

D.T2.4.2

Report from the meetings with stakeholders

1st Version
11 2018





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2. Objectives

2.1. General objective of the document

Objective of this document is to provide details about two stakeholder meetings of Slovak project partners of CE1158 ENTER-transfer project. These stakeholder meetings were organised as main part of activity A.T2.4 Pilot testing of the business succession model in Presov region.

3. About stakeholder meetings

In the Prešov region two stakeholder meetings took place as the pilot action meetings:

- On the 12th of November 2018, 16:30 in Prešov
- On the 13th of November 2018, 16:30 in Prešov

The stakeholder meetings for the pilot action were organized in cooperation with stakeholder meeting of another Interreg CE project, CE 339 Restaura, that is aimed at identifying, testing, evaluating and promoting good practice on the use of Public-Private Partnerships (PPP) for the revitalisation of historical cities and buildings. The reason for this merge of stakeholder meetings, and at the same time aim, was to achieve higher attendance of stakeholders and be able to prepare more interesting program for them, while effectively working with time available.

The stakeholders were invited to the events by direct invitations, both personal/verbal and digital. The first stakeholder meeting was attended by 17 persons, the second stakeholder meeting was attended by 25 persons. Among the guests were representatives of various public and private institutions, representing public bodies and SME's, which were represented by both senior generation and perspective successors.

This report primarily focuses on the ENTER-transfer project part of the stakeholder meetings.



4. Pilot testing: 1st pilot meeting with stakeholders, 12th of November 2018

On November 12th 2018, Innovation Partnership Centre (PP2) with the help of the Lead Partner, University of Economics in Bratislava organized a stakeholder meeting aimed at the Pilot testing of the Business succession model that is being developed in cooperation with other project partners.


The project partners' meeting took place in the form of moderated round table debates, attended by 17 experts from both the private and the public spheres, representatives of local authorities, private companies and educational institutions. The event was aimed at identifying the basic principles and the most effective measures (including advisory, financial services, public support and private assistance) for knowledge related to business succession and transfer. Priority was given to the so-called Business Succession Model, which is a basic starting point for deciding successors who have the ambition to take leadership in family businesses and the other way around, senior company owners, who are looking for ways how to keep the company functioning after their retirement.

The main objective of the meeting was therefore to collect feedback of partners on the model progression and discuss over set of criteria prepared in order to improve the matchmaking formula to be embedded in the matchmaking tool. These criteria were to be then tested with aim for the identification, shortlisting and selection of the best-matching prospective successors in SME's.

The feedback received from the stakeholders will be processed and reported in the separate report (D.T2.4.3).




4.1. Attendance list

Interreg 
CENTRAL EUROPE European Union
European Regional Development Fund
ENTER-transfer

ENTER-transfer A.T2.4 Pilot testing of business succession model
12. november 2018, Prešov, Slovak Republic
Prezenčná listina

No.	Meno	Organizácia	Podpis
1.	JANA HLINICOVÁ, mgr.	SZČO	
2.	Nela ŠTEJOBAROVIC	EUPT	
3.	Ivana Štefánik	Úrad PZ	
4.	FRANZIŠEK PUKAČ	UPSR / ITC	
5.	Peter Martonč	EVBA	
6.	SPRISLAVA MAČEOVÁ	SZČO	
7.	IVANA HARTICELOVÁ	TATRA BANKA	
8.	Martin Novýsedláč	IPC	
9.	DAVID HUDÁČ		
10.	LUCIA ČAKANOVÁ	EZO s.r.o.	
11.	Peter Dorčák	IPC	
12.	JARKE LANGOVÁ	SD GALERIA O.C	
13.	INGRID DOREÁKOVÁ	EVBA	
14.	IVAN BALL	IDE	
15.	RENAJA MADZUNOVÁ	SBA	

Účastník udeľuje organizátorovi povolenie použiť fotodokumentáciu vytvorenú počas eventu na účely projektovej dokumentácie a publicity projektu CE 1158 ENTER-transfer. The participant grants the organizer permission to use the photographic documentation made during the event for project documentation and promotional purposes of the CE 1158 ENTER-transfer project.

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ENTER-transfer A.T2.4 Pilot testing of business succession model
12. november 2018, Prešov, Slovak Republic
Prezenčná listina

No.	Meno	Organizácia	Podpis
16.	HRAJKO JANTON	OBČE ŽUPANŤ	
17.	Romana HRICOVÁ	TUKE, FÚ	

Účastník udeľuje organizátorovi povolenie použiť fotodokumentáciu vytvorenú počas eventu na účely projektovej dokumentácie a publicity projektu CE 1158 ENTER-transfer. The participant grants the organizer permission to use the photographic documentation made during the event for project documentation and promotional purposes of the CE 1158 ENTER-transfer project.



