National Centre for Development of Innovation and Entrepreneurial Learning

- PROFILE -

National centre for development of innovation and entrepreneurial learning (NCDIEL) was established in November 2009 with financial support for the period from 2009 to 2011 from the Austrian Development Cooperation (ADC) in the Republic of Macedonia. The Centre also is following the recommendations from the project “South-East European Co-operation of Innovation and Finance Agencies 2009-2012” (www.see-ifa.eu). SEE-IFA Network aims at strengthening capacity for effective provision of innovation, technology and financial support to micro, small and medium sized companies. NCDIEL is working closely with Ss. Cyril and Methodius University Business Start-up Centre (UKIM-BSC) that was also funded by ADC in April 2006. NCDIEL is supported by:

- Ministry of Economy of the Republic of Macedonia,
- Ministry of Education and Science of the Republic of Macedonia,
- Macedonian Chambers of Commerce,
- Economic Chamber of Macedonia,
- Economic Chamber of Northwest Macedonia,
- Faculty of Mechanical Engineering, Ss. Cyril and Methodius University,
- Centre for Research, Development and Continuous Education (CIRKO),
- Bureau for Development of Education.

The establishment of the NCDIEL is also based on the recommendations from the European Training Foundation (www.etf.europa.eu) and the Southeast European Center for Entrepreneurial Learning (www.seecel.hr).

NCDIEL is designed as a centre opened for innovative, technology-based and profit orientated ideas. It has a selection system that starts with on-line application of business ideas, followed by selection of the best 80-90 ideas, training in 13 modules on entrepreneurship and small business management topics, business plan competition and finally ending with at least 10 newly founded companies. The Centre activities continue with provision of seed capital for start-ups, counseling and coaching of the established companies, all in direction of strengthening the capacities of newly established companies to successfully sustain and grow in the market.
NCDIEL Vision
- To become a key national actor in the processes of creation of a competitive knowledge-based and innovative economy.

NCDIEL Mission
- Promotion, support and development of innovation and entrepreneurial learning, with the aim to decrease unemployment through creation of new innovative businesses and strengthening the SMEs sector in the Republic of Macedonia. This will be achieved through increasing the skills for innovation and technology know-how in the Macedonian economy.

NCDIEL aims to:
- Analyze and evaluate the 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 levels of education, both formal and informal, in order to spread entrepreneurial spirit among the population,
- Facilitate understanding of innovation as a way how our society changes and improves,
- Stimulate development of social entrepreneurship in the country and wider,
- Spread acceptance that innovation is the way we do business, the way we work, the options we choose as consumers and citizens,
- Support conduction of feasibility studies and establishment of business start-up centres, incubators and technology parks,
- Provide start-up training and financial support for the most innovative business ideas and coach them to become profitable high-growth businesses,
- Create/develop strategies for innovations, entrepreneurship and competitiveness at all levels (company, cluster, municipality, region, state, etc.),
- Provide soft landing services for foreign technology-based companies that want to invest in Macedonia (innovation related diligence, staffing support for engineers, local partner search, etc.)
- Provide technical support to the SME policy makers.

NCDIEL’s target groups are:
- Small and medium enterprises
- Policy makers
- Business support organizations
- State institutions/agencies
Chambers of commerce and business associations
- Financial institutions
- Consultants
- University and high school teaching staff
- Recent graduates and students from all Macedonian universities
- Students from Macedonian high schools and primary schools

**On-going activities:**

- **RRI.WBC.NET:** Embedding RRI in Western Balkan Countries: Enhancement of Self-Sustaining R&I Ecosystems, (H2020 programme - SwafS-2020-1) (March 2021 – January 2024)
- **GREENOVET:** European VET Excellence Platform for Green Innovation, Erasmus + programme KA3 Action, EACEA 33/2019 (November 2020 – October 2024)
- **INTERVET WB:** Internationalisation of VET systems in Western Balkans (Erasmus + Pilot VET mobility scheme for the Enlargement countries and Africa) (February 2020 – February 2022)
- **SEE SMART SMEs South Eastern European coalition to cultivate SMART SMEs in Europe** (COS-EYE-2019-4-01) (February 2020 – February 2023)
- **KnowHub:** Reconnecting universities and enterprises to unleash regional innovation and entrepreneurial activity (EAC-A03-2018) (November 2019 – November 2022)
- **Innovation Eco-System in CBC area (INNOV8)** (IPA EuropeAid/152956/DD/ACT/MK) (January 2018 - December 2021)
- **EntreComp for teachers** (Erasmus + EACEA-41-2016) (January 2018-June 2021)

**Results/Activities until now:**

- **Project:** External expertise and services for preparation of school curriculum, training modules for BalkanMed INNOVA project (BMP 1/1-3/2627/2017) (October 2018 – June 2020)
- **Project:** Strengthening the capacities of the clusters in Republic of North Macedonia (Ministry of Economy) (December 2019 – March 2020)
- **Project:** Strengthening the capacities of the SMEs for better access to finances through two-day symposium for networking, training and pitching simulation (Ministry of Economy) (November 2019 – March 2020)
- Project: Through learning about circular economy to development of a successful business concept and pitching in front of business angels (City of Skopje) (July 2019- December 2019)
- GIS funded project: Mapping economic, innovative and scientific potential in the Republic of North Macedonia for the smart specialisation strategy - 3S (March – October 2019)
- Project: Education and Training of XXI century, creating innovative schools: preparing the students for XXI century (October 2018-December 2018)
- Project: Increasing the competitiveness of SMEs through strengthening the cluster association (August 2018- January 2018)
- Project “How do I turn the idea into start-up company and how to get an investment for my start-up?”. Project funded by the City of Skopje. (July – November 2018)
- Identifying development opportunities for structural changes and export diversification through active sectoral policies-case study: mechanical and metal processing sector (February 2018-September 2018)
- Project RISE! – Roma Inclusion through Social Entrepreneurship, financed by the EU IPA IV (EuropeAid/136315/ID/ACT/MK) (December 2016 – December 2017)
- Project CRAYON (Creativity in Action to promote Young Entrepreneurship) ERASMUS+ KA2: Strategic Partnerships for higher education (September 2015 – September 2017)
- Project “ECO-SystemApp” ERASMUS+ - Key Activity 2: Strategic Partnerships (September 2015 – September 2017)
- Project "Experts and Consultants for BG-MK CBC Capacity Building for Competitiveness and Innovation" (March 2017- December 2017)
- Project “Consulting services for desk research, supervision of onsite surveys, development of methodologies, trainings and social media” (March 2017- December 2017)
- Project “Trainings for efficient presentation of business idea in front of board of investors aiming at high-school students- entrepreneurs and teachers – mentors in the City of Skopje”. Project funded by the City of Skopje. (July – December 2016)
- Project: “Organizing of national competition “Get In The Ring” 2016 – Through training and mentoring to 1.000.000 EUR investment”. In partnership with MACEDONIA 2025, Ministry of Economy of Republic of Macedonia and City of Skopje (May – October 2016)
- Organized 7th Balkan and Black sea Cluster Conference – DAYS of CLUSTERS, 22-24 September 2016, Ohrid Macedonia (host and co-organisator), supported by Ministry of Economy of the Republic of Macedonia
- Realized project: “Organization of entrepreneurial learning trainings for awareness rising and capacities building” funded by the Agency for Entrepreneurship Promotion of Republic of Macedonia (March – May 2016)
- Project: “Organizing of national competition “Get In The Ring” 2015 – Through training and mentoring to 1.000.000 EUR investment”. Project funded by the Ministry of Economy of Republic of Macedonia. (May – December 2015)
- Project “Trainings for efficient presentation of business idea in front of board of investors aiming at high-school students- entrepreneurs and teachers – mentors in the City of Skopje”. Project funded by the City of Skopje. (July – December 2015)


- Project “Skills development and innovation support project” (main national partner) Project of Ministry of Education and Science for reforming the innovation and entrepreneurship education in secondary education in the Republic of Macedonia. Training of 1000 teachers from primary and secondary schools who teach innovation, business and entrepreneurship subjects (March 2015 – November 2015)

