



National Centre for Development of Innovation and Entrepreneurial Learning

- P R O F I L E -

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.

Bul. 8th of September No. 2-9
1000 Skopje, Macedonia
SWIFT: KOBSMK2X
Bank: Komercijalna Banka AD Skopje
IBAN: MK07300701002660968
Account No.: 0270100266099

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





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

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- 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)
- Intelligent Cross-Border Accelerator for Innovative ICT-enabled start-ups iCBA (“F1 – S.O. 1.1 – SC 038 Interreg IPA II Cross-border Cooperation Programme “Greece-the former Yugoslav Republic of Macedonia 2014-2020”) (February 2019 - October 2021)
- 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)

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- 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 (Mart – 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)

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- 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: "Measuring and benchmarking of the quality of Clusters with EU-standards". Project funded by the Ministry of Economy of Republic of Macedonia. (May – 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

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- 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

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- 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

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- 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
- 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 "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/DA0B229BA4A0A30CC12576700039B8A1EN?OpenDocument>)

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- Establishment of NCDIEL (General Assembly – Skopje, Macedonia, 19 Nov 2009)

NCDIEL Published books

- Kocov A., Hollanders H., Dukovski V., Polenakovik R., et al: “Mapping economic, innovation and scientific potential in Republic of North Macedonia (report)”, GIZ funded project, NCDIEL print, October 2019
- Polenakovik R., Markovska M., Stankovska I, Jovanovski B.: “Innovation management” – university textbook, NCDIEL print, October 2019
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- Sutevski D., Polenakovik R., Stankovska I., Velkovski T.: “Business Plan – Guide (2nd edition)”, NCDIEL Print, Skopje, September 2019
- Polenakovik R. et al. : “Bulletin: Macedonian clusters for growth and innovation (1st issue)”, NCDIEL print, Skopje, December 2018
- Polenakovik R., Stankovska I., Jovanovski B., Velkovski T., Polenakovik M.: “National Strategy for Cluster development 2018-2025 with Action Plan”, NCDIEL print, Skopje, February 2018
- Polenakovik R.(editor): Project materials with recommendations: “Identifying the Development Opportunities for Structural Change and Export Diversification Through Active Industrial Policies - Case Study of the Machine and Metal Processing Sector”, NCDIEL print, Skopje, October 2018
- Polenakovik R., Stankovska I., Polenakovik, M., Jovanovski B., Velkovski T., Dzidrov M.: “Analysis of the Policies and Measures for Development of the Entrepreneurship and Improvement of the Employment Rate in the Republic of Macedonia : With Particular Reference to the Roma Population”, NCDIEL print, Skopje, 2017
- Sutevski D.: “Innovation and Entrepreneurship – textbook for 1st year of secondary schools”, NCDIEL print, 2017
- Polenakovik R., Sutevski D.: “Innovation and Entrepreneurship – textbook for 3rd year of secondary schools”, NCDIEL print, 2017
- Polenakovik R., Gecevska V.: “Business and Entrepreneurship – textbook for 4th year of secondary schools”, NCDIEL print, 2017
- Polenakovik R., Penaluna A., et al: “How to teach entrepreneurship? – What, why, when and who (Manual)”, NCDIEL print, October 2015
- Manual: Polenakovik R., Jovanovski B., Velkovski T., Stankovska I.: National Clusters Association of the Republic of Macedonia – Manuel, NCRIPU Print, Skopje, 2015
- 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
- Published report: Polenakovik R., Jovanovski B., Stankovska I., Velkovski T.: “*Cluster training needs analysis in the Republic of Macedonia – Report*”, NCDIEL Print, Skopje, 2014



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- Textbook: R. Polenakovik, D. Sutevski: "Innovation for students of IX grade primary school", NCDIEL print, December 2014
- R. Polenakovik, M. Markovska: "Innovation Management (textbook)", NCDIEL print, November 2013
- Polenakovik R., Calovska J., Naumovska B.: "Ergonomics", NCDIEL Print, Skopje, October 2012
- Polenakovik R., Polenakovik L., Jovanovski B., Velkovski T.: "How to find a job?(2nd edition)", NCDIEL Print, Skopje, September 2012
- 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
- Workbook for secondary schools: D. Sutevski, R. Polenakovik: "Business Plan – The Guide", NCDIEL print, August 2012
- Textbook for secondary schools: R. Polenakovik, D. Sutevski: "Innovation and Entrepreneurship", NCDIEL print, August 2012
- Polenakovik R. Jovanovski B., Velkovski T., Delovska B., Gotovska E.: "Women entrepreneurship in Macedonia - report", NCDIEL print, Skopje, April 2010
- Polenakovik R., Jovanovski B., Velkovski T.: "Background study for evaluation of the current trends with entrepreneurship education world-wide and development of strategy for introducing entrepreneurial learning in primary and secondary schools", NCDIEL print, December 2011, Skopje

