Kompass – Center for Entrepreneurship, was established in 2000, as a public entity in the city of Frankfurt. Ever since its inception, Kompass has distinguished itself and gained wide recognition for its stepping up to the changing social and economic market conditions. This is evident in Kompass’ wide reach, from offering training and education for the unemployed, providing startup consultation to Frankfurt’s large migrant community, promoting entrepreneurship among seniors, to consulting economic development institutions on training interventions for entrepreneurship across the EU.

Kompass is a staunch advocate of transparent local and regional linkages among all the key players and enablers of entrepreneurship and is an active and pivotal member of the ‘Rhein-Main Network.’ The network consists of more than two dozen local and regional institutions engaged in economic development at all levels of impact including political policy formulation, industry clusters, banks, universities, employee and employer associations, and chambers of commerce.

Today, Kompass’ activities are founded on three pillars:

- **Startup Support**
  Across genders, nationalities, professional backgrounds and ages
- **SME Support**
  Small and Medium Enterprises
- **Consultation and training**
  Projects to support entrepreneurship development and boosts economic activity nationally and internationally

Kompass’ Startup Support is available to all individuals across genders, nationalities, professional backgrounds and ages. The Startup Support accompanies potential startups through their entire lifecycle from idea inception, to startup and business stabilization and sustained existence in the market – in order to ensure the viability and sustainability of the new business. With this as the Guiding Principle, Kompass’ Startup Support services follow the 4+1 Phase Model, and are tailored to correspond and harmonize with all phases of a startup.

To date, more than 22,000 potential startups have benefited from Kompass offers of orientation, consultation, assessment, training, networking and coaching. 85 % of Kompass startups are active and growing 5 years after their establishment. This compares to the Germany-wide survival rate of 30–50 % beyond 3 years. Kompass’ activities also have contributed to a 15 % growth in regional entrepreneurship (vs. 8 % nationally), placing Frankfurt in the top tier of entrepreneurial cities in Germany.
SME Support Services:

About 50% of new businesses fail during their first five years. Kompass has strengthened its offers to assist and coach startups established small and medium enterprises (SMES) who are experiencing problems or require guidance on their continued growth. Networking is one vital vehicle for market stabilization and growth of a new business. Whether looking for customers, suppliers, or potential partners – in local or international areas, Kompass facilitates in making new connections across the value chain (Match for Business). Training is also provided in critically important areas of (1) Trends (2) Sustainability; Corporate Social Responsibility.

Kompass: Guiding Principles:

- Foster a holistic approach to entrepreneurship support
- Create an entrepreneurial spirit in regions
- Create new jobs and lower unemployment rate
- Provide equal entrepreneurship opportunities
- Improve the competitiveness of the region—through self employment and new firms
- Enable efficient use of public money for start-up support institutions.

Consultation and training projects:
Kompass has been a Subjekt-matter expert in the field of Entrepreneurship Development and has provided training and consultation to the public sector and vocational institutions both nationally and internationally. Kompass has successfully transferred its Good Practices as training tools for other startup support institutions.
Consultation and training projects:
Kompass has been a subject-matter expert in the field of Entrepreneurship Development and has provided training and consultation to the public sector and vocational institutions both nationally and internationally. Kompass has successfully transferred its good practices as training tools for other startup support institutions.

Kompass Support of Startups – A Regional Network:

Why are Business Advisors like Kompass in the public sector the ideal enablers for stimulating economic development and supporting potential entrepreneurs?

...Because Business Advisors present the ‘gateway’ or the first point of entry, for new business startups

...Because Business Advisors can offer assistance that is independent, neutral and objective and not hampered by self-interest

...Because Business Advisors have access to local regulatory knowledge and extensive engagement with other local, regional and national institutions needed across the life-cycle of a startup

...Because Business Advisors can create comprehensive networks to competently navigate potential entrepreneurs through the maze of resources

...Because Business Advisors possess a broad range of interdisciplinary knowledge which enables them to effectively guide startups

...And lastly, because Business Advisors can serve as the seismograph of the entrepreneurial landscape and are in a position to signal alerts for needed policy adjustment.

Why is supporting and stimulating startups so important?

...Because successful startups lead to small and medium enterprises (SMEs) which are the backbone of the European economy.

...Because more than 20 million SMEs in the EU represent 99% of businesses, provide two out of three of the private sectors jobs and contribute to more than half of the total value-added (EC Enterprise and Industry 2012).

...Because the number of startups in the EU have been dropping.
Projects:

ERASMUS + U Start: Promoting ICT Skills

Developing basic and transversal skills, such as entrepreneurship, digital skills and multilingualism in all fields of education and training, using innovative and student-centred pedagogical approaches and developing appropriate assessment and certification methods. 4 European Regions: Italy, Slovenia, Portugal and Germany

Leonardo Da Vinci – Lifelong Learning Vetsbye – Meet the Business Game

The game is designed to be used by students from Business management, Finance, Economics and Accountancy areas, situated at a level 4 to 5 of the European Qualification Framework (EQF). The goal is to help students to understand economic dynamics.

BARTOK – Business Advisors

Objective: To strengthen the consulting competencies and decision making process within public economic development

Partners from three European countries aiming to develop curricula for education and further education of professionals involved in business start ups and business development consultancy. Thereby BARTOK will close an EU wide gap in the field of education and further education within the public administration sector.

ENTREDI – Entrepreneurial Diversity

(INTERREG)

Fostering of Entrepreneurship and exchange of Good Practice

The partners represent seven European Regions (UK, Germany, Greece, Estonia, Italy, Sweden and Poland). The Project resulted in seven regional action plans on the development and improvement of entrepreneurship support. These will be signed by the managing authorities of the respective Regional Operational Programmes. The experiences, methods and tools will also be made available to other European Regions.

Senior Competence

Finding new forms of work and activity sectors and promoting entrepreneurship among unemployed senior managers. Built on a partnership among 3 European