- Project “Start Up!” (member of the consortium) – Erasmus+ 2014-3-DK01-KA105-000073 (January 2015 – January 2016)

- Realized project: “One-day training of 550 primary school teachers that teach subject ‘Innovation’ in IX grade of primary schools”, funded by Biro for Development in Education (October-November 2014)

- Realized project: “Development of Entrepreneurship Support Organizations for Innovative Skopje” funded by the City of Skopje (July – December 2014)

- Realized Project: “Establishment of National Cluster Association and training centre curricula development” funded by the Ministry of Economy of Republic of Macedonia (July – December 2014)

- GEM (Global Entrepreneurship Monitor) project for Macedonia 2013 (preparation of the report and its promotion)

- Get in the Ring – The Investment Battle (A future event of the Global Entrepreneurship Week) – National organisers for Macedonia

- EU SME week 2014 – co-organisers (October- November 2014)

- “Entrepreneur of the Year 2014” – co-organisers (September – December 2014)

- Realized project: “Organization of entrepreneurial learning trainings for awareness rising and capacities building” funded by the Agency for Entrepreneurship Promotion of Republic of Macedonia (March – June 2014)

- Realized project “Building capacity for better employability” funded by UK Embassy in the Republic of Macedonia (September 2012- March 2014)

- Implemented project “Through innovation and competitiveness to greater Skopje SME’s competitiveness – innovation management training” – training of 20 micro and small companies, project funded by the municipality of Skopje, 2013

- Project (FINNO) Mechanism for fostering innovation in South East Europe. Preparation of analysis of current Innovation policies in the Republic of Macedonia in relation to Technology Innovation Assessment Scoreboard (TIAS), for a study identifying national innovation policy gaps and preparation of policy recommendations for improvement of existing innovation policies in the country, 2013
- Development of common methodology and tool for measuring Technology Innovation Assessment Scoreboard in South East Europe. State-of-the-art analysis of policies, strategies and existing indicators in the field of innovation in the Republic of Macedonia, 2013
- One-day training “How to teach entrepreneurship?” of 170 High school (gymnasium and VET) teachers that are teaching subject “Entrepreneurship and Business” and “Innovation and Entrepreneurship” in Secondary schools funded by the Agency for Entrepreneurship Promotion in the Republic of Macedonia (October 2013)
- Two-day training of 300 teachers (that teach subjects mathematics, chemistry, art, informatics, biology and physics) in primary schools on the topic “How to interact innovation and entrepreneurship issues in the regular curriculum (September 2013)
- Realized New-Mentor Project (National network of Mentors for Women Entrepreneurs) – part of the European Network of Mentors for Women Entrepreneurs (Sep 2011 – Aug 2013)
- Co-organization of EU SME week 2013
- Co-organization of “Entrepreneur of the Year 2013”
- Developed “Program for support of entrepreneurship, family and small businesses in the Municipality of Veles” (May – Dec 2012)
- Implemented project for the need of city of Skopje titled: “Through innovative thinking to increased competitiveness: IT education for Macedonian businesses – on-line marketing, e-commerce and doing on-line businesses” (Jun – Dec 2012)
- Technical assistance in the preparation of the SME Programme 2011-2013
- Support in the development of Macedonian innovation strategy 2012-2020
- Implementation of the GEM (Global Entrepreneurship Monitor) for Macedonia for 2012
- Implemented project ”Capacity Building for Development of Knowledge Based Economy”, as an assistance to Agency for Promotion of entrepreneurship in Macedonia, project financed by Austrian Development Cooperation (Jul 2009 - Sep 2012)
- Partnership with Junior Achievement and co-organisation of JA-YE Europe Enterprise Challenge 2012 Skopje, Macedonia (4 - 6 July 2012 hotel Aleksandar Palace _ Skopje)
- Co-organization of the event Business Excellence Show – 31 May 2012, Hotel Aleksandar Palace - Skopje
- 2-day training on the topic of “Innovation and Entrepreneurship” for 700 professors of secondary schools in the Republic of Macedonia
- Co-organization of EU SME week 2012 and EU entrepreneur day – 30 May 2012 (Aleksandar Palace - Skopje) and giving the awards for the national competition Best business plan for secondary schools
- National business plan competition 2012 for Secondary Schools (together with UKIM-BSC and Bureau for development in education, Ministry for education and science and under the auspice of the Prime-minister of the Republic of Macedonia)
- Organization of the National most innovative business plan competition, October 2011 - May 2012 (including a Training program of 13 modules for small business management), ten new companies supported with grants to be opened as an output of the competition,
- Support of First Balkan Venture Forum (18-19 April 2012) Skopje
- Developed background study (on the request of Bureau for Development of Education in the Republic of Macedonia) as a basis for introduction of course “Entrepreneurship and Innovation” in primary and secondary education (survey of 1800 students and interviews with 750 members of management, teachers/professors and support staff at primary and secondary schools /gymnasium and VET/)
- Co-organization of “Entrepreneur of the year”, December 2011
- Co-organization of GEW 2011 (Global Entrepreneurship Week)
- Developed National Entrepreneurship Educators Network – 08.11.2011 – National conference under the Auspice of the President of the Republic of Macedonia Dr. Gjorgje Ivanov (within the EU SME week)
- Organization of promotional campaigns and information sessions on Entrepreneurship, Financial Instruments and ICT (Nov 2009 - Nov 2011)
- Co-organization of EU SME week 2011
- Analysis of the Private sector innovation activities, for the need of OECD Regional Competitive Initiative project: Developing Innovation Policy for Republic of Macedonia 2012-2020
- Analysis of Innovation infrastructures in the Republic of Macedonia, Report for project WBC-INCO.NET, Centre for Social Innovation (ZSI) as a part of WP8: Innovation Support to organize a mapping of Innovation Infrastructures in the Western Balkan region
- Analysis of the Innovation Performances of the Macedonian Business Sector (based on the survey of 500 Macedonian companies for the need of OECD project – Developing Macedonian Innovation Strategy 2012-2020)
- Expert support for the realization of the Summer School on the topic “Leadership in innovative technology”, organized by the student organization BEST
- Organization of the 4th International Conference for Entrepreneurship, Innovations and Regional Development – 5th - 7th May 2011, Ohrid, Macedonia (under the auspice of H.E. Dr. Gjorge Ivanov, the President of the Republic of Macedonia, and in partnership with the European Academy of Sciences and Arts, Macedonian Academy for Sciences and Arts and European Council for Small Business and Entrepreneurship) – www.iceird.org/2011/
- Organization of the National most innovative business plan competition, October 2010 - May 2011 (including a Training program of 13 modules for small business management), ten new companies supported with grants to be opened as an output of the competition
- Organization of the National best business plan competition for high schools in Macedonia, October 2010 - May 2011
- Organized strategic planning workshop for NCDIEL, January 2011
- Promotion and support in development of Craftsmen strategy for Macedonia, January 2011
- Implementation and promotion of the European Innovation Scoreboard in Macedonia, April 2010- January 2011
- Trainings for high school (gymnasium and VET) teachers and students delivered, as part of the preparation for the “National best business plan competition for high schools 2011”, November 2010- January 2011
- Establishment of the National Accreditation System for Consultants
- Co-organization of “Entrepreneur of the year”, December 2010
- Participation in the Global Entrepreneurship Monitor 2010 for Macedonia
- ISO 9001:2008 certification acquired, November 2010
- Microsoft Networking Partner for BizSpark program (IT Microsoft software support to start-up businesses in Macedonia)
- Preparation on the National Training Needs Analysis (Nov 2009 - Aug 2010)
- Preparation of the SME Portal for Macedonian companies (Oct 2009 - Jul 2010)
- Organized Conference "Commercialization of R&D", 12 May 2010, Skopje
- Co-organizers of EU Day of Entrepreneur and EU SME week – 11 May 2010
- National competition for most innovative business plan 2010 for students and recent graduates (Jan 2010 - May 2010)
- National business plan competition 2010 for Gymnasiums and Art High Schools (together with UKIM-BSC and Bureau for development in education, Ministry for education and science) (Jan 2010 - May 2010)
- Workshop “Successful access to finances for SMEs”, Strumica - 16 April 2010
- Celebration of World Entrepreneurship Day – 16 April 2010 (as a hub institution in Macedonia)
- Realized survey on Women entrepreneurship in Macedonia (Nov 2009 – Mar 2010)
- Signed memorandum of understanding with USAID Macedonian Competitiveness Project (implemented by CARANA corporation) for establishment of Macedonian Innovation Centre, Macedonian Innovation network, Business Angel 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 Bureau 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
- Support for organization of the event “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
- Establishment of NCDIEL (General Assembly – Skopje, Macedonia, 19 Nov 2009)