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)"

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- "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

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- 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) support to ICEIRD 2011
- 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)
- Partners with Southeast European Center for Entrepreneurial Learning (SEECCL) – www.seecel.hr
- 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

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- 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 '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:

- ISO 9001: 2008 awarded in 2009, recertified in 2013 and 2016 – valid until 2019

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LIST OF CURRENT AND REALIZED PROJECTS

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Country	Project Name & Contract/Grant	Project Description	Period	Level of Effort	Value	Project Manager Donor Agency Address/telephone/ email
International	GREENOVET: European VET Excellence Platform for Green Innovation	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.	Oct 2020 - Sep 2024	48 M	4.382.004,00 EUR	Erasmus + programme KA3 Action, EACEA 33/2019 Team Leader: FH JOANNEUM Gesellschaft mbH, Graz, Austria, Contact: Dr. Bojan Jovanovski, e-mail: bojan.jovanovski@fh-joanneum.at
International	RRI.WBC.NET: Embedding RRI in Western Balkan Countries: Enhancement of Self-Sustaining R&I Ecosystems	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&I ecosystems and promote a multi-level steering R&I governance framework in the WBCs. RRI principles will act as enablers to the shared learning and diffusion of R&I governance innovations at territorial level, enhancing R&I planning, including S3 Strategies in the WBCs. NCDIEL is responsible for WP7 – Communication and dissemination, especially among primary and secondary schools	Sep 2020 – Aug 2023	36M	2.000.000,00 EUR	H2020 programme - SwafS-2020-1 Team leader: Technival Faculty, University of Novi Sad, Serbia, Contact: prof. d-r Goran Stojanovic, e-mail: sgoran@uns.ac.rs

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International	Internationalisation of VET systems in Western Balkans/ INTERVET WB	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.	Feb 2020- Feb 2022	24M	1.998.207,76 EUR	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: enrico@uniser.net
International	South Eastern European coalition to cultivate SMART SMEs in Europe/ SEE SMART SMEs	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.	Feb 2020- Feb 2023	36M	691.272,71 EUR	COSME (COS-EYE-2019-4-01) Mrs. Stefania Serra, CEO of Confartigianato Servizi S.r.l., t Via Michelangelo Testa. 11, 84127, Salerno, Italy Tel: +39 089799406 E-mail: credito@salernoconfartigianato.it ;
International	Reconnecting universities and enterprises to unleash regional	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.	Nov 2019- Nov 2022	36M	904.356,00 EUR	ERAZMUS + (EAC-A03-2018) Bojan Jovanovski, Institute of International Management

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info@ncdiel.mk, www.ncdiel.mk





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	innovation and entrepreneurial activity / Knowhub					FH JOANNEUM University of Applied Sciences Eggenberger Allee 11, 8020 Graz, Austria Tel. +43 (0)316 5453 6812 Fax: +43 (0)316 5453 6801 E-mail: bojan.jovanovski@fh-joanneum.at
National	Strengthening the capacities of the clusters in Republic of North Macedonia	Inceasing the competitiveness and internationalisation of SMEs through enhancing the management and visibility of the cluster organisations.	Dec. 2019- Mar. 2020	3 M	15.263 EUR	Ministry of Economy, Jurij Gagarin 15, 1000 Skopje +389 2 3093 485 info@economy.gov.mk
National	Strengthening the capacities of the SMEs for better access to finances through two-day symposium for networking, training and	Establishing a model for engaging the young businesses, misro 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.	Nov. 2019- Mar. 2020	4 M	9.756 EUR	Ministry of Economy, Jurij Gagarin 15, 1000 Skopje +389 2 3093 485 info@economy.gov.mk

