

# Communication and Dissemination Actions Report – Interim Report Deliverable D17

Excellent: Excellency in Entrepreneurship: Expanding European entrepreneurship by boosting youth (self) employability and promoting a sharing resources culture

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| v0.2    | July 9, 2024 | iED          | Comments on initial version                         |
| v1.0    | July 11,2024 | TU           | Final version and submission to Participants Portal |



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#### **Abbreviations**

D Deliverable

DEC Dissemination, Exploitation and Communication

EISMEA European Innovation Council and SMEs Executive Agency

EU European Unit

HEI Higher Education Institute

IDI International Development Ireland

iED Institute of Entrepreneurship Development

KPI Key Performance Indicators

No Number
M Month

R Document, Report

T Task

TU TechUkraine

UNISOFIA University of Sofia

WP Work Package



#### **About the Excellent Project**

The Excellent project's ambition is to strengthen and homogenize entrepreneurial practices by enhancing the connectedness between the members of 6 entrepreneurial ecosystems across Europe (Bulgaria, France, Greece, Ireland, Turkiye, and Ukraine), to build bridges across EU entrepreneurial ecosystems, and to create equal opportunities for arising entrepreneurs in less developed ecosystems.

The ExcellEnt project aspires to explore novel ways to capture, preserve, curate, organize and communicate sets of unstructured entrepreneurial experiences, stories, and narratives with an emphasis to those of younger audiences that is addressing the challenge of (self)employability, so that they can constitute a shared resource that people can augment, and that individuals as well as institutions can delve into, to find inspiration for new ways of conceptualizing and promoting entrepreneurship, and how these new ways can be reflected into every-day practices and policies, and foundations for visions of the common European future.



# 1. Executive Summary

This report presents the actions of communication and dissemination of the goals, activities and results of the ExcellEnt project for the implementation period: **15th January 2023 to 7th June 2024** (from Month 1 to Month 18). The report analyzes the tools and channels utilized during the first 18 months of ExcellEnt, and contains the summary of the communications and dissemination actions carried out and an assessment of the impact, it has followed the Communication and Dissemination Actions Report (Deliverable 16) developed in Month 6 of the project (July 2023). Furthermore, an analysis of the Key Performance Indicators (KPIs) defined at the beginning of the project has been included throughout the document in order to measure the effectiveness of the dissemination tools.

The Deliverable 17 is the output of Task 5.2.2 which is being constantly updated during the project implementation (M3, M18 and M30). It includes some adjustments to the Deliverable 16. Both are parts of the Work Package 5 which is dedicated to dissemination and communication, as well as the exploitation of results. WP5 Communication, Exploitation and Dissemination under the leadership of UNISOFIA aims to create a comprehensive communication plan and strategy, establish project identity and communication channels, engage stakeholders, achieve organic growth, and refine the project's value offer for sustainable exploitation of results. Task 5.2.2, led by TU and involving all project participants, is a critical aspect of the project that runs throughout its entire duration. The task involves developing and implementing a comprehensive dissemination and communication strategy that enables the widest possible outreach of the project's activities and results at the pan-European level. This includes the definition and execution of a dissemination plan, channels, measures, and tools continuously updated and synchronized with the project's activities. The task also involves joint events with relevant initiatives and project promotion to ensure that the project's value proposition reaches the right audience.

The Deliverable 17 is structured according to communication and dissemination activities. In section 2 the communication and disseminations tasks and objectives are listed. In section 3 we describe a promotional strategy implemented. In section 4 we focus on communication and dissemination actions via online resources, project events, and workshops. In section 5 we describe dissemination materials and content developed within these 18 months. In section 6 KPIs overview is given to demonstrate planned activities and the results reached by month 18 of the project. In section 7 we suggest next steps for the project.





### 2. Communication and Dissemination Tasks & Objectives

The tasks associated with the dissemination and communication activities for achieving the Excellent project's goals include:

- 1. Communication and dissemination strategy and plan (developed within D16);
- 2. Logotype and visual identity for the project (developed within D16);
- 3. Elaboration of the key messages to specific target groups (developed within D16);
- 4. Development and management of communication tools (ExcellEnt website and Social media Twitter, LinkedIn, Facebook) (developed within D16);
- 5. Administration of all social profiles, that means, publish and control contents and monitor the suitability and relevance of information to be published (ongoing);
- 6. Production of agreed and quality-controlled communication and dissemination material such as website content, press releases, newsletters, etc. (ongoing);
- 7. Media relations: Press releases issued with media engagement and content pitching; published project materials and publications in peer review, press conferences (as needed) with the support of other consortium partners, and lead relations with EU and national media to ensure Excellent is published in relevant publications and media outlets (ongoing);
- 8. Ensuring dissemination at high level conferences and events, networking with similar projects and international initiatives (ongoing);
- 9. Supporting national and international training workshops and conferences, including the final Excellence conference with design of the branded materials and social media coverage (ongoing).

The main objective of Communication and Dissemination is to raise awareness about the Excellent project's activities and the opportunities it brings, to build and expand the project community at the pan-EU level, and to disseminate the exploitable results.

The specific objectives of are:

1. Guarantee an effective communication of the project messages, activities and findings through appropriate channels and tools at Local, National, and EU levels (ongoing);





- 2. Promote and enhance the visibility and greater context of the project's findings and updates (ongoing);
- 3. Establish meaningful key performance indicators to measure the effectiveness and efficiency of the communication activities conducted (ongoing);
- 4. Assist Excellent partners in communicating and disseminating their work and to create consistency between the various local dissemination and communication activities by identifying, engaging, and influencing all targeted key stakeholder groups (ongoing);
- 5. Coordinate the set of dissemination actions that will be realized by the whole consortium in order to drive the project to a Europe-wide dissemination (ongoing);

# 3. Promotional Strategy for Dissemination and Communication

The promotional strategy exploits a multi-channel, hybrid approach combining online and offline tools, with a well-defined content strategy, to generate awareness about the opportunities and support offered by the consortium and the external partners, making the value proposition visible to the target groups. All dissemination and communication activities commit to the identified target groups and KPIs.

The promotional strategy is designed to maximize the visibility and engagement of the entrepreneurial ecosystems through a multi-faceted approach:

#### 3.1. Target groups & Key messages

Twelve main target groups for the ExcellEnt project were identified, and tailored messages were crafted to resonate with the specific needs and interests of each target audience:



| Target group             | Message  | Content Example  |
|--------------------------|--|--|
| Entrepreneurs<br>and     | <ul> <li>Empowering local entrepreneurs by<br/>connecting them with international networks.</li> </ul>                             | <ul> <li>Success stories of startups that benefited<br/>from the ExcellEnt project.</li> </ul>                   |
| startups                 | <ul> <li>Providing resources and support to turn innovative ideas into successful businesses.</li> </ul>                           | <ul> <li>Guides on how to access resources and<br/>networks provided by ExcellEnt.</li> </ul>                    |
|                          | <ul> <li>Creating equal opportunities for startups<br/>across Europe, particularly in less developed<br/>ecosystems.</li> </ul>    | <ul> <li>Testimonials from entrepreneurs who have<br/>scaled their businesses through the project.</li> </ul>    |
| Scaleups<br>and          | <ul> <li>Supporting scaleups in expanding their reach<br/>and impact across Europe.</li> </ul>                                     | Case studies of scaleups that have grown with the help of ExcellEnt.   |
| ecosystem builders       | <ul> <li>Enhancing the collaboration between<br/>ecosystem builders to create a robust entrepreneurial<br/>environment.</li> </ul> | ,  |
|                          | <ul> <li>Sharing best practices and strategies for<br/>scaling businesses.</li> </ul>  | <ul> <li>Interviews with successful ecosystem builders<br/>discussing their insights and experiences.</li> </ul> |
| Investors                | <ul> <li>Highlighting investment opportunities in<br/>emerging European startups.</li> </ul>                                       | <ul> <li>Profiles of high-potential startups looking for<br/>investment.</li> </ul>                              |
|                          | <ul> <li>Showcasing the potential of underdeveloped entrepreneurial ecosystems.</li> </ul>   | <ul> <li>Reports on the investment landscape in the participating countries.</li> </ul>                          |
|                          | <ul> <li>Facilitating connections between investors<br/>and promising startups.</li> </ul>   | <ul> <li>Networking events and investor meetups<br/>organized by ExcellEnt.</li> </ul>                           |
| Universities<br>and HEIs | Fostering entrepreneurship education and research within universities.   | <ul> <li>Partnerships between universities and<br/>startups supported by ExcellEnt.</li> </ul>                   |
|                          | <ul> <li>Connecting students and researchers with<br/>entrepreneurial ecosystems.</li> </ul>                                       | <ul> <li>Research publications on entrepreneurship<br/>developed through the project.</li> </ul>                 |
|                          | <ul> <li>Promoting collaboration between academia and industry.</li> </ul>   | <ul> <li>Workshops and seminars on entrepreneurial<br/>skills and innovation.</li> </ul>                         |



| Target group  | Message   | Content Example   |  |  |
|---|---|---|--|--|
| Incubators, hubs, accelerators, startup communities | <ul> <li>Strengthening support systems for startups<br/>through incubators and accelerators.</li> </ul> | <ul> <li>Profiles of incubators and accelerators<br/>participating in Excellent.</li> </ul>             |  |  |
|   | <ul> <li>Enhancing collaboration and resource sharing<br/>among startup communities.</li> </ul>         | <ul> <li>Success stories of startups that have grown<br/>through these support systems.</li> </ul>      |  |  |
|   | <ul> <li>Providing tailored programs to meet the needs<br/>of diverse startups.</li> </ul>              | <ul> <li>Resource guides and toolkits for startup community leaders.</li> </ul>                         |  |  |
| Policy makers                                       | <ul> <li>Advocating for policies that support<br/>entrepreneurship and innovation.</li> </ul>           | Policy briefs and recommendations developed through the ExcellEnt project.                              |  |  |
|   | <ul> <li>Providing data and insights to inform policy decisions.</li> </ul>                             | <ul> <li>Dialogues and forums with policymakers and<br/>entrepreneurs.</li> </ul>                       |  |  |
|   | <ul> <li>Building bridges between policymakers and<br/>entrepreneurial communities.</li> </ul>          | <ul> <li>Impact assessments of current policies on entrepreneurial ecosystems.</li> </ul>               |  |  |
| Student organizations                               | <ul> <li>Inspiring students to pursue entrepreneurial careers.</li> </ul>                               | <ul> <li>Profiles of student entrepreneurs and their<br/>ventures.</li> </ul>                           |  |  |
|   | <ul> <li>Providing opportunities for practical experience and networking.</li> </ul>                    | <ul> <li>Information on internships and mentorship<br/>programs available through Excellent.</li> </ul> |  |  |
|   | <ul> <li>Supporting student-led startups and projects.</li> </ul>                                       | Events and competitions for student startups.   |  |  |
| Experts, mentors                                    | <ul> <li>Leveraging the expertise of mentors to guide<br/>new entrepreneurs.</li> </ul>                 | <ul> <li>Mentor spotlights showcasing their expertise<br/>and experiences.</li> </ul>                   |  |  |
|   | <ul> <li>Creating opportunities for knowledge<br/>exchange and professional development.</li> </ul>     | Case studies of mentorship success stories.   |  |  |
|   | <ul> <li>Recognizing the contributions of experts to the<br/>entrepreneurial ecosystem.</li> </ul>      | Opportunities for mentors to engage with startups through ExcellEnt.                                    |  |  |
| Research labs                                       | <ul> <li>Promoting innovation and technology transfer<br/>from research labs to the market.</li> </ul>  | <ul> <li>Stories of successful technology transfer and<br/>commercialization.</li> </ul>                |  |  |
|   |   |   |  |  |





| Target group       | Message   | Content Example   |
|--------------------|---|---|
|                    | Facilitating collaboration between researchers and entrepreneurs.   | Profiles of research labs and their projects.   |
|                    | <ul> <li>Showcasing groundbreaking research with commercial potential.</li> </ul>                               | <ul> <li>Networking events for researchers and<br/>entrepreneurs.</li> </ul>                            |
| Media, influencers | Raising awareness about the ExcellEnt project and its impact.   | <ul> <li>Press releases and media kits about the<br/>ExcellEnt project.</li> </ul>                      |
|                    | <ul> <li>Highlighting success stories and inspirational<br/>entrepreneurial journeys.</li> </ul>                | <ul> <li>Interviews with key figures involved in the project.</li> </ul>                                |
|                    | Engaging with media and influencers to reach a wider audience.  | <ul> <li>Social media campaigns featuring stories of<br/>entrepreneurial success.</li> </ul>            |
| Consortium         | <ul> <li>Promoting collaboration and synergy among<br/>consortium members.</li> </ul>                           | <ul> <li>Updates and newsletters for consortium members</li> </ul>                                      |
|                    | <ul> <li>Sharing progress, milestones, and achievements of the project.</li> </ul>                              | <ul> <li>Internal reports and dashboards tracking project progress.</li> </ul>                          |
|                    | • Strengthening the collective impact of the consortium on entrepreneurial ecosystems.                          | <ul> <li>Events and meetings to facilitate collaboration<br/>and knowledge sharing.</li> </ul>          |
| General public     | Raising public awareness about the importance of entrepreneurship.  | <ul> <li>Public events and workshops promoting<br/>entrepreneurship.</li> </ul>                         |
|                    | <ul> <li>Highlighting the positive impact of<br/>entrepreneurship on local and regional development.</li> </ul> | <ul> <li>Stories of local entrepreneurs making a<br/>difference in their communities.</li> </ul>        |
|                    | <ul> <li>Encouraging community support for local<br/>startups and entrepreneurs.</li> </ul>                     | <ul> <li>Educational content about the benefits of<br/>entrepreneurship for economic growth.</li> </ul> |



These key messages and content examples help ensure that the Excellent project effectively communicates its goals and achievements to diverse target groups, fostering a supportive environment for entrepreneurship in targeted regions and across Europe.

#### 3.2. Leveraging Consortium Networks & National Contact Points

As the Excellent project aims to strengthen and homogenize entrepreneurial practices across Europe by connecting entrepreneurial ecosystems in Bulgaria, France, Greece, Ireland, Turkey, and Ukraine, leveraging consortium networks and national contact points is crucial for achieving these goals.

Here's the consortium partners utilize their extensive networks and influence within the entrepreneurial ecosystems:

- 1. **Regular Communication**: Establishing regular meetings and communication channels among consortium members to share progress, challenges, and best practices.
- 2. **Local Ambassadors:** Appointing local ambassadors who can represent the ExcellEnt project, provide information, and facilitate connections within their regions.
- 3. **Joint Initiatives & Consistent Community Building:** Fostering local startup communities by organizing meetups, hackathons, and workshops in collaboration with national contact points. Encouraging collaborative projects that involve multiple consortium members, enhancing the visibility and impact of the ExcellEnt project. Organizing expert panels and webinars featuring consortium members to discuss topics relevant to entrepreneurship and ecosystem building. Preparing and hosting international networking events and pitch sessions that connect startups with potential investors, partners, and customers from different countries. (Detailed overview in the section dedicated to conducted events).
- 4. **Awareness Campaigns:** Using national contact points to run awareness campaigns about the Excellent project and its benefits, targeting local entrepreneurs, investors, and ecosystem builders. (*Detailed overview in the section dedicated to communication campaigns*).
- 5. **Engagement with Policymakers:** Working with national contact points to engage local policymakers and advocate for policies that support entrepreneurship and innovation, and organizing policy dialogues and roundtables to discuss the needs and challenges of local entrepreneurial ecosystems, using insights gathered from national contact points.