**NCDIEL Published books**

- Polenakovik R., Markovska M., Stankovska I., Jovanovski B.: “Innovation management” – university textbook, NCDIEL print, October 2019
- Polenakovik R. et al.: “Bulletin: Macedonian clusters for growth and innovation (1st issue)”, NCDIEL print, Skopje, December 2018
- Fiti T., Polenakovik R. (editors): “How to increase employment of students and graduates? Conference Proceedings”, MANU and NCDIEL print, Skopje, 14 March 2014 (closing event for the project “Building capacities for better employability” funded by the UK Embassy in the Republic of Macedonia, MANU, April 2014
R. Polenakovik, M. Markovska: “Innovation Management (textbook)”, NCDIEL print, November 2013
Polenakovik R. (editor) “Your own business: how to get there?” for university level and as teacher manual in the high schools, NCDIEL print, Skopje, September 2012

NCDIEL Staff Capacity Building (main trainings):

- “LEGO® DESIGN AND METHODOLOGY WORKSHOP”, teaching entrepreneurship using LEGO, workshop within the framework of the CRAYON’s project
- LEADER Project – two week seminar organized by Macedonia2015 and Ivey Business School, Canada
- 5 days training on Research, Technological Development and Innovation programs and projects evaluation, organized in the scope of the EVAL-INNO project
- Intensive Training Course on Project Assessment, hosted by Austria Wirtschaftsservice, Project "South East Europe - Innovation Finance Agencies (SEE-IFA)"
- Train of the Trainers Programme on Investment Readiness organized by the Macedonian business angels network
- Advanced training for preparation of Cross Border project proposals
- Study tour on "Science education" in Brussels, People 2 People Programme (EU Programme)
- Study Visit in Italy, Project "South East Europe - Innovation Finance Agencies (SEE-IFA)"
- "IPA funds for civil society organizations" training, organized by TACSO Project (Technical assistance for civil society organizations)
- "Management of civil society organizations" training, organized by TACSO Project (Technical assistance for civil society organizations)
- "Use of IPA/EU funds" training, organized by TACSO Project (Technical assistance for civil society organizations)
- Study visit to Quinn’s University, Belfast, UK – Training for Entrepreneurial Learning at the Universities, organized by ETF

**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 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 (gymnasium and VET) teachers trained for disseminating the topic “Business plan elaboration”
- Organized (with Bureau 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:**
- City of Skopje – Innovativeness and competitiveness training for SMEs
- City of Skopje – IT training of strat-up companies
- Municipality of Veles – development of entrepreneurship strategy on the municipality level
- Central European Initiative (CEI - [www.ceinet.org](http://www.ceinet.org)) support to ICEIRD 2011
- 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
- Partner of European Training Foundation (ETF) for the project: Entrepreneurial Learning in Higher Education ([www.etf.europa.eu](http://www.etf.europa.eu))
- European Academy of Sciences and Arts (from 2009), Salzburg, Austria ([www.euro-acad.eu](http://www.euro-acad.eu))
- Partners with Southeast European Center for Entrepreneurial Learning (SEECEL) – [www.seecel.hr](http://www.seecel.hr)
- Founders of ICEIRD (International Conference for Entrepreneurship, Innovations and Regional Development) network ([www.iceird.org](http://www.iceird.org))
- National Business Incubation Association, USA ([www.nbia.org](http://www.nbia.org))
- GEM (Global Entrepreneurship Monitor) program leader for Macedonia ([www.gemconsortium.org](http://www.gemconsortium.org))
- SPICE (Science Park & Innovation Center Expert Group) ([www.spicegroup.de](http://www.spicegroup.de))
- Human Recourse Development Fund (HRDF), Macedonia ([www.hrdf.org.mk](http://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, Competitiveness and Innovation’ funded by the British Embassy Skopje - (www.seciproject.org.mk) - Overall Management of the project
- Project ‘Support to Invest Macedonia’ (www.investinmacedonia.com) - Preparation of the Induction Manual
- 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

