

# Erasmus for Young Entrepreneurs

## Erasmus for Young Entrepreneurs

### Agreement for financial support to the New Entrepreneur between the New Entrepreneur and the Intermediary Organisation

**Agreement for financial support number: RLT197823**

The New Entrepreneur's Intermediary Organisation

Name: Creative Industry Košice, n.o.

Address: Kukučínova 2, 04001 Košice, Slovakia

Tel.: +421 55 696 4279

Fax: -

E-mail: office@cike.sk

Name of the authorized representative: Ing. arch. Michal Hladký, director

Hereafter referred as the "NIO"

of the one part,

and

the New Entrepreneur

Name: Boris Kriško

Address:

Tel.:

E-mail:

Hereafter referred as the "NE"

of the other part,

considering that the NE has been successfully selected by both the NIO and the Host Entrepreneur's Intermediary Organisation (HIO), after agreement of the host entrepreneur Nikola Radojičić representing Dtzr d.o.o. to take part in the European Commission's programme "Erasmus for Young Entrepreneurs",

HAVE AGREED

the following special conditions and annexes below

- **Annex 1:** "General Conditions applicable to the financial support to the New Entrepreneur selected for a stay abroad with a Host Entrepreneur"

**Annex 2:** "Erasmus for Young Entrepreneurs Commitment" concerning the relationship number RLT197823.

which form an integral part of this agreement for financial support.

The terms of the special conditions shall take precedence over those in the annexes.

## **SPECIAL CONDITIONS**

### **Article 1 - Aim and purpose of the financial support**

Erasmus for Young Entrepreneurs aims to facilitate the exchange of experiences, learning and networking for new entrepreneurs in the participating countries through periods spent at companies of experienced entrepreneurs in other participating countries.

The purpose of this agreement is to offer financial support to the NE. The support has the function of covering some of the expenses (travel, accommodation and subsistence costs) which the NE incurs while staying with the Host Entrepreneur (HE) in the HE's country within the framework of this mobility programme.

The NE accepts to take part in the European Commission's programme Erasmus for Young Entrepreneurs and to comply with all the conditions related to the implementation of this project.

### **Article 2 – Duration and place**

- 2.1. This agreement shall enter into force on the date when the last of the two parties signs it.<sup>1</sup>
- 2.2. The duration of the stay abroad with the HE is from 3. 6. 2019 to 2. 8. 2019. The stay has a total duration of 2 months and 0 days.
- 2.3. The stay abroad will take place in city Belgrade, Serbia.
- 2.4. The stay abroad must be completed within the eligibility period of the NIO's grant agreement that the latter has concluded with the Executive Agency for Small and Medium-sized Enterprises (EASME) in the framework of the programme Erasmus for Young Entrepreneurs.
- 2.5. The minimum duration of the stay abroad of the NE shall be one month and the maximum duration shall be six months.
- 2.6. The NE and the HE may agree that the stay abroad should be completed in one or more periods of one week. **NE is paid only for the stay abroad.**
- 2.7. The NE is obliged to inform without any delay his/her NIO in case of events or developments that might have any impact on his/her stay or his/her relationship with the HE.

### **Article 3 - Financial support**

---

<sup>1</sup> The recommended practice is for the NIO to sign last.

- 3.1. The NIO undertakes to pay to the NE a monthly lump sum of €560 per month, in total €1170,91.
- 3.2. This monthly amount is deemed to cover necessary expenses, such as travel, accommodation and subsistence.
- 3.3. The NIO is entitled to ask the NE for evidence to ensure that the exchange takes place (boarding passes, rental agreement, etc.).
- 3.4. In case of early termination of the exchange, the financial support will be modified according to the provision of Article 1 of Annex 1.

