



Enhancing entrepreneurial ecosystems for education

D6.3 3 MOU SIGNED WITH OTHER EU INITIATIVES AND/OR EDUCATIONAL ENTITIES

14/07/2025



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D6.3 3 MoU SIGNED WITH OTHER EU INITIATIVES AND/OR EDUCATIONAL ENTITIES

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Abstract	This deliverable outlines the strategic synergies established by ENTREPRENEDEDU through the signing of three Memoranda of Understanding (MoUs) and five Letters of Support (LoSs) with educational institutions, business clusters, and other EU-funded initiatives. These agreements enhance the project's outreach, visibility, and sustainability by supporting cross-border collaboration, mutual promotion, and the integration of ENTREPRENEDEDU's tools into external networks. The report demonstrates alignment with project KPIs and broader EU priorities in entrepreneurial education and ecosystem development.

Keywords	Entrepreneurship, entrepreneurial education, ecosystem collaboration, Horizon Europe, MoU, LoS, innovation clusters, startup support, cross-regional partnerships, EU policy alignment, sustainability
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Document Revision History

Version	Date	Description of change	List of contributor(s)
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The (insert) Consortium is the following:

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6	F6S NETWORK LIMITED	F6S	IE
7	LUISS	LUISS	IT
8	PANEPISTIMIO THESSALIAS	UTH	GR

EXECUTIVE SUMMARY

This deliverable presents the ENTREPRENEDU project's efforts to establish formalized collaborations with external stakeholders through the signing of **three Memoranda of Understanding (MoUs)** and **five Letters of Support (LoSs)**. These agreements serve as strategic tools to extend the project's outreach, enable the integration of its methodologies into external ecosystems, and ensure long-term sustainability beyond the funded period.

The selected supporters include **universities, regional business associations, national clusters, incubators, and Horizon Europe-funded projects** across Bulgaria, Greece, and Germany. Each agreement was designed to foster low-barrier, flexible cooperation focused on mutual learning, knowledge exchange, and co-dissemination.

The deliverable responds directly to two core Key Performance Indicators:

- KPI-10 – Establishment of at least 3 cross-regional partnerships;
- KPI-12 – Signing of at least 3 MoUs with EU initiatives or educational entities.

These synergies also align with broader EU policy goals, including the European Innovation Agenda and Digital Education Action Plan. Overall, the deliverable demonstrates the value of structured partnerships in scaling ENTREPRENEDU's impact and anchoring its outputs within Europe's innovation and education ecosystems.

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ABBREVIATIONS

MoU	Memoranda of Understanding
LoS	Letter of Support

1 INTRODUCTION

Deliverable 6.3 documents the signed Memoranda of Understanding (MoUs) and Letters of Support (LoSs) established with relevant EU initiatives and educational entities to enhance the ENTREPRENEDU project's outreach and exploitation potential. This deliverable is part of **Work Package 6: Venture Building Program refinement and mutual learning** and contributes directly to the project's sustainability by fostering formal partnerships beyond the immediate consortium.

The main objective of establishing the MoUs and LoSs is for them to act as a formal, non-binding agreement to initiate collaboration with institutions that can help scale the project's impact, enabling wider dissemination, and facilitating cross-national cooperation. These non-binding instruments act as a foundation for long-term cooperation and scaling of ENTREPRENEDU's methodologies and entrepreneurial opportunities.

This deliverable addresses **KPI-12** "At least 3 MoU signed with other EU initiatives and/or educational entities" and **KPI-10** "Creation of minimum 3 collaboration partnerships between business acceleration entities from different EU regions".

A mapping of all suitable parallel initiatives, entities and programs was done with the help of all ENTREPRENEDU partners, who participated in identifying and engaging suitable stakeholders from their networks, while the Work Package leaders took responsibility also for establishing contact with projects funded under the same Call for Proposals HORIZON-EIE-2022-SCALEUP-01-01.

This deliverable will showcase the strategic role of MoUs and LoS in ENTREPRENEDU's project exploitation and outreach, as well as the collaborations that the ENTREPRENEDU team has concluded with other entities.

2 STRATEGIC ROLE OF MOUS AND LOSS IN PROJECT EXPLOITATION AND OUTREACH

MoUs and LoSs are essential strategic tools that enable the ENTREPRENEDU project to extend its influence, embed results, and ensure long-term sustainability beyond the project's lifetime.

A Memorandum of Understanding (MoU) is a formal, non-legally binding agreement that outlines parties' shared intentions, roles, and the scope of collaboration - often serving as a precursor to a detailed contract and signaling serious intent to work together.

A Letter of Support (LoS), in contrast, is a brief, typically one-page document that non-legally endorses or supports an initiative. It does not commit the issuer to specific actions, responsibilities, or resource contributions - serving mainly to demonstrate backing of interest without establishing obligations.

Key distinctions:

- **Scope and detail:** MoUs are more comprehensive—outlining roles, timelines, and shared objectives—while LoSs are shorter and focus on endorsement.
- **Intent and depth:** MoUs express a mutual intent to embark on joint activities or align institutionally; LoSs simply convey support or goodwill.
- **Enforceability:** Both are generally non-binding, but MoUs may carry more practical weight in guiding collaboration; LoSs hold no obligation beyond a stated endorsement.

Their flexible, low-barrier nature allows for timely and adaptive cooperation without requiring complex legal arrangements, making them ideal for fostering collaboration across diverse stakeholders.

Through these agreements, ENTREPRENEDU has expanded its ecosystem by engaging a broad range of partners, including universities, accelerators, business associations, clusters, and other EU-funded projects from the same Call. This network diversification is crucial for promoting the project's methodologies and results across different regions and ecosystems. These partnerships formalized by the MoUs and LoSs facilitate the integration of ENTREPRENEDU's outputs into educational programmes, innovation frameworks, and institutional strategies, ensuring that project results are embedded in relevant ecosystems. Moreover, they support joint dissemination and knowledge exchange activities, including communication campaigns and mutual promotion via social media and newsletters.

