Deliverable Report

HEI Project	
HEI Project Name:	TRUE- Transforming University toward Entrepreneurship
HEI Project start date:	01-07- 2022
Deliverable	
Title:	Joint Acceleration Program
Deliverable No.:	D37
Type of Deliverable	DEM
Authors:	CRUZ, Claudio; ARROYO,Lizbeth
Level of completion (0 – 100)	95%. We had to delay the launching by scheduling issues.
Delivery date (due):	July 29th, 2022
Due deliverable (actual):	January 19th,2023
Dissemination level	RD = Restricted dissemination for EIT and EIT Food internal use only

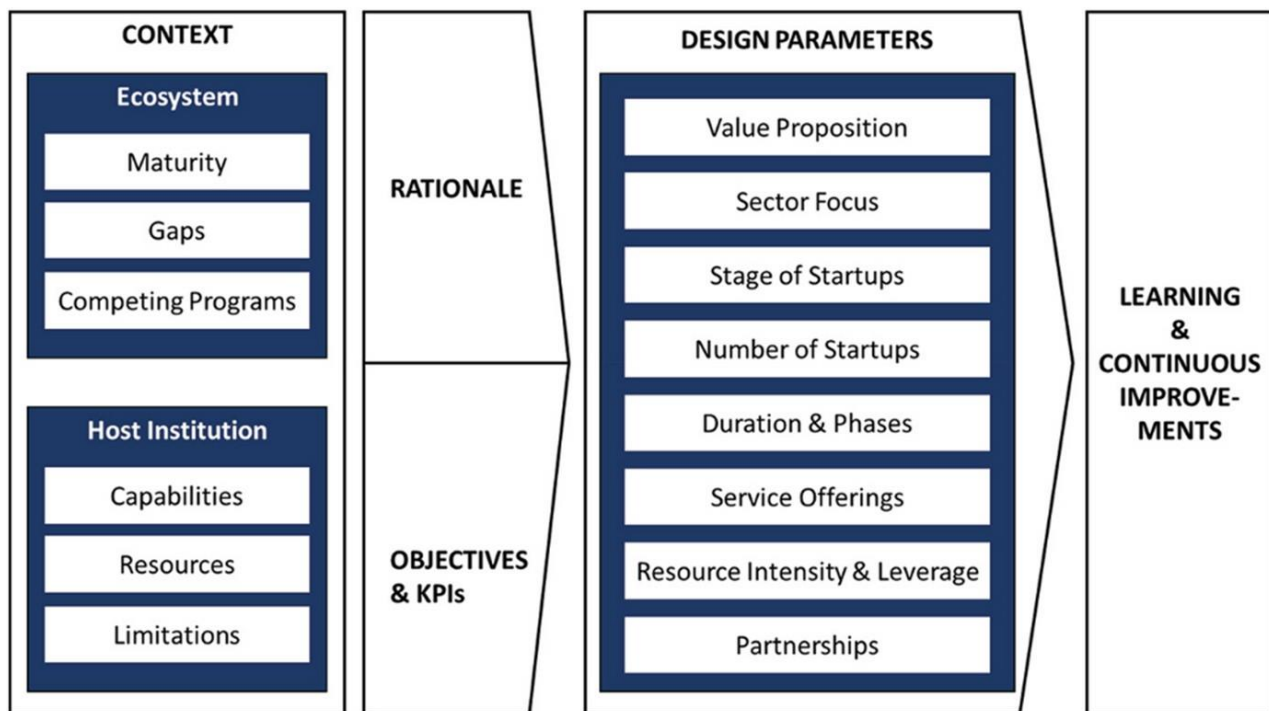# CONTENTS

1. Design Framework

- Qualitative approach through a comparative case study analysis.
- Conducting a comparison to analyze differences between the Consortium ESOs that share the purpose of creating a JAP with different organizational designs and management structures.