- 6. **Resource Sharing:** Facilitating the sharing of resources, such as research findings, tools, and methodologies, to support entrepreneurs across different ecosystems.
- 7. **Case Studies:** Developing and disseminating case studies showcasing successful collaborations and outcomes achieved through consortium efforts.
- 8. **Market Access Programs:** Developing and implementing programs that help startups gain access to new markets within the consortium's countries, and using national contact points to bridge local startups with international opportunities and networks facilitated by the Excellent consortium.
- 9. **Local Insights:** Collecting data and insights on local entrepreneurial ecosystems through national contact points to inform the ExcellEnt project's strategies and activities.
- 10. **Ecosystem Mapping:** Using national contact points to map the local entrepreneurial ecosystems, identifying key players, resources, and gaps that need to be addressed.
- 11. **Impact Assessment:** Regularly assess the impact of consortium activities on the entrepreneurial ecosystems involved, using metrics such as startup growth, investment attracted, and new partnerships formed.
- 12. **Feedback Mechanisms:** Establishing mechanisms for continuous feedback from entrepreneurial ecosystem members to improve and adapt strategies as needed.

By effectively leveraging consortium networks and national contact points, the ExcellEnt project creates a more connected, supportive, and dynamic entrepreneurial environment across Europe. This approach helps bridge gaps between different ecosystems, promote equal opportunities, and drive the growth of innovative startups and scaleups in the participating countries.

#### 3.3. Visiting Events and Conferences

Consortium partners actively participate in relevant industry events, conferences, and startup meetups to promote the ExcellEnt project and engage with target groups.

#### 3.4. Organizing Events

Through its core members ExcellEnt organized 8 national online workshops, followed by 1 large event to share the findings with members at the pan-European level. Detailed overview of the conducted events – in the section 4.2.6.





# 3.5. Media Outreach & Content Marketing

A strategic media outreach and content marketing campaign was launched, featuring a series of informative publications, articles, and blog posts with compelling visuals. These pieces aimed to raise awareness about the ExcellEnt project and its objectives. The extensive Detailed overview of the communication channels utilized and media outreach — in the section 4.2.



# 4. Detailed Overview of the Promotional

# **Activities**

Different tools and channels are used to disseminate and communicate the activities carried out by ExcellEnt and its results. Each tool and channel is used appropriately to address different target groups at different stages of the project implementation, thereby increasing the efficiency of the Communication and Dissemination Plan. The relationship between the tools and channels, the target groups and the expected results are presented in Table 2.

Table 2: Communication tools and expected results

| Channels | Tools  | Target groups   | Expected results   | КРІ                               |  |
|----------|--|---|--|-----------------------------------|--|
| Online   | Website  | All target groups   | Make target groups aware of the activities, opportunities progress and results of the project  | ≥ 600 views/year: monthly updates |  |
|          | Social media                                   | Project Community   | Expand the results beyond the consortium;<br>Keep interested parties informed  | ≥ 4 posts/month                   |  |
|          | Newsletters                                    |   | Present the project progress and opportunities for the start-ups   | ≥ 4 newsletters                   |  |
|          | Press<br>releases,<br>publications             | Startup communities   | Knowledge dissemination  | ≥ 4 publications/PR               |  |
| Events   | Workshops,<br>webinars<br>(offline,<br>online) | Peer entrepreneurs and startup support organizations, entrepreneurs, startups, investors, policy makers | Active exchange with stakeholders, present the project and its results; Receive feedback, suggestions, and recommendations regarding the activities and key results; | ≥ 7 workshops<br>25+ participants |  |
|          | Events<br>organized<br>by<br>ExcellEnt         |   | Present the results and involve the community in the co-design; expand the results beyond the consortium; leverage the project results within the ecosystem.         | ≥ 2 events                        |  |



|  | External<br>events<br>attended<br>by<br>ExcellEnt | Expand the knowledge gained through the project | Participation to 50+<br>external events |
|--|---|---|---|
|--|---|---|---|

#### 4.1. Dissemination Activities

#### 4.1.1. Conferences

The ExcellEnt consortium was represented in large start-up events such as <u>VivaTechnology</u> in Paris (June 14-17, 2023), <u>European Research & Innovation Days</u> in Brussels (March 20-21, 2024), <u>South Summit</u> in Madrid (June 4-6, 2024). These events offered valuable networking opportunities, enhanced visibility, and allowed partners to share program updates, success stories, and insights directly with the target audience.

#### 4.1.2. Consortium Meetings

The first meeting, which is the kick-off meeting, took place on 20-21 April 2023 in Larissa, Greece, and was hosted by the Project Coordinator, Institute of Entrepreneurship Development. The meeting served as an opportunity for the consortium members to meet face-to-face and establish a common understanding of the project's objectives and goals.







The second meeting took place before the periodic report submission, on June 26-27, 2024, in Paris, France. The meeting was organized by Creative Cluster, France, and provided an update on the project's progress, discussed any issues or challenges encountered, and plan for future actions.



Figure 2: Photo of the Consortium Meeting, June 26-27, 2024 / Paris, France



The final meeting, which is also the project's concluding event, will coincide with the Excellence in Entrepreneurship Conference, organized by UNISOFIA in Sofia, Bulgaria. The event will provide a platform for the consortium members to showcase the project's outcomes and disseminate their results to a wider audience.

Through these meetings, the ExcellEnt project fosters collaboration, exchanges ideas, and promotes mutual learning among its consortium members.

#### 4.2. Communication Activities

#### 4.2.1. Website www.excell-ent.eu

<u>The Excellent Website</u> is considered the main dissemination tool. It's rich in content, with sections dedicated to News, including Events, Partnerships, Project Achievements, and Results; Activities, describing stages of





the project. Results include all ExcellEnt's deliverables and reports. Direct links to ExcellEnt social media are posted across all menus and the Sign-up form for the newsletter is visible in the Footer of the website, allowing also continuous visibility.

Home About Activities Partners News Contact Results

Excellence in entrepreneurship

Expanding European entrepreneurship by boosting youth (self) employability and promoting a sharing resources culture.

Figure 3: Screenshot of the landing page

The project website attracted 735 active users, with 7.300 actions on the websites, out of which 2.500 visits (pageviews), with the highest visitors' peak around the time of the pan-European Online Workshop on May 31, 2024. User engagement is high, with an average reading time of almost 2 min 54 seconds. The average engagement rate is 48,7%. Most new visitors either used the web address directly, or used Google search, followed by LinkedIn, Facebook, Twitter, and ExcellEnt's Newsletter referral traffic.





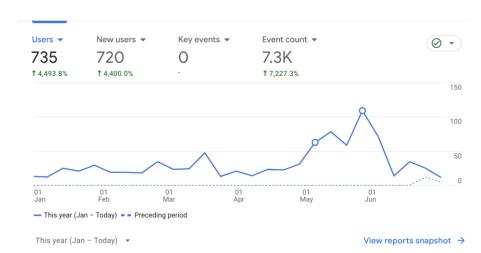


Figure 4: Single website user visits

The most viewed pages are the landing page (1.136 views), followed by News (259 views), Partners' Info (216 views), the Results with deliverables (189 views), About the project (180 views), Activities (115 views). D5 Report on the SWOT Analysis of Entrepreneurial Ecosystems was viewed 89 times.

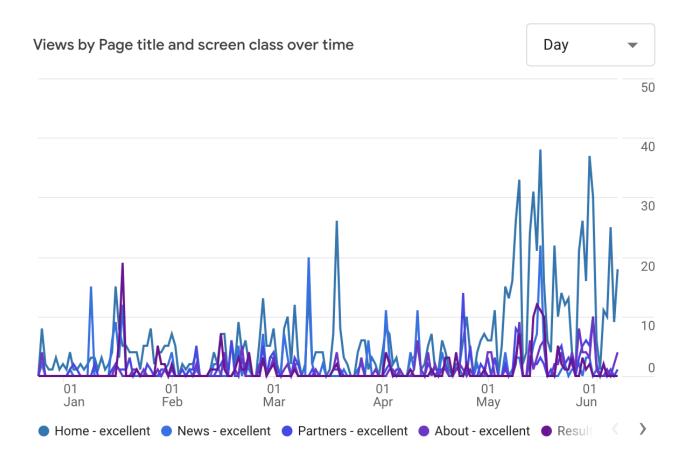
Figure 5: Page views at the website

|    | Page title and screen class 🕶 🛨   | <b>↓</b> Views             | Users                    | Views<br>per<br>user  | Average<br>engagement<br>time | Event count  All events ▼  | Key events  All events ▼ | Total<br>revenue |
|----|---|----------------------------|--------------------------|-----------------------|-------------------------------|----------------------------|--------------------------|------------------|
|    |   | <b>2,538</b> 100% of total | <b>746</b> 100% of total | <b>3.40</b><br>Avg 0% | <b>54s</b><br>Avg 0%          | <b>7,341</b> 100% of total | 0.00                     | \$0.00           |
| 1  | Home - excellent  | 1,136                      | 615                      | 1.85                  | 21s                           | 3,786                      | 0.00                     | \$0.00           |
| 2  | News - excellent  | 259                        | 55                       | 4.71                  | 1m 20s                        | 556                        | 0.00                     | \$0.00           |
| 3  | Partners - excellent  | 216                        | 122                      | 1.77                  | 57s                           | 630                        | 0.00                     | \$0.00           |
| 4  | Results - excellent   | 189                        | 60                       | 3.15                  | 44s                           | 442                        | 0.00                     | \$0.00           |
| 5  | About - excellent   | 180                        | 101                      | 1.78                  | 33s                           | 467                        | 0.00                     | \$0.00           |
| 6  | Activities - excellent  | 115                        | 76                       | 1.51                  | 35s                           | 300                        | 0.00                     | \$0.00           |
| 7  | D5 Report on the SWOT Analysis of<br>Entrepreneurial Ecosystems -<br>excellent  | 89                         | 50                       | 1.78                  | 14s                           | 270                        | 0.00                     | \$0.00           |
| 8  | Unlocking Entrepreneurial Potential: Online Workshops for Greece, Bulgaria, Ireland, France, Turkey and Ukraine - excellent | 41                         | 24                       | 1.71                  | 29s                           | 111                        | 0.00                     | \$0.00           |
| 9  | Contact - excellent   | 39                         | 28                       | 1.39                  | 36s                           | 103                        | 0.00                     | \$0.00           |
| 10 | D1 Compendium of interview with<br>entrepreneurial ecosystem<br>stakeholders - excellent                                    | 25                         | 13                       | 1.92                  | 8s                            | 69                         | 0.00                     | \$0.00           |



It is important to note that activity peaks around events and news published, thus it is important for the project to keep on publishing current results and make sure that these are properly introduced and accompanied via events or other launch activities.

Figure 6: Activity peaks at the website



Demographic details show that the project's activities reach the target audience in the entrepreneurial ecosystems of Bulgaria, France, Greece, Ireland, Turkiye, and Ukraine. Surprisingly, many visitors come from the United States, Netherlands, Germany, and the UK, which can show a global interest in the business environment across Europe, and in six participating in the project countries.





Figure 7: Demography of visits at the website

| Country - +      | ↓ Users                  | New<br>users             | Engaged<br>sessions         | Engagement<br>rate      | Engaged<br>sessions<br>per user | Average<br>engagemen<br>time |
|------------------|--------------------------|--------------------------|-----------------------------|-------------------------|---------------------------------|------------------------------|
|                  | <b>711</b> 100% of total | <b>698</b> 100% of total | <b>630</b><br>100% of total | <b>48.57%</b><br>Avg 0% | <b>0.89</b><br>Avg 0%           | 53s<br>Avg 0%                |
| 1 United States  | 133                      | 122                      | 27                          | 19.71%                  | 0.20                            | 98                           |
| 2 France         | 93                       | 91                       | 80                          | 47.62%                  | 0.86                            | 44s                          |
| 3 Greece         | 79                       | 79                       | 124                         | 59.62%                  | 1.57                            | 1m 06s                       |
| 4 Ukraine        | 72                       | 70                       | 138                         | 53.28%                  | 1.92                            | 2m 34s                       |
| 5 Netherlands    | 45                       | 45                       | 26                          | 42.62%                  | 0.58                            | 249                          |
| 6 Bulgaria       | 31                       | 30                       | 29                          | 56.86%                  | 0.94                            | 1m 34s                       |
| 7 Türkiye        | 31                       | 31                       | 42                          | 53.16%                  | 1.35                            | 1m 26s                       |
| 8 United Kingdom | 24                       | 24                       | 9                           | 32.14%                  | 0.38                            | 199                          |

When looking into the user behavior, the strategy of posting relevant content seems to be working well, as users do scroll through the content on single pages with high frequency.



Figure 8: User behavior on the website

| Event count by Event name |             |  |  |
|---------------------------|-------------|--|--|
| EVENT NAME                | EVENT COUNT |  |  |
| page_view                 | 2.3K        |  |  |
| user_engagement           | 1.6K        |  |  |
| session_start             | 1.2K        |  |  |
| scroll                    | 697         |  |  |
| first_visit               | 666         |  |  |
| click                     | 230         |  |  |
| form_start                | 8           |  |  |

In total, 19 blogs and articles were published at the official website of Excellent Project during the period M1-M18.