Crucially, MoUs and LoSs contribute to the project's sustainability by encouraging post-project adoption of methodologies, providing entry points into regional ecosystems for scaling, and allowing customization of cooperation to align with partners' institutional agendas. These mechanisms help lay the foundation for ongoing collaboration, replication, and the mainstreaming of ENTREPRENEDU's results.

3 OVERVIEW OF SIGNED MOUS AND LOSS

3.1 INDIVIDUAL DESCRIPTIONS

TU Berlin

A Letter of Support was signed between the ENTREPRENEDU project and the Department of Sustainable Corporate Development at the Technical University of Berlin. TU Berlin is a leading European technical university renowned for its research and innovation in entrepreneurship and engineering. The institution's involvement provides a direct link to academic communities focused on innovation-driven education. Its support strengthens ENTREPRENEDU's positioning within higher education environments and creates opportunities for embedding the project's tools and methodologies into relevant curricula and academic networks.

Association of Industries of Thessaly and Central Greece (AITCG)

A Letter of Support was signed between the ENTREPRENEDU project and the Association of Industries of Thessaly and Central Greece (AITCG). AITCG is a regional business association representing manufacturing and industrial enterprises across Thessaly and Central Greece. As a bridge between educational institutions and local industry, AITCG plays a key role in fostering innovation and workforce development in the region. Through this collaboration, ENTREPRENEDU can engage more directly with SMEs and entrepreneurs in the region. AITCG facilitates access to business networks that are essential for the venture-building aspect of the project.

Economic Chamber of Greece Thessaly Regional Department

A Letter of Support was signed between the ENTREPRENEDU project and the Economic Chamber of Greece - Thessaly Regional Department. This regional chamber represents and supports businesses in Thessaly, providing advisory services, training programs, and policy input. Its endorsement of ENTREPRENEDU demonstrates institutional backing for integrating entrepreneurship into regional development agendas. The Chamber's network and influence are critical in promoting the project's output among businesses, policymakers, and support organizations.

ECOSYS4YOU

A Letter of Support was signed between the ENTREPRENEDU project and the ECOSYS4YOU. ECOSYS4YOU is a Horizon Europe-funded initiative focused on cross-border ecosystem integration and innovation support for startups. The mutual support between ENTREPRENEDU and ECOSYS4YOU reflects shared objectives in strengthening entrepreneurial ecosystems and promoting inter-project synergies. This partnership enhances visibility across EU-wide networks and facilitates knowledge transfer and joint activities between related projects funded under the same or complementary Calls for Proposals. It exemplifies ENTREPRENEDU's strategy to collaborate across projects for greater systemic impact.

Hellenic Space Technologies and Applications Cluster (si-Cluster)

A Letter of Support was signed between the ENTREPRENEDU project and the si-Cluster. The si-Cluster, established in 2009 by Corallia and the Hellenic Association of Space Industries, is Greece's space technology and applications cluster, bringing together more than 100 private and public entities across the entire value chain. Operating under a quadruple-helix model, si-Cluster fosters collaboration between industry, academia, public agencies, and civil society. The collaboration between si-Cluster and ENTREPRENEDU reflects shared objectives in promoting innovation, supporting space and deep-tech entrepreneurship, and strengthening ecosystem synergies at both national and European levels. Through this partnership, ENTREPRENEDU benefits from access to si-Cluster's extensive network of companies, research institutions, and stakeholders, enhancing the project's reach and systemic impact. si-Cluster also contributes to the visibility and sustainability of the ENTREPRENEDU model by disseminating project results, facilitating connections with relevant companies, and

supporting initiatives that foster entrepreneurial skills, innovation, and cross-sector collaboration.

AI Cluster Bulgaria

An MoU was signed between Cleantech Bulgaria, in its role as a partner of the ENTREPRENEDU project, and the AI Cluster Bulgaria. AI Cluster Bulgaria is a professional non-governmental organization focused on building a sustainable artificial intelligence ecosystem in the country. It brings together AI professionals, researchers, legal and ethics experts, investors, and technology specialists working across fields such as machine learning, big data, computer vision, natural language processing, smart cities, and green AI. Through this collaboration, ENTREPRENEDU benefits from the cluster's extensive network, which includes businesses, academic institutions, and public sector organizations. This partnership strengthens the project's ability to integrate advanced digital and AI-related knowledge into entrepreneurial education. AI Cluster Bulgaria also contributes to the visibility and long-term sustainability of the ENTREPRENEDU model by engaging with European networks, hosting events, and supporting initiatives that foster innovation and skills development.

Health and Life Sciences Cluster Bulgaria

An MoU was signed between Cleantech Bulgaria, in its role as a partner of the ENTREPRENEDU project, and the Health and Life Sciences Cluster Bulgaria. The cluster is a national-level organization that connects stakeholders from healthcare, biotechnology, pharmaceuticals, and academic institutions. As a hub for innovation in health and life sciences, it plays a critical role in aligning educational initiatives with real-world challenges in the sector. Through this collaboration, the ENTREPRENEDU project gains access to a network of healthcare professionals, researchers, and companies, enhancing its ability to integrate entrepreneurial education into these domains. The cluster also supports the project's sustainability by promoting the ENTREPRENEDU model across European networks and participating in joint initiatives that improve project visibility and impact.