**Certifications:**
LIST OF CURRENT AND REALIZED PROJECTS
<table>
<thead>
<tr>
<th>Country</th>
<th>Project Name &amp; Contract/Grant</th>
<th>Project Description</th>
<th>Period</th>
<th>Level of Effort</th>
<th>Value</th>
<th>Project Manager</th>
<th>Donor Agency</th>
<th>Address/telephone/email</th>
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<tr>
<td>Internatio</td>
<td>GREENOVET: European VET Excellence Platform for Green Innovation</td>
<td>The GREENOVET project will foster the development of Vocational Education and Training (VET) Excellence in Green Innovation across Europe enabling innovative, inclusive and sustainable economy. Furthermore, it will provide a platform to interconnect the European VET schools on regional, national and transnational level among them and with key partners in the local innovation and skills ecosystems. This will be achieved through the establishment of Centres of Vocational Excellence (CoVEs) in 4 regions: Styria – Austria, Leiria – Portugal, Vaasa – Finland, and Skopje Region - North Macedonia. The CoVEs will focus the knowledge, resources and infrastructure of the key stakeholders into the development of skills ecosystems, contributing to regional development. The CoVEs will foster environmental, social and economic development in Europe, through green and sustainable innovation processes enabled by VET excellence.</td>
<td>Oct 2020 - Sep 2024</td>
<td>48 M</td>
<td>4.382.004, 00 EUR</td>
<td>Erasmus + programme KA3 Action, EACEA 33/2019</td>
<td>Team Leader: FH JOANNEUM Gesellschaft mbH, Graz, Austria, Contact: Dr. Bojan Jovanovski, e-mail: <a href="mailto:bojan.jovanovski@fh-joanneum.at">bojan.jovanovski@fh-joanneum.at</a></td>
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<td>Internatio</td>
<td>RRI.WBC.NET: Embedding RRI in Western Balkan Countries: Enhancement of Self-Sustaining R&amp;I Ecosystems</td>
<td>WBC-RRI.NET aims to foster the application of RRI (responsible research and innovation) principles at the territorial level in five (5) Western Balkan -4 region-level and 1 country-level R&amp;I ecosystems and promote a multi-level steering R&amp;I governance framework in the WBCs. RRI principles will act as enablers to the shared learning and diffusion of R&amp;I governance innovations at territorial level, enhancing R&amp;I planning, including S3 Strategies in the WBCs. NCDIEL is responsible for WP7 – Communication and dissemination, especially among primary and secondary schools</td>
<td>Sep 2020 – Aug 2023</td>
<td>36M</td>
<td>2.000.000, 00 EUR</td>
<td>H2020 programme - SwafS-2020-1</td>
<td>Team leader: Technival Faculty, University of Novi Sad, Serbia, Contact: prof. d-r Goran Stojanovic, e-mail: <a href="mailto:sgoran@uns.ac.rs">sgoran@uns.ac.rs</a></td>
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<td>Internatioonal</td>
<td>Internationalisation of VET systems in Western Balkans/ INTERVET WB</td>
<td>The project INTERVET WB brings together 14 organisations involved in VET from 14 countries (among which all the 6 countries of the Western Balkans) to introduce a comprehensive mobility scheme in the enlargement countries. The general objective is to improve the quality of VET provision in Western Balkans thus ultimately favoring the employability of young people.</td>
<td>Feb 2020-Feb 2022</td>
<td>24M</td>
<td>1.998.207, 76 EUR</td>
<td>Erasmus + Pilot VET mobility scheme for the Enlargement countries and Africa Coordinator: Uniser Società Cooperativa Sociale Onlus, Enrico Zanotti Piazzale della Vittoria 17 IT - 47121 Forlì Tel +39 0543 551311 E-mail: <a href="mailto:enrico@uniser.net">enrico@uniser.net</a></td>
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<td>Internatioonal</td>
<td>South Eastern European coalition to cultivate SMART SMEs in Europe/ SEE SMART SMEs</td>
<td>The SEE SMART SMEs project addresses three main challenges that European SMEs need to face and overcome in order to keep on being the backbone of the European Union (EU) economy and thus contribute to reach the Europe 2020 Strategy: internationalisation; innovation for competitiveness; and acceleration of structural reforms in SEE countries.</td>
<td>Feb 2020-Feb 2023</td>
<td>36M</td>
<td>691.272,71 EUR</td>
<td>COSME (COS-EYE-2019-4-01) Mrs. Stefania Serra, CEO of Confartigianato Servizi S.r.l., 1 Via Michelangelo Testa, 11, 84127, Salerno, Italy Tel: +39 089799406 E-mail: <a href="mailto:credito@salernoconfartigianato.it">credito@salernoconfartigianato.it</a>;</td>
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<td>Internatioonal</td>
<td>Reconnecting universities and enterprises to unleash regional</td>
<td>Establishment of Commercialisation Hubs that will enhance participation of the universities in international projects and programmes, detection and valorisation of research results, creating strategic relationships with industry, liaisons and relations with potential sponsors.</td>
<td>Nov 2019-Nov 2022</td>
<td>36M</td>
<td>904.356,00 EUR</td>
<td>ERAZMUS + (EAC-A03-2018) Bojan Jovanovski, Institute of International Management</td>
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<td>National</td>
<td>Strengthening the capacities of the clusters in Republic of North Macedonia</td>
<td>Increasing the competitiveness and internationalisation of SMEs through enhancing the management and visibility of the cluster organisations.</td>
<td>December 2019 - March 2020</td>
<td>3 M</td>
<td>15,263 EUR</td>
<td>FH JOANNEUM University of Applied Sciences, Eggenberger Allee 11, 8020 Graz, Austria</td>
<td>Tel. +43 (0)316 5453 6812</td>
<td>Fax: +43 (0)316 5453 6801</td>
</tr>
<tr>
<td>National</td>
<td>Strengthening the capacities of the SMEs for better access to finances through two-day symposium for networking, training and</td>
<td>Establishing a model for engaging the young businesses, micro and SMEs with the institutions for financial and expert support, networking of the entrepreneurs with business angels and training for innovative ways for raising-up finances.</td>
<td>November 2019 - March 2020</td>
<td>4 M</td>
<td>9,756 EUR</td>
<td>Ministry of Economy, Jurij Gagarin 15, 1000 Skopje</td>
<td>+389 2 3093 485</td>
<td><a href="mailto:info@economy.gov.mk">info@economy.gov.mk</a></td>
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<tr>
<td>Internation</td>
<td>GIZ project: Mapping economic, innovative and scientific potential in the Republic of North Macedonia</td>
<td>Research project for investigating the potential for smart specialisation of industries on a national level. Industry mapping per economic, innovation and scientific potential.</td>
<td>Mar. 2019 – Oct. 2019</td>
<td>7M</td>
<td>20.000 EUR</td>
<td>GIZ, Macedonia Address: Antonie Grubishich 5, Skopje 1000 Tel: 02 310 3560</td>
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<td>Internation</td>
<td>Product Life-cycle Management</td>
<td>PLM (Product Life-cycle Management) Strategy for IoT based Monitoring and Traceability in Wine Industry (Macedonian - Chinese Scientific and Technological Cooperation Project): - Responsible for green logistics - Data gathering and analysis</td>
<td>Jun 2018 – Dec 2019</td>
<td>6M</td>
<td>20.000 EUR</td>
<td>Prof. d-r Valentina Gcevska, Faculty of Mechanical Engineering, UKIM, <a href="mailto:valentina.gecevska@mf.edu.mk">valentina.gecevska@mf.edu.mk</a></td>
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<td>National</td>
<td>Through learning about circular economy to development of a successful business concept</td>
<td>The main objective of the project is the development of the capacities for circular economy, entrepreneurship and innovations among the teachers and students in the secondary schools on the territory of the City of Skopje, through training for performing in front of business angels and</td>
<td>July 2019- Dec. 2019</td>
<td>6M</td>
<td>4.000 EUR</td>
<td>The City of Skopje, Sector for Local Economic Development, Contact: <a href="mailto:danielak@skopje.gov.mk">danielak@skopje.gov.mk</a></td>
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<td>Internatio nal</td>
<td>and pitching in front of business angels</td>
<td>providing private capital for financing innovative and scalable businesses.</td>
<td>+389 2 3297 328</td>
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<tr>
<td><strong>Intelligent Cross-Border Accelerator for Innovative ICT-enabled start-ups iCBA</strong></td>
<td>The iCBA project’s main objective is to establish a start-up accelerator in the CB area, which will make use of the joint experience of the beneficiaries and experts from both countries, in order to provide the highly competent human capital of the area with entrepreneurial training and mentoring, and investment opportunities to create their own start-up companies immediately after the end of the project.</td>
<td>Feb. 2019-Aug. 2020</td>
<td>18M</td>
<td>670,811 EUR</td>
<td>JOINT SECRETARIAT (JS) OF THE INNERREG IPA CBC PROGRAMME “GREECE - THE FORMER YUGOSLAV REPUBLIC OF MACEDONIA 2014-2020” Balkan Center, Building D, 10th km. Thessaloniki – Thermi Road, 57001, Thessaloniki, Greece +30 2310 024050 Fax: +30 2310 024078 <a href="http://www.ipa-cbc-programme.eu">http://www.ipa-cbc-programme.eu</a> <a href="mailto:jts-ipa-cbc@mou.gr">jts-ipa-cbc@mou.gr</a></td>
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<td><strong>External expertise and services for preparation of school curriculum, training modules for BalkanMed INNOVA project</strong></td>
<td>The overall objective of the BalkanMed INNOVA project is to support both existing SMEs and potential new start-ups through training, exchange of knowledge and expertise and technology transfer. As part of this project, NCDIEL prepared a multi-modular online course “Entrepreneurship Culture and Business Ethics” with fully defined syllabus and training tools for synchronous and asynchronous e-learning.</td>
<td>Oct. 2018-April 2019</td>
<td>6M</td>
<td>19,800 EUR</td>
<td>YES foundation str. “16-ta Makedonska Brigada” 13B (Postal Box 776) 1001 Skopje Republic of Macedonia Tel.: +389 (0)2 3103 66 E-mail: <a href="mailto:info@yes.org.mk">info@yes.org.mk</a></td>
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<tr>
<td>National Education and Training of XXI century, creating innovative schools: preparing the students for XXI century</td>
<td>One-day training of 2300 teachers from secondary schools</td>
<td>Oct. 2018 Dec. 2018</td>
<td>3 M</td>
<td>24,200 EUR</td>
<td>Bureau for Development of Education in the Republic of Macedonia Contact: BDE Director <a href="mailto:zekirjahasipi@bro.gov.mk">zekirjahasipi@bro.gov.mk</a></td>
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<td>National Increasing the competitiveness of SMEs through strengthening the cluster association</td>
<td>The project will create an opportunity to measure and compare the performance of cluster associations in line with EU standards, increase the visibility of cluster associations at home country and abroad, and strengthen intercultural cooperation by developing a communication strategy for clusters.</td>
<td>Aug. 2018- Jan. 2018</td>
<td>6 M</td>
<td>8,200 EUR</td>
<td>Ministry of Economy, Jurij Gagarin 15, 1000 Skopje +389 2 3093 485 <a href="mailto:info@economy.gov.mk">info@economy.gov.mk</a></td>
<td></td>
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<tr>
<td>National How do I turn the idea into start-up company and how to get an investment for my start-up?</td>
<td>The main goal of the project is to increase the innovation and entrepreneurial spirit of the youth on the territory of the City of Skopje through cooperation of the business sector with the secondary education. The project consists of trainings and consultations for increasing the capacities and abilities of teachers involved in teaching related to the fields: innovation, business and entrepreneurship, expanding their knowledge and views on new, current topics, such as the possibilities for using risky capital, but also encouraging innovation among high school students through the development of innovative business ideas and improving their presentation skills for effective presentation to the board of investors with venture capital.</td>
<td>July 2018 – Dec. 2018</td>
<td>6 M</td>
<td>3,150 EUR</td>
<td>The City of Skopje, Sector for Local Economic Development, Contact: <a href="mailto:danielak@skopje.gov.mk">danielak@skopje.gov.mk</a> +389 2 3297 328</td>
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</table>
| Internatio
nal | EntreComp for teachers | EntreComp for Teachers (ECT) aims to improve the quality (and inclusiveness) of school education through making direct policy and practice-based links between the professionalisation of teachers, educators and leaders and how this can be supported by developing the capacity of teachers to deliver entrepreneurship education through their teaching. | Jan. 2018-Dec. 2020 | 36 M | 612.330 EUR | ERASMUS+ EACEA-41-2016
University of Wales Trinity Saint David, Swansea Metropolitan Campus/Campus Metropolitan Abertawe Mount Pleasant, Swansea, SA1 6ED, UK Contact: Professor Kathryn Penaluna kathryn.penaluna@uwtsd.ac.uk
European Commission |
|---|---|---|---|---|---|---|
| National | Identifying development opportunities for structural changes and export diversification through active sectoral policies-case study: mechanical and metal processing sector | The purpose of this project is to encourage structural changes and diversification of exports to mechanical and metal manufacturing companies and to define policies in accordance with Chapter 20 on Negotiations. | Feb. 2018-04-Jul. 2018 | 6 M | 7.550 EUR | European Union (IPA EuropeAid / 152956 / DD / ACT / MK)
Delegation to the European Union in the RM Elisabeta Georgieva delegation-fyrmacedonia@eeas.europa.eu |
| Internatio
nal | Innovation Eco-System in the CBC area (CBC INNOV8) | The purpose of this project is to contribute to increased competitiveness and trade in the cross-border (CBC) area, through facilitating the transfer of know-how and technologies among start-ups and SMEs. | Jan. 2018-Apr. 2020 | 28 M | 389.028 EUR | European Union (IPA EuropeAid / 152956 / DD / ACT / MK)
Delegation to the European Union in the RM |
| National | “Training for social entrepreneurship of vulnerable groups in the Republic of Macedonia and development of social business” | As part of this project, NCDIEL implemented the following activities:  
• Activity 1: Training to learning the principles of financial resources;  
• Activity 2: Training for acquisition skills for time management and task assignments;  
• Activity 3: Teamwork training;  
• Activity 4: Training for acquiring soft skills and improving communication skills;  
| National | Trainings for presenting a business idea to investors for high school students, entrepreneurs and teachers in the City of Skopje | The main goal of the project is to increase the innovation and entrepreneurial spirit of the youth on the territory of the City of Skopje through cooperation of the business sector with high school education. The project consists of trainings and consultations for increasing the capacities and abilities of teachers involved in teaching related to areas: innovation, business and entrepreneurship, expanding their knowledge and perspectives on new, current topics such as opportunities for using risk capital, but also to encouraging innovation among high school students by developing new business ideas and improving their presentation skills for effective representation before investing in investors with risk capital. | May 2017- Dec. 2017 | 8 M | 3.600 EUR | The City of Skopje, Sector for Local Economic Development, Contact: danielak@skopje.gov.mk +389 2 3297 328 |
| National | Strategy for development of clusters in the Republic of | Improving cluster policy management will enhance the efficiency and sustainability of the coordination and collaboration of all institutions that are relevant to clusters. The cluster development strategy in the Republic of | Jun. 2017- | 6 M | 5.333,00 EUR | Ministry of Economy Jurij Gagarin 15, 1000 Skopje +389 2 3093 485 |
| Internationa | RISE! – Roma Inclusion through Social Entrepreneurship | Macedonia will include a range of different measures that will be coordinated through the management system. Good governance will ensure the successful implementation of all measures of the strategy and will promote their linkages and compliance. | Dec. 2017 | info@economy.gov.mk |

