

Education, Audiovisual and Culture Executive Agency

Erasmus+: Higher Education - International Capacity Building

GRANT AGREEMENT FOR AN ACTION WITH MULTIPLE BENEFICIARIES

AGREEMENT NUMBER – 2013 - 4572 / 001 - 002

Project reference number - 544521-TEMPUS-1-2013-1-DE-TEMPUS-SMHES

The **Education, Audiovisual and Culture Executive Agency** (hereinafter referred to as “the Agency”), acting under powers delegated by the European Commission (hereinafter referred to as “the Commission”) represented for the purposes of signature of this Agreement by Mr Klaus Haupt, Head of Unit A.4 Erasmus+: Higher Education - International Capacity Building,

on the one part,

and

HOGESCHOOL VAN AMSTERDAM

SPUI, 21

NL - 1012 WX AMSTERDAM,

hereinafter referred to as “the coordinator”, represented for the purposes of signature of this Agreement by **HUIB DE JONG**, the legal representative,

and the beneficiaries : listed in Annex V

duly represented by the coordinator by virtue of the mandates included in Annex III for the signature of this Agreement, hereinafter referred to collectively as “the beneficiaries”, and individually as “beneficiary” for the purposes of this Agreement where a provision applies without distinction between the coordinator or another beneficiary,

on the other part,

HAVE AGREED

to the Special Conditions (hereinafter referred to as “the Special Conditions”) and the following Annexes:

- Annex I Description of the action
- Annex II Estimated budget of the action
- Annex III Mandates provided to the coordinator by the other beneficiaries
- Annex IV Technical implementation reports and financial statements to be submitted
- Annex V List of beneficiaries
- Annex VI General Conditions (hereinafter referred to as “the General Conditions”)
- Annex VII Model financial statement: not applicable
- Annex VIII Guidance notes – Report of Factual Findings on the Final Financial Report – Type II
- Annex IX Model terms of reference for the operational verification report: not applicable

which form an integral part of this Agreement, hereinafter referred to as "the Agreement".

The terms set out in the Special Conditions shall take precedence over those set out in the Annexes.

The terms of Annex VI "General Conditions" shall take precedence over the other Annexes.

SPECIAL CONDITIONS

ARTICLE I.1 – SUBJECT MATTER OF THE AGREEMENT

A European Union grant is awarded, under the terms and conditions set out in the Special Conditions, the General Conditions and the other Annexes to the Agreement, for the action entitled **Entrepreneur Alumni Network** ("the action") as described in Annex I.

With the signature of the Agreement, the beneficiaries accept the grant and agree to implement the action, acting on their own responsibility.

ARTICLE I.2 – ENTRY INTO FORCE OF THE AGREEMENT AND DURATION OF THE ACTION

I.2.1 The Agreement shall enter into force on the date on which the last party signs.

I.2.2 The action shall run for **36 months** as of **01-12-2013** ("the starting date of the action") and shall end on **30-11-2016**.

ARTICLE I.3 - MAXIMUM AMOUNT AND FORM OF THE GRANT

The grant shall be of a **maximum amount of EUR 1.113.018,45** and shall take the form of:

- (a) The reimbursement of 90,00% of the eligible costs of the action ("reimbursement of eligible costs"), which are estimated at EUR 1.236.687,81 and which are:**
 - (i) actually incurred ("reimbursement of actual costs") for the following categories of costs indicated in Annex II: Staff costs, Travel costs and Costs of stay, Equipment, Printing & Publishing and Other costs.**
- (b) Unit contribution: not applicable**
- (c) Lump sum contribution: not applicable**
- (d) A flat-rate contribution of 7% of the eligible direct costs ("flat-rate contribution") to cover the indirect costs.**

ARTICLE I.4 – ADDITIONAL PROVISIONS ON REPORTING, PAYMENTS AND PAYMENT ARRANGEMENTS

I.4.1 Reporting periods, payments and additional supporting documents

In addition to the provisions set out in Articles II.23 and II.24 of the General Conditions, the following reporting and payment arrangements shall apply:

- Upon entry into force of the Agreement, a pre-financing payment of 60% of the maximum amount specified in Article I.3 shall be paid to the coordinator;

Further pre-financing payment

- A second pre-financing payment of 30% of the maximum amount specified in Article I.3 shall be paid to the coordinator, subject to having used at least 70% of the previous pre-financing installment paid;

Payment of the balance

- Sole reporting period from **01-12-2013** to the end of the period set out in Article I.2.2: the balance shall be paid to the coordinator, subject to the receipt of the documents requested in Article II.23.2 (a) to (d) and subject to the receipt of the following documents :

Other supporting documents

The request for payment of the balance shall be accompanied by a certificate on the financial statements and underlying accounts ("Report of Factual Findings on the Final Financial Report – Type II") as set out in Annex VIII. By derogation to Article II.23.2 (d) of the General Conditions an audit certificate has to be provided in all cases independent from the amount indicated as total contribution in the form of reimbursement of actual costs as referred to in Article I.3 (a).

I.4.2 Time limit for payments

The time limit for the Agency to make payment of the balance is 60 days.

I.4.3 Language of requests for payments, technical reports and financial statements

All requests for payments, technical reports and financial statements shall be submitted in English, French or German, preferably in the language of this contract, indicating the number of the Agreement.

