

WP4 - Summary Table AA Schemes (Mobilization, finance & funding, scale up)"
AZIONI PILOTA NELL'AMBITO DEL PROGRAMMA DI SUPPORTO ALLE STARTUP E PMI CON PROGETTI INNOVATIVI
PILOT ACTIONS WITHIN EES AA SUPPORT PROGRAM FOR STARTUPS AND SMES WITH INNOVATIVE PROJECTS

EES AA PARTNER: FRIULI INNOVAZIONE					
OFFERTA FORMATIVA (AZIONE PILOTA) ----- SUPPORT OFFER (PILOT ACTION)	WP4 OUTPUT DI RIFERIMENTO ----- WP4 REFERENCE OUTPUT	DESCRIZIONE AZIONE PILOTA ----- PILOT ACTION DESCRIPTION	DETTAGLI OFFERTA ----- OFFER DETAILS	RISULTATI ----- RESULTS	Link
EEsAA MENTORING PROGRAM	☒ SCALE UP SCHEME ☐ RESOURCES SCHEME ☐ MOBILIZATION SCHEME	IMPLEMENTAZIONE DI UN PROGRAMMA DI 6 MESI PER IL SUPPORTO INDIVIDUALIZZATO (ONE TO ONE) PER L'ACCELERAZIONE DI STARTUP ----- IMPLEMENTATION OF A 6 MONTH PROGRAM FOR TAILOR MADE SUPPORT FOR STARTUP ACCELERATION	- SUPPORTO INDIVIDUALIZZATO (ANALISI BISOGNI BENEFICIARI) - SVILUPPO NETWORK MENTORI IT-AT; - 4 WORKSHOP (AVVIO-INTERMEDIO E FINALE) Durata: 6 mesi ----- INDIVIDUALIZED SUPPORT (BENEFICIARY NEEDS ANALYSIS)	10 STARTUP (8 it+2 at) 9 ABBINAMENTI MENTORI STARTUP 10 MENTORI ED ESPERTI 1 DATABASE MENTORI CON 60 PROFILI REGISTRATI ----- 10 STARTUP (8 it + 2 at) 9 MATCHINGS MENTORS STARTUP	LINK https://friulinnovazione.it/media/documents/EEsAA_Bando_Mentoring_IT.pdf https://friulinnovazione.it/it/friuli-innovazione/notizie-ed-eventi/notizie/il-kick-di-eesaa-friuli-innovazione-conoscere-le-startup-vincitrici-del-bando/

			- IT-AT MENTOR NETWORK DEVELOPMENT; - 4 WORKSHOPS (START-INTERMEDIATE AND FINAL) - DURATION: 6 MONTHS	10 MENTORS AND EXPERTS 1 MENTOR DATABASE WITH 60 REGISTERED PROFILES	
EESAA CROSS LANDING SUPPORT	☒ SCALE UP SCHEME ☐ RESOURCES SCHEME ☒ MOBILIZATION SCHEME	IMPLEMENTAZIONE SUPPORTO CROSS LANDING IT-AT; WORKSHOP DI COORDINAMENTO TRA I SERVICE PROVIDERS ----- IT-AT CROSS LANDING SUPPORT IMPLEMENTATION; COORDINATION WORKSHOP FOR SERVICE PROVIDERS	SUPPORTO PER GO TO MARKET CROSS BORDER; ABBINAMENTO MENTORI E STARTUPS IT-AT; (INCLUSO NEL PROGRAMMA DI MENTORING) ----- SUPPORT FOR GO TO MARKET CROSS BORDER; MATCHING BETWEEN MENTORS AND IT-AT STARTUPS; (INCLUDED IN THE MENTORING PROGRAM)	3 STARTUP SUPPORTATE A LIVELLO CROSS-BORDER; ----- 3 STARTUP SUPPORTED AT CROSS-BORDER LEVEL;	https://www.facebook.com/friulinnovazione/posts/oggi-workshop-eesaa-con-i-mentori-e-le-startup-supportate-dal-programma-di-mento/10161769901290214/ https://www.linkedin.com/pulse/si-%C3%A8-concluso-il-27-marzo-al-lakeside-di-klagenfurt-del-mattavelli