*The overall project objective* is to foster social inclusion of young Roma and NEETs through social youth entrepreneurship education. Specific objectives are:
- To provide special designed training for entrepreneurial skills and social entrepreneurship development for Roma and NEET’s in order to develop, validate and implement social entrepreneurial projects;
- To establish Social Entrepreneurship hub that will be formed and run from the proactive Roma and NEETs training beneficiaries and with best social entrepreneurship idea, with a help of the project partners;
- To organise social entrepreneurship competition where the participants will apply their knowledge from the trainings in practice throughout their ideas;
- To ensure that the Social Entrepreneurship hub will deliver of further support to the disadvantaged groups of youth (Roma and other NEETs) in order to increase their employability;
- To ensure support of development of self-employment opportunities for Roma and facilitating moving from employment in the informal economy to working in the “white” economy;
- To provide Roma youngsters with skills for sustainability of the Social Entrepreneurship hub, fundraising orientation, project and funding allocation, throughout short skill-tailored workshops;
<p>| Internatio nal | Experts and Consultants for BG-MK CBC Capacity Building for Competitiveness and Innovation | The overall objective of this contract is to increase capacities for competitiveness and innovativeness of local businesses and administration in cross border region of North-east Macedonia (6 Municipalities) and the district of Kyustendil | Mar. 2017-Dec. 2017 | 9 M | 23,350.99 EUR | MANU |
| Internatio nal | Consulting services for desk research, supervision of onsite surveys, development of methodologies, trainings and social media | The subject of this Contract is Consulting services for desk research, supervision and onsite surveys, development of methodologies, trainings and social media done in the North-East region (R. Macedonia). | Mar. 2017-Dec. 2017 | 9 M | 6.100 EUR | Foundation for Small and Medium Enterprises Development Kumanovo Ilindenska bb, 1300 Kumanovo | <a href="mailto:razvojku@t.mk">razvojku@t.mk</a> |
| Internatio nal | CRAYON (Creativity in Action to promote Young) | 1. Development of a training program (methodology + training course + Massive Open Online Course, MOOC + training videos) based on present and future market requirements, | Sep. 2015- | 24 M | 17,000 EUR | Florida Centre de Formació Societat Cooperativa, Florida Universitaria, |</p>
<table>
<thead>
<tr>
<th>National Organization of the 7th “Balkan and Black Sea”</th>
<th>National</th>
<th>The “Clusters Days 2016” mission is to strengthen cooperation between clusters from different countries in the Balkan-Black Sea region in order to maximize the concept of cluster</th>
<th>Mar.</th>
<th>8 M</th>
<th>9.200 EUR</th>
<th>Ministry of Economy, Department of Industrial Policy</th>
</tr>
</thead>
<tbody>
<tr>
<td>National</td>
<td>Organization of the 7th “Balkan and Black Sea”</td>
<td>The general purpose of the project is to raise awareness of the importance and opportunities offered by risk capital for young businesses. The purpose of this project is to develop capacities for entrepreneurship and innovation with teachers and students in high school on the territory of City of Skopje, through the ability to present to investors getting acquainted with the opportunities for securing private capital for financing new and scalable businesses</td>
<td>Jun. 2016- Dec. 2016</td>
<td>8 M</td>
<td>3.900 EUR</td>
<td>The City of Skopje, Sector for Local Economic Development, Contact: <a href="mailto:danielak@skopje.gov.mk">danielak@skopje.gov.mk</a> +389 2 3297 328</td>
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<tr>
<td>International</td>
<td>“ECO-SystemApp” ERASMUS+ - Key Activity 2: Strategic Partnerships</td>
<td>1. Development of an assessment tool for validation of learning outcomes. 2. Creating of a repository of educational resources for entrepreneurship education that will increase the value of existing entrepreneurship education material, its transfer and take-up. 3. Strengthening education and training paths of educators and youth workers / strengthening the profile of the teaching professions.</td>
<td>Sep. 2015</td>
<td>Sep. 2017</td>
<td>24 M</td>
<td>32.000 EUR</td>
</tr>
<tr>
<td>Entrepreneurship ERASMUS+ KA2: Strategic Partnerships for higher education</td>
<td>Entrepreneurship ERASMUS+ KA2: Strategic Partnerships for higher education</td>
<td>focused on entrepreneurship, creativity, innovation and soft skills. 2. Improving the quality and relevance of higher education by boosting entrepreneurship among young students. 3. Establishing strategic partnerships between Universities, Business Incubators, Entrepreneur centres and businesses. 4. Engaging teachers and trainers in promotion, adoption and use of these novel learning practices.</td>
<td>Sep. 2017</td>
<td></td>
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</table>
| Conference - Clusters Days 2016 | capitalization in their economies. Participants from more than 20 countries participated in the VII Conference held in Ohrid from 22 to 24 September 2016. The main purposes of the Conference were:  
- Strengthening the role of Clusters in the Sustainable Economic Development of the Balkan and Black Sea Region (BB Region).  
- Improvement of existing national and regional cluster policies in the BC region.  
- Improve the inter-cluster linking (B2B, B2C, C2C) in the region, promote and internationalize clusters in order to boost innovation and competitiveness in the region through a cluster approach.  
- Participation in public-private dialogue and creation of a partnership in the field of strategic cluster development in the region.  
- Better understanding and cooperation between academic institutions (university and research and development institutions) and the business community in the region. | 2016-Dec. 2016 | Contact: Nikolina Trajanoska nikolina.trajanoska@economy.gov.mk |
| National | “Organization of entrepreneurial learning trainings for awareness raising and capacities building” | Set of 4 cycles of trainings:  
1. Entrepreneurial Education  
Organization of 5 workshops for entrepreneurship promotion and awareness rising among the youth  
2. Trainings for preparation of business plans  
Conducting trainings for 13 topics for preparation of business plans and development of a start-up. Activity for preparation of young entrepreneurs to apply in the “National competition for starting a business” organized by the Ministry of Economy. | Mar. 2016 - May 2016 | 3 M 20.000 EUR | Agency for promotion of entrepreneurship of the Republic of Macedonia  
Contact: APERM Director Mustafa Mandal mustafamandal@apprm.gov.mk |
3. **Trainings for high-school (gymnasium and VET) teachers, teaching the subject “Entrepreneurship and Business”**
   Two one-day trainings for capacity building of the high-school teachers.