ARTICLE I.5 – BANK ACCOUNT FOR PAYMENTS

All payments shall be made to the coordinator's bank account, denominated in euro¹, as indicated below:²

Name of bank: **DEUTSCHE BANK A.G. AMSTERDAM**

Address of branch: **ENTREE 99-197,**

NL - AMSTERDAM

Precise denomination of the account holder: **ST HOGESCHOOL VAN AMSTERDAM**

Full account number (including bank codes): **IBAN_ONLY**

IBAN code³: **NL52DEUT0428925111**

¹ Except in the case of bank accounts in countries that do not accept euro transactions.

² As shown by the account identification document issued or certified by the bank concerned.

³ BIC or SWIFT code applies to for countries where the IBAN code does not apply.

ARTICLE I.6 - DATA CONTROLLER AND COMMUNICATION DETAILS OF THE PARTIES

I.6.1 Data controller

The entity acting as a data controller according to Article II.6 of the General Conditions shall be the person who is representing the Agency for the purposes of the signature of this Agreement.

I.6.2 Communication details of the Agency

Any communication addressed to the Agency shall be sent to the following address:

Education, Audiovisual and Culture Executive Agency
Mr.Klaus Haupt
Unit A.4
Office BOUR 02/17
Avenue du Bourget, 1
1049 Brussels
BELGIUM

E-mail address: EACEA-Tempus-Project-Management@ec.europa.eu

I.6.3 Communication details of the beneficiaries

Any communication from the Agency to the beneficiaries shall be made via the co-ordinator and sent to the following address:

Michael TUGUNTKE
HOGESCHOOL VAN AMSTERDAM
WIBAUTSTRAAT 2-4,
Studio Hva - Kohnstammhof
NL - 1091 GM AMSTERDAM

Any changes of address by the co-ordinator shall be communicated in writing to the Agency.

ARTICLE I.7 – ADDITIONAL PROVISIONS ON USE OF THE RESULTS (INCLUDING INTELLECTUAL AND INDUSTRIAL PROPERTY RIGHTS)

In addition to the provisions of Article II.8.3 of the General Conditions, the beneficiaries shall warrant that the Agency and/or the European Union (hereinafter referred to as "the Union") has the right[s] to:

- (a) communicate the results of the action by any other types of communication not specified in the General Conditions;
- (b) edit or re-write in another way the results of the action, including shortening, summarising, modifying the content, correcting technical errors in the content;
- (c) cut, insert meta-data, legends or other graphic, visual, audio or word elements in the results of the action;
- (d) extract a part (e.g. audio or video files) of, divide into parts or compile the results of the action;
- (e) prepare derivative works of the results of the action;

- (f) translate, insert subtitles in, dub the results of the action in all official languages of EU;
- (g) authorise or sub-licence the modes of exploitation set out above to third parties.

The Agency and/or the Union shall have the rights of use specified in the General Conditions and set out above for the whole duration of the industrial or intellectual property rights concerned.

ARTICLE I.8 – SPECIAL PROVISIONS ON BUDGET TRANSFERS

By way of derogation from the first subparagraph of Article II.22 of the General Conditions, the coordinator may, in agreement with the beneficiaries, when carrying out the action, adjust the estimated budget by transfers between categories of eligible direct costs, provided that this adjustment of expenditure does not affect the implementation of the action and the transfer between categories does not exceed 10% of the amount of each category of estimated eligible direct costs for which the transfer is intended, and without exceeding the total eligible costs indicated in Article I.3. (a). He shall inform the Agency in writing.

ARTICLE I.9 – SETTLEMENT OF DISPUTES WITH NON EU BENEFICIARIES

By way of derogation from Article II.18.2 of the General Conditions, where a beneficiary is legally established in a country other than a Member State of the European Union (the 'non EU beneficiary'), the Agency and/or the Union and/or the non EU beneficiary may bring before the Courts of Brussels any dispute between the Agency and/or the Union and the non EU beneficiary concerning the interpretation, application or validity of the Agreement, if such dispute cannot be settled amicably. In such case where one party (i.e. the Agency, the Union or the non EU beneficiary) has brought proceedings before the Courts of Brussels concerning the interpretation, application or validity of the Agreement, the other party may not bring a claim arising from the interpretation, application or validity of the Agreement in any other court than the Courts of Brussels already seized.

ARTICLE I.10 – OTHER SPECIAL CONDITIONS

The following additional special conditions apply to this Agreement:

I.10.1 Additional provisions on award of contracts and subcontracting and rules of origin

In addition to the provisions set out in Article II.9 and Article II.10 of the General Conditions, where the value of a contract awarded in accordance with those Articles exceeds EUR 25,000, the beneficiaries shall obtain quotations from at least three suppliers and retain the one offering best value for money. The co-ordinator must clearly document the tendering procedure and retain the documentation in particular for audit purposes in accordance with Article II.27 of the General Conditions.

