

## Conceptreactie Nederland op openbare raadpleging Europese Commissie over het startup klimaat in Europa.

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Only the replies encoded via EU Survey will be used for statistical purpose. This word document is for informal use only.

Questions in red are “dependent” questions and have to be replied only if the answer to the main question is also in red.

## Start-up Initiative

Fields marked with \* are mandatory.

### Introduction

**Please read the introductory page, where you will also find the glossary, before you complete the questionnaire.**

[Link to the introductory page](#)

### 1 - About you/respondent identification

\* 1.1 - Are you replying as/on behalf of:

- A citizen
- A potential entrepreneur
- A company
- An incubator/accelerator programme
- A business support provider (public or private)
- A European business organization
- A national business organization

- A trade union
- A national authority
- A regional/local authority
- Financial institution/Finance provider
- Academia/Entrepreneurship research centres
- Research institution
- Other

\* **1.2 - Are you registered on the Transparency Register?**

Yes

x  No

\* **1.3 - Please provide your name/the name of the company/organization/authority.**

Text of 1 to 200 characters will be accepted

Ministry of Economic Affairs

\* **1.5 - Your country**

- Austria
- Belgium
- Bulgaria
- Cyprus
- Czech Republic
- Denmark
- Estonia
- Finland
- France
- Germany
- Greece
- Hungary
- Ireland
- Italy
- Croatia
- Latvia

- Lithuania
- Luxembourg
- Malta
- Netherlands
- Poland
- Portugal
- Romania
- Slovakia
- Slovenia
- Spain
- Sweden
- United Kingdom

\* **1.6 - Received contributions may be published on the Commission's website**, with the identity of the contributor. Please state your preference with regard to the publication of your contribution (please note that regardless the option chosen, your contribution may be subject to a request for access to documents under Regulation 1049/2001 on public access to European Parliament, Council and Commission documents. In this case the request will be assessed against the conditions set out in the Regulation and in accordance with applicable data protection rules):

- My contribution may be published under the name indicated**; I declare that none of it is subject to copyright restrictions that prevent publication.
- My contribution may be published but should be kept anonymous**; I declare that none of it is subject to copyright restrictions that prevent publication.
- I do not agree that my contribution will be published at all.**

## 2 - Boosting entrepreneurial attitudes and skills - stand-up phase

**2.1 - In your view, how important are the following policies/actions to support potential entrepreneurs in Europe? Please rank each option below from 1 being the least important to 5 being the most important.**

|   | 1                        | 2                        | 3                        | 4                                   | 5                        | I do not know/ N/A       |
|---|--------------------------|--------------------------|--------------------------|-------------------------------------|--------------------------|--------------------------|
| * Introducing entrepreneurship education in all levels of formal education (from primary and secondary school to vocational education and university) | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

|   |                          |                          |                          |                          |                          |                          |
|---|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| * Providing local support and advice structures to encourage entrepreneurial activities                                     | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | x                        | <input type="checkbox"/> | <input type="checkbox"/> |
| * Encouraging higher education institutions to establish programmes and services to support entrepreneurship                | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | x                        | <input type="checkbox"/> |
| * Introducing 'in company' training in initial vocational education (apprenticeships)                                       | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | x                        | <input type="checkbox"/> | <input type="checkbox"/> |
| * Promoting dedicated digital entrepreneurship programmes, including digital economy business models                        | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | x                        | <input type="checkbox"/> |
| * Developing digital learning materials, courses or apps to teach entrepreneurship, including a 'lean start-up' methodology | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | x                        | <input type="checkbox"/> |
| * Organising regular competitions for new business ideas at regional/national/EU level                                      | <input type="checkbox"/> | <input type="checkbox"/> | x                        | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| * Organising regular Europe-wide events to promote entrepreneurship   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | x                        | <input type="checkbox"/> | <input type="checkbox"/> |

**\* 2.2 - In your experience, what else could be done to encourage entrepreneurial attitudes and support those who would like to become entrepreneurs in Europe?**

Text of 1 to 1000 characters will be accepted

Important aspects of the start-up ecosystem are access to capital, talent, networks and a stimulating government. European collaboration on these topics will stimulate the creation and growth of startups.

