
BUSINESS TRANSFER INFO DAY IN THE NETHERLANDS

Event organised in TOK-TOC 's Framework

Business Development Friesland (P4)

Wolvega, Friesland, Netherlands

Monday, May 27 2013

EVENT REPORT

The National Business Transfer day is annually organized by the Dutch National Chamber of Commerce in strong cooperation with regional partners, like Business Development Friesland for the event in the Northern Netherlands region. The target groups are local entrepreneurs, intermediaries and potential buyers, they could attend company transfer information workshops, plenary presentations and there were face-to-face opportunities for matchmaking between potential buyers and sellers. Over 200 guests attended the session on May 27 in Friesland.

In the plenary session, Lennard Drogendijk, director of Business Development Friesland presented one of the Good Practices as identified in the TOK-TOC project, the NIOF subsidy on Business Transfer process advisory costs, soon to be opened after the Business Transfer Day.

The NIOF programme offers a subsidy opportunity on external advisory and consultant costs in the Business Transfer process. The applicant is the potential buyer or seller. NIOF stands for 'Noordelijke Innovatie Ondersteuningsfaciliteit', an innovation support programme for enterprises in the Northern region of the Netherlands. It is managed by the public body called SNN, an alliance of regional and local governments. SNN provides subsidies for businesses, private citizens, housing corporations, collaborative ventures involving knowledge institutions, municipalities and public organisations. These subsidies are provided through the economic programmes that SNN implements as a designated Managing Authority (more information in the section on stakeholders). As of June 1, 2013, the NIOF programme offers a subsidy opportunity on external advisory and consultant costs in the Business Transfer process. Its goal is to lower barriers for both potential buyers and sellers to consult external parties to support them in the transfer process by offering a 50% subsidy on the external costs if it meets the strict subsidy requirements. Thereby it aims to make it more attractive to hire professional advice to secure better (and more) transfers and to increase the number of successful business transfers by connecting potential buyers and sellers.

At the information market, participants could have one-on-one talks with staff members of Business Development Friesland on TOK-TOC, internationalisation, business transfer process, start-up and continuation, incubation and subsidy opportunities.

The concept of the Business Transfer Day is described in detail by Business Development Friesland to serve as a Good Practice for transfer to other countries. Lessons learned from the event include the workshop program being suitable for both buyers and sellers to actually get both target groups present in good numbers and the cooperation among organisers. Other fruitful aspects are the good transferability possibilities of the Business Transfer Day concept. The barriers for applying it in other countries are very low.

Invitations, agendas, pictures have been attached to the event report.