



NEWSLETTER N.2

News:

Despite the disruptions and challenges caused by COVID-19, the project is on track to deliver on its promises thanks to an experienced consortium of international partners and to the action taken to mitigate the risks associated with the pandemic and other external factors.

The project has produced its first Intellectual Output, the Skills Development Framework, and is currently working on the delivery of its second Intellectual Output: the Upskilling toolkits.

Have a look at the video by Milena Koleva, from the Knowledge, Innovation and Strategies Management Club, and Lora Lyubenova, from the Bulgarian Industrial Association, detailing what has been accomplished in the first half of the project and what are the next steps:



Outputs:

The UpskillingLab 4.0 project delivered its first Intellectual Output. It comprises three main components:

- *Collaboration Management Framework*, developed to facilitate and enhance the cooperation between corporates and start-ups/scale-ups. It identifies, through case studies, skills needed by start-ups/scale-ups and established companies to collaborate effectively;
- *Skills Cards*, which provide a description of the necessary level of expertise, qualifications, skills, knowledge and responsibilities within the collaboration management and open innovation process;
- *Skills Development Framework*, which provides a detailed learning-teaching framework designed to guide the work of trainees and instructors.

You can find an Executive Summary of the Intellectual Output at the following link: <https://www.upskillinglab.eu/outputs.html>

FROM THE PARTNERS (news, projects and events)



Virtual Brokerage Event at Innovation Village 2020



The Enterprise Europe Network team at BIA is co-organising, together with the Network partner ENEA, Italy, **two days of transnational bilateral meetings** among companies, universities, research centers and stakeholders, committed to the issues of **Sustainable Development, Circular Economy and Intelligent Energy**, with the aim of identifying opportunities for technological and commercial partnerships, launching collaboration and research projects, intercepting business opportunities in new markets.

Due to the COVID-19 emergency, the event took place online. Participants are able to take part in their 1:1 meetings in a confidential way from the comfort of their work station, through

the b2match platform dedicated to the event, the same used for recording and selecting the meetings, without any need for additional software. The BIA team supports Bulgarian start-ups/scale-ups participation in the b2b meetings.

Link: <https://vbe-iv2020.b2match.io/>

Sofia Ranks 86th among 1 000 Cities Across the World in the StartupBlink Global Ecosystem Rankings 2020

Sofia climbed two positions – to 86th place among 1 000 cities in this year’s Global Ecosystem Rankings 2020 by StartupBlink – a leading international startups and research centers platform. A case study presents Sofia and the entrepreneurial ecosystem in the city in the deep dive section of the report.

For its annual review, [StartupBlink](#) has reviewed the global startup ecosystem by analyzing data from more than 1 000 cities in 100 countries. In the country rankings Bulgaria is ranked 32nd, or three positions higher than in 2019.

Link: <https://investsofia.com/en/sofia-ranks-86th-among-1-000-cities-across-world-startupblink-global-ecosystem-rankings-2020/>

The International Economic Relations Center at BIA published analysis on the Digitalisation in Bulgaria



The report analyses the difficulties to the uptake of digital solutions by the administration and the businesses and compares the position of Bulgaria among the Eastern European EU member states. The report is available for now only in Bulgarian. Upon interest, BIA can provide relevant information.

Link: <https://bia-bg.com/analyses/view/27597>



NGI TETRA



ESN is part of the consortium running the TETRA project, a business accelerator for Next Generation Internet (NGI) beneficiaries. The Next Generation Internet (NGI) initiative, launched by the European Commission in the autumn of 2016, aims to shape the future internet as an interoperable platform ecosystem that embodies the values that Europe holds dear: openness, inclusivity, transparency, privacy, cooperation, and protection of data.

More: <https://business.ngi.eu/>

Corship



ESN is within the consortium of the CORSHIP project, which sets out to establish a joint language between corporates, startups and universities to successfully exploit the full potential of “Corporate Entrepreneurship” across sectors and industries.

The project is currently developing the MicroCredential: The Co-Innovation MasterClass. This is a unique co-innovation program connecting actors from startups, corporates, and universities. In this innovation journey, 30 participants from all over Europe with different backgrounds come together to solve complex problems related to European cities in order to make them better places to live.

More: <https://www.corship.eu/>



Entrepreneurship Model in Deusto

University of Deusto launched its model to foster Entrepreneurship among the members of its community last July. From Faculty and students to alumni, from internal incubators to public or private Business Innovation Centres, from internal resources to public grants and

private seed and venture funds, the model adopts a holistic point of view to multiply the number of initiatives and to, hopefully, help some of them to grow up.

Cooperation is one of the main traits of the model, trying to take advantage of the networking effects to scale up the entrepreneurial project.



More info: <https://blogs.deusto.es/iedeusto/deusto-pone-en-marcha-su-modelo-de-emprendimiento/>.

Basque Country Competitiveness Report 2020



Orkestra, the Basque Institute of Competitiveness of basque Country, a branch of Deusto Foundation continues launching its annual report on Basque Competitiveness.