Source: Ismail (2021)

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2. ESAP (Pilot) Overview

Program Name	Duration & Phases	Modality	Resource Intensity
Entrepreneur Shadowing Acceleration Program	12 weeks	B-Learning	Cost aprox. 2280€*
	Program Implementation & Evaluation		*Based on UB context:
Target Audience		**Leverage**	EntreComp development (1hs – 80€ ; 1280€)
Inexperienced early-stage startups in e-health		Microsoft Teams	
			Product development (1 workshop – 250€ ; 1000€)
Number of Participants	**Hours of Training**	**Service Offering**	
	30 Physical + 30 online	Based on their needs, personalised mentorship in:	
Four (one by each TRUE partner)		Innovation product design Organisational emergence Entrepreneurial competences development	

What is ESAP?

Based on the principle of an "entrepreneurial education based on start-ups/projects needs", ESAP is An International acceleration program to boost the development of innovative health solutions through a mix of:

- Innovation product design

- Support of an international board in health science and business experts

- Implementation of a "shadowing" approach.

Where the participants benefits of a personalized assistance during their journeys.

Learning Outcomes

ESAP seeks growth in these competences:

- Development or improvement of the business model and the minimum valuable product

- Use of EntreComp as a tool to develop strengtheness and decrease individual or team weaknesses

- Application of specific knowledge on the specific organizational constraints

3. Content

Month 1	Month 2	Month 3
Entrepreneurial Comp. Diagnosis, Working with others, Mobilizing others, Planning and Management, Taking the Initiative Learning through experience, Coping with ambiguity, uncertainty and risk, Creativity, Vision	**Technical Comp.** Huamn Resources Marketing Legal **Entrepreneurial Comp.** Valoing ideas, Mobilizing resources, Spotting Opportunities **Shadowing**	**Technical Comp.** Specific technical support Dependant on the startup needs **Entrepreneurial Comp.** Motivation and Perseverance, Self Awareness and self efficacy, PITCH Methodology

4. Who will develop the sessions?

Each start up will have:

- **Innovation Product Facilitator:** Design thinking to understand end user's expectations and to create an MVP
- **Organisational emergence and International Mentorship Board:** Finance, HR, Marketing, Strategy and Technology
- **EntreComp trainer:** Ideas & Opportunities, Resources, Into Action

The program differentiation the roles of each of the participants attending:

Role	Description	
Startups	They will receive training from their Host facilitator, International Mentors, Entrecomp developer and will participate in a week of job shadowing in mature startups.	Each of the sessions will be coordinated directly with each of them depending on the availability of agenda of both parties, following the schedule of the program (see attached calendar). Host facilitators can participate in these sessions.
Host Facilitator	Will help the startups in the development of their entrepreneurial project. Mainly in the search for the development and/or improvement of their product.	
International Mentor	Our international team will be there to provide support on organizational issues, such as strategy, finance, marketing, HR, etc.	
Entrecomp Developer	Will help Startups in the development of entrepreneurial competencies.	
Shadowing startup	Startup that will receive the participating team assigned by the ESAP organizers, for a one week stay to learn by observing the day to day life of a mature startup.	

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In this edition, we count on board with the support of:

EntreComp Developers

Pamela Canales Poo
University of Barcelona

Innovation Product Designers

Joan Albert García Muga
University of Barcelona (UB)

University of Montpellier (UM)

Marina Almeida-Silva
Polytechnic Institute of Lisbon (IPL)

Dorotea Dimitrova
University of Extremadura (UNEX)

Organisational emergence: International Board of Mentors

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Lorena
Prego

Eduardo
Prego

Ricardo
Ribeiro

Matheus
Provinciali

Zoltán
Istenes

Ana
Branco

Tiago Sousa

Dorotea
Dimitrova

Marina
Almeida-Silva

Amine
Mokri

Shadowing hosts

Marvut
[UB]

CandleIN
[IPL]

The Blue
Box
[UB]

