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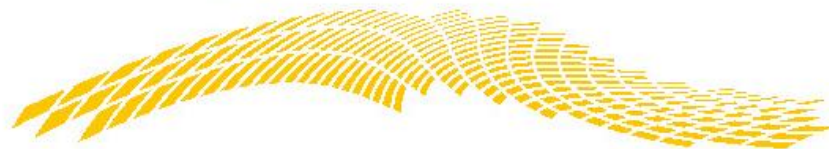
ADRION



ADRIATIC-IONIAN

European Regional Development Fund - Instrument for Pre-Accession II Fund

ECO-NautiNET



"ECONAUTINET" – PROJECT NUMBER: 398

Adriatic-Ionian Programme Interreg V-B (ADRION) 2014-2020

D T1.4.1

Evaluation feedback report

Document Control

Deliverable	D T1.4.1
WP/ Activity	A.T.1.4 – Capitalisation exchanges
Due Month	October 2018
Delivery Date	October 30th 2018
Dissemination Level	Project partners / JS
Contributors	All partners
Reviewers	All partners

Revision History

Version	Date	Author(s)	Notes
01	30 October 2018	Marijana Puljas DURA	First Version
02			
03			

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1. INTRODUCTION

Activity T1.4 Capitalisation exchanges – activity that supposed to collect and introduce successful case studies in terms of innovative networks across the MED area. We selected 3 case studies and they were proposed as study visit to local entrepreneurs and their Business Support Organizations. Final aim of the study visit is the benchmark and clarification of possible practical issues directly between entrepreneurs, in order to have clarification about the development and maintenance (in terms of management, leadership, ect) of a network model of organization.

Also on the Capitalisation visits, for the proper dissemination of ECO-NautiNET, a video compilation of the testimonies of the participants to the study visits will be prepared. DURA contract an external expert who accompanied the study visits and record the testimonies. After editing with CAN RAVENNA, a video will be produced for raising the awareness about ECO-NautiNET project. This video will be used also for promotional and dissemination purposes, as it will be delivered to the wider public through the dissemination channels, as described in WPC.

Selected networks were:

- **STRATEGIS Maritime ICT Cluster**, Piraeus – Greece, September 14th 2018.
- **VALUE CHANE**, Ravenna – Italy, September 17th 2018.
- **MARE Technology Cluster FVG**, Monfalcone – Italy, September 25th 2018.

DURA contacted three selected networks in order to organize the study visit. Each partner was supposed to select 3 participants that will take part to 1 study visit each.

DURA supported the valuation procedure of the specific activity, in order to reflect and record participants' feedback. Each partner supported its participants to provide the feedback to DURA.

2. STRATEGIS Maritime ICT Cluster, Piraeus – Greece, September 14th 2018.

STRATEGIS – Maritime Center of Excellence, is a non-for-profit organization with the vision to become a global Consulting and R&D center in advanced technologies, strategy and entrepreneurship for the Blue Economy & the Digital Shipping of the future.

Drawing on the global leadership of Greek Shipping, STRATEGIS aims to facilitate further development of the maritime sector in Greece augmenting its role as a key growth engine of the Greek economy, and to help establish Greece among the world's leading powers in Blue-Growth and the Blue Economy.

Strategis plans to achieve this through its vast knowledge base in ICT and the maritime industry, based on the collective expertise of the world-leading members of the STRATEGIS – Maritime ICT cluster. Strategis' vision is to be the flagship of a world-class Blue Economy Knowledge Hub in South-East Europe, with its center in Piraeus, Greece - a major driver of the Smart Sustainable Growth in the region.

Strategis' primary aim as a Maritime Center of Excellence is to function as a Facilitator - Coordinator for the organized development and management of clusters of innovation with the strategic goal of creating effective integrated productive ecosystems in the shipping sector and the Blue Economy by expanding the competitive advantage of Greek shipping. Strategis plan to marry ICT with shipping to modernize the industry and make it even more successful worldwide.



To achieve the strategic objective of consolidating shipping and Blue Economy as a key factor of regional growth & sustainable development, STRATEGIS focuses on:

- Research and Development in frontier Maritime & Smart-Sea ICT Technologies;
- Development of strategy and innovative business models for the Blue Economy;
- Raising the region's Creative Capital (Intellectual & Human Capital);
- Development of infrastructures supporting smart, sustainable regional growth (smart sea, smart ship, smart port and smart city technologies);
- international standardization activities, policies and regulations facilitating efficient collaboration of stakeholders in the innovation ecosystem.

HOST of the visit were Mr. GREGORY YOVANOF Managing Director of STRATEGIS



AGENDA:

Agenda ECO_Nautinet Capitalization Visit Sep. 14, 2018			
10:00-10:45	Blue Growth http://www.bluegrowth.gr	Dr. Andreas Kantaros Piraeus BluAct Team	Iroon Politexniou St. & Kantharou St., Piraeus 18536, Greece
11:00-11:45	SetelHellas S.A. http://www.setel-group.com/	Paris Tzedakis	1, Kantharou & 75, Akti Miaouli Str., Piraeus 18537 Greece
12:00-12:45	Piraeus Port Authority S.A. http://www.olp.gr	Dimitris Spyrou - ProTEUS Maritime Surveillance Cluster	10, Akti Miaouli St., Piraeus 18537, Greece
13:00-14:00	LUNCH Break		
14:00-15:00	GMC Training Center http://www.gmcmaritimecenter.gr/	Ioannis Giannopoulos, Managing Director	47, Gounari Str, Piraeus 18531, Greece
15:00-16:00	STRATEGIS Maritime ICT Cluster www.strategis-cluster.com	Gregory Yovanof & Representatives of Member Organizations of the Cluster	47, Gounari Str, Piraeus 18531, Greece

- **Blue Growth Initiative.** Blue Growth is an umbrella of actions to promote business ideas relating to the local sea and aquatic resources through environmental & economic approach. Aimes to inspire and help young entrepreneurs realize their innovative concepts in order to foster creative disruption in maritime sector, identify new business opportunities, create new jobs, and transform traditional processes into more productive and sustainable activities.
- **Setel Hellas S.A.** SetelHellas is an international provider of market leading ICT solutions specially designed for the maritime and offshore vertical businesses. It operates internationally serving more than 200 shipping companies worldwide.
- **Piraeus Port Authority S.A.** Port of Piraeus is the largest Greek seaport and one of the biggest in the Mediterranean Sea and Europe.
- **GMC Training Center** - It is a maritime academy offering a wide range of maritime training programs for the shipping industry in Greece. With three key locations at Piareus, Kalymnos and Chios, GMC courses are available to shipping companies and seafarers in the region and beyond. The courses are in accordance and continually updated to reflect latest standards and practices for proper implementation.
- **Aephoria Net** (www.aephoria.net). It is a sustainable-business education and incubation program for startup companies operating in Greece. Its goal is to help entrepreneurs transform their dreams into good business with a positive economic, environmental, and social impact.
- **STRATEGIS – MARITIME CENTER OF EXCELLENCE** (www.strategis-cluster.com). It is a cluster whose main activity focuses on the creation, development, and management of collaborative innovation networks and commercial clusters in the shipping industry, with emphasis on the application of advanced ICT technologies in digital shipping.

PARTICIPANTS:

	Name	Surname	Name of company/institution	Line of business	Country
1	Klodian	Gllava	Sarris ltd	Boat rental, boat service	Albania
2	Alen	Modrušan	Victus d.o.o.	Boat rental, boat service, charter, yacht cleaning service	Croatia
3	Elena	Roanini	CNA RAVENNA	Business support institution	Italy
4	Andrej	Šarić	Enum software j.d.o.o.	IT sector	Croatia
5	Panagiotis	Vafeidis	Development Company of Chamber of Achaia	Business support organization	Greece



FEEDBACK REPORTS FROM PARTICIPANTS:

1.	Elena	Roanini	CNA RAVENNA	Business support institution	Italy
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The Capitalization visit at Piraeus realized on the 24th of September in Athens was very well organized and interesting in connection with ECONAUTINET PROJECT'S main objectives. The first step of the visit was at BLUE GROWTH, in order to explore the BLUE GROWTH best practice, an initiative formally recognized as European Best Practice, aimed at boosting the creation of strong clusters and new enterprises connected to the BLUE Economy, by the design and implementation of "ecosystems", with peculiarities depending on the socio-economic and cultural context. The BLUE GROWTH INIZIATIVE connects different Port Cities in Europe and offers a panel of support services to new start uppers., in order to fight, most of all, the juvenile unemployment.