Table 3: Dissemination log of activities on the website

| Activity on ExcellEnt Website |          |  |    |                    | lmp | act         |                               |  |
|-------------------------------|----------|--|----|--------------------|-----|-------------|-------------------------------|--|
| Activity<br>Reference         | Date     | Description                                | O  | utreach            |     |             | Geogr<br>aphica<br>I<br>Reach | Link   |
| EXL001                        | 7-Jul-23 | ExcellEnt: Project Go-Live<br>Announcement | 18 | Website<br>traffic | 9   | No of views | EU                            | https://excell-ent.eu/news/excellent-<br>project-go-live-announcement/             |
| EXL002                        | 7-Jul-23 | ExcellEnt Consortium Meeting in Larissa    | 22 | Website<br>traffic | 11  | No of views | EU                            | https://excell-<br>ent.eu/news/events/excellent-<br>consortium-meeting-in-larissa/ |





| EXL003 | 4-Sep-23      | ExcellEnt Project Announcement — Launch of the Website                  | 9   | Website<br>traffic | 4  | No of views | EU | https://excell-ent.eu/news/excellent-<br>project-announcement-launch-of-the-<br>website/                                    |
|--------|---------------|---|-----|--------------------|----|-------------|----|---|
| EXL004 | 12-Oct-23     | ExcellEnt Project<br>Announcement to the<br>EISMEA's Audience           | 7   | Website<br>traffic | 2  | No of views | EU | https://excell-<br>ent.eu/uncategorized/excellent-project-<br>announcement-to-the-eismeas-<br>audience/                     |
| EXL005 | 30-Nov-<br>23 | Unlocking Entrepreneurial<br>Excellent Experience Across<br>Europe      | 23  | Website<br>traffic | 11 | No of views | EU | https://excell- ent.eu/news/news_projectachievements /unlocking-entrepreneurial-excellent- experience-across-europe/        |
| EXL006 | 11-Dec-23     | Open Access to Project<br>Research and Development                      | 34  | Website<br>traffic | 12 | No of views | EU | https://excell-ent.eu/news/open-access-<br>to-project-research-and-development/   |
| EXL007 | 18-Jan-24     | D1 Compendium of interview with entrepreneurial ecosystem stakeholders  | 69  | Website<br>traffic | 25 | No of views | EU | https://excell-ent.eu/news/results-<br>news/d1-compendium-of-interview-with-<br>entrepreneurial-ecosystem-stakeholders/     |
| EXL008 | 18-Jan-24     | D5 Report on the SWOT<br>Analysis of Entrepreneurial<br>Ecosystems      | 270 | Website<br>traffic | 89 | No of views | EU | https://excell-ent.eu/news/results-<br>news/d5-report-on-the-swot-analysis-of-<br>entrepreneurial-ecosystems/               |
| EXL009 | 18-Jan-24     | D16 Communication and<br>Dissemination Actions Report -<br>First Report | 38  | Website<br>traffic | 13 | No of views | EU | https://excell-ent.eu/news/results-<br>news/d16-communication-and-<br>dissemination-actions-report-first-<br>report/        |
| EXL010 | 18-Jan-24     | D33 Impact Measurement and<br>Monitoring                                | 24  | Website<br>traffic | 12 | No of views | EU | https://excell-ent.eu/news/results-<br>news/d33-impact-measut-and-<br>monitoring/   |
| EXL011 | 29-Feb-24     | Uprising Greek<br>Entrepreneurial Ecosystem                             | 44  | Website<br>traffic | 20 | No of views | EU | https://excell-<br>ent.eu/blog/blog_showcases/highlights-<br>from-the-swot-analysis-of-greek-<br>entrepreneurial-ecosystem/ |
| EXL012 | 11-Mar-<br>24 | Bulgaria — Growing Tech and<br>Innovation Hub in Southeast<br>Europe    | 14  | Website<br>traffic | 3  | No of views | EU | https://excell-<br>ent.eu/blog/blog_showcases/bulgaria-<br>growing-tech-and-innovation-hub-in-<br>southeast-europe/         |
| EXL013 | 28-Mar-<br>24 | Turkey - One of the Fastest<br>Growing ICT Sectors in the<br>Globe      | 2   | Website<br>traffic | 1  | No of views | EU | https://excell-<br>ent.eu/blog/blog_showcases/turkiye-<br>one-of-the-fastest-growing-ict-sectors-in-<br>the-globe/          |
| EXL014 | 11-Apr-24     | French Vibrant and Diverse<br>Entrepreneurial Ecosystem                 | 23  | Website<br>traffic | 7  | No of views | EU | https://excell-<br>ent.eu/blog/blog_showcases/french-<br>vibrant-and-diverse-entrepreneurial/                               |
| EXL015 | 19-Apr-24     | Ireland — a Global Hub with<br>International Headquarters               | 28  | Website<br>traffic | 12 | No of views | EU | https://excell-<br>ent.eu/blog/blog_showcases/ireland-a-<br>global-hub-with-international-<br>headquarters/                 |



| EXL016 | 7-May-24 | Unlocking Entrepreneurial      | 111 | Website | 41 | No of views | EU | https://excell-                         |
|--------|----------|--------------------------------|-----|---------|----|-------------|----|---|
|        |          | Potential: Online Workshops    |     | traffic |    |             |    | ent.eu/news/events/unlocking-           |
|        |          | for Greece, Bulgaria, Ireland, |     |         |    |             |    | entrepreneurial-potential-online-       |
|        |          | France, Turkey and Ukraine     |     |         |    |             |    | workshops-for-greece-bulgaria-ireland-  |
|        |          |                                |     |         |    |             |    | france-turkey-and-ukraine/              |
| EXL017 | 14-May-  | D1.2 Mapping of the Key        | 7   | Website | 3  | No of views | EU | https://excell-                         |
|        | 24       | Entrepreneurial Competences    |     | traffic |    |             |    | ent.eu/?p=737&preview=true              |
| EXL018 | 16-May-  | D3 Entrepreneurial Best        | 44  | Website | 19 | No of views | EU | https://excell-ent.eu/news/results-     |
|        | 24       | Practices Report               |     | traffic |    |             |    | news/d3-entrepreneurial-best-practices- |
|        |          |                                |     |         |    |             |    | report/                                 |
| EXL019 | 29-May-  | Pan European Online            | 9   | Website | 4  | No of views | EU | https://excell-ent.eu/news/pan-         |
|        | 24       | Workshop: Unlocking            |     | traffic |    |             |    | european-online-workshop-unlocking-     |
|        |          | Entrepreneurial Potential in   |     |         |    |             |    | entrepreneurial-potential-in-europe/    |
|        |          | Europe                         |     |         |    |             |    |   |

#### 4.2.2. Social Media

Excellent project's news and updates are communicated through the social media networks set up at the beginning of the project. Twitter (X), Facebook, LinkedIn provide the most direct online impact on potential and targeted audience. All information related to Excellent news, events, outputs and activities are published under the hashtags #Excellent and #ExcellentProject. These hashtags are being used by all partners on their social media profiles.

The following ExcellEnt profiles are being utilized:

- Twitter (X) (<a href="https://x.com/excellent\_eu">https://x.com/excellent\_eu</a>): Currently, it has 15 followers. 36 tweets have been published on Excellent with 881 total number of impressions.
- Facebook (<a href="https://www.facebook.com/excellenteu/">https://www.facebook.com/excellenteu/</a>): It has 90 followers. 39 posts were published with 3.800 impressions.
- LinkedIn (<a href="https://www.linkedin.com/company/excellenteu/">https://www.linkedin.com/company/excellenteu/</a>): It has 377 followers and 71 posts with 28.280 impressions.





#### Twitter (X) https://x.com/excellent\_eu

Figure 9: Screenshot of ExcellEnt's Twitter



The less-performing social media channel for Excellent is Twitter (X). While it is the most volatile and quick-paced, it also provides the lowest impression rates. With 36 tweets, the project channel reached 881 Tweet impressions.

Table 4: Dissemination Log of Activities on Twitter

|                       | Activity on TWITTER  |                |                             |   |                        | Evidence  |
|-----------------------|----------------------|----------------|-----------------------------|---|------------------------|---|
| Activity<br>Reference | Date                 | Description    | Outreach  Post impressio ns | Engage<br>ment<br>likes,<br>comme<br>nts,<br>shares | Geographic<br>al Reach | Link  |
| EXLTW001              | September 4,<br>2023 | Website launch | 27                          | 7   | EU                     | https://x.com/excellent_eu/stat<br>us/1698661873866989609 |



| EXLTW002 | September 6,<br>2023  | EISMA repost                           | 42 | 7 | EU | https://x.com/excellent_eu/stat<br>us/1699422497756549525 |
|----------|-----------------------|--|----|---|----|---|
| EXLTW003 | September 11,<br>2023 | Kick-off meeting in Larissa            | 46 | 5 | EU | https://x.com/excellent_eu/stat<br>us/1701211959578792291 |
| EXLTW004 | October 12,<br>2023   | iED introduction                       | 37 | 6 | EU | https://x.com/excellent_eu/stat<br>us/1712407953318302076 |
| EXLTW005 | October 19,<br>2023   | GATE introduction                      | 44 | 8 | EU | https://x.com/excellent_eu/stat<br>us/1714944614153502800 |
| EXLTW006 | October 26,<br>2023   | Booster Labs introduction              | 55 | 5 | EU | https://x.com/excellent_eu/stat<br>us/1717511589924913268 |
| EXLTW007 | November 2,<br>2023   | Creative Cluster introduction          | 62 | 8 | EU | https://x.com/excellent_eu/stat<br>us/1720086822523752538 |
| EXLTW008 | November 9,<br>2023   | IDI introduction                       | 20 | 3 | EU | https://x.com/excellent_eu/stat<br>us/1722632657698468008 |
| EXLTW009 | November 16,<br>2023  | Sabanci University introduction        | 25 | 1 | EU | https://x.com/excellent_eu/stat<br>us/1725201713949229340 |
| EXLTW010 | November 24,<br>2023  | TechUkraine introduction               | 18 | 0 | EU | https://x.com/excellent_eu/stat<br>us/1727968482023674191 |
| EXLTW011 | November 30,<br>2023  | Latest activities: Unlocking potential | 9  | 0 | EU | https://x.com/excellent_eu/stat<br>us/1730243482034291069 |
| EXLTW012 | January 18,<br>2024   | Compendium of Interviews Doc           | 8  | 0 | EU | https://x.com/excellent_eu/stat<br>us/1747998713652355085 |
| EXLTW013 | January 25,<br>2024   | CEE Unicorns                           | 6  | 0 | EU | https://x.com/excellent_eu/stat<br>us/1750447395584753778 |
| EXLTW014 | February 1,<br>2024   | SWOT Analysis Doc                      | 6  | 0 | EU | https://x.com/excellent_eu/stat<br>us/1752981778262855730 |



| EXLTW015 | February 8,<br>2024  | C&D Report D16                    | 4  | 0 | EU | https://x.com/excellent_eu/stat<br>us/1755543072048345204 |
|----------|----------------------|-----------------------------------|----|---|----|---|
| EXLTW016 | February 15,<br>2024 | In-depth analysis of 6 ecosystems | 7  | 1 | EU | https://x.com/excellent_eu/stat<br>us/1758094236279333056 |
| EXLTW017 | February 22,<br>2024 | SWOT Analysis Greece              | 7  | 0 | EU | https://x.com/excellent_eu/stat<br>us/1760734476467097896 |
| EXLTW018 | February 22,<br>2024 | SWOT Video Greece                 | 9  | 1 | EU | https://x.com/excellent_eu/stat<br>us/1760734473195540827 |
| EXLTW019 | March 4, 2024        | SWOT Analysis Bulgaria            | 8  | 0 | EU | https://x.com/excellent_eu/stat<br>us/1764678375187079368 |
| EXLTW020 | March 4, 2024        | SWOT Video Bulgaria               | 7  | 1 | EU | https://x.com/excellent_eu/stat<br>us/1764678372213305617 |
| EXLTW021 | March 4, 2024        | SWOT Analysis France              | 8  | 0 | EU | https://x.com/excellent_eu/stat<br>us/1764679037807374846 |
| EXLTW022 | March 4, 2024        | SWOT Video France                 | 9  | 1 | EU | https://x.com/excellent_eu/stat<br>us/1764679034577756480 |
| EXLTW023 | March 7, 2024        | SWOT Video Ireland                | 9  | 0 | EU | https://x.com/excellent_eu/stat<br>us/1765680515535769979 |
| EXLTW024 | March 7, 2024        | Roy Foster quote                  | 9  | 1 | EU | https://x.com/excellent_eu/stat<br>us/1765680482040074648 |
| EXLTW025 | March 7, 2024        | About Ireland                     | 10 | 1 | EU | https://x.com/excellent_eu/stat<br>us/1765680479183790332 |
| EXLTW026 | March 15,<br>2024    | SWOT Video Turkiye                | 14 | 3 | EU | https://x.com/excellent_eu/stat<br>us/1768562123196493862 |
| EXLTW027 | March 15,<br>2024    | SWOT Analysis Turkiye             | 38 | 4 | EU | https://x.com/excellent_eu/stat<br>us/1768562089386242394 |



| EXLTW028 | March 15,<br>2024 | About Turkiye                                   | 14  | 1  | EU | https://x.com/excellent_eu/stat<br>us/1768562086450180522 |
|----------|-------------------|---|-----|----|----|---|
| EXLTW029 | March 21,<br>2024 | SWOT Video Ukraine                              | 11  | 0  | EU | https://x.com/excellent_eu/stat<br>us/1770747959686119677 |
| EXLTW030 | March 21,<br>2024 | About Ukrainian resilience                      | 16  | 3  | EU | https://x.com/excellent_eu/stat<br>us/1770747920867852530 |
| EXLTW031 | March 29,<br>2024 | Aleksandra Boguslavskaya's Inteview<br>/ Quotes | 13  | 1  | EU | https://x.com/excellent_eu/stat<br>us/1773636160478171615 |
| EXLTW032 | March 29,<br>2024 | ExcellEnt's mission                             | 18  | 5  | EU | https://x.com/excellent_eu/stat<br>us/1773636125313093742 |
| EXLTW033 | April 4, 2024     | Anna Stoilova's Interview / Quotes              | 24  | 1  | EU | https://x.com/excellent_eu/stat<br>us/1775805029833732529 |
| EXLTW034 | May 28, 2024      | Promo of pan-European Workshop                  | 10  | 4  | EU | https://x.com/excellent_eu/stat<br>us/1795411519255232903 |
| EXLTW035 | May 29, 2024      | Agenda of pan-European Workshop                 | 223 | 10 | EU | https://x.com/excellent_eu/stat<br>us/1795810069973725644 |
| EXLTW036 | June 3, 2024      | Zoi Moza speaking at the Ukrainian<br>Workshop  | 8   | 3  | EU | https://x.com/excellent_eu/stat<br>us/1797565306266665452 |



