

1. Be the Role Model™ – European Award to Be the Role Model™

● Be the Role Model™ is the national winner of the EUROPEAN ENTREPRENEURSHIP PROMOTION AWARD 2018 and a finalist in the "Investing in Entrepreneurial Skills" category. As such, it represented Croatia in the European finale held during the EU SME Week 2018 in Graz, Austria.



2. TERA on EURONEWS TV Channel

● Following the TERA Business Case Study, the EU IPR Helpdesk decided to broadcast a video report on this initiative on the EURONEWS TV channel. The video report was broadcasted on 15 occasions during November. All those who were unable to catch it during the regular broadcast schedule can watch it on the following link: <https://www.linkedin.com/feed/update/urn:li:activity:6459463569347010560/>



3. TERA TEHNOPOLIS Became EIT FOOD HUB Croatia

● Since June 2018, TERA has been implementing activities of the European Institute of Innovation and Technology – FOOD HUB in Croatia. There are three main components of the programme: professional training for students in leading European companies in the field of food production, education for employees of national, regional and local governments, and supporting students and innovators in preparing innovative business plans.



4. A Step in the Right Direction: The Number of Innovative Business Plans Exceeds the Number of Innovations

● Be the Role Model™ and INOVA™ exhibitions have been organised jointly since 2010. This year's exhibition was held in Zagreb from 12 to 16 November. For the first time since the joint organisation began, the number of contestants competing in the "Business Planning" category (362) exceeded the number of contestants in the "Innovations" category (277). The business plan writing competition was held in three categories and in two cities. See more on pages 2 and 3.

5. A Remarkable Success of the Students of the Faculty of Agrobiotechnical Sciences Osijek

● A student team from the Faculty of Agrobiotechnical Sciences Osijek won the first place in the EIT FOOD DEMO DAY Croatia 2018 and a cash prize of EUR 10,000



6. Synergy of the Projects We Implement

● Within I-DARE, the project implemented through the cross-border cooperation programme with Hungary, we developed a new e-tool for business plan writing and published new handbooks in Croatian, English, and Hungarian. The above-mentioned tools will considerably facilitate and improve our work with entrepreneurs even after the project has ended.



7. TERA Quick Prototype Creation Laboratory Significantly Improved

● Within the 'E-Business Incubator' project, the laboratory was equipped with a 3-D scanner of GOM brand. Not only that the laboratory service offer has now been considerably expanded, but this also accelerated the reverse engineering process. See more on page 8.



I DARE to Prepare

The slogan of the 14th Be the Role Model™ exhibition 2018 summarises the comprehensive additions to the entrepreneurship education programme that, alongside the training of the highest calibre, provides the participants with attractive financial and non-financial awards, which serve as an incentive to realise their projects. Being an entrepreneur is not easy, but a suitable support makes it easier to recognise and use business opportunities, as well as avoid numerous potentially high-risk situations in a relatively easy manner. Everything that we teach to the participants of our competition, we implement ourselves. In consort with partner institutions we achieve what we cannot achieve alone. At the same time, what we would be able to achieve on our own, the consortium achieves faster, for less money, and at a larger scope. We use resources rationally, we implement the principles of guerrilla marketing, digitalise our services, and in doing that, we never lose sight of our mission - the support to development of knowledge and technology-based entrepreneurship in

the region and beyond. We have been implementing strategic initiatives of the EU for more than ten years, and our support to entrepreneurship is continuously being expanded with new services. The new e-educational tool and handbook completely demystified business plan writing. The Enterprise Europe Network - EEN helps in taking a business international; the Erasmus for Young Entrepreneurs helps to acquire crucial knowledge and experience; a variety of ecological projects provide solutions to the technological and environment-related issues, not only by offering consultancy services, but also by providing micro-grants of up to EUR 50,000. The cross-border cooperation programmes are typically sector-oriented and support priority sectors, ecological agriculture, mechanical engineering, and electrical engineering.

You can find out more on how TERA and our mother university can be of help to you in the Exhibition Newsletter, TTO Newsletter, and on our web page: www.tera.unios.hr
Your TERA team - An institution providing full support to innovative entrepreneurs.



The Award Ceremony Held for the Most Successful Participants of Be the Role Model™ 2018

On Tuesday, 11 December 2018, the most successful participants of this year's exhibition were presented with awards and recognitions. Several years are sometimes required for the "overnight success." Apart from excellent preparation, consistent implementation, and hard and long-lasting work, we must not forget to do something very important - to celebrate success. This year's award winners showed their determination and exceptional preparedness in various categories. The representatives of TERA Tehnopolis Ltd. and strategic partner institutions, Mr. Ivan Sarić on behalf of Croatian Employers' Association, Mr. Boris Čagalj on behalf of Croatian Bank for Reconstruction and Development, and Dragan Vulin, assistant professor, PhD, the president of the Osijek-Baranja County Assembly, addressed the attendees with a clear message,

"During the business plan implementation phase, you can count on our help." A good business plan is essential, but not a sufficient element for entrepreneurial success. During pre-incubation and incubation phase, much needs to be prepared: choosing an adequate organisational form, finding employees, buyers, suppliers, securing suitable business premises, and a lot more. In the last part of the Ceremony, the programme participants were acquainted with business opportunities of pre-incubation in TERA business incubator, whereas special attention was given to preparation and realisation of projects that exhibit environmental care and social responsibility.