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	pitching simulation					
International	GIZ project: Mapping economic, innovative and scientific potential in the Republic of North Macedonia	Research project for investigating the potential for smart specialisation of industries on a national level. Industry mapping per economic, innovation and scientific potential.	Mar. 2019 – Oct. 2019	7M	20.000 EUR	GIZ, Macedonia Address: Antonie Grubishich 5, Skopje 1000 Tel: 02 310 3560
International	Product Life-cycle Management	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	Jun 2018 – Dec 2019	6M	20.000 EUR	Prof. d-r Valentina Gecevska, Faculty of Mechanical Engineering, UKIM, valentina.gecevska@mf.edu.mk
National	Through learning about circular economy to development of a successful business concept	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	July 2019- Dec. 2019	6M	4.000 EUR	The City of Skopje, Sector for Local Economic Development, Contact: danielak@skopje.gov.mk

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	and pitching in front of business angels	providing private capital for financing innovative and scalable businesses.				+389 2 3297 328
International	Intelligent Cross-Border Accelerator for Innovative ICT-enabled start-ups iCBA Contract: iCBA-F1-S.O.1.1-SC 038	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.	Feb. 2019-Aug. 2020	18M	670.811 EUR	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 http://www.ipa-cbc-programme.eu jts-ipa-cbc@mou.gr
International	External expertise and services for preparation of school curriculum, training modules for BalkanMed INNOVA project	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.	Oct. 2018-April 2019	6M	19.800 EUR	YES foundation str. "16-ta Makedonska Brigada" 13B (Postal Box 776) 1001 Skopje Republic of Macedonia Tel.: +389 (0)2 3103 66 E-mail: info@yes.org.mk

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National	Education and Training of XXI century, creating innovative schools: preparing the students for XXI century	One-day training of 2300 teachers from secondary schools	Oct. 2018 Dec. 2018	3 M	24.200 EUR	Bureau for Development of Education in the Republic of Macedonia Contact: BDE Director zekjirijahasipi@bro.gov.mk
National	Increasing the competitiveness of SMEs through strengthening the cluster association	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.	Aug. 2018- Jan. 2018	6 M	8.200 EUR	Ministry of Economy, Jurij Gagarin 15, 1000 Skopje +389 2 3093 485 info@economy.gov.mk
National	How do I turn the idea into start-up company and how to get an investment for my start-up?	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.	July 2018 – Dec. 2018	6 M	3.150 EUR	The City of Skopje, Sector for Local Economic Development, Contact: danielak@skopje.gov.mk +389 2 3297 328

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International	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
International	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

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		Specific objective is establishment of innovation support infrastructure for transfer of know-how and technologies among start-ups and SMEs in the CBC areas between Macedonia and Albania.				Elisabeta Georgieva delegation-fyrmacedonia@eeas.europa.eu
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; • Activity 5: Training for creating a business model;	Oct. 2017- Mar. 2018	6 M	4.300 EUR	Ministry of Economy, Jurij Gagarin 15, 1000 Skopje +389 2 3093 485 info@economy.gov.mk
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

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	Macedonia with communication strategy for clusters	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
International	RISE! – Roma Inclusion through Social Entrepreneurship	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;	Dec. 2016 - Dec. 2017	12 M	192.625 EUR	European Union (IPA IV EuropeAid/136315/ID/ACT /MK) Ministry of Finance, CFCD, Contact point: Lazar Kucera, lazar.kucera@finance.gov.mk

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		<ul style="list-style-type: none"> - To establish common practice in the hub for sharing best practices, good examples and failure of social entrepreneurship with and between stakeholders from national and local administrations and Hub members; - To start a awareness raising campaign for social entrepreneurship and Roma integration trough social entrepreneurship that will promote solidarity, tolerance and foster mutual understanding between cultures; - To engage key stakeholders in Macedonia for supporting for Roma and NEET's in their social entrepreneurship business and long-term support of the Social Entrepreneurship hub. 				
International	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
International	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 razvojuku@t.mk
International	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 Formacio Sociedad Cooperativa, Florida Universitaria,

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	Entrepreneurship) ERASMUS+ KA2: Strategic Partnerships for higher education	<p>focused on entrepreneurship, creativity, innovation and soft skills.</p> <ol style="list-style-type: none"> Improving the quality and relevance of higher education by boosting entrepreneurship among young students. Establishing strategic partnerships between Universities, Business Incubators, Entrepreneur centres and businesses. Engaging teachers and trainers in promotion, adoption and use of these novel learning practices. 	Sep. 2017			CALLE REI EN JAUME I, 2, ES52 - Comunidad Valenciana, Catarroja, Spain Contact: Ms Laura Uixera luixera@florida-uni.es +34961220380
International	"ECO-SystemApp" ERASMUS+ - Key Activity 2: Strategic Partnerships	<ol style="list-style-type: none"> Development of an assessment tool for validation of learning outcomes. 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. Strengthening education and training paths of educators and youth workers / strengthening the profile of the teaching professions. 	Sep. 2015 Sep. 2017	24 M	32.000 EUR	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
National	Presenting a business idea to Investors - entrepreneurs and teachers - mentors from the City of Skopje "	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	Jun. 2016- Dec. 2016	8 M	3.900 EUR	The City of Skopje, Sector for Local Economic Development, Contact: danielak@skopje.gov.mk +389 2 3297 328.
National	Organization of the 7th "Balkan and Black Sea	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	Mar.	8 M	9.200 EUR	Ministry of Economy, Department of Industrial Policy

