



National Center for Development of Innovation and Entrepreneurial Learning

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- P R O F I L E -

National centre for development of innovation and entrepreneurship learning (NCDIEL) is established in November 2009 with financial support for period 2009-2011 from Austria Development Cooperation (ADC) in Macedonia. NCDIEL is working closely with Ss. Cyril and Methodius University Business Start-up Centre (UKIM-BSC) (www.bsc.ukim.edu.mk) that was also funded by ADC in April 2006. The Centre is located at the Faculty of Mechanical Engineering and operates as a not for profit and non government organization that is supported by:

- Ministry of Economy of the Republic of Macedonia
- Ministry of Education and Science of the Republic of Macedonia
- Agency for Promotion of Entrepreneurship in the Republic of Macedonia
- Macedonian Chambers of Commerce
- Economic Chamber of Macedonia
- Economic Chamber of South-east Macedonia
- Faculty of Mechanical Engineering, Ss. Cyril and Methodius University
- Centre for Research, Development and Continuous Education
- Biro for Development in Education

Establishment of the NCDIEL is based on the recommendations from the project “South-East European Co-operation of Innovation and Finance Agencies 2009-2012” (www.see-ifa.eu), where NCDIEL staff actively is involved through UKIM-BSC. SEE-IFA Network aims at strengthening capacity for effective provision of innovation, technology and finance support to micro, small and medium sized companies.

NCDIEL is designed as a centre opened for innovative, technology-based and profit orientated ideas. It has a selection system which starts with on-line application of business ideas, followed by selection of the best 80 ideas, training in 13 modules of entrepreneurship and small business management issues, business plan competition and finally ending with at least 10 newly funded companies. The Centre activities continues with provision of seed capital for start-ups, counseling and coaching of the established companies, all in direction of straightening the capacities of newly established companies to successfully sustain and grow on the market.

Aims of NCDIEL are to:

- Analyze and evaluate current state in the area of innovations, entrepreneurship, technological development and competitiveness of enterprises and national economy
- Stimulate development of new entrepreneurial culture to match the knowledge and innovation society



- Encourage entrepreneurial learning at all level of education, both formal and informal, in order to wider entrepreneurial spirit among population
- Facilitate understanding of innovation as a way how our society changes and improves
- Spread acceptance that innovation is the way we do business, the way we work, the options we choose as consumers and citizens
- Support preparation of feasibility studies and foundation of business start-up centres, incubators and technology parks
- Provide start-up training and financial support for the most innovative business ideas and their coaching to high-grow profitable businesses
- Create/develop strategies for innovations, entrepreneurship and competitiveness at all levels (company, cluster, municipality, region, state, etc.)
- Provide technical support to the creators of policies for SMEs

NCDIEL as its main target group have young population in Macedonia (< 35 years):

- Recent graduates and students from all Macedonian Universities
- Students from Macedonian high schools and primary schools

Also, NCDIEL is working very closely with university and school teaching staff, professionals, researchers, policy makers, representatives from state institutions/agencies and private companies in order to share with wider groups its vision, mission and aims.

On-going activities:

- Support to Seavus IT Business incubator (from May 2010)
- Preparation on the National Training Needs Analysis
- Preparation of the SME Portal for Macedonian companies
- Organization of promotional campaigns and information sessions on Entrepreneurship, Financial Instruments and ICT
- Establishment of the National Accreditation System for Consultants
- Preparation of the new SME Programme 2011-2013
- National organizers of World Entrepreneurship Day 2010 (16 April 2010)
- National business plan competition 2010 for students and recent graduates (in cooperation with Seavus) (Jan 2010 - Apr 2010)
- National business plan competition 2010 for Gymnasiums and Art High Schools (together with UKIM-BSC and Biro for development in education, Ministry for education and science) (Jan 2010 - Apr 2010)
- Business Environment Reform and Institutional Strengthening Project (BERIS) Technical Assistance for preparation of "Implementation of European Innovation Scoreboard for the Republic of Macedonia", In partnership with CONTESTI srl, Italy; Project funded by World Bank on the request of Ministry for Economy (Apr 2010 - Sep 2010)
- Survey on Women entrepreneurship in Macedonia (Nov 2009 – Mar 2010)
- Implementation of the project "Capacity Building for Development of Knowledge Based Economy", assistance to Agency for Promotion of entrepreneurship in Macedonia, project financed by Austrian Development Cooperation (~ 520.000 Euro. – end of the project - June 2012)