### 3 - Creation of a company - start-up phase

**\* 3.1 - Are you facing/did you face any obstacles to set up your company?**

Yes

No

x I do not know/  
N/A

**3.2 - In your experience, to what extent is each of the following an obstacle to start a company? Please rank each option below from 1 being a minor obstacle to 5 being a major obstacle.**

|   |   |   |   |   |                          |
|---|---|---|---|---|--------------------------|
| 1 | 2 | 3 | 4 | 5 | I do not<br>know/<br>N/A |
|---|---|---|---|---|--------------------------|

|  |                          |                          |                          |                          |                          |                          |
|--|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| *Resources required to navigate overall regulatory complexity        | <input type="checkbox"/> | <input type="checkbox"/> | x                        | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| *Registration cost   | <input type="checkbox"/> | <input type="checkbox"/> | x                        | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| *Registration time   | <input type="checkbox"/> | <input type="checkbox"/> | x                        | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| *Minimum legal capital requirements                                  | x                        | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| *Legal and/or notary fees  | <input type="checkbox"/> | x                        | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| *The number of operational permits and licences needed               | <input type="checkbox"/> | x                        | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| *Time to obtain operational licences and/or permits                  | <input type="checkbox"/> | x                        | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| *Costs of obtaining operational licences and/or permits              | <input type="checkbox"/> | <input type="checkbox"/> | x                        | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| *Lack of single entry point (one-stop-shop) for start-up procedures  | <input type="checkbox"/> | x                        | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| *Lack of e-governance for administrative procedures                  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | x                        | <input type="checkbox"/> | <input type="checkbox"/> |
| *Tax compliance costs (filing and paying taxes)                      | <input type="checkbox"/> | <input type="checkbox"/> | x                        | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| *Rules and cost of hiring workers                                    | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | x                        | <input type="checkbox"/> |
| *Proceedings for contract enforcement                                | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | x                        | <input type="checkbox"/> |
| *Cost to access industrial and/or intellectual property rights       | x                        | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| *Procedures to access industrial and/or intellectual property rights | <input type="checkbox"/> | x                        | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| *Unpredictable and instable legal framework                          | <input type="checkbox"/> | <input type="checkbox"/> | x                        | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| *Access to finance   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | x                        | <input type="checkbox"/> | <input type="checkbox"/> |

**3.4 - In your experience, what sources of funding are mostly used to start a company (initial capital)? Please rate each option below from 1 being used least often to 5 being used more often.**

|                     | 1                        | 2                        | 3                        | 4                        | 5                        | I do not know/<br>N/A    |
|---------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| *Own savings        | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | x                        | <input type="checkbox"/> | <input type="checkbox"/> |
| *Family and friends | <input type="checkbox"/> | <input type="checkbox"/> | x                        | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| *Micro-loans        | <input type="checkbox"/> | <input type="checkbox"/> | x                        | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| *Bank loans         | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | x                        | <input type="checkbox"/> |

|                                 |                          |                          |                          |                          |                          |                          |
|---------------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| *Public (national) grants       | <input type="checkbox"/> | X                        | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| *European grants                | <input type="checkbox"/> | X                        | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| *Funds from business incubators | <input type="checkbox"/> | X                        | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| *Innovation vouchers            | <input type="checkbox"/> | X                        | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| *Business angels                | <input type="checkbox"/> | x                        | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| *Venture capital                | <input type="checkbox"/> | <input type="checkbox"/> | X                        | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| *Peer-to-peer lending           | <input type="checkbox"/> | <input type="checkbox"/> | X                        | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| *Family offices                 | <input type="checkbox"/> | <input type="checkbox"/> | X                        | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| *Crowd-funding                  | <input type="checkbox"/> | <input type="checkbox"/> | x                        | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

