



COOPERATION WITH THE IMPLEMENTATION REGIONS

iq consult was commissioned within the scope of the CoPIE by EU Commission to support interested European regions in building a high-quality regional start-up support infrastructure. Region-specific recommendations will be obtained out of the pool of European best-practice approaches, and the regions will be supported in implementing these best practices.

1 How do we proceed?

Fundamentally, iq consult can only give ideas and support regional actors in the implementation of agreed upon measures. In our context that means that you are the experts for the offerings and challenges of a region. We view ourselves as an idea provider in that we bring in experience from other European regions and activate optimization potential. We rely on your expertise in this, as our goal is to develop individual solutions for implementation regions.

1.1 Phase 1: A good understanding is essential

It is extremely important to us to have a good understanding of the local context in order to prepare unique strategies. To do so, we ask our local partners to fill out a questionnaire (which we developed) as a first step. With the help of this questionnaire, we would like to get a first impression of the regional organization of start-up support. On the basis of this information there will be personal meetings with regional actors to understand how the responsibilities are organized at the ministerial level, who is active in the area of start-up support, what their offerings look like, and which measures, if they exist, ensure the quality of start-up support.

Essentially, in this phase, the following information is important to us:

- How is start-up support financed (privately or publicly)?
- Which ministries are responsible for start-up support and how are the responsibilities divided?
- Are there quality standards and/or professional profiles for start-up support? We are also interested in which requirements on start-up consultants in different organizations exist.
- How is the start-up support market organized: private or public institutions, sole firms that dominate the market, or many competing actors?
- Are there target-group-specific offerings or are the offerings suited to the needs of all entrepreneurs?



COMMUNITY OF PRACTICE ON INCLUSIVE ENTREPRENEURSHIP WORKGROUP QUALITY MANAGEMENT

Phase 2: Identification of the relevant actors

From this information and in close contact with the local partners, we analyze which organizations and actors we need to implement our suggestions for improvement. It is important here that these actors have an influence on decisive elements of the regional start-up infrastructure. Moreover, for successful cooperation, it is important to have one point of contact who has a good overview of the regional circumstances and who can coordinate the agreed-upon activities. In addition to proven technical knowledge, this person needs the time and resources to accomplish this.

1.3 Phase 3: Setting goals and planning activities

Once we have gotten a good overview of the regional context through exchange with you, we will discuss our impressions with you. Out of this, we will set the goals of our collaboration in a workshop in which all relevant actors will participate. At the end, we will produce, in collaboration with you, an activity plan in which the measures and responsibilities will be recorded.

1.4 Phase 4: Support of local activities

We will support you at all times with carrying out the activity plans and will connect you, if you are interested, with specialists in the field who can report first-hand from experiences or model projects in other European regions. In addition, we will create a pool of instruments that will be used in the implementation regions within the framework of start-up support. If you are interested, we will arrange an exchange of experience and information among organizations from different regions.

At regular intervals, there will be evaluation meetings at which the present results will be assessed and the further activities will be discussed.

We look forward to a good collaboration and are available at all times for questions or suggestions:

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