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| 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 |
| Address: | 60 Iroon Politechniou str |
| Country: | Greece |
| Region: | Thessaly |
| P.O. Box: | N/A |
| Post code: | 41335 |
| CEDEX: | - |
| City: | Larissa |
| Website: | [www.entre.gr](http://www.entre.gr) |
| E-mail: | [info@entre.gr](mailto:info@entre.gr) |
| Telephone 1: | +30 2410 626 943 |
| Telephone 2: | - |
| Fax: | +30 2410 626 943 |

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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 |

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| 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): |
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| 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.  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.  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 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 |
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| 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? |
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| 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. |

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| Name of staff member | *Summary of relevant skills and experience, including where relevant a list of recent publications related to the domain of the project.* |
| 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 an gender equality and employment. |
| Ioanna Leontaraki | Ioanna Leontaraki: She holds an MBA with a double concentration in Marketing and Banking & Finance, as well as a B.Sc in Business Management and International Business from the American College of Thessaloniki. She has participated in the preparation of European proposals and the materialization of European and national programmes (administrative, financial and technical aspects), such as the Youth in Action programmes, Leonardo Da Vinci projects and Grundtvig projects. Her professional experience has primarily been in the fields of youth, education and training, gender equality, the social economy and entrepreneurship, which she has participated in many European conferences and research teams. |
| Georgia Christodoulopoulou | Georgia Christodoulopoulou: 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. Christodoulopoulou 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. |

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| Has the partner organisation participation in a European Union granted project in the 3 years preceding this application? Please indicate: |

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| EU Programme | Year | Project Identification or Contract Number | Applicant/Beneficiary Name |
| Erasmus+, Key Action 2: Strategic Partnerships | 2015 | 2015-1-ES02-KA205-006048 | Ayutamiento de Tafalla |
| Erasmus+, Key Action 2: Capacity Building in higher education | 2015 | 561786-EPP-1-2015-1-SE-EPPKA2-CBHE-JP | KTH Royal Institute of Technology |
| Erasmus+, Key Action 2: Strategic Partnerships | 2015 | 2015-1-IE01-KA202-008626 | Mullingar Employment Action Group |
| Erasmus+, Key Action 2: Strategic Partnerships | 2015 | 2015-1-ES01-KA202-015709 | Burgos Acoge |
| Erasmus+, Key Action 2: Strategic Partnerships | 2015 | 2015-1-DE02-KA204-002455 | JugendStil e.V. |
| Erasmus+, Key Action 2: Strategic Partnerships | 2015 | 2015-1-SE01-KA202-012278 | KAROLINSKA INSTITUTET |
| Erasmus+, Key Action 2: Strategic Partnerships | 2015 | 2015-1-MK01-KA204-002819 | Development Solusns DOOEL (DeSo) |
| Erasmus+, Key Action 2: Strategic Partnerships | 2015 | 2015-2-TR01-KA205-022935 | IPEC – International Project & Education Center |
| Erasmus+, Key Action 2: Strategic Partnerships | 2015 | 2015-1-RO01-KA202-015035 | Colegiul National Unirea |
| Erasmus+, Key Action 2: Capacity Building for youth - Western Balkans Youth Window | 2015 | 565848-EPP-1-2015-1-RS-EPPKA2-CBY-WB | BESTSELLER |
| Erasmus+, Key Action 2: Strategic Partnerships | 2014 | 2014-1-IT02-KA200-004105 | University of Camerino |
| Erasmus+, Key Action 2: Strategic Partnerships | 2014 | 2014-1-BG01-KA204-001560 | Business Foundation for Education |
| Erasmus+, Key Action 2: Strategic Partnerships | 2014 | 2014-1-SE01-KA202-000988 | Folkuniversitetet |
| Erasmus+, Key Action 2: Strategic Partnerships | 2014 | 2014-1-CY01-KA202-000275 | Cyprus Productivity Centre |
| Erasmus+, Key Action 2: Strategic Partnerships | 2014 | 2014-1-DE02-KA202-001441. | kos GmbH |
| Lifelong Learning Programme | 2012 | 2012-1-PT1-LEO05-11219 | YOUTH EXCHANGE UMBRELLA ASSOCIAÇÃO JUVENIL |
| Lifelong Learning Programme | 2012 | 2011-1-PL1-LEO05-19893 | Crakow University of Economics |
| Lifelong Learning Programme | 2011 | -LLP-Ldv/TOI/SE/11/1383 - 2011-1-SE1-LEO05-08376 | Folkuniversitetet Kursverksamheten vid Lunds Universitetet |
| Lifelong Learning Programme | 2012 | 2012-1-ES1-LEO05-48298 | INYPSA INFORMES Y PROYECTOS, S.A |
| Lifelong Learning Programme | 2012 | 526297-LLP-1-2012-1-IT-LEONARDO-LMP | SUPERFICIE 8 – LTD marketing & communication agency and adult training centre |
| Lifelong Learning Programme | 2012 | 2012-1-TR1-LEO05-35155 | METGEM - Bahçeşehir Üniversitesi Mesleki Teknik Eğitimi Geliştirme Merkezi |
| Lifelong Learning programme | 2012 | 2012-1-SE1-LEO05-11645 | Folkuniversitetet Kursverksamheten vid Lunds Universitetet |

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| C.2.3. Legal Representative | |
| Title: | Dr |
| Gender: | male |
| First name: | Anastasios |
| Family Name: | Vasiliadis |
| Department: | N/A |
| Position: | President |
| E-mail: | [info@entre.gr](mailto:info@entre.gr) |
| Telephone 1: | +30 2410 626 943 |

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| C.2.4. Contact Person | |
| Title: | Ms |
| Gender: | female |
| First Name: | Joanna |
| Family Name: | Leontarakis |
| Department: | N/A |
| Position: | Project Manager |
| E-mail: | [info@entre.gr](mailto:info@entre.gr) |
| Telephone 1: | +30 2410 626 943 |