For the second step of the visit we met the Development Manager of the SETTEL Company, one of the market leaders at international level for monitoring and safety in navigation. He showed us all the panel of integrated ICT-BASED solutions they design and developed for navigation, describing the strengths of the different products and explaining the reasons of their added value and competitiveness on the global markets, event they are a medium-sized company. For the third step we visited the Piraeus Port Authority, specifically, the project Manager in charge for the management and development of novel projects within the priori European Programmes and Framework.

The PM presented us the most important international projects they are curing on for re-launching the PORT economy. They also sad us that a Chinese Company bought all the Pireaus for transforming it in one of the most important knote for commerce and tourism at international level. Speaking about the different under implementation projects, we discussed about possible and potential connection with ECONAUTINET project and its deliverables and objectives. After lunch, we visited an innovative training center specialized in VET for professionals in the nautical sector. The Marine Centre is state of the art for application both for novel training methodologies and methods, and available equipment. More in details, the Centre, that has a very wide training offer, recognized also in Malta, Cyprus and in other countries in the area, is specialized in immersive training.

Staing by the Centre, we also had the opportunity Mr. Gregory S. Yovanof, Ph.D. - Managing Director of Strategis Maritime Center of Excellence, our guide for the entire capitalization visit to learn about the state of the art of the Greek nautical sector, and its perspectives. He also presented us the mission of Strategies and the main activities they realize. All are very available and open to cooperation and collaborations for boosting nautical sector, building transnational partnerships and opportunities for common growth.

2. Panagiotis Vafeidis	Development Company of Chamber of Achaia	Business support organization	Greece
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Piraeus Study visit – EcoNautinet project

On September 14th 2018, a study visit was organized at the Maritime cluster of Piraeus, within the frames of EcoNautinet project.

The schedule included the following visits:

- **Blue Growth Initiative** (www.bluegrowth.gr). It is a maritime cluster aiming to inspire and help young entrepreneurs realize their innovative concepts in order to foster creative disruption in maritime sector, identify new business opportunities, create new jobs, and transform traditional processes into more productive and sustainable activities.
- **Setel Hellas S.A.** (www.setel-goup.com). SetelHellas is an international provider of market leading ICT solutions specially designed for the maritime and offshore vertical businesses. It operates internationally serving more than 200 shipping companies worldwide.
- **Piraeus Port Authority S.A.** (www.olp.gr). Port of Piraeus is the largest Greek seaport and one of the biggest in the Mediterranean Sea and Europe. It is operated by Piraeus Port Authority S.A. Since its privatization the port's container handling is growing rapidly. As of 10 August 2016 COSCO owns a share of 51%, the Hellenic Republic Asset Development Fund 23,14 % and other investors 25,86 % of Piraeus Port Authority.
- **GMC Training Center** (www.gmcmaritimecenter.gr). It is a maritime academy offering a wide range of maritime training programs for the shipping industry in Greece. With three key locations at Piareus, Kalymnos and Chios, GMC courses are available to shipping companies and seafarers in the region and beyond. The courses are in accordance and continually updated to reflect latest standards and practices for proper implementation.
- **Aephoria Net** (www.aephoria.net). It is a sustainable-business education and incubation program for startup companies operating in Greece. Its goal is to help entrepreneurs transform their dreams into good business with a positive economic, environmental, and social impact.
- **Strategis Maritime ICT cluster** (www.strategis-cluster.com). It is an ICT cluster aiming to facilitate further development of the Maritime sector in Greece augmenting its role as a key growth engine of the Greek economy and to help establish Greece among the world's leading powers in Blue-Growth and the Blue Economy. Prof. Yovanof managing director of the cluster was our host during the entire study visit.

Important aspects of the visit:

Mr. Kantaros from **Blue Growth Initiative** presented the cluster and how it evolved through the years. An important aspect is that it was an initiative that originated from Piraeus Municipality but after strong political will was applied regarding collaboration with the private sector. Moreover, Piraeus as a historic and important port hosts more than 400 companies related to maritime activities and therefore there was a strong pool of SMEs to identify the first cluster participants. Therefore the initiative mainly focused on lifting collaboration barriers among them. At the same time, BGI organizes an annual innovation competition for entrepreneurial ideas focusing on blue growth and until now it has managed to identify and support several start-uppers.

Mr. Tzedakis from **SetelHellas** presented the high-end ICT solutions of the company and its international clientele. He underpinned the importance of collaborating with members of the Piraeus Maritime cluster thanks to the efforts especially of Strategis.

Mr. Spyrou on behalf of **Piraeus Port Authority** presented current state of the Port after 10 years of privatization and under its new management from COSCO. Following he presented Interreg Med project “Proteus”, which focuses on maritime surveillance and which will eventually form a cluster of clusters in the Mediterranean area. Therefore, there is a close collaboration with both BGI and Strategis clusters. The specific project will offer similar services as EcoNautinet but it will cover a greater geographic area, therefore it is an opportunity for collaboration and cross-fertilization between the two projects.

The representative of **GMC Training Center** presented the list of available professional courses for the maritime sector and highlighted its collaboration with Strategis cluster as a facilitator for its business development.

Mr. Stefanidis from **Aephoria Net**, presented the profile and offered services of the organization. Aephoria is a contributor to Blue Growth Initiative since it is the organizer of its open events, of the innovation competition, while it is also a provider of incubation services to the winners of the competition. It is an important piece of the cluster puzzle.

Mr. Yovanof, managing director of **Strategis ICT cluster**, presented global trends of the sector as well as the strategy for digital transformation of shipping. Its members are diverse, including ICT providers, centers of excellence, innovation support organizations, training centers, law offices, start-ups and training providers. Therefore the cluster is able to provide a variety of services to its members. Another important aspect is that Strategis cluster members are collaborating to design and develop a new prototype solution for maritime surveillance, which will provide practical proof that the cluster is working effectively and that beyond networking it is able to use internal resources to develop marketable products.

General remarks:

The Piraeus maritime cluster tries to be diversified although at its core has maritime-related stakeholders. It seems as they recently realizing the offered prospects that can be transformed in business opportunities. Greece currently owns world’s most valuable fleet at 100 billion USD. However, as stated during presentations Greek fleet owners are a closed club and are not particularly interested in collaborating with other segments of the market. Therefore, although there are prospects it is not easy to capitalize them by including new cross-sector collaborations. This is the main effort that Blue Growth and especially Strategis are focusing on. The first initiative is more innovation oriented in an attempt to trigger interest of traditional market players but also to support the startup community, while the second is technology oriented in order to support traditional players’ digital transformation in line with global trends.

Piraeus maritime cluster does not follow a standardized governance model, therefore initiatives are mainly aligned (when it happens) due to a common perception and not due to a specific strategy. Strategis cluster is trying to organize this situation in order for all interested parties to follow a common pace.

Benefits of participating in Piraeus maritime cluster are mostly related to networking opportunities. There is an effort for amplifying this through collaboration among its members at

technical level in order to produce new products/services in the ICT sector. This effort is led by Strategis.

3.	Andrej	Šarić	Enum software j.d.o.o.	IT sector	Croatia
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Piraeus Study visit Report

Our study visit to Piraeus was riveting and a great learning experience. I believe that STRATEGIS their Maritime ICT cluster was highly successful in defining some of the new trends in maritime operations. I like the fact that they recognized the "Shipping" as one of the most important maritime businesses and that they are advocating the digitalization of processes.

They have a great network of members such as Cisco Systems Inc. Hellas, Setel Hellas, Blue Growth, GMC Maritime Training Center and Municipality of Piraeus. Since they are targeting and emphasizing the digitalization of maritime services; having this kind of network where they have big technology companies and educational facilities is I believe the key to success. Blue Growth that works with young entrepreneurs and organizes events in which new solutions may arise and also give the opportunity for new companies to be established and enter the market. It was great hearing that a lot of people sing up for Blue growth events and that some of those entrepreneurs were able to succeed and enter the market. While companies such as Setel Hellas are more user-oriented it is still nice to hear that Setel Hellas organize hackathon events in which they encourage young people to work with new technologies and find new solutions or improve existing ones.

In my opinion, what we could learn from their cluster is that we should define some clear goals and find something that we want to focus on and emphasize just like they did with digitalization. Just creating a network is simple but we also need to make it clear what it is that every single node of the network does. By providing a clear schema of the network and its nodes we can actually provide better recommendations and create more successful connections between the nodes.

The thing that I appreciated most from this visit is the fact that a lot of these partners mentioned the importance of technology in their respective businesses. Setel Hellas had an amazing presentation about their software and hardware solutions that are used for optimizing vessel's operational efficiency. They also mentioned a number of new modern technologies that they are implementing into their solutions. Hearing all that was really great because having a real company show examples of how they use some of these new technologies such as Blockchain and Machine learning was something that might really influence the future of maritime ICT solutions.

