehnološki park d.o.o.
mag. Marko Močnik, direktor



Sandra Svetec



Aleš Klajžar





Poslovni »coaching« / inkubacijski / pospeševalni program
DOGOVOR O SODELOVANJU

Dogovor o sodelovanju se sklepa med:

1. PTP – Pomurski tehnološki park d.o.o., projektni partner v pilotnem pospeševalnem programu, Pleše 9a, 9000 Murska Sobota, Slovenija, ki ga zastopa direktor mag. Marko Močnik, ID št. za DDV: SI23632763 (v nadaljevanju DC2.0 projektni partner)

in

2. Podjetnik Damir Sijanta, Gornji Slaveči 6A, 9263 Kuzma (v nadaljevanju: podjetnik).

Predmet dogovora

Namen dogovora o sodelovanju je opredeliti pogoje sodelovanja med podjetnikom in projektnim partnerjem projekta Danube Chance 2.0 (v nadaljevanju DC2.0), transnacionalni program Podonavje.

Eden izmed ciljev evropskega projekta DC2.0 je podpora podjetnikom, ki imajo poslovne izzive ali začenjajo znova pri njihovem poslovnem finančnem in/ali operativnem (pre)strukturiranju podjetij.

Namen programa je zagotavljanje brezplačnih mentorskih in »coaching« storitev v obliki profesionalnega poslovnega inkubacijskega / pospeševalnega programa.

Pospeševalni podporni program za podjetnike je pilotna aktivnost in se izvaja po metodologiji poslovnega mentoriranja in coachinga. Metodologija se nanaša na poslovno diagnostiko in reševanje, prizadeva pa si tudi za spreminjanje stališč v povezavi s poslovno/podjetniški izzivi, pravočasno ukrepanje in dojetanje poslovnega neuspeha kot motivacijo in priložnost za izboljšave poslovnega procesa in odločanja.

Cilj poslovnega inkubacijskega / pospeševalnega programa

Cilj poslovnega inkubacijskega / pospeševalnega programa je pripraviti trdno podlago oz. postaviti okvirje za poslovni uspeh poštenih podjetnikov, ki so v težavah, oz. podjetnikov, ki želijo začeti znova.

Delovni pristop:



Projekt sofinancira Evropska unija (ERDF, IPA, ENI)



- »Solutions Focused« - mentorstvo, usmerjeno v rešitve,
- »GROW« pristop (Goals, Reality, Options, Wrap up) – mentorstvo usmerjeno v rast,
- »CLEAR« model (Contracting, Listening, Exploring, Action, Review) – mentorstvo usmerjeno v jasnost.

Okvir predvidenih mentorskih ur: 10-40 ur

Naloge:

Mentor zagotavlja zaupen, kreativen in ne-obsojajoč prostor. Mentor zastavlja vprašanja, ki spodbujajo razmišljanje in pomaga mentorirancu raziskovati, razmišljati o svoji poslovni ideji oz. poslovnem modelu in sprejemati pravilne poslovne odločitve.

Namen mentoriranja je pomagati podjetnikom, da spremenijo poslovne odločitve/poslovno dejavnost, razvijejo posebne spretnosti in izboljšajo uspešnost ali izboljšajo odnose z drugimi. Po potrebi se mentorirancu lahko zagotovi tudi zunanji strokovnjak za poglobljeno mentoriranje na specifičnem področju.

Rezultati:

1. Podjetnik izpolni poslovni vprašalnik pred začetkom mentoriranja
2. Uvodno srečanje in pregled poslovnega vprašalnika podjetnika skupaj z mentorjem
3. Skupno oblikovanje začetnega akcijskega načrta podjetnika z mentorjem
4. Srečanja podjetnika z mentorjem (na daljavo, v fizični prisotnosti)
5. Zaključno srečanje in izpolnjevanje končnega poslovnega vprašalnika ter akcijskega načrta za prihodnost podjetnika z mentorjem
6. Podjetnik izpolni vprašalnik o zadovoljstvu.

Obveznosti strank

1. Podjetnik se obvezuje:

- da bo deloval v smeri ponovnega zagona podjetja in/ali izboljšave poslovanja,
- da se bo udeleževal in sodeloval v mentorskih srečanjih,
- da bo vključil priporočila strokovnjakov v svoj poslovni načrt oz. upravljanje podjetja.

2. DC2.0 projektni partner se obvezuje, da bo zagotovil brezplačne poslovne podporne storitve (inkubacijski program) v sodelovanju z internimi in zunanjimi



strokovnjaki in da bo pomagal pri so-oblikovanju dela poslovnega načrta na naslednji način:

1. »Benchmarking« ključnih operativnih parametrov za določitev področij, kjer so možne takojšnje izboljšave (poslovni vprašalnik / akcijski načrt),
2. Razvijanje strategij za izboljšave in zagotavljanje potrebnega menedžmenta,
3. Povezovanje in vzpostavljanje odnosov s finančnimi deležniki/posredniki – v okviru možnosti.

Zaupnost

Obe stranki se zavežeta k ohranjanju poslovne zaupnosti. Če bo na podlagi tega dogovora o sodelovanju, potrebno prenesti določene zaupne informacije tretjim osebam, se o tem stranki pisno dogovorita.

Kraj in datum: Murska Sobota, 1. 12. 2020

Pomurski tehnološki park d.o.o.
mag. Marko Močnik, direktor



Damir Sijanta





Poslovni »coaching« / inkubacijski / pospeševalni program
DOGOVOR O SODELOVANJU

Dogovor o sodelovanju se sklepa med:

1. PTP – Pomurski tehnološki park d.o.o., projektni partner v pilotnem pospeševalnem programu, Pleše 9a, 9000 Murska Sobota, Slovenija, ki ga zastopa direktor mag. Marko Močnik, ID št. za DDV: SI23632763 (v nadaljevanju DC2.0 projektni partner)

in

2. Podjetnik Kristian Pertoci, Krog, Ulica ob Ložiču 1, 9000 Murska Sobota (v nadaljevanju: podjetnik).

Predmet dogovora

Namen dogovora o sodelovanju je opredeliti pogoje sodelovanja med podjetnikom in projektnim partnerjem projekta Danube Chance 2.0 (v nadaljevanju DC2.0), transnacionalni program Podonavje.

Eden izmed ciljev evropskega projekta DC2.0 je podpora podjetnikom, ki imajo poslovne izzive ali začenjajo znova pri njihovem poslovnem finančnem in/ali operativnem (pre)strukturiranju podjetij.

Namen programa je zagotavljanje brezplačnih mentorskih in »coaching« storitev v obliki profesionalnega poslovnega inkubacijskega / pospeševalnega programa.

Pospeševalni podporni program za podjetnike je pilotna aktivnost in se izvaja po metodologiji poslovnega mentoriranja in coachinga. Metodologija se nanaša na poslovno diagnostiko in reševanje, prizadeva pa si tudi za spreminjanje stališč v povezavi s poslovno/podjetniški izzivi, pravočasno ukrepanje in dojetanje poslovnega neuspeha kot motivacijo in priložnost za izboljšave poslovnega procesa in odločanja.

Cilj poslovnega inkubacijskega / pospeševalnega programa

Cilj poslovnega inkubacijskega / pospeševalnega programa je pripraviti trdno podlago oz. postaviti okvirje za poslovni uspeh poštenih podjetnikov, ki so v težavah, oz. podjetnikov, ki želijo začeti znova.

Selection criteria for the participants of the pilot action



Delovni pristop:

- »Solutions Focused« - mentorstvo, usmerjeno v rešitve,
- »GROW« pristop (Goals, Reality, Options, Wrap up) – mentorstvo usmerjeno v rast,
- »CLEAR« model (Contracting, Listening, Exploring, Action, Review) – mentorstvo usmerjeno v jasnost.

Okvir predvidenih mentorskih ur: 10-40 ur

Naloge:

Mentor zagotavlja zaupen, kreativen in ne-obsojajoč prostor. Mentor zastavlja vprašanja, ki spodbujajo razmišljanje in pomaga mentorirancu raziskovati, razmišljati o svoji poslovni ideji oz. poslovnem modelu in sprejemati pravilne poslovne odločitve.

Namen mentoriranja je pomagati podjetnikom, da spremenijo poslovne odločitve/poslovno dejavnost, razvijejo posebne spretnosti in izboljšajo uspešnost ali izboljšajo odnose z drugimi. Po potrebi se mentorirancu lahko zagotovi tudi zunanji strokovnjak za poglobljeno mentoriranje na specifičnem področju.

Rezultati:

1. Podjetnik izpolni poslovni vprašalnik pred začetkom mentoriranja
2. Uvodno srečanje in pregled poslovnega vprašalnika podjetnika skupaj z mentorjem
3. Skupno oblikovanje začetnega akcijskega načrta podjetnika z mentorjem
4. Srečanja podjetnika z mentorjem (na daljavo, v fizični prisotnosti)
5. Zaključno srečanje in izpolnjevanje končnega poslovnega vprašalnika ter akcijskega načrta za prihodnost podjetnika z mentorjem
6. Podjetnik izpolni vprašalnik o zadovoljstvu.

