



“...Bridging the Gap project will transfer and adapt an innovative methodology of training and developing entrepreneurs...”



[Bridging the Gap \(BTG\) project](#)

Bridging the Gap (BTG) is a project funded by the **European Commission's** - Lifelong Learning Programme (LLP), Leonardo da Vinci (LdV), Transfer of Innovation. The project's main aim is to transfer and adapt an innovative methodology of training and developing entrepreneurship, **"The Bridge Model (TBM)"**, from the UK to Spain, Greece, the Netherlands and Bulgaria. Thus, the TBM will be used and tested in new economic, socio-cultural and linguistic contexts. More specifically, the BTG Project will produce a **training methodology** and materials to enable business incubators, VET trainers and employment

centres, to work alongside local entrepreneurs so they can engage also with marginalized/**disadvantaged learners** in order to empower them to develop the qualities, skills, experiences, attitudes necessary to initiate their own enterprises. The project will involve **6 organisations** from different EU countries that have an expertise and experience in business incubation and VET training, as well as in working with target groups made up of hard to reach individuals – e.g, youth, migrants, disabled.

[The Bridge model \(TBM\)](#)

The model's overall objective is to bolster participants' enterprises and entrepreneurial competencies and aspirations

through on-going support from individuals who have taken the same journey.



Edgbaston Golf Club, Birmingham (UK)



Bridging to the Future offices, Edgbaston Golf Club, Birmingham (UK)

"Bridging the Gap" project has been funded with support from the European Commission. This newsletter reflects the views only of the author, and the Commission cannot be held responsible for any use which may be made of the information contained therein.

The latter is to be achieved through the **Bridge model**, an enabling and empowering training methodology consisting of practical group and 1-on-1 coaching sessions, workshops, access to contemporary information and continuous support from active business experts. **TBM consists of** delivery led by a successful entrepreneur and a VET trainer and a series of **one-on-one coaching sessions, business scenarios and learning materials.**

The product/methodology is **innovative** in that no models or systems exist like it in the partner countries (e.g. combining instruction and



coaching with live support), the materials will be produced in new languages and they will be developed also to cater for socio-culturally specific needs of various **disadvantaged groups.** Last but not least, **the bridge model has proven**

to be successful: Since 2010, 18 companies in the UK have been created using the model in areas of distinct socio-economic disadvantage, all of which are still trading and in profit.

1.4. Expected results and end products

The transfer will see organisations learn **new methods** of developing, especially amongst hard-to-reach individuals, the key competencies needed for developing enterprises. **Local people**, without formal business experience, **will be coached** by VET tutors and active entrepreneurs to develop the qualities, experiences, attitudes and skills of business in order to create and operate their own

micro-businesses. This will enhance their capacity and capability to operate a successful business and create employment. **Tangible products** will include a course book, a step-by-step guide focusing on the Bridge Model for Europe, a website and an **interactive slideshow** of case studies to be included in the project's website. Furthermore, there will be on-going real time support from experienced deliverers and European experts that will assist the target groups to design and deliver

“The Bridge Model” methodology.



Dissemination and Exploitation of BTG

The Consortium's will is to further exploit the results and products achieved during the BTG project after its completion. The aim is to commercialise the model and promote it to policy makers in each participating country. That will have a real impact on the way entrepreneurial skills are taught to different social economic groups (disadvantaged groups included) and will certainly influence national VET policy practices. Therefore, a particular attention will be given to disseminating and exploiting the results of the project during its development and after its completion.

Kick-Start meeting in Birmingham (UK)

On the 30th of September, representatives of the project's consortium met in Birmingham (UK) in order to kick-start the BTG project! The meeting was held on the premises of Edgbaston Golf Club where "Bridging to the Future – the leader of this project - has its offices. The beauty of the natural surroundings strengthened the team spirit and desire to cooperate!



Partners:

	<p>BTF is an incubator for social enterprises&SMEs. It offers all necessary support to individuals or groups who wish to start a business or a social enterprise or a community project. It delivers training to many different groups & have coached disadvantaged people extensively in order to cut dependency, and develop their aspirations and abilities so they may create/find employment</p> 
	<p>MEH is an established VCS infrastructure organisation working in the field of social inclusion on Merseyside. It is a key stakeholder and influential support body in the VCS and has an excellent track record of delivering innovative and successful programmes in partnership, including projects supporting disadvantaged individuals into training and self employment.</p> 
	<p>Academy of Entrepreneurship (AKEP) is a non-for-profit organization recognized Greek training structure. It acts in collaboration with the Federation of Hellenic Associations of Young Entrepreneurs aiming to contribute to the creation of a healthy business environment for the development of entrepreneurship in Greece and in Europe as well as the proper conditions for entrepreneurship to support young entrepreneurs with their business goals and plans in the long run.</p> 
	<p>The Business Incubator-Gotse Delchev Entrepreneurship Promotion Centre (BI-GD) works towards encouraging local economic & human resources development. Its main objective is to support start-ups & SMEs within the Gotse Delchev region through providing them high quality business services: information, consultancy, trainings, & support for micro-financing.</p> 
 <p>attitude makes the difference</p>	<p>Everis is a multinational consulting company focused on offering comprehensive business solutions to its clients, meeting all points of view in the value chain, from business strategy to system roll-out. It identifies start-ups, support the entrepreneurs and accelerate their growth.. As part of its ongoing work, Everis is in contact with enterprises in every industry, and within the public sector.</p> 
	<p>Business Development Friesland (BDF) develops&executes projects focused on growth for SMEs & the increase&sharing of knowledge. It participates in key start-up programs & have fostered a regional network to become a specialist on start-ups in the Province of Friesland. BDF supports starting companies to firmly establish their business & to help them maximize their growth over a maximum period of three years. This includes coaching, business training, guidance & a 'connecting-the-dots' networking role.</p> 