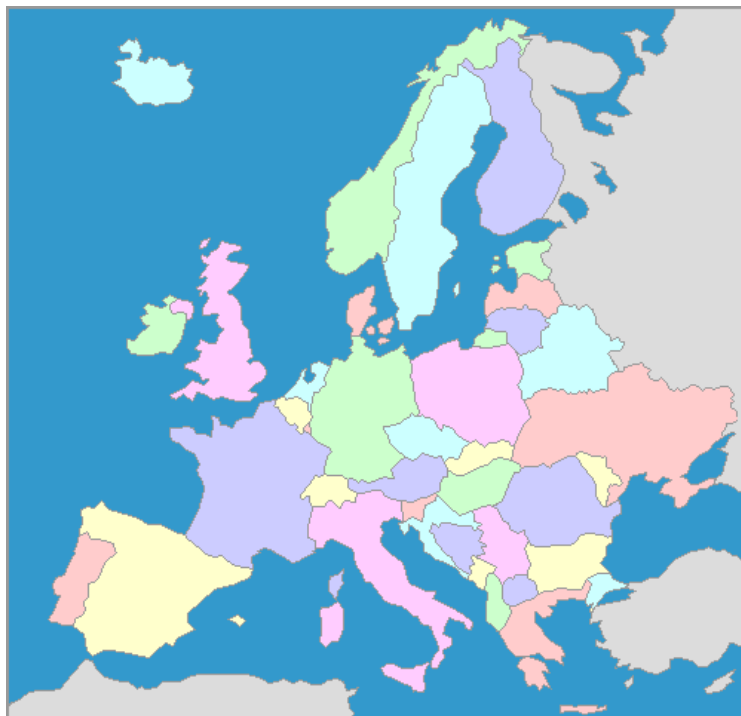




EURO PERSPECTIVES FOUNDATION



ANNUAL REPORT

2012

Our mission

The mission of the Foundation is to foster sustainable development in Europe and to strengthen the European integration in the Western Balkans acting as a centre for training and education, information and experience exchange and policy-making initiatives.

Objectives of the Foundation

- Enhancing European Integration and guaranteeing the sustainability of the results of the integration process;
- Supporting the competent state authorities in formulating the state policy related to effective delivery of public services and implementation of European policies;
- Drawing expert potential for the development and implementation of successful practices for public and private investments;
- Development and implementation of models for successful partnerships;
- Promoting innovation and economic development to improve the competitiveness and employment throughout the European space;
- Improving public services in health care, education, science, culture, technology and public and social infrastructure;
- Contributing to environmental protection, sustainable use of natural resources and preventing risks;
- Enhancing sustainability and public visibility of protected areas;
- Improving mobility, sustainable territorial and information society accessibility;
- Promoting sustainable urban development;
- Development and affirmation of civil society;
- Protecting human rights, support for social integration and personal realization of man;
- Support of youth initiatives;
- Mobilizing EU resources to address the global development gap.

Foundation activities

- Distribution of information and know-how, including new methods and approaches;
- Investigation, analysis and development of policies/strategies/programs/plans;
- Design, organization and delivery of education and training;
- Setting mechanisms and systems for partnership and networking;
- Holding and supporting the participation in international, national and regional experience exchange events and campaigns;
- Supporting community initiatives, related to the sustainable use of natural resources;
- Offering financial and technical assistance;
- Working on behalf of and supporting the authorities at all levels, the non-profit organizations and the business in fundraising;
- Development, implementation and/or funding of projects, including demonstration projects;
- Lobbying and advocacy;
- Supporting the coordination, information and experience exchange in operating together with state, regional and municipal bodies, non-profit organizations, commercial enterprises, the academic community and society in general;

- Organizing and holding discussions, seminars, round tables, fora, public hearings and other forms of public/stakeholder consultations;
- Other activities not forbidden by law.

Bodies of the Foundation

The Foundation is defined as an organization, which will perform activities in general interest in conformity with the text and requirements of Art.2 and Art. 38, par. 1 of the Law on Juridical Persons practicing Non-profit Activities (LJPNA). The Foundation complies with the requirements of the EU for Public Equivalent Body according to DIRECTIVE 2004/18/EC of 31 March 2004 on the coordination of procedures for the award of public works contracts, public supply contracts and public service contracts.