4.	Alen	Modrušan	Victus d.o.o.	Boat rental, boat service, charter, yacht cleaning service	Croatia
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Project report from Econautinet-Piraeus, Greece 14. Sept. 2018. On the agenda we started at 10:00 hours. Our guest and guide to the program was Mr. Gregory Yovanof, Dir. of Strategis Maritime Center of Excellence

BLUE GROWTH

Hosted by the presentation of Mr. Antreas Kantaros.

BLUE GROWTH is an organization-a cluster for promoting business ideas related to the sea (primarily the Greek-local sea) and environmental resources (Landscape and Marinescape). Affiliated with partners from the city of Piraeus, Greece and Europe.

They are primarily tied to the city of Piraeus and the local sea. Their goal is to open new activities through Start Up programmes-companies assisted by EU programmes, employment of young people, interest in fisheries and reconstruction of fish funds. Young people are trained to become professional fishermen for a period of 1 year.

Also. One of the main objectives is to protect the sea from pollution through projects financed by EU funds. By increasing ships, Shipping transport in which the future is seen, new strategies, technologies and ICT projects are being developed. (Smart Sea)

Their Plan is to become a leading project in the Mediterranean region. Linking to similar projects in Portugal, Romania, Bulgaria, Poland, Belgium and Spain through the Bluact project.

A project like this would come in handy in Croatia

Setehellas S.A.

Hosted by Paris Tzedakis, business development

A company that deals with the production, sale and installation of advanced technology on ships, primarily merchant navy. They have been on the market for the last 12 years and have linked in their project 90 Teamova through 32 Start Up Enterprises. Setehellas is one of the Pioneer in ICT technology in Greece, and today one of the leading in this segment.

Combined with the "Cloud" and the Internet Things (IOT) technology, Setehellas promises to become a platform for connecting vessels, and aims to benefit from a new kind of processing information that will be from the on-board readings in real time. Some of the more important projects are their.

SMART BOX V TM, Intelligent Vessel TM, I-Forms, Seembox-V, MTS, Marss.

These projects are related to the supervision of the health status of sailors on board, vessel monitoring, video surveillance, engine control, fuel consumption, supervision and load quantities that are transported and statistics for shipping carriers.

It's a very interesting area for me.

Piraeus PORT AUTHORITY S.A.

Hosted by Dimitris J. Spyrou, Consultant. Strategic Planning & Marketing Department

Presenting the port of Piraeus. Through the presence of EU funds and linking a lot of companies and agencies to the unique cluster strive to become the leading port in the Mediterranean.

The port and the project connect the nautical sector, the cruisers sector, the ferry sector, the container terminal sector and the LNG terminal sector. Linked to COSCO leading shipping from South Korea, they also increase the fleet owned by PPA itself.

The project is interesting for many Croatian ports. The city of Pula could copy such a project.

GMS Training Center.

Unfortunately for the relocation we have not been able to attend the presentation of the simulator we have already presenters with a short display Project GMS TC.

The Marine Education agency, acquiring skills and issuing licenses in the Navy.

Strategis MARITIME ICT Cluster

Host of Prof. Gregory Yovanof

Non-profit organization for research, development and consulting in advanced technologies-ICT, strategies and business models for the economy. Smart-Sea & Blue. Education and training. A cluster of innovations. Entrepreneurship.

An example of a successful cluster in linking subjects in and around the maritime sector in Greece. Example city-Port of Piraeus, Greece with the development of infrastructure that supports smart and sustainable regional development-smart-SEA, Smart Port, Smart Technologies

5.	Klodian	Gllava	Sarris ltd	Boat rental, boat service	Albania
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REPORT PIREUS CAPITALISATION VISIT ECO-NAUTINETT PROJECTS

We have easily found our premise and meet Gregory Yovanof- Professor & Head, Innovation & Entrepreneurship, AIT He was our mentor and adviser for our 1- day program. We had pleasant experience as a small team.

In our first meeting, we have a presentation from Dr. Andreas Kantaros- BlueGrowth Piraeus , Project Manager. He gave us a short, clear and precise presentation about Blue Growth initiative, its activities, strategy and activities.

We learned that Blue Growth is an umbrella of actions to promote business ideas relating to the local sea and aquatic resources through environmental & economic approach. Every year, a is a marine challenge / startup competition is held in order to promote business ideas relating to the local sea and aquatic resources through a range of environmental, economic and social responsibility initiatives. The competition seeks to deliver innovative sustainable business ideas for products and services relating to the blue economy.

The Blue Growth initiative so far includes the following actions:

1. The Blue Growth marine challenge competition

The Bluegrowth aims to inspire and support startups with innovative ideas relating to the blue economy, including shipping, tourism, fisheries, and the marine ecosystem. The process is carried out through the competition Bluegrowth, that was organized for the 2nd year in a row, in which take part teams that have submitted their proposals. The selected ones join the “incubation” program of Bluegrowth Piraeus, building a strong foundation to entry the “business world.

2. The Get CruiseINN four days entrepreneurial contest cruise

A four day entrepreneurship contest on a Celestyal Cruises cruise ship. The aim is to create start ups within the sectors of Tourism, Cultural Heritage or provide solutions to problems, that exist in that pertain to life on islands.

3. The Startup Weekend Piraeus – Blue Economy and Smart Sea. Startup Weekend is a 54 hour event that brings together designers, developers, entrepreneurs, and experts from all sectors, in an effort to pursue amazing achievements.

All Startup Weekend events follow the same basic model: anyone is welcome to pitch their startup idea and receive feedback from their peers. Teams form around the top ideas (as determined by popular vote) and embark on a three-day frenzy of business model creation, coding, designing,

and market validation. The weekend culminates with presentations in front of local entrepreneurial leaders with another opportunity for critical feedback!

There were a presentation of some of the most innovative ideas and projects that have happened in the past, but what challenged me were two innovative solutions. One was ENALEIA and XYZ 3D Laser Scanning Services (described in Annex 1)

The second meeting we had was with MR. Paris Tzedakis SetelHellas S.A in his premises. He gave us a short presentation of SetelHellas Company.

We learned that SetelHellas is an international provider of market leading ICT solutions specially designed for the maritime and offshore vertical businesses. SetelHellas is currently operating in Piraeus, Cyprus, Dubai, Singapore and Korea covering the International Shipping Industry and serving directly and through our partners more than 200 shipping companies worldwide. With emphasis on low-cost and high-value solutions as the key to both short and long-term economical sustainability, SetelHellas has designed and developed a wide range of solutions that enable organizations to expand the possibilities for competitive advantage and reach their full potential.

We learned lot about their business model, innovative solution, etc. We had a clear, simple and friendly presentation.

All these presentation had an open question section where we got interesting answers about what makes them different, how they approach to innovation and how they benefit to it, their company size, weakness and strength, about key to their success, challenges and objectives.

I got thrilled how successful SetelHellas was and the different types of solution that offered offer globally. It was surprising for me to learn that Global Ship producers have used them to define standards and develop high sophisticated devices. Small companies in size are taking the lead in IT innovation and this is very high achievement considering the specifics of the sector. I can resist the idea to present some of their solution. I am listing all of them because we had live illustration and cases for each of them. This presentation was really very impressive and interesting for me personally.

1- The SeeMBox-V© is a solution suite that comprises from equipment, software and services to **deliver the required level of Information from the vessel to the Office.**

2- **SmartBox-V™ Open IoT** - SetelHellas' valuable contribution as the digital partner of the managing company is the foundation for the delivery of higher education. **The online Master's degree is available exclusively via the innovative SmartBox-V™ Open IoT** platform which allows maritime personnel to study and complete a full Master's program accredited by the University of Plymouth, while on board or onshore.

3- SeeMBox-V© MRV

SeeMBox-V©, like any other solution of SetelHellas, is developed to meet the ever-changing maritime needs aiming among others to **be in alignment with Maritime Regulations.**

4- SmartWATCH

Improve Availability, Responsiveness & Predictability

© is a powerful tool developed by SetelHellas to easily monitor and track the availability and responsiveness of servers, network devices and applications, gathering accurate statistics and performance data, automatically generate alerts and send to shore and in addition be programmed to auto recover from failures even if vessel is out of network reach

5- Global VSAT

SetelHellas, is a premier global provider of managed satellite communications solutions specifically for remote and harsh environments including the maritime market.

6- SmartBox-V™

With emphasis on low-cost and high-value solution as the key to both short and long term economical sustainability, SetelHellas has developed an integrated bundle of equipment, software and quality services that enable Shipping Companies to respond to the unique challenges of the demanding Maritime industry. Our solutions reflect our experience in working with companies like yours.

7- Maritime Surveillance Solution (MARSS)

The Maritime Surveillance Solution (MARSS) increases the level of safety and security in the work environment onboard the vessels. MARSS offers multiple layers of surveillance and monitoring of several onboard locations simultaneously. It provides customized image detection algorithms to alert on for unwanted behaviours and waterborne threats or when onboard conditions change.

