

# Interreg



EUROPEAN UNION

## 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 T1.1.1

**Aggregate assessment report on SMEs needs  
in all of the involved territories  
(Containing SWOT analysis - phase 1)**

## Document Control

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02	30 May 2018	All partners	Second Version - Update the template of the document
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## Table of Contents

Table of Contents .....	3
1. INTRODUCTION.....	4
2. PROFILE OF TERRITORY.....	5
3. PROFILE OF SMEs AND THEIR KEY NEEDS.....	6
4. SWOT ANALYSIS.....	8
5. RESULTS OF QUESTIONNAIRE .....	10
6. LIST OF COMPANIES THAT FULFILLED THE QUESTIONNAIRE .....	14
7. QUESTIONNAIRE .....	21

## 1. INTRODUCTION

The objective of the specific deliverable was to identify and evaluate the experiences and possibilities of the SME's of the nautical sector (including also SME's active in the Blue Economy) in the Adriatic-Ionian region represented by domiciliary territories of the six project partners: Western Greece region, Slovenian coastal region, Istrian and Dubrovnik-Neretva county in Croatia, Emilia-Romagna region in Italy, and both Adriatic and Ionian coastal areas of Albania.

The specific deliverable established the foundation for the emergence of possible opportunities in the realisation of the ECO-NautiNET network model of organisation of the SME's.

Although there were certain specifics in some project partners, most of the responses were obtained in direct conversation with entrepreneurs' representatives, either by personal contact or by phone, and the questionnaires were filled directly through Google forms.

The number of SMEs contacted and the number of SMEs answered to the questionnaire are shown in the table:

	Project partner	number of SMEs contacted	number of SMEs that answered to the questionnaire
1	LP - Chamber of Achaia, Greece	100	25
2	PP2 - Regional Development Centre Koper, Slovenia	80	35
3	PP4 - CCE – Pula County Chamber, Croatia	86	27
4	PP5 - CNA Ravenna, Italy	34	25
5	PP6 - DURA – City of Dubrovnik development agency, Croatia	100	25
6	PP8 - Chamber of Commerce & Industry Tirana, Albania	70	24
	<b>TOTAL</b>	<b>470</b>	<b>161</b>

## 2. PROFILE OF TERRITORY

The area covered by this report occupies 67.654 square kilometres, with the population of more than 8.4 million inhabitants of which by far the largest share (both in the surface as well as in the number of inhabitants) belongs to Emilia Romagna and Albania, followed by Western Greece. Other represented parts of countries are significantly smaller.

Detailed data for each partner are given in the table:

	Project partner	Area (m2)	Population
1	<b>LP - Chamber of Achaia, Greece</b>	<b>11.350</b>	<b>679.796</b>
2	<b>PP2 - Regional Development Centre Koper, Slovenia</b>	<b>1.044</b>	<b>113.193</b>
3	<b>PP4 - CCE – Pula County Chamber, Croatia</b>	<b>2.280</b>	<b>206.340</b>
4	<b>PP5 - CNA Ravenna, Italy</b>	<b>22.451</b>	<b>4.451.000</b>
5	<b>PP6 - DURA – City of Dubrovnik development agency, Croatia</b>	<b>1.781</b>	<b>122.568</b>
6	<b>PP8 - Chamber of Commerce &amp; Industry Tirana, Albania</b>	<b>28.748</b>	<b>2.870.324</b>
	<b>TOTAL</b>	<b>67.654</b>	<b>8.443.221</b>

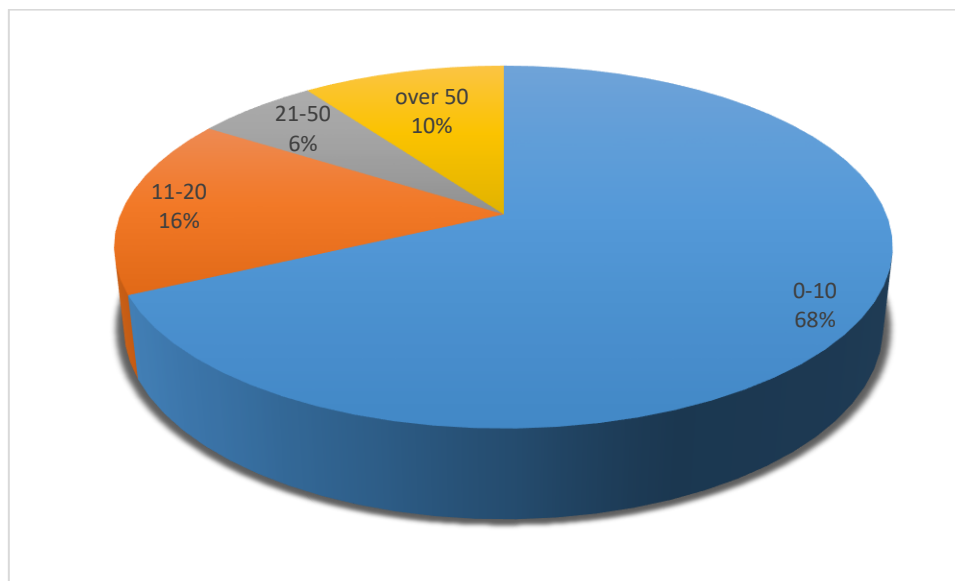
Economic indicators are very varied - while Emilia Romagna and the Istrian region are among the most developed in their countries, Western Greece is the second poorest area in the country. Therefore, it can be concluded that the economic development is uneven and inconsistent, as per GDP and other relevant indicators.

It is important to note that the nautical sector in all areas is an important factor in the economy, and it has a significant share in revenue, either through the tourism, marine transport or through technical-technological segment of the nautical business. The nautical sector has been hit by the economic crisis of the previous years, but the general conclusion is that the companies in this sector responded well to the challenges and showed a significant ability to find innovative ways to overcome the obstacles.

Almost all of the examinees pointed out that it is necessary to strength synergies among companies as well as enhance links between SMEs and business supportive agencies and research centres/universities for innovation of products, processes and technology integration.

