



EQUIP®

Credentials

OLIVIER LA ROCCA



EUROPARTNERS





AGENDA

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- How does it work?
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Start up is the buzzword of the last few years and this is one of the reasons why public administrations are actively financing young entrepreneurs.

Selecting and then supporting the right start ups however is a tough job, and public administrations are struggling with the process.

As consequence the failure rate is very high and it makes the whole process not efficient.





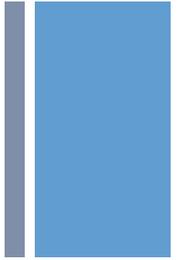
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EQUIP is an advanced hybridization tool that brings together very different skills and expertises.

Our hybrid team works together with the public administrations to help them selecting the right start ups to finance based on a multidimensional evaluation dashboard that is prepared basing on the hybrid team audit of the proposing start up. The hybrid team is composed by an expert in accounting and finance, a brand consultant and an expert in human resources.

EQUIP provides a final report that defines go / no go and highlights potential areas of improvement.

+ How does EQUIP[®] work?



Brief

Client outlines the objectives of the research defining the exact scope for territory, type of challenge and targets.



Audit

The hybrid team from Europartners will audit the start up and evaluate the team and its competences, the business plan, the branding strategy and the pricing strategy.



Dashboard

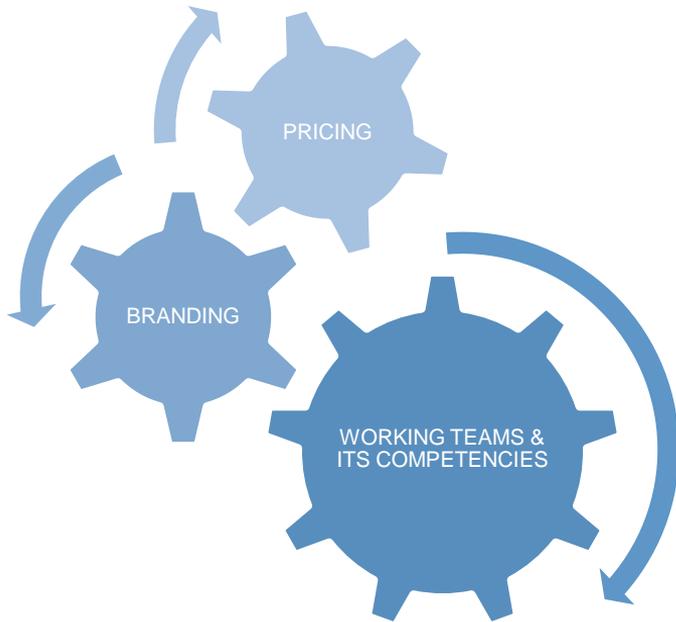
Results of the audit are summarised in a dashboard that allows quick decision as well as comparison amongst similar start ups on the basis of summary scores.



Decision

The dashboard allows the team to propose a go / no go decision. "Go" decisions are supported by identification of key areas of strength / weakness or critical issues to fix before going ahead.

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- At Europartners we believe in the power of hybrid tools and hybrid teams; EQUIP is the perfect result of our philosophy.
- EQUIP brings together for the same objectives specialists with different backgrounds as well as tools developed from different disciplines.
 - Accountant and finance expert to work on business plans, financing and regulatory. This person uses specific tools to formulate his evaluation.
 - Branding consultants with marketing expertise using mostly planning tools.
 - Working Team experts who evaluate team skills and ways of working on the basis of other EUROPARTNERS tools (i.e. TE4M)



Contacts

Europartners Srl

Via Cardinal De Luca 1, 00196 Roma

Rue Des deux Eglises 39, 1000 Bruxelles

Mobile IT: +39 3471779470

Mobile BE: +32 488932107

Skype: epn-olivierlarocca

info@europartnersnetwork.eu

www.europartnersnetwork.eu