#### **Article 4 – Payment arrangements**

- 4.1. Prior to the start of the stay, the NIO shall do an advance payment to the NE being equivalent to one month of the financial assistance foreseen. Further advance payments should be made at least on a monthly basis, allowing NEs to cover their expenses during the stay.
- 4.2. The request for final payment shall be accompanied by the NE's final activity report (feedback questionnaire) that needs to be submitted by the NE within 15 working days after the end of the stay. The balance of maximum one-month equivalent should be paid within 30 days of submission of the corresponding feedback questionnaires by both entrepreneurs, as well as any support documents required by the NIO.

#### **Article 5 – Contact person**

Any communication in connection with this agreement shall be done by the NE in writing to the contact person mentioned below. The NE is obliged to communicate his/her contact details to the contact person as soon as he/she has arrived in the city/country mentioned in Article 2.3.

Name and surname of the contact person in the NIO: Denisa Draganovská

Function: Project manager

Address: Kukučínova 2, 04001 Košice

Tel.: +421902296378

Fax: -

Email: denisa.draganovska@cike.sk

#### **Article 6 – Bank account**

Payment of the financial support will be made to the following bank account according to the conditions mentioned in Annex 2 of this agreement:

Name of the bank account holder (NE's bank account): Boris Kriško

Name of the Bank:

Address:

Full account number (including bank codes):

BIC:

IBAN

**Article 7 – Applicable law and competent jurisdiction**

- 7.1. The grant is governed by the terms of this agreement, the Community rules applicable and, on a subsidiary basis, by the law of the NIO's country relating to grants.
- 7.2. The courts having jurisdiction for matters relating to the grant agreement shall be those of the country of NIO.

**Article 8 - Amendment**

- 8.1. Any amendment to this agreement must be the subject of a written supplementary agreement. No oral agreement may bind the parties to this effect.
- 8.2. Extension of a relationship is allowed, with or without an increase in the initial financial contribution agreed, only if the relationship is still ongoing and if all actors (NE, HE, NIO, HIO, and their corresponding consortia) remain the same. A written approval for such an extension must be obtained before the end of the exchange and a written amendment to this agreement must be signed accordingly.

Done in two copies, one for each party

Done at Košice, Date: 29.4.2019

Done at Košice, Date: 26.04.2019

Signature of NIO's  
authorised representative

Signature of NE //

## Annex 1

### **General conditions applicable to the financial support to the New Entrepreneur selected for a stay abroad with a Host Entrepreneur**

In the framework of the programme “Erasmus for Young Entrepreneurs” the NIO shall provide financial support to the New Entrepreneur (NE) selected for his/her stay abroad with the Host Entrepreneur (HE). This financial support is subject to the following conditions.

#### **1. Early termination of the stay abroad**

- 1.1. If the entrepreneurs agree to finish the relation within a shorter period than initially agreed on and ask for **early completion** of the stay, both NE and HE must explain the reasons for early termination of the exchange and conclude that the stay abroad nevertheless reached the goals the parties committed to. In this case, the NE is entitled to receive financial assistance for the time he/she actually stayed abroad.
- 1.2. Provided the NE and an the HE did not fulfil the commitments agreed to by the HE, NE and the IOs, involved in the Erasmus for Young Entrepreneurs Commitment, the relation will be considered **failed**<sup>2</sup>. Based on the NIO evaluation of the reasons given by the NE for early termination, either of the following actions are to be implemented:
  - 1.2.1 The NE will have to reimburse any amounts received if the relationship failed because the NE did not respect his/her obligations under the Erasmus for Young Entrepreneurs Commitment. The NE will have to reimburse all the advanced payments within 15 working days of receiving a request to do so.
  - 1.2.2. No reimbursement will be claimed from the NE and final payment will be made if the relationship failed because the HE did not respect his/her obligations under the Erasmus for Young Entrepreneurs Commitment.
  - 1.2.3. When responsibility for the unsuccessful relationship cannot be attributed to either the NE or HE, then the decision to reimburse the new entrepreneur will be taken by the European Commission and EASME.

#### **2. Liability**

- 2.1 The NIO cannot under any circumstances or for any reason whatsoever be held liable for damage or injury sustained to the property of the NE or the HE while the stay abroad is being carried out or as a consequence of the stay abroad.

