

More information?  
[www.business-transfer.nl](http://www.business-transfer.nl)

NL - AVANS university of applied sciences;  
Breda (AVANS); [www.avans.nl](http://www.avans.nl)

NL - European Educative Projects bv (EEP);  
[www.eepbv.nl](http://www.eepbv.nl)

BE - SYNTRA-Limburg; Genk (Syntra);  
[www.syntra-limburg.be](http://www.syntra-limburg.be)

BE - European forum of Technical and  
Vocational Education and Training;  
Brussels: (EfVET): [www.efvet.org](http://www.efvet.org)



Project Coordination:

European Educative Projects bv  
Vught (EEP)

Tel: +31-73 6572 565

Fax: +31-73 65 60 581

E: [jpa@planet.nl](mailto:jpa@planet.nl)

W: [www.business-transfer.nl](http://www.business-transfer.nl)

## Business Transfer in Small and Medium sized Enterprises

[www.business-transfer.nl](http://www.business-transfer.nl)



DE - Berufsförderungswerk-Nürnberg;  
Nürnberg (BFW- Nürnberg);  
[www.bfw-nuernberg.de](http://www.bfw-nuernberg.de)

LT - Kaunas Regional Innovation Centre;  
Kaunas (KRIC); [www.ic.ktc.lt/](http://www.ic.ktc.lt/)

NL - Foundation BPE; Grave (BPE)

PT - School of Accounting and Administration  
of Oporto; Porto (ISCAP);  
[www.iscap.ipp.pt/gri](http://www.iscap.ipp.pt/gri)



Berufsförderungswerk Nürnberg gGmbH  
Zentrum für berufliche Rehabilitation



BPE  
Bevordering  
Planerings-  
vernieuwing  
Europa



Education and Culture DG

Lifelong Learning Programme

Leonardo da Vinci

This project has been funded with support  
from the European Commission. This  
publication 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.

In Europe every year over 600.000 companies (SME's) are being closed which includes a loss of about 2.5 million jobs, investments and economic growth. Business transfer has often more success than starting a new business!

Ageing, competition, innovation, investments and above all lack of successors are bottlenecks for entrepreneurs. Closing the company implies loss of employability, loss of capital, loss of income, and decreases the national growth.

The project Business Transfer in SME (BT in SME) aims at **developing and testing a program for business transfer which will become available for VET and HE institutes** so that they can offer courses or guidance to their public. The intended method will make use of experience of Syntra-Limburg, adapt the material / methodology to the situation of the partner (country) and invite individual entrepreneurs to test the developed curriculum. Also training or preparation of persons who take over a company is aimed within this program.

#### BT in SME addresses specifically:

- To improve the situation of business transfer and the success of aimed transfers (for entrepreneurs and successors)
- To test and to adapt a methodology / curriculum (innovation, tax, investments, marketing, administration, exit strategy, matching transferor and successor, etc.)
- To support the search for a suitable successor / matching facility
- To gather relevance learning materials (to be presented via the website)

The outcomes of the project actions, expected by autumn 2011, will be:

- a methodology to coach entrepreneurs and successors in the process of Business Transfer
- inventory of learning materials
- evaluation report of the test phase
- increased interest of education to offer training (or consultancy)
- insight in the actual needs (needs analysis)
- local cooperating platforms to test and to improve materials
- a graphic novel (comic book) promoting entrepreneurship and start or transfer of businesses
- project website

Final conference:

2/3 June 2011 in Nürnberg (DE)

