

Enterprise Questionnaire

ENDuRE is an innovative approach for new entrepreneurs' education and support aimed at increasing the resilience and competitiveness of European startups. The project will design and develop an holistic framework to transform ideas into technically and economically sustainable businesses. ENDuRE mixes learning by doing, cross-border collaboration and startups' strategic support by successful companies in a win-win environment.

The project is funded by the European Union (Erasmus+ Knowledge Alliances) and involves 3 Universities and 4 Companies from Denmark, Italy and United Kingdom.

Through this questionnaire, you will help us develop the ENDuRE framework and meet the needs of the entire entrepreneurship support ecosystem. Thank you for your contribution!

1. PERSONAL INFORMATION (of person completing questionnaire)

1. Age

36

2. Sex

Contrassegna solo un ovale.

☒ Male

☐ Female

3. Nationality

ITALIANA

4. E-mail

Leave your email if you wish to receive the investigation report and future info about ENDuRE project.

gobri.giusti@gmail.com

5. Role within the company

IF YOUR ANSWER IS "ENTREPRENEUR" GO TO SECTION 2, OTHERWISE MOVE TO SECTION 3

Contrassegna solo un ovale.

☒ Entrepreneur

☐ Manager

☐ Administrative officer

2. ENTREPRENEUR'S EDUCATION AND TRAINING

to be completed only if your role within the company is "Entrepreneur"

2.1 Educational qualification

6. Bachelor's Degree

Contrassegna solo un ovale.

- ☐ Agriculture and veterinary
☐ Humanities
☐ Engineering
☐ Economics, law and social science
☐ Medicine and pharmacy
☒ Mathematics, physics and natural science

7. Master's Degree

Contrassegna solo un ovale.

- ☐ Agriculture and veterinary
☐ Humanities
☐ Engineering
☐ Economics, law and social science
☐ Medicine and pharmacy
☐ Mathematics, physics and natural science

8. Ph.D.

please specify the research topic

.....

2.2 Other experiences

9. Is any of your relatives an entrepreneur?

Contrassegna solo un ovale.

- sk. ☒ Yes
☒ No

10. If YES, please indicate if your parents are entrepreneurs

Contrassegna solo un ovale.

- ☐ Yes
☒ No

11. During your studies have you had/are you having work experiences?

Contrassegna solo un ovale.

☒ Yes
☐ No

12. Have you attended/are you attending entrepreneurship courses? If so, of what kind?

Seleziona tutte le voci applicabili.

☒ I have never participated in entrepreneurship courses
☐ Curricular
☐ Extra-curricular
☐ Seminars
☐ Altro:

13. Do you think the contents of the entrepreneurship courses you attended were interesting?

Contrassegna solo un ovale.

☐ Yes
☐ No
☐ Don't know

14. If NO, why?

.....

15. Do you believe that training/education for entrepreneurship is an important driver for the creation of a new business?

Contrassegna solo un ovale.

☒ Yes
☐ No

16. Please indicate how you think the tools used during entrepreneurship courses were adequate

Key: 1 = very low; 2 = low; 3 = medium; 4 = high; 5 = very high

Contrassegna solo un ovale.

1 2 3 4 5
very low ☐ ☐ ☐ ☐ ☐ very high

17. Did you take part in any Business Plan competition?

Contrassegna solo un ovale.

☒ Yes
☐ No

18. Do you think that Business Plan competitions are useful to raise awareness and relevant contacts for the start up of a new business?

Key: 0 = Don't know; 1 = very unimportant; 2 = unimportant; 3 = neither unimportant nor important; 4 = important; 5 = very important

Contrassegna solo un ovale per riga.

DEGREE OF USEFULNESS

0	1	2	3	4	5
☐	☐	☐	☐	☒	☐

3. ENTERPRISES INFORMATION

3.1 General information

19. Name of the company

ECO HABITAT SRL

20. Year of foundation

2013

21. Sector/activity

IMPIANTI ENERGIE RINNOVABILI

22. Total number of employees

2

23. Number of R&D employees

1

24. Number of graduates

2

25. Number of Ph.Ds

1

26. Please answer the following questions regarding your company

Contrassegna solo un ovale per riga.

