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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:  | 169 Iroon Politechniou str. |
| Country:  | Greece |
| Region:  | Thessaly |
| P.O. Box:  | N/A |
| Post code:  | 41223 |
| CEDEX: | - |
| City:  | Larissa |
| Website:  | http://ied.eu/ |
| E-mail:  | info@ied.eu |
| 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 thirteen-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 SMEsHere at iED we provide the following integrated, custom-made services to our target groups:1. Business consulting & support2. Improvement and certification of professional skills3. Organizational support & production and transfer of innovation and know-how4. Project planning, submission and management5. 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. |
| Dimitris Siakavelis | Dimitris Siakavelis: Holds a Degree in Informatics from the Technological Educational Institute of Thessaly in Greece. He is experienced in programming language & databases, development and management of websites, Oracle SQL, PHP, HTML, Microsoft Frontpage and Office, as well as Photoshop and other such IT programs, while he has been working on many EU projects over the past years, materializing actions relating to technical and informatics aspects of the projects. |
| Panagiotis Koutoudis | Panagiotis Koutoudis: holds a Master degree in Applied Economics and a basic degree in Economics from the Athens University of Economics. He works as an economist and as business consultant and he have vast experience in the management and implementation of national and European programs, with an emphasis on entrepreneurship and employment. |
| Theodor Alexandrou | Theodor Alexandrou: holds an MSc in Services Management and is working as a business consultant. He specializes in business consulting about entrepreneurship and has implemented various National and European programmes. |
| Michalis Lagos | Michalis Lagos: He holds a degree in Business and Economics from the Technological Institute of Thessaly in Greece. He is dealing with the administration of National and EU projects and he has also actively participated in the implementation of studies and researches. |
| Panos Petsas | He has completed his studies in International and European Economic Studies at Athens University of Economics and Business. After finishing his internship in IED, he joined the team and since then, has been participating in the preparation of European proposals. |

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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 | Title |
| ERASMUS+ Key Action 2: Strategic Partnership | 2017 | 2017-1-PL01-KA105-036539 | Fundacja Dobry Rozwój | Social Business for Inclusion |
| ERASMUS+ Key Action 2: Strategic Partnership | 2017 | 2017-1-ES02-KA205-009293 | Ayuntamiento de Andújar | YSE Social Entrepreneurship for Youth in Europe |
| ERASMUS+ Key Action 2: Strategic Partnership | 2017 | 2017-1-FI01-KA202-034750 | Seinäjoen koulutuskuntayhtymä | Student Work experience In Real Life |
| ERASMUS+ Key Action 2: Strategic Partnership | 2017 | 2017-1-IE01-KA202-025699 | Mullingar Employment Action Group | Pop-Up Shop Helper |
| ERASMUS+ Key Action 2: Strategic Partnership | 2017 | 2017-2-NO02-KA205-000946 | Studiesenteret.no | YOUTH RE-WORKING RURAL - Fostering youth entrepreneurship and local development in rural areas through co-working and spaces reconversion |
| ERASMUS+ Key Action 2: Strategic Partnership | 2017 | 2017-1-PT01-KA202-035955 | ASSOCIACAO PORTUGUESA DA INDUSTRIA DE CERAMICA | IMPROVE TECHNIFICATION AND LCA QUALIFICATION OF WORKERS IN CERAMIC SECTOR WITH THE SUPPORT OF BIM APPLICATIONS |