Obveznosti strank

1. Podjetnik se obvezuje:
 - da bo deloval v smeri ponovnega zagona podjetja in/ali izboljšave poslovanja,
 - da se bo udeleževal in sodeloval v mentorskih srečanjih,
 - da bo vključil priporočila strokovnjakov v svoj poslovni načrt oz. upravljanje podjetja.

Selection criteria for the participants of the pilot action



2. DC2.0 projektni partner se obvezuje, da bo zagotovil brezplačne poslovne podporne storitve (inkubacijski program) v sodelovanju z internimi in zunanjimi strokovnjaki in da bo pomagal pri so-oblikovanju dela poslovnega načrta na naslednji način:

1. »Benchmarking« ključnih operativnih parametrov za določitev področij, kjer so možne takojšnje izboljšave (poslovni vprašalnik / akcijski načrt),
2. Razvijanje strategij za izboljšave in zagotavljanje potrebnega menedžmenta,
3. Povezovanje in vzpostavljanje odnosov s finančnimi deležniki/posredniki – v okviru možnosti.

Zaupnost

Obe stranki se zavežeta k ohranjanju poslovne zaupnosti. Če bo na podlagi tega dogovora o sodelovanju, potrebno prenesti določene zaupne informacije tretjim osebam, se o tem stranki pisno dogovorita.

Kraj in datum: Murska Sobota, 5. 11. 2020

Pomurski tehnološki park d.o.o.
mag. Marko Močnik, direktor



Pomurski
TEHNOLOŠKI PARK
Podjetje za pospeševanje podjetništva
v Pomurju d.o.o.

Slobaits d.o.o.
Kristian Pertoci





Poslovni »coaching« / inkubacijski / pospeševalni program
DOGOVOR O SODELOVANJU

Dogovor o sodelovanju se sklepa med:

1. PTP – Pomurski tehnološki park d.o.o., projektni partner v pilotnem pospeševalnem programu, Pleše 9a, 9000 Murska Sobota, Slovenija, ki ga zastopa direktor mag. Marko Močnik, ID št. za DDV: SI23632763 (v nadaljevanju DC2.0 projektni partner)

in

2. Podjetnica Simona Bukovec, Kobilje 206, 9227 Kobilje (v nadaljevanju: podjetnik).

Predmet dogovora

Namen dogovora o sodelovanju je opredeliti pogoje sodelovanja med podjetnikom in projektnim partnerjem projekta Danube Chance 2.0 (v nadaljevanju DC2.0), transnacionalni program Podonavje.

Eden izmed ciljev evropskega projekta DC2.0 je podpora podjetnikom, ki imajo poslovne izzive ali začenjajo znova pri njihovem poslovnem finančnem in/ali operativnem (pre)strukturiranju podjetij.

Namen programa je zagotavljanje brezplačnih mentorskih in »coaching« storitev v obliki profesionalnega poslovnega inkubacijskega / pospeševalnega programa.

Pospeševalni podporni program za podjetnike je pilotna aktivnost in se izvaja po metodologiji poslovnega mentoriranja in coachinga. Metodologija se nanaša na poslovno diagnostiko in reševanje, prizadeva pa si tudi za spreminjanje stališč v povezavi s poslovno/podjetniški izzivi, pravočasno ukrepanje in dojetanje poslovnega neuspeha kot motivacijo in priložnost za izboljšave poslovnega procesa in odločanja.

Cilj poslovnega inkubacijskega / pospeševalnega programa

Cilj poslovnega inkubacijskega / pospeševalnega programa je pripraviti trdno podlago oz. postaviti okvirje za poslovni uspeh poštenih podjetnikov, ki so v težavah, oz. podjetnikov, ki želijo začeti znova.

Delovni pristop:



- »Solutions Focused« - mentorstvo, usmerjeno v rešitve,
- »GROW« pristop (Goals, Reality, Options, Wrap up) – mentorstvo usmerjeno v rast,
- »CLEAR« model (Contracting, Listening, Exploring, Action, Review) – mentorstvo usmerjeno v jasnost.

Okvir predvidenih mentorskih ur: 10-40 ur

Naloge:

Mentor zagotavlja zaupen, kreativen in ne-obsojajoč prostor. Mentor zastavlja vprašanja, ki spodbujajo razmišljanje in pomaga mentorirancu raziskovati, razmišljati o svoji poslovni ideji oz. poslovnem modelu in sprejemati pravilne poslovne odločitve.

Namen mentoriranja je pomagati podjetnikom, da spremenijo poslovne odločitve/poslovno dejavnost, razvijejo posebne spretnosti in izboljšajo uspešnost ali izboljšajo odnose z drugimi. Po potrebi se mentorirancu lahko zagotovi tudi zunanji strokovnjak za poglobljeno mentoriranje na specifičnem področju.

Rezultati:

1. Podjetnik izpolni poslovni vprašalnik pred začetkom mentoriranja
2. Uvodno srečanje in pregled poslovnega vprašalnika podjetnika skupaj z mentorjem
3. Skupno oblikovanje začetnega akcijskega načrta podjetnika z mentorjem
4. Srečanja podjetnika z mentorjem (na daljavo, v fizični prisotnosti)
5. Zaključno srečanje in izpolnjevanje končnega poslovnega vprašalnika ter akcijskega načrta za prihodnost podjetnika z mentorjem
6. Podjetnik izpolni vprašalnik o zadovoljstvu.

Obveznosti strank

1. Podjetnik se obvezuje:
 - da bo deloval v smeri ponovnega zagona podjetja in/ali izboljšave poslovanja,
 - da se bo udeleževal in sodeloval v mentorskih srečanjih,
 - da bo vključil priporočila strokovnjakov v svoj poslovni načrt oz. upravljanje podjetja.
2. DC2.0 projektni partner se obvezuje, da bo zagotovil brezplačne poslovne podporne storitve (inkubacijski program) v sodelovanju z internimi in zunanjimi



strokovnjaki in da bo pomagal pri so-oblikovanju dela poslovnega načrta na naslednji način:

1. »Benchmarking« ključnih operativnih parametrov za določitev področij, kjer so možne takojšnje izboljšave (poslovni vprašalnik / akcijski načrt),
2. Razvijanje strategij za izboljšave in zagotavljanje potrebnega menedžmenta,
3. Povezovanje in vzpostavljanje odnosov s finančnimi deležniki/posredniki – v okviru možnosti.

Zaupnost

Obe stranki se zavežeta k ohranjanju poslovne zaupnosti. Če bo na podlagi tega dogovora o sodelovanju, potrebno prenesti določene zaupne informacije tretjim osebam, se o tem stranki pisno dogovorita.

Kraj in datum: Murska Sobota, 19. 1. 2021

Pomurski tehnološki park d.o.o.
mag. Marko Močnik, direktor



Simona Bukovec


ERDF PP7 – CFE (Croatia)



PROGRAM MENTORIRANJA SPORAZUM O SURADNJI

Jedan od ciljeva europskog projekta Danube Chance 2.0 je pružanje podrške poduzetnicima iz druge prilike u poslovnom financijskom i operativnom restrukturiranju. Svrha predstavljenog Sporazuma o suradnji je definirati uvjete suradnje između projektnog partnera Danube Chance 2.0 (DC 2.0) i poduzetnika:

1. Centar za poduzetništvo, J.J.Strossmayera 341, 31000 Osijek, tel: 031 283 970, e-mail: info@czposijek.hr zastupan po voditelju Milanu Peterki (u daljnjem tekstu projektni partner)

i

2. Digyz j.d.o.o., Baranjska ulica 1/C, 31000 Osijek, zastupana po vlasniku Borni Grünbaumu (u daljnjem tekstu poduzetnik)

Ciljevi financijske i operativne reorganizacije poslovanja tvrtke kroz projekt DC 2.0 WP6

"Inicijativa za restrukturiranje poslovanja druge prilike" pilot je akcija u okviru EU projekta Danube Chance 2.0 kao dio transnacionalnog programa Dunav.

Primijenjena metodologija za "poslovno restrukturiranje" je poslovna inkubacija poslovanja koja ima za cilj podržati poduzetnike iz druge prilike koji su:

1. poštteni neuspjeli poduzetnici ponovnim ulaskom na tržište, ili
2. poduzetnici u poteškoćama.

Cilj mu je pružiti stručnu i operativnu podršku za restrukturiranje poduzetnicima druge prilike koji su spremni ponovno pokrenuti i/ili unaprijediti svoje poslovanje uz pomoć profesionalne poslovne inkubacije, posebno onima koji se suočavaju sa stigmom i praktičnim poteškoćama u poslovanju. Metodologija se ne odnosi samo na poslovnu dijagnostiku, već naglašava oblikovanje poslovnih stavova i percepcija povezanih s poslovnim neuspjehom.



DanubeChance2.0

Ovaj projekt sufinancira Ured za udruge Vlade Republike Hrvatske.

Cilj poslovne inkubacije

Cilj poslovne inkubacije je pripremiti zdravo i plodno tlo za časne neuspjele poduzetnike i/ili poduzetnike u poteškoćama kako bi bili konkurentniji na tržištu i sposobniji poslovni uspjeh.