**3.5 - In your experience, how important are the following policies/support measures for start-ups? Please rate each option below from 1 being the least important to 5 being the most important.**

|  | 1                        | 2                        | 3                        | 4                        | 5                        | I do not know/<br>N/A    |
|--|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| *Encouraging all EU Member States to create national Startup Manifestos consistent with the EU Startup Manifesto   | <input type="checkbox"/> | <input type="checkbox"/> | x                        | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| *Supporting the creation of incubation centres, accelerator programmes and co-working spaces for start-up projects   | <input type="checkbox"/> | <input type="checkbox"/> | x                        | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| *Connecting incubation centres, accelerator programmes and co-working spaces across the EU   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | x                        | <input type="checkbox"/> | <input type="checkbox"/> |
| *Establishing exchange schemes between incubators/ accelerators across the EU  | <input type="checkbox"/> | <input type="checkbox"/> | x                        | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| *Creating and connecting networks of alumni/experts (tech/engineering) to help assessing the viability of start-up business ideas                          | <input type="checkbox"/> | <input type="checkbox"/> | x                        | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| *Enabling links between source of knowledge (tech/engineering centres) and source of finance to facilitate access to finance for viable start-up projects  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | x                        | <input type="checkbox"/> | <input type="checkbox"/> |
| *Establishing matchmaking platforms for exchange of ideas and information on cooperation possibilities between start-ups, medium sized and large companies | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | x                        | <input type="checkbox"/> | <input type="checkbox"/> |

|   |                          |                          |                          |                          |                          |                          |
|---|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| * Helping to secure intellectual property (IP) in the early stages of a company   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | x                        | <input type="checkbox"/> | <input type="checkbox"/> |
| * Providing training/advisory/mentoring services to young start-ups to prevent early failures   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | x                        | <input type="checkbox"/> | <input type="checkbox"/> |
| * Creating a European Network for Early Warning and Support to Second Starters to ensure cooperation and best practices sharing across the EU | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | x                        |
| * Promoting exchanges between new and experienced entrepreneurs (such as Erasmus for Young Entrepreneurs) within the EU                       | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | x                        | <input type="checkbox"/> | <input type="checkbox"/> |
| * Promoting exchange schemes between new and experienced entrepreneurs with non-EU countries  | <input type="checkbox"/> | <input type="checkbox"/> | x                        | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| * Promoting schemes to attract talented entrepreneurs from third countries, e.g. start-up visa schemes  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | x                        | <input type="checkbox"/> | <input type="checkbox"/> |
| * Ensuring better cohesion and transparency of the available support schemes at EU level  | <input type="checkbox"/> | <input type="checkbox"/> | x                        | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

**Other, please specify.**

Text of 1 to 200 characters will be accepted

Startup visum: the Netherlands offers a Startup Visa for founders. Under Dutch EU Presidency Neelie Kroes launched a proposal for a European Startup Visa.

**\* 3.6 - In your view, what else could be done at EU level to foster the creation and survival of start-ups in the EU?**

Text of 1 to 1000 characters will be accepted

Important aspects of the start-up ecosystem are access to capital, talent, networks and a stimulating government. European collaboration on these topics will stimulate the creation and growth of startups.

**3.7 - In your experience, to what extent is each of the following important to boost innovation? Please rate each option below from 1 being the least important to 5 being the most important.**

|   | 1                        | 2                        | 3                        | 4 | 5                        | I do not know/<br>N/A    |
|---|--------------------------|--------------------------|--------------------------|---|--------------------------|--------------------------|
| * Supporting universities in establishing services to promote entrepreneurship (internship schemes with businesses, business- | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | x | <input type="checkbox"/> | <input type="checkbox"/> |

creation trainings, organising access to business incubation, etc.)