| ERASMUS+ Key Action 2: Strategic Partnership | 2017 | 2017-1-PT01-KA204-035777 | AML - Associação Mãe Limão | FEMME - Fostering the Exchange of practices to Empower Mumpreneurship in Europe |
| ERASMUS+ Key Action 2: Strategic Partnership | 2017 | 2017-1-PT01-KA204-036010 | SOCIEDADE PORTUGUESA DE INOVACAO - CONSULTADORIA EMPRESARIAL E FOMENTO DA INOVACAO S.A. | Up-Skilling unemployed and low skilled workers in self-centred innovation approaches, to empower their self-employability potentials through start-ups and SMEs |
| ERASMUS+ Key Action 2: Strategic Partnership | 2017 | 2017-1-UK01-KA204-036651 | BRIDGING TO THE FUTURE LTD | The Three Question Model Of Developing Social Entrepreneurs |
| ERASMUS+ Key Action 2: Strategic Partnership | 2017 | 2017-1-ES01-KA204-038549 | UNIVERSITAT DE VALENCIA | DEVELOPMENT OF A TRAINING PROGRAM FOR ENHANCING ACTIVE AGEING THROUGH NOT-FOR-PROFIT SHARING ECONOMY |
| ERASMUS+ Key Action 2: Strategic Partnership | 2017 | 2017-1-IT01-KA202-006251 | CONSIGLIO NAZIONALE DELLE RICERCHE | Internet of Energy – Education and Qualification |
| ERASMUS+ Key Action 2: Strategic Partnership | 2017 | 2017-1-ES01-KA202-038446 | EVM Project Management Experts S.L., EVM | Digital Training Toolbox to FosteR EU'S IndusTry 4.0 RevoluTion |
| ERASMUS+ Key Action 2: Strategic Partnership | 2017 | 2017-1-BE02-KA202-034806 | Syntra West | Triple E-dge |
| ERASMUS+ Key Action 2: Strategic Partnership | 2017 | 2017-1-TR01-KA205-044201 | Ardahan University | Innovative Focus on Natural Mountain Herbal-Flavored Cheese by Protecting Traditional Production Methods |
| ERASMUS+ Key Action 2: Strategic Partnership | 2017 | 2016-3- MK01-KA205- 035105 | Development Solusns DOOEL | Promoting Webinar-Based Youth Non-Formal Education in Southeast Europe |
| Erasmus+ Capacity Building in Higher Education | 2017 | 586035-EPP-1-2017-1- DZ-EPPKA2-CBHE-JP | UNIVERSITE DES SCIENCES ET LA TECHNOLOGIE HOUARI BOUMEDIENE | The Algerian National Laboratory for Maintenance Education |
| Erasmus+ Capacity Building for Youth | 2017 | 589799-EPP-1-2017-1-GE-EPPKA2-CBY-EP-PE | LLC Akhali Teknologiebis Tsentri Atts | Partnership for Entrepreneurship in Green Building Sector |
| ERASMUS+ Key Action 2: Strategic Partnership | 2017 | 2017-1-IT02-KA204-036766 | APS Creativi108 | FLORA': Handmande women accross Europe |
| ERASMUS+ Key Action 2: Strategic Partnership | 2017 | 2017-1-ES01-KA204-038304 | Xano Channel asociación para el desarrollo comunitario | Get ConNEcteT to the job market |
| ERASMUS+ Key Action 2: Strategic Partnership | 2017 |  | Impact Hub | Grow Your Raw and Sustainable Organic Enterprise (Business development, branding and Investment ready program) |
| COSME – Erasmus for Young Entrepreneurs | 2017 |  | EUROPOS SOCIALINIS VERSLUMO UGDYMO IR INOVATYVIU STUDIJU INSTITUTAS | Erasmus is a woman 2 |
| ERASMUS+ Key Action 2: Strategic Partnership | 2017 | 2017-2-IT03-KA205-011480 | ENJOY ITALY DI ALESSANDROGARIANO | YOU. A.C.E.! - INNOVATING YOUTHWORK TO FOSTER YOUTH ACTIVECITIZENSHIP,(SOCIAL) ENTREPRENEURSHIP AND (SELF-)EMPLOYABILITY |
| ERASMUS+ Key Action 2: Strategic Partnership | 2017 | 2017-1-TR01-KA204-046225 | İstanbul Valiliği | Move Up - Boosting the Social Skills of Adults for Better Employability and Success at Work |
| ERASMUS+ Key Action 2: Strategic Partnership | 2017 | 2017-1-TR01-KA204-046210 | Keçiören Belediyesi | Training Over Developing Roles of Local Government and Civil Society for Integration of Refugees and Disables |
