



EANET newsletter # 49



21 April 2017

In this newsletter:

- “KROK” Organizes career architect to develop students’ career-building skills
- GTU Entrepreneur Alumni Reunion (GEAR) organizes Training workshop on new taxation model
- SYSLAB Center for career innovative development organizes workshop on innovative Entrepreneurship at USB
- USB Looks back at the Workshop for Ministries in Amsterdam
- ENTREPRENEURS IN THE SPOTLIGHT
 - Nika Karseladze & Tedo Sartania, Kutaisi University
 - Aleksandr Polyakov, KhNURE

Upcoming events:

| | | |
|-----------------|--|-------------------|
| 15-17 May 2017 | International Highlight Event | - ISU Tbilisi |
| 26-28 June 2017 | Sustainability Workshop for EANET Staff & Ministries | - GTU Tbilisi |
| 04-05 Sept 2017 | Steering Committee meeting PSC 6 | - CHNU Chernivtsi |

**Do you have an interesting story to share with (other) alumni entrepreneurs and EANET partners?
Please send it to us at eanet.dissemination@gmail.com**

Next issue: Friday 5 May 2017

Copy can be sent before Wednesday 3 May

TEACH A MAN TO FISH AND YOU FEED HIM FOR A LIFETIME

“KROK” Organized career architect to develop students’ career-building skills

7-8 April 2017 National Forum "Career Architect: Successful start to move" was held at "KROK" University. Career Architect is a social project that aims to help students and their parents, school and universities staff on the conscious choice of profession and career development. For two days, more than 300 participants from all over Ukraine participated in the workshops and trainings, organized by 30 top experts of the labor market - career consultants, career guidance experts, business trainers, HR-directors, alumni-entrepreneurs of “KROK” University. The National Forum was organized by alumnus-entrepreneur of “KROK” University Tamara Polishchuk, director of the Career Centre of “KROK” University, the owner of Marafon start-up. Within EANET Tamara was present at training in Chernivtsi and actively supports the activities of Business League.



The first day of the forum was dedicated to the staff of universities and schools involved in the process of career counseling and career development of young people. During meetings with speakers they learnt the trends of the labor market, opportunities of professional development that exist for young people in Ukraine, skills that have to be developed to build a future successful career, including entrepreneurial skills. At the workshops the participants learnt to involve business representatives to cooperation, conduct professional career counseling to students.

On the second day more than 200 students and their parents participated in the Forum. Students went through free computer testing on career guidance and received professional advice from experts of Kyiv employment center. The trainings on the topics of career choice, emotional intelligence, leadership and entrepreneurship were organized. The experience of EANET project was presented. In addition to training, the students participated in business games on public speaking and practiced going through their first job interview. Parents met with psychologists, business coaches who shared the new approaches to educating children, based on partnership, support and positive attitude.

The Forum received a lot of positive feedbacks from the participants, which indicate its relevance and benefits to the society. The Forum was supported by the Ministry of Education and Science, Ministry of Youth and Sports, Ministry of Social Policy, Public Employment Service, Department of Education and Science, Youth and Sports of Kyiv City State Administration. The following companies of alumni-entrepreneurs were the partners of the Forum - the platform of professional self-realization:

- Start2Go, founded by Anna Soloid and Iryna Prokofieva,
- Start Up Ukraine, created by Dmytro Yaremko
- International company Impel Griffin Group, were the alumni of “KROK” work.
- The workshops and other activities delivered, besides the abovementioned Tamara Polishchuk, Anna Soloid,
- Natalia Boichenko, business coach,
- Viktoria Zakarchevna, co-founder of Marafon start up, HR director of Griffin Group,
- Maryna Sbrodova, business coach.

The companies rabota.ua (job search), career-oriented educational project UGEN (Ukrainian generation), Kyiv Business Lyceum, the company Jansen Capital Management, training centre IF development Center, company SmartMe etc that provide not only career guidance, but also job vacancies, were also active partners.

GTU Entrepreneur Alumni Reunion (GEAR) organizes Training workshop on new taxation model

By Boris Gitolendia

On April 5-7 GEAR conducted a training workshop related to new taxation model - Estonian Model of Corporate Income Tax. The training was organized on the initiative of GTU Entrepreneur Alumni Reunion – GEAR with support of the Association for Business Environment Research and Development. The main objective of the workshop was to develop entrepreneurial skills in students and alumni and increase and deepen the knowledge and understanding of business legislation of Georgia.