EEsAA BOOTCAMP -FRIULI INNOVAZIONE	☒ SCALE UP SCHEME ☐ RESOURCES SCHEME ☐ MOBILIZATION SCHEME	SVILUPPO E IMPLEMENTAZIONE DI UN PROGRAMMA INTENSIVO DI 2 GG PER PROGETTI IMPRENDITORIALI INNOVATIVI DEVELOPMENT AND IMPLEMENTATION OF AN INTENSIVE 2 DAYS PROGRAM FOR INNOVATIVE ENTREPRENEURIAL PROJECTS	PROGRAMMA BOOTCAMP TAILOR MADE – I PARTECIPANTI SCELGONO LE ATTIVITA' IN BASE ALLE ESIGENZE BOOTCAMP "TAILOR MADE" PROGRAM: PARTICIPANTS CHOOSE ACTIVITIES ACCORDING TO THEIR NEEDS	TITOLO: THE ENTREPRENEURS' JOURNEY 70 PARTECIPANTI 6 WORKSHOP 1 SEMINARIO 3 DEEP DIVE 4 SESSIONI DI NETWORKING TITLE: THE ENTREPRENEURS' JOURNEY 70 PARTICIPANTS 6 WORKSHOP 1 SEMINAR 3 DEEP DIVE 4 NETWORKING BREAK SESSIONS	https://www.ees-aa.eu/2019/11/13/the-entrepreneurs-journey/
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EESAA TRAIN THE TRAINERS	☐ SCALE UP SCHEME ☐ RESOURCES SCHEME ☒ MOBILIZATION SCHEME	FORMAZIONE AVANZATA PER FACILITATORI E REFERENTI DELL'OFFERTA PER STARTUP ADVANCED TRAINING FOR FACILITATORS AND STARTUP REFERENTS OFFER	1 TT AGILE AND LEAN tools PER START UP; 1 TECNICHE DI COMUNICAZIONE E NEGOZIAZIONE; 1 - TT AGILE AND LEAN tools FOR STARTUP; 1 - COMMUNICATION AND NEGOTIATION TECHNIQUES;	20 FACILITATORI EESAA FORMATI; ----- 20 EES AA FACILITATORS TRAINED;	https://www.linkedin.com/pulse/si-%C3%A8-concluso-il-27-marzo-al-lakeside-di-klagenfurt-del-mattavelli
ADVANCED TRAINING FOR STARTUPS	☒ SCALE UP SCHEME ☒ RESOURCES SCHEME ☐ MOBILIZATION SCHEME		1 GAMIFICATION LAB; 1 LEGO SERIUOUS PLAY APPLIED; 1 -NEGOTIATION DEEP DIVE; 1 - LEGO SERIOUS PLAY FOR BUSINESS PROJECTS ADVANCED DEV. 1 - GAMIFICATION LAB; 1-NEGOTIATION DEEP DIVE;	30 STARTUP PARTICIPANTS 4 ESPERTI (EESAA DATABASE) 30 PARTICIPANTS (FACILITATOR; TUTOR, COACH) 4 EXPERTS INVOLVED	https://friulinnovazione.it/it/friuli-innovazione/notizie-ed-eventi/notizie/gamification-lab-aperte-le-iscrizioni/ https://www.facebook.com/EESAAtaus/posts/within-the-ees-aa-entrepreneurial-ecosystem-alpe-adria-project-friuli-innovazione/299244660746303/
- INFORMATION WORKSHOPS FOR STARTUPS	☐ SCALE UP SCHEME ☒ RESOURCES SCHEME ☐ MOBILIZATION SCHEME	FORMAZIONE PER STARTUP PER ACCEDERE A	2 WORSKHOP IN COLLABORAZIONE CON BUSINESS ANGEL	- TITOLO WORKSHOP:	https://friulinnovazione.it/it/friuli-innovazione/notizie-