*** Supervisory Board**

Mrs. Zlatina Mihaylova-Karova, Chairman

Mrs. Ralitzza Manolova, representative of the Regional governor- Region of Gabrovo, senior expert on regional development and territorial planning

Mrs. Mihaela Stoyanova, representative of the Regional governor- Region of Gabrovo, senior expert on regional development and territorial planning

Mrs. Irena Petkova, representative of the Regional administration of the Region of Sofia, head of Department “Management of projects and programs, ecology and tourism”

Mr. Anton Stanchev, representative of the Ministry of Environment and Water, Department of National Park “Central Balkan”, head of Department “Monitoring and resource protection”, Manager

Mr. Bozhil Dobrev, representative of the scientific - research sector at Sofia University, Manager

Mr. Steliyan Dimitrov, representative of the Sofia University

Mrs. Monika Hristova, representative of the University of Mining and Geology “St. Ivan Rilski”

Assoc. Prof. Dr. Velichka Angelova, representative of the University of Mining and Geology “St. Ivan Rilski” Department “Automation of mining production”

Mrs. Gergana Gencheva, representative of Foundation TIME- Ecological Projects, Executive Manager

Mrs. Rayna Karcheva

Mrs. Mariya Basheva

*** Managing Board**

Mrs. Velezlava Petrova Abadzhieva, Sofia, CHAIRMAN

Mr. Nikolaos Petropoulos, born in Patra, Greece

Prof. Konstantin Trichkov, University of Mining and Geology, Sofia

Mr. Tzvetan Nanov, National Institute of Statistics, Sofia

Mrs. Diana Terzieva, town of Gabrovo

*** Executive Director**

Mrs. Violeta Paskova Yaneva

THE PROJECTS WE WORK ON

SEE-IFA Network

„Southeast European Cooperation for funding and innovations”

Financed by the South-East Europe Transnational Cooperation programme (SEE) and the Ministry of Regional Development and Public Work
INTERREG IVB
Project № SEE/A/202/1.2/X

Project SEE-IFA Network is based on a group of already existing partnerships intended to support MSME in the area of innovations and technological transfer. This type of companies/ MSMEs in Southeast Europe is facing serious structural deficits. Therefore, the promotion of innovative entrepreneurship through adequate set of financial instruments represents a substantial challenge in the region.

Area of Action: support for the MSMEs in areas related to innovations and new technologies.

Partners: the project brings together 11 partners from 10 countries of Central and Eastern Europe

Partners – the project unites 11 partners from 10 countries in SEE

Austria – Austria Wirtschaftsservice, AWS – Lead Partner, public structure for promotion of innovation and competitiveness

Bulgaria – Euro- Perspectives Foundation, public equivalent body aiming to promote regional cooperation and regional cohesion - www.europerspectives.org

Italy - Lombardia – Consultancy Agency for innovation and technology promotion

Greece – Georama – Regional Consultancy Agency

Hungary – TETALAP – Hungarian Science and Technology Foundation

Italy – Regione Veneto Industry Department, public structure

Romania – AMCSIT – Management Agency for Scientific Research, Technology Transfer and Innovation

Slovenia – SID, Slovene Export and Development Bank

Macedonia – University St Cyril and Methodius, Faculty of Mechanical Engineering

Croatia - AZRA, Varazdin County Development Agency

Serbia – RDA Banat, Regional Agency for Socio-Economic Development Banat

Start: 11th of March, 2009

End: 30th of April, 2012

Status: Closed

Team and experts in Bulgaria:

Rayna Karcheva, Vihra Andonova, Veleslava Abadzhieva, Zlatina Mihaylova-Karova, Violeta Yaneva, Filip Krastev.

Main objective:

To strengthen the capacity of the organizations - partners for effective provision of support to MSMEs in the areas of innovations and technological transfer by establishing a European platform for the transfer of knowledge and skills and through implementation of specific joint initiatives. Innovation and development of new technologies are essential to increase the competitiveness of the companies in the region, which, in turn, are a key factor for future growth.