Radni pristup:

- **Mentorstvo** usmjereno na rješenja, **GROW** pristup (**G**oals, **R**eality, **O**ptions, **W**rap up), **CLEAR model** (**C**ontracting, **L**istening, **E**xploring, **A**ction, **R**eview)

Broj sati: 10-40 (po potrebi više)

Zadatci mentora:

Mentor pruža siguran, kreativan i neosuđujući prostor, postavljajući pitanja koja potiču na razmišljanje i slušajući kako bi pomogao poduzetniku da istražuje, promišlja i donosi poslovne odluke.

Zadatak mentorstva je pomoći poduzetnicima da naprave promjene u poslovnom životu, razviti specifične vještine i poboljšati izvedbu ili poboljšati odnose s drugima, identificirati i povezati poduzetnika sa poslovnim stručnjakom za područja poslovanja gdje je potreban individualan dubinski pristup.

Rezultati:

Rezultati:

1. Poslovni upitnik prije inicijalnog razgovora (Poslovni upitnik)
2. Inicijalni razgovor s poduzetnikom (Poslovni upitnik/PAP)
3. Program mentoriranja (Aksijski plan mentoriranja),
4. Početna sesije mentoriranja,
5. Sesije mentoriranja (online, osobne),
6. Završna sesija mentoriranja,
7. Poslovni upitnik nakon procesa mentoriranja (Poslovni upitnik/PAP)



DanubeChance2.0

Ovaj projekt sufinancira Ured za udruge Vlade Republike Hrvatske.

Obveze

1. Poduzetnik:

- pristaje na spremnost i predanost unaprjeđenju poslovanja,
- pristaje izvesti sve sesije mentorskog restrukturiranja,
- pristaje integrirati preporuke stručnjaka u svoj poslovni model

2. Pilot partner DC 2.0 pristaje pružiti usluge poslovne inkubacije s mentorom i suoblikuje nove poslovne planove slijedeći triptih pristup:

- usporedba ključnih operativnih parametara za procjenu područja na kojima se mogu odmah izvršiti poboljšanja (poslovni upitnik / PAP);
- razvijanje strategija za poboljšanje i pružanje potpore procesu upravljanja;
- umrežavanje i izgradnja odnosa s relevantnim dionicima

Povjerljivost

Obje strane primaju na znanje da će prema ovom Memorandumu možda biti potrebno prenijeti informacije vlasničke ili povjerljive prirode između strana ili trećoj strani koja je uključena u mentorstvo. Takve će informacije obje strane koje otkrivaju podatke jasno identificirati u vrijeme otkrivanja. Stranke priznaju da su takve informacije povjerljive i/ili zaštićene i/ili dio poslovne tajne. Sve informacije kojima strane raspolažu u programu mentoriranja se čuvaju i ne mogu biti dostupne trećim stranama koje nisu uključene u proces mentoriranja.

Svojim potpisom potvrđujem da prihvaćam uvjete sudjelovanja u procesu mentoriranja.

Datum & Mjesto:

02.11.2020., Osijek

Ime i potpis: Borna Grünbaum
(poduzetnika)


DIGYZ j.d.o.o.
OSIJEK
OIB: 42265958577



PROGRAM MENTORIRANJA SPORAZUM O SURADNJI

Jedan od ciljeva europskog projekta Danube Chance 2.0 je pružanje podrške poduzetnicima iz druge prilike u poslovnom financijskom i operativnom restrukturiranju. Svrha predstavljenog Sporazuma o suradnji je definirati uvjete suradnje između projektnog partnera Danube Chance 2.0 (DC 2.0) i poduzetnika:

1. Centar za poduzetništvo, J.J.Strossmayera 341, 31000 Osijek, tel: 031 283 970, e-mail: info@czposijek.hr zastupan po voditelju Milanu Peterki (u daljnjem tekstu projektni partner)

i

2. BOKA design d.o.o., Kozjačka 90, 31000 Osijek, zastupana po vlasniku Damiru Benceku (u daljnjem tekstu poduzetnik)

Ciljevi financijske i operativne reorganizacije poslovanja tvrtke kroz projekt DC 2.0 WP6

"Inicijativa za restrukturiranje poslovanja druge prilike" pilot je akcija u okviru EU projekta Danube Chance 2.0 kao dio transnacionalnog programa Dunav.

Primijenjena metodologija za "poslovno restrukturiranje" je poslovna inkubacija poslovanja koja ima za cilj podržati poduzetnike iz druge prilike koji su:

1. poštenu neuspjeli poduzetnici ponovnim ulaskom na tržište, ili
2. poduzetnici u poteškoćama.

Cilj mu je pružiti stručnu i operativnu podršku za restrukturiranje poduzetnicima druge prilike koji su spremni ponovno pokrenuti i/ili unaprijediti svoje poslovanje uz pomoć profesionalne poslovne inkubacije, posebno onima koji se suočavaju sa stigmom i praktičnim poteškoćama u poslovanju. Metodologija se ne odnosi samo na poslovnu dijagnostiku, već naglašava oblikovanje poslovnih stavova i percepcija povezanih s poslovnim neuspjehom.

Cilj poslovne inkubacije

Stajališta izražena u ovoj publikaciji/programu/izložku/video/audio materijalu isključiva su Centra za poduzetništvo i ne odražavaju nužno stajalište Ureda za udruge Vlade Republike Hrvatske.



DanubeChance2.0

Ovaj projekt sufinancira Ured za udruge Vlade Republike Hrvatske.



Cilj poslovne inkubacije je pripremiti zdravo i plodno tlo za časne neuspjele poduzetnike i/ili poduzetnike u poteškoćama kako bi bili konkurentniji na tržištu i sposobniji poslovni uspjeh.

Radni pristup:

- **Mentorstvo** usmjereno na rješenja, **GROW** pristup (**G**oals, **R**eality, **O**ptions, **W**rap up), **CLEAR model** (**C**ontracting, **L**istening, **E**xploring, **A**ction, **R**eview)

Broj sati: 10-40 (po potrebi više)

Zadatci mentora:

Mentor pruža siguran, kreativan i neosuđujući prostor, postavljajući pitanja koja potiču na razmišljanje i slušajući kako bi pomogao poduzetniku da istražuje, promišlja i donosi poslovne odluke.

Zadatak mentorstva je pomoći poduzetnicima da naprave promjene u poslovnom životu, razviti specifične vještine i poboljšati izvedbu ili poboljšati odnose s drugima, identificirati i povezati poduzetnika sa poslovnim stručnjakom za područja poslovanja gdje je potreban individualan dubinski pristup.

Rezultati:

Rezultati:

1. Poslovni upitnik prije inicijalnog razgovora (Poslovni upitnik)
2. Inicijalni razgovor s poduzetnikom (Poslovni upitnik/PAP)
3. Program mentoriranja (Akcijski plan mentoriranja),
4. Početna sesije mentoriranja,
5. Sesije mentoriranja (online, osobne),
6. Završna sesija mentoriranja,
7. Poslovni upitnik nakon procesa mentoriranja (Poslovni upitnik/PAP)



DanubeChance2.0

Ovaj projekt sufinancira Ured za udruge Vlade Republike Hrvatske.

Obveze

1. Poduzetnik:

- pristaje na spremnost i predanost unaprjeđenju poslovanja,
- pristaje izvesti sve sesije mentorskog restrukturiranja,
- pristaje integrirati preporuke stručnjaka u svoj poslovni model

2. Pilot partner DC 2.0 pristaje pružiti usluge poslovne inkubacije s mentorom i suoblikuje nove poslovne planove slijedeći triptih pristup:

- usporedba ključnih operativnih parametara za procjenu područja na kojima se mogu odmah izvršiti poboljšanja (poslovni upitnik / PAP);
- razvijanje strategija za poboljšanje i pružanje potpore procesu upravljanja;
- umrežavanje i izgradnja odnosa s relevantnim dionicima

Povjerljivost

Obje strane primaju na znanje da će prema ovom Memorandumu možda biti potrebno prenijeti informacije vlasničke ili povjerljive prirode između strana ili trećoj strani koja je uključena u mentorstvo. Takve će informacije obje strane koje otkrivaju podatke jasno identificirati u vrijeme otkrivanja. Stranke priznaju da su takve informacije povjerljive i/ili zaštićene i/ili dio poslovne tajne. Sve informacije kojima strane raspolažu u programu mentoriranja se čuvaju i ne mogu biti dostupne trećim stranama koje nisu uključene u proces mentoriranja.

Svojim potpisom potvrđujem da prihvaćam uvjete sudjelovanja u procesu mentoriranja.

Datum & Mjesto:

02.11.2020., Osijek

Ime i potpis: Damir Bencek
(poduzetnika)

BOKA DESIGN d.o.o.
Osijek, Kozjička ulica 90
OIB: 66019283008



PROGRAM MENTORIRANJA SPORAZUM O SURADNJI

Jedan od ciljeva europskog projekta Danube Chance 2.0 je pružanje podrške poduzetnicima iz druge prilike u poslovnom financijskom i operativnom restrukturiranju. Svrha predstavljenog Sporazuma o suradnji je definirati uvjete suradnje između projektnog partnera Danube Chance 2.0 (DC 2.0) i poduzetnika:

1. Centar za poduzetništvo, J.J.Strossmayera 341, 31000 Osijek, tel: 031 283 970, e-mail: info@czposijek.hr zastupan po voditelju Milanu Peterki (u daljnjem tekstu projektni partner)

i

2. obrt INTELEKTOS, Istarska 1, 31000 Osijek, zastupana po vlasnici Sonji Nedić (u daljnjem tekstu poduzetnik)

Ciljevi financijske i operativne reorganizacije poslovanja tvrtke kroz projekt DC 2.0 WP6

"Inicijativa za restrukturiranje poslovanja druge prilike" pilot je akcija u okviru EU projekta Danube Chance 2.0 kao dio transnacionalnog programa Dunav.