European Space Agency Business Incubation Center (ESA BIC) Greece

An MoU was signed between the ENTREPRENEDU project and the ESA BIC Greece. ESA BIC Greece is part of the European Space Agency's network of Business Incubation Centers, designed to support innovative startups that apply space technologies to develop solutions for both space and non-space markets. The center connects entrepreneurs with technical experts, investors, research institutions, and industry stakeholders, providing a supportive environment for technology transfer and commercialization. Through this collaboration, ENTREPRENEDU gains access to ESA BIC Greece's ecosystem of startups, experts, and organizations, enhancing the project's capacity to integrate space technology and applications into entrepreneurial education and venture development activities. ESA BIC Greece also contributes to the visibility and long-term sustainability of the ENTREPRENEDU model by promoting project outcomes within European networks, facilitating joint initiatives, and supporting activities that foster innovation, skills development, and cross-sector collaboration.

3.1.1 SOCIAL MEDIA OUTREACH

The ENTREPRENEDU team, in collaboration with the consortium's Communication and Dissemination partner F6S, decided to use our social media channels to promote the recently signed MoUs and LoSs. The primary goal of this campaign was to reach additional organisations that might be interested in signing an MoU or LoS with the ENTREPRENEDU project. Showcasing existing partnerships helps build trust and demonstrates the credibility of our initiative. A secondary goal was to drive engagement with our social media platforms and highlight both past achievements and upcoming activities within the ENTREPRENEDU project.

The posts are referenced below in the Summary table (Table 1).

3.2 GEOGRAPHIC REACH

Figure 1 illustrates the geographic distribution of the organisations that have signed Memoranda of Understanding (MoUs) or Letters of Support (LoSs) with the ENTREPRENEDU project. As shown on the map, we have established four agreements with Greek organisations, two with Bulgarian organisations, one with a German organisation, and one with a project operating across Bulgaria, Germany, and Slovenia. These organisations represent countries across all three European Innovation Scoreboard categories: one from

an Emerging Innovator (Bulgaria), two from Moderate Innovators (Greece and Slovenia), and one from a Strong Innovator (Germany).

This geographic spread reflects ENTREPRENEDU's commitment to engaging diverse innovation ecosystems across Europe. The cross-border project partnership further strengthens the collaborative nature and wide-reaching impact of the initiative.

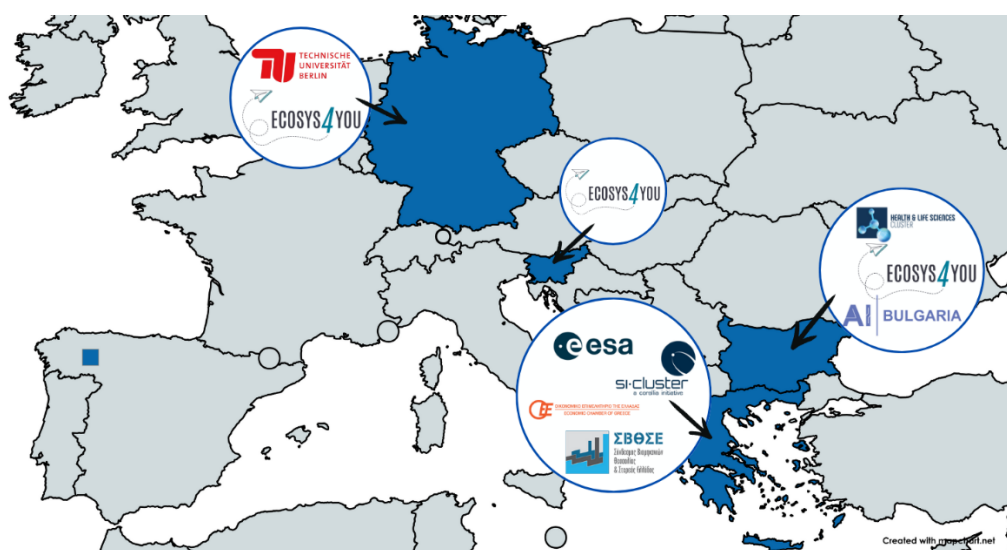


FIGURE 1: GEOGRAPHIC REACH OF THE SIGNED MOUS AND LOSS

3.3 SUMMARY TABLE

The following table shows a summary of the organisations that signed agreements with the ENTREPRENEDU project. Each entry details the stakeholder's name, type of organisation, country of origin, the kind of agreement signed, relevant links to their website and the links to the corresponding social media post, published on the ENTREPRENEDU project's LinkedIn account.

TABLE 1: MOUS AND LOSS SIGNED

Stakeholder		Type of organisation	Country	TYPE	LINK	SOCIAL MEDIA POST
1	Department of Sustainable	University	Germany	LoS	HTTPS://WWW.TU. BERLIN/EN/	LINK

	Corporate Development at TU Berlin					
2	ASSOCIATION OF INDUSTRIES OF THESSALY AND CENTRAL GREECE (AITCG)	Association	Greece	LoS	HTTPS://WWW.SBTSE.GR/EN/	LINK
3	ECONOMIC CHAMBER OF GREECE - THESSALY REGIONAL DEPARTMENT	Chamber	Greece	LoS	HTTPS://OE-E.GR/EN/THE-ECONOMIC-CHAMBER/	LINK
4	Ecosys4you	Project	EU	LoS	HTTPS://CORDIS.EUROPA.EU/PROJECT/ID/101100432 DOI 10.3030/101100432	LINK
5	HELLENIC SPACE TECHNOLOGIES AND APPLICATIONS CLUSTER (SI-CLUSTER)	CLUSTER	GREECE	LoS	HTTPS://SI-CLUSTER.GR/	
6	AI Cluster Bulgaria	Cluster	Bulgaria	MoU	HTTPS://WWW.AICLUSTER.BG/	LINK
7	Health and Life Sciences Cluster Bulgaria	Cluster	Bulgaria	MoU	HTTPS://WWW.BIOCLUSTER.BG/	LINK
8	EUROPEAN SPACE AGENCY BUSINESS INCUBATION CENTER (ESA BIC) GREECE	INCUBATOR	GREECE	MoU	HTTPS://ESA-BIC.GR/	

4 IMPACT ON OUTREACH AND EXPLOITATION

The signed Memoranda of Understanding (MoUs) and Letters of Support (LoS) play a critical role in scaling ENTREPRENEDU's outreach and exploitation strategy to make ENTREPRENEDU's approach known to different organisations and networks around Europe and use its methodology to motivate and boost their entrepreneurial capacities. These strategic agreements act not only as formal recognitions of shared values but also as operational entry points for joint actions, institutional embedding, and policy alignment.