8- Maritime Telemedicine Solution (MTS)

SetelHellas, utilizing the “best-of-breed” technology and services, introduces a Maritime Telemedicine Solution (MTS), enabling shipping companies to Unlock The Business Value of connected care. This way many services currently conducted in a clinic or hospital can be delivered less expensively on board the vessel.

9- VoIP Solutions in collaboration with Cisco.

The third meeting happened at Piraeus Port Authority S.A. Piraeus, the largest port in Greece and one of the largest ports in the Mediterranean, which plays a crucial role in the development of international trade as well as the local and national economy.

We meet Dimitris Spyrou - ProTEUS Maritime Surveillance Cluster and his colleagues. They gave us a short presentation of Piraeus Port Authority and their ongoing projects. What I learned most was that all these business operative with each other as one, they support each other and they operate as cluster for their join interest. They are so much connected to each other, that all their resources are used for the same purpose to develop their market, creative disruption in the maritime sector, create new jobs and extend their network in lots of other countries and region. We have been presented lots of initiatives where EU funds have been used to fuel the innovation, to strength sector and create more jobs for the locals. Their project and ambitions were so big that the port had intention to become leader and the first in lots of aspects of maritime sector. With other words, they show us clearly that becoming professional, open to challenges and innovation and working closely with Universities, businesses and other actors you can reach the sky and transform a market.

The last structure that we visited was at **GMC Maritime Training Center**. As they were moving offices and reallocating in another building it was not that suitable date for them but beside that we had a great welcome from their assisting staff and used their premises to continue with our plan. We weren't able to meet the Ioannis Giannopoulos, Managing Director but her assistant gave us a short and clear presentation of their company. We learned about their services, their portfolio of certifications and their offices. We learned that **GMC Maritime Training Center** offered varieties of COURSES (more than 81) and some of these were offered directly from the training center with their resources) and some of the most advance courses in collaboration with other education institutions.

In addition, the GMC training center undertakes the responsibility for the design, implementation and certification of different Company with ISO 9001:2015, ISO 14001:2015, OHSAS 18001:2007, ISO 45001:2018, ISO 50001:2011

We saw some photos from their training centers operating successfully in different regions of Greece. All these offices had the right tools to make the learning process as easy, practical and efficient. What I like most was the variety of courses and the level of specialization that are difficult to be found that easily in one place. They had done a great job and they were proud and happy for that.

The last presentation we had were from Gregory Yovanof- Representatives of Member Organizations of the Cluster- STRATEGIS Maritime ICT Cluster. All these pieces of information we have been presented during the 1 day visit, the new ideas we got from high professional project managers, the companies, entities and organization we have visited onsite and got introduced, served the purpose of creating a full picture of what was coming next.

We got introduced with **STRATEGIS Maritime ICT Cluster. STRATEGIS – Maritime Center of Excellence**, is a non-for-profit organization with the vision to become a global Consulting and R&D center in advanced technologies, strategy and entrepreneurship for the Blue Economy & the Digital Shipping of the future. Strategis focuses on the creation, development, and management of collaborative innovation networks and commercial clusters in the shipping industry, with emphasis on the application of advanced ICT technologies in digital shipping. **Strategis** is slated to be a world-class maritime innovation hub. I learned that the most important subjects (supporting organization) we visited were the founding members and the core of the STRATEGIS - Maritime ICT Cluster network.

We had an excellent power point presentation about Global Shipping Trends, Strategy for Digital Shipping and Regional Development, EU Maritime Clusters (As part of the Digital Single Market Strategy, Europe has launched the Digitising European Industry initiative (DEI) in April 2016) Finally, I consider the CAPITALIZATION Visit in Piraeus, in the framework of Eco-nautinet project very valuable and useful. All the sites and presentation have completed a cycle of knowledge I am eager to share with all interested parties in Albania. The final summary of our 1- day visit was that **shipping is undergoing a Technological Revolution**. To succeed the shipping industry needs to **embrace digitalization**, to **support and promote the Clusters & networks of innovation** as inseparable tools of a Regional Growth Strategy, to **accelerate transformation** through industry consolidation and to create a well-defined strategy(It is Strategy & NOT technology that drives Digital Transformation) I will close my learning experience with a quote from **BCG” Carriers to Digitize or Die”**

ANNEX 1

Solution “Enaleia” is the first marketplace for the fishing sector. It trains and connects unemployed people with employers from the fishing industry, currently in Greece and now focusing on expanding in Europe. In this way, the European fishermen employees can recruit faster, better and more trained employees, and unemployed people can find high paying jobs, that do not require a university degree. We are focusing on having 5000 fishing ships and 7000 unemployed people in our platform in the next 5 years. We are paid as a typical recruitment service. Each employer pays us per matching an amount of money equal to the first salary of the employee, and the employee pays us 50% of his first salary

XYZ 3D Laser Scanning Services

XYZ provides an accurate 3D Laser Scanning solution that offers ‘as built’ measurements and 3D model of the ship’s structure. XYZ utilizes its experience in surveying and depicting complex steel structures (e.g. fitting the steel roof on Karaiskaki Stadium) in order to provide a virtual tour of

each vessel. Users can obtain measurements anywhere on the picture. In this way, quick cost savings are achieved and, hence, there is no need for costly trips to the ship. Virtual tour allows all measurements in the internal and external surfaces of the ship achieving maximum accuracy for large dimensions, full scan of the ship's body in 8-12 hrs and accurate definition of deformation.

3. TECHNOPOLO OF RAVENNA, Value chain, Ravenna – Italy, September 17th 2018.

HOSTS:

Mr. Flavio Bergonzoni



Maria Rosa Bordini



Nautical Technopole is a research facility which works in the field of advanced marine applications, design and materials technology, gathers University of Bologna's most advanced skills; it started in 2010 thanks to the unified efforts of Emilia-Romagna Region, Province of Ravenna, Municipality of Ravenna and University of Bologna.

Nautical Technopole thanks to its disciplined approach to innovation, integrate basic and applied researches in the main nautical disciplines and naval engineering through collaboration with private clients and industrial partners, working as an extensions of their in-house R&D department. Combining the best academic research with business ethics, staff members collaborate across many fields, sparking new ideas and solution in marine applications.

Nautical Technopole takes also part in several research projects funded or co-funded by national and international institutions and is involved in various consultancy activities.

AGENDA

h. 9,30 meeting at CNA RAVENNA

h. 10,00 -13,00 visit at TECNOPOLO and meeting with testimonials:

- **Mirco Bagnari**, Consigliere assemblea legislative Regione Emilia Romagna
- **Prof. Ing. Alfredo Liverani**, University of Bologna, Responsible of the laboratory of materials and applications for nautical sector – Tecnopolo of Ravenna
- **Carlo Pignatari**, coordinator Clust-ER of mechanical sector in Emilia – Romagna Region
- **Maurizio Garavini and Danila Padovani**, responsables CNA Nautica Forlì-Cesena
- **Raffaele Fabbri**, Glomex s.r.l. Entrepreneurs of nautical sector

h.13,00 lunch at ristorante La Nuova Madia (Ravenna)

h 15,00 visit to the company Sapir and to the harbour of Ravenna

h. 17,00 interviews for the video of the visit

PARTICIPANTS:

	Name	Surname	Name of company/institution	Line of business	Country
1	Blenard	Xhaferaj	University of Vlora	Lecturer of Naval Architecture and Ship Design; University of Vlora "Ismail Qemali"; Faculty of Technical Science ; Department of Engineering and Marine Technology	Albania
2	Luciano	Beg	Marservis d.o.o.	Shipbuilding, service, production of boats parts made by fiberglass	Croatia
3	Flavio	Bergonzoni	CNA RAVENNA	Bussines suport institution	Italy
4	Maria Rosa	Bordini	CNA RAVENNA	Bussines suport institution	Italy
5	Vedran	Vukas Džaić	Intuit d.o.o.	IT Sector	Croatia
6	Dimitris	Vlachos	Adamant Composites Ltd.	Nano-Composite Materials, Composites Processing & Manufacturing, and Engineering Design & Analysis	Greece



FEEDBACK REPORTS FROM PARTICIPANTS:

1.	Flavio Bergonzoni	CNA RAVENNA	Bussines suport institution	Italy
2.	Maria Rosa Bordini	CNA RAVENNA	Bussines suport institution	Italy

We took part to the capitalization visit in Ravenna on September, 17th 2018

This is the agenda of the visit:

h. 10,00 -13,00 visit at TECNOPOLO and meeting with testimonials:

- **Mirco Bagnari** , Consigliere assemblea legislative Regione Emilia Romagna
- **Prof. Ing. Alfredo Liverani**, University of Bologna, Responsible of the laboratory of materials and applications for nautical sector – Tecnopolo of Ravenna
- **Carlo Pignatari**, coordinator Clust-ER of mechanical sector in Emilia – Romagna Region
- **Maurizio Garavini and Danila Padovani**, responsables CNA Nautica Forlì-Cesena
- **Raffaele Fabbri**, Glomex s.r.l. Entrepreneurs of nautical sector

h.13,00 lunch at ristorante La Nuova Madia (Ravenna)

h 15,00 visit to the company Sapir and to the harbour of Ravenna

h. 17,00 interviews for the video of the visit

The Capitalization visit at Ravenna was really interesting in connection with ECONAUTINET PROJECT'S main objectives.