	Yes	No
The core business of the company is based on the know-how gained during university research?	☐	☒
University professors own shares in the equity of my company	☐	☒
My company participate in other start-ups' equity	☐	☒
An investor owns an equity share of my company	☐	☒
The business is/was incubated	☐	☒
The business is/was located in Scientific & Technology Park	☐	☒
The business is enrolled in a Business Association	☒	☐
The business is aggregated with a network of companies and/or an Innovation Pole	☐	☒

3.2 Other information

27. Does your company own patents?

Contrassegna solo un ovale.

☐ Yes
☒ No

28. If, Yes, how many?

n°

.....

29. How many of your patents are part of your business?

n°

.....

30. How many of your patents were sold/licensed to other companies?

n°

.....

4. COLLABORATION WITH THE ACTORS OF THE ENTREPRENEURIAL ECOSYSTEMS

4.1 If you collaborate with the following subjects to start your business, please indicate the reasons of

collaboration

Multiple choice is possible

31. Technology Parks/Incubators/Innovation Poles

Seleziona tutte le voci applicabili.

- ☐ Entrepreneurial training
- ☐ Business planning support
- ☐ Support for business creation
- ☐ Technological scouting
- ☐ Communication and marketing services
- ☐ Equipped areas and laboratories
- ☐ Participation in Technological Clusters and qualified networks
- ☐ Matchmaking events participation
- ☐ Research and development
- ☐ New products, processes and services development
- ☐ Market development (client/supplier)
- ☐ Prototyping, trials and testing
- ☐ Financial support
- ☐ Coaching and mentoring programmes
- ☐ Altro:

32. Fab Labs, Prototyping Labs

Seleziona tutte le voci applicabili.

- ☐ Entrepreneurial training
- ☐ Business planning support
- ☐ Support for business creation
- ☐ Technological scouting
- ☐ Communication and marketing services
- ☐ Equipped areas and laboratories
- ☐ Participation in Technological Clusters and qualified networks
- ☐ Matchmaking events participation
- ☐ Research and development
- ☐ New products, processes and services development
- ☐ Market development (client/supplier)
- ☐ Prototyping, trials and testing
- ☐ Financial support
- ☐ Coaching and mentoring programmes
- ☐ Altro:

33. Investors*Seleziona tutte le voci applicabili.*

- ☐ Entrepreneurial training
- ☐ Business planning support
- ☐ Support for business creation
- ☐ Technological scouting
- ☐ Communication and marketing services
- ☐ Equipped areas and laboratories
- ☐ Participation in Technological Clusters and qualified networks
- ☐ Matchmaking events participation
- ☐ Research and development
- ☐ New products, processes and services development
- ☐ Market development (client/supplier)
- ☐ Prototyping, trials and testing
- ☐ Financial support
- ☐ Coaching and mentoring programmes
- ☐ Altro:

34. Other Enterprises*Seleziona tutte le voci applicabili.*

- ☐ Entrepreneurial training
- ☒ Business planning support
- ☒ Support for business creation
- ☒ Technological scouting
- ☒ Communication and marketing services
- ☒ Equipped areas and laboratories
- ☐ Participation in Technological Clusters and qualified networks
- ☒ Matchmaking events participation
- ☐ Research and development
- ☒ New products, processes and services development
- ☒ Market development (client/supplier)
- ☐ Prototyping, trials and testing
- ☒ Financial support
- ☒ Coaching and mentoring programmes
- ☐ Altro:

35. Public bodies*Seleziona tutte le voci applicabili.*

- ☐ Entrepreneurial training
- ☐ Business planning support
- ☐ Support for business creation
- ☐ Technological scouting
- ☐ Communication and marketing services
- ☐ Equipped areas and laboratories
- ☐ Participation in Technological Clusters and qualified networks
- ☐ Matchmaking events participation
- ☐ Research and development
- ☐ New products, processes and services development
- ☐ Market development (client/supplier)
- ☐ Prototyping, trials and testing
- ☐ Financial support
- ☐ Coaching and mentoring programmes
- ☐ Altro:

36. Universities*Seleziona tutte le voci applicabili.*

- ☐ Entrepreneurial training
- ☐ Business planning support
- ☐ Support for business creation
- ☐ Technological scouting
- ☐ Communication and marketing services
- ☐ Equipped areas and laboratories
- ☐ Participation in Technological Clusters and qualified networks
- ☐ Matchmaking events participation
- ☐ Research and development
- ☐ New products, processes and services development
- ☐ Market development (client/supplier)
- ☐ Prototyping, trials and testing
- ☐ Financial support
- ☐ Coaching and mentoring programmes
- ☐ Altro:

37. **4.2 How much did the following subjects respond to your needs during the start up phase?**

Key: 1 = not at all; 2 = little; 3 = sufficiently; 4 = a lot; 5 = much

Contrassegna solo un ovale per riga.

	1	2	3	4	5
Science & Tech	☒	☐	☐	☒	☐
Parks/Incubators/Innovation Poles	☒	☐	☐	☒	☐
Fab Labs, Prototyping Labs	☒	☐	☐	☐	☐
Investors	☒	☐	☐	☐	☐
Enterprises	☐	☐	☒	☐	☐
Public Bodies	☒	☐	☐	☐	☐
Universities	☒	☐	☐	☐	☐

38. **If "not at all" or "little" please give reason.**

.....

39. **4.3 How much did the following subjects respond to your needs during the development phase?**

Key: 1 = not at all; 2 = little; 3 = sufficiently; 4 = a lot; 5 = much

Contrassegna solo un ovale per riga.

	1	2	3	4	5
Science & Tech	☒	☐	☐	☒	☐
Parks/Incubators/Innovation Poles	☒	☐	☐	☒	☐
Fab Lab, Prototyping Labs	☒	☐	☐	☐	☐
Business Associations	☐	☐	☒	☐	☐
Investors	☒	☐	☐	☐	☐
Enterprises	☐	☐	☒	☐	☐
Public Bodies	☒	☐	☐	☐	☐
Universities	☒	☐	☐	☐	☐

40. **If "not at all" or "little" please give reason.**

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41. **4.4 Please indicate how Incubators, Science & Technology Parks and Innovation Poles provide an adequate support for the creation of new business in relation to the following services**

Key: 1 = not at all; 2 = little; 3 = sufficiently; 4 = a lot; 5 = much

Contrassegna solo un ovale per riga.

	1	2	3	4	5
Equipped spaces	☒	☐	☐	☐	☐
Cost savings	☒	☐	☐	☐	☐
Visibility	☒	☐	☐	☐	☐
Networking	☒	☐	☐	☐	☐
Consulting services	☒	☐	☐	☐	☐
Entrepreneurial training	☒	☐	☐	☐	☐
Product development and prototyping	☒	☐	☐	☐	☐

42. If "not at all" or "little" please give reason.

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43. Do you think that services offered by incubators, science & technology parks, and innovation poles are too expensive?

Contrassegna solo un ovale.

- ☐ Yes
☐ No
☒ Don't know

44. Did you take advantage of the support of a Business Association to start your business?

Contrassegna solo un ovale.

- ☐ Yes
☒ No

45. **4.5 Please indicate how Business Associations provide an adequate support for the creation of new business in relation to the following services**

Key: 1 = not at all; 2 = little; 3 = sufficiently; 4 = a lot; 5 = much

Contrassegna solo un ovale per riga.

	1	2	3	4	5
Equipped spaces	☒	☐	☐	☐	☐
Cost savings	☐	☐	☐	☒	☐
Visibility	☐	☐	☐	☒	☐
Networking	☐	☐	☐	☒	☐
Consulting services	☐	☐	☐	☐	☒
Entrepreneurial training	☐	☐	☒	☐	☐
Burocratic, administrative and fiscal assistance	☐	☐	☐	☐	☒

46. If "not at all" or "little" please give reason.

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47. Please indicate how fab labs provide an adequate support for the creation of new business in relation to the following services

Key: 1 = not at all; 2 = little; 3 = sufficiently; 4 = a lot; 5 = much

Contrassegna solo un ovale per riga.