|   |                                     |                          |                                     |                                     |                                     |                          |
|---|-------------------------------------|--------------------------|-------------------------------------|-------------------------------------|-------------------------------------|--------------------------|
| * Promoting innovation through a European award for young innovators  | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>            | <input type="checkbox"/>            | <input type="checkbox"/>            | <input type="checkbox"/> |
| * Providing support from public sources to incubators, university R&D and technology transfer programmes to increase their capacity to boost innovative solutions | <input type="checkbox"/>            | <input type="checkbox"/> | <input type="checkbox"/>            | <input type="checkbox"/>            | <input checked="" type="checkbox"/> | <input type="checkbox"/> |
| * Promoting the 'outsourcing' of R&D, e.g. through tax incentives related to outsourced R&D expenses  | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>            | <input type="checkbox"/>            | <input type="checkbox"/>            | <input type="checkbox"/> |
| * Promoting partnerships between start-ups and medium sized companies to facilitate access to innovation  | <input type="checkbox"/>            | <input type="checkbox"/> | <input type="checkbox"/>            | <input checked="" type="checkbox"/> | <input type="checkbox"/>            | <input type="checkbox"/> |
| * Establishing and supporting long term partnerships of business, research and higher education institutions to strengthen EU innovation capacity                 | <input type="checkbox"/>            | <input type="checkbox"/> | <input type="checkbox"/>            | <input type="checkbox"/>            | <input checked="" type="checkbox"/> | <input type="checkbox"/> |
| * Supporting ad hoc partnerships of business, research and higher education to implement specific projects  | <input type="checkbox"/>            | <input type="checkbox"/> | <input type="checkbox"/>            | <input type="checkbox"/>            | <input checked="" type="checkbox"/> | <input type="checkbox"/> |
| * Supporting access to innovation and value chains, e.g. through clusters   | <input type="checkbox"/>            | <input type="checkbox"/> | <input type="checkbox"/>            | <input type="checkbox"/>            | <input checked="" type="checkbox"/> | <input type="checkbox"/> |
| * Connecting European research and innovation centres with similar ones outside the EU to support European researchers and entrepreneurs globally                 | <input type="checkbox"/>            | <input type="checkbox"/> | <input checked="" type="checkbox"/> | <input type="checkbox"/>            | <input type="checkbox"/>            | <input type="checkbox"/> |
| * Promoting schemes to attract innovators from non-EU countries   | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>            | <input type="checkbox"/>            | <input type="checkbox"/>            | <input type="checkbox"/> |

**Other, please specify.**

EU added value lies in facilitating cross-border partnerships which are open, bottom-up and accessible (low administrative costs).

## 4 - Expansion of a company - scale-up phase

\* 4.1 - Do you envisage expanding/did you expand your company cross-border?

Yes

No

I do not know/  
N/A

4.2 - In your experience, to what extent is each of the following an obstacle to expand (scale-up) a company within the EU? Please rate each option below from 1 being a minor obstacle to 5 being a major obstacle.