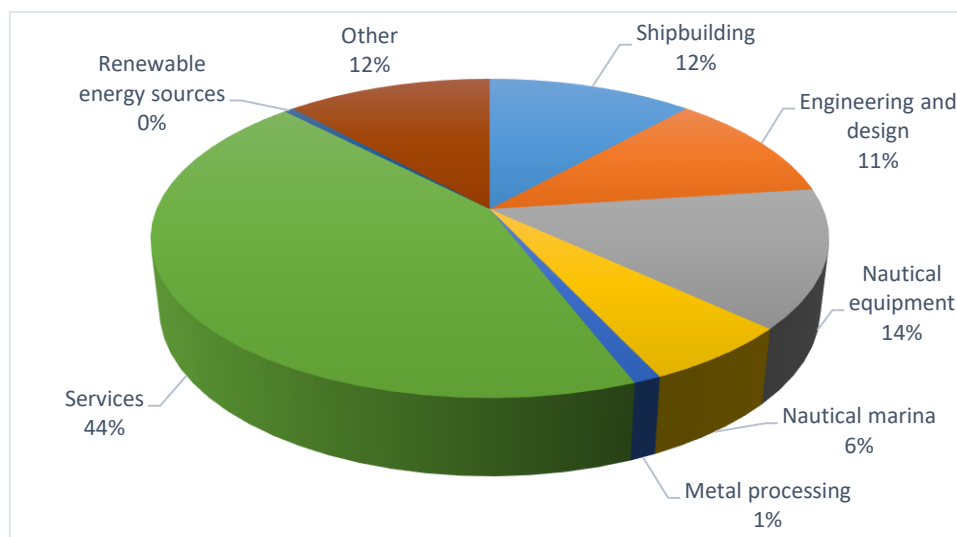
### 3. PROFILE OF SMEs AND THEIR KEY NEEDS

In a questionnaire involving companies from all the countries, most involved companies (68% of respondents surveyed) are micro entrepreneurs (employ 10 or less employees), and then companies with 11 to 20 employees (16%), as shown in the pie chart:



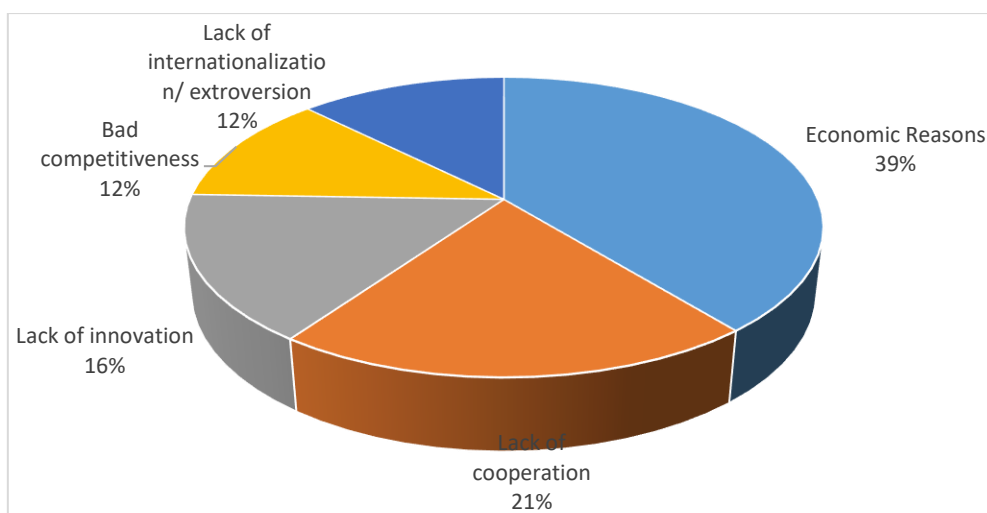
**Chart 1. Number of the employees**

A great number of the companies (44%) listed services (maintenance, reparation, managements of the marinas, etc.) as the main activity while the rest of the companies is inhomogeneous, according to the panel of products and/or services provided by the companies themselves. It is possible to count manufacturing companies (e.g. construction of boats and ships), equipment producers, engineering and design, etc...



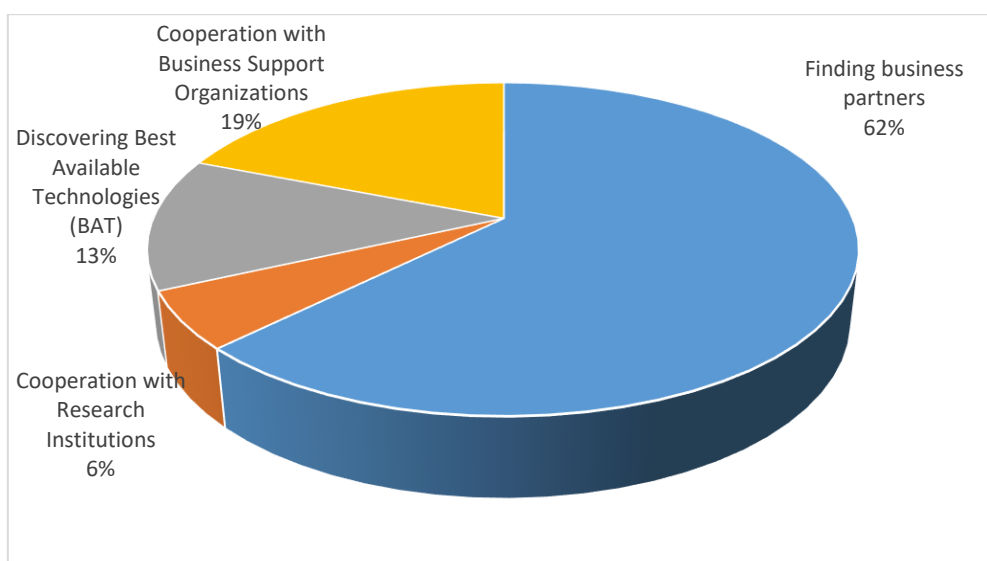
**Chart 2. Main activity of the company**

Having taken into account the in-depth interviews, useful key issues and challenges were identified and recorded. The SMEs of the nautical sector have different challenges and key issues to confront. The companies have stated that the main problems they are facing in the nautical sector are economic reasons (39%), and then lack of cooperation (21%). The lack of innovation is in third place as a significant problem (16%).



**Chart 3. Main problems in the nautical sector**

Referring to the target markets, small and very small companies mostly provide products and services at local level. The main objective of these SMEs is to increase the quality of services and products for local market, as they consider themselves too small for internationalize. Despite this situation, a great majority of them are interested in finding new business partners (62%). Establishing cooperation with business support organizations (19%) and discovering best available technologies (13%) are modestly represented, but the greatest challenge is the fact that only 6% of them are looking for cooperation with research institutions. There are many possibilities in improving this specific issue and therefore it represents a great opportunity for innovative changes.



**Chart 4. Cooperation needs of the SMEs**

## 4. SWOT ANALYSIS

The Swot Analysis is based on the vis-à-vis discussions made with the SMEs that answered the questionnaire regarding the extraction of information of the assessment in the field of nautical sector.