The Basque Country Competitiveness Report 2020 provides answers to three questions:

1. A **look back** at the state of competitiveness in the Basque Country before COVID-19, using Orkestra's competitiveness framework to respond to: *Under what conditions are we facing the challenges associated with the pandemic?*
2. A **look at the present and future**, by analysing the specific vulnerability of the Basque economy in order to respond to: *How has the pandemic affected us and how will it affect us?*
3. A **look outside** to understand what our competitors and partners in other regions are doing, to respond to: *What can we learn from each other with other benchmark regions both in the short term to resist and in the medium to long term to rebuild?*

More info: <https://www.orquestra.deusto.es/en/research/basque-country-competitiveness-report-2020>.



“TransIT - Work-based management training kit for the transition to Industry 4.0”



KISMC is a partner in ERASMUS+ project No 2019-HU01- KA202 061224 “TransIT - Work-based management training kit for the transition to Industry 4.0”. The project was specifically designed to facilitate managers to successfully transition to this new era. The first result is an **analysis of international studies and trends** about the **HR aspects and management-related challenges** of the transition and adaptation to **Industry 4.0**. It includes a [Desk Research report: Competence Matrix and HR Capacity Development Strategy](#) based on a multi-generational approach with **competence catalogue**; a [Transversal Competence Analysis and Catalogue](#): Summary of the Online Questionnaire Analysis; and a [Transversal Competence Analysis and Catalogue](#): Short Report on Field Study Interviews. The other deliverables comprise a training kit, aimed at persons that are tasked with leading the technological change. The training kit will equip them with the crucial skills that are needed in order for them to effectively manage the transition to Industry 4.0.

Innovation Hub for media and creative industries



The first Innovation Hub for media and creative industries is now a fact. It was created under the Horizon 2020 project Media Motor Europe with key focus on deep tech start-ups and scale-ups in these sectors. MediaMotorEurope supports high-potential European deeptech innovators in building the Media solutions of tomorrow. The first accelerator program started on 14th September 2020 for six months with twenty start-ups and scale-ups across Europe. At the same time the second call for the next accelerator is open. [Here](#) is the link to the application form and more information.

IoT Security nuggets



The Erasmus+ project **IoT Security nuggets**, No. 2018-1-BG01-KA202-047919 foresees developing “on demand”, learning content to be applied at work. It allows upgrade of skills for employees and entrepreneurs in the IoT field. In order to deliver a safer and more secure IoT environment, tech companies and Industry 4.0 solutions developers need to take a lead role in making their devices and solutions as secure as possible. The project has developed a **competence framework** for new experts in IoT cyber security and **learning nuggets**: Nuggets are capsules of information to be used in the right moment, engaging and interactive, multimedia enabled. It is a new trend in training allowing avoidance of overload for trainees. Nuggets distill information and target specific information to utilize the learners time efficiently so that specialists can build and upgrade their skills and knowledge in small chunks of content.



The Chamber brings together innovative, young and green SMEs with financial institutions



In this difficult situation, when conventional network meetings are rather rare, the Chamber decided to organise virtual meetings between young, innovative start ups and green SMEs and representatives of the main Slovene financial institutions, providing financial support to the start ups and SMEs in their endeavour to become competitive on global scale.

The web meeting, which took place in August, was adjusted to the current and practical needs of SMEs (meaning avoiding a general and academic presentation,) and focused on the current financial opportunity for the green and innovative SMEs searching funds for green investments.

More: <https://www.linkedin.com/feed/update/urn:li:activity:6702151466259361792/>

Slovenia promotes its best scale ups



The “Gazela” award is a selection of the best fast-growing companies in Slovenia who have potential to scale massively. In the selection for the Slovenian best scaleup companies, the newspaper Dnevnik strives to reward Slovenian companies that distinguish themselves for their rapid growth and flexibility, as well as for their dynamic entrepreneurship style. Most often, these are small family businesses that have managed to find a niche market with their innovation. The project has been

running since 1991, upgraded with 6 regional and national selections since 2001. Since then, it has established itself as the largest business event in Slovenia, aimed at promoting business audacity, innovation and international success of Slovenian companies. The theme for this year, the jubilee year, is to "pay homage" to gazelles from the past, by showing the development of the award from its inception in 2001 until today, and to look at what the future will bring.



For the latest updates from Inqubator Leeuwarden [read here](#).

EXTERNAL RESOURCES

[Creativity Toolkit II: Creative Collaboration](#)

The creativity toolkit explains how to foster effective collaboration with people from different areas and backgrounds, and gives tips on successfully pitching ideas.

[Innovation And Emerging Technology: Be Disruptive](#)

This interactive course consists of video lectures, quizzes and written assessments that will help you learn to think strategically and become an innovative change-maker.

[Startups in open innovation](#)

Throughout this course, you will learn about challenges in rapidly changing digital environments and main methods for leading innovative projects. The course also touches upon the ways to limit access to important information and securing investments for your startup.

[Industry 4.0: How to Revolutionize your Business](#)

This course brings an overview of Industry 4.0 and its impact on societies and daily life as our homes, offices and factories become a well knitted cyber-physical system.

[Global Trends for Business and Society](#)

Learn to recognize and analyze rapidly changing global trends, their effects on markets, financial systems, and relationships between countries all around the world.