#### Facebook <a href="https://www.facebook.com/excellenteu/">https://www.facebook.com/excellenteu/</a>

Figure 10: Activities at ExcellEnt's Facebook

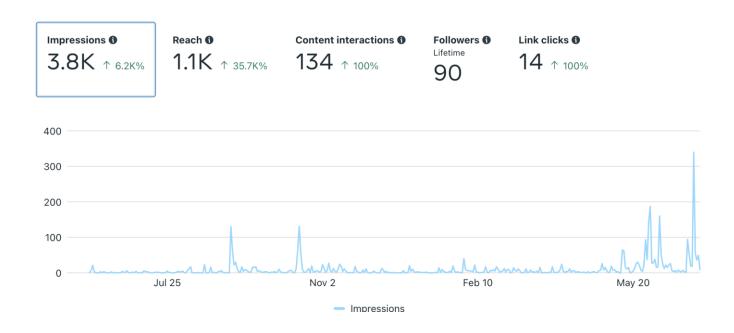


Table 5: Dissemination Log of Activities on Facebook

|                       | Activity on FACEBOOK |  |   |   | act                   |  |
|-----------------------|----------------------|--|---|---|-----------------------|--|
| Activity<br>Reference |                      |  | Outreac<br>h<br>Post<br>impressi<br>ons | Engage<br>ment<br>likes,<br>comme<br>nts,<br>shares | Geographical<br>Reach | Link   |
| EXLFB001              | 4-Sep-23             | ExcellEnt Project Announcement -<br>website launch | 323                                     | 7   | EU                    | https://www.facebook.com<br>/excellenteu/posts/195158<br>233576564 |



| EXLFB002 | 11-Sep-23 | ExcellEnt Consortium Meeting in<br>Larissa   | 102 | 6 | EU | https://www.facebook.com<br>/excellenteu/posts/199566<br>913135696         |
|----------|-----------|--|-----|---|----|--|
| EXLFB003 | 10-Oct-23 | Meet our #ExcellEnt Consortium<br>Partners Introducing ExcellEnt<br>Partners: Institute of Entrepreneurship<br>Development (iED) | 87  | 8 | EU | https://facebook.com/watc<br>h/?v=280609518223762                          |
| EXLFB004 | 19-Oct-23 | Introducing Our #ExcellEnt Partners:<br>GATE.  | 49  | 6 | EU | https://www.facebook.com<br>/watch/?v=1495314674635<br>296                 |
| EXLFB005 | 26-Oct-23 | Introducing Our #ExcellEnt Partners:<br>Booster Labs.  | 42  | 5 | EU | https://business.facebook.c<br>om/excellenteu/videos/851<br>840359683862/  |
| EXLFB006 | 2-Nov-23  | Introducing Our #ExcellEnt Partners:<br>Creative Cluster   | 39  | 2 | EU | https://business.facebook.c<br>om/excellenteu/videos/104<br>3538620395439/ |
| EXLFB007 | 9-Nov-23  | Introducing Our #ExcellEnt Partners:<br>International Development Ireland<br>Ireland IDI   | 25  | 3 | EU | https://business.facebook.c<br>om/excellenteu/videos/224<br>5818799142622/ |
| EXLFB008 | 16-Nov-23 | Introducing Our #ExcellEnt Partners:<br>Sabanci University   | 23  | 3 | EU | https://business.facebook.c<br>om/excellenteu/videos/839<br>235514659931/  |
| EXLFB009 | 23-Nov-23 | Introducing Our #ExcellEnt Partners:<br>TechUkraine  | 21  | 1 | EU | https://business.facebook.c<br>om/excellenteu/videos/745<br>645947393749/  |
| EXLFB010 | 30-Nov-23 | In-depth interviews with business owners, higher education institutions, accelerators, incubators and policy makers              | 20  | 1 | EU | https://www.facebook.com<br>/excellenteu/posts/248649<br>104894143         |
| EXLFB011 | 10-Dec-23 | Find out new results of the project research on the website in the resources tab   | 25  | 1 | EU | https://www.facebook.com<br>/excellenteu/posts/254544<br>634304590         |



| EXLFB012 | 28-Dec-23 | We are here to fill the gap between CEE and Western Europe                     | 53  | 2 | EU | https://www.facebook.com<br>/excellenteu/posts/265885<br>176503869         |
|----------|-----------|--|-----|---|----|--|
| EXLFB013 | 18-Jan-24 | Unveiling Compendium of Interviews with Entrepreneurial Ecosystem Stakeholders | 19  | 0 | EU | https://www.facebook.com<br>/excellenteu/posts/279204<br>278505292         |
| EXLFB014 | 25-Jan-24 | CEE the tech startup unicorns  | 34  | 3 | EU | https://www.facebook.com<br>/excellenteu/posts/283721<br>998053520         |
| EXLFB015 | 1-Feb-24  | SWOT analysis of entrepreneurial ecosystems'                                   | 121 | 1 | EU | https://www.facebook.com<br>/excellenteu/posts/288200<br>810938972         |
| EXLFB016 | 8-Feb-24  | Communication and Dissemination<br>Actions Report                              | 17  | 3 | EU | https://www.facebook.com<br>/excellenteu/posts/292726<br>873819699         |
| EXLFB017 | 15-Feb-24 | in-depth analysis of 6 European<br>entrepreneurial ecosystems                  | 91  | 2 | EU | https://business.facebook.c<br>om/excellenteu/videos/246<br>7271216993785/ |
| EXLFB018 | 22-Feb-24 | SWOT Analysis of Greek<br>Entrepreneurial Ecosystem                            | 27  | 7 | EU | https://business.facebook.c<br>om/excellenteu/videos/115<br>1590212498143/ |
| EXLFB019 | 1-Mar-24  | French Entrepreneurial Ecosystem<br>Overview                                   | 17  | 5 | EU | https://business.facebook.c<br>om/excellenteu/videos/927<br>253839071159/  |
| EXLFB020 | 4-Mar-24  | SWOT Analysis of Bulgarian<br>Entrepreneurial Ecosystem                        | 20  | 4 | EU | https://business.facebook.c<br>om/excellenteu/videos/955<br>174702710608/  |
| EXLFB021 | 7-Mar-24  | Ireland is a Global hub  | 17  | 1 | EU | https://business.facebook.c<br>om/excellenteu/videos/881<br>343457075125/  |



| EXLFB022 | 15-Mar-24 | SWOT Analysis of Turkish<br>Entrepreneurial Ecosystem                                  | 19 | 0 | EU | https://business.facebook.c<br>om/excellenteu/videos/723<br>690323030473/ |
|----------|-----------|--|----|---|----|---|
| EXLFB023 | 21-Mar-24 | SWOT Analysis of Ukrainian<br>Entrepreneurial Ecosystem                                | 20 | 0 | EU | https://business.facebook.c<br>om/excellenteu/videos/325<br>952657154873/ |
| EXLFB024 | 29-Mar-24 | Rules of success of Aleksandra<br>Boguslavskaya, CEO and Founder at<br>Data Science UA | 21 | 0 | EU | https://business.facebook.c<br>om/excellenteu/videos/794<br>870369172399/ |
| EXLFB025 | 4-Apr-24  | Rules of success of Anna Stoilova, CEO and Co-Founder at Rogues Studio                 | 27 | 2 | EU | https://business.facebook.c<br>om/excellenteu/videos/777<br>742650675199/ |
| EXLFB026 | 12-Apr-24 | Rules of Ataberk Taçar, CEO and Co-<br>founder at Size&Me                              | 24 | 0 | EU | https://business.facebook.c<br>om/excellenteu/videos/349<br>868001395505/ |
| EXLFB027 | 29-Apr-24 | Unlock the Entrepreneurial Potential in<br>Ukraine                                     | 19 | 0 | EU | https://www.facebook.com<br>/excellenteu/posts/342836<br>365475416        |
| EXLFB028 | 30-Apr-24 | Unlocking Entrepreneurial Potential in<br>Bulgaria                                     | 0  | 0 | EU | https://www.facebook.com<br>/events/185155477534730<br>4/                 |
| EXLFB029 | 30-Apr-24 | Unlocking Entrepreneurial Potential in France  | 0  | 0 | EU | https://www.facebook.com<br>/events/149535708108646<br>0/                 |
| EXLFB030 | 30-Apr-24 | Unlocking Entrepreneurial Potential in<br>Turkey                                       | 0  | 0 | EU | https://facebook.com/even<br>ts/779446484251518/                          |
| EXLFB031 | 3-May-24  | Unlocking Entrepreneurial Potential in<br>Europe                                       | 0  | 0 | EU | https://www.facebook.com<br>/events/740035361660433/                      |
| EXLFB032 | 3-May-24  | Unlocking Entrepreneurial Potential in<br>Greece                                       | 0  | 0 | EU | https://www.facebook.com<br>/events/823849909788839/                      |



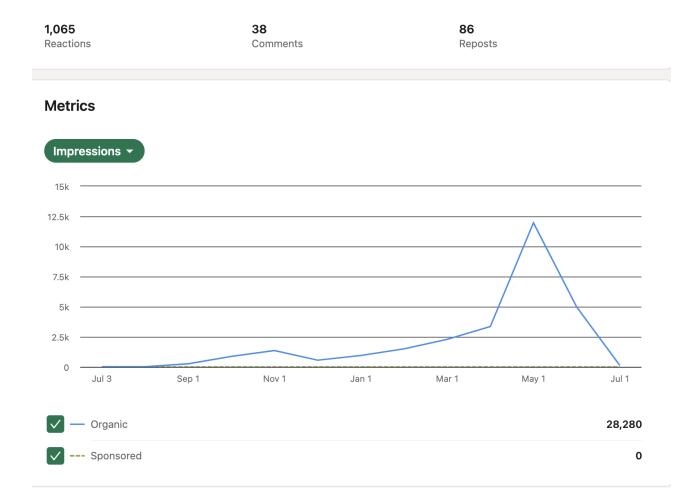
| EXLFB033 | 6-May-24  | Unlocking Entrepreneurial Potential in Ireland  | 0   | 0 | EU | https://www.facebook.com/events/454939573567493/                   |
|----------|-----------|---|-----|---|----|--|
| EXLFB034 | 24-May-24 | Innovating in Ukraine and Shaping the Future of Entrepreneurship                      | 0   | 0 | EU | https://www.facebook.com<br>/events/117304139080046<br>6/          |
| EXLFB035 | 27-May-24 | Tomorrow Bulgaria, Ireland, and<br>Turkiye invite to the entrepreneurial<br>workshops | 40  | 1 | EU | https://www.facebook.com<br>/reel/749663853907774                  |
| EXLFB036 | 28-May-24 | Pan-European Online Workshop  | 58  | 3 | EU | https://www.facebook.com<br>/reel/422704470544287/                 |
| EXLFB037 | 30-May-24 | Join us at the Pan European Online<br>Workshop: Date: 31.05.24                        | 143 | 6 | EU | https://www.facebook.com<br>/excellenteu/posts/363379<br>056754480 |
| EXLFB038 | 3-Jun-24  | Keynote speaker of the Ukrainian<br>Online Workshop Zoi Moza                          | 40  | 2 | EU | https://www.facebook.com<br>/excellenteu/posts/365899<br>103169142 |



### LinkedIn <a href="https://www.linkedin.com/company/excellenteu/">https://www.linkedin.com/company/excellenteu/</a>

The most efficient social media channel for the Excellent project has proven to be LinkedIn with 28.280 impressions on posts and more than 1.000 reactions. With experts being active in the fields related to entrepreneurship, this channel brings very high interaction value.

Figure 11: Activities at ExcellEnt's LinkedIn



In terms of the demography of EcxellEnt's profile on LinkedIn, a majority of the followers work in business development and project management. The geography shows interest from the targeted regions of six entrepreneurial ecosystems.





#### Figure 12: Demographics at ExcellEnt's LinkedIn - Roles

#### Visitor demographics @

Job function ▼

Business Development  $\cdot$  116 (19%)

**Education** · 115 (18.8%)

Community and Social Services  $\cdot$  81 (13.2%)

Program and Project Management · 51 (8.3%)

Engineering · 25 (4.1%)

Marketing · 24 (3.9%)

**Operations** · 24 (3.9%)

**Consulting** · 20 (3.3%)

Healthcare Services · 18 (2.9%)

Information Technology  $\cdot$  18 (2.9%)





Figure 13: Demographics at ExcellEnt's LinkedIn - Cities/Countries

#### Follower demographics @

Location 🕶

Greater Larisa Area, Greece · 39 (10.7%)

Greater Istanbul, Türkiye · 31 (8.5%)

Athens Metropolitan Area, Greece · 23 (6.3%)

Kyiv Metropolitan Area, Ukraine · 20 (5.5%)

Sofia Metropolitan Area, Bulgaria · 20 (5.5%)

Greater Paris Metropolitan Region, France · 16 (4.4%)

Greater Ankara, Türkiye  $\cdot$  13 (3.6%)

Greater Izmir, Türkiye · 9 (2.5%)

Thessaloniki Metropolitan Area, Greece  $\cdot$  6 (1.6%)

London Area, United Kingdom, United Kingdom  $\cdot$  5 (1.4%)

Table 6: Dissemination Log of Activities on LinkedIn

| Activity on LINKEDIN  |      | Impact      |              |                | Evidence                  |      |
|-----------------------|------|-------------|--------------|----------------|---------------------------|------|
| Activity<br>Reference | Date | Description | Outreac<br>h | Engage<br>ment | Geogra<br>phical<br>Reach | Link |





|          |           |  | Post<br>impressi<br>ons | Likes,<br>comme<br>nts,<br>shares |    |   |
|----------|-----------|--|-------------------------|-----------------------------------|----|---|
| EXLLI001 | 4-Sep-23  | ExcellEnt Project Announcement —<br>Launch of the Website              | 153                     | 5                                 | EU | https://www.linkedin.com/feed/update/urn:li:activity:71044242687<br>46100736/   |
| EXLLI002 | 6-Sep-23  | EISMEA support   | 182                     | 6                                 | EU | https://www.linkedin.com/feed/update/urn:li:activity:7105186744165163008?lipi=urn%3Ali%3Apage%3Aorganization_admin_amalytics_updates%3B72c41ad6-9a79-4003-9c0e-1c62557d11f9                       |
| EXLLI003 | 11-Sep-23 | ExcellEnt Consortium Meeting in Larissa                                | 256                     | 32                                | EU | https://www.linkedin.com/feed/update/urn:li:activity:71069762407<br>24537344?lipi=urn%3Ali%3Apage<br>%3Aorganization admin admin a<br>nalytics updates%3B72c41ad6-<br>9a79-4003-9c0e-1c62557d11f9 |
| EXLLI004 | 12-Oct-23 | ExcellEnt Partners: Institute of<br>Entrepreneurship Development (iED) | 431                     | 5                                 | EU | https://www.linkedin.com/feed/update/urn:li:activity:71181644584 34105344?lipi=urn%3Ali%3Apage %3Aorganization_admin_admin_a nalytics_updates%3B72c41ad6- 9a79-4003-9c0e-1c62557d11f9             |
| EXLLI005 | 19-Oct-23 | ExcellEnt Partners: GATE Institute                                     | 357                     | 3                                 | EU | https://www.linkedin.com/feed/update/urn:li:activity:71207079856<br>47054849?lipi=urn%3Ali%3Apage<br>%3Aorganization_admin_admin_a<br>nalytics_updates%3B72c41ad6-<br>9a79-4003-9c0e-1c62557d11f9 |
| EXLLI006 | 26-Oct-23 | ExcellEnt Partners: Booster Labs                                       | 427                     | 7                                 | EU | https://www.linkedin.com/feed/update/urn:li:activity:71232768267<br>26023168?lipi=urn%3Ali%3Apage<br>%3Aorganization_admin_admin_a<br>nalytics_updates%3B72c41ad6-<br>9a79-4003-9c0e-1c62557d11f9 |