This work resulted to the following SWOT Analysis depicting in short terms the basic strengths, weaknesses, opportunities and threats of the nautical sector in the Adriatic-Ionian region:

Strengths	Weaknesses
<ul style="list-style-type: none"> <li>- Excellent geographic position</li> <li>- Sea and coastline very attractive for sailing and other nautical activities</li> <li>- Big nautical companies operating international sea routes</li> <li>- Tradition in nautical sector</li> <li>- Great number of companies operating the sector, well equipped with both HR and technical resources</li> </ul>	<ul style="list-style-type: none"> <li>- Lack of cooperation between nautical sector stakeholders</li> <li>- Small dimension of companies and fragmentation of the sector</li> <li>- Lack of sufficient economic resources</li> <li>- No clear development strategies due to lack of experts and influence of politics.</li> <li>- Problems regarding complex national and international regulations</li> <li>- Lack of access to innovation and lack of collaboration with research organizations</li> </ul>
Opportunities	Threats
<ul style="list-style-type: none"> <li>- Use of IT technology and innovations in the sector</li> <li>- Strengthening the cooperation with universities and research organizations</li> <li>- The willingness of all stakeholders to join a network to share common problems and find common solutions</li> <li>- High demand for product and services, including favouring tourism trends</li> <li>- Improvement of B2C provided services for local market</li> </ul>	<ul style="list-style-type: none"> <li>- Ecological degradation of the areas due to uncontrolled development and over-construction</li> <li>- Mass tourism (over tourism)</li> <li>- Political issues and instability</li> <li>- Disruptions on tourist markets</li> </ul>



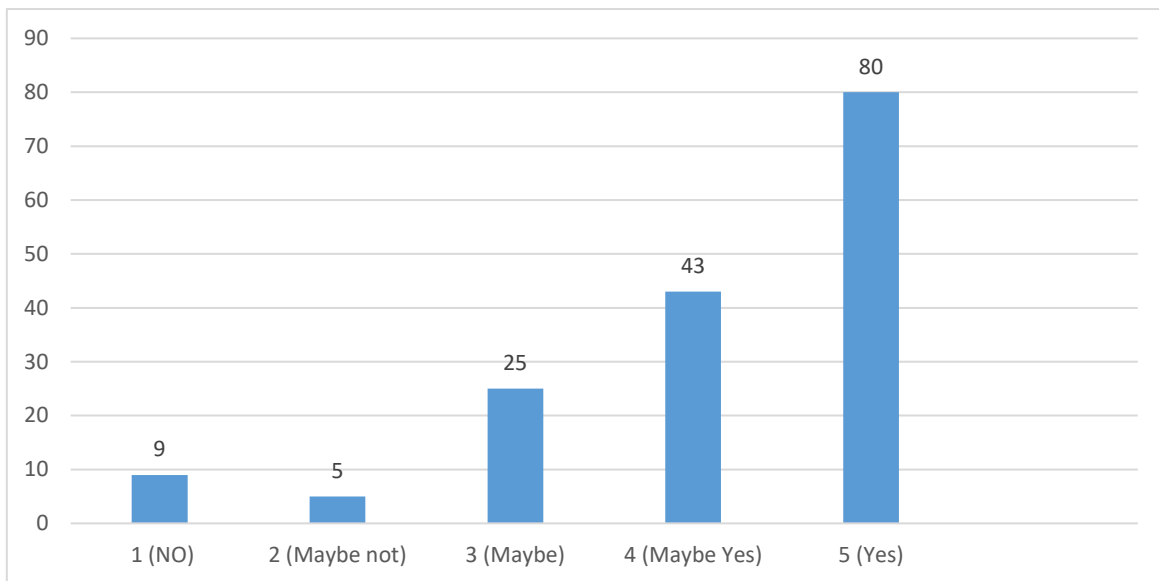
When aggregating the results of the six SWOT analysis, the most outstanding strength was the geographic position close to maritime gateways and in the area where big and well-known nautical companies operate international sea routes. At the same time, despite big sea traffic, the coastal area and sea itself are quite pure and very attractive for sailing and other forms of nautical tourism. Also, all of the countries have a rich heritage and tradition in maritime business.

Strongest weaknesses are represented in very small dimensions of the companies, along with lack of cooperation between nautical sector stakeholders, which at the same is also an opportunity because there is a great deal of willingness of all stakeholders to join a network. Since there are no clear development strategies due to lack of experts and influence of politics (which are recognized as some of the major weaknesses) there is also a strong threat that over-construction and mass tourism (which are in line with the big demand that exists on the market) could lead to ecological degradation of the areas.

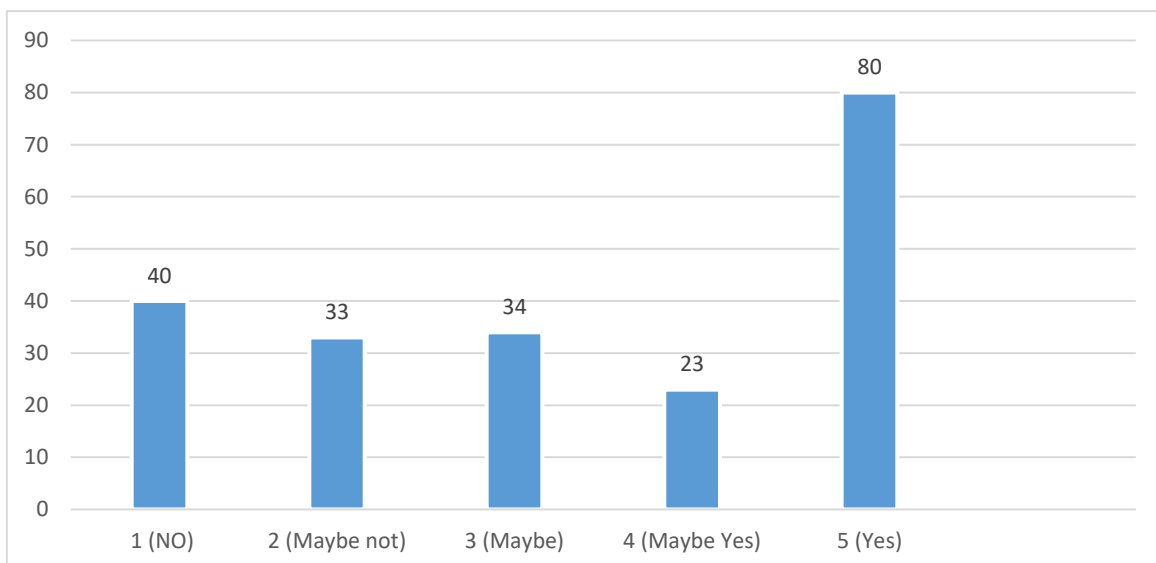
In order to unlock the development potential of the sector it is evident that some changes have to be done. The necessity to improve bureaucratic and administrative issues, simplify and enhance the legislation framework and amends some of the existing rules regulating nautical sector are necessary as it is evident that problems regarding complex national and international regulations with lot of bureaucracy and political barriers are also very common.