Specific Objectives

1. Identify needs and gaps in all SEE-countries in the region's capacity for a more effective provision of innovation and technology support to MSME
2. Improve the exchange and transfer of know-how through the assessment of existing instruments and the identification and modification of transferable elements
3. Enhance the operating environment through the identification of funding possibilities and the development of a patent and license Fund
4. Assist IFA partners and relevant bodies in the establishment of Innovation & Finance Agencies with adequate portfolios for innovation and technology support
5. Increase capacity of local actors and experts through mentoring, training, exchange schemes and visits

Target group

Primary target group – operators of Innovation and Finance Agencies (IFAs) at regional and national level; secondary target group – innovative SMEs and their business support actors; intermediate target group – public bodies with an important framework role in provision of technology and innovation - Universities, research centers

Expected results

- ✓ Enhanced mutual learning of IFA actors in the region and mobilized local stakeholders
- ✓ Needs and Gap Analysis developed based on common methodology and common standards
- ✓ Financial instruments developed by designing at least one transferable instrument to stimulate innovation & technology in MSMEs
- ✓ New transnational Patent & License Fund designed to stimulate transfer of knowledge and technology (patents, licenses, research results, utility models, know-how)
- ✓ New Innovation & Finance Agency set up - 2 pilot actions carried out
- ✓ Capacity building activities implemented via train-the-trainers programme, exchange programme
- ✓ An advanced tool developed to increase visibility - SEE Innovation portal established

Main activities

- ✓ To develop and animate Innovation portal and web content
- ✓ To draft Country Assessment Synthetic Report based on common benchmarks
- ✓ To elaborate Good practices models and to guarantee its dissemination
- ✓ To develop financial instruments to support innovation and transfer technology in MSMEs – drafting decision making guidelines, pilot activities implementation
- ✓ To set up a SEE-trans-border Patent & License Fund – feasibility studies, assessment

- of fund availability, recommendations
- ✓ To set up a new Innovation & Finance Agency – design of IFA portfolio and instruments, marketing
- ✓ To provide training activities for stakeholders
- ✓ To set up a Local Support Group/LSG in order to guarantee the national support and the multiplier impact

Implemented in 2012:

The project was completed in April 2012. On 15th of March and 16th of March, 2012 was held the final project meeting in Vienna. To the basic presentation of the results of individual work packages made by the leading partners under these packages, each partner made individual presentations on their activities within the relevant package. Vihra Andonova presented the results under K4 and K5 in Bulgaria, Rayna Karcheva presented the results for K6.

K1 - In 2012 was drafted final technical and financial report of the project, which was approved without comments.

K2 In February and April took place the last two meetings of the LSG.

The eighth in a row meeting of the LSG was held in February and the main topic of the meeting was the presentation of the project results and opportunities for their consolidation



and future use, i.e. achieving one of the key criteria for a successful project - ensuring the sustainability. As a possible next step the team of the EPF suggested to create an Innovative platform as a tool for reproduction of some of the lessons learned from the project and contributing for improvement of the context for innovation in Bulgaria.

The ninth final meeting was held on 09.04.2012 in the hall of the Info - Centre of the Permanent Representation of the European Commission in Sofia. There were presented the main results of the project, incl. financial instruments for promotion of innovative SMEs developed within the project.

At this meeting there was launched the initiative related to the Innovative platform which mission is to contribute for improvement of the innovation climate in the country by promoting the effective management of innovations in the enterprises and improvement of the institutional and legal framework of the innovations. This event was greeted with interest by the interested persons in the sector as it far exceeded the boundaries of the form of the regular meetings organized within the project. There were many members of the media - print and electronic, and the event received wide media coverage. This meeting resulted in a worthy conclusion of the project.

K3 - The activities under K3 were completed in 2010.