We congratulate all the winners and wish them to realise their innovations and business plans on the market and thus achieve commercial success.



EIT Food Demo Day Croatia 2018

DOn 16 November 2018, EIT Food (European Institute of Innovation and Technology) competition was held within the framework of Be the Role Model™, the international exhibition of innovations, prototypes and business plans. This was an initiative implemented in the "Food" thematic area. Within the EIT Food Demo Day Croatia 2018, the finalists presented their business plans that were based on innovative ideas, which complement the EIT Food's strategic goals. The first place, and the EUR 10.000 award, was won by the students of the Faculty of Agrobiotechnical Sciences Osijek, Mia Orešković and Tea Kordić, with their business idea for Gummy Bees™, while the second place, and the EUR 5.000 award, was won by a team of young entrepreneurs, Domagoj Dumančić, Juraj Bučević, and Magdalena Josipović, with a business idea for Use&Reuse™. The purpose of the awarded funds is to support the further business venture development and to speed up the development of operational business. As a consortium partner, Tera Tehnopolis Ltd. continues the project implementation next year. All who are interested can apply their innovative idea in the "Food" area in the competition. For all additional information contact us at ured@tera.hr.

Since 2018, Tera is EIT Food Hub Croatia, with the main tasks:

EIT FOOD RIS Fellowships – organising internships in leading European food manufacturing companies for graduate and PhD students

EIT FOOD Government Executive Academy – education for employees of state, regional, and local governments related to food production

EIT FOOD – Innovation grants – organising business plan writing competitions in the field of selected strategic priorities, with a rich catalytic award fund

EIT FOOD MOOC education – free online courses in the field of food production on the "future learn" platform



Domagoj, Juraj, and Magdalena: The EUR 5.000 award winners: **“**

“We are delighted to be chosen as finalists, which provided us with the opportunity to present our idea in person. This allowed us to say more about the project than pictures and written words ever could and finally resulted in us winning the second place. The fact that organisers and partners recognised the potential of our idea makes us proud and we hope our project will be realised to the satisfaction of all the participants.”

Mia & Tea – the EUR 10.000 award winners: **“**

“We are very happy to have won this award. It was very surprising and unexpected. We are proud for winning the award and hope for success in starting and implementing our project. We are grateful for the opportunity to participate, for the award, and, most importantly – the positive experience.”

THE I-DARE PROJECT WHERE RIVERS CONNECT, NOT DIVIDE





BUDI UZOR™/INOVA™ 2018

“I DARE TO PREPARE (THE BEST BUSINESS PLAN)”



The international exhibition of innovations, prototypes, and business plans - Be the Role Model™/Inova™ 2018 was held from 14 November to 17 November 2018 in Zagreb, at the Zagreb Fair. On the third day of the exhibition, the best business plans were presented to the expert jury. Students wrote their business plan using an e-educational tool for business plan writing, created for the needs of the I-Dare project and based on the *Transforming an Innovative Business Idea into a Profitable Business* handbook. This year's

GRAND PRIX for the best business plan was won by the student of the Faculty of Agrobiotechnical Sciences Osijek, Ivana Božanov, with Nachtigall business plan.

The most successful students win valuable rewards and have an opportunity to realise their projects within the framework of the Student Business Incubator - StudOS project, which provides incubation in duration of six months without a fee and a free module of their own choice within the Manager Training Programme organised by Croatian Employers' Association. Moreover, the finalists can

expand and improve their entrepreneurial experience further within the Erasmus for Young Entrepreneurs project. “We learnt how to make a quality business plan and how to realise our business idea in the future. We will use this experience to share all our knowledge and skills related to business plan writing with others. We would like to emphasise that the project in itself is quite interesting, but the achievement of good results also requires a great amount of work and effort,” said Dora and Marija, the finalists of the Be the Role Model™ competition.

The I-Dare project, implemented within the Interreg V-A Hungary-Croatia Co-operation Programme 2014-2020 (European Regional Development Fund), aims to develop dual training and introduce tertiary education systems in the field of mechanical and electrical engineering. The Project's specific objective is to reduce general and youth unemployment through promoting entrepreneurship and conducting trainings that provide young people with an opportunity to develop the skills necessary to start their own companies. With the Closing Ceremony and best business plans presentation, on 28 November 2018 at the Educational and Cultural Center of Hungarians in Croatia, the Project was officially completed. Following the education and certifying of trainers/mentors within the “train the train-

er” programme for innovative entrepreneurship, the trainers conducted education in business plan writing in their schools and universities. Pupils and students wrote their business plans with an e-educational tool for business plan writing, which was created for the needs of the I-Dare project. Using the e-tool is considerably facilitated by the *Transforming an Innovative Idea into a Profitable Business* handbook that was also created for the needs of the I-Dare project. Based on the education and trainings, as well as the mentorship in business plan writing provided to the participants, the expert jury chose 30 Hungarian and Croatian finalists, 23 of which presented their business plans within the Closing Conference. Following the presentation of the business plans created by the Croatian and Hungarian finalists, the jury selected two success stories. The

Croatian success story is a business plan written by the finalist Mario Komljenović, repurchase and processing of sheep wool into thermal isolation “Wool for Warmth Ltd.,” while the Hungarian success story belongs to the finalist Szofija Toth for the Bio-drinks Ltd. business plan. All the finalist received certificates for the best business plan and free pre-incubation vouchers in the project partners' business incubators.