Enhanced visibility and networking synergies

By formalizing partnerships with entities across the EU, ENTREPRENEDU benefits from increased visibility and participation in complementary EU-wide platforms. These include university networks, industry clusters, and Horizon Europe project ecosystems. Cross-promotion through partner websites, newsletters, and events allows the project's methodologies and tools to reach beyond the original consortium, ensuring broader stakeholder engagement.

Embedding ENTREPRENEDU's results into broader education and innovation ecosystems

Several of the signed MoUs explicitly support the adoption of ENTREPRENEDU's tools within educational curricula and institutional practices. For instance, TU Berlin and ESA BIC Greece are exploring opportunities for curriculum integration and joint events. Clusters like AI Cluster Bulgaria and the Health & Life Sciences Cluster facilitate knowledge transfer between academia and industry, promoting entrepreneurial skill development that addresses regional innovation needs. This fosters sustainability by embedding project methodologies into partner institutions' strategies, facilitating replication and scale-up beyond the project's lifetime.

Structured post-signature cross-project collaboration

Each signed MoU/LoS serves as a springboard for post-signature collaboration, including:

- Participation in pilot activities and/or Hackathons;
- Regional webinars and matchmaking for startups;
- Policy engagement via chambers and clusters;
- Mutual contribution to scaling up successful practices across borders.

Such structured follow-ups convert symbolic cooperation into tangible outputs, contributing to the replication of ENTREPRENEDU's model in new regional or sectoral contexts.

Complementarity with Horizon Europe Projects

The MoU with ECOSYS4YOU, a project funded under the same Horizon-EIE-2022-SCALEUP-01-01 call, represents a direct horizontal synergy. The two projects share goals related to ecosystem enhancement, entrepreneurial training, and SME support. The regular exchange between the projects ensured complementarity, reduced duplication of efforts and facilitated a unified voice on policy feedback.

Contribution to Project KPIs and Long-Term Sustainability

These synergies directly contribute to the achievement of ENTREPRENEDU's Key Performance Indicators (KPI-10 and KPI-12). Moreover, they lay the groundwork for the continued use and adaptation of the project's outputs post-funding by:

- Leveraging external institutional mandates;
- Aligning with regional smart specialization strategies;
- Fostering cross-sectoral innovation convergence.

In conclusion, the MoUs and LoSs serve as both evidence and enablers of a sustainable entrepreneurial environment and sustained exploitation of the project's outputs by fostering strategic partnerships, facilitating knowledge exchange, and expanding the project's footprint in educational and entrepreneurial ecosystems across Europe.

5 POLICY AND STRATEGIC ALIGNMENT

Alignment with EU and National Strategies

The strategic partnerships formalized through ENTREPRENEDU's MoUs and LoSs are not only collaborative in nature but also deeply embedded within key European and national policy frameworks. This alignment ensures that the project's objectives are synergistic with broader policy goals related to entrepreneurship, innovation, and skills development—maximizing both impact and sustainability.

European Policy Frameworks

ENTREPRENEDU's approach to ecosystem collaboration and entrepreneurial education resonates with the following key EU strategies:

- European Innovation Agenda (2022): ENTREPRENEDU contributes to ecosystem interconnectivity and talent support by fostering partnerships between academic institutions, clusters, and business support organisations;
- Digital Education Action Plan (2021–2027): The project advances digital and entrepreneurial skills across educational and training institutions, in line with the Plan's emphasis on high-quality, inclusive digital education;
- European Skills Agenda (2020): Through its hackathon activities as a base and its mentorship and learning methodologies, the project contributes to the lifelong learning and reskilling agendas of the EU, aligned with the labour market needs;
- EU Startup and Scaleup Strategy (2025): By closing the gap between high and low innovation regions through capacity-building partnerships, the project strengthens EU innovation competitiveness;
- EIT HEI Initiative: Several MoU partners (e.g., TU Berlin, AI Cluster) are relevant in the context of innovation capacity-building in higher education; They help integrate

academic innovation with entrepreneurial training—supporting institutional capacity in higher education;

- European Startup Nations Standard (ESNS): Supporting startup-friendly conditions across EU regions, which ENTREPRENEDU actively contributes to via its cluster partnerships.

National and Regional Policy Synergies

ENTREPRENEDU's MoUs with national clusters and regional chambers support the integration of entrepreneurship education in line with Smart Specialisation Strategies (RIS3), especially in Bulgaria and Greece. These alignments ensure that project results not only have pan-European relevance but also feed into territorial development agendas.

By embedding ENTREPRENEDU's methodologies into these policy frameworks, the signed partnerships amplify the systemic impact of the project and contribute to the development of a unified European innovation space.

6 CONCLUSIONS

The formalization of strategic partnerships through MoUs and LoSs has proven to be a key mechanism in enhancing ENTREPRENEDU's outreach, visibility, and long-term impact. These non-binding agreements have enabled the project to build meaningful, flexible collaborations with a diverse range of stakeholders including universities, business clusters, chambers of commerce, and other Horizon Europe initiatives.