## 5. RESULTS OF QUESTIONNAIRE

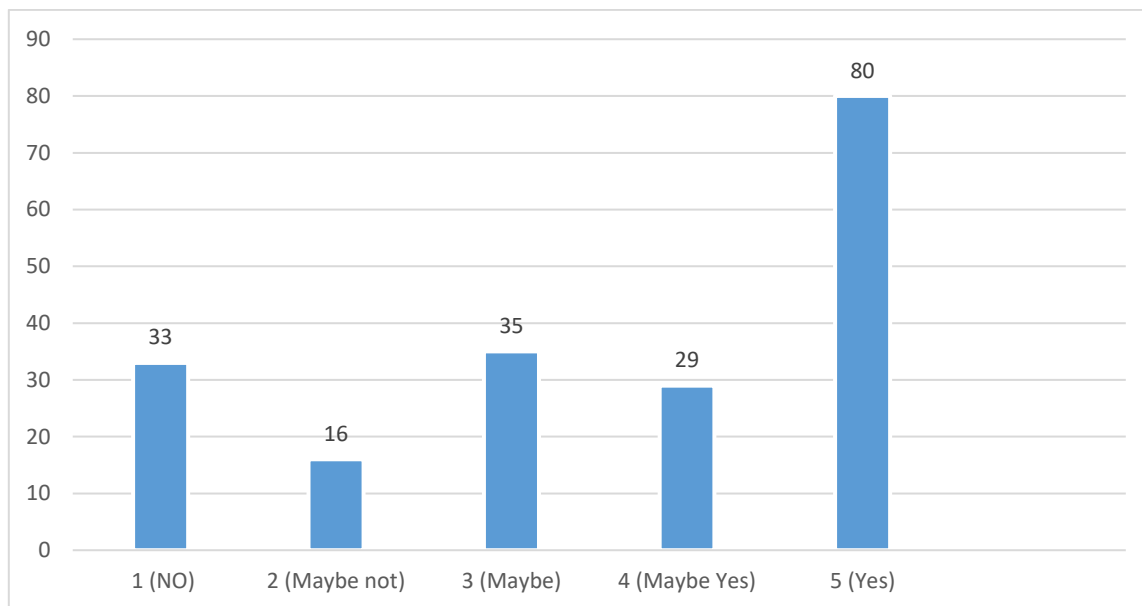
It is clear from the results of the questionnaire that there are significant possibilities for improvement in many areas, as a large number of companies currently does not cooperate enough with each other, as well as with research institutions (Graph 7) and business support organizations (Graph 8), but are willing to participate in quick training and tutoring session to familiarise with network's operation and tools (Graph 6)



**Graph 6. Willingness to participate in quick training and tutoring session to familiarise with network's operation and tools**