Primijenjena metodologija za "poslovno restrukturiranje" je poslovna inkubacija poslovanja koja ima za cilj podržati poduzetnike iz druge prilike koji su:

1. poštteni neuspjeli poduzetnici ponovnim ulaskom na tržište, ili
2. poduzetnici u poteškoćama.

Cilj mu je pružiti stručnu i operativnu podršku za restrukturiranje poduzetnicima druge prilike koji su spremni ponovno pokrenuti i/ili unaprijediti svoje poslovanje uz pomoć profesionalne poslovne inkubacije, posebno onima koji se suočavaju sa stigmom i praktičnim poteškoćama u poslovanju. Metodologija se ne odnosi samo na poslovnu dijagnostiku, već naglašava oblikovanje poslovnih stavova i percepcija povezanih s poslovnim neuspjehom.



Cilj poslovne inkubacije

Cilj poslovne inkubacije je pripremiti zdravo i plodno tlo za časne neuspjele poduzetnike i/ili poduzetnike u poteškoćama kako bi bili konkurentniji na tržištu i sposobniji poslovni uspjeh.

Radni pristup:

- **Mentorstvo** usmjereno na rješenja, **GROW** pristup (Goals, Reality, Options, Wrap up), **CLEAR model** (Contracting, Listening, Exploring, Action, Review)

Broj sati: 10-40 (po potrebi više)

Zadatci mentora:

Mentor pruža siguran, kreativan i neosudujući prostor, postavljajući pitanja koja potiču na razmišljanje i slušajući kako bi pomogao poduzetniku da istražuje, promišlja i donosi poslovne odluke.

Zadatak mentorstva je pomoći poduzetnicima da naprave promjene u poslovnom životu, razviti specifične vještine i poboljšati izvedbu ili poboljšati odnose s drugima, identificirati i povezati poduzetnika sa poslovnim stručnjakom za područja poslovanja gdje je potreban individualan dubinski pristup.

Rezultati:

Rezultati:

1. Poslovni upitnik prije inicijalnog razgovora (Poslovni upitnik)
2. Inicijalni razgovor s poduzetnikom (Poslovni upitnik/PAP)
3. Program mentoriranja (Aksijski plan mentoriranja),
4. Početna sesije mentoriranja,
5. Sesije mentoriranja (online, osobne),
6. Završna sesija mentoriranja,
7. Poslovni upitnik nakon procesa mentoriranja (Poslovni upitnik/PAP)

**Obveze**

1. Poduzetnik:

- pristaje na spremnost i predanost unaprjeđenju poslovanja,
- pristaje izvesti sve sesije mentorskog restrukturiranja,
- pristaje integrirati preporuke stručnjaka u svoj poslovni model

2. Pilot partner DC 2.0 pristaje pružiti usluge poslovne inkubacije s mentorom i suoblikuje nove poslovne planove slijedeći triptih pristup:

- usporedba ključnih operativnih parametara za procjenu područja na kojima se mogu odmah izvršiti poboljšanja (poslovni upitnik / PAP);
- razvijanje strategija za poboljšanje i pružanje potpore procesu upravljanja;
- umrežavanje i izgradnja odnosa s relevantnim dionicima

Povjerljivost

Obje strane primaju na znanje da će prema ovom Memorandumu možda biti potrebno prenijeti informacije vlasničke ili povjerljive prirode između strana ili trećoj strani koja je uključena u mentorstvo. Takve će informacije obje strane koje otkrivaju podatke jasno identificirati u vrijeme otkrivanja. Stranke priznaju da su takve informacije povjerljive i/ili zaštićene i/ili dio poslovne tajne. Sve informacije kojima strane raspoložu u programu mentoriranja se čuvaju i ne mogu biti dostupne trećim stranama koje nisu uključene u proces mentoriranja.

Svojim potpisom potvrđujem da prihvaćam uvjete sudjelovanja u procesu mentoriranja.

Datum & Mjesto:

02.11.2020., Osijek

Ime i potpis: Sonja Nedić
(poduzetnika)



IPA PPI – CCIS (Serbia)



Business coaching/Business incubation/Business acceleration

COOPERATION AGREEMENT

One of the objectives of the European project Danube Chance 2.0 is to provide support to second-chance entrepreneurs in business financial and operational re-structuring. The purpose of the presented Cooperation Agreement is to define the terms of cooperation between the project partner of **Danube Chance 2.0** (DC 2.0) and the second chance entrepreneur:

1. Chamber of Commerce and Industry of Serbia (BSO-Business Support Organization) pilot business re-structuring initiative pilot project partner, Resavska 15, Belgrade, represented by Tamara Dunđerović, Head of SME department under the CCIS (hereafter referred as: Serbian pilot project partner (CCIS))

And

2. „Studio For Conservasion and Restauratio of The Work of Art Protinica“, represented by Bojana Dabić, adress Pigova 4, Čačak (hereafter referred as: company, mentee party)

Objectives of the DC 2.0 WP6 Business financial and operational re-structuring

The "Second-chance business re-structuring initiative" is a pilot action within the EU-project Danube Chance 2.0 as part of the Danube Transnational Programme.

The applied methodology for "business re-structuring" is a **Business incubation/Business acceleration** that aims to **support second-chance entrepreneurs** who are:

1. honest failed entrepreneurs by their market re-entry (re-starters) or
2. entrepreneurs in distress.

It aims to deliver financial and operational re-structuring support to second-chance entrepreneurs who are willing to re-start/improve their business with the help of professional business incubation/business acceleration, especially those that are facing stigma and practical difficulties in business re-entry/improvement.

The methodology does not only refer to business diagnostics, but emphasizes on shaping business attitudes and perceptions linked to business failure.

The Aim of the business incubation/acceleration

The aim of **Business incubation/Business acceleration** is to prepare sound ground for honest troubled or failed entrepreneurs for the new chance to business success.



Working approach:

- **Solutions Focused Coaching/Mentoring, GROW approach (Goals, Reality, Options, Wrap up), CLEAR model (Contracting, Listening, Exploring, Action, Review)**

Number of hours: 10-40 hrs

Coaching/mentoring tasks:

Coach/mentor is providing a safe, creative and non-judgemental space, asking thought-provoking questions and listening to help the coachee explore, reflect and make decisions in business.

Coaching/mentoring task is to help coachee/mentee to make changes in business life, develop specific skills and improve performance or enhance relationships with others, identify and connect coachee/mentee with business specialist for in-depth coaching/mentoring where specific action is required.

Results:

1. Pre Coaching/Mentoring **Questionnaire** Pre Coaching (Business questionnaire/PAP stage 1-entrepreneur),
2. Pre Coaching/Mentoring **Conversation** (Business questionnaire/PAP stage 2-entrepreneur+coach/mentor),
3. Effective Coaching/Mentoring **Programme Design** (=Coaching/Mentoring **Action plan**)
4. First Coaching Session Or Intake Session
5. Coaching/Mentoring Sessions (online, personal)
6. Final Coaching/Mentoring Or Output Session
7. Post Coaching/Mentoring **Questionnaire** (Business questionnaire/PAP stage 3-entrepreneur+coach (mentor at the end))

Commitment/obligation of parties

1. The second-chance entrepreneur:
 - commits towards market re-entry and/or business improvement,
 - agrees to perform all the re-structuring mentoring sessions,
 - agrees to integrate experts' recommendations into their business plan.
2. The DC 2.0 Pilot Partner agrees to provide business acceleration services in cooperation with dedicated experts and co-create new business plans following a tryptic approach:
 1. Benchmarking key operating parameters to assess areas where immediate improvements can be made (Business questionnaire/PAP),
 2. Developing strategies to make improvements and providing the necessary management,
 3. Networking and relationship-building with financial intermediaries – if possible.



Confidentiality

The parties anticipate that, under this Agreement, it may be necessary to transfer information of a proprietary or confidential nature between parties or to a third party involved in the coaching. Such information shall be clearly identified by the both disclosing parties at the time of disclosure. The parties acknowledge that any such information is confidential and/or proprietary:

Date & Location

28.1.2021. Beograd

Name & Signature (DC2.0 partner)

Tamara Dunderović
Tamara Dunderović, CCIS

Name & Signature (entrepreneur)

Bojana Dabić
Bojana Dabić, Studio Protinica

Бојана Дабич: предузетник
СТУДИО ЗА КОНСЕРВИРАЊЕ И РЕСТАУРАЦИЈУ
УМЕТНИЧКИХ ДЕЛА
ПРОТЕНИЦА
ЧАЧАК

Business coaching/Business incubation/Business acceleration

COOPERATION AGREEMENT

One of the objectives of the European project Danube Chance 2.0 is to provide support to second-chance entrepreneurs in business financial and operational re-structuring. The purpose of the presented Cooperation Agreement is to define the terms of cooperation between the project partner of **Danube Chance 2.0** (DC 2.0) and the second chance entrepreneur:

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and

2. SmartResearch DOO Beograd-Zvezdara, Veljka Dugoševića 54, Belgrade, represented by Marko Panić, tax number 109812466 (hereafter referred as: entrepreneur or company, coachee/mentee party)

Objectives of the DC 2.0 WP6 Business financial and operational re-structuring

The "Second-chance business re-structuring initiative" is a pilot action within the EU-project Danube Chance 2.0 as part of the Danube Transnational Programme.