	1	2	3	4	5
Equipped spaces	☒	☐	☐	☐	☐
Cost savings	☒	☐	☐	☐	☐
Visibility	☒	☐	☐	☐	☐
Networking	☒	☐	☐	☐	☐
Consulting services	☒	☐	☐	☐	☐
Entrepreneurial training	☒	☐	☐	☐	☐
Product development and prototyping	☒	☐	☐	☐	☐

48. If "not at all" or "little" please give reason.

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49. 4.6 Do you think that universities provide an adequate support for the creation of new businesses?

Contrassegna solo un ovale.

☒ Yes

☐ No

50. If NO, why?

Seleziona tutte le voci applicabili.

- ☐ Poor information
- ☐ Poor links with PST/Incubators/Innovation Poles
- ☐ Poor support for patenting
- ☐ Lack of resources to dedicate to TT and creation of new businesses
- ☐ Lack of regulations to allow the use of laboratories for new businesses
- ☐ Sporadic relationships University - business
- ☐ A training offer little focused on business issues
- ☐ Tools used not adequate for business practice
- ☐ Altro:

51. 4.7 Please indicate how the following items can contribute to strengthen the collaboration between start-ups and companies

Key: 1 = not at all; 2 = little; 3 = sufficiently; 4 = a lot; 5 = much
Contrassegna solo un ovale per riga.

	1	2	3	4	5
Networking	☐	☐	☐	☒	☐
Subjects/Dedicated structures (eg. Incubators , Technology Parks, etc.)	☐	☐	☐	☒	☐
Public calls for funding	☐	☐	☐	☒	☐
Sectorial Business networks (eg. Innovation Poles)	☐	☐	☐	☒	☐
Matchmaking events	☐	☐	☐	☒	☐
Training start-up/companies	☐	☐	☐	☐	☒
product/services/process supply integrated offer	☐	☐	☐	☐	☒

52. Other (specify)

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53. 4.8 Do you think your company could benefit from collaborating with a start-up?

Contrassegna solo un ovale.

- ☒ Yes
- ☐ No
- ☐ Don't know

54. If Yes, please indicate which among the following activities you think you could carry out thanks to collaboration with a start-up.

Seleziona tutte le voci applicabili.

- ☒ New products development
- ☒ New processes and/or organization models development
- ☒ Commercial agreements
- ☒ R&D agreements
- ☒ Patenting
- ☒ New venture creation/spin-in
- ☒ Human resource scouting
- ☐ Altro: _____

55. If your company already collaborate with a start-up, please indicate which among the following result you got because of this collaboration

Seleziona tutte le voci applicabili.

- ☐ New products development
- ☐ New processes and/or organization models development
- ☐ Commercial agreements
- ☐ R&D agreements
- ☐ Patenting
- ☐ New venture creation/spin-in
- ☐ Human resource scouting
- ☐ Altro: _____

5. ENTREPRENEURIAL TRAINING

56. 5.1 Do your company organize internal entrepreneurship courses?

Contrassegna solo un ovale.

- ☒ Yes
- ☐ No

57. If NO, do your company make its employees to attend other courses about entrepreneurship?

Contrassegna solo un ovale.

- ☐ Yes
- ☐ No

58. 5.2 Has your company been invited to take part in entrepreneurship courses promoted by other subjects?

Contrassegna solo un ovale.

- ☐ Yes
- ☒ No

59. If YES, in which of the following roles?

Seleziona tutte le voci applicabili.

- ☐ Teacher
- ☐ Tutor
- ☐ Business expert
- ☐ Testimonial
- ☐ Altro:

60. 5.3 Please indicate which among the following aspects could be favored by the participation in events/courses about entrepreneurship/business creation.

Seleziona tutte le voci applicabili.

- ☒ Entrepreneurial and intrapreneurial know-how acquisition
- ☒ Useful contacts for the development of business and technological partnerships
- ☒ Human Resources scouting
- ☒ Access to intellectual property
- ☐ Altro:

5.6 Start-up training in established companies

61. Do you think a period of training in an established company could help start-ups to strengthen their business model? If YES, at what stage?

Contrassegna solo un ovale.

- ☐ I think it could not help start-ups to develop their business model
- ☒ Yes, at early stage
- ☒ Yes, at later stage
- ☐ I don't know
- ☐ Altro:

62. If YES, please explain why startupper could benefit from being hosted in your company for a training period.

Seleziona tutte le voci applicabili.

