

Consultation on the Entrepreneurship2020 Action Plan

Respondent's profile	
Please describe yourself: -single choice reply- (compulsory)	Business support organisation
Please indicate type of your organisation -single choice reply-(compulsory)	Other
Please specify -open reply-(compulsory)	AECM Represents 38 Member organizations in 20 Member States, Russia, Montenegro and Turkey. Its members are both private, mutual and public sector organizations, providing credit default guarantees to SMEs to enable access to finance.
Where are you located? -single choice reply-(compulsory)	BE - Belgium
If need be, may we contact you in regard to this questionnaire and consultation? -single choice reply-(compulsory)	Yes
Please provide your contact details. -open reply-(compulsory)	0476913724
Do you agree to your name being published on the European Commission's website along with your contribution? -single choice reply-(compulsory)	Yes
Questionnaire	
Cutting red tape (reducing the number of administrative procedures, simplifying them, and avoiding duplication of tasks) -single choice reply-(compulsory)	3
Abolish legalization and other administrative formalities when using public documents cross-border within the EU -single choice reply-(compulsory)	2
One stop shop and relationship managers in business support organisations for businesses that are starting out -single choice reply-(compulsory)	3
One stop shop for taxation and financial reporting (including advice and guidance) -single choice reply-(compulsory)	2
Speed up and simplification of licensing and other permit procedures -single choice reply-(compulsory)	2
Tax and social contributions related to effective cash flow of business -single choice reply-(compulsory)	0

Same social security protections available to entrepreneurs as to employees -single choice reply-(compulsory)	0
Raising awareness of government administrations and their staff about entrepreneurial and SME challenges -single choice reply-(compulsory)	0
Improve the quality and variety of business support advice for start-ups -single choice reply-(compulsory)	3
If you have comments on any of the above measures, please tell us here: -open reply-(optional)	
If there are other types of measures not mentioned above which you would consider moderately or very important/impactful, please briefly describe here: -open reply-(optional)	
Improve legal, administrative and tax provisions for business transfers -single choice reply-(compulsory)	3
Improve information and advice provision for business transfers -single choice reply-(compulsory)	3
Develop, publicise, and improve platforms and marketplaces for successful business transfers -single choice reply-(compulsory)	3
If you have comments on any of the above measures, please tell us here: -open reply-(optional)	In AECM's view, the development of and support for exchange platforms and support services for business transfers is of key importance to remedy to the specific obstacles this type of operation encounters. We suggest liaising with existing structures, e.g. Transeo, which acts as a platform for the different stakeholders in the field of business transfers. It is the European association of business transfer professionals, one of its main projects being to set up a European platform for exchange of best practices.
If there are other types of measures not mentioned above which you would consider moderately or very important/impactful, please briefly describe here: -open reply-(optional)	In Europe, business transfers face a particular market failure in terms of access to finance. Business transfers usually go hand in hand with a higher financing need (cost of acquisition and new investments), as well as with the uncertainty of the performance of the new management. Typically, these are operations that have a higher risk profile. At the same time, every year, a great number of SMEs face the need of transmission, often due to the generational change. This issue has been recognized by the Commission in previous studies: Commission Final Report on Business Dynamics: Start-ups, business transfers and bankruptcy, 2011: "Approximately 450.000 firms with 2 million employees are being transferred each year across Europe. The study estimated that every year, there is a risk of losing approximately 150.000 firms and 600.000 jobs due to inefficiencies in the business transfers system. The smallest businesses have been found to be the most vulnerable to failed transfers" Commission Communication: Continuity through a new beginning 2006: "...business transfers often require more financing than start-ups. Where a small business is transferred to a private person or another small business there is often no major collateral and repayment of the transfer related debt solely depends on the cash flow of the business. A thorough assessment of the company's situation is thus necessary which creates relatively

	high transaction costs. The costs and risks are, especially for smaller companies, often considered by banks as unfavourable in relation to the financing volume". Business transfers have been successfully supported via the CIP and its predecessor programmes. This feature should continue to be supported under the new generation of CIP successor programmes (i.e. COSME and Horizon 2020). Via the EU counterguarantees, guarantee institutions acting as financial intermediaries are able to support operations, that otherwise would not have been realized at national level. They help safeguarding healthy companies with a meaningful business proposition, thereby contributing to GDP growth and employment.
Develop and expand programmes to mentor, train, advise, and support second starters -single choice reply-(compulsory)	0
Put in place faster and more affordable procedures for winding up businesses and discharging bankruptcies -single choice reply-(compulsory)	0
Awareness raising in business and finance community to remove stigma of failure -single choice reply-(compulsory)	0
Specific financial instruments available for second starters -single choice reply-(compulsory)	0
If you have comments on any of the above measures, please tell us here: -open reply-(optional)	
If there are other types of measures not mentioned above which you would consider moderately or very important/impactful, please briefly describe here: -open reply-(optional)	
Increase and improve targeted business support services -single choice reply-(compulsory)	3
Offer dedicated support for SMEs to benefit from digital entrepreneurship opportunities -single choice reply-(compulsory)	0
Offer dedicated support for SMEs to 'go green' -single choice reply-(compulsory)	0
Improve implementation of the Digital Single Market -single choice reply-(compulsory)	0
Offer tailor-made assistance and advice for 'micro-multi-nationals' collaborating across distance, borders and markets -single choice reply-(compulsory)	0
Offer dedicated support for SMEs to benefit from European trainees (from vocational, technical to bachelor, master or doctoral level) -single choice reply-(compulsory)	0
Targeted training, finance, internationalisation	3