First of all, we visited the Tecnopolo - CIRI Advanced Mechanics and Materials (U.O. Advanced Materials and Nautical Applications), that is the Interdepartmental Center for Industrial Research of the University of Bologna, which works in the filed of advanced applications in mechanical engineering and materials technology.

We visited the equipment and instruments of the Advanced materials and nautical applications Unit. The referent of the Tecnopole Dott. Ing. Liverani is really interested to take part to the Econautinet network in order to start a collaboration with the actors.

We met also some testimonials that exposed the Emilia Romagna Model of Cluster Network, that foresees the collaboration between researchers, university, companies and network of companies. Carlo Pignatari, coordinator Clust-ER of mechanical sector in Emilia – Romagna Region, explained that the value-chain of the nautical sector represents a large number of medium-sized companies with Internationally appreciated skills and skills at the international level that produce Complex and high added value.

The value chain has as strategic objectives those of:

- To collect and organise the criticalities and requests for innovation from the sector and Specific to the nautical sector in our region.
- Monitoring the supply of research and innovation skills and structures within the Region and address them in the light of naval design with particular regard to the Recreational boating.

- Addressing new resources and competences in the development of low-impact naval systems (Alternative fuels, electric or hybrid motors).
- Promote the meeting between supply and demand through the opening of dialogue channels and monitor their efficiency.
- Identify technology issues common to multiple companies, create multidisciplinary units Able to deal with all the inherent aspects, with the aim of introducing new technologies In the nautical sector.
- Promote the cultural growth of all the parties involved.

Raffaele Fabbri is the director of the company Glomex; it was founded in 1984 and it is one of the leading company in the manufacturing of specific antennas for nautical sector. Born with the ambition to make products of quality and to connect people in the maritime telecommunications, it has reached its objective focusing on values like: quality, efficiency, value, investments in technology and human resources, service, and responsibility. All factors that have contributed through the years to build up solid relationships with its distributors and the mayor worldwide boat-builders. Style, performance, passion, professionalism and hard work turn to the excellence are the additional characteristics that countersign Glomex all over the world. Raffaele Fabbri exposed to the participants their experience of working network with some other companies.

In the afternoon we visited Sapir that is the main Terminal Operator of the harbor of Ravenna and one of the largest ones in Italy.

It manages a 500,000 m² area and relies on 1,600 m of docks with a 10,50 m water depth, linked to the railway network and equipped with seven harbor cranes capable of handling heavy lift cargo up to 280 tons.

The operational area includes about 67,000 m² of warehouses, 41,000 m² of indoor areas and 148,000 m² of yards for goods storage and a tank farm having a 84,000 m³ storage capacity.

SAPIR has got a fleet of highly performing operational means for handling activities in yards and warehouses and for the transfer of goods. They ensure high performances for any type of handled goods, also using state-of-the-art computer technologies.

The terminal is served by an efficient railway network with 11 km of tracks.

Thanks to an experienced and highly specialized staff, the SAPIR facilities can ensure maximum efficiency in handling and storing fertilizers, minerals, iron and steel products, timber, project cargo, liquids and controlled temperature goods.

All are very available and open to cooperation and collaborations for boosting nautical sector, building transnational partnerships and opportunities for common growth.

Partner report of: **CNA RAVENNA**

People of CNA RAVENNA who took part to the visit: **FLAVIO BERGONZONI, MARIA ROSA BORDINI**

3.	Luciano	Beg	Marservis d.o.o.	Shipbuilding, service, production of boats parts made by fiberglass	Croatia
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Short description of visit in Ravenna

We are presenting you a short description of visit in Ravenna 17.9.2018.

Most of the time we spent in development center Tecnopolo Ravenna. Tecnopolo is research center who is engaged in advanced technologies and materials in nautical sector. Project which started in 2010. combines interest of county, municipal, university and private sector during reseach of new technology. With help od county and municipal, Tecnopolo is set as leading research facility in new materials, products and technology for private sector, including academic community. So, the private sector has a demand that a research center with the help of college students is researching and developing, funded from the municipality and county with the help of European funds. The benefit of this kind of cooperation is multiple.

The private sector gets an already elaborated idea or technology. College students had an excellent extracurricular activity and they are one step closer to future careers. The county and municipal benefits of this project in getting greater employment and development of private sector. It's a win – win situation.

Currently, Tecnopolo is engaged in dynamic research on dynamic testing of the usability of a prototype foil and 128 core mega computer is used for this purpose. In expertise of new materials area, currently is exploring the use of jute and hemp as binders in polyester laminate by avoiding glass fibers to minimize environmental impacts. There is cooperation with Luna Rossa in the cavitation area, Nautinet project to which attention is paid to the end of life of the vessel and its disintegration as well as the decomposition of composite materials.

The bright example of this cooperation is described by director of Glomex , the most important company in nautical sector in his presentation. Further on, in our visit we had a sightseeing in port of Ravenna which is second biggest port in Italy in which we acquainted with the work of the largest freight forwarder in it.

I think that visit to Ravenna was very thoughtful, because this kind of cooperation can also be established in our country too. The point is understanding the need for netting which benefits all. There is also development facilities in Croatia, incubators, universities and there is private sector struggling with research mostly based on attempts and error methods. I believe there is much to be done with cooperation with Croatian Chamber of Economy, county and municipalities and other state companies.

4. Dimitris Vlachos	Adamant Composites Ltd.	Nano-Composite Materials, Composites Processing & Manufacturing, and Engineering Design & Analysis	Greece
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What you saw, learn about the network that you visited.

The most interesting part of the visit was the presentation of the Laboratory of Advanced materials and nautical applications at the Ravenna Technopole. This laboratory specializes in naval engineering focused on yacht and motorboat design. The laboratory is an important member of the

network and collaborates with local boat builders providing design and analysis services (including advanced CFD) as well as development of molds and tooling for manufacturing with composite materials.

How do they operate?

There was limited information provided about the operation of the network. Its main purpose is to connect academia and research institutions with the local industry, but the methods of operation were not explicitly presented.

Who are their members?

Research institutions, universities and local industry. There is a broader cluster for the mechanical sector which includes companies and institutions specifically related to nautical applications. The role of the cluster is to promote collaboration between research institutions and industry (mostly SMEs) and assisting in acquiring funding for common projects.

What are the benefits of the network?

There was only limited information about the benefits of the network (eg success stories). Apparently the most important benefit for a member of the network is the development of new products or services through the collaboration with other members of the network and the sourcing of funding to accomplish this.

What can we, by your opinion, apply in forming our ECONAUTINET network?

As there was not sufficient information provided about the best practices of this network, its success cases etc, it is difficult to propose specific actions or practices for the ECONAUTINET network.

What did you appreciate the most from the visit?

The presentation of the Laboratory of Advanced materials and nautical applications at the Ravenna Technopole. The presentation of GLOMEX CEO.

What I did not appreciate in the visit.

The visit to the Port of Ravenna and the tour of the site by the terminal operator Sapir. Although the tour was very impressive, it was not clear if Sapir is an active member of the network and what would be the potential collaboration with the Port of Ravenna for the members of the ECONAUTINET.

What I missed in the visit.

Visits to industrial members of the network or presentations from companies regarding their experiences from participating in the network. The presentation of success stories would have been very helpful to understand the operation of the network and identify best practices.

Chance to interact with the other representatives and exchange information about business activities and interests. Perhaps a short 1-2 hour session with short presentations from the representatives could have been included in the agenda of the visit.

The presentation of the coordinator of the Mechanical sector Cluster in Emilia – Romagna Region. (was not done due to time limitations)

5. Blenard Xhaferaj	University of Vlora	Lecturer of Naval Architecture and Ship Design; University of Vlora "Ismail Qemali"; Faculty of Technical Science ; Department of Engineering and Marine Technology	Albania
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REPORT RAVENNA CAPITALISATION VISIT

The Capitalization visit in Ravenna, in the framework of Econautinet, started as it was scheduled at 9:30. Starting point was CNA Ravenna.

