

C.2. Partner Organisation	
PIC:	998069182
Full legal name (in national language):	Ινστιτούτο Ανάπτυξης Επιχειρηματικότητας
Full legal name (Latin characters):	Institute of Entrepreneurship Development
Acronym:	IED
National ID (if applicable):	999152155
Department (if applicable):	N/A
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C.2.1.Profile	
Type of Organisation:	NGO
Is the partner organisation a public body?	No - private
Is the partner organisation a non-profit?	yes

C.2.2. Background and Experience	
Please briefly present the partner organisation (e.g. its type, size, scope of work, areas of specific expertise, specific social context and, if relevant, the quality system used):	
<p>The Institute of Entrepreneurship Development (iED) is a Greek NGO committed to the promotion of innovation and the enhancing of the spirit of entrepreneurship. By recognizing entrepreneurship as a crucial factor for the development and cohesion of societies, we develop research and are in a position to provide innovative solutions that facilitate the growth of healthy entrepreneurship and promote employment.</p> <p>In order to achieve our goal, we adopt an anthropocentric approach and cooperate with social, academic and business partners from Greece and abroad, aiming at producing and transferring know how, promoting entrepreneurial culture and enhancing the effectiveness and viability of enterprises.</p> <p>In our ten year long activation, we have participated among others in the planning, implementation and evaluation of more than 100 National and European projects, something which gave us a unique insight in the</p>	

practical aspects of implementing large scale co-funded projects and also provided us with an extremely wide network of collaborating organizations from both Greece and abroad.

Our participation in the aforementioned projects gave us also the opportunity to produce and collect a large number of innovative tools and products on all aspects of entrepreneurship and lifelong learning, available to be further processed and utilized by any other interested organization.

Since 2005, the year of establishment of iED, we have been oriented towards that direction and have implemented a wealth of actions and initiatives, which have made us a highly specialized organization in the following indicative fields of expertise:

- **Entrepreneurship**

Innovation, on-going consultancy, support and strategic visioning that all lead to the enhancing of the spirit of entrepreneurship.

- **Education and training**

Diagnosing the educational and training needs of individuals and groups, developing of training curricula and delivery of customized training courses.

- **Employment and social inclusion**

Identifying skills gaps, cultivating necessary skills and dexterities for successful labor market inclusion, developing professional profiles, investing in comprehensive career guidance and lifelong consultancy.

- **Regional Development**

Measures targeted at local and regional development through the mapping of available resources and the maximizing of their potential.

- **E-learning**

Learning design and development, online applications, custom learning solutions and placing education and training in a virtual environment.

- **Youth**

Facilitating youth inclusion and participation in all walks of life.

- **SMEs**

Start-up assistance, reliable business guidance through all stages of operation and custom made training solutions enhance the viability and potential of SMEs

Here at iED we provide the following integrated, custom-made services to our target groups:

1. Business consulting & support
2. Improvement and certification of professional skills
3. Organizational support & production and transfer of innovation and know-how
4. Project planning, submission and management
5. Information technology applications to facilitate learning and entrepreneurial processes

What are the activities and experience of the partner organisation in the areas relevant for this project? What are the skills and/or expertise of key persons involved in this project?

The IED, as mentioned above, has vast experience in the implementation of national and EU projects, with a focus on the Lifelong Learning Programme. It has implemented a large number of projects on the certification of informal certifications in a number of different fields and will therefore bring forth this experience and know-

how to the specific project by exploiting the methods and processes developed in these previous projects and further developing them to meet the specific needs of the specific project and target group.

Name of staff member	<i>Summary of relevant skills and experience, including where relevant a list of recent publications related to the domain of the project.</i>
Dr. Anastasios Vasiliadis	Dr. Anastasios Vasiliadis: He holds a PhD from the Aegean University in Greece and is President of the IED. He has participated as a member of research teams of many European programmes (Adapt, Adapt II, Leonardo da Vinci, EQUAL), while simultaneously acting as a member in the evaluation team in programmes of Cordis and e-Ten. He is an associate professor at the Aegean University and also participates in the teams for the composition of educational materials for Greek universities. He has acquired great experience over the years in the materialization of national and EU projects, with a particular focus on entrepreneurship, disadvantaged groups of society and gender equality and employment.
Georgia Christodouloupoulou	Georgia Christodouloupoulou: She holds a degree in Administration and Project Management from the Technological Educational Institute of Thessaly in Greece. She has been working in the field and has much experience in the preparation of similar proposals and the materialization of respective projects, both national and European. She has participated in many European programmes, such as the Youth in Action programmes, Leonardo Da Vinci, Grundtvig...etc., and has also conducted research and studies for a variety of European and national projects and initiatives. Finally, Ms. Christodouloupoulou has also been responsible for the financial management of projects under the lifelong learning programme.
Dimitris Siakavelis	Dimitris Siakavelis: Holds a Degree in Informatics from the Technological Educational Institute of Thessaly in Greece. He is experienced in programming language & databases, development and management of websites, Oracle SQL, PHP, HTML, Microsoft Frontpage and Office, as well as Photoshop and other such IT programs, while he has been working on many EU projects over the past years, materializing actions relating to technical and informatics aspects of the projects.
Panagiotis Koutoudis	Panagiotis Koutoudis: holds a Master degree in Applied Economics and a basic degree in Economics from the Athens University of Economics. He works as an economist and as business consultant and he have vast experience in the management and implementation of national and European programs, with an emphasis on entrepreneurship and employment.
Theodor Alexandrou	Theodor Alexandrou: holds an MSc in Services Management and is working as a business consultant. He specializes in business consulting about entrepreneurship and has implemented various National and European programmes.
Michalis Lagos	Michalis Lagos: He holds a degree in Business and Economics from the Technological Institute of Thessaly in Greece. He is dealing with the administration of National and EU projects and he has also actively participated in the implementation of studies and researches.