| ERASMUS+ Key Action 2: Strategic Partnership | 2017 | 2017-1-TR01-KA202-046651 | Doğu Marmara Kalkınma Ajansı Başkanlığı | Building a Regional Habitat for Learning and Innovative SMEs |
| ERASMUS+ Key Action 2: Strategic Partnership | 2017 | 2017-2-TR01-KA205-047266 | İstanbul Kemerburgaz Üniversitesi | Promoting Employability, Retraining, Social Skills of Neets |
| ERASMUS+ Key Action 2: Strategic Partnership for youth | 2017 | 2017-2-TR01-KA205-047620 | İzmir Yüksek Teknoloji Üniversites | Empowering Young Farmers; Agriculture and Innovation Center |
| ERASMUS+ Key Action 2: Strategic Partnership | 2016 | 2016-3-CY02-2016KA205-000848 | C.I.P Citizens In Power | Grow Green |
| ERASMUS+ Key Action 3: Support for policy reform | 2016 | 572774-EPP-1-2016-1-UK-EPPKA3-SUP-APPREN | Cornwall Apprenticeship Agency Limited | SERFA (Services for Apprenticeships) |
| ERASMUS+ Key Action 2: Strategic Partnership | 2016 | 2016-1-TR01-KA204-035203 | Gölbaşi Adult Education Centre (GHEM) | Use Safe Of Social Media For Adults |
| Interreg Med Priority Axis 1: Promoting Mediterranean innovation capacities to develop smart and sustainable growth | 2016 | Ref : 1183 | Agency for Sustainable Mediterranean Cities and Territories | COWORKMed: Social Innovation Research On Coworking Clusters |
| Asylum, Migration and Integration Fund 2015 -Integration | 2016 | HOME/2015/AMIF/AG/INTE/9098 | Tamat | Innovative practices and joint urban initiatives to foster the integration of migrant women in the receiving society within urban agriculture practices |
| ERASMUS+ Key Action 2: Cooperation for innovation and the exchange of good practices | 2016 | 2016-1-TR01-KA204-034246 | Tuzla Halk Egitimi Merkezi | Rebuilding the lives in the land of hope |
| ERASMUS+ Key Action 2: Cooperation for innovation and the exchange of good practices | 2016 | 2016-1- TR01-KA204- 033919 | Gaziantep University [GAUN] | International Cooperation for Rehabilitation and Social Integration of Refugee Women in Turkey and Europe |
| ERASMUS+ Capacity Building for Youth in ACP countries, Latin America and Asia | 2016 | 573119-EPP-1-2016-1-HU-EPPKA2-CBY-ACPALA | Dél-Alföldi Eurotender, Ifjúsági, Kulturális, Oktatási és Körn | NEELI - Non-formal education and e-learning for inclusion |
| ERASMUS+ Key Action 2: Cooperation for innovation and the exchange of good practices | 2016 | 2016-1-BG01-KA203-023754 | HIGHER INSTITUTE OF INSURANCE AND FINANCE | OPEN MIND – Gamified platform and open online course in Social Entrepreneurship for female learners and students from diverse fields of study |
| ERASMUS+ Key Action 2: Strategic Partnership | 2016 | 2016-1-DE02-KA204-003370 | JugendStil e.V. | A new ENTRance |
| ERASMUS+ Key Action 2: Cooperation for innovation and the exchange of good practices | 2016 | 2016-1-HU01-KA204-022923 | IMRO-DDKK Nonprofit Kft | StartUp-Academy: Developing International Innovation Acceleration and Supporting Environment for potential young Startuppers |
| ERASMUS+ Key Action 2: Cooperation for innovation and the exchange of good practices | 2016 | 2016-1-PT1-KA202-022856 | AGENCIA PIAGET PARA O DESENVOLVIMENTO | SSSE: Social and Solidarity Economy in Europe |
| ERASMUS+ Key Action 2: Cooperation for innovation and the exchange of good practices | 2016 | 2016‐1‐ES01‐KA204‐024983 | FUNDACION TACNALIA REASERCH & INNOVATION | Pathways for employ |
| ERASMUS+ Key Action 2: Strategic Partnership | 2016 | 2016-2-CY02-KA205-000760 | C.I.P Citizens In Power | Society Profits |
| ERASMUS+ Key Action 2: Strategic Partnership for youth | 2016 | 2016-2-FR02-KA205-011935 | Graphistes de l’ Ombre | Sharing is caring |