4. **Trainings for preparation of students for job applications**
   5 awareness rising trainings for students, aiming to prepare them for the labor market through preparation of job application including CV, cover letter and behavior during job interview

<table>
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<tr>
<th>National Organizing the national &quot;Get in the Ring&quot; competition 2016 Through training and mentoring up to an investment of 1,000,000 euros</th>
</tr>
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<tbody>
<tr>
<td>3. Organization of the national &quot;Take in the Ring - Battle for Investments&quot; competition under the auspices of the Minister of Economy, Mr. Driton Kuchi.</td>
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<tr>
<td>4. Choice of national winner</td>
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<tr>
<td>The objectives of this project were:</td>
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<tr>
<td>1. To popularize the &quot;Get in the Ring - Battle for Investments&quot; competition, which takes place in more than 80 countries around the world</td>
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<td>2. Organization trainings for preparing candidates for the competition, on topics:</td>
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<td>• Improving communication skills, especially when presenting to investors</td>
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<td>• Raising awareness of entrepreneurship and strengthening managerial skills in micro and small businesses</td>
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<td>• Creating innovative promotional strategies for businesses</td>
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<tr>
<td>• Raising awareness for investing in domestic capital in start-up businesses</td>
</tr>
<tr>
<td>2 M</td>
</tr>
<tr>
<td>2,500 EUR</td>
</tr>
<tr>
<td>Ministry of Economy, Yuri Gagarin 15, 1000 Skopje +389 2 3093 485 <a href="mailto:info@economy.gov.mk">info@economy.gov.mk</a></td>
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</tbody>
</table>
| National                  | Trainings for efficient presentation of business idea in front of board of investors aiming at high-school students-entrepreneurs and teachers – mentors in the City of Skopje | 1. Trainings for secondary-school students and teachers for innovation, business and entrepreneurship subjects about the theoretical and practical aspects of supplying finances and pitching in front of investment boards.  
2. Consultant sessions for each of the entrepreneurial teams and their mentors.  
3. Preparation and application of the gained presentation skills for pitching a business idea in front of the simulated investment board. | Jul. 2015  
Dec. 2015 | 6 M | 3.500 EUR | City of Skopje, Department for economic development, Contact: danielak@skopje.gov.mk +389 2 3297 328. |
|--------------------------|---------------------------------------------------------------------------------|---------------------------------------------------------------------------------|---------------------------------|-----------------|----------------|--------------------------------------------------|
| National                  | Measuring and evaluation of the clusters quality according to the EU standards | 1. Organising informative seminars for EU standards and European institutions for cluster support  
2. Defining the indicators according to the EU standards and preparation of a questionnaire for cluster evaluation  
3. Conducting the cluster evaluation survey and processing the results  
4. Presentation of the survey results and recommendations for further steps | Jun. 2015  
Dec. 2015 | 7 M | 3.000 EUR | Ministry of economy, Industrial Policy Department Contact: Nikolina Trajanoska nikolina.trajanoska@economy.gov.mk |
| National                  | Organisation of the national competition “Get In The Ring” 2015 Through trainings and mentorship to an investment | 1. Popularization of the competition “Get In The Ring – investment battle” which is happening in 64 countries in parallel  
2. Organizing trainings for preparation of the candidates for the competition.  
3. Organizing the national competition “Get In The Ring – Investment battle” under the auspice of the Minister for Economy m-r Bekim Neziri. | May 2015  
Dec. 2015 | 8 M | 3.500 EUR | Ministry of economy, Jurij Gagarin 15, 1000 Skopje +389 2 3093 485 info@economy.gov.mk |
<table>
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<tr>
<th>National</th>
<th>“Organization of entrepreneurial learning trainings for awareness rising and capacities building”</th>
<th>up to 1.000,000 EUR</th>
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<tr>
<td>4. Selecting the national winner.</td>
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<td>5. Supporting the winner team to participate on the regional semifinal, and in case they win again, supporting them in the preparations for the international finale in Rotterdam, Netherland.</td>
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<tr>
<td>National</td>
<td>Set of 4 cycles of trainings:</td>
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<tr>
<td>2. <strong>Entrepreneurial Education</strong></td>
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<tr>
<td>Organization of 5 workshops for entrepreneurship promotion and awareness rising among the youth</td>
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<td><strong>2. Trainings for preparation of business plans</strong></td>
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<tr>
<td>Conducting trainings for 13 topics for preparation of business plans and development of a start-up. Activity for preparation of young entrepreneurs to apply in the “National competition for starting a business” organized by the Ministry of Economy.</td>
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<tr>
<td><strong>3. Trainings for high-school (gymnasium and VET) teachers, teaching the subject “Entrepreneurship and Business”</strong></td>
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<tr>
<td>Two one-day trainings for capacity building of the high-school teachers.</td>
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<td><strong>4. Trainings for preparation of students for job applications</strong></td>
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<tr>
<td>5 awareness rising trainings for students, aiming to prepare them for the labor market through preparation of job application including CV, cover letter and behavior during job interview.</td>
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<td>Mar. 2015</td>
<td>4 M</td>
<td>20,000 EUR</td>
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<td>Jun 2015</td>
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<tr>
<th>International</th>
<th>Skills development and innovation support project (SDISP)</th>
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<tr>
<td>Consulting services for provision of technical assistance for the development of new competency-based curriculums and pertinent modules for innovation and entrepreneurship education in secondary education in the Republic of Macedonia.</td>
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<tr>
<td>Training of 1000 teachers from primary and secondary schools who teach innovation, business and entrepreneurship subjects.</td>
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<td>Mar. 2015</td>
<td>7 M</td>
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<td>Nov. 2015</td>
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</table>

Agency for promotion of entrepreneurship of the Republic of Macedonia
Contact: APERM Director Mustafa Mandal
mustafamandal@apprm.gov.mk