K4 - The activities under K4 were completed in 2011. In 2012, the team of the EPF summarized the results of the activities under K4 and prepared for the Ministry of Economy,

Tourism (MEET) a review of the financial instruments which have been developed and applied by the two main partners in the project with the most experience in this area - AWS, Austria and FINLOMBARDA, Italy. The aim was to make a transfer of experience and information on best practices and ways of supporting the innovations in the regions in the creation of the National Innovation Fund in Bulgaria. The conducted thorough analyses, training of experts of MEET and developed feasibility studies for establishing of funds for support of the innovations in the different countries participating in the project, as well as in Bulgaria, can make a valuable contribution in the formation of the innovation policy in Bulgaria, including the formation of projects, programs and forms of assistance within the future National Innovation Fund.

K5 The main work on this component completed by the end of 2011. During the final meeting in Vienna a review and evaluation of the best projects with the highest potential for funding innovative projects were performed. Both projects presented by the team of the EPF received very high praise by an independent German company specializing in the technical and economic assessment of innovative projects.

K6 The EPF plans and carries out activities within this work package, which main objective is to analyze the institutional and legal framework of the innovation process and to evaluate the innovative potential. Pilot municipalities of the study were Sofia, Gabrovo and Burgas.

K7 The activities under K7 finished in 2011 r.



„MiSRaR”

“Mitigating Spatial Relevant Risks in European Regions and Towns”

Financed by the European fund for regional development through the European program for interregional cooperation INTERREG IVC.

Area of Action: exchange knowledge and experience in the field of mitigating spatial relevant risks

Partners: Lead partner is Safety Region South-Holland South (The Netherlands). The other partners are: Forli, Italy; Aveiro and Mirandela, Portugal; Thesprotia, Greece; Tallin, Estonia; EPF, Bulgaria

Start: November, 2009

End: December, 2012

Status: Closed

Team and experts in Bulgaria:

Veslava Abadzhieva, Mariya Basheva, Mihaela Stoyanova, Violeta Yaneva, Tihomir Nedyalkov, Atanas Genkov.

Objective: It is the objective of this project to learn from the best mitigation processes and each other's experiences during the course of the project.

The objective of the partnership is to learn from each other's experiences related to questions on how spatial relevant risks can be recognized and analyzed and how these processes lead to measures to prevent disasters or reduce the effect of disasters to people, infrastructure and the environment. For example, situating industry and large scale transport infrastructure in close proximity to residential areas leads to all kinds of risks that have to be considered in the planning process. Also flooding, forest fires, earthquakes and landslides are other examples of (natural) risks that should be considered. The specifics of the threats are different in every region and town, but the mitigating processes regarding the analysis and weighing of risks are similar everywhere.

Main Activities:

1. Opening meeting
2. Project Introduction Seminar
3. 16 Thematic Seminars on Hazard Identification, Risk Analysis, Risk Evaluation, Risk Assessment, on protection and action objectives, on mitigation instruments, on setting up a mitigation plan
4. Developing of 4 press releases and 5 newsletters
5. Developing a Thematic Brochure on Risk Assessment and Evaluation
6. Developing a Mitigation Handbook
7. Final press conference

Implemented in 2012r.



In 2012 members of the EPF and external experts participated in five thematic workshops organized by the project partners MisRar. The foundation organized and conducted a thematic workshop and a meeting of the Management Committee in Bulgaria. The 14th thematic workshop "Conclusions on Impact Planning" was held in Gabrovo from 16th to 19th of May 2012. There were formulated ten lessons related to

the topic. The presentations showed that the partners have reached nearly to the same conclusions for the various stages of planning. Several visits were organized in place – to landslides in the town, close to residential buildings and kindergarten, to the Technical University and along roads. The final conference of the project was held on 26th of October in the town of the leading partner - Dordrecht.

The EPF team participated in development of two thematic brochures: (1) Risk assessment - practical lessons in the European Union, and (2) Impact Planning - practical lessons in the European Union. The brochures were translated in Bulgarian language. They are available on the website of the “Euro-perspectives” Foundation.

At a regional level, the Bulgarian partner conducted several activities: translation of a bulletin, 2 thematic brochures, a Handbook with summaries of all project results and lessons learned, 4 good practices were developed, and a regional final workshop was organized.