---

<sup>2</sup> A relationship is not considered as failed when: the NE stays for the full time of the contract/ the NE and HE mutually agree that the relationship can be shorter than initially agreed and are both satisfied with the exchange/ the relationship breaks due to force majeure.

- 2.2 The NE shall assume sole liability towards third parties, including liability for damage or injury of any kind sustained by them as a result of an infringement by the NE, or as a result of violation of a third party's rights by the NE while the stay abroad is being carried out, or as a consequence of the stay abroad. The NE shall discharge the NIO of all liability arising from any claim or action brought as a result of an infringement by the NE, or as a result of violation of a third party's rights.

### **3. Conflict of interests**

- 3.1 The NE undertakes to take all the necessary measures to prevent any risk of conflict of interests which could affect the impartial and objective execution of the agreement. Such conflict of interests could arise in particular as a result of economic interest, political or national affinity, family or emotional reasons, or any other shared interest.
- 3.2 Any situation constituting or likely to lead to a conflict of interests during the execution of the agreement must be brought to the attention of the NIO, in writing, without delay. The NE shall undertake to take whatever steps are necessary to rectify this situation at once.
- 3.3 The NIO reserves the right to check that the measures taken are appropriate and may demand that the NE take additional measures, if necessary, within a certain time.

### **4. Confidentiality**

The NIO and the HE undertake to preserve the confidentiality of any document, information or other material directly related to the subject of the agreement that is duly categorised as confidential, if disclosure could cause prejudice to the other party. The parties shall remain bound by this obligation beyond the closing date of the action.

### **5. Checks and audits**

- 5.1 The NE agrees that the NIO may carry out an audit of the use made of this financial support, either directly by its own staff or by any other outside body authorised to do so on its behalf. Such audits may be carried out throughout the period of implementation of the agreement until the balance is paid and for a period of five years from the date of payment of the balance. Where appropriate, the audit findings may lead to reimbursement from the NE to the NIO.
- 5.2 The NE undertakes to allow the NIO staff the appropriate right of access to sites and premises where the programme is or has been carried out and to all the information, including information in electronic format, needed in order to conduct such audits.

- 5.3 The European Court of Auditors and the European Commission shall have the same rights as the NIO, notably right of access, as regards checks and audits.

Annex 2

**'Erasmus for Young Entrepreneurs Commitment'  
concerning the relationship number RLT197823**



# Annex: Erasmus for Young Entrepreneurs Commitment

RLT197823

## I. DETAILS ABOUT THE NEW ENTREPRENEUR

---

**Name of the participant:** Mr Boris Kriško

**Contact details:**

**Intermediary organisation (home country) and contact person (name, e-mail, tel.):**

Creative Industry Košice, no [ Slovakia]

Ms Alexandra Juriková , alexandra.jurikova@cike.sk ,

## II. DETAILS ABOUT THE HOST ENTREPRENEUR

---

**Host entrepreneur:** Mr Nikola Radojčić

**Sector of activity:** Clothing, footwear, leather and textile, luggage articles and accessories

**Name of the enterprise:** Dtzr d.o.o.

**Total employees:** 10

**Contact details:** Draže Pavlovića 10 - 11000 Belgrade - Serbia

nikola@bracaburazeri.com - +381 641682530

**Intermediary organisation (home country) and contact person (name, e-mail, tel.):**

Nova Iskra Creative Hub [ Serbia]