Eureqa
Medicina
y Cirugía
[UNEX]
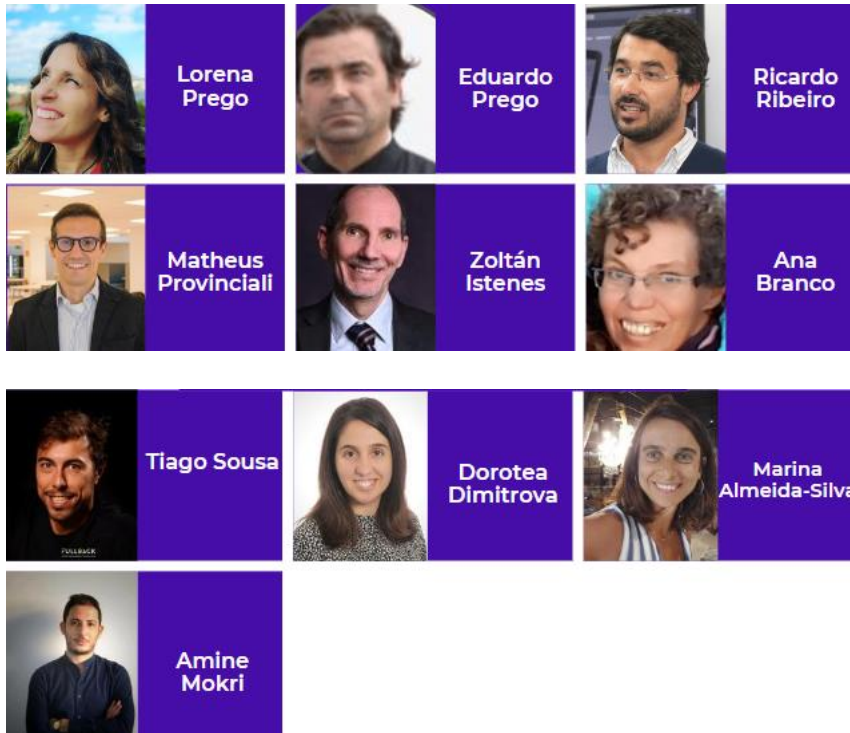
5. Implementation

Phase 1
Starting Phase
(19.09.2022)

- Open call to recruit participating startups
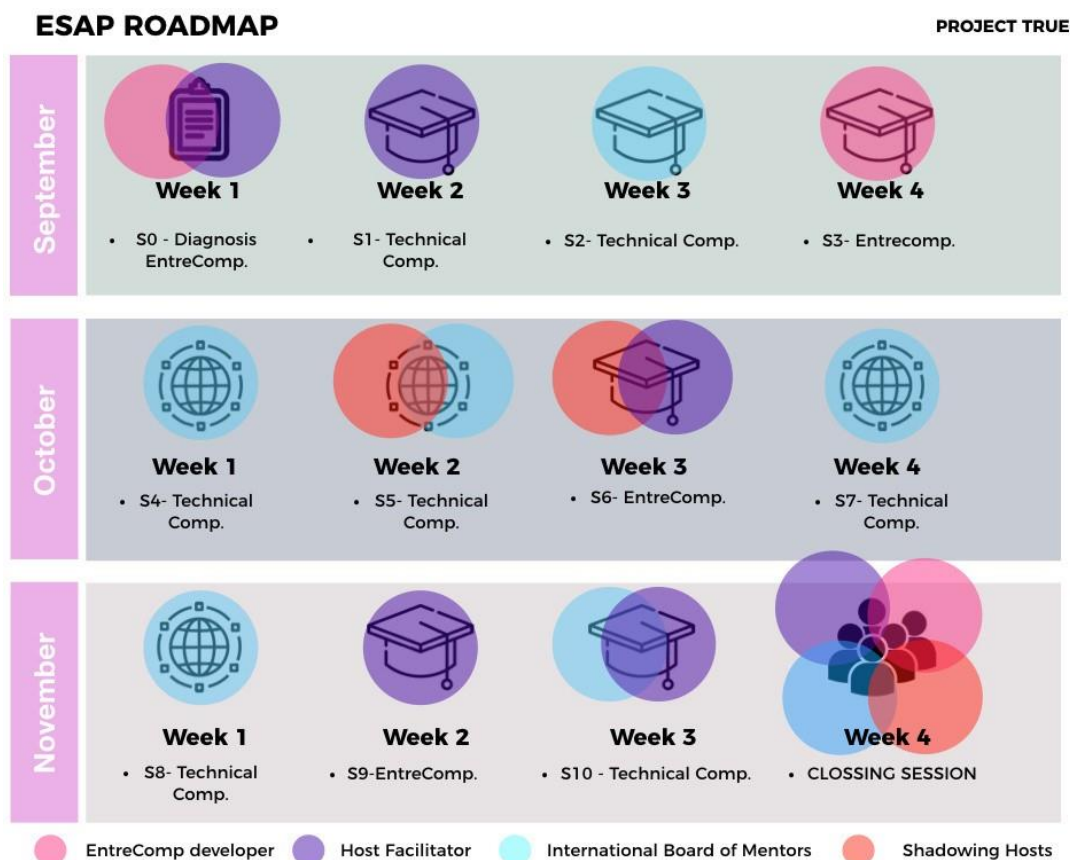- On boarding journey
- Mentorship dating