In connection to the implementation of the activities, the role of the project team consisted of:

1. Participation in 5 thematic workshops and organization of one of them;
2. Development of 5 presentations about the Bulgarian experience in the project area;
3. Participation in all discussions and group work
4. Translation and distribution of a bulletin, two brochures, Handbook and development of 4 best practices
5. Participation in the Management Committee of the project and in the Monitoring Committee.

Results achieved in 2012

Component 1

1. Meeting of the Management Committee of the project and the Monitoring Committee;
2. Two audits conducted;
3. Two progress reports prepared



Component 2

1. Translated and distributed two brochures, a Handbook and a newsletter;
2. 4 best practices developed;
3. Regional Conference and Final Conference conducted.

Component 3

1. Participation in 5 thematic workshops
2. Participation in 7 site visits
3. Organization and conducting of 1 thematic workshop in Gabrovo
4. 4 good practices distributed
5. 5 presentations presented



LOCFOOD

Local food as engine for local business

Financed by the European Regional Development Fund through the European interregional cooperation program INTERREG IVC and the Ministry of Regional Development and Public Works.

Project №: 1281R4

Area of Action: Stimulation of innovations in the micro and SME of “food” sector

Partners: The leading partner is from Norway, and the rest are from Great Britain, Greece, Spain, Italy, Slovenia, Switzerland, Sweden and “Euro-perspectives” Foundation with a focus in the Region of Sofia.

Start: December, 2011

End: December, 2014

Status: on-going

Team and experts in Bulgaria:

Veleslava Abadzhieva, Vihra Andonova, Violeta Yaneva

Objective: The project LOCFOOD aims the exchange of experience and good practices at a regional level in order to support the development of local foods.

Specific objectives:

- To improve existing policies and regional strategies related to the SMEs and entrepreneurial initiatives in the food sector at a local level by promoting entrepreneurship and innovations in relation to the local food;
- To provide an overview and analysis of existing policies in the sector in the regions of the partners participating in the project. To identify internal and external factors that affect the specificity of the sector in each region- partner under project;
- To exchange knowledge and experience by conducting research and comparison of the regions thereby to build a clearer idea about the specifics of local companies of the agricultural and food sector.

The expected results of the project are:

1. Kick-off meeting;
2. 8 regional events to share experiences;
3. Development of specific studies on best practices and legal, institutional, market, financial framework for the development and innovative activity of micro and small companies in the food sector in the Region of Sofia.
4. Development of 9 regional action plan including for the Region of Sofia;
5. General project newsletter;
6. General project website;
7. Brochure of the project
8. Compilation of the best practices
9. Final Conference

Implemented in 2012:

In March, a team of EPF and representatives of the Region of Sofia participated in the kick-off meeting under the project in the town of Fermo in Italy.

The research of the best practices was launched in terms of legal, institutional, market and financial framework for the development and innovative activity of micro and small enterprises in the food sector in the Region of Sofia.

In the first phase of the study the team of EPF together with the Regional Administration of the Region of Sofia focused on the collection of information and data on the food sector in the area and identification of the key actors in the process among the businesses, NGOs, government agencies, educational institutions. The study started with an overview of the available information on the internet, NSI, EUROSTAT, specialized publications and analyzes. A review of the available policies in the food sector was performed, as well as a review of the support programs for the entrepreneurship and implementation of innovations in the food sector.



The second step of the study included a development in English and Bulgarian languages of a detailed questionnaire for research of the micro and small businesses in the region in order to identify the extent of use of innovations in them. A detailed list of the companies covered by the study on the basis of criteria developed was prepared. The first interviews with companies in the area were conducted. The aim is to be interviewed at least 40 companies.

Within then project is supported a website in English language: www.locfood.no containing information on all events and prepared materials.

A brochure with information about the project was developed and printed.

On 27.06.2012 the first meeting was held to present the project at the conference hall of the Region of Sofia, which was attended by over 20 representatives of state institutions, municipalities of the Region of Sofia, NGOs and the media. The event was covered in the press and on the Internet.