- ☒ Acquisition of managerial/entrepreneurial skills
- ☒ Development of technical collaborations
- ☒ Development of commercial collaborations
- ☒ Business model development
- ☒ Understanding of market dynamics
- ☒ Understanding of internationalization processes
- ☒ Processes and organization models development
- ☒ Products development
- ☒ Patenting
- ☒ Research & Development agreements
- ☐ Altro:

6. HOW RELEVANT DO YOU CONSIDER THE FOLLOWING ASPECTS TO FACILITATE THE CREATION OF A START-UP?

63. 6.1 NEEDS - Please specify the importance of the following needs

Key: 1 = very unimportant; 2 = unimportant; 3 = neither unimportant nor important; 4 = important; 5 = very important

Contrassegna solo un ovale per riga.

	1	2	3	4	5
Training paths on entrepreneurship	☐	☐	☐	☐	☒
Opportunities of public fundings	☐	☐	☐	☒	☐
Access to investment found/crowdfunding	☐	☐	☐	☒	☐
Access to credit	☐	☐	☐	☒	☐
Potential partners with managerial skills and motivation	☐	☐	☐	☒	☐
Availability of patents	☐	☐	☐	☒	☐
Availability of Technology Parks and Incubators in the area (equipped spaces and qualified services)	☐	☐	☐	☒	☐
Access to FabLabs and/or University laboratories on concessional terms	☐	☐	☐	☒	☐
University/Research Centres support	☐	☐	☐	☒	☐
Networking and strategic contacts	☐	☐	☐	☒	☐
Availability of mentoring/coaching programmes	☐	☐	☐	☒	☐
Support services for the definition of the Business Plan	☐	☐	☐	☒	☐
Coordination/cooperation among the different local actors of the innovation chain	☐	☐	☐	☒	☐
Contests and prizes	☐	☐	☐	☒	☐
Facilitate connections between big business and start ups	☐	☐	☐	☒	☐

64. Other

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65. **6.2 INCENTIVES - Which of the following measures do you consider important to encourage the creation of new start-ups?**

Key: 1 = very unimportant; 2 = unimportant; 3 = neither unimportant nor important; 4 = important; 5 = very important

Contrassegna solo un ovale per riga.

	1	2	3	4	5
Tax credit	☐	☐	☐	☐	☒
Contributory and insurance taxes deduction	☐	☐	☐	☒	☐
Facilities for fundraising through crowdfunding	☐	☐	☐	☒	☐
Start up tax exemption	☐	☐	☐	☐	☒
Voucher for the acquisition of specialized services for the start up (accountant, notary)	☐	☐	☐	☐	☒
Voucher for the acquisition of specialized services for the start up (incubation services and other services promoted by Business Associations)	☐	☐	☐	☐	☒

66. **Other (specify)**

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67. **6.3 PROBLEMS - In your opinion, how much the following aspects could be a problem for you to convert an idea into business?**

Key: 1 = no problem; 2 = very small problem; 3 = small problem; 4 = moderate problem; 5 = big problem

Contrassegna solo un ovale per riga.

	1	2	3	4	5
Find qualified skills	☐	☐	☐	☒	☐
Access to credit	☐	☐	☐	☒	☐
Bureaucratic fulfillment	☐	☐	☐	☐	☒
Difficulty/access costs for incubators	☐	☐	☒	☐	☐
Business Plan drafting	☐	☐	☐	☒	☐
High costs for patenting	☐	☐	☒	☐	☐
High technical and scientific knowledge - Lack of managerial skills	☐	☐	☒	☐	☐
Availability of the office at concessional rates	☐	☐	☐	☐	☒

68. Other (specify)

ENDuRE contacts

69. Please indicate who, among the ENDuRE partners, forwarded you this questionnaire.*Contrassegna solo un ovale.*

- ☐ University of Pisa - IT
- ☐ IDEA - Entrepreneurship Centre - DK
- ☐ University of Surrey - UK
- ☒ CEDIT - IT
- ☐ Polo Tecnologico di Navacchio - IT
- ☐ Blue Ocean Robotics - DK
- ☐ iVeridis - UK

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