All supplies and materials purchased under this Grant Agreement shall comply with the rule of origin as set out in the basic acts and shall therefore originate from a Member State of the European Union or from an eligible country as defined in the following Regulations:

- Council Regulation (EC) No 1085/2006 establishing an Instrument for Pre-accession Assistance, 17 July 2006, cf. Art. 19⁴, for projects involving Tempus Partner Countries in the Western Balkans;

⁴ <http://eur-lex.europa.eu/LexUriServ/LexUriServ.do?uri=OJ:L:2006:210:0082:0093:EN:PDF>

- Regulation (EC) No 1638/2006 of the European Parliament and of the Council laying down general provisions establishing a European Neighbourhood and Partnership Instrument, 24 October 2006, cf. Art. 21⁵, for projects involving Tempus Partner Countries in the Southern and Eastern neighbouring area and the Russian Federation;
- Regulation (EC) No 1905/2006 of the European Parliament and of the Council establishing a Financing Instrument for Development Cooperation, 18 December 2006, cf. Art. 31⁶, for projects involving Tempus Partner Countries in Central Asia.

For equipment of a unit cost on purchase of more than € 5.000, the Beneficiary(ies) must keep proof of origin with the invoice. The certificate of origin must be made out by the competent authorities of the country of origin of the supplies and must comply with the rules laid down by the relevant Union legislation.

I.10.2 Special provisions on the conversion of costs incurred in another currency into euro

The co-ordinator shall submit the payment requests in accordance with Article I.4, including the underlying financial statements, in euros.

By way of derogation from Article II.23.4 of the General Conditions, any conversion into euro of actual costs incurred in other currencies shall be made by the beneficiary at the monthly accounting rate established by the Commission and published on its website

(http://ec.europa.eu/budget/contracts_grants/info_contracts/infoeuro/infoeuro_en.cfm) applicable:

1. on the month of the first pre-financing for all costs incurred until the second pre-financing is received and
2. on the month of the second pre-financing for all costs incurred until the end of the project.

I.10.3 Publicity obligations

a) For the purpose of the application of Article II.7 of the General Conditions, relating to publicity, the beneficiaries shall use the logo and follow the instructions available on the following Internet website: http://eacea.ec.europa.eu/tempus/beneficiaries/beneficiaries_tempus4_en.php

b) Obligations of the beneficiaries:

Information about the funding sources:

- The beneficiaries shall inform the public, press and media of the action (internet included); which must, in conformity with Article II.7 of the General Conditions, visibly indicate that "This project has been funded with the support of the European Union" as well as the graphic logos.
- The translation of the text can be found at the following Internet website address: http://eacea.ec.europa.eu/tempus/beneficiaries/beneficiaries_tempus4_en.php
- Where the action, or part of the action, is a publication the mention and graphic logos shall appear on the cover or the first pages following the editor's mention.
- Use of signs and posters: If the action includes events for the public, signs and posters related to this action shall be displayed. This shall include the logos mentioned under point a).
- Authorisation to use the logos described in point a) implies no right of exclusive use and is limited to this Agreement.

⁵ <http://eur-lex.europa.eu/LexUriServ/LexUriServ.do?uri=OJ:L:2006:310:0001:0014:EN:PDF>

⁶ <http://eur-lex.europa.eu/lex/LexUriServ/LexUriServ.do?uri=OJ:L:2006:378:0041:0071:EN:PDF>

- If the action is co-financed, the importance given to the above-mentioned publicity must be in proportion with the level of Union financing.
- c) The Agency shall consider this publicity obligation, foreseen in Articles I.10.3 (a) and (b) above and II.7 of the General Conditions as a «substantial obligation» within the meaning of Article II.16.3.1 point c) of the General Conditions.

I.10.4 Use of the Results

In addition to Article I.7 and for the purpose of Article II.8 of the General Conditions, the use of the results of the action shall include – the right, for the Agency and/or the Commission, to request that the beneficiaries make the said results available to the public via the European Commission-supported information platform «EVE», available at the following Internet address: <http://ec.europa.eu/eve/>

I.10.5 Cooperation obligation

Considering that the Agency cooperates with some bodies for the management of the Tempus Programme, in particular with the National Tempus Offices (NTO), the beneficiaries shall provide these bodies with all the information relevant for the implementation of the tasks entrusted to them and shall grant access to their sites, premises and documents for any question relating to the action.

I.10.6 Eligible costs

In addition to Article II.19.2 of the General Conditions replacement costs for European Union academic staff and experts assigned to the action will be considered eligible, provided that the cost is an actual cost incurred by the co-ordinator and beneficiaries and that they comply with the provisions set out in the "Guidelines for use of the grant" published on the Tempus website⁷.

I.10.7 Eligible costs for activities and related travel

For the purpose of Article II.19 of the General Conditions, the guiding principle for activities and related travel is that it is carried out at the project beneficiaries listed in Annex V. Exceptions to this rule, if not set out in the "Guidelines for use of the grant" published on the Tempus website, are subject to prior written authorisation by the Agency.

I.10.8 Salary costs of personnel of public administrations or governmental organisations

By derogation to Article II.19.2 of the General Conditions salary costs of personnel of public administrations (Ministries, other national, regional and local administrations) or governmental organisations are not eligible.

I.10.9 Depreciation

By derogation to Article II.19.2 of the General Conditions, and considering the particular nature of the Tempus programme, the total purchase cost of the equipment will be taken into account by the Agency rather than the equipment's depreciation corresponding to the duration of the action and the rate of actual use for the purposes of the action.