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The methodology does not only refer to business diagnostics, but emphasizes on shaping business attitudes and perceptions linked to business failure.

The Aim of the business incubation/acceleration

The aim of **Business incubation/Business acceleration** is to prepare sound ground for honest troubled or failed entrepreneurs for the new chance to business success.



Working approach:

- **Solutions Focused Coaching/Mentoring, GROW approach (Goals, Reality, Options, Wrap up), CLEAR model (Contracting, Listening, Exploring, Action, Review)**

Number of hours: 10-40 hrs

Coaching/mentoring tasks:

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Coaching/mentoring task is to help coachee/mentee to make changes in business life, develop specific skills and improve performance or enhance relationships with others, identify and connect coachee/mentee with business specialist for in-depth coaching/mentoring where specific action is required.

Results:

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Date & Location

28. 1. 2021. BELGRADE

Name & Signature (DC2.0 partner)

Tamara Dunderović
Tamara Dunderović, CCIS

Name & Signature (entrepreneur)

Marko Panić
Marko Panić, SmartResearch

Business coaching/Business incubation/Business acceleration

COOPERATION AGREEMENT

One of the objectives of the European project Danube Chance 2.0 is to provide support to second-chance entrepreneurs in business financial and operational re-structuring. The purpose of the presented Cooperation Agreement is to define the terms of cooperation between the project partner of **Danube Chance 2.0** (DC 2.0) and the second chance entrepreneur:

1. Chamber of Commerce and Industry of Serbia (BSO-Business Support Organization) pilot business re-structuring initiative pilot project partner, Resavska 15, Belgrade, represented by Tamara Dunderović, Head of SME department under the CCIS (hereafter referred as: Serbian pilot project partner (CCIS))

And

2. „Pekara Ključ“, represented by Vesna Njegić, address Topličin venac 5/1, Belgrade (hereafter referred as: company, mentee party)

Objectives of the DC 2.0 WP6 Business financial and operational re-structuring

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Results:

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5. Coaching/Mentoring Sessions (online, personal)
6. Final Coaching/Mentoring Or Output Session
7. Post Coaching/Mentoring **Questionnaire** (Business questionnaire/PAP **stage 3-entrepreneur+coach (mentor at the end)**)

Commitment/obligation of parties

1. The second-chance entrepreneur:
 - commits towards market re-entry and/or business improvement,
 - agrees to perform all the re-structuring mentoring sessions,
 - agrees to integrate experts' recommendations into their business plan.
2. The DC 2.0 Pilot Partner **agrees to** provide business acceleration services in cooperation with dedicated experts and co-create new business plans following a tryptic approach:
 1. Benchmarking key operating parameters to assess areas where immediate improvements can be made (Business questionnaire/PAP),
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Date & Location

28.1.2021. BELSKA

Name & Signature (DC2.0 partner)

Tamara Dunderović
Tamara Dunderović, CCIS

Name & Signature (entrepreneur)

Vesna Njegić
PEKARA
KLJUČ
Vesna Njegić, Pekara „Ključ“
BEOGRAD

Business coaching/Business incubation/Business acceleration

COOPERATION AGREEMENT

One of the objectives of the European project Danube Chance 2.0 is to provide support to second-chance entrepreneurs in business financial and operational re-structuring. The purpose of the presented Cooperation Agreement is to define the terms of cooperation between the project partner of **Danube Chance 2.0** (DC 2.0) and the second chance entrepreneur:

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And

2. „WAW Milos“ Beograd, represented by Sanja Milosavljević, adress Ilije Rogulića 18a, Beograd (hereafter referred as: company, mentee party)

Objectives of the DC 2.0 WP6 Business financial and operational re-structuring

The "Second-chance business re-structuring initiative" is a pilot action within the EU-project Danube Chance 2.0 as part of the Danube Transnational Programme.

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Date & Location

BELGRADE 19.1.2021.

Name & Signature (DC2.0 partner)

Tamara Dunderović
Tamara Dunderović, CCIS

Name & Signature (entrepreneur)

Sanja Milosavljević
Sanja Milosavljević, WAW Milos Beograd

Business coaching/Business incubation/Business acceleration

COOPERATION AGREEMENT

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And

2. "Marija Handmade", represented by Marija Ivanković, adress Kralja Milutina 18, Šabac (hereafter referred as: company, mentee party)

Objectives of the DC 2.0 WP6 Business financial and operational re-structuring

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Number of hours: 10-40 hrs

Coaching/mentoring tasks:

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Coaching/mentoring task is to help coachee/mentee to make changes in business life, develop specific skills and improve performance or enhance relationships with others, identify and connect coachee/mentee with business specialist for in-depth coaching/mentoring where specific action is required.

Results:

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6. Final Coaching/Mentoring Or Output Session
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Commitment/obligation of parties

1. The second-chance entrepreneur:
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 - agrees to perform all the re-structuring mentoring sessions,
 - agrees to integrate experts' recommendations into their business plan.
2. The DC 2.0 Pilot Partner agrees to provide business acceleration services in cooperation with dedicated experts and co-create new business plans following a tryptic approach:
 1. Benchmarking key operating parameters to assess areas where immediate improvements can be made (Business questionnaire/PAP),
 2. Developing strategies to make improvements and providing the necessary management,
 3. Networking and relationship-building with financial intermediaries – if possible.



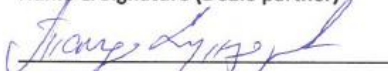
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Date & Location

28.1. 2021.

Name & Signature (DC2.0 partner)


Tamara Dunderović, CCIS

Name & Signature (entrepreneur)



Marija Ivanković, Marija Handmade

IPA PP2 – RARS (Bosnia and Herzegovina; Republic of Srpska)

Project: DanubeChance2.0 - Embracing failure to facilitate second-chance entrepreneurship in the Danube Region

Cooperation Agreement

One of the objectives of the European project Danube Chance 2.0 is to provide support to second-chance entrepreneurs in business financial and operational re-structuring. The purpose of the presented Memorandum of Understanding is to define the terms of cooperation between the project partner of **DanubeChance2.0** and the second chance entrepreneur:

1. **Development Agency of the Republic of Srpska**, Save Mrkalja 16, 78000 Banja Luka, Republic of Srpska, JIB 4402108570003, represented by Mr. Marinko Đukić director (hereafter referred as: Pilot project partner, mentoring party)

and

2. **"Resolution Design Studio"** Banja Luka, Rajka Bosnića 25, ID 4511061300006, represented by Dragan Zeljković (hereafter referred as: Second-chance entrepreneur).

Objectives of the DanubeChance2.0 WP6 Business and operational re-structuring

The "Second-chance business re-structuring initiative" is a pilot action within the EU-project Danube Chance 2.0 as part of the Danube Transnational Programme.

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1. Honest failed entrepreneurs by their market re-entry (re-starters) or
2. Entrepreneurs in distress.

It aims to deliver operational re-structuring support to second-chance entrepreneurs who are willing to re-start/improve their business with the help of professional business incubation/business acceleration, especially those that are facing stigma and practical difficulties in business re-entry/improvement.

The methodology does not only refer to business diagnostics, but emphasizes on shaping business attitudes and perceptions linked to business failure.

The Aim of the business incubation/acceleration

The aim of **Business incubation/Business acceleration** is to prepare sound ground for honest troubled or failed entrepreneurs for the new chance to business success.

Project is co-financed by the European Union from the ERDF, IPA and ENI funds under the Danube Transnational Programme

Development Agency of the Republic of Srpska
Save Mrkalja 16, Banja Luka, Republic of Srpska/Bosnia and Herzegovina
Tel.: +387 51 222-120; Fax: +387 51 222-121;
info@rars-msp.org

Working approach:

Mentoring services will be implemented according to the Japanese methodology, which provides technical support to small and medium enterprises and entrepreneurs to analyze the business together with the mentor and plan activities for business improvement.

Number of hours: 10-40 hours.

Mentoring tasks:

Mentor is providing a safe, creative and non-judgmental space, asking thought-provoking questions and listening to help the coachee explore, reflect and make decisions in business.

Mentoring task is to help mentee to make changes in business life, develop specific skills and improve performance or enhance relationships with others, identify and connect mentee with business specialist for in-depth mentoring where specific action is required.