|  | 1                        | 2                                   | 3                                   | 4                                   | 5                                   | I do not know/ N/A                  |
|--|--------------------------|-------------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|
| * Uncertainty about regulatory requirements to start operations          | <input type="checkbox"/> | <input type="checkbox"/>            | <input type="checkbox"/>            | <input checked="" type="checkbox"/> | <input type="checkbox"/>            | <input type="checkbox"/>            |
| * Costs to start operation (translations, registration fees, legal fees) | <input type="checkbox"/> | <input type="checkbox"/>            | <input type="checkbox"/>            | <input checked="" type="checkbox"/> | <input type="checkbox"/>            | <input type="checkbox"/>            |
| * Uncertainty about regulatory environment for daily operations          | <input type="checkbox"/> | <input type="checkbox"/>            | <input checked="" type="checkbox"/> | <input type="checkbox"/>            | <input type="checkbox"/>            | <input type="checkbox"/>            |
| * Cost of complying with different tax regulations other than VAT        | <input type="checkbox"/> | <input type="checkbox"/>            | <input type="checkbox"/>            | <input checked="" type="checkbox"/> | <input type="checkbox"/>            | <input type="checkbox"/>            |
| * Cost of complying with different VAT regulations                       | <input type="checkbox"/> | <input type="checkbox"/>            | <input type="checkbox"/>            | <input checked="" type="checkbox"/> | <input type="checkbox"/>            | <input type="checkbox"/>            |
| * Understanding and complying with employment law                        | <input type="checkbox"/> | <input type="checkbox"/>            | <input checked="" type="checkbox"/> | <input type="checkbox"/>            | <input type="checkbox"/>            | <input type="checkbox"/>            |
| * Understanding and complying with contract and marketing law            | <input type="checkbox"/> | <input checked="" type="checkbox"/> | <input type="checkbox"/>            | <input type="checkbox"/>            | <input type="checkbox"/>            | <input type="checkbox"/>            |
| * Complying with technical regulations                                   | <input type="checkbox"/> | <input type="checkbox"/>            | <input checked="" type="checkbox"/> | <input type="checkbox"/>            | <input type="checkbox"/>            | <input type="checkbox"/>            |
| * Complying/adapting your service/product to mandatory standards         | <input type="checkbox"/> | <input type="checkbox"/>            | <input checked="" type="checkbox"/> | <input type="checkbox"/>            | <input type="checkbox"/>            | <input type="checkbox"/>            |
| * Complying/adapting to voluntary standards                              | <input type="checkbox"/> | <input checked="" type="checkbox"/> | <input type="checkbox"/>            | <input type="checkbox"/>            | <input type="checkbox"/>            | <input type="checkbox"/>            |
| * Securing intellectual property rights                                  | <input type="checkbox"/> | <input checked="" type="checkbox"/> | <input type="checkbox"/>            | <input type="checkbox"/>            | <input type="checkbox"/>            | <input type="checkbox"/>            |
| * Enforcing intellectual property rights                                 | <input type="checkbox"/> | <input checked="" type="checkbox"/> | <input type="checkbox"/>            | <input type="checkbox"/>            | <input type="checkbox"/>            | <input type="checkbox"/>            |
| * Finding workers with the right set of skills                           | <input type="checkbox"/> | <input type="checkbox"/>            | <input type="checkbox"/>            | <input type="checkbox"/>            | <input checked="" type="checkbox"/> | <input type="checkbox"/>            |
| * Recruiting local employees   | <input type="checkbox"/> | <input type="checkbox"/>            | <input checked="" type="checkbox"/> | <input type="checkbox"/>            | <input type="checkbox"/>            | <input type="checkbox"/>            |
| * Attracting best talent   | <input type="checkbox"/> | <input type="checkbox"/>            | <input type="checkbox"/>            | <input type="checkbox"/>            | <input checked="" type="checkbox"/> | <input type="checkbox"/>            |
| * Finding business partners  | <input type="checkbox"/> | <input checked="" type="checkbox"/> | <input type="checkbox"/>            | <input type="checkbox"/>            | <input type="checkbox"/>            | <input type="checkbox"/>            |
| * Adapting your product/service to local preferences                     | <input type="checkbox"/> | <input checked="" type="checkbox"/> | <input type="checkbox"/>            | <input type="checkbox"/>            | <input type="checkbox"/>            | <input type="checkbox"/>            |
| * Finding new markets/distribution channels                              | <input type="checkbox"/> | <input checked="" type="checkbox"/> | <input type="checkbox"/>            | <input type="checkbox"/>            | <input type="checkbox"/>            | <input type="checkbox"/>            |
| * Securing financing for expansion                                       | <input type="checkbox"/> | <input type="checkbox"/>            | <input type="checkbox"/>            | <input checked="" type="checkbox"/> | <input type="checkbox"/>            | <input type="checkbox"/>            |
| * Accessing entrepreneurial ecosystems                                   | <input type="checkbox"/> | <input type="checkbox"/>            | <input type="checkbox"/>            | <input checked="" type="checkbox"/> | <input type="checkbox"/>            | <input type="checkbox"/>            |
| * Risk of corruption and fraud   | <input type="checkbox"/> | <input type="checkbox"/>            | <input type="checkbox"/>            | <input type="checkbox"/>            | <input type="checkbox"/>            | <input checked="" type="checkbox"/> |
| * Language barrier   | <input type="checkbox"/> | <input checked="" type="checkbox"/> | <input type="checkbox"/>            | <input type="checkbox"/>            | <input type="checkbox"/>            | <input type="checkbox"/>            |