Has the partner organisation participation in a European Union granted project in the 3 years preceding this application? Please indicate:				
EU Programme	Year	Project Identification or Contract Number	Applicant/Beneficiary Name	Title
ERASMUS+ Key Action 2: Strategic Partnership	2016	2016-3-CY02-2016KA205-000848	C.I.P Citizens In Power	Grow Green
ERASMUS+ Key Action 3: Support for policy reform	2016	572774-EPP-1-2016-1-UK-EPPKA3-SUP-APPREN	Cornwall Apprenticeship Agency Limited	SERFA (Services for Apprenticeships)
ERASMUS+ Key Action 2: Strategic Partnership	2016	2016-1-TR01-KA204-035203	Gölbaşı Adult Education Centre (GHEM)	Use Safe Of Social Media For Adults
Interreg Med Priority Axis 1: Promoting Mediterranean innovation capacities to develop smart and sustainable growth	2016	Ref : 1183	Agency for Sustainable Mediterranean Cities and Territories	COWORKMed: Social Innovation Research On Coworking Clusters
Asylum, Migration and Integration Fund 2015 - Integration	2016	HOME/2015/AMIF/AG/INTE/9098	Tamat	Innovative practices and joint urban initiatives to foster the integration of migrant women in the receiving society within urban agriculture practices
ERASMUS+ Key Action 2: Cooperation for innovation and the exchange of good practices	2016	2016-1-TR01-KA204-034246	Tuzla Halk Egitimi Merkezi	Rebuilding the lives in the land of hope
ERASMUS+ Key Action 2: Cooperation for innovation and the exchange of good practices	2016	2016-1- TR01-KA204- 033919	Gaziantep University [GAUN]	International Cooperation for Rehabilitation and Social Integration of Refugee Women in Turkey and Europe

ERASMUS+ Capacity Building for Youth in ACP countries, Latin America and Asia	2016	573119-EPP-1-2016-1-HU-EPPKA2-CBY-ACPALA	Dél-Alföldi Eurotender, Ifjúsági, Kulturális, Oktatási és Körn	NEELI - Non-formal education and e-learning for inclusion
ERASMUS+ Key Action 2: Cooperation for innovation and the exchange of good practices	2016	2016-1-BG01-KA203-023754	HIGHER INSTITUTE OF INSURANCE AND FINANCE	OPEN MIND – Gamified platform and open online course in Social Entrepreneurship for female learners and students from diverse fields of study
ERASMUS+ Key Action 2: Strategic Partnership	2016	2016-1-DE02-KA204-003370	JugendStil e.V.	A new ENTRance
ERASMUS+ Key Action 2: Cooperation for innovation and the exchange of good practices	2016	2016-1-HU01-KA204-022923	IMRO-DDKK Nonprofit Kft	StartUp-Academy: Developing International Innovation Acceleration and Supporting Environment for potential young Startupers
ERASMUS+ Key Action 2: Cooperation for innovation and the exchange of good practices	2016	2016-1-PT1-KA202-022856	AGENCIA PIAGET PARA O DESENVOLVIMENTO	SSSE: Social and Solidarity Economy in Europe
ERASMUS+ Key Action 2: Cooperation for innovation and the exchange of good practices	2016	2016-1-ES01-KA204-024983	FUNDACION TACNALIA REASERCH & INNOVATION	Pathways for employ
ERASMUS+ Key Action 2: Strategic Partnership	2016	2016-2-CY02-KA205-000760	C.I.P Citizens In Power	Society Profits
ERASMUS+ Key Action 2: Strategic Partnership for youth	2016	2016-2-FR02-KA205-011935	Graphistes de l' Ombre	Sharing is caring