International Institute for Creative Entrepreneurial Development, University of Wales Trinity Saint David, Swansea Metropolitan Campus/Campus Metropolitan Abertawe Mount Pleasant, Swansea, SA1 6ED, UK
| International | “Start Up!” Erasmus+ 2014-3-DK01-KA105-000073 | The project aims at contributing to enhance the well being of young people in Europe. The project entails a contact making event bringing together 23 organizations from 20 countries in Europe, including Eastern Partnership and Euro-Med countries, in order to strengthen their partnership in promoting entrepreneurship among young people. The project is co-financed by the European Union through the Erasmus+ programme. | Jan. 2015 – Jan. 2016 | 12 M | 41,561 EUR | InterCollege
Bygholmen 9, 9000 Aalborg, Denmark/
+45 45 34 30 40/
ana@intercollege.info
ana@interstep.dk |
| Internatio
nal | “Youth Entrepreneurship Support Service” | Strengthening the capacities of the YES (Youth Entrepreneurship Support) – Network:
- Selection of 8 Civil Society Organizations (CSOs) that support youth entrepreneurship
- Building capacities of CSOs (train the trainers, development/improvement of new curriculum and mentoring system of new-start-ups, etc.)
- Direct support to > 100 start-ups in mentoring and coaching | Apr. 2014 - Sep. 2015 | 18 M | 185,185 EUR | Delegation of the European Union (Project No. – IPA 2014/338-806)
YES foundation, project manager: Natasa Petkova
natasa.petkova@yes.org.mk |
| National | Training of primary school teachers for introduction of course “Innovation” in IX grade | One-day training of 550 primary school teachers that teach subject ‘Innovation’ in IX grade of primary schools | Sep. 2014 Nov. 2014 | 3 M | 21,000 EUR | Bureau for Development of Education in the Republic of Macedonia
Contact: BDE Director
vesna.horvatovikj@bro.gov.mk |
| National | Establishment of National Cluster Association and training centre | 1. Analysis of current situation with clusters in the Republic of Macedonia
2. Conducting training needs analysis for clusters
<table>
<thead>
<tr>
<th>Activity</th>
<th>Duration</th>
<th>Cost</th>
<th>Contact</th>
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</thead>
<tbody>
<tr>
<td>2. <strong>Entrepreneurial trainings for young businesses for efficient pitching in front of an investment board and organisation of the national “Get In The Ring” competition.</strong></td>
<td></td>
<td></td>
<td>Nikolina Trajanoska <a href="mailto:nikolina.trajanoska@economy.gov.mk">nikolina.trajanoska@economy.gov.mk</a></td>
</tr>
<tr>
<td>4. <strong>Trainings for preparation of students for job applications</strong></td>
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</tr>
<tr>
<td>Category</td>
<td>Description</td>
<td>Start</td>
<td>End</td>
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<tr>
<td>National</td>
<td>5 awareness rising trainings for students, aiming to prepare them for the labor market through preparation of job application including CV, cover letter and behavior during job interview</td>
<td>Dec. 2013</td>
<td>Mar. 2014</td>
</tr>
<tr>
<td>National</td>
<td>Preparation of analysis of current Innovation policies in the Republic of Macedonia in relation to Technology Innovation Assessment Scoreboard (TIAS), for a study identifying national innovation policy gaps and preparation of policy recommendations for improvement of existing innovation policies in the country</td>
<td>Sep. 2013</td>
<td></td>
</tr>
<tr>
<td>National</td>
<td>2-day training of 300 primary school professors (of physics, chemistry, biology, informatics, art and mathematics) on the topics of “Innovations and entrepreneurship”</td>
<td>Sep. 2013</td>
<td></td>
</tr>
<tr>
<td>National</td>
<td>Investigation the level of entrepreneurial activity as a part of the GEM (Global Entrepreneurship Monitor) survey 2012 (survey more than 2000 persons – adult population, interviews of 50 national experts)</td>
<td>Jan. 2013</td>
<td>Dec. 2013</td>
</tr>
</tbody>
</table>
| **National** | **Multiethnic Education Project** | 2. Improved capacity of the Government to conduct skills analysis provided by the higher education versus those in demand by the business sector  
3. Pilot screening of a sample Faculty’s curricula and comparative analysis of market demand for their graduates, assisted by Swansea Metropolitan University | Sep. 2012 Mar. 2013 | 7 M | 123,789 EUR | Contact: Liljana.Ristovska@fco.gov.uk
Norway Embassy, Ministry of Education and Science
Contact: Gramoz Shabani
Str. Mito Hadzivasilev Jasmin No.50 Skopje tel. 02/3117-896
gramoz.shabani@mon.gov.mk |
Contact: APERM Director - Vahida Redzepagic
vahida.redzepagic@apprm.gov.mk |
| Municipality | Development of program for support of entrepreneurship, family and small businesses in the Municipality of Veles | Analysis of current situation with SMEs in the municipality of Veles; Analysis of best practices on the EU level for development of entrepreneurship and innovativeness on the municipality level; Development of new program and action plan | May 2012 | 7 M | 18,000 EUR | Municipality of Veles  
Sector for economic development and IT,  
opve@veles.gov.mk |
|-------------|--------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------|---------|------|-----------|--------------------------------------------------|
| National    | Implementation of topics of “Innovation and entrepreneurship” in subjects in secondary education | 2-day training of 700 high school professors (of physics, chemistry, biology, informatics, art and business) on the topics of “Innovations and entrepreneurship” | May 2012 | 4 M | 33,000 EUR | Bureau for Development of Education in the Republic of Macedonia  
Contact:  
BDE Director  
vesna.horvatovikj@bro.gov.mk |
| Municipalit y | Through innovative thinking to increased competitiveness: IT education for Macedonian businesses – online marketing, e-commerce and doing online businesses | Training and consulting of 30 start-up companies for utilisation of Information Technologies in their day-to-day activities | May 2012 | 7 M | 1,650 EUR | City of Skopje  
Department for economic development  
Slobodan.Kosev@skopje.gov.mk |
| National    | Background study for implementation of Entrepreneurial Learning in primary and secondary education | Analysis of current EU and worldwide situation regarding the entrepreneurial learning and development of background study as a basis for introduction of course “Entrepreneurship and innovation” in primary and secondary education” (survey of 1800 students and interviews with 750 members of | Nov. 2011 | 2 M | 6,500 EUR | Bureau for Development of Education in the Republic of Macedonia  
Contact:  
BDE Director |
<p>| National | Implementation of GEM (Global Entrepreneurship Monitor) 2012 for Macedonia | Researching the level of entrepreneurial activities, more than 2000 adults surveyed and interviewed more than 50 national experts for entrepreneurship. GEM is global annual research that has started in 1999. In 2008 there were 43 countries included, including the Republic of Macedonia. GEM main goals: To measure and compare the differences in the development level of entrepreneurial activities among the countries members in this research; To determine the factors influencing the level of entrepreneurial activities; and To identify the policies that could increase the level of entrepreneurial activities. | Jan. 2012 | 12 M | 25.000 EUR | Macedonian Foundation for Enterprise Development Contact: GERA Board E-Mail: <a href="mailto:colema@babson.edu">colema@babson.edu</a> |
| National | European Network of Mentors for Women Entrepreneurs in Macedonia | Setting up of a national network of mentors for women entrepreneurs in Macedonia aimed towards supporting the female entrepreneurship development and ensuring that newly-established women entrepreneurs can sustain their activity throughout the first years of their businesses. | Sep. 2011 Aug. 2013 | 42 M | 83.000 EUR | EU – CIP/EIP program 6/G/ENT/CIP/10/E/N01C21 Contact: MIR fondation <a href="mailto:gabriela@mir.org.mk">gabriela@mir.org.mk</a> |
| National | OECD supported development of “Macedonian innovation strategy 2012-2020” | Background study for analysis of innovation capacities of 500 surveyed Macedonian companies in order to present current level of innovation awareness and development in the companies and to provide recommendations for development of Macedonian Innovation Strategy 2012-2020 | Mar. 2011 Jun. 2013 | 3 M | 4.000 EUR | OECD contract, for Ministry of economy of RM Contact: OECD – Private sector development devision <a href="mailto:rainer.lanz@oecd.org">rainer.lanz@oecd.org</a> |
| Multi-national | SEE-IFA Network: Southeast Europe Cooperation of Innovation and | 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 | Jan. 2009 Jan. 2012 | 36 M | 2.683.237 EUR | EU SEE Transnational program Contact: Austria Wirtschaftsservice GmbH |</p>
<table>
<thead>
<tr>
<th>Finance Agencies</th>
<th>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.</th>
<th>Ungargasse 37, 1030 Vienna <a href="mailto:r.mosburger@awsg.at">r.mosburger@awsg.at</a></th>
</tr>
</thead>
<tbody>
<tr>
<td>Multi-national</td>
<td>“Creating R&amp;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&amp;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&amp;D capacities at the universities. That again will enable to get to the root of the R&amp;D problems, where research activities take place, in order to commence sustainable improvements in the entire national R&amp;D system.</td>
<td>Jan. 2009</td>
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<tr>
<td></td>
<td></td>
<td>Jan. 2012</td>
</tr>
<tr>
<td>Multi-national</td>
<td>&quot;COMPETENCE – Matching competences in higher education and economy: From competence catalogue to strategy and curriculum development&quot; 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 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.</td>
<td>Jan. 2009</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Jan. 2012</td>
</tr>
<tr>
<td>Multi-national</td>
<td>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 professional, market-oriented process of training needs assessment can be developed.</td>
<td>Sep. 2008</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Jan. 2009</td>
</tr>
</tbody>
</table>