Results:

1. Pre Mentoring **Questionnaire P** (Business questionnaire/PAP **stage 1-entrepreneur**),
2. Pre Mentoring **Conversation** (Business questionnaire/PAP **stage 2-entrepreneur+mentor**),
3. Effective Mentoring **Programme Design** (=Mentoring **Action plan**),
4. First Mentoring Session Or Intake Session,
5. Mentoring Sessions (online, personal),
6. Final Mentoring Or Output Session,
7. Post Mentoring **Questionnaire** (Business questionnaire/PAP **stage 3-entrepreneur+mentor at the end**).

Commitment/obligation of parties

1. The second-chance entrepreneur:
 - commits towards market re-entry and/or business improvement,
 - agrees to perform all the re-structuring mentoring sessions,
 - agrees to integrate experts' recommendations into their business plan.

The **DC 2.0 Pilot Partner** agrees to provide business acceleration services in cooperation with dedicated experts and co-create new business plans following a tryptic approach:

- Benchmarking key operating parameters to assess areas where immediate improvements can be made (Business questionnaire/PAP),
- Developing strategies to make improvements and providing the necessary management,
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Project is co-financed by the European Union from the ERDF, IPA and ENI funds under the Danube Transnational Programme

Development Agency of the Republic of Srpska
Save Mrkalja 16, Banja Luka, Republic of Srpska/Bosnia and Herzegovina
Tel.: +387 51 222-120; Fax: +387 51 222-121;
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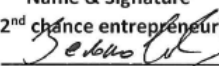
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Name & Signature
(DanubeChance2.0 partner)

No. 15-10-2/20
Banja Luka, 04.11.2020.

Name & Signature
(2nd chance entrepreneur)



Project is co-financed by the European Union from the ERDF, IPA and ENI funds under the Danube Transnational Programme

Development Agency of the Republic of Srpska
Save Mrkalja 16, Banja Luka, Republic of Srpska/Bosnia and Herzegovina
Tel.: +387 51 222-120; Fax: +387 51 222-121;
info@rars-msp.org

Project: DanubeChance2.0 - Embracing failure to facilitate second-chance entrepreneurship in the Danube Region

Cooperation Agreement

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1. **Development Agency of the Republic of Srpska, Save Mrkalja 16, 78000 Banja Luka, Republic of Srpska, JIB 4402108570003, represented by Mr. Marinko Đukić director** (hereafter referred as: Pilot project partner, mentoring party)

and

2. **"Veni, vidi, vici" d.o.o. Gradiška, Trg Svetog Save 6, ID 4402728870007, represented by Gordana Todorović** (hereafter referred as: Second-chance entrepreneur).

Objectives of the DanubeChance2.0 WP6 Business and operational re-structuring

The "Second-chance business re-structuring initiative" is a pilot action within the EU-project Danube Chance 2.0 as part of the Danube Transnational Programme.

The applied methodology for "business re-structuring" is a **Business incubation/Business acceleration** that aims to **support second-chance entrepreneurs** who are:

1. Honest failed entrepreneurs by their market re-entry (re-starters) or
2. Entrepreneurs in distress.

It aims to deliver operational re-structuring support to second-chance entrepreneurs who are willing to re-start/improve their business with the help of professional business incubation/business acceleration, especially those that are facing stigma and practical difficulties in business re-entry/improvement.

The methodology does not only refer to business diagnostics, but emphasizes on shaping business attitudes and perceptions linked to business failure.

The Aim of the business incubation/acceleration

The aim of **Business incubation/Business acceleration** is to prepare sound ground for honest troubled or failed entrepreneurs for the new chance to business success.

Project is co-financed by the European Union from the ERDF, IPA and ENI funds under the Danube Transnational Programme

Development Agency of the Republic of Srpska
Save Mrkalja 16, Banja Luka, Republic of Srpska/Bosnia and Herzegovina
Tel.: +387 51 222-120; Fax: +387 51 222-121;
info@rars-msp.org

Working approach:

Mentoring services will be implemented according to the Japanese methodology, which provides technical support to small and medium enterprises and entrepreneurs to analyze the business together with the mentor and plan activities for business improvement.

Number of hours: 10-40 hours.

Mentoring tasks:

Mentor is providing a safe, creative and non-judgmental space, asking thought-provoking questions and listening to help the coachee explore, reflect and make decisions in business.

Mentoring task is to help mentee to make changes in business life, develop specific skills and improve performance or enhance relationships with others, identify and connect mentee with business specialist for in-depth mentoring where specific action is required.

Results:

1. Pre Mentoring **Questionnaire P** (Business questionnaire/PAP **stage 1-entrepreneur**),
2. Pre Mentoring **Conversation** (Business questionnaire/PAP **stage 2-entrepreneur+mentor**),
3. Effective Mentoring **Programme Design** (=Mentoring **Action plan**),
4. **First Mentoring Session Or Intake Session**,
5. **Mentoring Sessions** (online, personal),
6. **Final Mentoring Or Output Session**,
7. **Post Mentoring Questionnaire** (Business questionnaire/PAP **stage 3-entrepreneur+mentor at the end**).

Commitment/obligation of parties

1. The second-chance entrepreneur:

- commits towards market re-entry and/or business improvement,
- agrees to perform all the re-structuring mentoring sessions,
- agrees to integrate experts' recommendations into their business plan.

The DC 2.0 Pilot Partner agrees to provide business acceleration services in cooperation with dedicated experts and co-create new business plans following a tryptic approach:

- Benchmarking key operating parameters to assess areas where immediate improvements can be made (Business questionnaire/PAP),
- Developing strategies to make improvements and providing the necessary management,
- Networking and relationship-building with financial intermediaries – if possible.

Project is co-financed by the European Union from the ERDF, IPA and ENI funds under the Danube Transnational Programme

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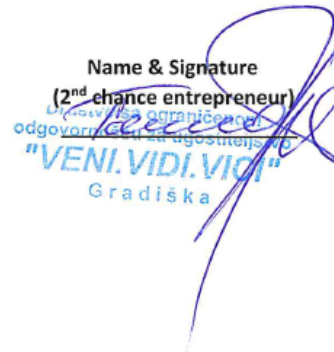
Confidentiality

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Name & Signature
(DanubeChance2.0 partner)

No. 15-10-5/20
Banja Luka, 04.11.2020.



Name & Signature
(2nd chance entrepreneur)

ODGOVORNOST ZA UPOSREBU
"VENI.VIDI.VICI"
Gradiška

Project is co-financed by the European Union from the ERDF, IPA and ENI funds under the
Danube Transnational Programme

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Save Mrkalja 16, Banja Luka, Republic of Srpska/Bosnia and Herzegovina
Tel.: +387 51 222-120; Fax: +387 51 222-121;
info@rars-msp.org

Project: DanubeChance2.0 - Embracing failure to facilitate second-chance entrepreneurship in the Danube Region

Cooperation Agreement

One of the objectives of the European project Danube Chance 2.0 is to provide support to second-chance entrepreneurs in business financial and operational re-structuring. The purpose of the presented Memorandum of Understanding is to define the terms of cooperation between the project partner of **DanubeChance2.0** and the second chance entrepreneur:

1. **Development Agency of the Republic of Srpska, Save Mrkalja 16, 78000 Banja Luka, Republic of Srpska, JIB 4402108570003, represented by Mr. Marinko Đukić director** (hereafter referred as: Pilot project partner, mentoring party)

and

2. **"Brankica" s.p. Banja Luka, Dr Jovana Raškovića 100, ID 4502247590005, represented by Nada Prerad** (hereafter referred as: Second-chance entrepreneur).

Objectives of the DanubeChance2.0 WP6 Business and operational re-structuring

The "Second-chance business re-structuring initiative" is a pilot action within the EU-project Danube Chance 2.0 as part of the Danube Transnational Programme.

The applied methodology for "business re-structuring" is a **Business incubation/Business acceleration** that aims to support second-chance entrepreneurs who are:

1. Honest failed entrepreneurs by their market re-entry (re-starters) or
2. Entrepreneurs in distress.

It aims to deliver operational re-structuring support to second-chance entrepreneurs who are willing to re-start/improve their business with the help of professional business incubation/business acceleration, especially those that are facing stigma and practical difficulties in business re-entry/improvement.

The methodology does not only refer to business diagnostics, but emphasizes on shaping business attitudes and perceptions linked to business failure.

The Aim of the business incubation/acceleration

The aim of **Business incubation/Business acceleration** is to prepare sound ground for honest troubled or failed entrepreneurs for the new chance to business success.

Project is co-financed by the European Union from the ERDF, IPA and ENI funds under the Danube Transnational Programme

Development Agency of the Republic of Srpska
Save Mrkalja 16, Banja Luka, Republic of Srpska/Bosnia and Herzegovina
Tel.: +387 51 222-120; Fax: +387 51 222-121;
info@rars-msp.org

Working approach:

Mentoring services will be implemented according to the Japanese methodology, which provides technical support to small and medium enterprises and entrepreneurs to analyze the business together with the mentor and plan activities for business improvement.

Number of hours: 10-40 hours.

Mentoring tasks:

Mentor is providing a safe, creative and non-judgmental space, asking thought-provoking questions and listening to help the coachee explore, reflect and make decisions in business.

Mentoring task is to help mentee to make changes in business life, develop specific skills and improve performance or enhance relationships with others, identify and connect mentee with business specialist for in-depth mentoring where specific action is required.