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	Conference - Clusters Days 2016	<p>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:</p> <ul style="list-style-type: none"> • 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”	<p>Set of 4 cycles of trainings:</p> <ol style="list-style-type: none"> 1. <i>Entrepreneurial Education</i> Organization of 5 workshops for entrepreneurship promotion and awareness rising among the youth 2. <i>Trainings for preparation of business plans</i> 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

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		<p>3. <i>Trainings for high-school (gymnasium and VET) teachers, teaching the subject "Entrepreneurship and Business"</i> Two one-day trainings for capacity building of the high-school teachers.</p> <p>4. <i>Trainings for preparation of students for job applications</i> 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</p>				
National	<p>Organizing the national "Get in the Ring" competition 2016 Through training and mentoring up to an investment of 1,000,000 euros "</p>	<p>The objectives of this project were:</p> <ol style="list-style-type: none"> 1. To popularize the "Get in the Ring - Battle for Investments" competition, which takes place in more than 80 countries around the world 2. Organization trainings for preparing candidates for the competition, on topics: <ul style="list-style-type: none"> • Improving communication skills, especially when presenting to investors • Raising awareness of entrepreneurship and strengthening managerial skills in micro and small businesses • Creating innovative promotional strategies for businesses • Raising awareness for investing in domestic capital in start-up businesses 3. Organization of the national "Take in the Ring - Battle for Investments" competition under the auspices of the Minister of Economy, Mr. Driton Kuchi. 4. Choice of national winner 	Oct.2016 - Dec. 2016	2 M	2.500 EUR	<p>Ministry of Economy, Yuri Gagarin 15, 1000 Skopje +389 2 3093 485 info@economy.gov.mk</p>

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		5. Supporting the winner to continue the competition directly in the world finals where he will compete with all other national finalists				
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	<ol style="list-style-type: none"> 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. 	<p>Jul. 2015</p> <p>Dec. 2015</p>	6 M	3.500 EUR	<p>City of Skopje, Department for economic development, Contact: danielak@skopje.gov.mk +389 2 3297 328.</p>
National	Measuring and evaluation of the clusters quality according to the EU standards	<ol style="list-style-type: none"> 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 	<p>Jun. 2015</p> <p>Dec. 2015</p>	7 M	3.000 EUR	<p>Ministry of economy, Industrial Policy Department Contact: Nikolina Trajanoska nikolina.trajanoska@economy.gov.mk</p>
National	Organisation of the national competition “Get In The Ring” 2015 Through trainings and mentorship to an investment	<ol style="list-style-type: none"> 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. 	<p>May 2015</p> <p>Dec. 2015</p>	8 M	3.500 EUR	<p>Ministry of economy, Jurij Gagarin 15, 1000 Skopje +389 2 3093 485 info@economy.gov.mk</p>

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 Bank: Komercijalna Banka AD Skopje
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	up to 1.000.000 EUR	4. Selecting the national winner. 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.				
National	“Organization of entrepreneurial learning trainings for awareness rising and capacities building”	Set of 4 cycles of trainings: 2. <i>Entrepreneurial Education</i> Organization of 5 workshops for entrepreneurship promotion and awareness rising among the youth 2. <i>Trainings for preparation of business plans</i> 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. 3. <i>Trainings for high-school (gymnasium and VET) teachers, teaching the subject “Entrepreneurship and Business”</i> Two one-day trainings for capacity building of the high-school teachers. 4. <i>Trainings for preparation of students for job applications</i> 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	Mar. 2015 Jun 2015	4 M	20.000 EUR	Agency for promotion of entrepreneurship of the Republic of Macedonia Contact: APERM Director Mustafa Mandal mustafamandal@apprm.gov.mk
International	Skills development and innovation support project (SDISP)	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. Training of 1000 teachers from primary and secondary schools who teach innovation, business and entrepreneurship subjects.	Mar. 2015 Nov. 2015	7 M	124.000 EUR	International Institute for Creative Entrepreneurial Development, University of Wales Trinity Saint David, Swansea Metropolitan Campus/Campus Metropolitan Abertawe Mount Pleasant, Swansea, SA1 6ED, UK