|          |           |   |     | l  |    | 1   |
|----------|-----------|---|-----|----|----|---|
| EXLLI007 | 2-Nov-23  | ExcellEnt Partners: Creative Cluster<br>Community                     | 249 | 0  | EU | https://www.linkedin.com/feed/update/urn:li:activity:71258487778 35393024?lipi=urn%3Ali%3Apage %3Aorganization_admin_admin_a nalytics_updates%3B72c41ad6- 9a79-4003-9c0e-1c62557d11f9             |
| EXLLI008 | 9-Nov-23  | ExcellEnt Partners: International<br>Development Ireland              | 298 | 3  | EU | https://www.linkedin.com/feed/update/urn:li:activity:7128393319948107779?lipi=urn%3Ali%3Apage%3Aorganization_admin_admin_analytics_updates%3B72c41ad6-9a79-4003-9c0e-1c62557d11f9                 |
| EXLLI009 | 16-Nov-23 | ExcellEnt Partners: Sabanci University                                | 201 | 0  | EU | https://www.linkedin.com/feed/update/urn:li:activity:713096624929206144?lipi=urn%3Ali%3Apage%3Aorganization_admin_admin_analytics_updates%3B72c41ad6-9a79-4003-9c0e-1c62557d11f9                  |
| EXLLI010 | 23-Nov-23 | ExcellEnt Partners: TechUkraine                                       | 187 | 5  | EU | https://www.linkedin.com/feed/update/urn:li:activity:71334905100<br>10232832?lipi=urn%3Ali%3Apage<br>%3Aorganization_admin_admin_a<br>nalytics_updates%3B72c41ad6-<br>9a79-4003-9c0e-1c62557d11f9 |
| EXLLI011 | 30-Nov-23 | Unlocking Entrepreneurial Excellent<br>Experience Across Europe       | 200 | 7  | EU | https://www.linkedin.com/feed/update/urn:li:activity:7136004612163051520?lipi=urn%3Ali%3Apage%3Aorganization_admin_admin_analytics_updates%3B72c41ad6-9a79-4003-9c0e-1c62557d11f9                 |
| EXLLI012 | 10-Dec-23 | Resources - Excellent   | 195 | 5  | EU | https://www.linkedin.com/feed/update/urn:li:activity:7139697275143979008?lipi=urn%3Ali%3Apage%3Aorganization admin admin analytics_updates%3B72c41ad6-9a79-4003-9c0e-1c62557d11f9                 |
| EXLLI013 | 5-Jan-24  | What factor do you think most influences success in entrepreneurship? | 147 | 11 | EU | https://www.linkedin.com/feed/update/urn:li:activity:71490137765<br>77597440?lipi=urn%3Ali%3Apage<br>%3Aorganization admin admin a  |



|          |           |  |     |     |    | nalytics updates%3B72c41ad6-<br>9a79-4003-9c0e-1c62557d11f9   |
|----------|-----------|--|-----|-----|----|---|
| EXLLI014 | 9-Jan-24  | CEE-born tech companies analysis                                       | 158 | 4   | EU | https://www.linkedin.com/feed/update/urn:li:activity:71504525633 79662848?lipi=urn%3Ali%3Apage %3Aorganization admin admin a nalytics updates%3B72c41ad6- 9a79-4003-9c0e-1c62557d11f9             |
| EXLLI015 | 18-Jan-24 | D1 Compendium of interview with entrepreneurial ecosystem stakeholders | 78  | 3   | EU | https://www.linkedin.com/feed/update/urn:li:activity:7153762270055915520?lipi=urn%3Ali%3Apage%3Aorganization_admin_analytics_updates%3B72c41ad6-9a79-4003-9c0e-1c62557d11f9                       |
| EXLLI016 | 25-Jan-24 | CEE the tech startup unicorns  | 650 | 26  | EU | https://www.linkedin.com/feed/update/urn:li:activity:71561996533<br>05131008?lipi=urn%3Ali%3Apage<br>%3Aorganization_admin_admin_a<br>nalytics_updates%3B72c41ad6-<br>9a79-4003-9c0e-1c62557d11f9 |
| EXLLI017 | 1-Feb-24  | D5 Report on the SWOT Analysis of<br>Entrepreneurial Ecosystems        | 149 | 6   | EU | https://www.linkedin.com/feed/update/urn:li:activity:71587425132<br>25195520?lipi=urn%3Ali%3Apage<br>%3Aorganization_admin_admin_a<br>nalytics_updates%3B72c41ad6-<br>9a79-4003-9c0e-1c62557d11f9 |
| EXLLI018 | 8-Feb-24  | D16 Communication and Dissemination Actions Report                     | 136 | 1   | EU | https://www.linkedin.com/feed/update/urn:li:activity:71613027987<br>16780545?lipi=urn%3Ali%3Apage<br>%3Aorganization_admin_admin_a<br>nalytics_updates%3B72c41ad6-<br>9a79-4003-9c0e-1c62557d11f9 |
| EXLLI019 | 22-Feb-24 | Greek Entrepreneurial Ecosystem<br>Overview                            | 527 | 105 | EU | https://www.linkedin.com/feed/update/urn:li:activity:7166359697971658752?lipi=urn%3Ali%3Apage%3Aorganization_admin_analytics_updates%3B72c41ad6-9a79-4003-9c0e-1c62557d11f9                       |



|          |           |   |       | 1   |    |   |
|----------|-----------|---|-------|-----|----|---|
| EXLLI020 | 26-Feb-24 | Bulgarian Entrepreneurial Ecosystem<br>Overview | 562   | 51  | EU | https://www.linkedin.com/feed/update/urn:li:activity:71678638256 33796097?lipi=urn%3Ali%3Apage %3Aorganization_admin_admin_a nalytics_updates%3B72c41ad6- 9a79-4003-9c0e-1c62557d11f9             |
| EXLLI021 | 29-Feb-24 | French Entrepreneurial Ecosystem<br>Overview    | 593   | 54  | EU | https://www.linkedin.com/feed/update/urn:li:activity:71689505532<br>07664642?lipi=urn%3Ali%3Apage<br>%3Aorganization_admin_admin_a<br>nalytics_updates%3B72c41ad6-<br>9a79-4003-9c0e-1c62557d11f9 |
| EXLLI022 | 7-Mar-24  | Irish Entrepreneurial Ecosystem Overview        | 460   | 45  | EU | https://www.linkedin.com/feed/update/urn:li:activity:71714448941<br>06808320?lipi=urn%3Ali%3Apage<br>%3Aorganization_admin_admin_a<br>nalytics_updates%3B72c41ad6-<br>9a79-4003-9c0e-1c62557d11f9 |
| EXLLI023 | 15-Mar-24 | Turkish Entrepreneurial Ecosystem<br>Overview   | 600   | 49  | EU | https://www.linkedin.com/feed/update/urn:li:activity:71743265563<br>85812480?lipi=urn%3Ali%3Apage<br>%3Aorganization_admin_admin_a<br>nalytics_updates%3B72c41ad6-<br>9a79-4003-9c0e-1c62557d11f9 |
| EXLLI024 | 21-Mar-24 | Ukrainian Entrepreneurial Ecosystem<br>Overview | 625   | 112 | EU | https://www.linkedin.com/feed/update/urn:li:activity:7176507786153906176?lipi=urn%3Ali%3Apage%3Aorganization_admin_admin_analytics_updates%3B72c41ad6-9a79-4003-9c0e-1c62557d11f9                 |
| EXLLI025 | 29-Mar-24 | Key Entrepreneurial Insights - Ukraine          | 735   | 158 | EU | https://www.linkedin.com/feed/update/urn:li:activity:71793712516<br>04283392?lipi=urn%3Ali%3Apage<br>%3Aorganization admin admin a<br>nalytics_updates%3B72c41ad6-<br>9a79-4003-9c0e-1c62557d11f9 |
| EXLLI026 | 4-Apr-24  | Anna Stoilova, Rogues Studio Interview          | 1,081 | 143 | EU | https://www.linkedin.com/feed/u<br>pdate/urn:li:activity:71815695924<br>50768896?lipi=urn%3Ali%3Apage<br>%3Aorganization admin admin a  |



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|----------|-----------|--|-----|-----|----|---|
| EXLLI027 | 10-Apr-24 | Harvard Business Review                | 106 | 0   | EU | https://www.linkedin.com/feed/update/urn:li:activity:71837503771 94852353?lipi=urn%3Ali%3Apage %3Aorganization_admin_admin_a nalytics_updates%3B72c41ad6- 9a79-4003-9c0e-1c62557d11f9             |
| EXLLI028 | 11-Apr-24 | Size&Me Interview                      | 444 | 121 | EU | https://www.linkedin.com/feed/update/urn:li:activity:7184116697656639488?lipi=urn%3Ali%3Apage%3Aorganization_admin_admin_analytics_updates%3B72c41ad69a79-4003-9c0e-1c62557d11f9                  |
| EXLLI029 | 15-Apr-24 | Richard Branson quote                  | 242 | 2   | EU | https://www.linkedin.com/feed/update/urn:li:activity:71855228393<br>01570560?lipi=urn%3Ali%3Apage<br>%3Aorganization_admin_admin_a<br>nalytics_updates%3B72c41ad6-<br>9a79-4003-9c0e-1c62557d11f9 |
| EXLLI030 | 18-Apr-24 | Tip for the ExcellEnt Entrepreneurship | 100 | 2   | EU | https://www.linkedin.com/feed/update/urn:li:activity:71866825838 48521728?lipi=urn%3Ali%3Apage %3Aorganization_admin_admin_a nalytics_updates%3B72c41ad6- 9a79-4003-9c0e-1c62557d11f9             |
| EXLLI031 | 22-Apr-24 | CEE Startups are worth €213B           | 432 | 4   | EU | https://www.linkedin.com/feed/update/urn:li:activity:71881022366 17457664?lipi=urn%3Ali%3Apage %3Aorganization_admin_admin_a nalytics_updates%3B72c41ad6- 9a79-4003-9c0e-1c62557d11f9             |
| EXLLI032 | 29-Apr-24 | GDP Growth Forecast in CEE in 2024     | 149 | 4   | EU | https://www.linkedin.com/feed/update/urn:li:activity:7190601010774446080?lipi=urn%3Ali%3Apage%3Aorganization_admin_admin_analytics_updates%3B72c41ad6-9a79-4003-9c0e-1c62557d11f9                 |



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|----------|-----------|---------------------------------------|--------------|-----|----|----|---|
| EXLLI033 | 29-Apr-24 | Unlocking Entrepreneurial<br>Ukraine  | Potential in | 149 | 9  | EU | https://www.linkedin.com/feed/update/urn:li:activity:71906582585 19445505?lipi=urn%3Ali%3Apage %3Aorganization_admin_admin_a nalytics_updates%3B72c41ad6- 9a79-4003-9c0e-1c62557d11f9             |
| EXLLI034 | 29-Apr-24 | Unlocking Entrepreneurial<br>Bulgaria | Potential in | 211 | 19 | EU | https://www.linkedin.com/feed/update/urn:li:activity:71906863314<br>11304448?lipi=urn%3Ali%3Apage<br>%3Aorganization_admin_admin_a<br>nalytics_updates%3B72c41ad6-<br>9a79-4003-9c0e-1c62557d11f9 |
| EXLLI035 | 29-Apr-24 | Unlocking Entrepreneurial<br>France   | Potential in | 177 | 18 | EU | https://www.linkedin.com/feed/update/urn:li:activity:71906889223 75512064?lipi=urn%3Ali%3Apage %3Aorganization_admin_admin_a nalytics_updates%3B72c41ad6- 9a79-4003-9c0e-1c62557d11f9             |
| EXLLI036 | 29-Apr-24 | Unlocking Entrepreneurial<br>Turkey   | Potential in | 202 | 21 | EU | https://www.linkedin.com/feed/update/urn:li:activity:7190718260273700866?lipi=urn%3Ali%3Apage%3Aorganization_admin_admin_analytics_updates%3B72c41ad6-9a79-4003-9c0e-1c62557d11f9                 |
| EXLLI037 | 30-Apr-24 | Unlocking Entrepreneurial<br>Greece   | Potential in | 301 | 10 | EU | https://www.linkedin.com/feed/update/urn:li:activity:71910801892<br>95001600?lipi=urn%3Ali%3Apage<br>%3Aorganization_admin_admin_a<br>nalytics_updates%3B72c41ad6-<br>9a79-4003-9c0e-1c62557d11f9 |
| EXLLI038 | 3-May-24  | Unlocking Entrepreneurial<br>Europe   | Potential in | 353 | 15 | EU | https://www.linkedin.com/feed/update/urn:li:activity:7192039735568056320?lipi=urn%3Ali%3Apage%3Aorganization admin admin analytics_updates%3B72c41ad6-9a79-4003-9c0e-1c62557d11f9                 |
| EXLLI039 | 6-May-24  | Unlocking Entrepreneurial<br>Ireland  | Potential in | 393 | 16 | EU | https://www.linkedin.com/feed/update/urn:li:activity:7193166892130320384?lipi=urn%3Ali%3Apage%3Aorganization admin admin a  |



|          |           |  |       |    |    | nalytics updates%3B72c41ad6-<br>9a79-4003-9c0e-1c62557d11f9   |
|----------|-----------|--|-------|----|----|---|
| EXLLI040 | 7-May-24  | Series of European Online Workshops<br>tailored for entrepreneurs in Bulgaria,<br>France, Greece, Ireland, Turkey and<br>Ukraine | 587   | 21 | EU | https://www.linkedin.com/feed/update/urn:li:activity:7193513651461337088?lipi=urn%3Ali%3Apage%3Aorganization_admin_admin_analytics_updates%3B72c41ad6-9a79-4003-9c0e-1c62557d11f9                 |
| EXLLI041 | 8-May-24  | Unlock the Entrepreneurial Potential of<br>Turkey. Agenda  | 2,542 | 54 | EU | https://www.linkedin.com/feed/update/urn:li:activity:7193883880100130816?lipi=urn%3Ali%3Apage%3Aorganization_admin_admin_analytics_updates%3B72c41ad6-9a79-4003-9c0e-1c62557d11f9                 |
| EXLLI042 | 8-May-24  | Overview of the Project  | 584   | 11 | EU | https://www.linkedin.com/feed/update/urn:li:activity:7193960670009159682?lipi=urn%3Ali%3Apage%3Aorganization_admin_admin_analytics_updates%3B72c41ad6-9a79-4003-9c0e-1c62557d11f9                 |
| EXLLI043 | 13-May-24 | Unlocking Entrepreneurial Potential in<br>Ukraine — Meet Speakers  | 265   | 10 | EU | https://www.linkedin.com/feed/update/urn:li:activity:71956928736<br>30044161?lipi=urn%3Ali%3Apage<br>%3Aorganization_admin_admin_a<br>nalytics_updates%3B72c41ad6-<br>9a79-4003-9c0e-1c62557d11f9 |
| EXLLI044 | 13-May-24 | Join the French National Entrepreneurial<br>Workshop. Agenda   | 383   | 6  | EU | https://www.linkedin.com/feed/update/urn:li:activity:7195819581788086272?lipi=urn%3Ali%3Apage%3Aorganization_admin_admin_analytics_updates%3B72c41ad6-9a79-4003-9c0e-1c62557d11f9                 |
| EXLLI045 | 16-May-24 | Online Workshop dedicated to Entrepreneurship in Greece. Agenda  | 227   | 21 | EU | https://www.linkedin.com/feed/update/urn:li:activity:7196805491656667136?lipi=urn%3Ali%3Apage%3Aorganization_admin_analytics_updates%3B72c41ad6-9a79-4003-9c0e-1c62557d11f9                       |