Phase 2
During Phase

- Program development

Phase 3
Ending Phase
(December)

- Final pitch
- Validation game

ESAP ROADMAP

PROJECT TRUE

September

Week 1
- S0 - Diagnosis EntreComp.

Week 2
- S1- Technical Comp.

Week 3
- S2- Technical Comp.

Week 4
- S3- Entrecomp.

October

Week 1
- S4- Technical Comp.

Week 2
- S5- Technical Comp.

Week 3
- S6- EntreComp.

Week 4
- S7- Technical Comp.

November

Week 1
- S8- Technical Comp.

Week 2
- S9-EntreComp.

Week 3
- S10 - Technical Comp.

Week 4
- CLOSSING SESSION

- EntreComp developer
- Host Facilitator
- International Board of Mentors
- Shadowing Hosts

The implementation of the program has carried out as follow:

Session	Duration	Date	Time
Kick-off session	1,5 hs	03 October	15:00
Entrecomp #1.ES	2hs	13 October	15:00
Entrecomp # 1.EN	2hs	14 October	15:00
Facilitating session #1	2hs	TBC (10 to 14 October)	-
Mentoring session #1	1hr	TBC (17 to 21 October)	-
Entrecomp #2.ES	2hs	19 October	15:00
Entrecomp #2.EN	2hs	20 October	15:00
Facilitating session #2	2hrs	TBC (24 to 28 October)	-
Mentoring session #2	1hr	TBC (21 October to 3 November)	-
Entrecomp #3.ES	2hrs	10 November	15:00
Entrecomp #3.EN	2hrs	11 November	15:00
Facilitating session #3	2hrs	TBC (14 to 18 November)	-
Shadowing	3-5 days (at least 20 hs)	14 to 25 November	-
Mentoring session #3	1hr	TBC (21 to 25 November)	-
International meeting	All day	TBC (23 to 25 November)	-
Facilitating session #4	1hr	TBC (9 to 16 January)	-
Demo day		19 January	-

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6. The ESAP 1st edition: An overview

According to the results obtained through the work guidelines and intermediate satisfaction surveys answered by 22.2% of the total number of participants, it is possible to identify that the participants are very satisfied with the programme in general, they agree that participating in the programme has been a good investment of their time and they would continue to participate in similar programmes.

Regarding the objectives proposed by the programme and by each of the teams, they fully agree that through the sessions they have worked to achieve them, the methodology has allowed them to actively participate and interact, a good working environment has been created and they would recommend other entrepreneurs to participate in the programme. In addition, they highlight that it has been a pleasant experience, with a good atmosphere for learning and linking up with other startups to generate networking and exchange experiences, which is useful for them.

Specifically on the entrepreneurial competences development sessions, which have already ended, the participants suggest extending the time of the mentoring sessions, which would allow them to carry out the activities with more time, and also to increase the number of activities similar to those of the face-to-face session, as it allows them to understand different situations in a more graphic way. On the other hand, they highlight that the sessions are dynamic with a clear guiding thread, as "*not in all programmes you learn by playing and that is a plus*", which helps to broaden the vision of the startup and identify shortcomings to work on them, in general, it has been an opportunity to learn and grow.

Regarding the sessions linked to the development of technical competences and the shadowing process, they are still under development, so the evaluation process has not yet been completed, and results are expected in a next report.

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