

21 March 2012



The implementation of the project MACC BAM has reached a new phase. During the last months of 2011 were organized the training seminars for the MED Business Angel Support Centres.

The training seminars had aimed to develop the staff that was required for the effective establishment and rational operation of the MBA support centre and their Network. Participants were trained in the effective use of toolkits for supporting Bas, BANs and entrepreneurs.

The training seminars were held in Athenes (EOMMEX) in Marseille (Chamber of Commerce and Industry of Marseille Provance) and in Milan (Finlombarda) Experts staff from Exemplas have led the seminars together with local expert.

A further out-put has been reached, the opening of two of the five support centers: Bic2Ban from the Province of Milan and Speed Up Center form Finlombarda.

1 TRAINING SEMINARS

Training sessions were held in November 2011 when UK experts from Exemplas ran training sessions in Marseille (21 November) Milano (8/9 November) and Athens (22-25 November)

The sessions were for Mac Bam regional centre staff and covered subjects that are fundamental for staff to be aware of in the new centres. The focus of the work was around the motivators of the different types of Investors – Business Angels and Venture capitalists. What they look for in propositions, what motivates them to Invest, and what they look for from a Business Angel Network.

The sessions also covered the importance Investment Readiness Programmes, of the need of having good investible propositions to put forward to Investors and the importance of training Companies in the skills of presenting good viable propositions. Both the written Business plan and effective pitches and presentations to Investors.



2 OTHER NEWS FROM PARTNERS

2.1 BUZZ MONEY by CCIMP . - Marseille -

On Thursday, November 17, 2011, for the third consecutive year the CCIMP has organized BUZZMONEY in the framework of the MACCBAM project. This year the event becomes international with the participation of two Italian BA and 2 Greek companies.



21 entrepreneurs have presented their projects to funders, for a total of 51 individual meetings of about 30 minutes. The average finance sought was 424 000 euros (minus 80.000 euros to a maximum of 4.000.000 euros) for 2012 – 2013. The organization model of the event, including the appointment management, has been praised by all participants. The companies have particularly appreciated the meeting with various types (from seed capital to development) of financing institutions. Funders for their part stressed the high level of projects qualification.

[More...](#)

2. 2 Presentation of BI2BAN and Speed up centre – Milan



**SPEED ★ UP
CENTER**



On 26 October, were presented the support centre for business angel [BIC2BAN](#) (Province of Milan) and [Speed up centre](#). (Finlombarda)

During the workshop the manager of the two support centres have shown the innovative services that these centre will provide. The general secretary of IBAN (Italian Business Angel), Tommaso Marzotta Caotorta, intervened to explain the role of its IBAN Italian market and their success achieved year.



Project part-financed
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2.3 Animation and awareness workshop – Drome –



The chamber of commerce and industry of Drome has organized a promotion -day of the BA activities through the presentation of a selection and analysis tools for Entrepreneur's projects. During the workshop was also analyzed the personal dimension and psychological aspects of the project leader.

[More...](#)

2.4 Investment Forum and International Conference – Milan

On 17 February 2012 Finlombarda organized the [International Conference “Opportunities for the public and private sector in the European Business Angel Market”](#).

The international conference has represented a moment of comparison about the role of BAs within the MED economic system and the relative European policy.

The International conference has followed by the [Investment Forum](#) during which the BAs have met the entrepreneurs and its innovative business ideas.