I.10.10 Ineligible costs

In addition to Article II.19.4 of the General Conditions, the following costs are ineligible:

⁷ http://eacea.ec.europa.eu/tempus/beneficiaries/beneficiaries_tempus4_en.php

- equipment such as: furniture, motor vehicles of any kind, equipment for research and development purposes, telephones, mobile phones, alarm systems and anti-theft systems;
- hospitality costs;
- costs related to the use of materials (computer, laboratory, library, etc.) incurred by universities, institutions, industries or companies when hosting staff;
- registration fees for courses, seminars, symposia, conferences, congresses;
- costs of premises (purchase, rent, heating, maintenance, repairs etc.). Renting of premises is only possible for specific dissemination events with prior written approval from the Agency;
- costs linked to the purchase of real estate;
- expenses for activities - and related travel - that are not carried out on the premises of the project beneficiaries (see Annex V), unless listed as an eligible activity in these guidelines or explicit prior authorisation has been granted by the Agency;
- expenses incurred outside the eligibility period.
- contributions in kind.

I.10.11 Beneficiaries which are international organisations

I.10.11.1 Dispute settlement - Arbitration

As it results from the preamble of this Agreement the latter was concluded with an International Organisation, hereinafter referred to as “the IO”. As far as this IO is concerned the following shall apply:

- (a) By way of derogation from Article II.18 of the General Conditions, any dispute between the Agency and the IO relating to the Agreement, which cannot be settled amicably shall be referred to an arbitration committee in accordance with the procedure specified in points (b) to (g).
- (b) When notifying the other party of its intention to resort to arbitration, the notifying party shall also inform the other party about its appointed arbitrator. The second party shall appoint its arbitrator within one month of receipt of that written notification. The two arbitrators shall, by joint agreement and within three months of the appointment of the second party’s arbitrator, appoint a third arbitrator who shall be the chairman of the arbitration committee, unless both parties agreed to have a sole arbitrator.
- (c) Within one month of the appointment of the third arbitrator, the parties shall agree on the terms of reference of the arbitration committee, including the procedure to be followed.
- (d) The arbitration proceedings shall take place in Brussels.
- (e) The arbitration committee shall apply the terms of the Agreement. The arbitration committee shall set out in its arbitral award detailed grounds for its decision.
- (f) The arbitral award shall be final and binding upon the parties, which hereby expressly agree to renounce any form of appeal or revision.
- (g) The costs, including all reasonable fees incurred by the parties related to any arbitration, shall be apportioned between the parties by the arbitration committee.

I.10.11.2 Certificates on the financial statements

Certificates on the financial statements to be provided by the IO in accordance with Articles II.23.2 and II.20.5 of the General Conditions may be established by its regular internal or external auditor, in accordance with its internal financial regulations and procedures.

I.10.11.3 Checks and audits

The competent bodies of the Union shall address any requests for checks or audits pursuant to the provisions of Article II.27 of the General Conditions to the Director General of the IO.


The IO shall make available to the competent bodies of the Union, upon request, all relevant financial information, including statements of accounts concerning the action, where it implements the action or where a subcontractor takes part in the action.

I.10.11.4 Privileges and immunities

Nothing in the Agreement shall be interpreted as a waiver of any privileges or immunities which are accorded to the IO its constituent documents or international law.

SIGNATURES

For the coordinator
HUIB DE JONG
Function:



[signature]
Done at

[place], [date]

For the Agency
Klaus HAUPT
Head of Unit

[signature]
Done at Brussels, [date]

In duplicate in English

ANNEX I

Description of the action





PART E. Project implementation / Award criteria

Narrative description of the project. Please describe the project in detail, clearly linking to the problems identified and ensuring consistency with the award criteria defined in the call for proposals.

E.1 The project rationale*

Please outline the motivation behind your project, clearly identifying the specific problem/s which it intends to solve. Explain how the project proposal fits within the development strategies of the Partner Countries involved and why this/these problem/s were selected instead of others. In particular, explain how the area of intervention has been explored to guarantee that the project is offering something new compared to the existing situation. Where applicable, any synergy with other EU initiatives should be highlighted. Define the wider and specific objectives that will be addressed as well as target group(s)/target sector(s) that will benefit from your project. (Max. 6000 characters)

During cooperation projects and planning meetings in the framework of the university partnership between FU Berlin and Chernivtsi National University it was soon decided that, for students of CHNU, the chance to study in the EU has already improved but students urgently needed work experience in Ukrainian companies and abroad. Many internships that are part of the curriculum take place at the university itself or at public schools even when the professional aim of the study programme is not a pedagogical, e.g. translators often work in school as interns in the absence of qualified possibilities for translation internships.

Not only internship vacancies also job vacancies are hard to find for students or graduates of Ukrainian universities. There is an enormous need on the side of qualified students and graduates who want to get professional experience by working as interns in a company in their academic field.

CHNU and FU Berlin analyzed the situation carefully over one year and described five problem areas that should be tackled.

1. The university as an institution is too closed to the world of work especially in the private sector
2. Information on internships or job vacancies are not openly published and therefore not accessible to all students/ graduates, distribution of internships is not transparent and objective
3. in some academic fields there are no work offers for students or - even worse - offers that make no sense (geriatric care in Germany for Ukrainian business administration students)
4. there is a lack of international work experience for students of all academic fields
5. few graduates consider self-employment an attractive way to earn their money

FU Berlin and Chernivzi NU define the improvement of employment qualifications of CHNUs graduates as their future objective. In connection with the international Schumpeter Conference in Octobre 2011 in Chernivzi the idea was created to solve the existing problems by reviving the entrepreneurial spirit at Ukrainian universities, quasi in memoriam of Joseph Schumpeter.