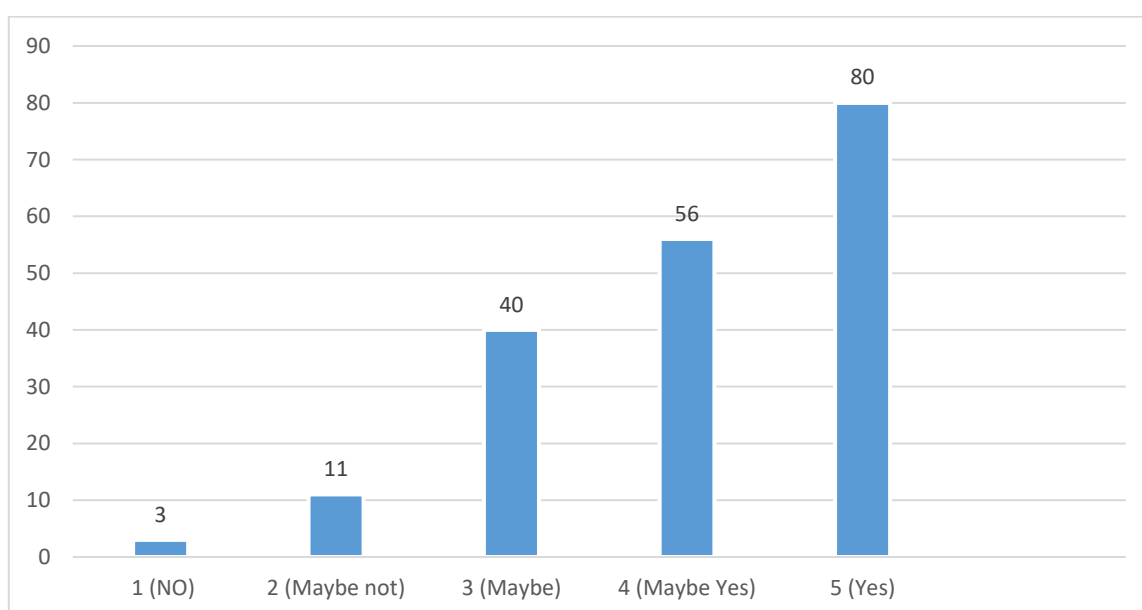


**Graph 7. Cooperation with research institutions**

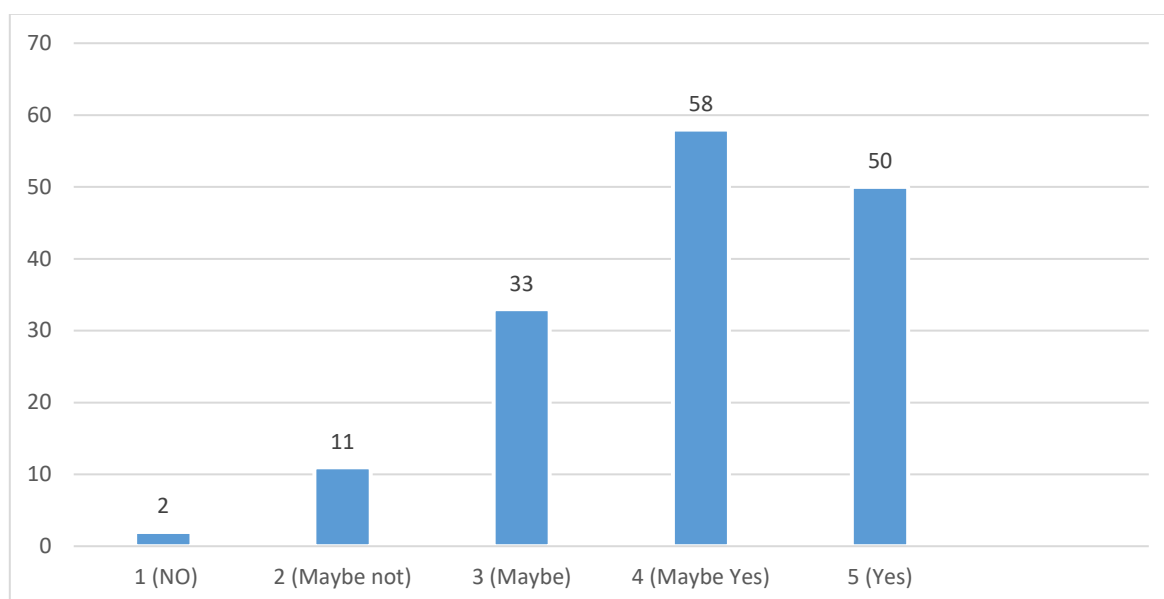


**Graph 8. Cooperation with business support organizations**

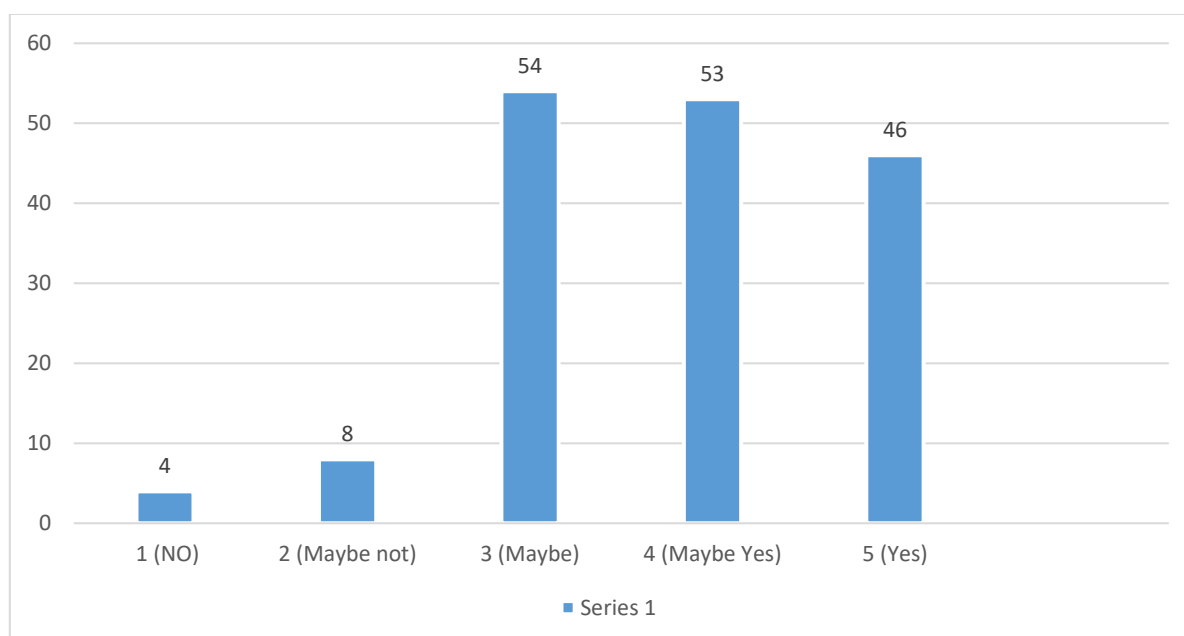
There is positive feedback from companies that are greatly interested in joining the web platform, which will enable improvements in innovation and the competitiveness of the nautical sector (Graph 9), its strengthening and internationalization of business (Graph 10). The SMEs think that the involvement in a web platform will possibly tackle the lack of their collaboration with other SMEs in the nautical sector (Graph 11) and most important they believe that involvement in a web platform will lead to the innovation of their products and services (Graph 12).



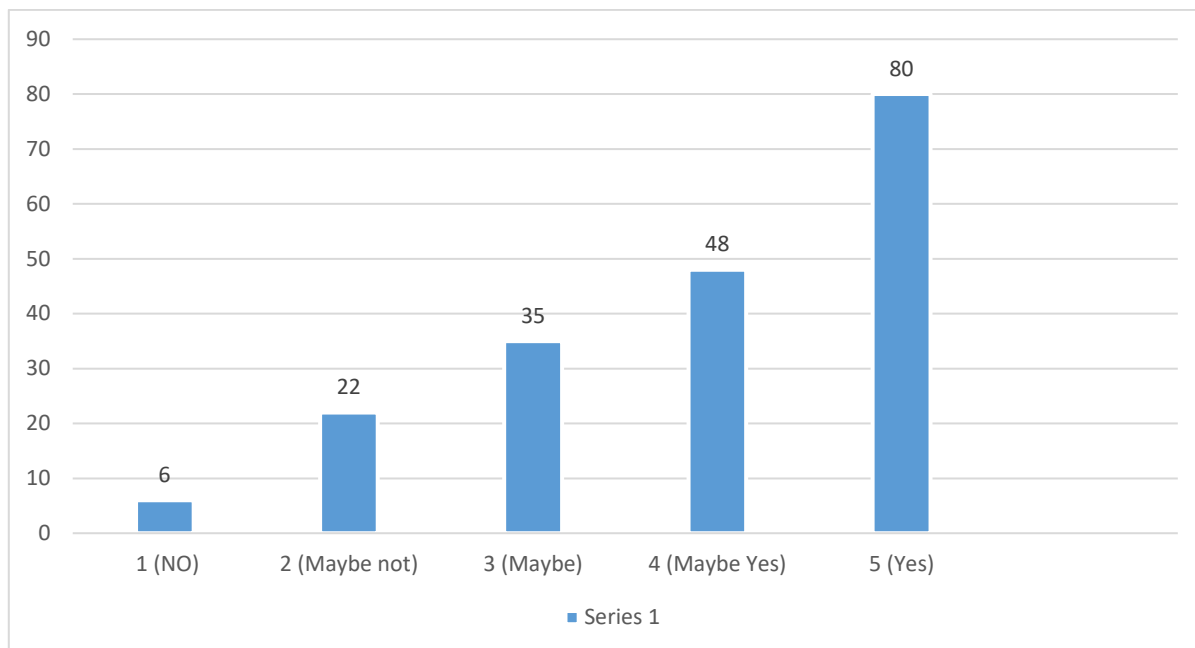
**Graph 9. The aptitude of the web platform to improve competitiveness and innovation in nautical sector**



**Graph 10. The aptitude of the web platform to enhance and strengthen your internationalization in nautical sector**



**Graph 11. The aptitude of the web platform to tackle the lack of collaboration among SMEs in the nautical sector**



**Graph 12. The aptitude of the web platform to tackle the lack of collaboration among SMEs in the nautical sector**

According to the main objective of the ECONAUTINET PROJECT, concerning the development of a digital platform aimed to create new business opportunities and clusters of companies in the nautical sector within and outside the Adriatic Ionian area, the survey shows that even if the companies are not highly expanding in new markets, they consider useful using this kind of tools for reinforcement of local, national and regional networking. Therefore, a new functional, user-friendly platform with concrete tools for cooperation will be highly appreciated and used by the SMEs.

Regarding to the training designated to SMEs involvement to the creation of new innovative sustainable nautical clusters, all entrepreneurs are interested for themselves or better, for some of their employees.