Mr Relja Bobić , relja@novaiskra.com , (+381) 381114051897

## III. SUMMARY OF THE PROPOSED STAY ABROAD

---

**Months of stay abroad :**

**Planned start date of the stay:** 03 June 2019

**Planned end date of the stay:** 02 August 2019

**Objectives of the stay:** Objectives for NE: NE Boris is the founder of a brand called fixedblade.tools, which focuses on selling high quality handmade fixed-blade knives and tools worldwide. Being at the pre-launch stage, one of his main objectives is to discover how to run successfully start and run the e-shop. His other focus will be on finding the right way how to market his products, how to find the right customer and how to build brand awareness from scratch. His other objectives are setting up all the processes for running a successful business, developing effective communication with different stakeholders, and building and testing a marketing strategy. He is interested in cooperation with company Dechko Tzar, which represents the successful international business developed from the local brand of high quality. There is also a high potential for future cooperation between these 2 Entrepreneurs. Objectives for HE: HE Nikola represents the successful local Serbian brand Dechko Tzar. It is a well-known clothing and accessory brand of high-quality products ran by designers. Dechko Tzar is having a brick store as well as the online shop with international shipping services. They



have a lot of valuable experience with running the business and they are ready to share with new entrepreneurs from abroad. HE Nikola will share his managerial experience with NE Boris, so Boris will be able to experience and help with the daily operations. Dechko Tzar has recently started a collaboration with designers from Poland, so NE can help with the communication with Eastern European partners. Moreover, Boris can share his knowledge about the market in Slovakia/Czech/Eastern Europe, so HE can better target the promotion. HE will also get the information about possible cooperation with suppliers and craftsmen from Slovakia.

**Description of the work/learning project:** NE has already run his own company selling the handcrafted knives online and he plans to have a start as smooth as possible. Therefore he will be involved in the daily operation of HE's shop and webshop, so he will see all the necessary processes and steps. By doing so, NE will also be able to see the internal communication within the team, customers, suppliers, and other important stakeholders. Another part of the stay will be communication and promotion. HE will introduce his way of promoting the products to the customers, which channels does he use and what kind of content. NE will then help with setting up the next campaigns, to learn how to do it also for his own business. NE aims to work with the international market and customers. He will also be involved in processing the orders from abroad, so he can experience all the tasks related to managing this part of running an e-shop. NE has a lot of experience in work with people from Eastern Europe, so he will help HE with adjusting the promotion and communication on this segment of the market. NE will share the relevant contacts for suppliers, so both can try to develop the future possible ways for cooperation. NE will also present the information about the Slovak market, including sharing the contacts/network of craftsmen (leather products and packaging of high quality for a good price - not a manufactory), so HE can consider the expansion to this market. HE will share his overall experience with running such a company and will feedback on NE's work and business ideas.

**Proposed plan of activities:** NE and HE have mutually agreed on these activities: Week 1 - Week 2: NE Boris will be introduced to the team and will get the overall information about the daily managerial tasks. HE will share his experience with running the team, structure of the organization, cooperation with different suppliers and stakeholders and in which part of the processes they are being involved. Based on this, NE will start to plan the next steps for his own e-shop. NE will shadow HE during his daily actions and develop suggestions for improvements. NE will be involved in the regular activities of HE's company throughout the whole stay. Week 3 - 4 HE will explain how he is selling products online and will share these tools with NE. NE will shadow him and experience the different tasks, communication with customers, taking care of orders, packing, working with shipping services, etc. HE will receive feedback and possible suggestions for improvement from NE. Week 5 - 7 NE and HE will go through the promotion and marketing activities of Dechko Tzar. They will go through different channels, contents, and types of customers. NE will share his experience with communication within Eastern Europe and will help with improving the campaigns targeted on these customers and raising brand awareness. He will be able to focus also on setting the initial campaigns for his own new brand. Week 8 - 9 NE will exchange the business ideas with HE, so he will get the relevant feedback on the business plan. NE Boris will share his database of relevant international contacts on craftsmen and designers, so they can both discuss the options for future cooperation.