- INCLUDING BEST STARTUP AWARD ----- INFORMATION WORKSHOP (INCLLUDING BEST STARTUP AWARD)		CAPITALI PRIVATI E PUBBLICI STARTUP TRAINING TO ACCESS PRIVATE AND PUBLIC CAPITALS	E FONDI PUBBLICI PER LA GESTIONE DI PA REGIONALI 2 WORSKHOP EVENTS ORGANIZED IN COLLABORATION WITH BUSINESS ANGELS AND REGIONAL PA MANAGING FUNDS FOR STARTPS	“OPPORTUNITA’ PER CRESCERE”; – INCLUDE PREMIO BE STARTUP AWARD; - WORKSHOP “FROM ARTIFICIAL TO TRIBE INTELLIGENCE” 40 PARTICIPANTI ----- WORKSHOP TITLE: "OPPORTUNITY TO GROW"; INCLUDING : BE STARTUP AWARD ; - ARTIFICIAL LABORATORY IN TRIBE INTELLIGENCE (40 PARTICIPANTS)	ed-eventi/notizie/friuli-innovazione-concorso-beststartup-2017-vince-exact-lab/
CAPITAL ACCESS FOR STARTUPS	☐ SCALE UP SCHEME ☒ RESOURCES SCHEME ☐ MOBILIZATION SCHEME	ANALISI ACCESSO A CAPITALI E OPPORTUNITA’ EU PER LA CRESCITA DI START	1 DESK RESEARCH	STARTUP PACKAGE FOR GO TO MARKET	

		ANALYSIS ACCESS TO EU FUNDS/OPPORTUNITIES FOR GROWTH STARTUPS			
EES AA PARTNER: T2i (Veneto)					
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WORKSHOP AND NETWORKING EVENT	☐ SCALE UP SCHEME ☒ RESOURCES SCHEME ☐ MOBILIZATION SCHEME	WORKSHOP – COME FARE BUSINESS COSTRUENDO RELAZIONI TRA LE IMPRESE WORKSHOP - HOW TO DO BUSINESS BY BUILDING RELATIONS BETWEEN COMPANIES			https://www.ees-aa.eu/it/newsletter/newsletter-marzo19/
TRAIN THE TRAINER	☒ SCALE UP SCHEME ☐ RESOURCES SCHEME ☐ MOBILIZATION SCHEME	LEGO® SERIOUS PLAY®			http://www.t2i.it/events/event/innovare-il-businesscon-i-lego-si-impara-da-t2i/
EES AA PARTNER: KWF					

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STARTUP BOOTCAMP	☐ SCALE UP SCHEME ☒ RESOURCES SCHEME ☐ MOBILIZATION SCHEME	Hackathon	The new event format „Unearthed“ brings young, creative minds together with companies to reveal ideas that lie hidden in the background. Innovative project ideas or ready-made prototypes of companies are brought to light in this innovative setting in order to give young talents the opportunity to become independent entrepreneurs.	Five teams with min. of four team members worked on five prototypes out of high tech ecological field to develop a concrete business model out of the functional prototype.	https://www.ees-aa.eu/it/2020/04/06/unearthed/ https://www.facebook.com/ECOunearthed/?hc_ref=ARTT3o29CeITbdTSyOu2Y2GiYx5Bn_jN2xq3D1kxau9hRoN2pcEDKahM9LqtSfXAmPI&ref=nf_target&_tn=kCH-R
Industry-Incubator AlpeAdria (IIAA)	☐ SCALE UP SCHEME ☐ RESOURCES SCHEME ☒ MOBILIZATION SCHEME	Project Concept 2019, prepared to go live.	How Digital Innovation works for Organizations – Best Practice & Learnings; the Vision of Industrielnkubator AlpeAdria (IIAA); concept of IIAA, including Process and	Concept	https://www.ees-aa.eu