The Croatian project consortium partners are TERA Tehnopolis Ltd., with the Regional Development Agency of Virovitica-Podravina County VIDRA, while the Hungarian partners are Chamber of Commerce and Industry of Pécs-Baranya (PBKIK) and Baranya County self-government in Pécs. The Project was financed by the European Union through the Interreg V-A Hungary-Croatia Co-operation Programme 2014-2020.



MOVECO



The MOVECO project engages in developing an international strategy for the transition to the principles of circular economy and the use of various instruments for encouraging its implementation in the region. Circular economy, which fosters the “take-use-recycle-reuse” principle is a new European Union’s smart, sustainable and inclusive growth strategy. The MOVECO project’s objective is to encourage the implementation of circular economy in the Danube region, in cooperation with policy and regulations makers, research and development centres, and small and medium entrepreneurs. Circu-

lar economy is a complex process that cannot be developed in one day and in one country but requires cooperation on international level in order to find joint solutions. TERA Tehnopolis is a partner in the MOVECO project consortium that responds to these challenges and aims to improve framework conditions and policy instruments to promote eco-innovations, circular economy implementation, and smart and sustainable development. Within the framework of the Project, we strive to add to the MOVECO virtual platform as many companies, which offer or request recyclable materials and products, as possible. It is important to stimulate the development of a virtual international market that will serve as a carrier of partnership agreements in circular economy domain. Since we promote their work among economic operators, which brings them closer to achieving cooperation, inclusion in this Project is also of interest

to RTOs active in the field of circular economy. The Project is co-financed by the European Union through the Interreg Danube Transnational Programme (ERDF, IPA). www.interreg-danube.eu/moveco You can find more information on the MOVECO project at the official web page, on the following link: <http://www.interreg-danube.eu/approved-projects/moveco>

WHAT THE MOVECO PROJECT OFFERS TO ENTREPRENEURS:

- recyclable materials and products trade
- connections with research and development institutions involved in circular economy



KET4CleanProduction



The KET4CleanProduction project is financed by the European Union within the framework of the Horizon 2020 Research and Development programme. The use of advanced manufacturing technologies and related Key Enabling Technologies (KET) leads to the improvement of production processes of small and medium enterprises and makes them more material and energy efficient. The strategic objectives of the KET4CleanProduction project are based on providing support to small and medium entrepreneurs from manufacturing sector to connect with KET Technology Centres (TCs) abroad and to solve clean production challenges, which

leads to the improvement of sustainability, innovativeness, and competitiveness in the following fields: microelectronics and nanoelectronics, nanotechnology, industrial biotechnology, advanced materials, photonics, and advanced manufacturing technologies. We invite small and medium entrepreneurs to join us in the KET4CleanProduction (KET4CP) project, which, through micro-grant improvement projects, offers grants of up to EUR 50.000, what makes 70% of total participation costs. The application process is simple, and evaluation is quick. It is important to mention that the remaining 30% of co-financing does not have to be realised through financial assets. Instead, it is possible to participate in the co-financing through human resources, providing access to equipment, and through general requirements for micro-grant project realisation.

The KET4CleanProduction project allows you to:

- gain access to numerous small and medium enterprises and KET Technology Centres across Europe
- connect with a partner that best suits your needs and services
- realise your innovative project by financing cross-border cooperation with €50.000 grant
- realise long-term cross-border cooperation of SMEs and KET TCs

JOIN US!

You can find out more on the Project, as well as cooperation and financing opportunities, at

www.ket4sme.eu

For support and consultancy services in Croatian, contact us by e-mail: ured@tera.hr, by phone +385(0)31 251 000 or visit us at Trg Ljudevita Gaja 6, Osijek.

● The Project consortium gathers 20 highly qualified organisations from all over Europe: TERA Tehnopolis Ltd. (Croatia), Steinbeis 2I GmbH (Germany), Leitat-Technological Center (Spain), WMG, The University of Warwick (United Kingdom), Rise ACREO ab (Sweden), Hahn-Schickard (Germany), JOANNEUM RESEARCH (Austria), University College Cork (Ireland), International Iberian Nanotechnology Laboratory – International Organisation (Portugal), VTT (Finland), CEA (France), Bio Base Europe Pilot Plant (Belgium), Fraunhofer Institute for Manufacturing Engineering and Automation (IPA) (Germany), Bay Zoltan Nonprofit Ltd. for Applied Research (Hungary), Jozef Stefan Institute (Slovenia), GIS-TransferCenter Foundation (Bulgaria), PRAXI Network/FORTH (Greece), Fonden Vaeksthus Hovedstadsregionen (Denmark), Latvian Technological Center (Latvia), Slovak Business Agency (Slovakia).