4.2. Photogallery







**Shared stakeholder meeting of CE339 RESTAURA and CE1158 ENTER-transfer
Prešov, Slovakia, 12th November 2018**

Event program

**CE339 RESTAURA Economic, financial and law aspects of PPP projects at
revitalisation of Cultural heritage**

13:15 - 13:30	Registration
13:30 - 14:30	1st block of discussion
14:30 - 15:00	Networking break
15:00 - 16:00	2nd block of discussion
16:00 - 16:15	Closing word

**CE1158 ENTER-transfer A.T2.4 : Pilot testing of the business succession
model**

16:30 - 16:45	Registration
16:45 - 17:30	Rout
17:30 - 18:30	Discussion panel



5. Pilot testing: 2nd pilot meeting with stakeholders, 13th of November 2018

On November 13th 2018, Innovation Partnership Centre (PP2) with the help of the Lead Partner, University of Economics in Bratislava organized second stakeholder meeting aimed at the Pilot testing of the Business succession model that is being developed in cooperation with other project partners.


The pilot action was primarily focused on Business Succession Model, that will form a base ground for creation of matchmaking tool, used on a matchmaking portal. By organizing the event, the input phase was completed prior to the specific project output, thus creating an online portal linking a company looking for successors and young companies with the ambition to take over the leadership of another company. Thanks to the elaborated strategies that take into account the specificities of the participating countries, public sector bodies will be able to create the appropriate conditions for the success of companies at the local and regional level. A total of 25 participants were present in panel discussions, representing self-governing regions, business associations and private companies, sharing their valuable experiences and know-how to support the development of the idea of business succession and ownership transfer in Central Europe.

The main objective of the meeting was therefore to collect feedback of partners on the model progression and discuss over set of criteria prepared in order to improve the matchmaking formula to be embedded in the matchmaking tool. These criteria were to be then tested with aim for the identification, shortlisting and selection of the best-matching prospective successors in SME's.

The feedback received from the stakeholders will be processed and reported in the separate report (D.T2.4.3).




5.1. Attendance list

Interreg 
CENTRAL EUROPE European Union
European Regional
Development Fund **ENTER-transfer A.T2.4 Pilot testing of business succession model**
13. november 2018, Prešov, Slovak Republic
ENTER-transfer **Prezenčná listina**

No.	Meno	Organizácia	Podpis
1	Peter Čuboň	Univerzitný vedecký park UNIZA	
2	Karol Hrnčák	UVP UNIZA	
3	Milan Straka	UVP UNIZA	
4	Kristína Konyálová	IPC	
5	Slávka Karúšková	SBA	
6	Viera Hybeňová	OPPA P PO	
7	Rudorán Hamillán	SBA	
8	Daniela Jánosišková	ÚPŠVAR, PREŠOV	
9	Romana Hricová	TUCE, FUT so sídlom v Prešove	
10	Kristián Kočvík	UNIPO	
11	Marta Grenová	SNŠE KOŠICE	
12	Paulína Horváthová	UVA	
13	Jakub Lukáč	SBA	
14	Jana Vargová	Solar X. s.r.o.	
15	Ján Varga	Solar X. s.r.o.	

Účastník udeľuje organizátorovi povolenie použiť fotodokumentáciu vytvorenú počas eventu na účely projektovej dokumentácie a publicity projektu CE 1158 ENTER-transfer. The participant grants the organizer permission to use the photographic documentation made during the event for project documentation and promotional purposes of the CE 1158 ENTER-transfer project.

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Development Fund **ENTER-transfer A.T2.4 Pilot testing of business succession model**
13. november 2018, Prešov, Slovak Republic
ENTER-transfer **Prezenčná listina**

No.	Meno	Organizácia	Podpis
16	Jitka Hrnčáková	IPC	
17	Lucia Čakanová	EZO s.r.o.	
18	Peter Jorčan	IPC	
19	Peter Markovič	EUBA	
20	Nella Svetobalová	EUBA	
21	František Páček	IPC	
22	Hrabko Anton	Obč. Zúč. Prv	
23	Ivana Karišková	VO TAIRA BANKA	
24	Jaroslav Lengová	s.o. Galéria J.C.	
25	David Hudák		

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5.2. Photogallery







RESTAURA



ENTER-transfer

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Prešov, Slovakia, 13th November 2018**

Event program

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CE1158 ENTER-transfer A.T2.4 : Pilot testing of the business succession model

16:30 - 16:45	Registration
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