| ERASMUS+ Key Action 2: Strategic Partnership for youth | 2016 | 2016-2-ES02-KA205-008369 | FUNDACIÓN COREMSA | Re-engage! Alternative paths to motivate and engage youth back to work |
| ERASMUS+ Key Action 2: Strategic Partnership | 2016 | 2016-1-PL01-KA204-026123 | INSTYTUT TECHNOLOGII EKSPLOATACJI-PANSTWOWY INSTYTUT BADAWCZY | Understanding and developing business models |
| ERASMUS+ Key Action 2: Vocational Training | 2016 | 2016‐1‐ES01‐KA202‐025335 | Diputación Foral de Álava | TransForm@ - Game based learning course to boost digital transformation of rural commerce sector |
| ERASMUS+ Key Action 2: Strategic Partnership | 2016 | 2016-1-TR01-KA205-033056 | Ankara Ticaret Odasi | Strengthening entrepreneurial sparks |
| ERASMUS+ Key Action 2: Strategic Partnership | 2016 | 2016-1-MK01-KA202-021678 | Fondacija Agro Centar za Edukacija FACE | So-VET - Social entrepreneurship as an alternative for young unemployed |
| ERASMUS+ Key Action 2: Strategic Partnership | 2016 | 2016-2-MT01-KA205-015271 | Gozo Youth Council | Social Entrepreneurship in Youth Work - Developing employability and innovations amongst the youth people |
| ERASMUS+ Key Action 2: Strategic Partnership | 2016 | 2016-2-RO01-KA205-024926 | Centrul de Excelenta Academica | IT Launch Box |
| Justice | 2016 | JUST/2014/RDIS/AG/DISC/8115 | UC LIMBURG VZW | Fighting discrimination and anti-Gypsyism in education and employment in EU - PAL |
| Erasmus+, Key Action 2: Strategic Partnerships | 2015 | 2015-1-ES02-KA205-006048 | Ayutamiento de Tafalla | This is a Green´s World |
| Erasmus+, Key Action 2: Capacity Building in higher education | 2015 | 561786-EPP-1-2015-1-SE-EPPKA2-CBHE-JP | KTH Royal Institute of Technology | South Mediteranian Welding Center for Education, Training and Quality Control, SM WELD |
| Erasmus+, Key Action 2: Strategic Partnerships | 2015 | 2015-1-IE01-KA202-008626 | Mullingar Employment Action Group | CRUCIAL - Crowdfunding made simple |
| Erasmus+, Key Action 2: Strategic Partnerships | 2015 | 2015-1-ES01-KA202-015709 | Burgos Acoge | Social ENTrepreneurship for IMmigrants |
| Erasmus+, Key Action 2: Strategic Partnerships | 2015 | 2015-1-DE02-KA204-002455 | JugendStil e.V. | Rominko |
| Erasmus+, Key Action 2: Strategic Partnerships | 2015 | 2015-1-SE01-KA202-012278 | KAROLINSKA INSTITUTET | Dental Hygienist: European Training Platform for Oral Health |
| Erasmus+, Key Action 2: Strategic Partnerships | 2015 | 2015-1-MK01-KA204-002819 | Development Solusns DOOEL (DeSo) | Promoting Webinar-Based Education in Southeast Europe |
| Erasmus+, Key Action 2: Strategic Partnerships | 2015 | 2015-2-TR01-KA205-022935 | IPEC – International Project & Education Center | Global Innovative Leadership Module Project – GILM |
| Erasmus+, Key Action 2: Strategic Partnerships | 2015 | 2015-1-RO01-KA202-015035 | Colegiul National Unirea | Gender Equality and Entrepreneurship for All |
| Erasmus+, Key Action 2: Capacity Building for youth - Western Balkans Youth Window | 2015 | 565848-EPP-1-2015-1-RS-EPPKA2-CBY-WB | BESTSELLER | Small enterprise, big success |

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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@ied.eu |
| Telephone 1:  | +30 2410 626 943 |

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| C.2.4. Contact Person  |
| Title:  | Mr |
| Gender:  | male |
| First Name:  | Panos |
| Family Name:  | Petsas |
| Department:  | N/A |
| Position:  | Project Manager |
| E-mail:  | info@ied.eu |
| Telephone 1:  | +30 2410 626 943 |