Entrepreneurial University is the Cornerstone for Economic Growth and Development, as well as for Boosting the Competitiveness of Small and Medium Enterprises

We are witnesses of the accelerated process of technological changes, so called industrial revolutions. Within the past 300 years the humanity raced from steam engines, through electric energy, to Internet and artificial intelligence that we have access to today. The pace of change nowadays, in the age of industry 4.0, requires a shift in paradigm toward the traditional processes of boosting human potential. The 4.0 industry is characterised not only by technology, but also by small and medium enterprises with advanced skills and competences. Following the research conducted by the World Economic Forum, OECD, and EU expert groups, the framework of the necessary key competences was defined and improved. Alongside the existing, traditional, competences, entrepreneurship and digital competences were introduced as novelties. In 2016/17, the EU competence framework Entrepreneurial Learning was defined as a key competence, with the aim

to prepare all the EU citizens to “think and act entrepreneurially.” In addition to the already established significance of improving the entire education vertical, from primary school to higher education institutions, aiming to educate current participants in entrepreneurship (since tomorrow’s entrepreneurs are in our schools today), the EU also defines a strong need for the universities to evolve toward the process named Entrepreneurial University that, among all else, places a strong focus on a systematic, daily cooperation with the world of entrepreneurship. This new role of universities was defined also through the EU strategic documents, from the EU action plan for development of entrepreneurship to the EU smart specialisation strategy. The realisation of the above-mentioned strategies is accompanied by large financial envelopes of the EU, intended for structured cooperation between universities and entrepreneurs, such as COSME, Horizon, SME Instrument, regional development funds, and Erasmus. The aim of such structured cooperation is a mu-

tual rise in quality and strength of entrepreneurs, as well as universities, and all that for strengthening the entrepreneurial ecosystem on local, regional, national, and international level. In several documents, the European Commission indicates the necessity of developing the Entrepreneurial University as an important support to national innovation ecosystem and economic development. They are aware that the entrepreneurs of tomorrow are in our schools/universities today, so we certainly must strive to support entrepreneurs and boost their competitiveness to maintain the entrepreneurial ecosystem for entrepreneurial future and economic development as a whole. Without a structured, daily, cooperation of universities and the world of entrepreneurship in terms of smart specialisation and economy based on “smart” principles, the chances for economic growth and development are greatly reduced.

Efka Heder, Director of SEECEL – South East European Centre for Entrepreneurial Learning



KETGATE



The KETGATE (Central European SME Gateway to Key-enabling Technology Infrastructures - Sparking a New Transnational KET Innovation Ecosystem) project is being implemented within the framework of the Interreg Central Europe EU programme. The Project gathers business support organisations and research organisations from eight countries and is going to provide small and medium entrepreneurs with access to high-tech services, with the aim to strengthen cooperation with relevant stakeholders in the field of research and technology.

The KETGATE project aims to deliver tools and networked structures in order to establish an international ecosystem of Key Enabling Technologies (KET). The Project’s objective is to provide small and medium entrepreneurs (SMEs) from Central Europe with the access to the latest KET infrastructures of top quality by connecting them with research and development organisations (RTOs) from the field of KET. The ultimate goal is to accelerate the process of adopting new technologies for small and medium entrepreneurs and transfer them into smart solutions that can thus provide answers to social challenges in the following fields: microelectronics and nanoelectronics,

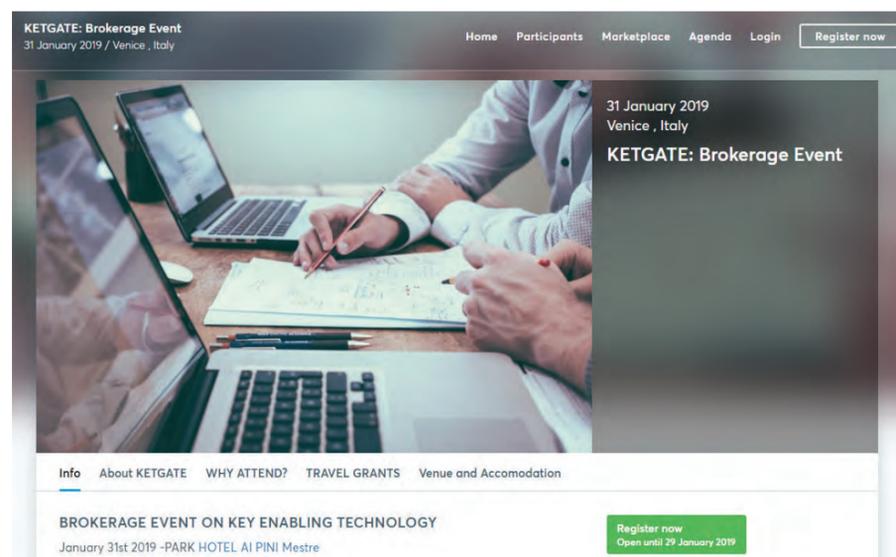
nanotechnology, industrial biotechnology, advanced materials, photonics and advanced manufacturing technologies. The key technologies provide the basis for innovations in several industry sectors. Companies active in sectors such as food industry, transportation, and health use regional channels of innovative infrastructures and technological services. In order to encourage the connection with KET Innovation Ecosystem, the Project will develop “starter sets” and “tool packages”. As a result, small and medium enterprises will be able to more quickly and more efficiently place smart solutions on the market, influence private and public investments, and support dynamic development of KET-based knowledge, as well as to influence changes in Central Europe. Three cross-border cooperation projects will be financed within the Project, with EUR 20.000 grant.

