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

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

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

Start-up Initiative

Fields marked with * are mandatory.

Introduction

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

Link to the introductory page

1 - About you/respondent identification

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

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

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

* 1.2 - Are you registered on the Transparency Register?

- ⚪ Yes
- x No

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

Text of 1 to 200 characters will be accepted

Ministry of Economic Affairs

* 1.5 - Your country

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

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

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

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

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

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

	1	2	3	4	5	I do not know/ N/A
*Introducing entrepreneurship education in all levels of formal education (from primary and secondary school to vocational education and university)	☐	☐	☐	x	☐	☐

	1	2	3	4	5	N/A
*Providing local support and advice structures to encourage entrepreneurial activities	☐	☐	☐	x	☐	☐
*Encouraging higher education institutions to establish programmes and services to support entrepreneurship	☐	☐	☐	☐	x	☐
*Introducing 'in company' training in initial vocational education (apprenticeships)	☐	☐	☐	x	☐	☐
*Promoting dedicated digital entrepreneurship programmes, including digital economy business models	☐	☐	☐	☐	x	☐
*Developing digital learning materials, courses or apps to teach entrepreneurship, including a 'lean start-up' methodology	☐	☐	☐	☐	x	☐
*Organising regular competitions for new business ideas at regional/national/EU level	☐	☐	x	☐	☐	☐
*Organising regular Europe-wide events to promote entrepreneurship	☐	☐	☐	x	☐	☐

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

Text of 1 to 1000 characters will be accepted

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

3 - Creation of a company - start-up phase

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

☐ Yes

☐ No

x I do not know/
N/A

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

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

	1	2	3	4	5	I do not know/N/A
*Resources required to navigate overall regulatory complexity	☐	☐	x	☐	☐	☐
*Registration cost	☐	☐	x	☐	☐	☐
*Registration time	☐	☐	x	☐	☐	☐
*Minimum legal capital requirements	x	☐	☐	☐	☐	☐
*Legal and/or notary fees	☐	x	☐	☐	☐	☐
*The number of operational permits and licences needed	☐	x	☐	☐	☐	☐
*Time to obtain operational licences and/or permits	☐	x	☐	☐	☐	☐
*Costs of obtaining operational licences and/or permits	☐	☐	x	☐	☐	☐
*Lack of single entry point (one-stop-shop) for start-up procedures	☐	x	☐	☐	☐	☐
*Lack of e-governance for administrative procedures	☐	☐	☐	x	☐	☐
*Tax compliance costs (filing and paying taxes)	☐	☐	x	☐	☐	☐
*Rules and cost of hiring workers	☐	☐	☐	☐	x	☐
*Proceedings for contract enforcement	☐	☐	☐	☐	x	☐
*Cost to access industrial and/or intellectual property rights	x	☐	☐	☐	☐	☐
*Procedures to access industrial and/or intellectual property rights	☐	x	☐	☐	☐	☐
*Unpredictable and instable legal framework	☐	☐	x	☐	☐	☐
*Access to finance	☐	☐	☐	x	☐	☐

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

	1	2	3	4	5	I do not know/N/A
*Own savings	☐	☐	☐	x	☐	☐
*Family and friends	☐	☐	x	☐	☐	☐
*Micro-loans	☐	☐	x	☐	☐	☐
*Bank loans	☐	☐	☐	☐	x	☐

	1	2	3	4	5	N/A
*Public (national) grants	☐	X	☐	☐	☐	☐
*European grants	☐	X	☐	☐	☐	☐
*Funds from business incubators	☐	X	☐	☐	☐	☐
*Innovation vouchers	☐	X	☐	☐	☐	☐
*Business angels	☐	x	☐	☐	☐	☐
*Venture capital	☐	☐	X	☐	☐	☐
*Peer-to-peer lending	☐	☐	X	☐	☐	☐
*Family offices	☐	☐	X	☐	☐	☐
*Crowd-funding	☐	☐	x	☐	☐	☐

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

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

	1	2	3	4	5	I do not know/ N/A
*Helping to secure intellectual property (IP) in the early stages of a company	☐	☐	☐	x	☐	☐
*Providing training/advisory/mentoring services to young start-ups to prevent early failures	☐	☐	☐	x	☐	☐
*Creating a European Network for Early Warning and Support to Second Starters to ensure cooperation and best practices sharing across the EU	☐	☐	☐	☐	☐	x
*Promoting exchanges between new and experienced entrepreneurs (such as Erasmus for Young Entrepreneurs) within the EU	☐	☐	☐	x	☐	☐
*Promoting exchange schemes between new and experienced entrepreneurs with non-EU countries	☐	☐	x	☐	☐	☐
*Promoting schemes to attract talented entrepreneurs from third countries, e.g. start-up visa schemes	☐	☐	☐	x	☐	☐
*Ensuring better cohesion and transparency of the available support schemes at EU level	☐	☐	x	☐	☐	☐

Other, please specify.