The Laboratory of Advanced materials and Nautical Application was the first structure that we visited during this visit.

Prof. Alfredo Liverani, which is the **Scientific Coordinator of this laboratory**, informed us about the **main activities of the laboratory and presented the human and instrumental resources of laboratory, accompanying us to the areas and workshop available at the lab.**

From the discussions and what we have seen it was clearly evidenced that the Laboratory of advanced materials and nautical applications _Tecnopolo della Nautica_ University of Bologna is a very important structure for research, development and innovation, for boat building industry in the Region of Emilia-Romagna.

The industrial field targeted for applications at the Laboratory of Advanced Materials and Nautical Application are related to; Marine industry, automotive e aeronautics; Composite materials; Environmental and energy saving industrial field, in order to study advanced solutions in the fields of composite materials, computational fluid-dynamics, advanced design methods and sensor technologies, in order to obtain more performance and eco-friendly boats/yachts of lighter and cheaper construction.

In particular they are focused on:

- advanced design systems, capable of multi-parameter optimization of complex dynamic systems and use of automated simulation (Simulation Driven Design)
- structural calculation systems extending Finite Element Methods (FEM) to the specifics of composite materials and complex structures, like marine ones;
- methods of Computational Fluid-Dynamics (CFD) applied to advanced problems of two-phase flows and Fluid Structure Interaction, either with traditional formulations (RANS, potential) or with innovative ones (SPH, Vortex Methods);
- innovative and eco-friendly composite materials, and related production and recycling processes;
- Instrumental systems of nautical sensor technology and computer vision, as well as quality control system for composite structures.
- virtual prototyping and photorealistic visualization;

The Laboratory of Advanced Materials and Nautical Application was a well managed unit, which carried out scientific research on the basis of current and future needs of companies operating in the Emilia Romagna region. In my opinion, in this aspect is very good example to be taken for Albanian University in order that our Universities to carry out the scientific research based on the need of the stakeholders and not to do the research for the research.

After that we had a presentation from Glomex S.r.l, which presented us a new 100% wireless remote monitoring & interactive system for boats. We found this new system very interesting and of course we will do a dissemination of this new system to Albanian companies that operate in region.

Also we had a presentation and discussion with representative of Cluster of mechanical sector in Emilia Romagna Region. During the free discussions it was emphasized that cutting across all the production chains of the region, the mechanics and nautical (boat building) industry of Emilia-Romagna develops process and product innovations that are essential for specific industrial fields. Companies in the mechanical and nautical industry in Emilia-Romagna together represent a cluster which is at the forefront when it comes to technology and focuses on innovation in order to maintain its position while competing in the global market.

The last structure that we visited was the port of Ravenna and representatives of Sapir Engineering presented us an overview of port of Ravenna, its main activity and main actors that operate in port area, and after that we visited the area of the port of Ravenna. From the presentation and what we saw it was observed that today, the Port of Ravenna is a large facility able to offer the most complete range of services to all types of goods. It is a dynamic reality, subject to large public and private investments aimed at improving infrastructure facilities, expanding and at the same time specializing offering services to achieve ever higher quality standards.

Finally I consider the capitalisation visit in Ravenna, in the framework of Eco-nautinet project very valuable and useful and I can appreciate the most the visit at the Laboratory of Advanced Material and Nautical Application.

6.	Vedran	Vukas Džaić	Intuit d.o.o.	IT Sector	Croatia
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Subject: Report on Ravenna capitalization visit – ECONAUTINET

Dear, here follows the report on visit to Ravenna on 24.09.2018.

Business practice, in which several companies form a cluster in order to strengthen their individual values and represent themselves, with some bigger and more complete product, is very interesting and inspiring.

The way how they did that in Ravenna, not only among companies that service and produce, but also support by science institution like their Università di Bologna (Tecnopolo di Ravenna) gives great example how that cluster can do long runs. They complete circle of not only designing new

product but also in future additionally improving it in development cycles. Furthermore, they enjoy full capability of developing new products and using creativity by creating new products, which they encounter in their business as, required from market.

It is very visible how decision makers from companies like Glomax and science institution like Tecnopolo have very close and open cooperation, through which they can share without boundaries ideas and thought on products they develop and improve. That is very important for success of positioning final product on market.

Bringing this cluster in Italy close to other countries, for example like Croatia, and including new partners into their mission, strengthens their services and products internationally. Which is very important in maritime industry since they have a common market – Adriatic sea.

For additional “strengthening” of existing cluster, but also for forming new cluster, it will be very important to publicly promote and “discover” results from such joint venture, which will be most convincing to possible new partners. Furthermore, organizing “testimonials” among possible new partners where current cluster members will explain them all advantages of cluster forming, and eliminating fear of negative competition between them.

My company, as IT system integration and services provider, in maritime industry through this project found new opportunities and possible cooperation with above-mentioned participants.

We are capable of and interested in:

1. Supporting Tecnopolo in future IT technology solution implementation which will help them more efficiently design and test new models and materials which are used in maritime shipbuilding industry (computer servers with powerful processing performance, machine learning solutions...
2. Supporting and participating in designing of Glomax solutions for maritime industry, bringing them more closer and more specific for certain market of boat industry
3. Cooperating with Glomax in selling their products more broader then their current sales capacity (for instance on Croatian Dalmatian coast) directly to interested clients
4. Giving support services in implementation and maintenance of Glomax products on boats, which operate on Croatia Dalmatian coast.

Our next step is to consume exchanged contact information's with all participants of this venue, in order to form relation that is more concrete and investigate further business opportunities.

Hope you find this report useful and which you all the best in future of this project, for which we are more than interested to participate in.

4. MARE Tehnology Cluster FVG, Mongalcone – Italy, Settembre 25th 2018.

HOST: Carlo Kraskovic

Project manager



Italian technology districts were created to support the achievement of higher levels of technical and economic competitiveness in specific economic/territorial areas; their evolution in technology clusters, whose primary purpose is to support the implementation of research, education and innovation policies, took place gradually under the pressure of Europe and was completed with the definition of 2014-2020 Framework. MareTC FVG was established as an association in 2008 - called DITENAVE – from the programmatic agreement between enterprises and local authorities of Friuli Venezia Giulia Region. In 2012, after the recognition by the Italian Ministry of Education, became a limited liability consortium. 2015 was the completion year of the transformation of mareTC FVG in a technology cluster, in full conformity with the European definition, with reference to f maritime technologies domain (Blue Growth: shipbuilding, boatbuilding, offshore, transports, infrastructures, logistics, services for navigation and yachting).

MareTC FVG aims to promote and develop and support scientific and applied research, technology development and training, dissemination of results and stimulate innovative activity, the shared use of facilities, the exchange of knowledge and experiences, technology transfer, networking and shared information among companies and research organizations, and internationalization. MareTC FVG strategy aims to implement activities in the coming years along three paths of equal importance:

- give dynamic dimension to the process of entrepreneurial discovery, supporting it with strong animation capabilities, aggregation, and integration;
- create a highly interconnected system to support the processes of research, innovation and human capital growth, and increasing existing levels of excellence towards the territorial offer of accompanying services;
- bring the territorial system of maritime technologies to be the protagonist of the national, European and international processes for competitive growth.
- In essence, the goal of mareTC FVG is the growth of the intangible value of the system of maritime technologies in the region Friuli Venezia Giulia: Sailing to the Blue Growth.

AGENDA:

ECO_Nautinet Capitalization Visit Sep. 25, 2018			
Agenda			
10:00-11:30	Maritime Technology Cluster FVG www.marefvg.it	Martina Rossi – Cluster Manager Carlo Kraskovic – Project Manager	Via Callisto Cosulich 20, Monfalcone (GO)
11:40-12:00	Marinas FVG TBC www.fvgmarinas.com	TBC	Via Callisto Cosulich 20, Monfalcone (GO)
12:00-12:45	Cantiere Alto Adriatico www.alto-adriatico.it	Alessio Ferluga Manager	Via Timavo 78, Monfalcone (GO)
13:00-14:00	LUNCH Break @ Marina Hannibal		Via Bagni Nuova 41, Monfalcone (GO)
14:00-14:30	Marina Hannibal www.marinahannibal.com	Matteo Pribaz , Administrative Manager	Via Bagni Nuova 41, Monfalcone (GO)

PARTICIPANTS:

	Name	Surname	Name of company/institution	Line of business	Country
1	Agron	Dukaj	University of Vlora	Lecturer Department of Marine SCIENCE, University of Vlora "Ismail Qemali";	Albania
2	Flavio	Bergonzoni	CNA RAVENNA	Business support institution	Italy
3	Maria Rosa	Bordini	CNA RAVENNA	Business support institution	Italy
4	Snježana	Kupres	Metonia d.o.o	NLP coach - SME - Tutor	Croatia
5	Ioannis	Kostopoulos	SammyYacht	Smart Marinas	Greece
6	Denis	Paliska	SANDILINE	Nautical equipment	Slovenia
7	Alberto	Manzin	CPP Piran	SMEs support organization	Slovenia
8	Mitja	Petek	RRC Koper	RDC	Slovenia
9	Giuliano	Nemarnik	RRC Koper	RDC	Slovenia



FEEDBACK REPORTS FROM PARTICIPANTS:

1.	Agron	Dukaj	University of Vlora	Lecturer Department of Marine SCIENCE, University of Vlora "Ismail Qemali";	Albania
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A Short Report about the visit in Monfalcone, Italy on 25 of Septembre 2018.