|          |           |  |     | 1  |    | 1   |
|----------|-----------|--|-----|----|----|---|
| EXLLI046 | 17-May-24 | <u>Learn About Entrepreneurship in Ireland.</u> Agenda   | 279 | 7  | EU | https://www.linkedin.com/feed/update/urn:li:activity:71971614303 26894593?lipi=urn%3Ali%3Apage %3Aorganization_admin_admin_a nalytics_updates%3B72c41ad6- 9a79-4003-9c0e-1c62557d11f9             |
| EXLLI047 | 20-May-24 | ExcellEnt Project's Pan-European Online<br>Workshop  | 463 | 33 | EU | https://www.linkedin.com/feed/update/urn:li:activity:71982670568<br>51447808?lipi=urn%3Ali%3Apage<br>%3Aorganization_admin_admin_a<br>nalytics_updates%3B72c41ad6-<br>9a79-4003-9c0e-1c62557d11f9 |
| EXLLI048 | 21-May-24 | Agenda of the Irish workshop   | 185 | 5  | EU | https://www.linkedin.com/feed/update/urn:li:activity:7198636512438063106?lipi=urn%3Ali%3Apage%3Aorganization_admin_admin_analytics_updates%3B72c41ad6-9a79-4003-9c0e-1c62557d11f9                 |
| EXLLI049 | 22-May-24 | Innovating in Turkiye and Shaping the Future of Entrepreneurship                                 | 623 | 13 | EU | https://www.linkedin.com/feed/update/urn:li:activity:71989468331<br>28161281?lipi=urn%3Ali%3Apage<br>%3Aorganization_admin_admin_a<br>nalytics_updates%3B72c41ad6-<br>9a79-4003-9c0e-1c62557d11f9 |
| EXLLI050 | 23-May-24 | Unlocking Entrepreneurial Potential in<br>Bulgaria: Innovating and Shaping the<br>Future. Agenda | 422 | 21 | EU | https://www.linkedin.com/feed/update/urn:li:activity:7199342140282286080?lipi=urn%3Ali%3Apage%3Aorganization_admin_admin_analytics_updates%3B72c41ad6-9a79-4003-9c0e-1c62557d11f9                 |
| EXLLI051 | 24-May-24 | Pan-European Online Workshop<br>"Unlocking Entrepreneurial Potential in<br>Europe                | 142 | 2  | EU | https://www.linkedin.com/feed/update/urn:li:activity:7199677210151010305?lipi=urn%3Ali%3Apage%3Aorganization admin admin analytics_updates%3B72c41ad6-9a79-4003-9c0e-1c62557d11f9                 |
| EXLLI052 | 24-May-24 | Workshop dedicated to current trends and opportunities for business in Ireland                   | 225 | 8  | EU | https://www.linkedin.com/feed/update/urn:li:activity:7199707934589681666?lipi=urn%3Ali%3Apage%3Aorganization admin admin a  |



|          |           |  |       |    |    | nalytics updates%3B72c41ad6-<br>9a79-4003-9c0e-1c62557d11f9   |
|----------|-----------|--|-------|----|----|---|
| EXLLI053 | 24-May-24 | Innovating in Ukraine and Shaping the Future of Entrepreneurship   | 218   | 12 | EU | https://www.linkedin.com/feed/update/urn:li:activity:71998001094 02865664?lipi=urn%3Ali%3Apage %3Aorganization_admin_admin_a nalytics_updates%3B72c41ad6- 9a79-4003-9c0e-1c62557d11f9             |
| EXLLI054 | 27-May-24 | Tomorrow Bulgaria, Ireland, and Turkiye invite to the entrepreneurial workshops                            | 316   | 9  | EU | https://www.linkedin.com/feed/update/urn:li:activity:72007821639<br>13408513?lipi=urn%3Ali%3Apage<br>%3Aorganization admin admin a<br>nalytics updates%3B72c41ad6-<br>9a79-4003-9c0e-1c62557d11f9 |
| EXLLI055 | 27-May-24 | Secure your spot at the Pan European<br>Online Workshop "Unlocking<br>Entrepreneurial Potential in Europe" | 787   | 66 | EU | https://www.linkedin.com/feed/update/urn:li:activity:7200886618574991360?lipi=urn%3Ali%3Apage%3Aorganization_admin_admin_analytics_updates%3B72c41ad6-9a79-4003-9c0e-1c62557d11f9                 |
| EXLLI056 | 28-May-24 | Meet a keynote speaker at the upcoming Pan European Workshop on May 31                                     | 448   | 14 | EU | https://www.linkedin.com/feed/update/urn:li:activity:72011743606<br>55613953?lipi=urn%3Ali%3Apage<br>%3Aorganization_admin_admin_a<br>nalytics_updates%3B72c41ad6-<br>9a79-4003-9c0e-1c62557d11f9 |
| EXLLI057 | 28-May-24 | Meet our keynote speakers for the upcoming Pan European Online Workshop                                    | 1,412 | 56 | EU | https://www.linkedin.com/feed/update/urn:li:activity:7201222212853387264?lipi=urn%3Ali%3Apage%3Aorganization_admin_admin_analytics_updates%3B72c41ad6-9a79-4003-9c0e-1c62557d11f9                 |
| EXLLI058 | 29-May-24 | Dominique PIOTET will be the keynote speaker at the upcoming Pan European Online Workshop                  | 258   | 3  | EU | https://www.linkedin.com/feed/update/urn:li:activity:72014924426 78800384?lipi=urn%3Ali%3Apage %3Aorganization_admin_admin_a nalytics_updates%3B72c41ad6- 9a79-4003-9c0e-1c62557d11f9             |



| EXLLI059 | 29-May-24 | We keep introducing our keynote speakers for the upcoming Pan European Online Workshop                 | 231 | 4  | EU | https://www.linkedin.com/feed/update/urn:li:activity:72015404878 52253187?lipi=urn%3Ali%3Apage %3Aorganization_admin_admin_a nalytics_updates%3B72c41ad6- 9a79-4003-9c0e-1c62557d11f9             |
|----------|-----------|--|-----|----|----|---|
| EXLLI060 | 29-May-24 | Paul Stefanut, Founder of Booster Labs, as<br>a keynote speaker of the Pan European<br>Online Workshop | 192 | 11 | EU | https://www.linkedin.com/feed/update/urn:li:activity:72015908106<br>25105922?lipi=urn%3Ali%3Apage<br>%3Aorganization_admin_admin_a<br>nalytics_updates%3B72c41ad6-<br>9a79-4003-9c0e-1c62557d11f9 |
| EXLLI061 | 30-May-24 | Meet the panelists of the Pan European<br>Online Workshop  | 413 | 24 | EU | https://www.linkedin.com/feed/update/urn:li:activity:7201832226269908992?lipi=urn%3Ali%3Apage%3Aorganization_admin_analytics_updates%3B72c41ad6-9a79-4003-9c0e-1c62557d11f9                       |
| EXLLI062 | 30-May-24 | Tomorrow is the day of Unlocking<br>Entrepreneurial Potential of Europe                                | 862 | 58 | EU | https://www.linkedin.com/feed/update/urn:li:activity:7201897296953802752?lipi=urn%3Ali%3Apage%3Aorganization_admin_admin_analytics_updates%3B72c41ad6-9a79-4003-9c0e-1c62557d11f9                 |
| EXLLI063 | 31-May-24 | See you today at the Pan European Online<br>Workshop   | 234 | 28 | EU | https://www.linkedin.com/feed/update/urn:li:activity:7202187081048068096?lipi=urn%3Ali%3Apage%3Aorganization_admin_admin_analytics_updates%3B72c41ad6-9a79-4003-9c0e-1c62557d11f9                 |
| EXLLI064 | 31-May-24 | We are about to start ExcellEnt Project's<br>Pan European Online Workshop                              | 254 | 7  | EU | https://www.linkedin.com/feed/update/urn:li:activity:7202265836546330625?lipi=urn%3Ali%3Apage%3Aorganization_admin_admin_analytics_updates%3B72c41ad6-9a79-4003-9c0e-1c62557d11f9                 |
| EXLLI065 | 31-May-24 | ExcellEnt Project thanks everyone who contributed to the Pan European and national workshops           | 368 | 11 | EU | https://www.linkedin.com/feed/update/urn:li:activity:7202317620782469121?lipi=urn%3Ali%3Apage%3Aorganization admin admin a  |



|          |           |   |     |     |    | nalytics updates%3B72c41ad6-<br>9a79-4003-9c0e-1c62557d11f9   |
|----------|-----------|---|-----|-----|----|---|
| EXLLI066 | 3-Jun-24  | Keynote speaker of the Ukrainian Online<br>Workshop Zoi Moza  | 228 | 12  | EU | https://www.linkedin.com/feed/update/urn:li:activity:7203329586565169152?lipi=urn%3Ali%3Apage%3Aorganization_admin_admin_analytics_updates%3B72c41ad6-9a79-4003-9c0e-1c62557d11f9                 |
| EXLLI067 | 4-Jun-24  | On June 7, we invite you to an online workshop "Innovating in Ukraine and Shaping the Future of Entrepreneurship" | 387 | 21  | EU | https://www.linkedin.com/feed/update/urn:li:activity:7203696726275174402?lipi=urn%3Ali%3Apage%3Aorganization_admin_admin_analytics_updates%3B72c41ad6-9a79-4003-9c0e-1c62557d11f9                 |
| EXLLI068 | 6-Jun-24  | Secure your spot at tomorrow's discussion about innovation talent of Ukraine and potential for growth             | 189 | 3   | EU | https://www.linkedin.com/feed/update/urn:li:activity:72044794312<br>25012225?lipi=urn%3Ali%3Apage<br>%3Aorganization_admin_admin_a<br>nalytics_updates%3B72c41ad6-<br>9a79-4003-9c0e-1c62557d11f9 |
| EXLLI069 | 12-Jun-24 | Secret sauce of entrepreneurship  | 370 | 95  | EU | https://www.linkedin.com/feed/update/urn:li:activity:72066569108 15588352?lipi=urn%3Ali%3Apage %3Aorganization_admin_admin_a nalytics_updates%3B72c41ad6- 9a79-4003-9c0e-1c62557d11f9             |
| EXLLI070 | 24-Jun-24 | Taking action makes a difference  | 244 | 9   | EU | https://www.linkedin.com/feed/update/urn:li:activity:7210993754957111296?lipi=urn%3Ali%3Apage%3Aorganization_admin_admin_analytics_updates%3B72c41ad6-9a79-4003-9c0e-1c62557d11f9                 |
| EXLLI071 | 28-Jun-24 | Consortium Partners Meeting in Paris Boost  | 840 | 189 | EU | https://www.linkedin.com/feed/update/urn:li:activity:72123870780 16307201?lipi=urn%3Ali%3Apage %3Aorganization_admin_admin_a nalytics_updates%3B72c41ad6- 9a79-4003-9c0e-1c62557d11f9             |



#### 4.2.3. Consortium Partners' Social Media

Social media activity has been accompanying ExcellEnt's actions thanks to efforts and engagement of partners. Altogether, consortium partners reached relevant target groups 104.505 times (post impressions) with high follower numbers counting across various partner social media channels supporting ExcellEnt project's activities in the past 18 Months.

Detailed description of social media activities implemented by Consortium Partners – in the Annex 1.

#### 4.2.4. Press Releases

In the period M1-M18 were issued three press releases to promote updates on the Excellent Project and its progress. These materials were published on the website of the project with the support of consortium partners, pitching these news to the relevant EU and national media.



Figure 14: Screenshot of three press releases issued in July 2024 and June 2024



7 July, 2023

### ExcellEnt Consortium Meeting in Larissa

In April, all project participants gathered in Larissa, Greece, for the official launch of Excellent Project. The event was hosted by the institute of Entrepreneurship Development: Elsc, which is also the Excellent project coordinator. Meeting was held in JOIST Innovation Park in Larissa and was 2 days long.



The meeting was opened with some welcoming words from Stella loannou and Zoi Moza from iED, coordinator of the ExcellEnt project. Each project partner was invited to introduce their organisation and provide information

During the working meetings, consortium discussed the main points of the ExcellEnt project. Among them project activities, communication and dissemination strategy, quality assurance plan and financial management. Beyond that, Excellent partners shared their own insights and ideas related



Thanks to the meeting, the consortium was able to effectively discuss the key goals of the project, identify priority tasks and establish cooperation. More project updates are coming soon. Stay tuned!

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#### 28 June, 2024

#### Consortium Partners Meeting in Paris: A Recap of the ExcellEnt Project Event

On June 26-27, 2024, the vibrant city of Paris played host to an important gathering of consortium partners for the ExcellEnt Project. Organized by Creative Cluster, this two-day event brought together key stakeholders for intensive discussions on project progress, achievements, and the road ahead.



The meeting was declicated to a a comprehensive review of the project's progress, the impacts achieved, and a planning of new activities for entrepreneurial ecosystems of Bulgaria, France, Creece, Ireland, Turkiye, and Ukraine. The consortium partners engaged in a fruitful discussion about the project's major milestones and the strategic steps needed to achieve the remaining objectives. This collaborative exchange was crucial for aligning the consortium's efforts and ensuring a unified approach moving forward.



Also, the consortium meeting focused on a strategy for enrolling entrepreneurial ecosystem builders and their members into ExcellEnt's business landscape. The discussion covered the planning of roll-out and engagement events for entrepreneurs, crucial for community building, strengthening and homogenising business practices across Europe.

Stay tuned for upcoming news and events!

#### 4.2.5. Newsletter

TechUkraine — Ukrainian Tech NGO, Kyiv, Ukraine

Share

The Excellent project uses LinkedIn for creating and managing newsletter campaigns. Specific information on Excellent activities and outcomes are included in the general Excellent Newsletter. Until now, one digital newsletter has been distributed in May 2024, prior to the series of the national and pan-European online





workshops. The number of subscribers is 175 with 581 of the total number of impressions and 45 articles views.