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						Contact: Professor Dr. Andy Penaluna andy.penaluna@uwtsd.ac.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
International	"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 Noe. 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 3. Establishment of National Cluster Association	Jul. 2014 Dec. 2014	6 M	6.500 EUR	Ministry of economy, Industrial Policy Department

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	curricula development	4. Development of training curricula for National Cluster Academy				Contact: Nikolina Trajanoska nikolina.trajanoska@economy.gov.mk
National	Entrepreneurial trainings for young businesses for efficient pitching in front of an investment board and organisation of the national "Get In The Ring" competition.	Raising an awareness for entrepreneurship and selecting candidates for the investment battle: Get in The Ring Organising trainings for preparing the candidates for the competition, on the following topics: - Improving the communication skills, especially for pitching in front of the investment board - Improving the managerial skills for small businesses - Creating of innovative promotional business strategies - Increasing the awareness for investing in new or young businesses Organising the national competition Selecting the national winner and preparation for the regional competition	Jul. 2014 Dec. 2014	6 M	3.500 EUR	Ministry of economy, Jurij Gagarin 15, 1000 Skopje +389 2 3093 485 info@economy.gov.mk
National	"Organization of entrepreneurial learning trainings for awareness rising and capacities building"	Set of 4 cycles of trainings: 3. <i>Entrepreneurial Education</i> Organization of 5 workshops for entrepreneurship promotion and awareness rising among the youth 2. <i>Trainings for preparation of business plans</i> 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. 3. <i>Trainings for high-school (gymnasium and VET) teachers, teaching the subject "Entrepreneurship and Business"</i> Two one-day trainings for capacity building of the high-school teachers. 4. <i>Trainings for preparation of students for job applications</i>	Mar. 2014 Sep. 2014	4 M	20.000 EUR	Agency for promotion of entrepreneurship of the Republic of Macedonia Contact: APERM Director Mustafa Mandal mustafamandal@apprm.gov.mk

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		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				
National	FINNO - Mechanism for fostering innovation in South East Europe (SEE Transnational cooperation program)	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	Dec. 2013 Mar. 2014	4 M	10.000 EUR	Agency for promotion of entrepreneurship of the Republic of Macedonia Contact: APERM Director Mustafa Mandal, mustafamandal@apprm.gov.mk
National	Implementation of topics of "Innovation and entrepreneurship" in subjects in primary education	2-day training of 300 primary school professors (of physics, chemistry, biology, informatics, art and mathematics) on the topics of "Innovations and entrepreneurship"	Sep. 2013	1 M	9.000 EUR	Bureau for Development of Education in the Republic of Macedonia Contact: BDE Director vesna.horvatovikj@bro.gov.mk
National	Implementation of Global Entrepreneurship Monitor GEM 2013 for Macedonia	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)	Jan. 2013 Dec. 2013	12 M	25.000 EUR	Macedonian Foundation for Enterprise Development Contact: GERA Board E-Mail: colema@babson.edu
International	Building capacity for better employability	1. Strengthened collaboration between the MoES, MoLSP, Universities and businesses participating in the Inter-Agency Board on employability	Sep. 2012 Mar. 2014	18 M	161.000 EUR	Foreign and Commonwealth Office - UK Embassy in the Republic of Macedonia

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		<p>2. Improved capacity of the Government to conduct skills analysis provided by the higher education versus those in demand by the business sector</p> <p>3. Pilot screening of a sample Faculty's curricula and comparative analysis of market demand for their graduates, assisted by Swansea Metropolitan University</p>				Contact: Liljana.Ristovska@fco.gov.uk
National	Multiethnic Education Project	The Multiethnic Education Project aims at entire introduction of integrated education in the Republic of Macedonia. It contributes towards greater integration and better coexistence between ethnic groups, including support to promote the principles and advantages reaching out of the integrated education. The Project fully supports the implementation of the Ohrid Agreement. The initiative for the project comes from the Ministry of Education and Science and the Secretariat for Implementation of the Ohrid Framework Agreement. It addresses one of the key issues in the overall concept of multiethnic society – integrated education i.e. joint classes of pupils of different ethnicities in primary and secondary educat.	Sep. 2012 Mar. 2013	7 M	123.789 EUR	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
National	FINNO - Mechanism for fostering innovation in South East Europe (SEE Transnational cooperation program)	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	Apr. 2012 Jun. 2012	3 M	5.000 EUR	Agency for promotion of entrepreneurship of the Republic of Macedonia Contact: APERM Director - Vahida Redzepagic vahida.redzepagic@apprm.gov.mk