support programmes for high growth potential SMEs -single choice reply-(compulsory)	
Offer support for new businesses to innovate -single choice reply-(compulsory)	0
If you have comments on any of the above measures, please tell us here: -open reply-(optional)	With regard to question 2.10.1, there should be a flexible approach, according to each country's specific gaps, in targeted business support services. With regard to question 2.10.7, we would like to stress that new entrepreneurs and start-ups face similar constraints as business transfers. They face relatively important investment needs, often dispose of little collateral and cannot provide any financial track record. Even with a solid investment proposal and business plan, they usually face reticence from credit institutions. Guarantee institutions, again with the support of a public counterguarantee, can substitute the missing collateral and help realizing the project. We see added value in a continued support of this type of operations via the CIP successor programmes COSME and Horizon 2020.
If there are other types of measures not mentioned above which you would consider moderately or very important/impactful, please briefly describe here: -open reply-(optional)	
Reinforce loan guarantee and venture capital facilities -single choice reply-(compulsory)	3
Improve financial advisory capacity of Enterprise Europe Network (EEN) -single choice reply-(compulsory)	3
Single multilingual online portal on EU finance for SMEs -single choice reply-(compulsory)	3
Single national portals on national sources of SME finance -single choice reply-(compulsory)	3
Make tax environment more favourable to early stage financing -single choice reply-(compulsory)	0
If you have comments on any of the above measures, please tell us here: -open reply-(optional)	Comments to 2.13.1: In particular the guarantee facilities under the CIP successor programmes COSME and Horizon 2020 as well as guarantees under structural funds programmes will be of key importance to address specific and persistent market failure in access to finance. AECM calls for simple to use procedures for financial intermediaries and beneficiaries participating in the these programmes to reduce administrative burden to the largest extent possible. In particular, there should be as synergies for FI's in terms of application process, programme parameters, reporting requirements, audit requirements, etc. AECM underlines that loans above the amount of € 150.000 should be admissible for guarantee operations under COSME, if the company is considered as non-innovative. A proposal in this direction is currently discussed both by Parliament and Council, however, it appears to put the burden of proof on the FI as to whether the SME is innovative or not. This can only be practical, if clear-cut criteria are provided to decide which SMEs are not innovative. Comment to 2.13.2: AECM members would value the dissemination of information about guarantee schemes via the EEN and is ready to cooperate with the EEN on this matter.
If there are other types of measures not mentioned above which you would consider	

moderately or very important/impactful, please briefly describe here: -open reply-(optional)	
Create a European platform or hub for entrepreneurial learning to share best practice and develop common models for policy, implementation and measurement -single choice reply-(compulsory)	0
Entrepreneurial behaviour, skills and mindsets to be embedded in national/regional curricula at all levels - primary, secondary, vocational, higher education and non-formal education and training, alongside integration of work-based teaching and learning in all disciplines and curricula -single choice reply-(compulsory)	0
All young people to have one entrepreneurial experience before leaving secondary school (either as a formal part of the curricula or as an extra-curricular activity that is overseen by the school or a non-formal education body) -single choice reply-(compulsory)	0
Develop a guiding framework to encourage and support the development of entrepreneurial education institutions (vocational and higher education) -single choice reply-(compulsory)	0
Increase entrepreneurship education supported via EU education funding programmes -single choice reply-(compulsory)	0
Increase entrepreneurial training in line with national job plans -single choice reply-(compulsory)	0
If you have comments on any of the above measures, please tell us here: -open reply-(optional)	AECM is not specialized in this field, therefore does not issue a strong opinion on any of the points above.
If there are other types of measures not mentioned above which you would consider moderately or very important/impactful, please briefly describe here: -open reply-(optional)	
Continue/expand networks of women entrepreneurship ambassadors and mentors networks -single choice reply-(compulsory)	0
Tailored entrepreneurial training for women -single choice reply-(compulsory)	0
Create/foster female investors and networking among women entrepreneurs -single choice reply-(compulsory)	0
Investment readiness training for women entrepreneurs -single choice reply-(compulsory)	0

Same maternity rights for women entrepreneurs as for employees -single choice reply-(compulsory)	0
Adequate child/dependent care facilities available -single choice reply-(compulsory)	0
If you have comments on any of the above measures, please tell us here: -open reply-(optional)	We are not able to judge the need for the above measures. AECM members provide loan guarantees irrespective of the beneficiary's gender.
If there are other types of measures not mentioned above which you would consider moderately or very important/impactful, please briefly describe here: -open reply-(optional)	
Establish networks of volunteer seniors to counsel young inexperienced entrepreneurs -single choice reply-(compulsory)	0
Tailored entrepreneurial training for seniors without previous business experience -single choice reply-(compulsory)	0
Offer grants for unemployed seniors to become entrepreneurs -single choice reply-(compulsory)	0
If you have comments on any of the above measures, please tell us here: -open reply-(optional)	We have no strong opinion on the questions above
If there are other types of measures not mentioned above which you would consider moderately or very important/impactful, please briefly describe here: -open reply-(optional)	
Tailored support for other specific groups of potential entrepreneurs -single choice reply-(compulsory)	0
If you have comments on any of the above measures, please tell us here: -open reply-(optional)	We are not able to judge the effective need for above measures. AECM members provide loan guarantees to SMEs in general, irrespective of target groups and mostly of sectoral limitations (except where those sectors are not admitted for public support under state aid rules. Some members do target specific sectors)).
If there are other types of measures not mentioned above which you would consider moderately or very important/impactful, please briefly describe here: -open reply-(optional)	
If you have any further comments on aspects of encouraging greater entrepreneurship which are not elsewhere addressed in this consultation, please use this space: -open reply-(optional)	