## 6. LIST OF COMPANIES THAT FULFILLED THE QUESTIONNAIRE

### LP - Chamber of Achaia, Greece

#	COMPANY NAME	EMAIL	CONTACT PERSON	PHONE NUMBER	LOCATION
1	<b>TOBEA LTD.</b>	fotiou@tobea.gr	Fotiou Ignatios	(+30)6979446869	Greece
2	<b>AUQUATERRA CO. CH.KAPOPOULOS &amp; ASSOCIATES CO</b>	ckapo@aquaterra.gr	Christoforos Kapopoulos	(+30) 6974 857463	Greece
3	<b>FEAC ENGINEERING</b>	sotiris.kokkinos@feacomp.com	Sotiris Kokkinos	(+30) 6948 362576	Greece
4	<b>ERGOLOGIC SA</b>	info@ergologic.gr	Panagiotis Papadatos	(+30) 2610 243434	Greece
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6	<b>PANAGIOTIS ZIGOURAKIS PRIVATE COMPANY</b>	panoszigourakis@gmail.com	Panagiotis Zigourakis	+(30) 2610 222367	Greece
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10	<b>LUCKY FISHING</b>	info@lucky-fishing.gr	Panagiotis Schoinas	(+30) 2610 910037	Greece
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12	<b>ISTIOPLOIKOS OMILOS PATRAS</b>	spyros.antoniadis@gmail.com	Spyridon Antoniadis	(+30) 6972 339639	Greece
13	<b>P-CONSULTING</b>	p-consulting.gr	Panagiotis Anastassopoulos	(+30)6932342301	Greece
14	<b>CIVICS</b>	antonop@civics.gr	Konstantinos Antonopoulos	(+30) 6937 762065	Greece
15	<b>SEA TRIPS LTD.</b>	seatrips.gr@gmail.com	Spiridon Krotsis	(+30) 6955 560529	Greece
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18	<b>ECO BLAST</b>	akis.sakkas@gmail.com	Vasilios Sakkas	(+30) 6937 700922	Greece

19	<b>PATRAS DIVING CENTER</b>	patrasdivingcenter@otenet.gr	Theodora Solomou	(+30) 2610 435104	Greece
20	<b>MAKRIS NIKOLAOS I.E</b>	parkingpatras@gmail.com	Makris Nikolaos	(+30) 6998 333111	Greece
21	<b>STAR BOATS LTD</b>	nireus-pqotenet.gr	Liberis Kranitis	(+30) 2610 993774	Greece
22	<b>KAREL BOATS G &amp; CO</b>	info@karelboats.gr	Nikolaos Karelas	(+30) 6932 234821	Greece
23	<b>ACHAIA MARINE</b>	stef-honda@hotmail.com	Stefanatos Stefanos	(+30) 2610 990644	Greece
24	<b>IASON GEORGOPOULOS</b>	iasonas82@gmail.com	Iason Georgopoulos	+(30) 6949734347	Greece
25	<b>VASILIOS ANTONOPOULOS</b>	vandonopoulos@aol.com	Vasilios Antonopoulos	+(30) 6977 226466	Greece

## PP2 - Regional Development Centre Koper, Slovenia

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9	<b>SUPREME D.O.O.</b>	supreme-sails@siol.net	Peter Podunavac	38656405252	Slovenia
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13	<b>SANDILINE D.O.O.</b>	info@sandiline.com	Denis Paliska	38656398982	Slovenia

14	<b>LADJEDELNICA IZOLA D.D.</b>	info@shipyardizola.si	Valter Flajs	38656630950	Slovenia
15	<b>JAHTNI CENTER IZOLA D.O.O.</b>	info@yachtcenter.si	Stanislav Žbogar	38656630990	Slovenia
16	<b>VSR SA D.O.O.</b>	peter@polic.si	Peter Polič	38656712800	Slovenia
17	<b>OKOLJE PIRAN D.O.O.</b>	info@okoljepiran.si	Alen Radojkovič	38656175000	Slovenia
18	<b>SPLOŠNA PLOVBA D.O.O.</b>	ksenija.mahnic@s-plovba.si	Ksenija Mahnič	38656766000	Slovenia
19	<b>TEHNOINOKS, DARJO KLEVA S.P.</b>	info@rrc-kp.si	Darijo Kleva	38640800308	Slovenia
20	<b>NAVTI.LAL, ALJOŠA HRVATIN S.P.</b>	aljosa.hrvatini@siol.net	Aljoša Hrvatini	38641518608	Slovenia
21	<b>FELIX YACHTING D.O.O.</b>	felix.yachting@email.si	Feliks Ferran	38656417446	Slovenia
22	<b>SAILING POINT D.O.O.</b>	info@sailing-point.si	Tomaž Čopi	38656778125	Slovenia
23	<b>YACHT PRO SOLUTION D.O.O.</b>	info@rrc-kp.si	Elena Maiolo	38641840650	Slovenia
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28	<b>PORTING D.O.O., MARINA V IZOLI</b>	matjaz.france@marina izola.com	Matjaž France	38656625400	Slovenia
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30	<b>MIŠO DŽAKIĆ S.P.</b>	misodzakic9@gmail.co m	Mišo Džakić	38640128285	Slovenia
31	<b>AELIA ASSURANCES D.O.O.</b>	tomaz.fakin@aelia-assurances.com	Tomaž Fakin	38656398018	Slovenia
32	<b>ADRIATIC SAFARI D.O.O.</b>	adriatic.safari@siol.net	Viko Kveder	38656778800	Slovenia
33	<b>HOLDEN D.O.O.</b>	holden-kp@siol.net	Tomaž Kovačič	38656311485	Slovenia
34	<b>SPINAKEER D.O.O.</b>	gregor.jeretic@spinaker.si	Gregor Jeretič	38641281133	Slovenia
35	<b>H2O CENTER D.O.O.</b>	davide@h2ocenter.si	Davide Ernestini	38656774025	Slovenia



**PP4 - CCE – Pula County Chamber, Croatia**

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1.	<b>MOTO PLUS IKICA D.O.O.</b>	yamaha.ikica@gmail.com	Sandra Ikica	+385917926119	Croatia
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22.	<b>NAVE MARIN D.O.O.</b>	info@nave.com.hr	Goran Eškinja	+385915127761	Croatia
23.	<b>DUING D.O.O.</b>	dubravko.simic@duing.hr	Dubravko Šimić	+38598409900	Croatia
24.	<b>DATA COOL D.O.O.</b>	info@datacool.hr	Alen Višković	+385993667955	Croatia
25.	<b>CALAFATUS</b>	info@calafatus.hr	Nenad Dević	+385915630493	Croatia
26.	<b>SVIBEN MARINE D.O.O.</b>	prodaja@sviben-marine.hr	Gabrijela Kosović Sviben	+38513435880	Croatia
27.	<b>INTERSOFT TECHNOLOGIES D.O.O.</b>	dean@intersoft.uno	Dean Verbanac	+385992064600	Croatia