Within the project a local support group (ICO) was created, where representatives of the main participants in the process participate described above. In December was held the first meeting of the ICO, which presented the first results of their examination of the micro and small companies in the food sector in the Region of Sofia and the degree of implementation of innovations in them. The presentations of the EPF team - Velelava Abadzhieva and Vihra Andonova launched an active discussion on the status, problems and challenges faced by micro and small companies in the food sector in the region.

Regions4GreenGrowth (R4GG)

Financed by the European Regional Development Fund through the European interregional cooperation program INTERREG IVC and the Ministry of Regional Development and Public Works.

Project №: 1024R4

Area of Action: financial instruments to stimulate investment in sustainable energy.

Partners: the Province of Flevoland (the Netherlands, leading partner), the Regions of Norrbotten and Västernorrland (Sweden), Maramuresh County and Powder Energy Agency (Romania), the regions of Abruzzo and Lazio (Italy), the Energy Agency in Valencia and Institute of Energy Technology (Spain), Scientific Park in Patra, representing the region of Western Greece (Greece), “Euro-perspectives” Foundation; representing the Region of Sofia (Bulgaria), the Province of Noord-Brabant (the Netherlands), the Assembly of European Regions, Regional Development Agency Észak – Alföld (Hungary), the Council of Oldham, representing the Big municipality of Manchester (the United Kingdom) and “Euro-perspectives” Foundation with a focus in the Region of Sofia.

Start: December, 2011

End: December, 2014

Status: on-going

Team and experts in Bulgaria:

Veleslava Abadzhieva, Vihra Andonova, Violeta Yaneva

Objective: To provide partners with regional policy instruments, mechanisms and approaches in order to improve access to financing and to accelerate investment in their territories in sustainable energy projects (e.g. renewable energy production, energy efficiency measures)

Specific objectives:

- To collect and exchange good practices in regional policy instruments, mechanisms and approaches in order to improve access to financing and to promote investment in sustainable energy by the project partners from other EU regions and projects (e.g. "Intelligent Energy - Europe") and the rest of the world [as the regions R20 and Climate Action Alliance].
- To analyze the specific challenges related to financing of sustainable energy projects in the region of each partner and to provide an adequate set of tools and actions in order to help to achieve sustainable energy targets for each region.
- To prepare specific and detailed spatial plans for implementation in each region, therefore to ensure the implementation of these packages of measures.
- To transfer the existing good practices "DE-on" (a tool for sustainable energy development and financing) by the leading Flevoland partner to other partners under the project Regions4Green-Growth through a program for capacity building (master classes) and liberation of three regional under DE-on.
- To distribute the collected examples of good practices and experience gathered during the project activities in other EU regions through special communication and events for distribution and products.

Main activities:

Project activities include the collection and documentation of effective policy instruments in this field by partners and other interested parties. R4GG applies the methodology of Peer Review, which involves several partners visiting the partner region to analyze the local challenges and issues related to the project and based on their experience to offer specifically selected packages of policies and instruments to accelerate the sustainable energy investments.

This is a mutual learning process in which the partners also build their knowledge and capacity. The first step is to collect and document the best practices of the partner regions (some already identified) in a catalog of best practices as a basis for exchange and transfer in the peer reviews.

A total number of 13 peer reviews will be conducted in two waves. Each wave starts with a Workshop for all the 11 partners for which the methodology is designed, the hosts of the upcoming inspections provide regional political challenges on which the partners should focus and teams of expert partner staff are created for each check. When completed all examinations, a final workshop shall be performed, which summarizes the results of the verification process.

The project also develops a specific method to create a public-private partnership to invest in the sustainable energy: DE-on model developed by Flevoland, shall be transmitted to partners in a series of master classes and shall be conducted in three partner regions.

The Model DE-on is a 3-step process which comprises:

- 1) Participation of the interested parties;
- 2) Feasibility analysis;
- 3) Plan DE-on (detailed plan of organization, strategy, financing and portfolio of a regional DE-on).

Along with these master classes, the partners Lazio, Powder and Oldham / Greater Manchester will actually apply this 3-step method for development with the intensive support of Flevoland to develop a customized DE-on plan for their region.

At the end of the project, the partners will develop implementation plans for future activities in their regions, based on the peer review process and DE-on master classes and transfer.