The actuality of the topic is based on the fact that starting from January 1, 2017, government of Georgia has been working on establishing the Estonian taxation model in Georgia and simplified tax keys were introduced for small businesses as well (mentioned tax reform has been conducted based of Estonia experience in this regard). Introduction of Estonian Model will be profitable in terms of tax administration too, because the problem with calculation of profits tax is not novelty for Georgian financial sector. Estonian model will alleviate financial reporting. This model will also grow efficacy of operation of Georgian taxation structures.



Trainings were attended by young entrepreneurs in the small business sector, as well as students and alumni who are going to start small business activities in the near future.



Various issues were discussed during the workshop, including:

1. Tax regulations prescribed for small business according to Georgian legislation;
2. Appropriate legislative and taxation procedures for starting small business in Georgia
3. Rules to fill in tax returns and invoices and related regulations



The training provided theoretical materials and practice using case studies. During the training each participant performed simulated activities that dealt with tax regulation and appropriate regulations. The course was conducted by experts with relevant experience in the tax audit field. The workshop participants were awarded with the certificates upon successful completion of their training program.

The project's main outcomes include qualified information and important opportunities for the participants obtained from the professionals and useful for their entrepreneurial activity.

GTU Entrepreneur Alumni Reunion – GEAR is going to provide such activities and thus promote the development and improvement of the entrepreneurial ecosystem in Georgia.

INNOVATIVE ENTREPRENEURSHIP

Challenging USARB students and graduates

By Valentina PRITCAN, USB

The workshop was devoted to innovative entrepreneurship and it was promoted by Miss Maria BERGHER, entrepreneurship adviser, USARB graduate, by the SYSLAB Center for career innovative development from Balti municipality.

The participants at this event learned what innovative entrepreneurship is and which financing possibilities are available for one's own business. The students identified a number of problems they face in their daily lives, then they looked for possible solutions and based on that they generated potential business



ideas.

The ideas were shared and provided of feedback from the panel of experts and young entrepreneurs (students and graduates of USARB – see below), who too presented their own successful experiences.

- Maxim CONDREA, entrepreneur, Ltd. „Sun Power – Energy” (the production of solar collectors), student, Law III year, USARB;
- Ion ONOFRAȘ, entrepreneur, GȚ „Onofraș Ion Sergiu village Izvoare” (bee-keeping), bachelor graduate, master student– master programme, USARB;
- Serghei CLIOFOS, entrepreneur, Ltd. „INOCLUB-VIRTUAL” (IT services), student, economy, I year, the Alexandru Ioan Cuza University branch at USARB;

- Ana BOGACIUC, entrepreneur, Ltd. „MAJESTIC-DECOR” (events decoration), student, economy, I year, the Alexandru Ioan Cuza University branch at USARB.

During the workshop the participants practiced the entrepreneurial skills of creation, presentation, public speech, debate and cognitive play. All these practices consolidated their knowledge about entrepreneurship and created awareness of the possibilities of creating a business of their own.

The good practices of developing the entrepreneurship with the support of *SYSLAB Centre* provoked an increased interest in entrepreneurship.

The SYSLAB Centers for career innovative development were created within the UNDP Project in Moldova „Innovative Entrepreneurship for a Sustainable Employment”, on the basis of the SYSLAB International AS methodology, with the financial support of the Norway Ministry of Foreign Affairs and of the United Kingdom of Great Britain and Northern Ireland Embassy in Moldova. The goal of these centres is to train and to assist qualified unemployed workers, Moldovian emigrants that have returned home and graduates in obtaining relevant jobs in the Republic of Moldova or in initiating their own business. The expected impact involves the prevention of the brain drain and the support of the country economic growth.

The aim of the *Career and innovative entrepreneurship week* was to consolidate the entrepreneurship capacities through the valorisation of the relations with the entrepreneurs (USARB students and Alumni).