Through these partnerships, ENTREPRENEDU has laid the foundation for systemic integration of its methodologies into educational and innovation ecosystems across Europe. The shared commitment to knowledge exchange, co-promotion, and institutional embedding ensures that the project's results are positioned for scale-up and sustainability.

The signed agreements directly contribute to KPIs set in the Grant Agreement, notably KPI-10 and KPI-12, while also reinforcing the project's alignment with EU strategic priorities in skills development, education innovation, and entrepreneurial ecosystem building.

7 ANNEXES

See attached Annex 1.

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ANNEX 1: SIGNED MOUS AND LOSS

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To Whom It May Concern

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Berlin, 05/12/2025

**LETTER of SUPPORT for the implementation of project
ENTREPRENEDU - Enhancing entrepreneurial ecosystems for education
under
HORIZON programme
Call: HORIZON-EIE-2022-SCALEUP-01-01
(Expanding Entrepreneurial Ecosystems)**

Dear Sir or Madam.

In my capacity as Head of the Department Sustainable Corporate Development of Technische Universität Berlin (TUB), I am writing to express our appreciation and recognition of the project ENTREPRENEDU - Enhancing entrepreneurial ecosystems for education. This project, submitted under the HORIZON-EIE-2022-SCALEUP-01-01 Call (Expanding Entrepreneurial Ecosystems), aligned closely with our commitment to fostering sustainable economic growth, supporting entrepreneurial innovation, and enhancing business scalability in Europe and to acknowledge the significant results it has achieved under the Horizon Programme. ENTREPRENEDU has developed a promising and scalable educational model that contributes meaningfully to the European innovation ecosystem by educating young entrepreneurs and startups. Through 3 regional hackathons, mentorship programme and Venture Building educational course, ENTREPRENEDU has strengthened capacities in less-connected regions and empowered current and future entrepreneurs to thrive in their entrepreneurial journey.

We recognize that the objectives and outcomes of ENTREPRENEDU appear to be well aligned with Europe's overarching goals, and the project has made a tangible impact through the following key benefits:

1. Enhanced Entrepreneurial Know-How in Less Innovative Regions

By conducting a comprehensive analysis of the needs of low and moderate innovative regions, ENTREPRENEDU has provided targeted insights into entrepreneurial education. This has resulted in a public guideline outlining specific regional needs and an inventory of best practices, ensuring knowledge transfer to improve innovation ecosystems.

2. Strengthened Business Acceleration Services

ENTREPRENEDU has bridged the gap between highly innovative and less innovative regions by facilitating direct knowledge exchange. Through hackathons and the validation of a Venture Building Program, the project has empowered youth and entrepreneurs with hands-on experience, strengthening the competitiveness and outreach of business acceleration services.

3. Established a High-Impact Venture Building Program

The development of a dedicated Venture Building Program has fostered business knowledge and skills in less innovative regions. With extensive mentorship and training, ENTREPRENEDU has equipped students and entrepreneurs with the necessary tools to drive local innovation, supported by online and offline resources.

4. Connected Start-Ups, Youth, and Business Stakeholders

By bringing together high-potential start-ups, young entrepreneurs, and business stakeholders, the project has created stronger, more interconnected entrepreneurial ecosystems. ENTREPRENEDU has actively supported women-led businesses and cross-regional collaboration, fostering inclusivity and sustainability in European entrepreneurship.

5. Ensured Long-Term Sustainability of Entrepreneurial Growth

Through rigorous evaluation and knowledge-sharing initiatives, ENTREPRENEDU has developed a self-sustaining educational framework that continues to drive innovation and business creation beyond the project's lifespan. This methodology, combined with an exploitable business model, ensures ongoing impact for future European entrepreneurial initiatives.

The project's well-structured approach to scouting and evaluating entrepreneurs across Europe, combined with a far-reaching dissemination and engagement strategy, has proven highly effective in identifying promising individuals. Its comprehensive framework, which included hackathons, personalised mentorship sessions, and a venture building program, has greatly benefited the participating young entrepreneurs and startups.

The Department of Sustainable Corporate Development at TUB acknowledges the relevance of ENTREPRENEDU's mission and appreciates the structured approach taken. We believe the project shows potential for a positive impact by empowering young entrepreneurs and startups through competitions, mentorship, and educational program, while also offering a rich array of best practices and tools to support continuous skill-building in sustainability and entrepreneurship.

To support ENTREPRENEDU's ongoing mission, we are open to exploring possible contributions, such as providing mentorship, training facilities, or access to our networks to maximize the reach and impact of this groundbreaking initiative. Together, we can continue to drive Europe's innovation ecosystem forward and ensure lasting benefits for entrepreneurs and regional economies alike.

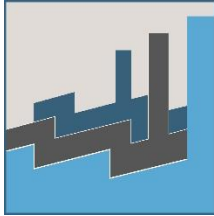
By signing this letter, I confirm the interest of the Department of Sustainable Corporate Development at TUB in the project's goals and our openness to future collaboration, where feasible, to support continued impact and knowledge transfer.