The achievements of the project will be documented in a Handbook on methods and implemented best practice and widespread.

Cooperation with other organizations and networks:

Regions4GreenGrowth project will establish links with other organizations and networks, as the network R20 and Eurisy. The second association will organize workshops on the use of satellite data to obtain information about the potential for sustainable energy in the region. Reliable information is often lacking, although it is quite necessary to enable the potential investors to decide to invest in sustainable energy projects

Expected results of the project are:

1. 6 meetings of the Management Committee and 4 meetings of the Monitoring Committee;
2. 1 communication plan;
3. 1 website;
4. 6 newsletters;
5. 2 brochures;
6. 7 press releases;
7. participation in 9 external events;
8. 14 video clips covering the 13 peer reviews;
9. 1 adapted methodology for visits of the partners;
10. 2 workshops for preparation of visits of the partners and one final workshop;
11. 13 partner visits;
12. 13 best practices;
13. 13 reports from the partner visits;
14. 13 regional action plans;
15. 13 regional implementation plans;
16. 3 training workshops in De-on

Implemented in 2012:

Euro – Perspectives Foundation joined the project late - in March 2013, replacing the Bulgarian partner Centre for Sustainable Regional Development, Gabrovo. All information about the activities to date has been submitted to the EPF, which continues to work with experts from Gabrovo. This fact required a change in the focus of the project from the Region of Gabrovo to the Region of Sofia. Euro- Perspectives Foundation described the three best practices - one from the Region of Gabrovo region two from the Region of Sofia. They were presented by the leading partner under Component 3 of the project and included in the catalog of best practices. The best practice from Gabrovo for energy efficiency and installing renewable energy in 5 carwashes was included in the first brochure of the project. The other two practices are descriptions of hydroelectric cascade "Middle Iskar" and the "Energy efficiency and renewable energy sources."

EPF experts participated in two sessions of partners - one in Sweden (region Västernorrland) and one in Hungary (region Észak-Alföld).

EPF representatives participated in the De-on course held in the Netherlands (region Noord Brabant).



EVLIA
Making full value of good ideas by leveraging intellectual assets
for financing SMEs in SEE

Financed by the South-East Europe Transnational Cooperation programme (SEE) and the
Ministry of Regional Development and Public Works

INTERREG IVB

Project №: SEE/D/0237/1.2/X

Area of Action: support for the MSMEs in areas related to innovations and new technologies

Partners: The project is implemented in partnership with 31 organizations from 10 countries (Austria, Bulgaria, Germany, Greece, Hungary, Italy, Slovenia – EU member states and Croatia and Serbia – candidate member states). **The Lead partner is** Chamber of Commerce Industry Craft and Agriculture of Venice, Italy. Coordinator for Bulgaria is Euro Perspectives Foundation.

Start: November 2012

End: October 2014

Status: on-going

Team and experts in Bulgaria:

Veleslava Abadzhieva, Vihra Andonova, Violeta Yaneva

Objective

The main objective of this project, according to the Programme Manual is to facilitate Innovation, entrepreneurship and the knowledge economy, facilitating the access of SMEs and potential entrepreneurs to financial resources required to implement these actions. The main idea is to contribute to create a unique market for good ideas and innovation in South East Europe.

The specific objective of this project is the development and application of common methods of valorising intellectual assets in order to leverage financing out of IPR..

Specific Objectives:

- Intellectual Assets and IP valuation as a basis for raising finance and the experience of companies and financial institution on this field
- investigate the role of IP and IA securisation and their impact on innovative SMEs when trying to access to financial markets
- the development of a standardize methodology aiming at evaluation intangible assets from the financial and economical point of view and its application at national and local level according to specific and peculiar needs assessed.
- the elaboration of a new role of financial players, such as venture capitalists, business angels, banks and credit rating agencies when assessing IA and particularly IP
- the development of local networks composed by stakeholders, BIOs and financial intermediaries in charge to test firstly the new methodology of evaluation and then develop new local plans for continue and strenghten the IA evaluation

- the strict connection with public policy makers (particularly NPOs) in seeking to alleviate the problem