Results:

1. Pre Mentoring **Questionnaire P** (Business questionnaire/PAP **stage 1-entrepreneur**),
2. Pre Mentoring **Conversation** (Business questionnaire/PAP **stage 2-entrepreneur+mentor**),
3. Effective Mentoring **Programme Design** (=Mentoring **Action plan**),
4. First Mentoring Session Or Intake Session,
5. Mentoring Sessions (online, personal),
6. Final Mentoring Or Output Session,
7. Post Mentoring **Questionnaire** (Business questionnaire/PAP **stage 3-entrepreneur+mentor at the end**).

Commitment/obligation of parties

1. The second-chance entrepreneur:

- commits towards market re-entry and/or business improvement,
- agrees to perform all the re-structuring mentoring sessions,
- agrees to integrate experts' recommendations into their business plan.

The DC 2.0 Pilot Partner agrees to provide business acceleration services in cooperation with dedicated experts and co-create new business plans following a tryptic approach:

- Benchmarking key operating parameters to assess areas where immediate improvements can be made (Business questionnaire/PAP),
- Developing strategies to make improvements and providing the necessary management,
- Networking and relationship-building with financial intermediaries – if possible.

Project is co-financed by the European Union from the ERDF, IPA and ENI funds under the Danube Transnational Programme

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Confidentiality

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Name & Signature
(DanubeChance2.0 partner)


No. 15-10-1/20
Banja Luka, 04.11.2020.

Name & Signature
(2nd chance entrepreneur)


Project is co-financed by the European Union from the ERDF, IPA and ENI funds under the Danube Transnational Programme

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Save Mrkalja 16, Banja Luka, Republic of Srpska/Bosnia and Herzegovina
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info@rars-msp.org

Project: DanubeChance2.0 - Embracing failure to facilitate second-chance entrepreneurship in the Danube Region

Cooperation Agreement

One of the objectives of the European project Danube Chance 2.0 is to provide support to second-chance entrepreneurs in business financial and operational re-structuring. The purpose of the presented Memorandum of Understanding is to define the terms of cooperation between the project partner of **DanubeChance2.0** and the second chance entrepreneur:

1. **Development Agency of the Republic of Srpska**, Save Mrkalja 16, 78000 Banja Luka, Republic of Srpska, JIB 4402108570003, represented by Mr. Marinko Đukić director (hereafter referred as: Pilot project partner, mentoring party)

and

2. **"Eternella natural cosmetics"** Bijeljina, Galac 27, ID 4511544950001, represented by Maja Mršić (hereafter referred as: Second-chance entrepreneur).

Objectives of the DanubeChance2.0 WP6 Business and operational re-structuring

The "Second-chance business re-structuring initiative" is a pilot action within the EU-project Danube Chance 2.0 as part of the Danube Transnational Programme.

The applied methodology for "business re-structuring" is a **Business incubation/Business acceleration** that aims to **support second-chance entrepreneurs** who are:

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The methodology does not only refer to business diagnostics, but emphasizes on shaping business attitudes and perceptions linked to business failure.

The Aim of the business incubation/acceleration

The aim of **Business incubation/Business acceleration** is to prepare sound ground for honest troubled or failed entrepreneurs for the new chance to business success.

Project is co-financed by the European Union from the ERDF, IPA and ENI funds under the Danube Transnational Programme

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Working approach:

Mentoring services will be implemented according to the Japanese methodology, which provides technical support to small and medium enterprises and entrepreneurs to analyze the business together with the mentor and plan activities for business improvement.

Number of hours: 10-40 hours.

Mentoring tasks:

Mentor is providing a safe, creative and non-judgmental space, asking thought-provoking questions and listening to help the coachee explore, reflect and make decisions in business.

Mentoring task is to help mentee to make changes in business life, develop specific skills and improve performance or enhance relationships with others, identify and connect mentee with business specialist for in-depth mentoring where specific action is required.

Results:

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5. Mentoring Sessions (online, personal),
6. Final Mentoring Or Output Session,
7. Post Mentoring **Questionnaire** (Business questionnaire/PAP stage 3-entrepreneur+mentor at the end).

Commitment/obligation of parties

1. The second-chance entrepreneur:

- commits towards market re-entry and/or business improvement,
- agrees to perform all the re-structuring mentoring sessions,
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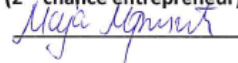
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Name & Signature
(DanubeChance2.0 partner)


No. 15-10-3/20
Banja Luka, 04.11.2020.

Name & Signature
(2nd chance entrepreneur)


Project is co-financed by the European Union from the ERDF, IPA and ENI funds under the
Danube Transnational Programme

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Save Mrkalja 16, Banja Luka, Republic of Srpska/Bosnia and Herzegovina
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Project: DanubeChance2.0 - Embracing failure to facilitate second-chance entrepreneurship in the Danube Region

Cooperation Agreement

One of the objectives of the European project Danube Chance 2.0 is to provide support to second-chance entrepreneurs in business financial and operational re-structuring. The purpose of the presented Memorandum of Understanding is to define the terms of cooperation between the project partner of **DanubeChance2.0** and the second chance entrepreneur:

1. **Development Agency of the Republic of Srpska, Save Mrkalja 16, 78000 Banja Luka, Republic of Srpska, JIB 4402108570003, represented by Mr. Marinko Đukić director** (hereafter referred as: Pilot project partner, mentoring party)

and

2. **Consulting agency "Pravda" Bijeljina, Kneza Miloša 8/2, ID 4511176110006, represented by Ljiljana Nedeljković** (hereafter referred as: Second-chance entrepreneur).

Objectives of the DanubeChance2.0 WP6 Business and operational re-structuring

The "Second-chance business re-structuring initiative" is a pilot action within the EU-project Danube Chance 2.0 as part of the Danube Transnational Programme.

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Working approach:

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Number of hours: 10-40 hours.

Mentoring tasks:

Mentor is providing a safe, creative and non-judgmental space, asking thought-provoking questions and listening to help the coachee explore, reflect and make decisions in business.

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7. Post Mentoring **Questionnaire** (Business questionnaire/PAP **stage 3-entrepreneur+mentor at the end**).

Commitment/obligation of parties

1. The second-chance entrepreneur:

- commits towards market re-entry and/or business improvement,
- agrees to perform all the re-structuring mentoring sessions,
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The DC 2.0 Pilot Partner agrees to provide business acceleration services in cooperation with dedicated experts and co-create new business plans following a tryptic approach:

- Benchmarking key operating parameters to assess areas where immediate improvements can be made (Business questionnaire/PAP),
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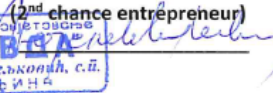
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Name & Signature
(DanubeChance2.0 partner)


No. 15-10-4/20
Banja Luka, 04.11.2020.

Name & Signature
(2nd chance entrepreneur)



Project is co-financed by the European Union from the ERDF, IPA and ENI funds under the Danube Transnational Programme

Development Agency of the Republic of Srpska
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ENI PPI – ODIMM (Moldova)

Servicii de revitalizare a afacerii
ACORD DE COOPERARE

Data: 26.03.2021

mun. Chişinău

ORGANIZAȚIA PENTRU DEZVOLTAREA SECTORULUI ÎNTRINDERILOR MICI ȘI MIJLOCII, cu sediul în mun. Chişinău, bd. Ștefan cel Mare și Sfânt 134, constituită prin Hotărârea Guvernului nr. 538 din 17 mai 2007, **IDNO 1007600042792**, reprezentată în persoana **Directorului general, dna Iulia COSTIN**, care activează în baza Regulamentului, denumită în continuare **"Partener de Proiect Pilot din Moldova (ODIMM)"**, pe de o parte, și

S.R.L. "Ecoideea", cu sediul în mun. Chişinău, str. Studenților, nr. 2, ap. 43A, IDNO 1019600024548 reprezentată în persoana Administratorului, dna Svetlana Delinschi, denumită în continuare **"Beneficiar"**, pe de altă parte, denumite în continuare **"Părți"**,

Ținând cont că, unul dintre obiectivele proiectului European DanubeChance2.0 (DC 2.0), este de a oferi suport pentru antreprenorii de a doua șansă, în restructurarea financiară și operațională a afacerii, au încheiat prezentul acord, în scopul definirii următoarelor condiții de cooperare:

Obiectivele DC 2.0 WP 6 restructurarea financiară și operațională a afacerii

"Inițiativa pilot de revitalizare a afacerii" este o acțiune pilot dezvoltată în cadrul proiectului UE DanubeChance 2.0, ca parte a Programul Transnațional Dunărea.

Metodologia aplicată pentru **"revitalizarea afacerii"** este bazată pe oferirea serviciilor de accelerare, cu scopul de a susține următoarele categorii de antreprenori de a doua șansă:

1. Antreprenori onești care au eșuat și doresc să se relanseze în afaceri;
2. Antreprenorii în dificultate;

"Inițiativa pilot de revitalizare a afacerii" își propune să ofere sprijin pentru restructurarea financiară și operațională antreprenorilor de a doua șansă care sunt dispuși să-și reînceapă sau să-și îmbunătățească afacerea cu ajutorul serviciilor de accelerare a afacerilor, în special celor care se confruntă cu stigmatizarea și dificultăți practice în re-întrarea pe piață sau îmbunătățirea activității întreprinderii.