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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 Nov. 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 Aug. 2012	4 M	33.000 EUR	Bureau for Development of Education in the Republic of Macedonia Contact: BDE Director vesna.horvatovikj@bro.gov.mk
Municipality	Through innovative thinking to increased competitiveness: IT education for Macedonian businesses – on-line marketing, e-commerce and doing on-line businesses	Training and consulting of 30 start-up companies for utilisation of Information Technologies in their day-to-day activities	May 2012 Dec. 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	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 Dec. 2011	2 M	6.500 EUR	Bureau for Development of Education in the Republic of Macedonia Contact: BDE Director

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	secondary schools	management, teachers/professors and support staff at primary and secondary /gymnasium and VET/ schools)				vesna.horvatovikj@bro.gov.mk
National	Implementation of GEM (Global Entrepreneurship Monitor) 2012 for Macedonia	<p>Researching the level of entrepreneurial activities, more than 2000 adults surveyed and interviewed more than 50 national experts for entrepreneurship.</p> <p>GEM is global annual research that has started in 1999. In 2008 there were 43 countries included, including the Republic of Macedonia.</p> <p>GEM main goals:</p> <ul style="list-style-type: none"> • 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 Dec. 2012	12 M	25.000 EUR	Macedonian Foundation for Enterprise Development Contact: GERA Board E-Mail: colema@babson.edu
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 gabriela@mir.org.mk
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 devison rainer.lanz@oecd.org
Multi-national	SEE-IFA Network: South-east 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

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	Finance Agencies	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.				Ungargasse 37, 1030 Vienna r.mosburger@awsg.at
Multi-national	“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	“COMPETENCE – Matching competences in higher education and economy: From competence catalogue to strategy and curriculum development”	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.	Jan. 2009 Jan. 2012	36 M	817.000 EUR	EU TEMPUS Program Contact: University of Zenica, Rector office Fakultetska 3 str., 72000, BA 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	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

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		strategic and systematic, employer-driven TNA system could be brought forward with view to a system solution.				
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 Jun. 2012	36 M	510.000 EUR	Austrian Development Agency Contact: Heinz Habertheuer e-mail: Heinz.Habertheuer@ada.gov.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
National	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
National	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
National	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

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	and Innovation (SECI)	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.	Jun. 2009			Agency for Promotion of Entrepreneurship E-mail: apprm@apprm.gov.mk
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)	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	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 e-mail:

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Phone: +389 23099 481; Fax: 389 23099 482
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	successful companies					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 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: 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 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.	Sep. 2007 Mar. 2009	18 M	213.000 EUR	WUS Austria Head Office Graz Contact: Almir Kovacevic office@wus-austria.org
National	SME Development - Government and Private Sector	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)	Feb 2006 Jun 2007	16 M	1.700.000 EUR	GFA Consulting Group, Eulenkrugestrasse 82. D - 22359 Hamburg, Germany

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National	Small and Medium Size Enterprise Development	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)	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	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)	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	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	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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Account No.: 0270100266099

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





NCDIEL

Contacts:

NCDIEL office 1:

Bul. 8th of September, 2-9, 1000 Skopje, MACEDONIA

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

NCDIEL Branch Shtip:

Vasil Glavinov str. 15-2,, 2000 Shtip, MACEDONIA

Ass. Prof. Dr. Misko Dzidrov
Tel. +389 78 757 454
E-mail: miskodzidrov@yahoo.com
misko.dzidrov@ncdiel.mk

NCDIEL office 2:

Faculty of Mechanical Engineering (new building 3rd floor),
Ruger Boskovic bb, 1000 Skopje, MACEDONIA

Mila Velkovska
Tel. +389 76 431 270
E-mail: mila.velkovska@ncdiel.mk

NCDIEL Branch Bitola:

Stiv Naumov str. 204,7000 Bitola, MACEDONIA

Ass. Prof. Dr. Monika Markovska
Tel. +389 75 494 946
E-mail: monikamarkovska34@gmail.com
monika.markovska@ncdiel.mk

Bul. 8th of September No. 2-9
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