Text of 1 to 200 characters will be accepted

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

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

Text of 1 to 1000 characters will be accepted

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

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

	1	2	3	4	5	I do not know/ N/A
*Supporting universities in establishing services to promote entrepreneurship (internship schemes with businesses, business-	☐	☐	☐	x	☐	☐

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

	1	2	3	4	5	6
*Promoting innovation through a European award for young innovators	x	☐	☐	☐	☐	☐
*Providing support from public sources to incubators, university R&D and technology transfer programmes to increase their capacity to boost innovative solutions	☐	☐	☐	☐	x	☐
*Promoting the 'outsourcing' of R&D, e.g. through tax incentives related to outsourced R&D expenses	x	☐	☐	☐	☐	☐
*Promoting partnerships between start-ups and medium sized companies to facilitate access to innovation	☐	☐	☐	x	☐	☐
*Establishing and supporting long term partnerships of business, research and higher education institutions to strengthen EU innovation capacity	☐	☐	☐	☐	x	☐
*Supporting ad hoc partnerships of business, research and higher education to implement specific projects	☐	☐	☐	☐	x	☐
*Supporting access to innovation and value chains, e.g. through clusters	☐	☐	☐	☐	x	☐
*Connecting European research and innovation centres with similar ones outside the EU to support European researchers and entrepreneurs globally	☐	☐	x	☐	☐	☐
*Promoting schemes to attract innovators from non-EU countries	x	☐	☐	☐	☐	☐

Other, please specify.

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

4 - Expansion of a company - scale-up phase

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

☐ Yes

☐ No

x I do not know/
N/A

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

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

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

	1	2	3	4	5	I do not know/ N/A
*Uncertainty about regulatory	☐	☐	☐	x	☐	☐

requirements to start operations

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

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

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

	1	2	3	4	5	N/A
*Credit line, bank overdraft or credit cards overdraft	☐	x	☐	☐	☐	☐
*Grants or subsidised bank loan	☐	☐	x	☐	☐	☐
*Bank loan (excluding subsidised bank loans, overdrafts and credit lines)	☐	☐	☐	x	☐	☐
*Trade credit	☐	☐	☐	x	☐	☐
*Leasing or hire-purchase	☐	x	☐	☐	☐	☐
*Debt securities issued	☐	☐	x	☐	☐	☐
*Equity capital, including venture capital or business angels	☐	☐	☐	x	☐	☐
*Factoring	☐	☐	x	☐	☐	☐
*Retained earnings or sale of assets (internal funds)	☐	☐	x	☐	☐	☐
*Subordinated debt instruments	☐	☐	x	☐	☐	☐
*Participating loans	☐	x	☐	☐	☐	☐
*Peer-to-peer lending	☐	x	☐	☐	☐	☐
*Crowdfunding	☐	x	☐	☐	☐	☐

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

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

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

ups?

X Yes

No

I do I do not know/ N/A

/

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

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

6 - Definitions

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

	1	2	3	4	5	I do not know/ N/A
*Being newly created	☐	☐	x	☐	☐	☐
*Being young (less than 5 years) and independent	☐	☐	☐	x	☐	☐
*Testing new business ideas	☐	☐	☐	x	☐	☐

*Searching for scalable business model	☐	☐	☐	☐	x	☐
*Being strongly growth oriented	☐	☐	☐	☐	x	☐
*Focusing on technology development	☐	☐	☐	x	☐	☐
*Focusing on innovation development	☐	☐	☐	x	☐	☐
*Being born global	☐	☐	☐	☐	x	☐

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

☐ Very important

x Important

☐ Not very important

☐ Not important at all

☐ I do not know/ N/A

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

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

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

Text of 1 to 500 characters will be accepted

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

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

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

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

☐ Very important

x Important

☐ Not very important

☐ Not important at all

☐ I do not know/ N/A

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

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

☐   x   ☐   ☐   ☐

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

Text of 1 to 1000 characters will be accepted

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