Joseph Alois Schumpeter, born 1883 in Triesch/Austria, taught as a professor of economics at Chernivzi National University from 1909-11 before moving to Graz, Bonn and later on to Harvard University. He is considered as the inventor of the word entrepreneur-spirit in German: *Unternehmergeist*.

As a next step entrepreneur alumni of a university were defined as the key target group to improve the situation of universities isolated from the private sector or maintaining only partnerships with big enterprises. Innovative ideas are constantly created at universities but are hardly used to start enterprises. The alumni entrepreneurs,

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i.e. experienced founders, function as important role-models, mentors, facilitators and investors for young founders. The aim of the project is to establish and institutionalize a network of alumni founders and entrepreneurs. One of many offers of each EANET association will be an online internship and job fair.

The network entrepreneurship of the Freie Universität Berlin (NUFUB), which was founded at the FU Berlin as part of the alumni association "Ernst-Reuter-Gesellschaft der Freunde, Förderer und Ehemaligen der Freien Universität Berlin e. V." (ERG), works as a model paradigm. A mentors' program, employee and co-incorporator fairs, exclusive events or competitions are organized in cooperation with its members. Thereby a sustainable incorporation culture is promoted surrounding the Freie Universität Berlin.

In Ukraine the defined problem areas are clearly a nationwide phenomenon. In exchange with the ministry of science and education it was decided to setup three model EANET associations in order to disseminate the principle to other universities. The three universities are situated in the western Ukraine (Chernivzi), eastern Ukraine (Kharkiv) and mid-Ukraine (Kyiv).

Also Moldova's and Georgia's universities are severely hit by braindrain of qualified academic experts and unemployment of universities' graduates. An Entrepreneurship promotion campaign can open new perspectives to graduates from Ukraine, Moldova and Georgia who often have difficulties to find adequate jobs.

The structural measure realised by EANET project will initiate the implementation of academic entrepreneurship support in national politics of Ukraine, Moldova and Georgia. It will support the ministry of education and science in facilitating knowledge transfer to other HEIs, creating a legal situation that makes donating to EAN associations attractive to entrepreneurs and encourage the ministry to support start ups from an academic background systematically.

The wider objective of the EANET project is to establish sustainable Entrepreneur Alumni Networks (EAN) which support the entrepreneurial spirit among students, scientists and alumni and raise an entrepreneurial ecosystem in Georgia, Moldova and Ukraine. This objective has not been addressed in the participating countries so far by a Tempus project.

The development of partnerships between universities and companies is a regional priority of the eastern neighbouring partner countries and also a national priority of all 3 PCs, therefore declared strategical target of the ministries of education and science as well as the opening up of universities towards the world of work.

KROK university has not yet benefited from the Tempus program.

Target groups of the EANET project will be entrepreneur alumni and other alumni of the partner universities, university management and administrative staff, scientists, students and the general public interested in entrepreneurial topics. Besides, staff of the ministry of education and science as well as of the ministry of economy will be invited to a sustainability conference in Berlin.





E.2 Quality of the partnership*

Explain why the selected partners are best suited to participate in the project. Please describe the skills, relevant expertise and competences within the consortium directly relating them to the planned project activities and how they complement each other for the project's purpose. If applicable, make clear reference to any partner that has not benefited under Tempus IV or had a limited participation in the Tempus programme during previous calls for proposals. Explain how the tasks are distributed amongst the partners and how project "ownership" is ensured. Describe how the networking and communication amongst partners is envisaged during the project's lifetime. (Max. 6000 characters)

The project idea was communicated to a large number of universities in the three partner countries: Ukraine, Moldova and Georgia. All interested university partners were evaluated by a questionnaire on alumni and entrepreneurial work experiences. Based on the results of the survey three Georgian universities (Georgian Technical University, Ilia State University and Kutaisi University) and three universities from Moldova (Academy of Economic Science, Balti State University and Cahul State University) were invited into the EANET project consortium besides CHNU, KROK and the Kharkiv university cooperation from Ukraine. All participants of the project sent one representative to a first planning meeting at FU Berlin in December 2012. At the meeting the concept of NUFUB was presented and concepts for adapting the model were drafted in workshops. The different legal situation in the three countries was also examined. The consortium partners combine a broad set of experience and know-how in the field of alumni work and entrepreneurship.

As grant-holder and project manager Freie Universität Berlin, and Chernivci National University as the co-coordinator act as the managing team of the project. FU Berlin and Chernivci NU look back on thirteen years of successful cooperation in the field of German language and literature and institutionalized the cooperation in 2011 with a cooperation agreement on university level. The international office of FUB and CHNU have always cooperated in an efficient and gentle way participating both in Erasmus Mundus EUROEAST project and others.

profund, the start-up assistance program of Freie Universität Berlin, founded the network entrepreneurship of the Freie Universität Berlin (NUFUB) as part of the alumni association "Ernst-Reuter-Gesellschaft der Freunde, Förderer und Ehemaligen der Freien Universität Berlin e.V." (ERG). A mentors' program, employee and co-incorporator fairs, exclusive events or competitions are organized in cooperation with its members. Thereby a sustainable entrepreneurship culture is promoted surrounding the Freie Universität Berlin. Freie Universität Berlin has vast experience in organising networking events. profund is one of the partners in the Tempus project Enterprise-University Partnerships and handed in a Tempus application for a Sustainable Entrepreneurship and Innovation Culture at Universities project with partners in Egypt.