Yours sincerely,



Prof. Dr.-Ing. Holger Kohl
Head of Department

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LETTER of SUPPORT

for the implementation of project

ENTREPRENEDU -

Enhancing entrepreneurial ecosystems for education

under

HORIZON programme

Call: **HORIZON-EIE-2022-SCALEUP-01-01**

(Expanding Entrepreneurial Ecosystems)

To Whom It May Concern,

In my capacity of **General Manager**, on behalf of the **Association of Industries of Thessaly & Central Greece**, I am writing to express our strong support and endorsement for the project **ENTREPRENEDU - Enhancing entrepreneurial ecosystems for education**. This project, submitted under the **HORIZON-EIE-2022-SCALEUP-01-01** Call (Expanding Entrepreneurial Ecosystems), aligned closely with our commitment to fostering sustainable economic growth, supporting entrepreneurial innovation, and enhancing business scalability in Europe and to acknowledge the significant results it has achieved under the Horizon Programme. **ENTREPRENEDU has created a high-impact, replicable, and scalable educational model** that has **profoundly supported the European innovation ecosystem** by educating young entrepreneurs and startups. Through 3 regional hackathons, mentorship programme and Venture Building educational course, **ENTREPRENEDU has strengthened capacities in less-connected regions** and empowered current and future entrepreneurs to thrive in their entrepreneurial journey.

We recognize that the objectives and outcomes of ENTREPRENEDU align perfectly with Europe's overarching goals, and the project has made a tangible impact through the following key benefits:

1. **Enhanced Entrepreneurial Know-How in Less Innovative Regions**
By conducting a comprehensive analysis of the needs of low and moderate innovative regions, ENTREPRENEDU has provided targeted insights into entrepreneurial education. This has resulted in a public guideline outlining specific

regional needs and an inventory of best practices, ensuring knowledge transfer to improve innovation ecosystems.

2. **Strengthened Business Acceleration Services**

ENTREPRENEDU has bridged the gap between highly innovative and less innovative regions by facilitating direct knowledge exchange. Through hackathons and the validation of a Venture Building Program, the project has empowered youth and entrepreneurs with hands-on experience, strengthening the competitiveness and outreach of business acceleration services.

3. **Established a High-Impact Venture Building Program**

The development of a dedicated Venture Building Program has fostered business knowledge and skills in less innovative regions. With extensive mentorship and training, ENTREPRENEDU has equipped students and entrepreneurs with the necessary tools to drive local innovation, supported by online and offline resources.

4. **Connected Start-Ups, Youth, and Business Stakeholders**

By bringing together high-potential start-ups, young entrepreneurs, and business stakeholders, the project has created stronger, more interconnected entrepreneurial ecosystems. ENTREPRENEDU has actively supported women-led businesses and cross-regional collaboration, fostering inclusivity and sustainability in European entrepreneurship.

5. **Ensured Long-Term Sustainability of Entrepreneurial Growth**

Through rigorous evaluation and knowledge-sharing initiatives, ENTREPRENEDU has developed a self-sustaining educational framework that continues to drive innovation and business creation beyond the project's lifespan. This methodology, combined with an exploitable business model, ensures ongoing impact for future European entrepreneurial initiatives.

The **project's well-structured approach** to scouting and evaluating entrepreneurs across Europe, combined with a far-reaching dissemination and engagement strategy, **has proven highly effective in identifying promising individuals**. Its comprehensive framework, which included hackathons, personalised mentorship sessions, and a venture building program, has greatly benefited the participating young entrepreneurs and startups.

The Association of Industries of Thessaly & Central Greece stands firmly behind ENTREPRENEDU's mission, objectives, and carefully executed plan. We are convinced that ENTREPRENEDU's approach has had a substantial impact by empowering young entrepreneurs and startups through competitions, mentorship, and educational program, while also offering a rich array of best practices and tools to support continuous skill-building in sustainability and entrepreneurship.

To support **ENTREPRENEDU's** ongoing mission, we are committed to contributing **by mention specific types of support such as mentorship, training facilities, or network access** to maximize the reach and impact of this groundbreaking initiative. Together, we can continue to drive Europe's innovation ecosystem forward and ensure lasting benefits for entrepreneurs and regional economies alike.

By signing this letter, **I affirm that the Association of Industries of Thessaly & Central Greece will supply all necessary resources, support, and expertise to advance** the project's goals and initiatives and will remain committed to utilizing its results beyond the project's completion.

Yours sincerely,



VASILEIOS KLEITSOGIANNIS
GENERAL MANAGER OF AITCG



ΟΙΚΟΝΟΜΙΚΟ ΕΠΙΜΕΛΗΤΗΡΙΟ ΤΗΣ ΕΛΛΑΔΑΣ
ECONOMIC CHAMBER OF GREECE

7th Regional Department of Thessaly
21 Papanastasiou Street, 41222 Larisa
Greece

LETTER of SUPPORT

for the implementation of project

ENTREPRENEDU -

Enhancing entrepreneurial ecosystems for education

under

HORIZON programme

Call: **HORIZON-EIE-2022-SCALEUP-01-01**

(Expanding Entrepreneurial Ecosystems)

To Whom It May Concern,

As **President**, and on behalf of the **7th Regional Department of Thessaly of the Economic Chamber of Greece**, I am writing to express our strong support and endorsement for the project **ENTREPRENEDU - Enhancing entrepreneurial ecosystems for education**. This project, submitted under the **HORIZON-EIE-2022-SCALEUP-01-01** Call (Expanding Entrepreneurial Ecosystems), aligned closely with our commitment to fostering sustainable economic growth, supporting entrepreneurial innovation, and enhancing business scalability in Europe and to acknowledge the significant results it has achieved under the Horizon Programme. **ENTREPRENEDU has created a high-impact, replicable, and scalable educational model that has profoundly supported the European innovation ecosystem by educating young entrepreneurs and startups. Through 3 regional hackathons, mentorship programme and Venture Building educational course, ENTREPRENEDU has strengthened capacities in less-connected regions and empowered current and future entrepreneurs to thrive in their entrepreneurial journey.**

We recognize that the objectives and outcomes of ENTREPRENEDU align perfectly with Europe's overarching goals, and the project has made a tangible impact through the following key benefits:

1. **Enhanced Entrepreneurial Know-How in Less Innovative Regions**
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5. **Ensured Long-Term Sustainability of Entrepreneurial Growth**

Through rigorous evaluation and knowledge-sharing initiatives, ENTREPRENEDU has developed a self-sustaining educational framework that continues to drive innovation and business creation beyond the project's lifespan. This methodology, combined with an exploitable business model, ensures ongoing impact for future European entrepreneurial initiatives.