**PP5 - CNA Ravenna, Italy**

	COMPANY NAME	EMAIL	CONTACT PERSON	PHONE NUMBER	LOCATION
1	<b>FOR SEA S.R.L.</b>	mail@forsea.it	Lanigra Gianluca	0544538884	Italy
2	<b>CEREDI DI CEREDI GIOVANNI E C. S.N.C.</b>	INFO@CEREDINAUTICA.COM	Ceredi Giovanni	054481697	Italy
3	<b>LINE S.R.L.</b>	INFO@ONECOMPANY.IT	Cellini Massimiliano	0544537571	Italy
4	<b>ONE S.R.L.</b>	MCELLINI@ONECOMPANY.IT	Cellini Massimiliano	0544537571	Italy
5	<b>A. BENVENUTI S.N.C. DI BENVENUTI ADRIANO &amp; C.</b>	ADRIANOBENVENUTI@LIBERO.IT	Benvenuti Adriano	0533795050	Italy
6	<b>WAMBLEE SRL</b>	DANIELE.BANFI@WAMBLEE.IT	Daniele Banfi	0546623891	Italy
7	<b>FOCCHI GIAMPAOLO</b>	INFO@FOCCHI.COM	Fiocchi Giampaolo	054466471	Italy
8	<b>SERVIMAR S.R.L.</b>	SERVIMAR@LIBERO.IT	Dell'amore Renzo	054471350	Italy
9	<b>NAUTICA SERVICE DI MARIN ANDREA</b>	MARIN@PORTO-RENO.IT	Marin Andrea	3333238223	Italy
10	<b>TST SOLDATI SRL</b>	NAUTICA@TSTSOLDATI.IT	Edo Marian	0544502460	Italy
11	<b>EASYDIVE DI BENVENUTI FABIO</b>	FABIO@EASYDIVE.IT	Benvenuti Fabio	0544962923	Italy
12	<b>LC NAUTICA DI CARBONE LUIGI</b>	GIGICARBO87@HOTMAIL.IT	Carbone Luigi	3388298502	Italy
13	<b>ECIPAR DI RAVENNA SRL</b>	MBORDINI@ECIPAR.RA.IT	Maria Rosa Bordini	0544298760	Italy
14	<b>MAURIZIO MARENDON SURVEYOR</b>	info@maurizio-marendon.it	Maurizio	335477287	Italy
15	<b>PORTO INTERMODALE RAVENNA S.A.P.I.R. S.P.A.</b>	bgelosi@sapir.it	Barbara Gelosi	0544289785	Italy
16	<b>NAUTICA 2000 SNC DI POLETTI G. E PARRINI R.</b>	INFO@NAUTICA2000SNC.IT	Poletti Giovanni	0544974122	Italy
17	<b>TERMINAL NORD</b>	INFO@SAPIR.IT	Segreteria	0544289728	Italy
18	<b>SAPIR ENGINEERING</b>	INFO@SAPIR.IT	Segreteria	0544289728	Italy
19	<b>TCR</b>	INFO@SAPIR.IT	Segreteria	0544289728	Italy
20	<b>GLOMEX SRL</b>	info@glomex.it	Raffaele Fabbri	05441935902	Italy
21	<b>GLOMEX ENGINEERING SRL</b>	RFABBRI@GLOMEX.IT	Raffaele Fabbri	0544935162	Italy
22	<b>ENERGIA COMPOSITA SRL</b>	INFO@ENERGIACOMPOSITA.IT	Marco Casadei	543758565	Italy
23	<b>OLYMPIA DI NAVIGAZIONE S.R.L.</b>	CARLO@OLYMPIADINAV.COM	Carlo Facchini	054463222	Italy
24	<b>ALCHIMIA NAVIGAZIONE</b>	ALCHIMIANAVIGAZIONE@GMAIL.COM	Franco Gardini	0544421551	Italy
25	<b>ITL ISTITUTO TRASPORTI LOGISTICA</b>	ravenna@fondazioneitl.org	Mario Petrosino	0544258537	Italy

**PP6 - DURA – City of Dubrovnik development agency, Croatia**

	COMPANY NAME	EMAIL	CONTACT PERSON	PHONE NUMBER	LOCATION
1	APNEA D.O.O.	diving@apnea.hr	Maro Sekula	098 765 685	Croatia
2	COREDUS DOO	info@coredus.com	Josip Bakara		Croatia
3	EUROMARINE	nikolarudenjak@gmail.com	Nikola Rudenjak	098 811 3880	Croatia
4	RADEŽ D.D.	jerko.andrijic@radez.hr	Jerko Andrijić	098 361 285	Croatia
5	UNIVERZAL TRADE	daboivi3@gmail.com	Ivo Dabo	098 716 317	Croatia
6	SEA KART D.O.O.	ivobarbir@net.hr	Ivo Barbir	099 2202821	Croatia
7	ENUM SOFTWARE J.D.O.O.	dzivo.jelic@enum.hr	Dživo Jelić	097 606 7871	Croatia
8	DCM ADRIATIC D.O.O.	petrag@adriaticdmc.hr	Petra Grčić	091 612 2021	Croatia
9	ISLAND MARINE SERVICES D.O.O.	ante_zuvela@outlook.com	Ante Zuvela	091 603 94 98	Croatia
10	KATARINA LINE D.O.O.	mimoboroje@gmail.com	Miro Boroje	020 825 856	Croatia
11	OBRT MAX NAUTICA	bluelagooncroatia@gmail.com	Marko Pavkovic		Croatia
12	PHILIP ZEPTER YACHTS D.O.O.	josipa.lozo@gmail.com	Josipa Lozo	099 667 433	Croatia
13	SCENIC - LUXURY CRUISES & TOURS	suta2708@gmail.com	Josip Šuta		Croatia
14	PERFECTUS D.O.O.	management@yacht-in.con	Matija Zelic		Croatia
15	GULET CROATIA J.D.O.O.	info@gulet-croatia.com	Petra Kisić	099 299 3658	Croatia
16	GAVRIĆ DESIGNE J.D.O.O.	tgavran21@gmail.com	Tonči Gavranić	091 985 1060	Croatia
17	RUSKOVIC BRODARSTVO D.O.O.	office1@rbrodarstvo.com	Kristo Kristovic	099 200 1129	Croatia
18	NAUTIKA MILINOVIĆ D.O.O.	nautika.milinic@hotmail.com	Jakov Milinović	099 774 0316	Croatia
19	OBRT "KUNA"	mario@kuna-dubrovnik.com	Mario Burđelez	095 183 433	Croatia
20	LAUS CC D.O.O.	ljubo.nikolic@laus.cc	Ljubo Nikolić	020 352 800	Croatia
21	OBRT "VENTILATOR"	nikola.potrebica@gmail.com	Nikola Potrebica	020 752 199	Croatia
22	INTUIT D.O.O.	vedran@intuit.hr	Vedran Vukas-Dzaic	020 638 573	Croatia
23	LEO NAUTIKA D.O.O.	leo.nautika@st.t-com.hr	ZORANA ŠKARE	021 509 603	Croatia
24	SERVICE CENTER TROGIR	marina@sct.hr	Paulina Ilić	021 444 600	Croatia
25	BRODOSERVIS TANFARA	jerko.mario.tanfara@si.t-com.hr	Jerko Mario Tanfara	098 346 370	Croatia