You can find out more about the Project, access to the KETGATE network, and cooperation and financing opportunities at www.ketgate.eu.

Eight regional access points - KETGATE Points have been organised within the Project. The KETGATE Points provide SMEs with advice on Key Enabling Technologies implementation and enable their cross-border cooperation with RTOs through the KETGATE network. Tera Tehnopolis Ltd. is an access point for Croatia, and all organisations interested in participation can contact us by email at: ured@tera.hr, by telephone: +385(0)31 251 000 or visit us at Trg Ljudevita Gaja 6, Osijek.



● The Project partners are: Tera Tehnopolis Ltd. from Croatia, Steinbeis Europa Zentrum from Germany, National Cluster Association from Czech Republic, Veneto Innovazione Spa from Italy, Upper Silesian Agency For Entrepreneurship And Development Ltd. from Poland, Joanneum Research Forschungsgesellschaft MbH from Austria, Institute Jožef Stefan from Slovenia, and Bay Zoltan Nonprofit Ltd. from Hungary



The KETGATE project allows you to:

- become a part of a strong network of entrepreneurs and research and development organisations
- find a suitable partner for the development of your idea, product, and/or service
- realise your innovation project by financing cross-border cooperation with a €20.000 grant
- achieve long-term cooperation with partners across Europe

If you are interested in participating in the Brokerage Event organised within the project on 31 January 2019 in Venice, we invite you to contact us at ured@tera.hr and shortly describe your business, specify the Key Enabling Technologies you are interested in, and the challenges you would like to meet within your company’s business by implementing Key Enabling Technologies and RTOs’ services. Three chosen companies will be given an opportunity to travel to the Brokerage Event, with all the expenses covered by the Project, and arrange meetings with suitable organisations in advance. Of course, companies that do not get chosen are invited to join the meeting, but in this case at their own expense. You can find detailed instructions on how to set up a profile and arrange meetings on the following link: <https://ketgate-brokerage-event.b2match.io/>.

Enterprise Europe Network



The Enterprise Europe Network was created as European Commission's initiative for providing support to small and medium entrepreneurs in creating preconditions for business expansion at the European market, placement of their product/service or technology transfer from abroad and it is available to entrepreneurs without a fee. The cooperation with foreign partners is possible in both directions: placement of product/service on foreign markets and identification of products/services for import. Some of the services that are available within the framework of the EEN are: information on offer and request of products/services on the domestic and the EU market, connections with the network

of consultants and researchers from various scientific fields, identifying partners interested in technology transfer, legal and consultancy support in negotiations, industrial property protection services and protection of entrepreneurs' interests in technology transfer process, support in preparing the EU projects applications, and similar. During 2018, TERA achieved remarkable results with regard to entering into partnership agreements to connect their clients internationally and include them in EU programmes. The partnership agreements

resulted in preparing and submitting project applications for grants. Our clients often establish cooperation by participating in international business meetings. One such example is the International Eco-food Production Forum held in Selenča, where five companies participated, and five cooperation agreements were signed. Besides TERA Tehnopolis the Croatian regional EEN partners are: Croatian Agency for SMEs, Innovations and Investments - HAMAG-BICRO, Technology Park Varaždin -TPV, Step Ri Science and Technology Park of the University of Rijeka, Technology Transfer Office of the University of Split - TTO, with the Croatian Chamber of Economy as the Network's main coordinator. The Project is co-financed by the European Commission through the COSME programme. You can find more information on the Enterprise Europe Network on the following link: <http://www.een.hr>.

The EEN provides entrepreneurs with:

- consultancy services
- connections on international market



Erasmus za mlade poduzetnike

Erasmus for Young Entrepreneurs

The Erasmus for Young Entrepreneurs is an international exchange programme that aims to provide potential and/or existing entrepreneurs with an opportunity to gain experience abroad, with the help of entrepreneurs that have been managing successful companies for several years. The young entrepreneur's stay abroad with the financial support by the European Commission can last between one and six months. The available outgoing destinations are the European Union Member States, USA, Israel, and Singapore.

You can apply for the Programme in two ways: as a new entrepreneur and as an experienced entrepreneur. Some of the benefits gained by new entrepreneurs are experience of working in a successful company, mentoring throughout the entire stay, gaining experience, learning foreign languages, and gaining access to international markets with the possibility of establishing business cooperation with potential partners, and all that with financial support. Experienced entrepreneurs, however, can improve their current business with new ideas and skills provided by the new entrepreneur, establish a long-term cooperation, and enter new markets.