The **project's well-structured approach** to scouting and evaluating entrepreneurs across Europe, combined with a far-reaching dissemination and engagement strategy, **has proven highly effective in identifying promising individuals**. Its comprehensive framework, which included hackathons, personalised mentorship sessions, and a venture building program, has greatly benefited the participating young entrepreneurs and startups.

The **7th Regional Department of Thessaly of the Economic Chamber of Greece stands firmly behind ENTREPRENEDU's mission, objectives, and carefully executed plan**. We are convinced that ENTREPRENEDU's approach has had a substantial impact by empowering young entrepreneurs and startups through competitions, mentorship, and educational program, while also offering a rich array of best practices and tools to support continuous skill-building in sustainability and entrepreneurship.

To support **ENTREPRENEDU's** ongoing mission, we are committed to contributing **by mention specific types of support such as mentorship, training facilities, or network access** to maximize the reach and impact of this groundbreaking initiative. Together, we can continue to drive Europe's innovation ecosystem forward and ensure lasting benefits for entrepreneurs and regional economies alike.

By signing this letter, **I affirm that the 7th Regional Department of Thessaly of the Economic Chamber of Greece will supply all necessary resources, support, and expertise to advance** the project's goals and initiatives and will remain committed to utilizing its results beyond the project's completion.

Yours sincerely,

Elias Kotsimbogeorgos



Munscheidstraße 14
45886 Gelsenkirchen

Fon +49 209 | 1707-241
E-Mail butzin@iat.eu
Web www.iat.eu

LETTER of SUPPORT

for the implementation of project

ENTREPRENEDU -

Enhancing entrepreneurial ecosystems for education

under

HORIZON programme

Call: **HORIZON-EIE-2022-SCALEUP-01-01**

(Expanding Entrepreneurial Ecosystems)

To Whom It May Concern,

In my capacity of the **Ecosys4you project coordinator** I am writing to express our strong support and endorsement for the project **ENTREPRENEDU - Enhancing entrepreneurial ecosystems for education**. This project, submitted under the **HORIZON-EIE-2022-SCALEUP-01-01** Call (Expanding Entrepreneurial Ecosystems), aligned closely with our commitment to fostering sustainable economic growth, supporting entrepreneurial innovation, and enhancing business scalability in Europe and to acknowledge the significant results it has achieved under the Horizon Programme. **ENTREPRENEDU has created a high-impact, replicable, and scalable educational model** that has **profoundly supported the European innovation ecosystem** by educating ___ young entrepreneurs and startups. Through 3 regional hackathons, mentorship programme and Venture Building educational course, **ENTREPRENEDU**

Central research organisation
of the Westfälische Hochschule
Gelsenkirchen Bocholt
Recklinghausen University of
Applied Sciences in cooperation
with the Ruhr-Universität Bochum



**Westfälische
Hochschule**

RUHR
UNIVERSITÄT
BOCHUM

RUB

has strengthened capacities in less-connected regions and empowered current and future entrepreneurs to thrive in their entrepreneurial journey.

We recognize that the objectives and outcomes of ENTREPRENEDU align perfectly with Europe's overarching goals, and the project has made a tangible impact through the following key benefits:

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Through rigorous evaluation and knowledge-sharing initiatives, ENTREPRENEDU has developed a self-sustaining educational framework that continues to drive innovation and business creation beyond the project's lifespan. This methodology, combined with an exploitable business model, ensures ongoing impact for future European entrepreneurial initiatives.

The **project's well-structured approach** to scouting and evaluating entrepreneurs across Europe, combined with a far-reaching dissemination and engagement strategy, **has proven highly effective in identifying promising individuals**. Its comprehensive framework, which included hackathons, personalised mentorship sessions, and a venture building program, has greatly benefited the participating young entrepreneurs and startups.

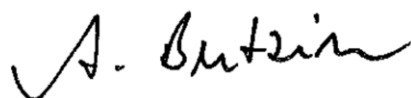
Ecosys4you stands firmly behind ENTREPRENEDU's mission, objectives, and carefully executed plan. We are convinced that ENTREPRENEDU's approach has had a substantial impact by empowering young entrepreneurs and startups through competitions, mentorship, and

educational program, while also offering a rich array of best practices and tools to support continuous skill-building in sustainability and entrepreneurship.

To support **ENTREPRENEDU's** ongoing mission, we are committed to contributing **by mention specific types of support such as mentorship, training facilities, or network access** to maximize the reach and impact of this groundbreaking initiative. Together, we can continue to drive Europe's innovation ecosystem forward and ensure lasting benefits for entrepreneurs and regional economies alike.

By signing this letter, **I affirm that Ecosys4you will supply all necessary resources, support, and expertise to advance** the project's goals and initiatives and will remain committed to utilizing its results beyond the project's completion.

Yours sincerely,



Dr. Anna Butzin

To: Ms. Eleonora Lombardi, ENTREPRENEDU Project Coordinator

Subject: Letter of Support for the implementation of the project ENTREPRENEDU

Maroussi, 12.06.2025

Dear Ms. Lombardi,

We are pleased to express our enthusiastic support for **ENTREPRENEDU** led by **Fondazione E. Amaldi** (Italy), in collaboration with Corallia (Greece), Fraunhofer (Germany), EBAN (Belgium), CleanTech (Bulgaria), F6S (Ireland), LUISS (Italy) and University of Thessaly (Greece).