Reflections about the Workshop Ministries Tempus EANET

By Valentina PRITCAN, P10 (USB) - Alecu Russo Balti State University

The Workshop Ministries Tempus EANET “Creating and Nurturing Ecosystems for Start-Up and Scale up entrepreneurship”, which took place between 20-21-22 March 2017 in Amsterdam, The Netherlands, had objectives-challenges for participants: share knowledge, experience and insight in what it takes to stimulate the formation of an ecosystem for entrepreneurship that creates economic growth, innovation and jobs and that attracts talent and investment.

The Northern Region of the Republic of Moldova was represented at the event by the partners of the Alecu Russo Balti State University:

- Office of Technology Transfer - Ruslan USATII;
- Balti City Hall - Pavel OBOROCEAN, Department of economics and finance;
- and Valentina PRITCAN, contact person, (USB).

Valentina PRITCAN, P10 (USB) - Alecu Russo Balti State University



LEARNING OUTCOMES. I have explored the surprising connections between competitiveness and entrepreneurship. I have the opportunity to see how the entrepreneurship in The Netherlands is developed. I learned the causes why it may be

different from the Moldovan one. This new wave of inventiveness is fuelled by entrepreneurs who are the vanguard of innovative thinking in the new economy and are a core component of a dynamic society. Entrepreneurship is a key driver of the well-being of a country and its citizens.

The workshop has proved us that the entrepreneurial ecosystems are a product of the joint efforts of universities, companies, Ministries, entrepreneurship agencies, all state and nongovernmental structures that can support entrepreneurship. The lesson learned was how to support entrepreneurship on the international level with the help of Netherlands Enterprise Agency.

IMPRESSIONS. Interaction of elements of the system intended to stimulate the formation of the ecosystem for entrepreneurship that creates economic growth, innovation and job opportunities, attracting talents and investments in the Netherlands.

Ruslan USATII, Office of Technology Transfer.



LEARNING/OUTCOMES. I met the founders of the ROCKSTART that in the last five years established a solid international community, which supports young entrepreneurs from various countries to achieve their goals. Due to the collective knowledge and experience there was built a platform for the exchange of entrepreneurial skills.

ROCKSTART helps startups in the first 1,000 days, through funding and mentoring (Rockstart Accelerator and Rockstart Impact), offering office

space (Rockstart Spaces), events relevant for starting (Rockstart Answers). The Project partners from Georgia and Ukraine shared experience to create a unique entrepreneurial ecosystem.

SUPPORT ACTIONS FOR USB ASSOCIATION OF THE ALUMNI ENTREPRENEURS. As a representative of the Office of Technology Transfer I think that my job is to promote a positive image of entrepreneurship and entrepreneurial spirit in the society, facilitating dialogues between business and scholars. Creating a unified ecosystem for the development of fruitful relations, introducing new technologies in businesses. Promoting partnerships between organizations in science and innovation, higher education institutions and production companies that are members of the alumni associations which coordinate the creation of infrastructure in the field of innovation and technology transfer between community members.

The main aim is to look for sources of finance investments in order to organize the events, dedicated to innovation and technological transfer among entrepreneurs association of university graduates. As the most important task, I propose drafting a project in the field of innovation and technology transfer in collaboration with members of the association as well as with action-oriented consultation and marketing services to promote technology transfer.

IMPRESSIONS. I was pleasantly surprised by the high level of support for startups. I think this is a good example.

Pavel OBOROCEAN, Department of economics and finance, Balti City Hall



LEARNING/OUTCOMES. The Workshop Ministries Tempus EANET, allowed me:

- to identify new ways to stimulate entrepreneurship;
- to make a new vision on the creation and development of start-ups, including other problem concerning entrepreneurship development, based on the practice start-ups in Amsterdam;
- to acknowledge the role of start-ups in the economy;
- to understand the life of a start-up, and so aware of potential problems that may hamper the development of entrepreneurship.

SUPPORT ACTIONS FOR USB ASSOCIATION OF THE ALUMNI ENTREPRENEURS:

- informing the graduates entrepreneurs about opportunities (projects / programs) to support existing business;
- presentation of interests within the local municipality;
- promoting the association at the events which take place in the city, involving local businesses and the local authorities;
- supporting the implementation of joint projects and programs of graduate entrepreneurs associations and local authorities;
- providing graduate entrepreneurs with the necessary information related to the economic and business environment;
- participation in motivating local entrepreneurs to be part of the association.

