

Immigration and Naturalisation Service Ministry of Security and Justice

Annex 8a pertaining to Section 3.20a, first paragraph, Aliens Regulations 2000

Personal experience criterium (minimum score 30 point) Evidence Remark Education (max. 35 points) PhD (boctor) Master (MSc, MA) Bachelor Intermediate Vocational Education 35 * Core of diploma requested. * Core of diplomas must be assessed by the "Institut voor Diploma Waardering" (TDW). If no direct relation between edu indicate vocational Education Entrepreneurship experience (max. 35 points) 0-35 points (up to 35 inclusive) (max. 35 points) * Witten evidence necessary (e.g. annual accounts, proof of function within the entreprise etc.). High scores for this aspect could scores for other criteria. Entrepreneurship experience (max. 35 points) Less/no points: * experience is not relevant for the entreprise * member of the board of directors * > 10 employees * > 10 exployees * > 10 exployees * > 10 exployees * > 2 syears Written references of former employers to exployees * > 2 syears Evidence has to be solid and func be beyond all doubt. Income (max. 10 points) 2-c5 years 2 syears 1 2-c5 years 0 Income (max. 10 points) Gross income 12 months prior to application c 2 1.000 - c 2 5.000 c 2 1.000 - c 2 5.000 c 2 5.000 - c 4 5.000 c 2 4.000 - c 4 5.000 - c 4 5.000 c 2 4.000 - c 4 5.000 - c 4	rprise: max. 5
(max. 35 points) Master (MSC, MA) Bachelor 30 bachelor * Foreign diplomas must be assessed intermediate Vocational Education necessary knowledge for the entry points less. Entrepreneurship experience (max. 35 points) 0-35 points (up to 35 inclusive) (max. 35 points) * Written evidence necessary (E.g. annual accounts, proof of function within the enterprise etc.). High scores for this aspect could scores for other criteria. * work experience * active founder/owner enterprise * more of the board of directors * > 10 employees * > 10 employees * > 5 years of experience (max. 10 points) Written evidence necessary. Evidence has to be solid and bey Active involvement: not limited to financing. Nore/max. points) 1c2 years 2-c5 years 1 norecessary. Written references of former employers be beyond all doubt. Senior level 1c2 years 2-c5 years 1 2c5 years 1 2c5 years 1 2-c5 years 0 10 Income (max. 10 points) Gross income 12 months prior to application (max. 10 points) 0 2 c 45.000 0 2 c 45.000 Possible evidence: * Annual scounts Only salaries related to activities stuation; international comparis * Annual scounts Income (max. 10 points) Entrepreneurship: * 5 years 0 10 Written evidence is necessary. Only salaries related to activities stuation; international comparis * Annual scounts Experience with the (max. 10 points) Entrepreneurship: * Duch trade par	rprise: max. 5
(max. 35 points) Master (MSC, MA) Bachelor 30 bachelor * Foreign diplomas must be assessed intermediate Vocational Education necessary knowledge for the ent points less. Entrepreneurship experience (max. 35 points) 0-35 points (up to 35 inclusive) * experience is not relevant for the enterprise * marginal involvement in the enterprise * active founder/owner enterprise * moreinal involvement in the enterprise * active founder/owner enterprise * active founder/owner enterprise * so years of experience (max. 10 points) * Written evidence necessary (e.g. annual accounts, proof of function within the enterprise etc.). High scores for this aspect could scores for other criteria. Work experience (max. 10 points) 0-4 * Written evidence necessary. Foreign diplomation within the enterprise etc.). Evidence has to be solid and bey Active involvement: not limited to financing. Work experience (max. 10 points) Bachelor/Master/PhD 1-<2 years 2-5 years Norten references of former employers be beyond all doubt. Evidence has to be solid and func be beyond all doubt. Income (max. 10 points) Gross income 12 months prior to application (max. 10 points) 1 2-c5 years 1 5 5 2 5 years Possible evidence: * Annual accounts 5 2 6 45:000 Only salaries related to activities * Annual salary statement c 21.000-c 2 5:000 2 6 45:000 Only salaries related to activities * Annual salary statement c 21.000-c 2 6:000 2 6 45:000 Only salaries related to activities * Annual salary statement c 21.000-c 2 6:000 2 6 45:000 Evidence has to be solid and bey * Annual sa	compensate low
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enterprise * experience < 1 year	
* experience < 1 year	
More/max. points: * Active founder/owner enterprise * Active founder/owner enterprise * Active founder/owner enterprise * > 10 employees * > 5 years of experience Bachelor/Master/PhD 1 1 < -2 years	
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Specialist $1-<2$ years $2-<5$ years1 $2-<5$ years0Income (max. 10 points)Gross income 12 months prior to application $< C 12.000$ Possible evidence: * (salary) tax assessments * Annual accounts * Annual salary statementOnly salaries related to activities applicants' C.V.; amounts are rel situation; international compariso * Annual salary statementExperience with the Netherlands (max. 10 points)Entrepreneurship: * Dutch trade partners or customers0-4Written evidence is necessary.Evidence has to be solid and bey NT2 level 4 or more / European reference: level B2 or more.	
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$\begin{array}{ c c c c c c c c c c c c c c c c c c c$	
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Income Gross income 12 months prior to Possible evidence: Only salaries related to activities (max. 10 points) application * (salary) tax assessments applicants' C.V.; amounts are related to activities < € 12.000 < € 25.000	
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$ \begin{array}{c c c c c c c c c c c c c c c c c c c $	ted to Dutch
$ \begin{cases} 12.000 - < € 25.000 \\ € 25.000 - < € 45.000 \\ ≥ € 45.000 \\ 10 \end{cases} \ \ \ \ \ \ \ \ \ \ \ \ $	
€ 25.000-<€ 45.000	, , ,
≥ € 45.000 10 Experience with the Entrepreneurship: Netherlands (max. 10 points) Entrepreneurship: 0-4 Written evidence is necessary. Evidence has to be solid and bey NT2 level 4 or more / European freference: level B2 or more.	
Experience with the Entrepreneurship: Written evidence is necessary. Evidence has to be solid and beyr Netherlands * Dutch trade partners or customers (max. 10 points) 0-4 Written evidence is necessary. NT2 level 4 or more / European freference: level B2 or more.	
Netherlands * Dutch trade partners or customers 0-4 NT2 level 4 or more / European f (max. 10 points) 0-4	
(max. 10 points) reference: level B2 or more.	
	ame of
Culture:	
* Knowledge of Dutch language NT2 0-2 No points in case of visit to relati	es, integration
level 4 (or higher) course or holiday in The Netherla	nds.
Education/experience:	
* Education followed in the 0–4	
Netherlands (min. Intermediate	
Vocational level 4) or PhD at Dutch	
University	
* Work experience as knowledge	
worker (min. Intermed. Vocational	
level 4)	
Start-up entrepreneur, in 30 Written declaration according to the	
possession of: 50 Write declaration account to the format provided by the Netherlands	
a a residence permit for work Enterprise Agency (RVO).	
as an innovative start up:	
b. a declaration issued by the	
expert facilitator who has	
supervised the 'start up'	
entrepreneur for at least	
three months, stating that the	
counseling reached a	
successful conclusion.	
(max. 30 points)	