As project manager FUB will be responsible for wp 1. project management and wp 6. dissemination in cooperation with CHNU.

Workpackage 4. Training programs will be planned and carried out by FUB and HvA.

At Chernivzi National University (CHNU) the vice-rector for research will be in charge of the EANET project. The science and research office is responsible for issues of intellectual property rights, the project teams units a combination of research office staff, economics staff, law staff and international office staff, most of them experienced in the management of international projects.

Karazin Kharkiv National University (KHNU), Kharkiv National University of Radio Electronics (KHNURE) and Kharkiv National Automobile and Highway University (KHNAU) take part as individual universities with 2/3 funding but act as an university cooperation (cooperation agreement signed on 28.2.13) and will found a public non profit organization "association of entrepreneur alumni" for EA of all 3 universities. Due to their well developed organizational structure in

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the field of alumni, career and start-up/entrepreneur alumni work KHNU, KHNADU and KHNURE will be the lead partner of wp. 2 Set-up and Develop Entrepreneur Alumni Network associations. KROK Kyiv was founded in 1992. KROK has not yet participated in a TEMPUS project, therefore it will setup its EAN association, carry out all project activities and take part in all project meetings but will not assume responsibility for an own work package.

The Academy of Economic Studies of Moldova (ASEM) in Chisinau will involve already existing structures as the Center for Employment and Relations with Economic Agents into the EANET project. ASEM will be in charge of wp 5. Entrepreneur Alumni Network Community Events in cooperation with Balti and Cahul State University. Alecu Russo Balti State University (USB) situated in Northern Moldova already participated successfully in several Tempus projects. Cahul State University Hasdeu (USC) in Southern Moldova has a "school for small businesses" already. The three Moldovan universities will develop a concept for attractive networking events.

Iliia State University (ISU) will organize the important third year networking event in Tbilisi, whereas Georgian Technical University (GTU) and Kutaisi University (KU) are lead partners of wp. 7. sustainability. KU is besides KROK the second private participating HEI. Partners in sustainability wp are also the ministries of education and science of Georgia, Ukraine and Moldova.

Besides FUB the Hogeschool van Amsterdam (HvA) and Alexandru Ioan Cuza University of Iasi (UAIC) act as EU partners. HvA is following its slogan "creating tomorrow" as an excellent HEI of applied science. It puts a major effort in the education of future entrepreneurs. HvA will design and conduct train the trainer seminars for alumni entrepreneurs. UAIC has outstanding experience in highly qualified alumni work and builds due to its geographical position and its development as a relatively young EU partner a kind of bridge between FUB/HvA and the partner countries. UAIC will be lead partner of wp. 3. Building an Entrepreneur Alumni Database and Online Community.

Lead partner of wp. 8 quality management will be CHE Consult GmbH which is a spin-off from the non-profit CHE Centre for Higher Education. Since 2001, the consulting company has been working with higher education institutions, especially monitoring Tempus projects.

E.3 The project's content and methodology*

Having identified the problems and needs under point E.1, please describe the project as a whole, addressing as appropriate the following points:

- *academic / training content*
- *pedagogical approach*
- *involvement of academics, students and stakeholders at large*
- *activities leading to the expected outcomes, being consistent with the wider and specific objectives*
- *quality assurance processes*

The description must indicate the working methodologies and processes to be used with a clear monitoring and management plan including measures for conflict resolution.

Make sure that the information in this section is consistent with the project Logical Framework Matrix. (Max. 12000 characters)

The EANET project is designed to address all relevant target groups. The first and most important target group are entrepreneur alumni. They have to be convinced of the advantages of becoming a member of the entrepreneur alumni

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network associations, the way to win them over might differ from HEI to HEI. Incentives such as free use of canteen, sport centre, email address of the HEI, networking possibilities, services and events have to be developed. Opportunities have to be facilitated where the alumni entrepreneurs can present themselves and their companies, they should get in touch with other alumni entrepreneurs, advertise job offers, meet experts and get in touch with young founders. After a while the alumni entrepreneurs are supposed to create ideas for next events or campaigns. Successful networking events will convince them to invest voluntary and financial services. Second target group are graduates (alumni) and students of the HEI who get in touch with the first target group because they successfully used the job and internship fair operated by the EANET association.

Another important target group is the university management and administrative staff who should be well informed about the idea of the EANET association and willing to cooperate. Target group 4 involving scientists, students and the general public interested in entrepreneurial topics will be addressed in the framework of annual Highlight events promoting Entrepreneurship.

In addition staff of the ministry of education and science as well as staff of the ministry of economy will be invited to a sustainability conference in Berlin discussing ways of governmental funding for academic entrepreneurship support.

The network entrepreneurship of the Freie Universität Berlin (NUFUB), which was founded at the FU Berlin as part of the alumni association "Ernst-Reuter-Gesellschaft der Freunde, Förderer und Ehemaligen der Freien Universität Berlin e. V." (ERG), works as a model paradigm. A mentors' program, employee and co-incorporator fairs, exclusive events or competitions are organized in cooperation with its members. Thereby a sustainable incorporation culture is promoted surrounding the Freie Universität Berlin.