Project Activities:

1. Status-quo internationally: Identify and assess the various IP valuation methods being applied across Europe and Internationally
2. Assessment of stakeholder needs: Consult with key stakeholders groups to better understand their needs regarding a potential common valuation method for Europe, namely those involved in valuation, financing and tech transfer
3. Assessment of barriers: Identify the current barriers and potential solutions to a single IP valuation method being adopted across Europe
4. Integrative IP-valorisation methodology: Select a new or existing method, or methods, that would meet the needs of stakeholders and could be considered for adoption across Europe
5. Pilot phase: Pilot test the selected valuation methods/s with key stakeholders and further refine if required
6. Implementation phase: Disseminate final method/s to relevant stakeholders across SEE area and rest of Europe:
 - a. for potential national adoption
 - b. to inform their future innovation policies.

Project implementation is structured in six Work Packages:

WP1 –Transnational project and financial management

The objective of WP1 is to ensure a smooth implementation of the project both from the financial and management point of view.

WP2 - Communication activities

This WP aims at supporting strong communication and dissemination activities that will be in strict cooperation with the networking activities foreseen in WP6.5.

WP3 - State of the art analysis, IP valuation, benchmarking and methodology identification

This WP provides the general methodological framework based on an in-depth global survey of the state-of-the-art in valorisation of intellectual assets.

WP4 –Elaboration and adaption of the algorithm for the evaluation of intangible assets

Based on the IP valuation methodology elaborated in WP3, this WP foresees the development of the the valuation algorithm of patentable technologies and intellectual assets.

WP5 – Implementation of supporting tools and testing

The main objectives of this wp can be summarised as follows:

- a. According to the valuation algorithm developed with related local adapted version, implementation of an IT platform to be used by the operators when testing the methodology. This platform will be the basis for the evaluation of the project results and the collection of data to be stored in a data base able to analyze data concerning SMEs and clusters from all SEE from the IA/IP point of view.
- b. Elaboration of training modules able to improve knowledge of operators involved in the testing activities and coming from PPs, financial institution, private and public development agency in charge to support financial and economical aspects related to SMEs. The modules,

developed considering an overall training process will be available through an e-learning platform and traditional courses

c. Implementation of pilot actions to test the methodology implemented through the local algorithms and the IT platform. These actions will consist in direct intervention in all project areas both from macro (clusters) and micro(SMEs) point of view. Particularly, SMEs audit will be performed. Final results of the pilot action will be the proposal of financial services directed addressed by financial intermediaries involved to SMEs

WP6 - Revision of the platform, transfer of knowledge and modelization

The methodology elaborated by the project, tested with pilot actions and submitted to the analysis and discussion by the observers and local financial intermediaries (private and public) will be in this wp revised, amended and integrated according to the experiences carried out.

Implemented in 2012:

At the end of November the team of Euro Perspectives Foundation participated in the start-up meeting organized in Venice, Italy where the Partnership Agreement for project implementation has been signed.

EURO PERSPECTIVES FOUNDATION FINANCIAL REPORT 2012
PERIOD: 01.01.2012 – 31.12.2012
PRODUCED ON THE BASIS OF AUDITED BALANCE SHEET AND REPORT ON
INCOMES AND COSTS FOR 2012

	In thousands BGN
Financial means by 01.01.2012 r. in thousand leva	25
Received financing during the period in thousand leva	302
Received donations the period in thousand leva	24
Received the period finances from loans, including bank interests, exchange rate differences and others in thousand leva	111
TOTAL FINANCES	462

Expenditures in thousands BGN for the period of 2011	In thousands BGN
For salaries of staff	93
For social insurances	26
For external services, including professional fees and book-keeping services	115
For tangible fixed assets	0
For other materials and services, including subsistence allowances- travel, subsistence, accommodation	104
For bank expenses, interests under contracts and differences in the currency rates	3
For loans repaid	100
For donations	12
TOTAL EXPENDITURES	453

Cash and cash equivalents as of 31.12.2012 in thousands BGN	9
Tangible fixed assets as of 31.12.2012 in BGN	1