Metodologia aplicată pentru **"revitalizarea afacerii"** nu pune accent doar pe diagnosticarea afacerii, dar urmărește în același timp schimbarea atitudinilor și percepțiilor publicului larg privind eșecul în afaceri.

Serviciul de accelerare:

Scopul serviciului de accelerare a afacerilor este de a pregăti un teren solid, pentru antreprenorii în dificultate sau antreprenorii onești care au eșuat, pentru a le oferi o nouă șansă de a se lansa cu succes în afaceri.

Modul de lucru: Oferirea serviciului de mentorat bazat următoarele modele de identificare a soluțiilor: modelul GROW (Scop, Realitate, Opțiuni, Voință), modelul CLEAR (Contractarea, Ascultarea, Explorarea, Planul de Acțiune, Recapitularea)

Numărul de ore: 12

Responsabilitățile mentorului:

Mentorul va crea un spațiu sigur, creativ și fără discriminare, prin adresarea unor întrebări logice și ascultarea activă pentru a ajuta antreprenorul să analizeze propria situație și să reflecte asupra deciziilor pe care urmează să le facă vis-a-vis de activitatea întreprinderii sale.

Mentorul va ajuta antreprenorul să facă schimbări în activitatea întreprinderii, să-și formeze abilități specifice și să-și îmbunătățească performanța întreprinderii și relația cu alte persoane. Totodată, va contribui la identificarea și organizarea ședințelor de consultanță cu specialiștii pe diverse domenii, în cazul în care se necesită o asistență mai aprofundată.

Angajamentul/obligațiile părților

1. ODIMM, se angajează să ofere servicii de accelerare a afacerilor în cooperare cu mentorii selectați și să contribuie la elaborarea planurilor de afaceri noi conform metodei:

1. Evaluarea parametrilor cheie de operare pentru a identifica domeniile în care se pot face îmbunătățiri imediate (chestionar de evaluare / Plan de acțiuni personalizat);
2. Elaborarea strategiilor pentru îmbunătățirea afacerii și asigurarea managementului necesar;
3. Stabilirea relațiilor cu intermediarii financiari – la necesitate.

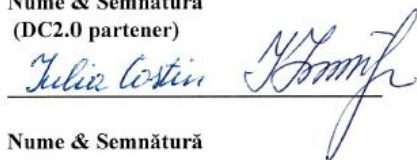
2. Antreprenorul de a doua șansă (Beneficiarul):

- se angajează să-și îmbunătățească activitatea afacerii;
- să participe activ la toate sesiunile de mentorat;
- să integreze recomandările mentorilor în planul de afacere;

Confidențialitate

Părțile anticipează că, în temeiul prezentului Acord, ar putea fi necesar să se transfere informații de natură confidențială între părți sau către o terță parte implicată în procesul de mentorat. Astfel de informații trebuie identificate în mod clar de către ambele părți până la momentul divulgării. Părțile recunosc că orice astfel de informații sunt confidențiale.

Nume & Semnătură
(DC2.0 partener)



Nume & Semnătură
(Antreprenor în dificultate)



Servicii de revitalizare a afacerii
ACORD DE COOPERARE

Data: 26.03.2021

mun. Chișinău

ORGANIZAȚIA PENTRU DEZVOLTAREA SECTORULUI ÎNTEPRINDERILOR MICI ȘI MIJLOCII, cu sediul în mun. Chișinău, bd. Ștefan cel Mare și Sfânt 134, constituită prin Hotărârea Guvernului nr. 538 din 17 mai 2007, IDNO 1007600042792, reprezentată în persoana **Directorului general, dna Iulia COSTIN**, care activează în baza Regulamentului, denumită în continuare **"Partener de Proiect Pilot din Moldova (ODIMM)"**, pe de o parte, și

G.T "Bobeica Maria Ilie s. Cernoleuca", cu sediul în mun. Chișinău, com. Trușeni, s. Cernoleuca, str. V. Alecsandri, nr. 77, IDNO 33227506 reprezentată în persoana Administratorului, dna Maria Bobeica, denumită în continuare **"Beneficiar"**, pe de altă parte, denumite în continuare **"Părți"**,

Ținând cont că, unul dintre obiectivele proiectului European DanubeChance2.0 (DC 2.0), este de a oferi suport pentru antreprenorii de a doua șansă, în restructurarea financiară și operațională a afacerii, au încheiat prezentul acord, în scopul definirii următoarelor condiții de cooperare:

Obiectivele DC 2.0 WP 6 restructurarea financiară și operațională a afacerii

"Inițiativa pilot de revitalizare a afacerii" este o acțiune pilot dezvoltată în cadrul proiectului UE DanubeChance 2.0, ca parte a Programul Transnațional Dunărea.

Metodologia aplicată pentru "revitalizarea afacerii" este bazată pe oferirea serviciilor de accelerare, cu scopul de a susține următoarele categorii de antreprenori de a doua șansă:

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- să integreze recomandările mentorilor în planul de afaceri;

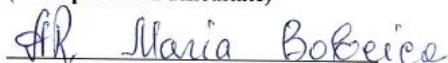
Confidențialitate

Părțile anticipează că, în temeiul prezentului Acord, ar putea fi necesar să se transfere informații de natură confidențială între părți sau către o terță parte implicată în procesul de mentorat. Astfel de informații trebuie identificate în mod clar de către ambele părți până la momentul divulgării. Părțile recunosc că orice astfel de informații sunt confidențiale.

Nume & Semnătură
(DC2.0 partener)



Nume & Semnătură
(Antreprenor în dificultate)



Servicii de revitalizare a afacerii
ACORD DE COOPERARE

Data: 26.03.2021

mun. Chişinău

ORGANIZAȚIA PENTRU DEZVOLTAREA SECTORULUI ÎNTRINDERILOR MICI ȘI MIJLOCII, cu sediul în mun. Chişinău, bd. Ștefan cel Mare și Sfânt 134, constituită prin Hotărârea Guvernului nr. 538 din 17 mai 2007, IDNO 1007600042792, reprezentată în persoana **Directorului general, dna Iulia COSTIN**, care activează în baza Regulamentului, denumită în continuare **"Partener de Proiect Pilot din Moldova (ODIMM)"**, pe de o parte, și

G.T "Buhnă Valentina", cu sediul în r. Hâncești, satul Cornești, IDNO 37300718 reprezentată în persoana Administratorului, dna Valentina Buhnă, denumită în continuare **"Beneficiar"**, pe de altă parte, denumite în continuare **"Părți"**,

Ținând cont că, unul dintre obiectivele proiectului European DanubeChance2.0 (DC 2.0), este de a oferi suport pentru antreprenorii de a doua șansă, în restructurarea financiară și operațională a afacerii, au încheiat prezentul acord, în scopul definirii următoarelor condiții de cooperare:

Obiectivele DC 2.0 WP 6 restructurarea financiară și operațională a afacerii

"Inițiativa pilot de revitalizare a afacerii" este o acțiune pilot dezvoltată în cadrul proiectului UE DanubeChance 2.0, ca parte a Programul Transnațional Dunărea.

Metodologia aplicată pentru **"revitalizarea afacerii"** este bazată pe oferirea serviciilor de accelerare, cu scopul de a susține următoarele categorii de antreprenori de a doua șansă:

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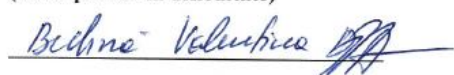
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Nume & Semnătură
(DC2.0 partener)



Nume & Semnătură
(Antreprenor în dificultate)



Servicii de revitalizare a afacerii
ACORD DE COOPERARE

Data: 26.03.2021

mun. Chişinău

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S.R.L. "ODILIN", cu sediul în r-l. Soroca, or. Soroca, str. Ștefan cel Mare 113/1, IDNO 1011607000828 reprezentată în persoana Administratorului, dna Inga Spoială, denumită în continuare **"Beneficiar"**, pe de altă parte, denumite în continuare **"Părți"**,

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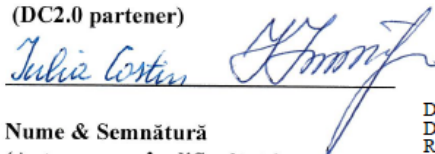
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Nume & Semnătură
(DC2.0 partener)



Nume & Semnătură
(Antreprenor în dificultate)

Digitally signed by Spoială Inga
Date: 2021.03.31 12:55:10 EEST
Reason: MoldSign Signature
Location: Moldova



Servicii de revitalizare a afacerii
ACORD DE COOPERARE

Data: 26.03.2021

mun. Chişinău

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S.R.L. "DIMENTACT-AGRO", cu sediul în r-l Cimişlia, or. Cimişlia, str. Decebal, nr. 62, IDNO 1003605001673 reprezentată în persoana Administratorului, dna Vera Saharnean, denumită în continuare **"Beneficiar"**, pe de altă parte, denumite în continuare **"Părți"**,

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Nume & Semnătură
(DC2.0 partener)

Julia Costin 

Nume & Semnătură
(Antreprenor în dificultate)

Vera Saharnean 