Following aims will be achieved in cooperation with the partner universities in the scale of the project:

Before application: analyzing the situation on-site (central alumni association, technology and knowledge transfer centre...) and adaptation of the NUFUB-Model to the local situation of the east European partner universities

Within the scale of the project entrepreneur alumni network:

- Setup of a database of prospective members
- Compilation of a catalogue of key offers of services
- Setup of the alumni network
- Linking the networks of the universities with each other
- Organization of central events and offers of services
- Institutionalizing of the network (e.g. association)
- Fundraising of membership fees, sponsoring endorsement and donations to guarantee sustainability

Surplus of the partnership:

- Partner universities will profit from the experiences of Freie Universität Berlin, an attractive model will be transferred to EU and Non-EU Countries
- A Think-Tank will be created to conjointly develop the concept further
- A Win-Win-situation is created for both young incorporators and entrepreneur alumni
- An university transgressive network is installed
- The project aims intensely at sustainability, because EAN members are an attractive target group who render both voluntary and financial services

The project content is divided into eight work packages. WP 1 (project management), WP 6 (dissemination), WP 7 (sustainability) and WP 8 (Quality Management) built the framework for a successful and sustainable project. WP 2 (Setup and Develop Entrepreneur Alumni Network associations), WP 3 (Building an Entrepreneur Alumni Database and Online Community), WP 4 (Training Programs) and WP 5 (Organizing Entrepreneur Alumni Community Events) built the substance to develop a working interface between HEI and SME.

WP 2 (Setup and Develop EAN associations) led by Kharkiv HEIs association features the analysis of the information

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about alumni work and cooperation with entrepreneurs and development of individual organization concepts for the set up of an entrepreneur alumni network association at each university individually. Documents have to be prepared to establish alumni associations, founding members have to be elected and the chair members have to be chosen. Very important is to create good cooperation between EAN association, management of the university and the faculties as well as the Ministry of Education.

Kharkiv cooperation, Kutaisi University and Georgian Technical University will found independent associations, Ilia State University and USB situate the EANET association directly subordinate to the rector, at USC it is located at the Dpt. of PR and Graduates. The EANET association at ASEM is under direct control of the vize-rector of research and international relations.

Aim of WP 3 (Entrepreneur Alumni Database and OnlineCommunity) is to install database software that serves the purpose of EAN ideally. A structured standard technical solution will be chosen. It will be defined which information about each alumni will be necessarily included in the database. Alumni who started their own business will be identified from the general alumni database and/or will be researched via internet. The entrepreneur alumni will be contacted directly by email or phone and will be informed about the network project and invited to join the EAN association. A teasing campaign will be organized online, on university's webpage and Facebook pages in order to get attention of other alumni who might be interested.

A list of services and incentives will be developed, that the members can benefit from such as networking events, use of university email address and so on.

In order to create a community feeling and to strengthen bondage between the members as well as activating the members a virtual community will be founded by use of social networking media. Development and implementation of a virtual platform does not just create awareness but also builds a social community, which allows active matching and networking among entrepreneur alumni. Matching and networking will be supported by an intelligent algorithm that prefilters 'wants' and 'haves' and thus facilitates the interaction of alumni.

In an EAN Newsletter new members present themselves and the development of the EAN community will be communicated, activities and progress will be published. Public presentations and public relation work will help to gain multipliers. Incentives, services and event forms will be tested and developed. After setting up the regional EAN community database and social network will be expanded on a national and later on international level.

WP 4 (Training Programs) aims at Training programs at FU Berlin and HvA Amsterdam will ensure a high level of quality standards concerning the work of the EAN Associations and their activities including support services.

A blended learning module covering subjects such as member acquisition, coordinating an entrepreneur alumni network, creating effective incentives, activating members and members' participation will be designed by FU Berlin. EAN association staff of the partner universities will take part in an E-learning training accompanying their set up work of the EAN association and followed by a Hands-on-Training at FU Berlin in order to get to know the operations of the entrepreneur alumni network at FU Berlin and develop an effective strategy plan for their own EAN. The training session will be developed and led by FU Berlin. (month 11)

The most active members will benefit from train the trainer courses in Amsterdam.

In the second year of the project entrepreneur alumni that show strong engagement in the work of EAN and share their experiences with students, scientists and alumni who are planning to found their own business will be invited to especially designed intensive trainings in Amsterdam. The needs for further qualifications and the fields of interests of the active EAN members will be reviewed and appropriate training units will be offered at HvA Amsterdam. The trainings will combine experts' lectures on topics such as HR, finances, internalization strategy and Train the Trainer Seminars (by HvA Amsterdam). The trainings serve the twofold purpose to qualify the active entrepreneur alumni as trainers to advise students, alumni and scientists methodically and professionally to become founders and to function as incentives by giving the EA the chance of attaining new and innovative knowledge in Amsterdam to improve their business activities. An one-week intensive training will take place in the second year.

In the third year of the project one EAN association staff member from each partner EAN university will take part in the second training period at FU Berlin. Content of the training will be the future services of the EAN such as Founder



Support in the framework of a business incubator and ensuring sustainability.