Figure 15: Screenshot of the ExcellEnt Newsletter in May 2024

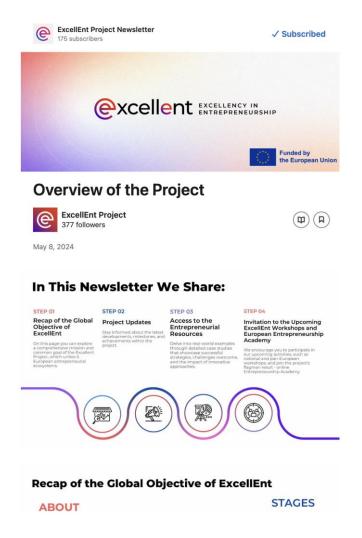
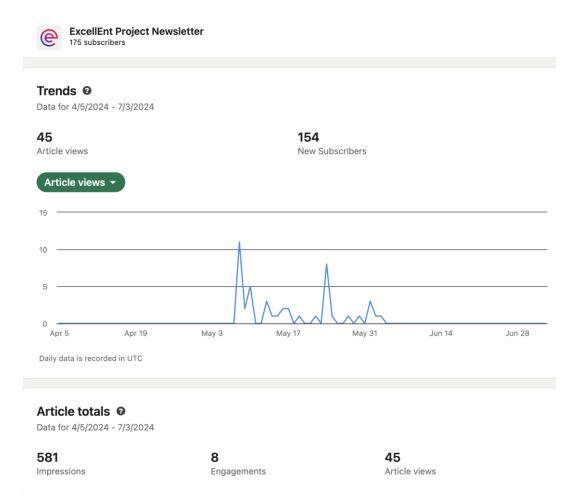




Figure 16: ExcellEnt Newsletter's Impressions in May 2024





#### 4.2.6. Events

Within the period M1-M18 Excellent project organized online and onsite events with stakeholders of the target groups, aiming to:

- disseminate ExcellEnt project activities and achievements;
- perform specific tasks and deepen cooperation within any target group and build strong mutual relationships within specific ones;
- provide active exchange with all stakeholders: receive feedback, suggestions, and recommendations;
- involve the community into expanding and leveraging the results beyond the consortium and local ecosystems.

Through its core members ExcellEnt organized 8 national workshops, followed by a pan-European Online event to share the findings with members at the pan-European level.

The following events were organized and co-organised by ExcellEnt in this period:

- 1. Unlocking Entrepreneurial Potential in Turkey Fri, May 10, 2024
- 2. Unlocking Entrepreneurial Potential in France Tue, May 14, 2024
- 3. Unlocking Entrepreneurial Potential in Ukraine Wed, May 15, 2024
- 4. Unlocking Entrepreneurial Potential in Greece Fri, May 17, 2024
- 5. Unlocking Entrepreneurial Potential in Bulgaria Tue, May 28, 2024
- 6. Unlocking Entrepreneurial Potential in Ireland Tue, May 28, 2024
- 7. Innovating in Turkiye and Shaping the Future of Entrepreneurship Tue, May 28, 2024
- 8. Pan-European Online Workshop Unlocking Entrepreneurial Potential in Europe Fri, May 31, 2024
- 9. Innovating in Ukraine and Shaping the Future of Entrepreneurship Fri, Jun 7, 2024





#### Online Workshop "Unlocking Entrepreneurial Potential in Turkey" - Fri, May 10, 2024

#### **Organized by Sabanci University**

Figure 17: Visual promoting the Turkish Workshop on May 10, 2024



**Number of Participants: 34** 

#### **Profile of Participants:**

Sabancı University firstly invited keynote speakers and panelists as active contributors to the workshop and then shared the event publicly to enable registration by other participants. The keynote speakers and panelists were also asked to share the event with their circles. The participants came from diverse roles both from the center and periphery of the entrepreneurship ecosystem in Turkiye. Investors (business angels, VC fund managers), self-entrepreneurs, startups, incubator and acceleration program managers, project managers, and students interested in entrepreneurship had the majority of participation along with other actors.

#### Hybrid Workshop "Unlocking Entrepreneurial Potential in France" - Tue, May 14, 2024





#### Co-organized by Creative Cluster, Booster Labs and the Pôle Léonard de Vinci in Paris.

Figure 18: Visual with the agenda of the French Hybrid Workshop on May 14, 2024



Number of Participants: 82 registrations, 63 attendees (25 on site, 38 online).

Profile of Participants: The Creative Cluster & Booster Lab 's team has invited the leaders as active contributors to the workshop and the typical actors as audiences in the French Innovation Ecosystem. Through a detailed List of invitees: these people represented an EU entity (EIT Digital), research institutions (universities), business support organizations (accelerators, incubators, chamber of commerce in France-Germany), civil society organizations, self-entrepreneurs (women-led business leaders), and start-up companies, and of course the co-founders or CEOs of various private tech companies, private investors (business angels, representatives from VC funds). The composition of the participants more precisely: SME (NFTUniverzum, EXOMIND), social platform (Blooomers), Incubator (De Vinci, Blue Factory of ESCP, Creative Cluster), self-entrepreneur, Embassy (Austria), large entreprise (Leadership Growth Holding), Private Investor (Soverency Group), Business School (ESCP, EMLV), Business consulting firm (JF NAUD), research institute (IFT), VET training (MATRICE). The male-female ratio of the participants: female (based on the List of attendees) around 48% while the male representation has been around 52%.





The hybrid workshop's outcomes has been to promote the key findings of the empirical results of the project, the European Entrepreneurial Academy platform and its services, with the planned activities and events. Additionally to make a number of interactions and collaborations among the audience and keynote speakers to talk about the cross-border entrepreneurial collaboration (through a model of France-Germany), and also to conduct an Q&A session.

#### Online Workshop "Unlocking Entrepreneurial Potential in Ukraine" - Wed, May 15, 2024

#### Organized by TechUkraine

Figure 19: Visual with speakers of the Ukrainian Online Workshop on May 15, 2024



Number of Participants: 67 registrations and 59 attendees

**Profile of Participants**: The workshop gathered Ukrainian and foreign entrepreneurs, business leaders, startup founders, policymakers, academics, and interested community members. 67% of participants were from Ukraine, 28% from France, others represented Greece, Ireland, Turkey and other countries.

#### Online Workshop "Unlocking Entrepreneurial Potential in Greece" - Fri, May 17, 2024

#### Organized by Institute of Entrepreneurship Development





Figure 20: Visual with the agenda of the Greek Online Workshop on May 17, 2024





# The Agenda

**15:00 - 15:10 | Opening Remarks** | Moderator: Andreas Almpanis, Projects & Proposals Manager, Institute of Entrepreneurship Development

#### **Cultivating Entrepreneurial Excellence in Greece**

15:10 - 15:20 | Opening Keynote Speech: Current Landscape and Future Trends of Greek Entrepreneurship | Speaker: Irene Sgourou, Female Entrepreneurship Ambassador, Concept Founder W4AI-Hellas
15:20 - 15:30 | The ExcellEnt Project Presentation | Speaker: Zoi Moza, Project Manager, Institute of Entrepreneurship Development
15:30 - 16:20 | Panel Discussion: Entrepreneurial Stories and Strategies
Speakers:
Theocharis Vlachopanagiotis, Co-founder & CEO of Rhoe
Petros Soukoulias, Co-founder of Seems
Konstantinos Akrivos, Co-founder & CTO of Oliveex
Ioannis Tsakmakis, Co-founder & CEO of ENVRIO
Theodora Tsokanari, Executive Manager of Thinc Thrace Incubator

#### 16:20 - 16:30 | Q&A Session

#### Bridging Greek Innovation: Connecting Local Entrepreneurs to Global Opportunities

16.30 - 16:40 | Cascade Funding Explained | Speaker: Veronika Filippou, Innovation Community & Networking Manager, JOIST Innovation Park
16:40 - 16:50 | From Design Thinking to Pitching Investors | Speaker: Thomas Chalatsis, Project Manager, Institute of Entrepreneurship Development
16:50 - 17:00 | Closing Keynote Speech: Moving towards mature innovation ecosystems in Europe | Speaker: Theologos Prokopiou, CEO i4G SA

17:00 - 17:10 | Final Remarks and Workshop Closure | Moderator: Andreas Almpanis, Projects & Proposals Manager, Institute of Entrepreneurship Development

#### **Number of Participants: 55**

**Profile of Participants**: A diverse mix of professionals from the entrepreneurial and innovation ecosystem, including entrepreneurs, startup representatives, higher education institution representatives, incubators, and other key roles.





# Hybrid Workshop "Unlocking Entrepreneurial Potential in Bulgaria" - Tue, May 28, 2024 Organized by GATE Institute.

Figure 21: Visual with the agenda of the Bulgarian Hybrid Workshop on May 28, 2024







#### **Program**

9:30 - Opening remarks | Prof. Silvia Ilieva, Director of the GATE Institute

9:30 - 11:05| Part 1. Key to success

Presentation of the ExcellEnt Project| Denitsa Stoilova (GATE)

Support for the entrepreneurial ecosystem in Bulgaria | Lora Yosifova (MIG)

An inspiring example from a leading entrepreneur | Georgi Kudrev (Kelvin Health)

Panel Discussion: Innovation Across Industry Sectors: Strategies and Experience Stories of Technology Entrepreneurs |

Moderator: Ivan Draganov

Panelists: Radoslav Rizov (MIG), Stoyan Nedin (Vitosha Venture Partners), Entrepreneur, Prof. Todor Yalamov (Sofia University), Gorian Varbanov (Quendoo)

11:20 – 12:30 | Part 2. Techniques for developing entrepreneurial skills | European development opportunities

**Developing design thinking and generating ideas |** Iva Krasteva (GATE)

Pitching Preparation| Ivaylo Ivanov (Founder Institute).

**European Academy of Entrepreneurship. Competition for entrepreneurs |** Denitsa Stoilova (GATE)

12.30-13:00| Networking and informal discussions

Number of Participants: 46 in-person participants and 83 online registrants

**Profile of Participants**: Participants included entrepreneurs, startup members, incubator representatives, HEI representatives, investors, and other stakeholders, with a strong local representation (95.1% from Bulgaria).





#### Online Workshop "Unlocking Entrepreneurial Potential in Ireland" - Tue, May 28, 2024

**Organized by International Development Ireland** 

Figure 22: Visual with speakers of the Irish Online Workshop on May 28, 2024

# ONLINE WORKSHOP Potential in Ireland

Unlocking **Entrepreneurial** 

Date: May 28th Time: 14:00 CET



Number of Participants: 59 attendees out of 75 registrations

Profile of Participants: Business leaders, policymakers, academics, community members, and local entrepreneurs in various stages of their entrepreneurial journeys have shown interest in the event.



# Online Workshop "Innovating in Turkiye and Shaping the Future of Entrepreneurship" - Tue, May 28, 2024

#### **Organized by Sabanci University**

Figure 23: Visual with speakers of the Turkish Online Workshop on May 28, 2024



**Number of Participants: 79** 

**Profile of Participants:** Sabanci University firstly invited keynote speakers and panelists as active contributors to the workshop and then shared the event publicly to enable registration by other participants. The keynote speakers and panelists were also asked to share the event with their circles. The participants came from diverse roles both from the center and periphery of the entrepreneurship ecosystem in Turkiye. Investors (business angels, VC fund managers), self-entrepreneurs, startups, incubator and acceleration





program managers, project managers, and students interested in entrepreneurship had the majority of participation along with other actors.

# Online Workshop "Innovating in Ukraine and Shaping the Future of Entrepreneurship" - Fri, Jun 7, 2024

#### Organized by TechUkraine

Figure 24: Visual with speakers of the Ukrainian Online Workshop on June 7, 2024



Number of participants: 24 attendees out of 79 registrations

**Profile of Participants:** The workshop gathered Ukrainian and foreign entrepreneurs, business leaders, startup founders, policymakers, academics, and interested community members. 67,1% of participants were from Ukraine, 25,3% from France, others represented Greece, Ireland, Turkey and other countries. 39,2% of the participants are entrepreneurs, 19% – startup founders, 2,5% are investors, others are from incubators and high education institutions.





#### Pan-European Online Workshop - Unlocking Entrepreneurial Potential in Europe -

Fri, May 31, 202

#### **Organized by Excellent Project and Consortium Partners**

Figure 25: Visual announcing Pan-European Online Workshop on May 31, 2024



Figure 26: Visual with the agenda Pan-European Online Workshop on May 31, 2024





### **Unlocking Entrepreneurial** Potential in Europe

Pan European Online Workshop Agenda / May 31

14:00 - 14:10 | Opening Remarks | Tunde Kallai, Senior Expert in Open Innovation, Creative Cluster, FR / Nataly Vereemeva, Director of TechUkraine, UA

#### **Keynote Speakers:**

14:10 - 14:20 | The ExcellEnt Project Presentation | Paul, Stefanut, Founder of Booster Labs, FR 14:10 - 14:20 | The ExcellEnt Project Presentation | Paul, Stefanut, Founder of Booster Labs, FR 14:20 - 14:30 | European start-up ecosystems: challenges for scaling up and relevant EU policies | Michael Dritsas, Executive of the Greek Ministry of Economy and Finance, former CEO of Elevate Greece, GR | 14:30 - 14:40 | Mapping Your Scale-Up's Growth Capabilities: The Vlerick Growth Scan | Miguel Meuleman, Full Professor, Partner and Academic Director of the Vlerick Entrepreneurship Academy at Vlerick Business School, B | 14:40 - 14:50 | The power of network to create a diverse tech industry-WomenInTech Alliance | Anca Iordanescu & Gabriela Filip, Co-Founders of Women in Tech Alliance, SE 14:50 - 15:00 | Bridging Entrepreneurial Ecosystems: Insight from Silicon Valley, France and Ukraine | Dominique Piotet, Managing Partner / Co-Founder of La French Tech Kyiv / Ukraine Phoenix Tech Fund, FR/UA/USA

# 15:00 - 15:50 | Panel Discussion: Cultivating Entrepreneurial Excellence in Europe Valerii Yakovenko, Founder of FarmFleet, UA Anna Stoilova, Founder of Rogues Studio, BG

- Anna stollova, Founder of Rogues Studio, BG
   Serhan Suzer, Serial Entrepreneur, angel investor, TR
   Evangelos Kosmidis, CEO and General Partner of Loggerhead VC, GR
   Fadwa Sube, Investor (VC), President of Sovereignty and VP of Systematic Paris-Saclay Deeptech Pole, FR
   Vlasis Tsezos, Co-Founder and CEO of AgriTrack, GR

15:50 - 16:00 | Q&A Session

16:00 - 16:15 | Final Remarks and Workshop Closure

Number of participants: 130





**Profile of Participants:** Representatives of incubators, accelerators, universities, research labs, regional authorities, chambers of commerce etc and entrepreneurs, start-ups, women-led businesses, self-entrepreneurs, digital nomads etc.

The overall participation in the conducted events significantly exceeded expectations, with a total of 484 attendees across all sessions, highlighting strong interest and engagement.

The common goals of the National workshops and Pan-European Event has been Cross fertilization within EU ecosystems, to engage the national ecosystem stakeholders in 6 countries creating a lively and active entrepreneurial ecosystem. In order to facilitate the knowledge exchange and peer-to-peer learning among all players and enhance the outreach activities, it was important to listen to the voices /narratives of the entrepreneurs and stakeholders to find synergies and get value from the community of peers.