IMPRESSIONS. I was pleasantly surprised by the entrepreneurial ecosystem in the Netherlands, the way graduates maintain relationships with universities.



ENTREPRENEUR ALUMNI IN THE SPOTLIGHT



Nika Karseladze & Tedo Sartania

Kutaisi University alumni

By Tea Kordzadze

Nika Karseladze: The idea to build the club "Horizon" came to my mind in the year of 2013, while I was studying at the Tourism Specialty at Kutaisi University. It turned out that my friend Tedo Sartania had the same idea. We found a travel agency together, which has a priority to visit historic places and leisure. We have decided to build the first stage of the club, and we started thinking about what would be interesting for our customers, what would make us different from other agencies. We asked help to the University administration and using Kutaisi University database we created the application. The Kutaisi University and EANET Center helped us in the beginning by giving us a free office space, helped to make a business plan and organize meetings with potential customers.

Our travel agency is growing. Many Georgians are using our services and we are working on to get more foreign customers. We are looking forward to make connection with other Universities to offer young people to travel to Georgia and have pleasant and unforgettable time.

Travelclub Horizon Kutaisi - Georgia

Tedo Sartania graduated Kutaisi University in the year of 2015. "My friends and I have always wanted travel within Georgia and to the world's most beautiful places. Many Georgians like to travel abroad, but whilst they love to go abroad, they actually do not know Georgia that well. Also many foreign tourists arrive in the country and they are delighted with our nature and sights. Hence, the idea to give young people the opportunity to travel to the most beautiful places in Georgia became true. The first hike we organized was very difficult because we had no experience and were a bit worried. Our club was founded two years ago and it has since its foundation satisfied many customers, who we gave the opportunity to travel around the Georgia and enjoy its beautiful weather and nature. We are working hard to improve the management and keep up with the rising demand from both Georgian and foreign young people, who wish to travel to and through the mountains of Georgia."



BRICKLAB



BY ALEXANDR POLYAKOV

My name is Alexander and I'm alumni of Kharkiv National University of Radioelectronics since 2013. This is a little story about my passion – Smart-cafe BrickLab.

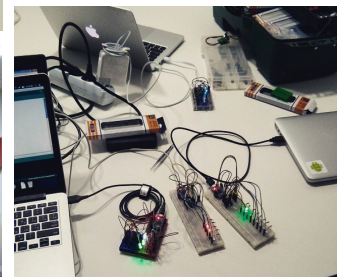
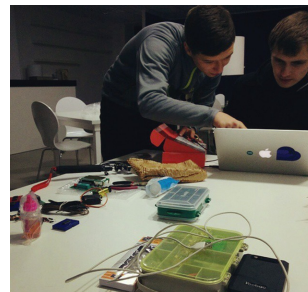
During the last two years of study at KhNURE I did a few projects with microcontrollers. They were devoted to air quality analysis (dust and gases concentration, etc.) and many various sensors were used. I experienced lots of problems, which I had to solve by myself. Not just because I prefer to solve all the issues by myself, but also because there wasn't any place, where I could come and ask something or learn how to implement something with microcontrollers. That idea came as the foundation



stone of BrickLab – the place, where you can come and implement your ideas and dreams in hardware and software technological fields! Bringing to life the idea of BrickLab started in August, 2014. My friend Stanislav and I found a place and started reconstruction.

It took approximately nine months to prepare space for “Technological paradise”.

In July, 2015 I've started “Robo Saturday”s – robotechnical courses for 18+ young people on a weekly basis. Also here have been hold plenty of various “speaker's corner”-s with IT-specialists and alumnus of KNURE concerning studying, working, working while studying, etc. We have realized a lot of different hardware projects (ex. “Smart bike parking”, “Fighting robot”) and participated in different competitions such as Microsoft IoT hackathon and Golden Byte (2016, 2017 YY).



Up to now, two waves of first year students (2015 and 2016 years, ~450 people each) went through the BrickLab. During these meetings I was leading discussions and conversations on different topics with students, presented them our start-ups and programs.

The EANet (eanet.xyz) program made communication with university specialists much easier and allows us to invite lots of interesting people from different departments, that want to share their knowledge with growing up generation. Without EANet it would be almost impossible to gather so many students and speakers together in BrickLab community:)