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B. Business plan (minimum				
Criterium	Total points B		Evidence	Remark
Potential market	Products/service	0-10	Potential market:	Potential market: It has to be made credible that
(max. 25 points)	* features		For all aspects: as much written	a structural position on the market is possible
	* applications			and that the product/service can be sold/
1	* demand for		etc.).	distributed at the desired price level with
	* unique selling points		· ·	revenues/advantages for the Dutch economy.
	unque seining points			revenues, advantages for the Daten conomy.
	Market analysis	0-10	Sources referred to, have to be	
		0-10	generally accepted and/or reputable.	
	* market survey		generally accepted and/or reputable.	
	* potential customers			
	* competition			
	* market barriers			
	* risks			
	* marketing/promotion			
	Price	0-5	Calculation	
	Clear pricing based on integral cost			
	calculation			
a		0.40		
	0-25 points (up to and incl. 25 pts)	0-10	As much written evidence as possible.	The more written evidence, the more possible
(max. 25 points)	 * Analysis of relevance of proposed 			points.
	structure, competences, knowledge			
	and skills for product and service			
	* Possible extra points for cross-	0-15		
	sectoral and multidisciplinary			
	organisation			
Financing	Solvency ratio (equity/balance total)		For all aspects: As much written	Financing:
(max. 50 points)			evidence as possible; documents have	 Forecasts for the next three years.
(max. 50 points)	Balance total < € 5.000	0	to be approved by an independent	 Point of attention is the reality of the
	Even at solvency ratio of 100%		expert (e.g. financing aspects could	underlying premises.
			be approved by a Dutch bank).	and any my premises.
			oc approved by a batch bank).	Devenues for the Dutch
	Balance total € 5.000 -< € 25.000			- Revenues for the Dutch economy have to be
	solvency ratio			made credible.
	< 20%	0		 If already active in The netherlands:
	20% -< 35%	1		provision of annual accounts, tax declaration and
	35% -< 50%	3		tax decisions (value added tax as well as income
	≥ 50%	5		tax).
				NB: In case of financing by a Dutch bank, the
	Balance total € 25.000 -< € 50.000			applicant will score 50 points at this criterium.
	solvency ratio			
	< 20%	0		
		4		
	20% -< 35%	9		
	35% -< 50%			
	≥ 50%	13		
	Balance total > € 50.000			
	solvency ratio			
	< 20%	0 9		
	20% -< 35%			
	35% -< 50%	16		
	≥ 50%	20		
	Turnover			
	< € 35.000	0		
	€ 35.000-< €100.000	0 5		
	€100.000 -< €250.000	10		
	€250.000 -< €250.000	15		
		20		
	≥ € 500.000			
	Liquidity forecast (positive expectation			
	in):			
	the first year	5		
	the first 2 years	8		
	the first 3 years	10		
Start-up entrepreneur, in		30	Written declaration according to the	
possession of:			format provided by the Netherlands	
a. a residence permit for work			Enterprise Agency (RVO).	
a. a residence permit for work				
as an innovative start up:		I	1	
as an innovative start up:				
as an innovative start up: b. a declaration issued by the				
as an innovative start up: b. a declaration issued by the expert facilitator who has				
as an innovative start up: b. a declaration issued by the expert facilitator who has supervised the 'start up'				
as an innovative start up: b. a declaration issued by the expert facilitator who has supervised the 'start up' entrepreneur for at least				
as an innovative start up: b. a declaration issued by the expert facilitator who has supervised the 'start up' entrepreneur for at least three months, stating that the				
as an innovative start up: b. a declaration issued by the expert facilitator who has supervised the 'start up' entrepreneur for at least three months, stating that the counseling reached a				
as an innovative start up: b. a declaration issued by the expert facilitator who has supervised the 'start up' entrepreneur for at least three months, stating that the counseling reached a				
as an innovative start up: b. a declaration issued by the expert facilitator who has supervised the 'start up'				