ERASMUS+ Key Action 2: Strategic Partnership for youth	2016	2016-2-ES02-KA205-008369	FUNDACIÓN COREMSA	Re-engage! Alternative paths to motivate and engage youth back to work
ERASMUS+ Key Action 2: Strategic Partnership	2016	2016-1-PL01-KA204-026123	INSTYTUT TECHNOLOGII EKSPLLOATACJI- PANSTWOWY INSTYTUT BADAWCZY	Understanding and developing business models
ERASMUS+ Key Action 2: Vocational Training	2016	2016-1-ES01-KA202-025335	Diputación Foral de Álava	TransForm@ - Game based learning course to boost digital transformation of rural commerce sector
ERASMUS+ Key Action 2: Strategic Partnership	2016	2016-1-TR01-KA205-033056	Ankara Ticaret Odasi	Strengthening entrepreneurial sparks
ERASMUS+ Key Action 2: Strategic Partnership	2016	2016-1-MK01-KA202-021678	Fondacija Agro Centar za Edukacija FACE	So-VET - Social entrepreneurship as an alternative for young unemployed
ERASMUS+ Key Action 2: Strategic Partnership	2016	2016-2-MT01-KA205-015271	Gozo Youth Council	Social Entrepreneurship in Youth Work - Developing employability and innovations amongst the youth people
ERASMUS+ Key Action 2: Strategic Partnership	2016	2016-2-RO01-KA205-024926	Centrul de Excelenta Academica	IT Launch Box
Justice	2016	JUST/2014/RDIS/AG/DISC/8115	UC LIMBURG VZW	Fighting discrimination and anti-Gypsyism in education and employment in EU - PAL
Erasmus+, Key Action 2: Strategic Partnerships	2015	2015-1-ES02-KA205-006048	Ayuntamiento de Tafalla	This is a Green´s World
Erasmus+, Key Action 2: Capacity Building in	2015	561786-EPP-1-2015-1-SE- EPPKA2-CBHE-JP	KTH Royal Institute of Technology	South Mediteranian Welding Center for Education, Training and Quality Control, SM WELD

higher education					
Erasmus+, Key Action 2: Strategic Partnerships	2015	2015-1-IE01-KA202-008626	Mullingar Employment Action Group	CRUCIAL - Crowdfunding made simple	
Erasmus+, Key Action 2: Strategic Partnerships	2015	2015-1-ES01-KA202-015709	Burgos Acoge	Social ENTrepreneurship for IMMigrants	
Erasmus+, Key Action 2: Strategic Partnerships	2015	2015-1-DE02-KA204-002455	JugendStil e.V.	Rominko	
Erasmus+, Key Action 2: Strategic Partnerships	2015	2015-1-SE01-KA202-012278	KAROLINSKA INSTITUTET	Dental Hygienist: European Training Platform for Oral Health	
Erasmus+, Key Action 2: Strategic Partnerships	2015	2015-1-MK01-KA204-002819	Development Solusns DOOEL (DeSo)	Promoting Webinar-Based Education in Southeast Europe	
Erasmus+, Key Action 2: Strategic Partnerships	2015	2015-2-TR01-KA205-022935	IPEC – International Project & Education Center	Global Innovative Leadership Module Project – GILM	
Erasmus+, Key Action 2: Strategic Partnerships	2015	2015-1-RO01-KA202-015035	Colegiul National Unirea	Gender Equality and Entrepreneurship for All	
Erasmus+, Key Action 2: Capacity Building for youth - Western Balkans Youth Window	2015	565848-EPP-1-2015-1-RS-EPPKA2-CBY-WB	BESTSELLER	Small enterprise, big success	
Erasmus+, Key Action 2: Strategic Partnerships	2014	2014-1-IT02-KA200-004105	University of Camerino	LEarning And Decision making Resources- LEADER	
Erasmus+, Key Action 2: Strategic Partnerships	2014	2014-1-BG01-KA204-001560	Business Foundation for Education	PROMoting Management and Entrepreneurial THinking among the career counselors and guidance practinioners in the EU Societies	

Erasmus+, Key Action 2: Strategic Partnerships	2014	2014-1-SE01-KA202-000988	Folkuniversitetet	Be Positive: A positive psychological approach to enhancing resilience and utilising strengths in European unemployed youth
Erasmus+, Key Action 2: Strategic Partnerships	2014	2014-1-CY01-KA202-000275	Cyprus Productivity Centre	EVASKILLS: Evaluating the soft skills of unemployed youth
Erasmus+, Key Action 2: Strategic Partnerships	2014	2014-1-DE02-KA202-001441	kos GmbH	Starting with Apprenticeship. Sustainable strategies for recruiting young people interested in in-company training

C.2.3. Legal Representative

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C.2.4. Contact Person

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