The promotion of the European Entrepreneurship Academy platform <a href="https://europreneurship.eu/">https://europreneurship.eu/</a> has been also in the focus in the national workshops, which will be constantly updated with data resources and services, to interact and foster the stronger cooperation, and collaborations among members.

# 5. Dissemination Material and Content Developed

Dissemination materials for the ExcellEnt Project are crafted with the utmost care to ensure they are informative, engaging, and accessible. These materials include visuals, videos, and presentations, each serving a unique role in communicating the project's progress and impact. By leveraging these diverse formats, we aim to reach stakeholders, partners, and the general public, fostering a deeper understanding and appreciation of the ExcellEnt Project's contributions to our field.

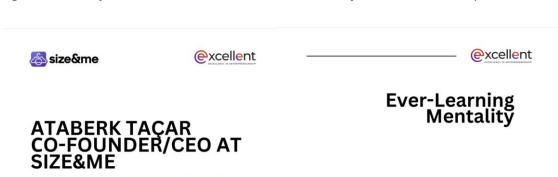




#### 5.1. Visuals

A collection of dynamic and informative visuals, including infographics, charts, and diagrams, designed to effectively convey the project's key findings and data. These graphics enhance comprehension and engagement, tailored to diverse audiences.

Figure 27: Visuals for ExcellEnt's social media with testimonials of the interviewed entrepreneurs



Turkey



"I say either I succeeded, or I learned a lesson. I do not say I failed. Be passionate, agile, and open to selfdevelopment."

Figure 28: Visuals for ExcellEnt's social media for overview of local entrepreneurial ecosystems









# TURKISH ENTREPRENEURIAL ECOSYSTEM OVERVIEW

In the Global Innovation Index (GII), the country has the 37th rank in the world in 2022 (WIPO, 2022), the highest in its history, and ranks 4th among the 36 upper-middle-income group economies.

As of 2023, **Turkiye** is an **emerging innovator** in the European Innovation Scoreboard, with a performance of 47.6% (European Commision, 2023). Compared to the EU average, it has lower per capita income, but a **faster growing economy**.





Figure 29: Visuals for ExcellEnt's social media with values of local entrepreneurial ecosystems







#### 5.2. Videos

A series of videos created to showcase the ExcellEnt Project's news, milestones, outcomes, and impacts, ensuring accessible and engaging content for stakeholders and the general public.

Figure 30: Screenshot of the video for ExcellEnt's social media promoting Pan-European Online Workshop



 $\underline{\text{https://www.linkedin.com/feed/update/urn:li:ugcPost:7200886516972171264/?actorCompanyId=962259}}$ 

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Figure 31: Screenshot of the video for ExcellEnt's social media promoting the Irish Online Workshop





# ONLINE WORKSHOP Potential in Ireland

# Unlocking **Entrepreneurial**

Date: May 28th Time: 14:00 CET



https://www.linkedin.com/posts/excellenteu entrepreneurship-innovation-ireland-activity-

7199707934589681666-7fS8?utm\_source=share&utm\_medium=member\_desktop



#### 5.3. Presentations

Comprehensive and visually appealing presentations crafted to support the project's dissemination efforts. These presentations integrate clear messaging, impactful visuals, and evidence-based insights, aimed at effectively communicating the project's progress and results to various audiences.

Figure 32: Screenshot of the ExcellEnt Project's presentation



https://docs.google.com/presentation/d/1T-3nnqildhScxgTz5 Aiz3kYKcheIn7B/edit#slide=id.p1





## 6. KPIs Overview

Communication activities are monitored according to a set of quantitative and qualitative success indicators. The evaluation of communication activities determines the degree to which the communication objectives have been reached, and the relationship between the outcomes and the efforts made to reach the goals. This analysis helps the project to better understand facilitators and barriers of a successful communication and will serve to refine the communication activities accordingly. Below are the KPIs established for the whole project cycle and the indicators that the communication strategy has achieved during 18 months of the project.

Table 7: Communication and Dissemination KPIs & Current Status

| Outputs / KPI's                                    | Target value | Measurement Unit        | Current Status |
|--|--------------|-------------------------|----------------|
| Project visual identity & Website                  | 1            | -                       | +              |
| Website users                                      | 1200         | visitors                | 735            |
| Activity and dissemination in ExcellEnt website    | 96           | entries or publications | 22             |
| ExcellEnt Twitter followers                        | 150          | followers               | 15             |
| Activity and dissemination in ExcellEnt<br>Twitter | 96           | posts                   | 36             |
| ExcellEnt LinkedIn followers                       | 500          | followers               | 377            |
| Activity and dissemination in ExcellEnt LinkedIn   | 96           | posts                   | 71             |
| ExcellEnt Facebook followers                       | 150          | followers               | 90             |
| Activity and dissemination in ExcellEnt Facebook   | 96           | posts                   | 39             |



| International ExcellEnt e-newsletter                                 | 4   | newsletters produced                     | 1                       |
|--|-----|--|-------------------------|
| Workshops  | 14  | for all partners (25+ participants each) | 9                       |
| Events organized by ExcellEnt  | 2   | events                                   | to be done in 2024-2025 |
| Third party events attended by ExcellEnt consortium partners         | 50  | external events                          | 3                       |
| Communication with stakeholders for participation in events or calls | 400 | for all partners                         | to be done in 2024-2025 |

# 7. Next Steps: Progress in the Exploitation of the Results

In the following section, outlined the next steps for the ExcellEnt Project, detailing the strategies for promotion, the organization of events at various levels, and the specific goals of each activity. These efforts will culminate in a high-profile final event, celebrating the achievements of ExcellEnt and setting the stage for future innovations and collaborations in European entrepreneurship.

#### **Promotion and Outreach Activities**

- 1. European Entrepreneurship Academy: Intensive promotion to raise awareness and engagement.
- 2. Social Media: Increase followers across platforms, with contributions from all partners.
- 3. Events: Organize and participate in events to disseminate project activities.
- 4. Country-Specific Promotions: Prepare promotional content tailored to individual countries.
- 5. Soft-Landing Mission Campaign: Launch a dedicated promo campaign.
- 6. Newsletters and Press Releases: Regular updates on progress and achievements.
- 7. Media Coverage: Collect media clippings showcasing project results.





#### **Event Categories**

#### a) External Events:

- Organized by external parties to spread the ExcellEnt project's activities and achievements.
- Focus on stakeholder engagement, feedback, and collaboration.

#### b) Local Events:

- National consortia will host events to disseminate Excellent activities locally.
- Aim to provide information, foster networking, and identify challenges.
- At least two local events per year plus a final sign-off event.

#### c) European Events:

- Two major events to showcase EU entrepreneurial diversity and an immersive ecosystem discovery.
- Additional workshops and webinars for knowledge sharing.

#### d) Third-Party Events:

- More actively participate in large start-up events and conferences like VivaTechnology, Slush, Web Summit.
- Leverage existing events to promote Excellent activities.

#### e) ExcellEnt Final Event:

- A major conference to celebrate entrepreneurship and project achievements.
- Extensive promotion, post-event newsletter, and success stories booklet to highlight outcomes.
- Focus on consolidating ecosystem relations and disseminating knowledge and tools.





The promotional activities via ExcellEnt Project's resources will be developed and implemented accordingly.

# 8. Conclusions

So far, the promotional strategy of the ExcellEnt project has focused mainly on the communication and dissemination of its goals, activities, and main results. As we enter the second half of the project, having generated significant outcomes, the Communication and Dissemination Plan must now incorporate an exploitation strategy that ensures the impact and sustainability of the knowledge and results produced, beyond the life of the project. The aims of this strategy are as follows:

- Contributing to Current Debates: Engaging in discussions on key topics within the European entrepreneurial landscape through policy documents, recommendations, and best practices.
- Influencing Policy Developments: Impacting internal policy changes in areas such as societal
  engagement in entrepreneurship, the development of open entrepreneurial practices, and the
  reform of entrepreneurial assessment. This will involve fostering high-level institutional uptake of
  recommendations and position papers.
- Facilitating Uptake by the Entrepreneurial Community: Ensuring that the project's results are widely disseminated through key multipliers in each entrepreneurial ecosystem, strengthening the human capital within Excellent.
- Responding to Societal Demands: Addressing societal demands for engagement in entrepreneurship through the dissemination of results obtained in stakeholder engagement, including tools and recommendations.
- **Supporting Network Development**: Promoting the further development of entrepreneurial networks and joint projects arising from the project, as detailed in the Joint Entrepreneurship Action Plan.
- Creating Synergies with Other Alliances: Establishing synergies in the dissemination of results with other European University Alliances and initiatives.





 Building Mutual Knowledge and Trust: Enhancing mutual knowledge and trust among entrepreneurial communities at all levels.

# **Annex 1 - Social Media Activities by Consortium Partners**

# **Bulgaria – GATE Institute: Summary of impressions**

Table 8: Communication and Dissemination Activities by GATE Institute (Bulgaria)

| Social Media                                       | No of<br>Followers | No of Posts | No of<br>Impressions | Link   |
|--|--------------------|-------------|----------------------|--|
| LinkedIn of GATE Institute                         | 2.000              | 5           | 3.535                | https://www.link<br>edin.com/compan<br>y/gate-institute/   |
| Facebook of GATE Institute                         | 1.200              | 5           | 879                  | https://www.face<br>book.com/GATEC<br>oE/  |
| Denitsa Stoilova's personal profile on<br>LinkedIn | 1.401              | 16          | 4.060                | https://www.link<br>edin.com/feed/up<br>date/urn:li:activit<br>y:708273667464<br>8002560/  |
| Website of GATE Institute                          | N/A                | 2           | N/A                  | https://qate-<br>ai.eu/  |
| Newsletter by GATE Institute                       | N/A                | 1           | N/A                  | https://4g1we.r.a.d.<br>sendibm1.com/mk/<br>mr/07dIHun4X5JicE<br>14qGtTGBeyeRqVFJ<br>BZLvOjFtgzwZgFtm<br>QaL-<br>hB1pibQbTnw6lP5jH |



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Detailed report of GATE Institute's communication and dissemination activities – <u>link</u>.

### France - Booster Labs & Creative Valley: Summary of impressions

Table 9: Communication and Dissemination Activities by Booster Labs & Creative Valley (France)

| Social Media                | No of<br>Followers | No of Posts | No of<br>Impressions | Link  |
|-----------------------------|--------------------|-------------|----------------------|---|
| LinkedIn of Booster Labs    | 212                | 5           | 990                  | https://www.link<br>edin.com/compan<br>y/booster-<br>labsgrowth/              |
| LinkedIn of Creative Valley | 5.000              | 3           | 2.340                | https://www.link<br>edin.com/compan<br>y/creative-valley/                     |
| Website of Booster Labs     | N/A                | 1           | N/A                  | https://booster-<br>labs.com/   |
| Website of Creative Valley  | N/A                | 1           | N/A                  | https://www.crea<br>tive-<br>valley.fr/copie-<br>de-discover-our-<br>programs |
| Newsletter                  | 154                | 1           | 154                  | N/A   |

Detailed report of communication and dissemination activities of Booster Labs and Creative Valley – link.





# **Greece – Institute of Entrepreneurship Development:**

# **Summary of impressions**

Table 10: Communication and Dissemination Activities by iED (Greece)

| Social Media       | No of<br>Followers | No of Posts | No of<br>Impressions |   |
|--------------------|--------------------|-------------|----------------------|---|
| Website of iED     | N/A                | 1           | 225                  | https://ied.eu/eu - programmes/ied- projects/project/? id=2533  |
| Facebook of iED    | 11.000             | 15          | 31.044               | https://www.face<br>book.com/ied.eur<br>ope   |
| LinkedIn of iED    | 8.779              | 14          | 5.398                | https://www.link<br>edin.com/compan<br>y/iedeurope/   |
| Twitter (X) of iED | 1.615              | 14          | 328                  | https://x.com/ied<br>_europe  |
| Instagram of iED   | 1.822              | 6           | 780                  | https://www.inst<br>agram.com/ied.e<br>urope/   |
| Newsletter         | N/A                | 3           | 17.082               | https://do.contac<br>tpigeon.com/apps<br>/en/stem/viewma<br>il.html?gm_pid=1<br>735602&gm_nID<br>=&crid=webvisito<br>r@example.com&<br>rdme=77711796<br>& |



Detailed report of communication and dissemination activities of iED – <u>link</u>.

### Ireland – International Development Ireland: Summary of impressions

Table 11: Communication and Dissemination Activities by IDI (Ireland)

| Social Media    | No of<br>Followers | No of Posts | No of<br>Impressions | Link  |
|-----------------|--------------------|-------------|----------------------|---|
| LinkedIn of IDI | 3.000              | 10          | 4.705                | https://www.link<br>edin.com/compan<br>y/international-<br>development-<br>ireland/ |

Detailed report of communication and dissemination activities of IDI – link.

### Turkiye - Sabanci University: Summary of impressions

Table 12: Communication and Dissemination Activities by Sabanci University (Turkiye)

| Social Media                                     | No of<br>Followers | No of Posts | No of<br>Impressions | Link   |
|--|--------------------|-------------|----------------------|--|
| LinkedIn of Sabanci University / Turkan<br>Yosun | 111.000            | 9           | 1.522                | https://www.link edin.com/posts/e xcellenteu excell ent- entrepreneurship- business-activity- 71938838801001 30816- dGNi/?utm_sourc e=share&utm_m edium=member desktop |



| Twitter (X) of Sabanci University | 40.700 | 2 | 1.086  | https://x.com/sa<br>banciu/status/17<br>93634260265431<br>129                           |
|-----------------------------------|--------|---|--------|---|
| Newsletter by Sabanci University  | N/A    | 2 | 11.000 | https://gazetesu.<br>sabanciuniv.edu/<br>en/excellent-<br>project-2nd-<br>webinar-event |

Detailed report of communication and dissemination activities of Sabanci University – <u>link</u>.

# **Ukraine – TechUkraine: Summary of impressions**

Table 13: Communication and Dissemination Activities by TechUkraine (Ukraine)

| Social Media            | No of<br>Followers | No of Posts | No of<br>Impressions | Link   |
|-------------------------|--------------------|-------------|----------------------|--|
| TechUkraine Website     | 35.000             | 5           | 5.600                | https://techukrai<br>ne.org/2023/05/0<br>5/excellent-<br>project-go-live-<br>announcement/ |
| LinkedIn of TechUkraine | 17.000             | 25          | 9.868                | https://www.link<br>edin.com/compan<br>y/techukraine/                                      |
| Facebook of TechUkraine | 5.000              | 10          | 1.321                | https://www.face<br>book.com/techuk<br>raine   |
| Newsletter              | 4.872              | 1           | 2.588                | https://www.link<br>edin.com/pulse/n<br>ewsletter-spring-<br>2024-                         |





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Detailed report of communication and dissemination activities of TechUkraine – <u>link</u>.