**4.3 - In your experience, to what extent is each of the following an obstacle to expand (scale-up) a company outside the EU? Please rate each option below from 1 being a minor obstacle to 5 being a major obstacle.**

|                                | 1                        | 2                        | 3                        | 4                                   | 5                        | I do not know/ N/A       |
|--------------------------------|--------------------------|--------------------------|--------------------------|-------------------------------------|--------------------------|--------------------------|
| * Uncertainty about regulatory | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

requirements to start operations

|   |                          |                          |                                     |                          |                          |                          |
|---|--------------------------|--------------------------|-------------------------------------|--------------------------|--------------------------|--------------------------|
| *Costs to start operation (translations, registration fees, legal fees) | <input type="checkbox"/> | <input type="checkbox"/> | <input checked="" type="checkbox"/> | x                        | <input type="checkbox"/> | <input type="checkbox"/> |
| *Uncertainty about regulatory environment for daily operations          | <input type="checkbox"/> | <input type="checkbox"/> | x                                   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| *Cost of complying with different tax regulations other than VAT        | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>            | x                        | <input type="checkbox"/> | <input type="checkbox"/> |
| *Cost of complying with different VAT regulations                       | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>            | x                        | <input type="checkbox"/> | <input type="checkbox"/> |
| *Understanding and complying with employment law                        | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>            | x                        | <input type="checkbox"/> | <input type="checkbox"/> |
| *Understanding and complying with contract and marketing law            | <input type="checkbox"/> | x                        | <input type="checkbox"/>            | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| *Complying with technical regulations                                   | <input type="checkbox"/> | <input type="checkbox"/> | x                                   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| *Complying/adapting your service/product to mandatory standards         | <input type="checkbox"/> | <input type="checkbox"/> | x                                   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| *Complying/adapting to voluntary standards                              | <input type="checkbox"/> | x                        | <input type="checkbox"/>            | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| *Securing intellectual property rights                                  | <input type="checkbox"/> | x                        | <input type="checkbox"/>            | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| *Enforcing intellectual property rights                                 | <input type="checkbox"/> | x                        | <input type="checkbox"/>            | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| *Finding workers with the right set of skills                           | <input type="checkbox"/> | <input type="checkbox"/> | x                                   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| *Recruiting local employees   | <input type="checkbox"/> | <input type="checkbox"/> | x                                   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| *Attracting best talent   | <input type="checkbox"/> | <input type="checkbox"/> | x                                   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| *Finding business partners  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>            | <input type="checkbox"/> | x                        | <input type="checkbox"/> |
| *Adapting your product/service to local preferences                     | <input type="checkbox"/> | <input type="checkbox"/> | x                                   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| *Finding new markets/distribution channels                              | <input type="checkbox"/> | <input type="checkbox"/> | x                                   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| *Securing financing for expansion                                       | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>            | x                        | <input type="checkbox"/> | <input type="checkbox"/> |
| *Accessing entrepreneurial ecosystems                                   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>            | x                        | <input type="checkbox"/> | <input type="checkbox"/> |
| *Risk of corruption and fraud   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>            | x                        | <input type="checkbox"/> | <input type="checkbox"/> |
| *Language barrier   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>            | x                        | <input type="checkbox"/> | <input type="checkbox"/> |

**4.5 - In your experience, what kind of funding source(s) are mostly used for financing the expansion (scaling-up) of a company? Please rate each option below from 1 being the least used to 5 being the most used.**

1                      2                      3                      4                      5                      I do not know/ N/A