The visit in Monfalkone began with a meting in the Mare FVG Technology Cluster (*The Maritime Technology Cluster of Friuli Venezia Giulia (Italy)*), oficces, following by two other visits to 2 marinas Ne vazhdim u bene dy vizita ne 2 marina: Alto Adriatico and Hanibal.

In my short report, I will dwell more on the meeting held in at the Mare FVG premises. I think that the experience presented to us during the meeting is a good experience, in very detaild steps, that I think we should follow to implement a model network in Eco-Nautinet Project.

Following the flow of the presentation, made by Carlo Kraskovic, Project Manager at Mare FVG, I found that it is possible to set up and operate a network where different actors can be involved, whose activity is directly or indirectly connected with the marine industry.

In a brief introduction: the Mare FVG is a The Maritime Technology Cluster in the Region of Friuli Venezia Giulia (Italy). The Maritime Technology Cluster of Friuli Venezia Giulia is a no-profit public-private consortium (cluster management organization). It was established in 2009 but since 2015 it gained further important roles, especially connected to the Smart Specialization process.

In essence a Technology Cluster is different from a Bussines Cluster. Technology Cluster: is a group of enterprises and other related supporting actors (institutions and research actors) that cooperate closely together in a particular location and in a specific economic sector.

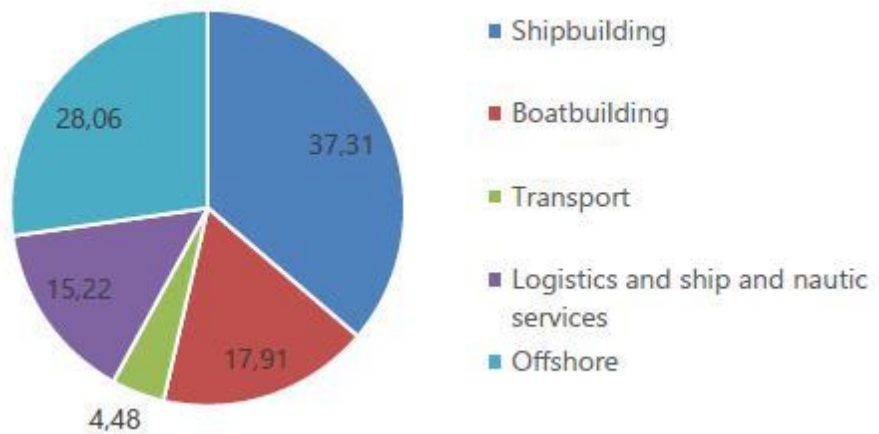
In the future steps we should be aware that:

- the Clusters are defined by relationships, not memberships
- the Cluster Organizations are no-profit actors which support the development of clusters
- the Cluster may not correspond with political borders.

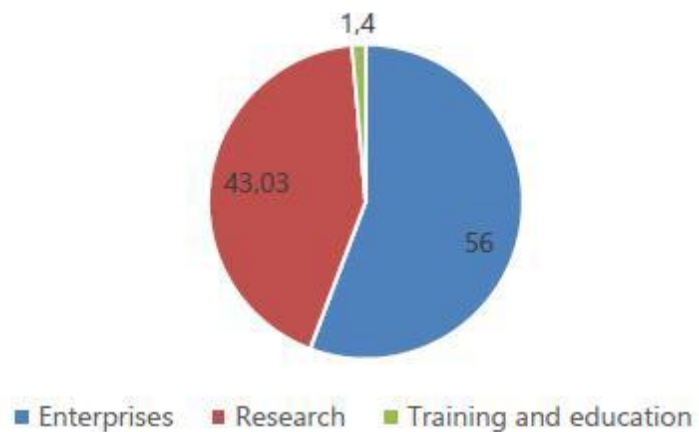
The Maritime Technology Cluster of Friuli Venezia Giulia is a no-profit public-private consortium (cluster management organization). It was established in 2009 but since 2015 it gained further important roles, especially connected to the Smart Specialization process. Nowadays e Marina FVG Technology Claster from a unit of only two people has reached in more than ten people and includes in its network 45 Members (shareholders) and about 150 Stakeholders located in the regional territory.

45 Members (shareholders):

Big Companies,
 SMEs,
 Universities,
 Research Centers,
 Scientific Park & Incubators,
 Education Organisation,
 Port Authority,
 Agency of the chamber
 of Commerce of Trieste,
 Business aggregation



About 150 Stakeholders located in the regional territory



In my opinion:

1. the model of the Cluster we have to build should be exactly that, a Technology Cluster, in which participation is through establishing mutual relationships and not in the form of membership. It would be more convincing to create small technological clusters within the boundaries of the participating countries in the Echo-Nautinet Project. I think that the creation of such clusters in the respective countries will serve to:

1. Profit of necessary knowledge and experience to play the role of Cluster Organizer
2. Better knowledge of resources, requirements, opportunities and proposals from the national maritime business
3. Sensitization and attractiveness of other businesses that were not contacted in the first phase of the project
4. Getting experience to extend the network further, with a view to creating a broad cluster, ie creating the Echo-Nautinet network.

Using the presentation, at the meeting held at the Marina FVG office in Monfalcone, I quote a very interesting experience attended by Marina FVG:

The maritime sector of FVG is mainly focused on **TRADITIONAL activities, whereas also EMERGING ones are growing** (here every one can list traditional and merging activities in her/his country)

Steps of the Innovation Challenge

1. Identification of innovation needs and priorities of big companies
2. Call for ideas for SMEs and research players with reference to innovation needs and
3. Evaluation of the ideas by the big companies
4. Search for further development opportunities for the selected ideas
5. Advanced Skills in Safety, Environment and Security at Sea (Master Programs, Upskilling Programme, Training the trainers)

Summarized by the presentation of Marina FVG, held on 25.09.2018 in Monfalcone (IT)

Agron Dukaj

University of Vlora, Albania

Facilitor in Echo-Nautinet Project

2.	Flavio	Bergonzoni	CNA RAVENNA	Business support institution	Italy
3.	Maria Rosa	Bordini	CNA RAVENNA	Business support institution	Italy

CAPITALIZATION VISIT at MONFALCONE

The Capitalization visit at Piraeus realized on the 25th of September in Monfalcone was very well organized and interesting in connection with ECONAUTINET PROJECT'S main objectives.

1) The first step of the visit was at **MARE TC FVG - Maritime Technology Cluster FVG**, with Martina Rossi (Cluster Manager) and Carlo Kraskovic (project manager).

MareTC FVG aims to promote and develop and support scientific and applied research, technology development and training, dissemination of results and stimulate innovative activity, the shared use of facilities, the exchange of knowledge and experiences, technology transfer, networking and shared information among companies and research organizations, and internationalization.

MareTC FVG strategy aims to implement activities in the coming years along three paths of equal importance:

- give dynamic dimension to the process of entrepreneurial discovery, supporting it with strong animation capabilities, aggregation, and integration;
- create a highly interconnected system to support the processes of research, innovation and human capital growth, and increasing existing levels of excellence towards the territorial offer of accompanying services;

- bring the territorial system of maritime technologies to be the protagonist of the national, European and international processes for competitive growth.

In essence, the goal of MareTC FVG is the growth of the intangible value of the system of maritime technologies in the region Friuli Venezia Giulia: Sailing to the Blue Growth.

It was very interesting for us to visit this structured cluster that from 10 years, works concretely to network companies, research and universities for technological development.

2) For the second step of the visit we visited the **shipyard Alto Adriatico**. Alto Adriatico 1977 Srl was founded out of Upon a merge of two shipyards – (Cantiere di Muggesano and Carpenteria Navale L & F.) Both shipyards were specialists zed in interior refurbishments ofing of wooden, fiberglass and steel motorboats. Later the shipyard extended its activities into the restauration of vintage vessels and the manufacturing of new wooden sailing boats. Based on theDue to the employees diligence to excellence and a long background in yacht building both shipyards were able to win numerous naval industry awards and prestigious trophies in their specific fields.