			Structure; Details and Budget		
DEVELOPMENT OF A MOBILE COMMUNICATION SPACE	☐ SCALE UP SCHEME ☒ RESOURCES SCHEME ☐ MOBILIZATION SCHEME	Framework Concept for a Entrepreneurship Campus in the Alps Adriatic Region; Concept using different senses	Concept include always description how it works, show the benefits, tell what is unique, inform about the challenges, define the target group, include external or internal perspectives	Developed formats like: Creativity box (Rooms that can be rented out on hourly rate), Student frequency (radio station), Frequency Lounge, Yoga in the Park, Language classes, Makes Space, Re-USE Workshops, Clothing Exchange, Book exchange, tandem exchange, Open Art Workshop, Future Employment center, Sport classes, Open mic / karaoke / stand up nights, Exhibition space, Culture Joy, ...	https://www.ees-aa.eu

Mobilization scheme regarding old economy (wooden industry which is a strength field in Italy and Carinthia)	☐ SCALE UP SCHEME ☐ RESOURCES SCHEME ☒ MOBILIZATION SCHEME	Concept, workshops involving relevant stakeholders	Mobilization schemes are worked out which also include the old economy in the topic of entrepreneurship. A field of strength of the old economy plays an important role (both in Carinthia and in Italy) - wood and the value chain influenced by it - whereby established companies have to bring entrepreneurial spirit to generate innovative strength. In addition, companies are already considering measures that would be exciting in the region. It would now be important to collect, consolidate, structure these approaches and derive possible added value from them.	A cross-border wood cluster is able to arise. The first steps were taken in the form of bringing together over 20 stakeholders.	https://www.ees-aa.eu
EES AA PARTNER: KWF & BUILD! together					
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(PILOT ACTION)		PILOT ACTION DESCRIPTION			
STARTUP GOTO MARKET PROGRAM (?)	☒ SCALE UP SCHEME ☐ RESOURCES SCHEME ☐ MOBILIZATION SCHEME	Go2Market – scale up your business build! Intensive coaching and practical consultation for market access - Concept development	The programme is divided into two modules. Programme contents are transmitted in the form of workshops, intensive coaching, peer review processes and ongoing exchange and feedback. In order to guarantee a high-quality offer, we cooperate closely with experts from many diverse fields.	Concept, Startups and Entrepreneurs participate in the program	https://www.youtube.com/watch?v=puZkaqVCiJs&feature=youtu.be
LAKESIDE SCIENCE AND TECHNOLOGY PARK					
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		----- IMPLEMENTATION OF A 6 MONTH PROGRAM FOR TAILOR MADE SUPPORT FOR STARTUP ACCELERATION			
TRAIN THE TRAINER	☒ SCALE UP SCHEME ☐ RESOURCES SCHEME ☐ MOBILIZATION SCHEME	LEGO® SERIOUS PLAY®	LSTP organized the participation of 5 people from Austrian region		http://www.t2i.it/events/event/innovare-il-businesscon-i-lego-si-impara-da-t2i/ Dropbox\IT-AT_EES-AA_ProjectShare\7 entrepreneurial education program\04_Education_Workshops\t2i_190522_LEGO-SeriousPlay see t2i
STARTUP BOOTCAMP	☐ SCALE UP SCHEME ☒ RESOURCES SCHEME ☐ MOBILIZATION SCHEME	Hackathon	LSTP (Martin Krch) participated in all design Meetings for the format and had a major impact on the design of the format. LSTP also participated in the event itself.		https://www.ees-aa.eu/it/2020/04/06/unearthed/ https://www.facebook.com/ECOunearthed/?hc_ref=ARTT3o29CeITbdTSyOu2Y2GiYx5Bn_jN2xq3D1kxau9hRoN2pcEDKahM9LqtSfXAmPI&ref=nf_target&_t_n=kCH-R

					see KWF
Industry-Incubator AlpeAdria (IIAA)	☐ SCALE UP SCHEME ☐ RESOURCES SCHEME ☒ MOBILIZATION SCHEME	Project Concept 2019, prepared to go live.	LSTP participated in the design meetings for the IIAA	Concept	https://www.ees-aa.eu see KWF
MashUp 23.11.2017	☒ SCALE UP SCHEME ☐ RESOURCES SCHEME ☐ MOBILIZATION SCHEME		LSTP participated in the event held by FINN and made an Interview		