



EY Entrepreneurs Access Network

Frequently asked questions and expectations

This document covers some of the top queries received about the Entrepreneurs Access Network (EAN) program and benefits. Please review and contact ean@ey.com if you have any questions.

Entrepreneur Query	Response
Will EAN provide accounting, bookkeeping or other services to EAN entrepreneurs?	<p>The materials and opinions expressed by EAN Relationship Ambassadors (RA) and presentations are not necessarily those of Ernst & Young LLP or other members of the global EY organization. They are shared for educational purposes only and are not intended to be relied upon as accounting, tax, legal or other professional advice.</p> <p>Depending on the level of support requested, EAN/RAs may refer entrepreneurs to an alternative service provider. If entrepreneurs specifically request EY services, a proposal for services will be submitted. EAN participants (EANers) are also encouraged to leverage the tools and resources provided on the EAN Resource Library.</p>
Will the RA make decisions for a company? Help a company define their strategy?	<p>EAN RAs will not make decisions on behalf of EANers' management or build a company's strategy. The mentor's role is to provide EANers with information, data and guidance to resources to equip the founder and their management team to assess and arrive at the appropriate conclusion.</p>
Is EAN a pro bono program, offering contracts and funding to participants?	<p>EAN is a business accelerator, rather than a pro bono, program. The purpose of the program is to help Black and Latino enterprises scale their businesses sustainably through access to resources, a broad entrepreneurial ecosystem, networks, and capital connections.</p> <p>While some EANers have received vendor status to work on contracts with EY, this is not a guarantee for participation in the program. Each program participant is encouraged to become a registered supplier by applying via EY Environmental Social Governance Services.</p>
How do EAN entrepreneurs seek support in obtaining contracts?	<p>EAN will host a learning session on Supplier Diversity networks, which provides minority-owned companies with an opportunity to learn about contract services and opportunities versus guaranteeing contract alignment. For more information on Minority Supplier resources, visit the EY Environmental Social Governance Services site to learn how to register as a minority supplier.</p>
Will EAN directly connect EAN entrepreneurs with EY clients?	<p>No, due to independence restrictions, all client information is kept confidential and not permitted for sharing with external parties. However, EAN participants will be invited to select events, webcasts, learning sessions and local activities, which will also include expanded members of our business and entrepreneurial communities.</p>
Does EAN offer marketing and promotions support?	<p>The EAN curriculum includes Marketing sessions hosted by the Americas BMC Marketing team. These sessions provide EANers with an opportunity to learn techniques from professionals in the field that they may use with their current in-house or contracted agency.</p> <p>The EAN PR team selects entrepreneurs throughout the cohort year to promote via media opportunities for tv, social and business publications.</p>
Will EAN provide capital for my business?	<p>EAN is an educational rather than a funding program. Entrepreneurs are encouraged to utilize the 7 Drivers of Growth technology and other assessment tools and sessions provided via the EAN learning curriculum and online Entrepreneurs Resource Library. This will help EANers assess the right funding needs/sources/networks. After understanding the founder's and company's needs, the EAN RA or EAN Capital Leader will help participants connect to network resources like the National Association of Investment Companies and other funders.</p>

Entrepreneur Query	Response
What is the estimated hourly commitment that an EAN RA can provide?	RAs are leaders within the EY organization and volunteer their time alongside their current firm obligations. The amount of time the RA allocates to assisting their entrepreneur should be a mutual decision by the EANer and RA. Successful relationships meet approximately one to two hours monthly. EANers are encouraged to leverage fellow EAN peers to create a support community in addition to their RA.
Will EY complete an NDA agreement with EANers?	EAN has a standard NDA agreement form available for use if an entrepreneur requests that their RA complete one.
How do EY Independence restrictions impact our relationship with EAN participants?	Independence is a concept fundamental to the audit profession and an important consideration in all interactions between our audit clients and the EY organization. Independence means that the EY organization and its professionals should be, in fact and in appearance, free from interests that might be regarded as being incompatible with objectivity, integrity, and impartiality. The EY organization is required to comply with the independence rules and regulations promulgated by the SEC, PCAOB and AICPA. Participants in the EAN program are required to affirm that they are not associated with an EY audit client as an employee, partner, officer, member of the board of directors or direct or indirect substantial equity owner (or otherwise with control). Compliance with the independence rules and regulations is required throughout the term of an individual's involvement with the EAN program. While they are participating in the EAN program, participants must inform their EY RA and/or EAN Program Leadership of changes in their entity's ownership structures (e.g., acquisitions and investments from private equity firms) and their involvement with other entities (e.g., new board memberships and/or directorships) with their acknowledgement that we may terminate the relationship immediately if it impairs our professional obligations.
Termination	In the event that an entrepreneur conducts themselves in a manner that EY determines, in its sole discretion, portrays EY or any EY affiliates in such a way as to disparage or impair EY's reputation or goodwill, EY reserves the right to remove that entrepreneur from the EAN Program. Additionally, in the event that an EAN candidate is found being dishonest, falsifying information, or otherwise misrepresenting information on the application, or otherwise, this may also result in disqualification or removal from the EAN Program, at any stage, under the sole discretion of EY.

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