As an intermediary organisation, Tera Tehnopolis implements the Project and provides help and support to potential applicants throughout the entire application process. The Programme is financed by the European Commission. You can find more information on the Programme at the following link: <https://www.erasmus-entrepreneurs.eu/index.php?lan=hr> and on Facebook page: <https://www.facebook.com/ErasmusZaMladePoduzetnike/>.

Key Account Management - KAM



The Key Account Management - KAM provides services to innovative companies and companies with export potential. In order to secure support, companies shall apply their projects within the Horizon 2020 programme. The services implemented in the

first project phase are: detailed analysis and evaluation of the beneficiary's capacities for innovation management and analysis of the beneficiary's request for payment with regard to their performance or use of the innovation project; identification of potential and suitable main trainers from the central base; and setting up measurable key points that will support the successful Project implementation and build a sustainable internal capacity for small and medium enterprises. The project is co-financed by the European Commission through the COSME programme.

Croatian Employers' Association

The Croatian Employers' Association (CEA), as a voluntary business association, promotes the entrepreneurial spirit and entrepreneurial rights and freedoms. Through its activities, the Association devotes particular attention to young future personnel of its members. For fourteen years, through their business education program (the PUMA programme), the CEA has been providing the students who write the best business plans in the Be the Role Model competition

with free participation in seminars and workshops. The CEA recognised the potentials of cooperation and excellence in the joint projects with TERA Tehnopolis, which enable us to provide even more to the youth, but also to a wider community, in strengthening their entrepreneurial spirit. Precisely for that reason, the excellent cooperation of the CEA and TERA Tehnopolis is continued, not only to the benefit of the incubator tenants or CEA members, but also to the benefit of a wider community.



SUCCESSFUL COOPERATION OF THE PHOENIX LTD. COMPANY FROM ORAHOVICA AND AN ENTREPRENEUR PABLO FROM SEVILLA

The Phoenix Ltd. company, which has been doing business in Croatia for 26 years, exports 90% of their products. They manufacture springs and spring-making machinery. During the exchange, in cooperation with Pablo, they were working on reorganisation of production processes. They developed and tested tools for improvement of industrial processes productivity in small and medium enterprises, introduced new production processes, defined final conclusions on the changes necessary to improve the current business, and finally arranged to continue their business cooperation even after the exchange. "The participation in the Erasmus for Young Entrepreneurs programme was an extremely pleasant experience for our company. It was a great opportunity to simultaneously exchange our experience and his knowledge. We are certainly going to participate in the Programme again."

The Programme allows you to:

- work in a successful company abroad, in duration from 1 to 6 months gain experience under mentorship
- establish long-term business cooperation
- approach to starting your own company in a simpler and more relaxed manner
- expand your contact network get familiar with new countries and markets
- perfect a foreign language
- receive financial support



SCALE-UP

The Scale-Up project provides business support to young and innovative companies with potential for growth and expansion on new markets. The Programme's objectives are: facilitating growth and internationalisation of business, as well as increasing the company's profitability. The Project is co-financed by the European Commission through the COSME programme.

The Scale-Up project provides entrepreneurs with:

- consultancy services for companies with potential for growth and new market expansion

TERA - SAPO

TERA Tehnopolis implements the project of advising entrepreneurs through providing consultancy and online mentoring services, as well as information services, with the aim to encourage their growth and development.

The emphasis is on expert support in the field of intellectual property protection, EU financing possibilities, business planning and internationalisation, managing business in financial and accounting domain, as well as legal issues. In the

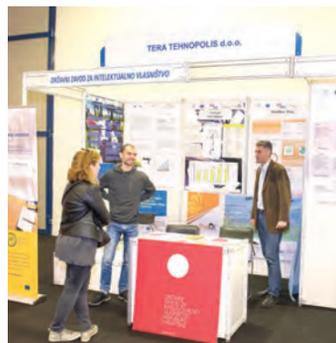


field of intellectual property protection, we can provide the entrepreneurs with an estimate of the patentability of their idea and an estimate of trademark availability considering the current state in the database. In our daily work, we encourage entrepreneurs to apply for grants from the EU funds, which is the reason why we directed our services exactly in that direction. The analysis of the

entrepreneurs' business, identification of tenders applicable to their entrepreneurial project, and evaluating if the entrepreneur meets the tender's criteria are all a part of our daily services for entrepreneurs. The total value of this project is HRK 608.298,28 and it is co-financed by the European Union from the European Regional Development Fund in the amount of HRK 500.567,44

The TERA-SAPO project provides entrepreneurs with:

- evaluation of qualifications for using EU funds
- mentoring in making a business plan
- consultancy services in legal issues
- individual analysis of patent, trademark, and industrial design protection availability



Be the Role Model™/ Inova™ 2018

The exhibition served as an opportunity to hold business talks with the incentive to commercialise innovations more efficiently and raise competitiveness on domestic and European market. Alongside the innovators, the exhibition was attended by the representatives of family farms, who presented their delicacies within the "Flavouria and Traditions of Slavonia and Baranya" programme. THE GRAND PRIX BE THE ROLE MODEL 2018 for the best innovation was won by

Zvonimir Lukadinović from Bor-plastika Ltd. for a static fluid mixer. The exhibition also provided an opportunity to hold several business talks with the aim to find partners, buyers, suppliers or employees. Within the Enterprise Europe Network - EEN, which provides entrepreneurs with access to European market, TERA held a business opportunity fair and educations on intellectual property and ways of its protection (in cooperation with the EU IPR Helpdesk and State Intellectual Property Office).