|  |                          |                          |                          |                          |                          |                          |
|--|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| * Credit line, bank overdraft or credit cards overdraft                    | <input type="checkbox"/> | x                        | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| * Grants or subsidised bank loan   | <input type="checkbox"/> | <input type="checkbox"/> | x                        | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| * Bank loan (excluding subsidised bank loans, overdrafts and credit lines) | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | x                        | <input type="checkbox"/> | <input type="checkbox"/> |
| * Trade credit   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | x                        | <input type="checkbox"/> | <input type="checkbox"/> |
| * Leasing or hire-purchase   | <input type="checkbox"/> | x                        | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| * Debt securities issued   | <input type="checkbox"/> | <input type="checkbox"/> | x                        | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| * Equity capital, including venture capital or business angels             | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | x                        | <input type="checkbox"/> | <input type="checkbox"/> |
| * Factoring  | <input type="checkbox"/> | <input type="checkbox"/> | x                        | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| * Retained earnings or sale of assets (internal funds)                     | <input type="checkbox"/> | <input type="checkbox"/> | x                        | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| * Subordinated debt instruments  | <input type="checkbox"/> | <input type="checkbox"/> | x                        | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| * Participating loans  | <input type="checkbox"/> | x                        | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| * Peer-to-peer lending   | <input type="checkbox"/> | x                        | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| * Crowdfunding   | <input type="checkbox"/> | x                        | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

**4.6 - In your experience, how important are the following policies and support measures for the expansion (scaling-up) of a company? Please rate each option below from 1 being the least important to 5 being the most important.**

|  | 1                        | 2                        | 3                        | 4                        | 5                        | I do not know/<br>N/A    |
|--|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| * Developing tailor-made support measures for rapidly growing scale-ups, e.g. mentoring on how to manage change        | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | x                        | <input type="checkbox"/> | <input type="checkbox"/> |
| * Creating network of regional support centres for scale-ups   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | x                        | <input type="checkbox"/> | <input type="checkbox"/> |
| * Providing financial support for the acquisition of capacity-boosting services from both public and private providers | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | x                        |
| * Supporting the uptake of resource efficient solutions to reduce production costs                                     | <input type="checkbox"/> | <input type="checkbox"/> | x                        | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| * Developing intellectual property (IP) valuation models to better assess the value of intangible assets               | <input type="checkbox"/> | <input type="checkbox"/> | x                        | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| * Facilitating links between large corporations and start-ups to unleash the scale-up potential through collaboration  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | x                        | <input type="checkbox"/> | <input type="checkbox"/> |

**4.7 - In your experience, is there a need for ecosystem-level policies for start-ups and scale-**

ups?

Yes

No

I do not know/ N/A

/

**4.7 a - In your experience, what type of ecosystem-level policies would you consider the most useful for start-ups and scale-ups? Please rate each option below from 1 being the least useful to 5 being the most useful.**

|   | 1                        | 2                        | 3                                   | 4                                   | 5                        | I do not know/ N/A                  |
|---|--------------------------|--------------------------|-------------------------------------|-------------------------------------|--------------------------|-------------------------------------|
| * Supporting the creation of local/regional/national entrepreneurial ecosystems   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>            | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>            |
| * Integrating entrepreneurial ecosystems with the Smart Specialisation Strategy   | <input type="checkbox"/> | <input type="checkbox"/> | <input checked="" type="checkbox"/> | <input type="checkbox"/>            | <input type="checkbox"/> | <input type="checkbox"/>            |
| * Creating EU networks of investors, entrepreneurs, universities, accelerators and co-working spaces to increase synergies and facilitate access to venture capital, new markets, talents and skilled employees | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>            | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>            |
| * Connecting start-up ecosystems across the EU  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>            | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>            |
| * Creating European centres outside the EU to promote EU start-ups  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>            | <input type="checkbox"/>            | <input type="checkbox"/> | <input checked="" type="checkbox"/> |

## 6 - Definitions

**6.1 - In your view, what are the main features of a start-up? Please rate each option below from 1 being the least important to 5 being the most important.**

|   | 1                        | 2                        | 3                                   | 4                                   | 5                        | I do not know/ N/A       |
|---|--------------------------|--------------------------|-------------------------------------|-------------------------------------|--------------------------|--------------------------|
| * Being newly created                             | <input type="checkbox"/> | <input type="checkbox"/> | <input checked="" type="checkbox"/> | <input type="checkbox"/>            | <input type="checkbox"/> | <input type="checkbox"/> |
| * Being young (less than 5 years) and independent | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>            | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| * Testing new business ideas                      | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>            | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

|   |                          |                          |                          |                          |                          |                          |
|---|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| * Searching for scalable business model | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | x                        | <input type="checkbox"/> |
| * Being strongly growth oriented        | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | x                        | <input type="checkbox"/> |
| * Focusing on technology development    | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | x                        | <input type="checkbox"/> | <input type="checkbox"/> |
| * Focusing on innovation development    | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | x                        | <input type="checkbox"/> | <input type="checkbox"/> |
| * Being born global                     | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | x                        | <input type="checkbox"/> |