Phone: +389 23099 481; Fax: 389 23099 482 info@ncdiel.mk, www.ncdiel.mk

ISO 9001 BUREAU VERITAS Certification

Bul. 8th of September No. 2-9
1000 Skopje, Macedonia
SWIFT: KOBSMK2X
Bank: Komercijalna Banka AD Skopje
IBAN: MK07300701002660968
Account No.: 0270100266099
### International
- **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
  - 36 M
  - 510.000 EUR
  - Austrian Development Agency
  - Contact: Heinz Habertheuer
  - e-mail: Heinz.Habertheuer@ada.gv.at

### National
- **Implementation of Global Entrepreneurship Monitor GEM 2010 for Macedonia**
  - Investigation the level of entrepreneurial activity as a part of the GEM (Global Entrepreneurship Monitor) survey 2010 (survey more than 2000 persons – adult population, interviews of 50 national experts)
  - Jan. 2010
  - Dec. 2010
  - 12 M
  - 25.000 EUR
  - Macedonian Foundation for Enterprise Development
  - Contact: GERA Board
  - E-mail: colema@babson.edu

- **Technical Assistance in Drafting National Crafts Strategy**
  - The overall objective of the project is to enhance business collaboration between Slovenian and Austrian crafts and SME-s in furniture and wood processing sector. The project is implemented as a joint initiative of Slovenian Chamber of Craft and Small Business, Carinthia Chamber of Commerce and Slovenian Economic Union from Carinthia. (BERIS program of World Bank)
  - Apr. 2010
  - Sep. 2010
  - 5 M
  - 138.000 EUR
  - World Bank
  - Contact: SME Department Ministry of Economy
  - E-mail: imerali.baftijari@economy.gov.mk

- **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. (BERIS program of World Bank)
  - Apr. 2010
  - Sep. 2010
  - 5 M
  - 138.000 EUR
  - World Bank
  - Contact: SME Department
  - E-mail: imerali.baftijari@economy.gov.mk

- **Strengthening Entrepreneurship Competitiveness**
  - 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
  - 26 M
  - 300.000 EUR
  - SPFRE fund - British Embassy
### National

**Technical Assistance to SME Development**

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. (Project funded by the EU, managed by the EAR)

<table>
<thead>
<tr>
<th>Start Date</th>
<th>End Date</th>
<th>Amount</th>
<th>Contact</th>
</tr>
</thead>
</table>

### 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.

<table>
<thead>
<tr>
<th>Start Date</th>
<th>End Date</th>
<th>Amount</th>
<th>Contact</th>
</tr>
</thead>
<tbody>
<tr>
<td>Jun. 2007</td>
<td>May. 2008</td>
<td>12 M 20.000 EUR</td>
<td>Technical University of Sofia Prof. Georgy Tzvetkov 8 Kliment Ohridski Blvd. 1756 Sofia, BULGARIA <a href="mailto:gtzvet@tu-sofia.bg">gtzvet@tu-sofia.bg</a></td>
</tr>
</tbody>
</table>

### National

**University Ss Cyril and Methodius Business Start-up Centre: Phase I - Through networking to 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.**

<table>
<thead>
<tr>
<th>Start Date</th>
<th>End Date</th>
<th>Amount</th>
<th>Contact</th>
</tr>
</thead>
<tbody>
<tr>
<td>Apr. 2006</td>
<td>Jun. 2008</td>
<td>27 M 508.000 EUR</td>
<td>Austrian Development Agency Contact: Heinz Habertheuer Head of Office e-mail:</td>
</tr>
</tbody>
</table>
## National Programmes

### Implementation of Global Entrepreneurship Monitor GEM 2008 for Macedonia
- **Description:** 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)
- **Timeline:** Jan. 2008 to Dec. 2008
- **Budget:** 12 M EUR
- **Contributors:** Macedonian Foundation for Enterprise Development, Austrian Development Agency
  - **Contact:** GERA Board Ms. Marcia Cole, E-Mail: colema@babson.edu

### LEPEZA Project: (re-socialization of dismissed army officers)
- **Description:** Entrepreneurship and management training of dismissed army officers (2 cycle of trainings and business plan competition)
- **Timeline:** Jan. 2007 to Dec. 2008
- **Budget:** 24 M EUR
- **Contributors:** Ministry of defense of Republic of Macedonia, Norwegian Embassy in Macedonia
  - **Contact:** lepeza.skopje@morm.gov.mk

### Multinational Project: MAKfoodS, Network of food processing SMEs in Styria and Macedonia for an international competitiveness
- **Description:** 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 enabled 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.
- **Timeline:** Sep. 2007 to Mar. 2009
- **Budget:** 18 M EUR
- **Contributors:** WUS Austria Head Office Graz
  - **Contact:** Almir Kovacevic office@wus-austria.org

### SME Development - Government and Private Sector
- **Description:** 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 (Project funded by the EU, managed by the EAR)
- **Timeline:** Feb 2006 to Jun 2007
- **Budget:** 16 M EUR
- **Contributors:** GFA Consulting Group, Eulenkrugstrasse 82. D - 22359 Hamburg, Germany
<table>
<thead>
<tr>
<th>National</th>
<th>Project Description</th>
<th>Overall Objective</th>
<th>Start Date</th>
<th>Duration</th>
<th>Project Value</th>
<th>Implementor</th>
</tr>
</thead>
<tbody>
<tr>
<td>National</td>
<td><strong>Small and Medium Size Enterprise Development</strong></td>
<td>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 (Project funded by the EU, managed by the EAR)</td>
<td>Feb 2005</td>
<td>11 M</td>
<td>1.200.000 EUR</td>
<td>Euroconsultants, Antonis Tritsis st. 21 B, 570 01 Thessaloniki, Greece</td>
</tr>
<tr>
<td>National</td>
<td><strong>Policy Support to the Ministry of Economy</strong></td>
<td>The overall objective of the project - to develop an environment, favourable to SMEs establishment and development (Project funded by the EU, managed by the EAR)</td>
<td>Feb 2004</td>
<td>12 M</td>
<td>700.000 EUR</td>
<td>Gruppo SOGES, Corso Metteotti st. 39, 10 121 Torino, Italy</td>
</tr>
<tr>
<td>National</td>
<td><strong>Social Protection Implementation Loan to the Ministry of Labour and Social Policy</strong> - Project financed by the World Bank</td>
<td>Support to 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</td>
<td>Nov 2003</td>
<td>4 M</td>
<td>3.000.000 EUR</td>
<td>Ministry of Labour and Social Policy, Dame Gruev st. 14, 1000 Skopje, Macedonia</td>
</tr>
</tbody>
</table>
Contacts:

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Tel. +389 2 30992481 (+389 70 332 930)  
E-mail: radmil.polenakovik@mf.edu.mk, radmil.polenakovik@ncdiel.mk

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E-mail: monikamarkovska34@gmail.com, monika.markovska@ncdiel.mk