C. Added value for the Netherlands (minis

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Criterium	Total points C		Evidence	Remark
Innovation (max. 20 points)	0-20 points (up to and incl. 20 pts.)		As much written evidence as possible.	Written evidence means higher chance of getting points than without evidence.
	* is product/service new for the Dutch market?			
	* new technology in production,			
	distribution or marketing?			
	* innovative organisational aspects and			
Job creation	methods of working?			New jobs and employment have to be realized
	Number of fte (excl. applicant):	10	Business plan has to make clear the number and characteristics of newly	within 1.5 years.
(max. 40 points)	0,5 -< 2 fte 2 -< 5 fte	20	created jobs; concerning this, the reality	
	5 -< 10 fte	30	of the business plan plays an	Employment of self-employed people
	≥ 10 fte	40	important role.	or/freelancers is not considered as job creation.
1	High level fte (> € 45.000):			
	1 -< 3 fte	20		
	3 -< 6 fte	30		
	≥6 fte	40		
Investments	Fixed and intangible assets:		Business plan has to make clear the	Investments which have to be realised within 1
(max. 40 points)	€ 0-< 5.000	0	amount and characteristics of investments; concerning this,	year.
	€ 5.000 -< 50.000	10	the reality of the business plan plays an	
	€ 50.000 -< 100.000	20	important role.	
	€ 100.000 -< 500.000	30		
	≥ € 500.000	40		
Highly educated person with	If criterium A (personal experience)	30		
a thourough business plan	and B (business plan) together have a score of at least 90 points and			
	separately have a score of 45 points			
	each and criterium C (added value)			
	does not score 30 points, then			
	criterium C (added value) will be			
	fixed at 30 points. In that case the			
	applicant will get a positive advice.			
Start-up entrepreneur, in		30	Written declaration according to the	
possession of:			format provided by the Netherlands	
a. a residence permit for work			Enterprise Agency (RVO).	
as an innovative start up:				
 b. a declaration issued by the expert facilitator who has 				
supervised the 'start up'				
entrepreneur for at least				
three months, stating that the				
counseling reached a				
successful conclusion.				
(max. 30 points)		I		