Results/Activities until now:

- Signed memorandum of understanding with USAID Macedonian Competitiveness Project (implemented by CARANA corporation) for establishment of Macedonian Innovation Centre, Macedonian Innovation network and Innovation fund, Skopje, Macedonia, 06 Apr 2010
- Signed memorandum of understanding with YES foundation, for establishment of first scientific technology park in Macedonia, Skopje, Macedonia, 05 Feb 2010
- Signed memorandum for cooperation with Biro for Development of Education, Ministry of education and science, for joint organisation of National business plan competition among gymnasiums and high schools, Skopje, Macedonia, 15 Jan 2010
- Signed memorandum for cooperation with SEAVUS for joint organisation of National most innovative business plan cooperation, , Skopje, Macedonia, 12 Jan 2010
- Promotion of the report “Entrepreneurship in Macedonia – GEM (Global Entrepreneurship Monitor) 2008 Macedonia”, 28.12.2009, Hotel Holiday Inn, Skopje, Macedonia (<http://www.gem-macedonia.org.mk/galerija.html>)
- Support for organization of the event The Entrepreneur of the Year, 21.12.2009, Hotel Aleksandar Palace, Skopje,
- Signed memorandum for cooperation with Southeast European Center for Entrepreneurial Learning (SEECEL), Bitola, Macedonia, 20 Nov. 2009
<http://www.seecel.hr/default.aspx?id=122>,
- Support to International Conference “Entrepreneurship in Higher Education” organized by ETF, University of St. Kliment Ohridski and City of Bitola, Bitola, Macedonia, 20 Nov. 2009 and official promotion of NCDIEL
http://www.etf.europa.eu/WEB.NSF/opennews/DA0B229BA4A0A30CC12576700039B8A1_EN?OpenDocument
- Establishment of NCDIEL (General Assembly – Skopje, Macedonia, 19 Nov 2009)

Results from UKIM-BSC phase and previous NCDIEL members experiences:

- Published a Demand Analysis report about entrepreneurial situation in the Republic of Macedonia (http://www.bsc.ukim.edu.mk/files/doc/BSC_Demand_Analysis.pdf)
- Promotional campaign about the UKIM-BSC and possibilities of self-employment among students (> 7000 participants)
- More than 230 students trained in series of trainings in the field of Entrepreneurship
- Established 19 start-up companies
- 30 military officers trained in series of trainings in the field of Entrepreneurship and Small business management - “LEPEZA” project (re-socialization of dismissed army officers), project organized by Ministry of defense and funded by Kingdom of Norway and Denmark
- Developed online curricula and teaching materials on Entrepreneurship and Small business management for 4 biggest Universities in Macedonia (within TEMPUS SCM project)
- Published textbook “Your own business: how to get there?” for university level and as teacher manual in the high schools
- Published practical guide “How to find job?” and trained more than 1500 students on that topic
- Established Faculty of Mechanical engineering Career Centre



- National promoters of entrepreneurial spirit and culture with roundtables “Self-employment vs. employment”, organized by Agency for Entrepreneurship promotion in the Republic of Macedonia, and funded by British Embassy
- 70 high school teachers trained for disseminating the topic “Business plan elaboration”
- Organized (with Biro for development in education) a national gymnasium business plan competition for 2008 and 2009
- Partner in the manifestation of EU Day of the Entrepreneur 9th May and GEW - Global Entrepreneurship Week
- Co-founders of the National award: Entrepreneur of the year (for micro and small enterprises)
- Developed significant part of 2007-2010 national program for SMEs for innovation within Ministry of Economy
- Initiators and organizers of First International Conference for Entrepreneurship, Innovation and Regional Development 2008, 8-11 May, 2008, Skopje/Ohrid, MACEDONIA (www.iceird.org)
- Preparation of the National Reports regarding the European Charter for Small Enterprises
- Preparation of the Annual Reports of the SME Observatory
- Preparation of the SWOT Analysis of the SME Department within the Ministry of Economy and the Agency for Promotion of Entrepreneurship
- Organization and implementation of the Global Entrepreneurship Week in Macedonia 2008 and 2009
- Organisation and implementation of training programmes, sessions and awareness raising campaigns for consultants and enterprises