We were struck by the experience of this shipyard, which works with wood and innovative materials; it has created an informal network of suppliers in the supply chain, for the execution of its orders. The supply chain has been selected with the experience. From time to time, a new supplier is strengthened to reinforce the group; this is an informal network based on experience and trust.

3) In the third part, we visited **Marina Hannibal**. MARINA HANNIBAL, synonym of authenticity and tradition, has become an important reference over the years both for its particularly accurate position and the quality of its services.

Overlooking the Gulf of Trieste, just a few miles from the Istrian and Dalmatian coasts and nestled in the green lagoon area of the Panzano basin Monfalcone (GO), MARINA HANNIBAL has 298 berths for yachts up to over 40 meters long.

The clean waters of the channel, low in salinity due to the fresh water coming from the Isonzo river and flowing to the sea, guarantee better preservation of the hull of the boat.

Comfort, safety, reliability, tranquility, tradition and innovation between past and present... These are the characteristics that make MARINA HANNIBAL one of the safest shelters from Bora and Libeccio, both trials of the Gulf of Trieste where boats find our slipway and boatyard for ordinary and extraordinary maintenance.

All are very available and open to cooperation and collaborations for boosting nautical sector, building transnational partnerships and opportunities for common growth.

Partner report of: **CNA RAVENNA**

People of CNA RAVENNA who took part to the visit: **FLAVIO BERGONZONI, MARIA ROSA BORDINI**

4.	Snježana	Kupres	Metonia d.o.o	NLP coach - SME - Tutor	Croatia
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Report: Capitalisation Visit

Mare FVG -Technology Cluster, Monfalcone 25th Sep. 2018.

Mare FVG - Maritime Technology Cluster is organized as a group of enterprises(SMEs, big companies institutions and research centres) It is operating as technology cluster not business cluster and is defined by relationships not memberships. Mare FVG is non profit public private consortium.

Members

45 members (shareholders) consist of: Big Companies, SME's Universities, Research Centres, Scientific Park & Incubators, Education Organisation, Port Authority, Agency of the chamber of Commerce of Trieste, Business aggregation.

Approximately 150 stakeholders located in the regional territory.

Main focus:

FVG Cluster is focused on developing, research, innovation and education.

Cluster tasks:

- mapping and aggregation of needs and priorities of it's members
- animation and networking of members
- establishing joint realization of common innovation paths in collaboration with enterprises related to their ideas, concepts, competencies, policy makers related to strategies and policies and research topics related to knowledge, know -howCluster operates on regional, national and international level.

Benefits of Network:

Network is beneficial for its members growth because all actors(institutions, industry, business and the scientific world) are linked what enhances sustainable competitiveness and development.

Additionally members have opportunity and support for commercial activities as B2B meetings, participation in events, workshops, commercialization of products, access to information on technological trends, transfer of the best practices, exchange of knowledge and experience.

What I appreciate the most was the opportunity to get deeper understanding of cluster's organization and how it operates on regional, national and international level as well the opportunity to be introduced to best practice examples visiting Alto Adriatico and Hannibal Marina.

What I have heard about resistance of some SME's to join to network and to participate in activities was very helpful as this gives me information on possible same issues that might happen on our territory at the stage of enterprises animation to join network.

Possible application to ECONAUTINET network:

Based on FVG Mare experience from my point of view we need to be aware of possible resistance of some potential members to join network. We need to try to anticipate it and overcome it. To reduced resistance proper needs and priorities need to mapped and discussed with all potential members.

Through Econautinet NETWORK - some concrete activities such as organization of B2B meetings, commeralization of products and access to information on technological trends in nautical industry should be available and shared among members.

5. Ioannis Kostopoulos SammyYacht Smart Marinas Greece

What you sow, learn about the network that you visited.

During the daily visit in Monfalcone we have the opportunity to visit the Mare FVG maritime cluster, but also to visit a local shipyard and Hannibal Marina. At the first meeting with MARE FVG there was a detailed presentation of the activities of the cluster, focusing on the areas that it is activated, the past and ongoing projects and the overall strategy of the cluster for supporting innovation and regional development in the area of FVG region. Emphasis was given to international networks and projects that MARE cluster is participating, highlighting this way to the necessity of the creation of strong business links between different actors (maritime stakeholders, large corporates, SMEs, startups) in the Adriatic-Ionian space. After the meeting with the Mare FVG cluster there was a field visit at a local shipyard where the representatives presented the different units of the shipyard along with their competences for developing custom-made yacht crafts (wooden and polyester) and next there was a second field visit at the Hannibal Marina where the main facilities, the special infrastructures (Heavy lifts), the safety of the berth spaces and finally the respect to the water environment were showcased.

How do they operate?

Mare FVG aims to promote and develop and support scientific and applied research, technology development and training, dissemination of results and stimulate innovative activity, the shared use of facilities, the exchange of knowledge and experiences, technology transfer, networking and shared information among companies and research organizations, and internationalization. As a technology cluster, it is in full conformity with the European definition, with reference to maritime technologies domain (Blue Growth: shipbuilding, boatbuilding, offshore, transports, infrastructures, logistics, services for navigation and yachting).

Who are their members?

Members of the MARE FVG cluster are the local authorities and regional enterprises of Friuli Venezia Giulia Region that activated in the area of Blue Growth.

What are the benefits of the network?

The benefits of the network as described in its strategy are:

- To give dynamic dimension to the process of entrepreneurial discovery, supporting it with strong animation capabilities, aggregation, and integration;
- To create a highly interconnected system to support the processes of research, innovation and human capital growth, and increasing existing levels of excellence towards the territorial offer of accompanying services;
- To bring the territorial system of maritime technologies to be the protagonist of the national, European and international processes for competitive growth.
- The sustainable growth of the system of maritime technologies in the region Friuli Venezia Giulia: Sailing to the Blue Growth.

What can we, by your opinion, apply in forming our ECONAUTINET network?

Econautinet network is consisted of partners from different areas in Adriatic sea basin that have complementary characteristics and can cover a big range of different business areas in blue economy sector. There should be a further analysis of the dominant emerging industries in each region and focus on the development of networking links in areas where bilateral collaboration or collaboration and exchange of experiences between two or more interregional actors can be achieved.

What did you appreciate the most from the visit?

The high quality of the regional stakeholders within FVG region it is among the things that appreciated more, along with the target to areas that we have special business interest to exploit further (e.g. regional Marinas network).

6.	Denis	Paliska	SANDILINE	Nautical equipment	Slovenia
7.	Alberto	Manzin	CPP Piran	SMEs support organization	Slovenia
8.	Mitja	Petek	RRC Koper	RDC	Slovenia
9.	Giuliano	Nemarnik	RRC Koper	RDC	Slovenia

For the whole KOPER Group together:

- Alberto Manzin
- Denis Paliska
- Giuliano Nemarnik
- Mitja Petek

What you sow, learn about the network that you visited.

We sow:

MARE Technology center, + the small **shipyard** that is specialized for the building and repairing wooden boats and ships and marina Haniball with 300 moorings, but with all needed equipment also for bigger luxury yachts.

How do they operate?

The Maritime Technology Cluster of Friuli Venezia Giulia is a no-profit public-private consortium (cluster management organization). It was established in 2009 but since 2015 it gained further important roles, especially connected to the Smart Specialization process.

The shipyard was a family business for four decades later sold to the Austrian strategic partner. They say they are making dreams come true (for their customers ofcourse;)

Marina is one of the oldest private marinas in Italy offering a variety of products for their customers

Who are their members?

For the Maritime Technology Cluster of Friuli Venezia
45 Members (shareholders):

- Big Companies,
- SMEs,
- Universities,
- Research Centers,
- Scientific Park & Incubators,
- Education Organisation,
- Port Authority,
- Agency of the chamber
of Commerce of Trieste,
- Business aggregation

About 150 Stakeholders located in the regional territory.

What are the benefits of the network?

We believe this slide represents their mission in best words:

Technology Clusters are living community for sustainable innovation



Technology Clusters are implementing the smart specialisation strategy

What can we, by your opinion, apply in forming our ECONAUTINET network?

Something for sure. However, it does take time to create a network locally; and it will take more time for the establishment of international network.

From the side of Slovenian visitors we hope to learn from the Mare Technology Cluster while establishing a cluster in Slovenia.

What did you appreciate the most from the visit?

Maritime Technology Cluster of Friuli Venezia did an interesting presentation of their work and we hope we will have an opportunity to work with them in the future.

This report has been created with financial assistance of the European Union. The content of the report is the sole responsibility of City of Dubrovnik development agency DURA and can under no circumstances be regarded as reflecting the position of European Union and/or ADRION programme authorities"