\* **6.2 - In your view, is it important to have an agreed EU-wide definition of a start-up?**

- Very important
- x  Important
- Not very important
- Not important at all
- I do not know/ N/A

**6.2 a - How would you assess the following options for a working definition of a start-up?**

|  | Very useful              | Useful | Not very useful          | Not useful at all        | I do not know/ N/A       |
|--|--------------------------|--------|--------------------------|--------------------------|--------------------------|
| * A start-up is an unlisted, small enterprise up to 5 years following its registration, which has not yet distributed profits and has not been formed through a merger (EC - state aid definition) | <input type="checkbox"/> | x      | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| * A start-up is a growth-oriented small enterprise, up to 5 years old, searching for a scalable business model or innovative product/service, and open for alternative financing                   | <input type="checkbox"/> | x      | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| * A start-up is a temporary organization designed to search for a repeatable and scalable business model (Steve Blank)   | <input type="checkbox"/> | x      | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

**If none of the proposed options of a start-up definition is in your view pertinent, please provide your own suggestions.**

Text of 1 to 500 characters will be accepted

It depends for which purpose the definition is needed. The first one is measurable but doesn't take the ambition of the startup into account.

**6.3 - In your view, what are the main features of a scale-up? Please rate each option below from 1 being the least important to 5 being the most important.**

|   | 1                        | 2                        | 3                        | 4                        | 5                        | I do not know/ N/A       |
|---|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| * Focused on rapid growth in terms of turnover  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | x                        | <input type="checkbox"/> | <input type="checkbox"/> |
| * Focused on rapid growth in terms of employment  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | x                        | <input type="checkbox"/> | <input type="checkbox"/> |
| * Already attracted finance from third parties  | <input type="checkbox"/> | <input type="checkbox"/> | x                        | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| * Focused on attracting more rounds of equity funding from third parties to finance expansion | <input type="checkbox"/> | <input type="checkbox"/> | x                        | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| * Focused on technology development   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | x                        | <input type="checkbox"/> | <input type="checkbox"/> |
| * Focused on innovation development   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | x                        | <input type="checkbox"/> | <input type="checkbox"/> |
| * Having already gained a significant market share  | <input type="checkbox"/> | <input type="checkbox"/> | x                        | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| * Seeking further expansion to foreign markets  | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | x                        | <input type="checkbox"/> | <input type="checkbox"/> |
| * Being born global   | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | x                        | <input type="checkbox"/> |
| * Looking for a fast capital replacement - 'exit'   | <input type="checkbox"/> | <input type="checkbox"/> | x                        | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

**\* 6.4 - In your view, is it important to have an agreed EU-wide definition of a scale-up?**

- Very important
- x  Important
- Not very important
- Not important at all
- I do not know/ N/A

**6.4 a - How would you assess the following options of a working definition of a scale-up?**

|   | Very useful              | Useful | Not very useful          | Not useful at all        | I do not know / N/A      |
|---|--------------------------|--------|--------------------------|--------------------------|--------------------------|
| * A scale-up is a growth-oriented company that has already tested a scalable business model, gained market position and | <input type="checkbox"/> | x      | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

seeks investment to finance expansion

\*A scale-up is an enterprise with the average annualised growth in turnover or employees greater than 20% per annum over a three year period with the more than 10 employees at the beginning of the observation period (OECD definition)



x



**6.5 - If you have any additional comments/observations/additions relating to any question of the section on Definitions of a start-up and scale-up, please provide them below.**

Text of 1 to 1000 characters will be accepted

It is important what startups and scaleups think about these definitions themselves.