Partnerships and projects:

- SEE Trans-national Cooperation Programme – Project “South-East European Co-operation of Innovation and Finance Agencies”, (2009-2012) (http://www.southeast-europe.net/en/projects/approved_projects/?id=107)
- For the Ministry of education and science of the Republic of Macedonia through World Bank project cs/cq/1.0/phrd “Employer Survey of Skills and Labour Demand in Macedonia”, with Business Start-Up Centre part of the consortium that conducted survey on > 1700 companies
- ETF-SM-00013-2008, TEMPUS, “COMPETENCE - Matching competences in higher education and economy: From competence catalogue to strategy and curriculum development”, Coordinator: University of Zenica, BiH (2009-2012) (<http://link-competences.org>)
- ETF-SM-00066-2008, TEMPUS, “Creating R&D Capacities and Instruments for boosting Higher Education-Economy Co-operations”; Coordinator: Montanuniversität Leoben” (2009-2012) (www.rd-capacities.org)
- Partner of European Training Foundation (ETF) for the project: Entrepreneurial Learning in Higher Education (www.etf.europa.eu)
- European Academy of Sciences and Arts (from 2009), Salzburg, Austria (www.euro-acad.eu)



- Founders of ICEIRD (International Conference for Entrepreneurship, Innovations and Regional Development) network (www.iceird.org)
- National Business Incubation Association, USA (www.nbia.org)
- GEM (Global Entrepreneurship Monitor) program leader for Macedonia (www.gemconsortium.org)
- SPICE (Science Park & Innovation Center Expert Group) (www.spicegroup.de)
- Human Recourse Development Fund (HRDF), Macedonia (www.hrdf.org.mk)
- Network of food processing SMEs in Styria and Macedonia for an international competitiveness - MAKfoodS
- Research Cooperation and Networking between Austria and South Eastern Europe
- Southeast European Network of Business Start-up Centres and Incubators SENSI (www.sensi.biz)
- Project 'Strengthening Entrepreneurship, Competiveness and Innovation' funded by the British Embassy Skopje - (www.seciproject.org.mk) - Overall Management of the proejct
- Project 'Support to Invest Macedonia' (www.investinmacedonia.com) - Preparation of the Induction Manual
- Project 'Adult Learning Community of Practice' Ref. No. 2009 1835 - European Training Foundation - Establishment of the Regional Training Needs Analysis (www.etf.eu.int).
- Project 'Entrepreneurial Learning' - Ref. No. IPA 08-04 -
- Project 'Technical Assistance to SME Development' - funded by the European Union
- Project 'Small and Medium Size Enterprise Development - Government and Private Sector' - funded by the European Union
- Project 'Small and Medium Size Enterprise Development' - funded by the European Union



MAJOR PAST PERFORMANCE REFERENCES of **NCDIEL** staff

Country	Project Name & Contract/Grant	Project Description	Period	Level of Effort	Value	Project Manager Donor Agency Address/telephone/ email
Multi-national	SEE-IFA Network: South-east Europe Cooperation of Innovation and Finance Agencies	SEE-IFA Network aims at strengthening the IFA project partners' capacity for effective provision of innovation and technology support to MSME through the establishment of a platform for know-how-transfer and by concrete joint action. Stimulating innovative entrepreneurship for MSME with an appropriate range of instruments is one of the most important challenges: The SEE-IFA Network addresses the entire range of deficits, from networking, access to relevant information, support of know-how transfer, training, development of feasibility studies, assessment of frameworks and needs and design of concrete instruments and agencies.	Jan 2009 Jan 2012	36M	2.683.237 EUR	EU SEE Transnational program Contact: Austria Wirtschaftsservice GmbH Ungargasse 37, 1030 Vienna r.mosburger@awsg.at
Multi-national	ETF-SM-TEMPUS, "Creating R&D Capacities and Instruments for boosting Higher Education-Economy Co-operations"	Project aims at addressing the urgent needs of Higher Education institutions in Western Balkan Countries to fulfil the central role in their national R&D systems, in order to actively push forward the local, regional and national economic development. Against this background, based on a detailed needs analysis, a bottom-up approach is used to develop appropriate structural measures that enable the creation of R&D capacities at the universities. That again will enable to get to the root of the R&D problems, where research activities take place, in order to commence sustainable improvements in the entire national R&D system.	Jan 2009 Jan 2012	36 M	912.000 EUR	EU TEMPUS program Contact: Montanuniversität Leoben, Franz-Josef-Straße 18, Leoben, 8700, AT e-mail: martha.muehlburger@unil.eoben.ac.at
Multi-national	ETF-SM-TEMPUS, "COMPETENCE – Matching competences in higher education and economy:	The project addresses the missing link between HE and economy as one of the most burning issues in the 4 Western Balkan (WB) target countries – Bosnia and Herzegovina, Macedonia, Montenegro and Serbia. COMPETENCE is aimed at developing and / or advancing procedures and tools for assessing and improving the match between competences developed by institutions of higher education	Jan 2009 Jan 2012	36 M	817.000 EUR	EU TEMPUS Grant Contact: University of Zenica, Rector office Fakultetska 3 str., 72000, BA