BE THE ROLE MODEL™/INOVA™ 2018 – SPECIAL AWARDS TO INNOVATORS

No.	BE THE ROLE MODEL 2018 SPECIAL AWARD	INNOVATION TITLE	INNOVATOR	INSTITUTION
1	GRAND PRIX BE THE ROLE MODEL FOR THE BEST INNOVATION	Static Mixer for Liquids	Author: Zvonimir Lukadinović	Bor-plastika Ltd.
2	GRAND PRIX FOR THE BEST BUSINESS PLAN	Nachtigall	Author: Ivana Božanov	Faculty of Agrobiotechnical Sciences Osijek
3	BE THE ROLE MODEL SCIENTIFIC INNOVATION	Pneumatic-vibration Feeder for Mortar	Autori: University of Warmia and Mazury in Olsztyn The centre of innovation and technology transfer	University of Warmia and Mazury in Olsztyn, The centre of innovation and technology transfer (Poljska)
4	BE THE ROLE MODEL GASTRO/AGRO	Cookie-print	Authors: Tin Kukolj, Tin Mladina, Len Oremović i Filip Dvorine-ković Mentors: Veljko Kukolj, Andreja Stancil	First Technical School TESLA, Zagreb
5	BE THE ROLE MODEL VISIONARY CONCEPT	SEDDstrong	Authors: Dr. Kitti Supchukan, Dr. Kittiwut Kasemwong and Dr. Kris Anganaporn	Granades Biotech Co.LTD (Thailand)
6	BE THE ROLE MODEL THE BEST FEMALE INNOVATOR	Eco-Innovative Biotechnological Substrate (EPB) from Lower Sediments	Authors: Magdalena Urbanjak, Agnieszka Baran, Roman Rylik	University of Lodz (Poland)
7	BE THE ROLE MODEL THE BEST	Protein Crackers		Sunflower Ltd. (Serbia)
8	BBE THE ROLE MODEL CIRCULAR ECONOMY SUCCESS	Nib-based Activated Carbon (Theobroma Cacao)	Author: Faisal Ahmad	Malaysian Cocoa Board, Cocoa Innovation & Technology Centre (Malaysia)
9	BE THE ROLE MODEL KEY ENABLING TECHNOLOGIES	Croatia for Everyone	Author: Ivan Rajković	
10	FOR CONTINUOUS MENTORING OF STUDENTS AND YOUNG INNOVATORS		Mentors: Dubravko Rogale, Snježana Firšt Rogale	University of Zagreb, Faculty of Textile Technology

BE THE ROLE MODEL™/INOVA™ 2018 - CROATIAN INVENTORS ASSOCIATION SPECIAL AWARDS

No.	INOVA 2018 SPECIAL AWARD	INNOVATION TITLE	INNOVATOR WINNER	INSTITUTION
1.	THE BEST INNOVATION FOR ENVIRONMENTAL PROTECTION	BP ASP WASTEWATER TREATMENT PLANT		BOR-PLASTIKA Ltd.
2.	THE BEST INNOVATION IN FOOD INDUSTRY	SNACK TAKE A BREAK - POWER COOKIES	ZDENKA ŠALIĆ	PANNONIAN GRAIN Ltd.

TERA E-BUSINESS INCUBATOR



TERA Tehnopolis implements the E-Business Incubator project through the business infrastructure development programme. The Project's main objective is to improve incubation and consultancy services by improving the quality of business premises TERA offers to entrepreneurs at Trg Ljudevita Gaja 6 and through the development of software tools that will serve as a basis for further consultancy work with entrepreneurs. TERA has grown into an institution that provides support to innovative entrepreneurs. It operates as a technology transfer office of the university and as a regional technology transfer office certified by HAMAG-BICRO, as a business-innovation centre, and a technology incubator. In our business we follow international trends and develop services in accordance with the 3rd and 4th generation of business incubators criteria, whose emphasis is on networking, online incubation and online services provision, providing access to technological, business, and financial networks, as well as supporting the development of an international component of our tenants and clients. Precisely for that reason we have been developing web-tools that will be available to entrepreneurs for the purpose of easier management, business planning and realisation tracking. Digitalisation of our services is planned to be expanded to the area of the entire region by including local business support institutions in providing specialised services and connecting with the research sector. The total value of this project is HRK 2.492.875,90 and it is co-financed by the European Union from the European Regional Development Fund in the amount of HRK 1.946.686,79.