The **Hellenic Space Technologies and Applications Cluster (si-Cluster)** is an industry-led, user-driven innovation ecosystem established in 2009 by Corallia and the Hellenic Association of Space Industries. It brings together over 100 private and public Greek entities, spanning the entire value chain and operating under a quadruple-helix model of industry, academia, public agencies, and civil society. Recognized with the prestigious Gold Label for Cluster Management Excellence, si-Cluster excels in aerospace electronics, earth observation, robotics, and data exploitation

ENTREPRENEDU's mission - to close educational and innovation gaps across Europe by empowering young entrepreneurs through hackathons, mentorship, and venture-building—resonates strongly with si-Cluster's own strategic vision and outreach. The project's emphasis on scalability, replicable impact, and fostering ecosystem synergies aligns with our values and activities.

Notable ENTREPRENEDU achievements related to our objectives include, engaging teams across regional hackathons and selecting promising ventures for acceleration, delivering a structured, replicable program that has been validated with three educational institutions, implementing a robust network-driven approach, tapping into mentors, experts, and stakeholders across many EU countries. The project's approach to scouting and evaluating entrepreneurs across Europe, combined with a far-reaching dissemination and engagement strategy, looks effective in identifying promising individuals

Having all this in consideration the **si-cluster** will support the ENTREPRENEDU project by:

- Communicating and disseminating project results to potentially interested companies.
- Contributing through network access to maximize the reach and impact of this initiative.

By signing this letter, I affirm that si-cluster will provide all necessary resources, support, and expertise to advance the project's goals and initiatives and will remain committed to utilizing its results beyond the project's completion.

Yours sincerely,



Dr. Jorge A. Sanchez-P.

Chairman of the si-cluster

18.06.2025

MEMORANDUM OF UNDERSTANDING

Between:

Cleantech Bulgaria, an SME located at 18 Krakra str., Sofia, 1504, Bulgaria, hereinafter referred to as "Party A."

And

Health and Life Sciences Cluster Bulgaria, an association located 12 Hadji Dimitar str., Sofia, 1000, Bulgaria, hereinafter referred to as "Party B."

Collectively referred to as the "Parties"

WHEREAS, Party A and Party B, desire to establish a framework for collaboration and cooperation to achieve common goals and objectives under the project "Enhancing entrepreneurial ecosystems for education – ENTREPRENEDU";

NOW, THEREFORE, the Parties hereby agree as follows:

1. PURPOSE

The purpose of this MOU is to outline the general terms and conditions under which all Parties:

- will cooperate and collaborate on achieving synergy of the project "Enhancing entrepreneurial ecosystems for education – ENTREPRENEDU" with other existing programs and initiatives;
- will collaborate on identifying and engaging with parallel initiatives, programs, National Contact Points (NCPs), and other relevant entities to maximize the impact and visibility of the Project.

2. COLLABORATION OBJECTIVES

2.1. Engagement with European Education Networks: All Parties will engage with European education networks and regional brokers interested in adopting the ENTREPRENEDU model to enhance the Project's sustainability.

2.2. Policy Board Expansion: Any identified stakeholder that aligns with the objectives of the Project will be invited to join the policy board. This expansion will broaden the scope and impact of the ENTREPRENEDU proposal.

3. DURATION

This MoU will remain in effect for two (2) years from the effective date of signature/ until the end date of the project "Enhancing entrepreneurial ecosystems for education – ENTREPRENEDU", unless terminated earlier by mutual written agreement or due to other circumstances outlined in this MOU.

4. RESPONSIBILITIES OF THE PARTIES

- Parties shall actively participate to identify parallel initiatives and programs of common interest and join efforts, where possible to achieve better results.
- Parties will engage with European education networks and regional stakeholders, promoting the adoption of the ENTREPRENEDU model for the sustainability of the Project.
- Parties will exchange information of common interest and share data, where applicable.
- Parties will exchange information and collaborate for the organisation of joint events.
- Parties will promote each other on social media and other communication channels.

5. INTELLECTUAL PROPERTY

Any intellectual property created or developed as a result of this collaboration will be subject to separate agreements or project-specific arrangements between the Parties.

6. CONFIDENTIALITY

All Parties agree to maintain the confidentiality of any sensitive information shared during the course of their collaboration, in accordance with applicable laws and regulations.

7. TERMINATION

This MOU may be terminated by mutual written agreement of the Parties or by either party with 30 days written notice to the other party, in case of material breach of this MOU.

8. AMENDMENTS

Any amendments or modifications to this MoU must be made in writing and signed by all Parties.

9. ENTIRE AGREEMENT

This MOU constitutes the entire agreement between all Parties and supersedes all prior oral or written agreements, understandings, or representations.

10. GOVERNING LAW

This MOU shall be governed by and construed in accordance with the laws of the European Union, without regard to its conflict of laws principles.

IN WITNESS WHEREOF, the Parties hereto have executed this Memorandum of Understanding as of the date first above written.

<i>Signature of Party A</i>  Mariyana Hamanova Exevutive Director, Cleantech Bulgaria	<i>Signature of Party B</i>  Kristina Eskenazi Chairwoman of the Management Board
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MEMORANDUM OF UNDERSTANDING

Between:

Cleantech Bulgaria, an SME located at 18 Krakra str., Sofia, 1504, Bulgaria, hereinafter referred to as "Party A."

And

European Space Agency Business Incubation Centre Greece (ESA BIC Greece), a Business Incubator located at Kifissias Ave. 44, 15125 Maroussi, Greece, hereinafter referred to as "Party B."

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18.06.2025

MEMORANDUM OF UNDERSTANDING

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AI Cluster Bulgaria, an association located 12 Hadji Dimitar str., Sofia, 1000, Bulgaria, hereinafter referred to as "Party B."

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