	From competence catalogue to strategy and curriculum development"	and those required by the labor market in 4 partner Western Balkan countries and will create a tool for an up-to date linking strategy based on European Qualifications Framework.				e-mail: darko.petkovic@unze.ba
Multi-national	ETF - Entrepreneurial Learning IPA 08-04	The aim of this assignment is to support ETF partner countries in addressing the Training Needs Analysis (TNA) indicator of the Charter's policy indicator package where progress amongst the countries as a whole has been slow. The objective of the assignment is to promote a national reflection on how a more strategic and systematic, employer-driven TNA system could be brought forward with view to a system solution.	Sep 2008 Jan 2009	4 M	200.000 EUR	European Training Foundation Viale Settimio Severo 65 Tel +39 011 630 2310 Email: aag@etf.europa.eu
National	Capacity Building Towards Knowledge Based Economy	Strengthening capacities of Macedonian Agency for Entrepreneurship promotion, SME Department within Ministry of Economy and Business Start-up Centre staff; Provision of start-up trainings; Seed funding; Promotion of innovative thinking and entrepreneurial spirit	Jul 2009 Jun 2012	36 M	510.000 EUR	Austrian Development Agency Contact: Heinz Habertheuer Head of Office Mile Pop Jordanov 1000 Skopje, Macedonia e-mail: Heinz.Habertheuer@ada.gov.at
National	(BERIS) Implementation of the European Innovation Scoreboard in the Republic of Macedonia	Developing system/methodology for implementation of European Innovation Scoreboard for Macedonia; Survey of more than 2000 companies on the innovation performances; etc.	Feb 2010 Jun 2010	5 M	138.000 EUR	World Bank Contact: SME Department Ministry of Economy Ul. Jurij Gagarin no. 15 1000 Skopje Macedonia E-mail: imerali.baftijari@economy.gov.mk
National	Strengthening Entrepreneurship	The overall objective of the Project - to foster a favourable environment for entrepreneurship and small- and medium-sized enterprises (SMEs), to improve the competitiveness of	Apr 2007 Jun 2009	26 M	300.000EU R	Agency for Promotion of Entrepreneurship



	Competitiveness and Innovation (SECI) - Project funded by the SPFRE fund - British Embassy	Macedonian companies in the domestic and international markets, to encourage better exploitation of the innovative potential of enterprises as well as to improve their performance by enhancing their functional skills.				Nikola Vapcarov st. no.7 1000 Skopje Macedonia E-mail: apprm@apprm.gov.mk
National	Technical Assistance to SME Development - Project funded by the EU, managed by the EAR	The overall objective of the project is to support the economic growth and improve the business climate in the country through fostering development and performance of SMEs.	Dec 2007 Nov 2008	11 M	800.000 EUR	Diadikasia Business Consultants S.A. 180, Kifissias Ave., GR-15231, Halandri, Greece
Multinational	Building of Information and Communication Technologies Researchers Network: Comparative Research and Promotion of the Information and Communication Technologies as a Guarantee for the Sustainable Development of Enterprises	The objectives of the project are to build a network of researchers working in the field of the contemporary business Information and Communication Technologies (ICT) for guaranteeing sustainable development of enterprises. The project envisages fostering the exchange of already existing experience and know-how in the field between the partner countries involved.	Jun 2007 May 2008	12 M	20.000 EUR	Technical University of Sofia Prof. Georgy Tzvetkov 8 Kliment Ohridski Blvd. 1756 Sofia, BULGARIA gtzvet@tu-sofia.bg
National	University Ss Cyril and Methodius Business Start-up Centre: Phase I - Through networking to successful companies	Establishment of first University based Start-up Centre; Provision of Start-up training; Business plan competition for student and graduates; Support to start-up companies; Wide promotion of entrepreneurship; etc.	Apr 2006 Jun 2008	27 M	508.000 EUR	Austrian Development Agency Contact: Heinz Habertheuer Head of Office Mile Pop Jordanov 1000 Skopje , Macedonia e-mail:



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						Heinz.Habertheuer@ada.gov.at
National	Implementation of Global Entrepreneurship Monitor GEM 2008 for Macedonia	Investigation the level of entrepreneurial activity as a part of the GEM (Global Entrepreneurship Monitor) survey 2008 (survey more than 2000 persons – adult population, interviews of 50 national experts)	Jan 2008 Dec 2008	12 M	25.000 EUR	- Macedonian Foundation for Enterprise Development - Austrian Development Agency Contact: GERA Board www.gemconsortium.org Arthur M. Blank Center for Entrepreneurship, Babson College, Babson Park, MA 02457-0310, USA Ms. Marcia Cole, E-Mail: colema@babson.edu
National	LEPEZA Project: (re-socialization of dismissed army officers)	Entrepreneurship and management training of dismissed army officers (2 cycle of trainings and business plan competition)	Jan 2007 Dec 2008	24 M	30.000 EUR	- Ministry of defense of Republic of Macedonia - Norwegian Embassy in Macedonia Contact: Centre for transition "Goce Delcev" br 55, Suburb Jane Sandanski - Skopje lepeza.skopje@morm.gov.mk
Multinational	MAKfoodS, Network of food processing SMEs in Styria and Macedonia for an international competitiveness	The overall aim of the project is to establish a network of food processing SMEs in Styria and in Macedonia in order to increase the international competitiveness of both Styrian and Macedonian food processing SMEs. This network should enable Styrian and Macedonian SMEs to share their experiences and know-how/technologies in order to develop new products and enhance the quality of the existing ones (added value) and meet the ever-changing challenges of the global market.	Sep 2007 Mar 2009	18 M	213.000 EUR	WUS Austria Head Office Graz Contact: Almir Kovacevic Lichtenfelsgasse 21 8010 Graz office@wus-austria.org



National	Small and Medium Size Enterprise Development - Government and Private Sector, Project funded by the EU, managed by the EAR	The overall objective of the Project - to support the economic growth and improve the business climate in the country through fostering development and performance of SMEs and providing support to key sectors of the economy	Feb 2006 Jun 2007	16 M	1.700.000 EUR	GFA Consulting Group, Eulenkruogstrasse 82. D - 22359 Hamburg, Germany
National	Small and Medium Size Enterprise Development, an EU-funded project managed by the European Agency for Reconstruction	The overall objective of the Project - to develop the capacity of the Ministry of Economy and the SME support infrastructure in order to improve the business climate	Feb 2005 Jan 2006	11 M	1.200.000 EUR	Euroconsultants, Antonis Tritsis st. 21 B, 570 01 Thessaloniki, Greece
National	Policy Support to the Ministry of Economy, project funded by the EU, managed by the EAR	The overall objective of the project - to develop an environment, favourable to SMEs establishment and development	Feb 2004 Feb 2005	12 M	700.000 EUR	Gruppo SOGES, Corso Metteotti st. 39, 10 121 Torino, Italy
National	Social Protection Implementation Loan to the Ministry of Labour and Social Policy - Project financed by the World Bank	The overall objective of the project – to support Government to implement pension reforms which aim to enhance the long-term financial sustainability of the system, improve old age income security while reducing labour market distortions, and increasing individual responsibility in the management of their retirement income; and, to improve the efficiency, effectiveness, quality and delivery of social services and cash benefits and the coordination of social protection policy and programs	Nov 2003 Feb 2004	4 M	3.000.000 EUR	Ministry of Labour and Social Policy Dame Gruev st. 14, 1000 Skopje, Macedonia



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3-5 students on internships

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