WP 5 (Organizing Entrepreneur Alumni Community Events) Depending on existing events, the members of EAN and the aim of each EAN different events will be organized in each region in order to facilitate networking and matching chances. There should be a regular event such as "business and beer" at FUB (group of regulars) as a base for the growing community that takes place once a month. The monthly event will be opened by short presentations of enterprises and experts on founders' concerns and serve networking between the entrepreneur alumni. The organizer of the monthly event has to ensure that it supports the expansion of the entrepreneur alumni community. The monthly event should be low in cost and its organization not very time-consuming.

Highlight events offer the possibility for matching and pooling and bringing the regional initiatives together. Renowned speakers such as famous entrepreneurs or politicians are invited. Highlight events serve the purpose to link entrepreneur alumni, business sector and universities and to internationally connect the regional entrepreneur alumni network associations.

The first international Highlight event will take place in Chisinau in the second year discussing the business climate in the region. The universities in Moldova are responsible for the concept of networking events and in Chisinau the Academy of Economic Studies of Moldova, the national association of young managers of Moldova and the ASEM business incubator provide interesting target groups for a big international networking event.

The quality assurance approach of WP 8 includes the organization of regular project monitoring meetings on skype (monthly), that will provide advice on the project progress, difficulties and solutions. This will be supported by the project progress monitoring of CHE Consult. CHE Consult will also conduct anonymous project progress surveys every 6 months, in which all project participants evaluate the project progress towards the defined project objectives. The results will be put into graphs in an "delivery monitor" and serve as the base for project monitoring meetings as well as for the EU Executive Agency as basic information.

E.4 Dissemination and sustainability*

Explain how the planned dissemination and exploitation activities will ensure optimal use of the results during and beyond the lifetime of the project. Make clear the potential in the project for tangible impact and multiplier effects. Please list the outcomes that you consider sustainable and describe the strategy to ensure their long lasting use beyond the project's life (financially, institutionally and at policy level). (Max. 4000 characters)

The key to successful implementation of the project is the steady support of the population and final beneficiaries in information about the project implementation. Therefore, one of the important directions of the project is permanent public information campaigns on the project, actions undertaken and preferences of the project. For this purpose, an information portal will be developed. It will provide:

- the possibility to obtain reliable information about the project
- the possibility of interactive communication with local communities, businesses, governments and public authorities
- the ability to conduct remote training sessions with interested professionals.

Operation portal will provide:

Web site will display a database of graduates, entrepreneurs, advocacy materials, videos, advertisements, information on teaching, notice of project activities. CHNU and FUB will provide constant functioning of the site and prompt updating of data.

CHNU and FUB shall promptly provide reliable data to interested target groups, professionals, agencies and local authorities. The project will be described in the media and publications.

With this purpose the next actions will be undertaken:

- A number of seminars that promote awareness of target groups regarding the proposed project benefits will be held
 - Leaflets, brochures and booklets will be published to promote the information about the project
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- Electronic newsletters with current information about the project activities will be sent
- Close cooperation with the media, newspapers, at local and national levels will be established
- An active campaign at universities, aimed at encouraging participation in the project students and graduates will be conducted

Information about the project will be known to the public (all target groups, governing bodies at local, regional and international level, students and graduates) issued through brochures, booklets, informational materials, articles, training sessions, seminars and e-mailing information letters considering the issues of the project.

Information about the benefits and advantages of project activities will be available to all interested parties.

The co-coordinator will ask all the members of the consortium (including ministries) to assist in dissemination activities, providing them with adequate and detailed information.

EANET generates its own extension, from setting up the entrepreneur alumni network association on financial sustainability is guaranteed by members' fees and sponsoring donations. Very lean project structures are easily preservable. The project acts on the assumption that the target group of entrepreneur alumni have financial and time resources at their disposal and offer an highly interesting and ambitious content: entrepreneurial knowledge and experience. The aim of the project's sustainability strategy is the seamless continuity of project activities after the end of Tempus project funding. The topic entrepreneurship has to be deeply fixed in the agenda of university management, ministries and multipliers at the end of the Tempus project period. Highlight events will be continued with the help of donations of sponsors. In the framework of a sustainability strategy the university partners can decide to set up a business incubator at their university, financed by fees, donations, university and government. A workshop for university management staff and ministry staff from the partner universities by project management Juelich will inform about the strategy of the German ministry of economics how to support young founders.

E.5 Budget and cost effectiveness*

Describe the strategy adopted to ensure that the proposed results and objectives will be achieved in the most economical way. Explain the principles of budget allocation amongst partners. Indicate the arrangements adopted for financial management. (Max. 2000 Characters)

In the joint development of this proposal, the consortium partners focussed on cost efficiency, sustainability and on an efficient division of tasks between all partners. The largest part of the budget is allocated to the partners in Georgia, Moldova and Ukraine, and the largest part of the activities will take place in the partner countries, too. The EANET partners are to spend the project grant efficiently and adhere to the following guide-lines:

- Travel costs shall be reduced through the combination of events, coordination meetings will be combined with activities of other work packages, e.g. networking events. Quality assurance meetings will be held over skype
- printing costs shall be reduced to a minimum by using digital media
- the consortium will only transfer activities into EANET that have been tried and tested by the EU partners

Project manager FUB and Co-coordinator CHNU have already cooperated in other projects, hence the time for adjustment of the partners will be reduced. Financial management will be carried out by FUB.

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