**Expected outcome:** Outcomes for NE: NE Boris will experience how the successful brand, shop, and e-shop has been run, how are all the activities coordinated and how the decisions are made. HE will see how the team is managed in order to make all the processes more effective. NE will improve his managerial skills. NE will improve his communication, marketing, and promotional skills, so he will be able to start with the promotion of his own business. NE will experience all the processes and stakeholders necessarily involved within running the e-shop with international shipping. NE will learn how the distribution works. Based on this information NE will be ready to successfully launch his own brand and e-shop - fixedblade.tools. NE will get the relevant feedback on his business plan, brand and the portfolio of the products, he is planning to offer. Outcomes for HE: HE Nikola will share his experience with running the successful business that connects local design, and high-quality products and how to sell them (online and offline). HE will get the relevant feedback on his activities. HE will get the list of relevant high-quality craftsmen from Slovakia and Eastern Europe, so he will be able to develop



future collaboration. HE will get the information about the Eastern Europe market, information about businesses, customers and competitors. HE will get a fresh overview and feedback on the processes, communications, operations, and basic team management. NE will help HE with promoting the brand on the international level.



#### **IV. COMMITMENT BY THE FOUR PARTIES**

---

**By signing this document the new entrepreneur, host entrepreneur and intermediary organisations confirm that they will abide by the principles of the Erasmus for Young Entrepreneurs Commitment attached below.**

##### **THE NEW ENTREPRENEUR UNDERTAKES TO:**

- Abide** by the rules and regulations of the host entrepreneur, his or her usual working hours, code of conduct and rules of confidentiality.
- Communicate** with the intermediary organisations about any problem or changes regarding the placement.
- Comply** with all arrangements negotiated for his or her stay in order to achieve the stated objectives, particularly execute the planned activities and the work/learning project and to do his or her best to make the stay a success.
- Submit** a report in the specified format, together with the requested supporting documentation to substantiate costs, at the end of the stay.

##### **THE INTERMEDIARY ORGANISATIONS UNDERTAKE TO:**

- Select** suitable, recently established, new entrepreneurs (NE) and host entrepreneurs (HE) and ensure that they are both able to achieve the objectives of the stay.
- Facilitate** the matching between a qualified and suitable NE and HE and ensure that both parties agree on a work/learning project whose contents are transparent and acceptable and whose objectives are achievable. Prepare the NE and HE for the practical, professional and cultural aspects of the stay.
- Help** to manage transport, accommodation, visa/work permit arrangements, social security cover and insurance, to the extent necessary and desired.
- Provide** contact details of all parties involved and ensure that final arrangements are in place before the NE leaves his or her home country.
- Establish** appropriate communication channels for all parties.
- Evaluate** progress on the project on an ongoing basis and take appropriate action if required.
- Disburse** funding to the NE as appropriate, on the basis of agreed activities, milestones and reporting.
- Evaluate** with each NE the personal and professional development achieved.



**THE HOST ENTREPRENEUR UNDERTAKES TO:**

Comply	with all arrangements negotiated, particularly the NE's work/learning project, and to do his or her best to achieve the objectives and make the stay a success.
Assign	to the NE tasks and responsibilities that match his or her knowledge, skills, competences and objectives and ensure that appropriate equipment and support are available and that the NE's work/learning objectives are achieved.
Foster	the NE's understanding of entrepreneurship and how to start-up a business.
Provide	practical support if required.
Submit	a report in the specified format at the end of the stay.

---

**THE NEW ENTREPRENEUR: Mr Boris Kriško**

**I agree with the above mentioned stay abroad and the principles that concern me.**

Signature of the NE

Date:

Mr Boris Kriško (Signed)

17/04/2019

---

**THE NE's INTERMEDIARY ORGANISATION: Creative Industry Košice, no [ Slovakia]**

**I agree with the above mentioned stay abroad and the principles that concern my IO.**

Coordinator's signature

Date:

Mr Michal Hladký (Signed)

17/04/2019

---

**THE HOST ENTREPRENEUR: Mr Nikola Radojičić**

**I agree with the above mentioned stay abroad and the principles that concern me.**

Signature of the HE

Date:

Mr Nikola Radojičić (Signed)

22/04/2019

---

**THE HE's INTERMEDIARY ORGANISATION: Nova Iskra Creative Hub [ Serbia]**

**I agree with the above mentioned stay abroad and the principles that concern my IO.**

Coordinator's signature

Date:

Mr Marko RADENKOVIC (Signed)

18/04/2019