**PP8 - Chamber of Commerce & Industry Tirana, Albania**

	COMPANY NAME	EMAIL	CONTACT PERSON	PHONE NUMBER	LOCATION
1	ALB ADRIATICO 2013	albadriatico2013@gmail.com	Muharrem Jazaj	+355682065718	Albania
2	TEUTA BOAT LTD	teuta.contact@gmail.com	Jasin Habibaj	+3556963377312	Albania
3	GERVENI TRAVEL	gervenitravel@hotmail.com	Albert Gerveni	+355692032299	Albania
4	PORT OF VLORA, S.A	tato_kena@hotmail.com	Beirkena Tepelena	+355697578771	Albania
5	REGINA GROUP VLORA	info@hotelregina-al.com	Bvasil Bedini	+355692065399	Albania
6	TRAVEL CLUB ALBANIA	info@travelclubalbania.com	Migen Xhelo	+355696347498	Albania
7	DUNI PORT AGENCY	P.niko@DUNI	Dorian Bega	+355692032305	Albania
8	MTSKY YACHTING SERVICE	info@mtskyachting.com	Mikel Hyskaj	+355688044929	Albania
9	NASTO ENGINEERING	nasto_ing@hotmail.com	Lendi Nasto	+355672085821	Albania
10	PORT OF SHENGJIN	ermalermalpacaj@yahoo.com	Ermal Pacaj	+355682090555	Albania
11	GDI SRL	shpati.jupe@gdi.net	Shpati Jupe		Albania
12	ALB ADRIATICO 2013	albadriatico2013@gmail.com	Arian Sulaj	+3554223451	Albania
13	SARRIS AL	info@sarris.al	Klodian Gllava	+355692081182	Albania
14	AFA AGENCY	b.reso@afagency.al	Bernard reso	+355672026758	Albania
15	ORATA SHPK	orata_fish@yahoo.com	Sheme Kondi	+355684013389	Albania
16	PORT OF SARANDA	kozetastatha@yahoo.com	Kozeta Statha	+355692691996	Albania
17	FISHING CENTER ORIKU SRL	qendraepeshkimitoriku@gmail.com	Sherif Durmisha	+355696148691	Albania
18	VMTC VLORA MARITTIME TRAINING CENTER SRL	sinanajsh@gmail.com	Shkelqim Sinanaj	+355692393356	Albania
19	HAG	b.mersini@hudsongroup.al	Bujar Mersini	+355672030650	Albania
20	JUST WOOD LTD	www.facebook/artan.kollaku	Artan Kollaku	+355692119266	Albania
21	LIBOURN LTD	ilirkaso@gmail.com	Ilir Kaso	3.55682E+11	Albania
22	DFS MARINE GROUP FS 3				Albania
23	MCP LTD	mcp.chioschi@gmail.com	Skender Milaqi	+355692087474	Albania
24	COLI SHPK	cenko.e@gmail.com	Edmond Cenko	+355682039019	Albania

## 7. QUESTIONNAIRE



The present survey is developed in the framework of the implementation of ECO-NautiNET Project of program Interreg ADRION, and mainly addresses to SMEs related to the Nautical Sector, in each partner's intervened area.

The purpose of the specific survey is to identify and evaluate the experiences and real needs of SMEs and through a SWOT analysis to extract opportunities for the organization of ECO-NautiNET's network, which will minimize the risks for the participation of SMEs, leading to the establishment of a benchmark for the entire Adriatic – Ionian sea area, setting also the point of reference for the design of the training of actors involved.

More specifically, the survey aims to gather data in order to detect the disadvantages of the involved SMEs across the Adriatic – Ionian sea, so as to tackle the lack of innovative collaboration among them, to reinforce and encourage the cooperation among related SMEs, business support organizations and research institutes, to improve their competitiveness and innovation and to contribute to the establishment and boost of stable networks and a shared management system, and to the training of the actors involved.

### **Confidentiality and Privacy:**

*Completion of this questionnaire is optional but necessary for the effective implementation and completion of the specific survey.*

*The collection and processing of the information provided is realized in accordance with the regulations and guarantees of the legislation on the protection of personal data (Law for Data Protection - EU Regulation 2016/679) as it stands.*

*The information provided regarding the completion of this questionnaire is treated as confidential and communicated exclusively to the persons entrusted with the above-mentioned investigation and is bound by explicit confidentiality obligations. This data is not passed on to third parties.*

*The data collected will be used solely for the purposes of the specific research and will not be published in a form that permits the identification of natural or legal persons.  
The confidentiality of your answers will be respected.*

**Company name:** \_\_\_\_\_

**Contact person:** \_\_\_\_\_

**Contact person Telephone:** \_\_\_\_\_

**Contact person mail:** \_\_\_\_\_

### 1. Your location

- ☐ Greece ☐ Italy ☐ Croatia ☐ Slovenia ☐ Albania

### 2. Number of employees:

- ☐ 0 - 10 ☐ 11 - 20 ☐ 21 - 50 ☐ over 50

### 3. Your main activity:

- |   |   |
|---|---|
| <input type="checkbox"/> Shipbuilding             | <input type="checkbox"/> Engineering and design |
| <input type="checkbox"/> Nautical equipment       | <input type="checkbox"/> Nautical marina        |
| <input type="checkbox"/> Metal processing         | <input type="checkbox"/> Services               |
| <input type="checkbox"/> Renewable energy sources | <input type="checkbox"/> Others_____            |

### 4. Name the main problems of your area in Nautical Sector

- |   |  |
|---|--|
| <input type="checkbox"/> Economic Reasons                           | <input type="checkbox"/> Lack of cooperation |
| <input type="checkbox"/> Lack of innovation                         | <input type="checkbox"/> Bad competitiveness |
| <input type="checkbox"/> Lack of internationalization/ extroversion |  |

**5. Would you like to have support for:**

- |  |  |
|--|--|
| <input type="checkbox"/> Finding business partners                     | <input type="checkbox"/> Cooperation with Research Institutions          |
| <input type="checkbox"/> Discovering Best Available Technologies (BAT) | <input type="checkbox"/> Cooperation with Business Support Organizations |

**6. Are you willing to participate in quick training and tutoring session to familiarise with network's operation and tools?**

(1 – NO; ... 5 – YES)

- ☒ 1      ☐ 2      ☐ 3      ☐ 4      ☐ 5

**7. Do you cooperate with Research Institutions?**

- ☐ 1      ☐ 2      ☐ 3      ☐ 4      ☐ 5

**8. Do you cooperate with Business Support Organizations?**

- ☐ 1      ☐ 2      ☐ 3      ☐ 4      ☐ 5

**9. Do you think that the involvement in a web platform will improve your competitiveness and innovation in Nautical Sector?**

- ☐ 1      ☐ 2      ☐ 3      ☐ 4      ☐ 5

**10. Do you think that the development and use of a web platform will enhance and strengthen your internationalization?**

- ☐ 1      ☐ 2      ☐ 3      ☐ 4      ☐ 5

**11. Do you think that the involvement in a web platform will tackle the lack of your collaboration with other SMEs in the Nautical Sector?**

- ☐ 1      ☐ 2      ☐ 3      ☐ 4      ☐ 5

**12. Do you think that the involvement in a web platform will lead to the innovation of your product and services?**

- ☐ 1      ☐ 2      ☐ 3      ☐ 4      ☐ 5

**THANK YOU FOR YOUR COLLABORATION**