The E-Business Incubator project allows entrepreneurs to:

- use the business premises in the TERA Incubator
- use the Incubator's equipment

BE THE ROLE MODEL™ 2019 – DIGITAL WORLD

The international exhibition of innovations and student business plans BE THE ROLE MODEL™ will be held for the 15th time in November 2019. Regardless of the category they are competing in, the participants should begin preparing as early as possible, taking into account the propositions of the competition. Make sure to consult with us in case of any dilemmas related to prototype making, intellectual property protection, and environmental protection.

Your TERA team

Investing into Knowledge and Technology is the Only Path to Development and Progress

Osijek - as a university city, where every fifth inhabitant is a student, puts great effort into creating strong connections between universities, students, and the economy. This connection should be the basis for strengthening the City - through knowledge-related help offered by the University for solving the needs and problems of the economy. Ultimately, this cohesion model secures the long-term boosting of the market, creating new jobs, and making the city of Osijek a pleasant place to live for young people

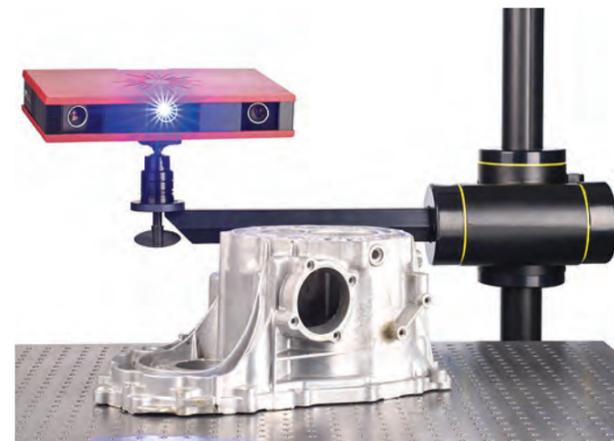
Žana Gamoš,
Deputy Mayor of the
City of Osijek



TERA 3D Laboratory for Quick Prototype Creation

The TERA 3D laboratory for quick prototype creation recently became richer with one more top device that, alongside the current 3D printer Ultimaker 2.0, complements and improves the services of this 3D laboratory. It is a device of high performances and guaranteed quality - 3D scanner ATOS Core 185 Essential 5M. The ATOS Core is specialised for scanning small and medium sized objects, up to 500 mm. It uses the verified advantages of the ATOS system, such as the blue light technology and the GOM stereoscopic camera system.

The laboratory is now able to provide a complete service, from scanning a 3D object to printing a 3D model. For more information contact us by email at ured@tera.hr, by telephone on +385 031 251 000 or visit us at Trg Ljudevita Gaja 6 in Osijek, on weekdays from 8 to 16 o'clock. The TERA 3D laboratory for quick prototype creation is financed within the framework of the Tera E-Business Incubator project from the Competitiveness and Cohesion 2014-2020 Operational Programme.



Croatian Bank for Reconstruction and Development and TERA Provide Joint Support to Future Entrepreneurs

The Croatian Bank for Reconstruction and Development, alongside other business support institutions, strives to support existing and future entrepreneurs and for that reason we cooperate with TERA Tehnopolis on the Be the Role Model project, aiming to facilitate the process of starting a business for young people. Precisely for the fact that young people find it more difficult to receive financing, the Croatian Bank for Reconstruction and Development has special programmes for financing the young, women, and beginners. In the recent years as the jury member I have been pleasantly surprised by the quality of mentoring and entrepreneurial ideas prepared by the students. Student business plans have all the attributes of plans that are ready for financing and implementation. That is



why I invite all the finalists and their mentors to a meeting at the premises of the regional office of the Croatian Bank for Reconstruction and Development in Osijek, so we could discuss the possibilities of starting a business according to the prepared business plans, with financing by the Croatian Bank for Reconstruction and Development

Boris Čagalj, Head of the Croatian Bank for Reconstruction and Development regional office for Slavonia and Baranja.

Business Organisations Network Development (BOND)

Croatian Agency for SMEs, Innovations and Investments - HAMAG-BICRO initiated the establishment of the Business Organisations Network Development (BOND). Through the open call for expressions of interest, the HAMAG-BICRO strives to gather all business support institutions on a single platform in order to provide entrepreneurs with facilitated access to information, to secure integrated help in all levels of development, and to create equal access to business knowledge, services, and partners for all. Among the 169 business support institutions registered in Croatia, 59 of them were chosen to participate in this network. Sin-

ce TERA Tehnopolis strives to continuously strengthen its capacities, the company applied for the open call, based on which it was included in the Network. The HAMAG-BICRO's next step is to, in cooperation with business support institutions, develop standardised high-quality services that will, with the help of the Network's members, be evenly spread and available to entrepreneurs. The total value of the Project in the amount of HRK 7.012.151,60 is financed from the European Regional Development Fund within the Competitiveness and Cohesion 2014-2020 Operational Programme. You can find more information at www.hamagbicro.hr and www.strukturnifondovi.hr.



What the BOND project offers to business support institutions:

- standardisation of services intended for entrepreneurs