

What we offer our cases

The Baltic Sea Region's leading marine and biotechnology institutes have joined forces to offer you...



...**advisory services**: helping you to identify the right partners to bridge the gaps in your business and product development



...**analytical services**: related to biodiscovery and biotechnology of marine macro- and microorganisms, e.g. bioassays, growth optimisation, high value compounds, co-culturing, chromatography, spectroscopy, mass spectrometry-based chemical imaging, natural chemistry



...**bioresources**: access to a large variety of marine biomaterial culture collections (e.g. macro- and microalgae, cyanobacteria, marine bacteria and fungi, mussels...)



...**equipment**: state-of-the-art laboratories and research facilities for applied research and product development, including analytical platforms, culture platforms and (pilot) plants from lab to pilot scale, research and development facilities



...**legal advice**: in questions related to intellectual property rights, patenting, legal framework requirements for joint activities



...**business development and marketing**: support in business planning, life cycle assessment reports, technology transfer, incubation, fundraising, marketing and communication

What current case owners say about the Alliance:



Working with scientific experts within the Alliance allows us to fast-track our product development process.

— Levent Piker, CRM Coastal Research & Management



Case mentors provide dedicated points of contact for Baltic Probiotics within the project, able to offer advice and represent our company's interests.

— Arta Bardule, Baltic Probiotics



As a start-up, Biovento is benefitting from the broad range of expertise and services on offer within the Alliance.

— Natalia Kujawska, Biovento

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Do you have a raw material, an idea or a finished product ready for marketing? We are looking for new cases to work with our Alliance to get you the support you need to achieve your goals! Learn more about us at www.balticbluebioalliance.eu and get in touch with at ideas@balticbluebioalliance.eu.



PARTNERS:

GEOMAR Helmholtz Centre for Ocean Research Kiel
SUBMARINER Network for Blue Growth EEIG
BioCon Valley GmbH
KTH, Royal Institute of Technology
University of Gothenburg
Finnish Environment Institute (SYKE)
University of Gdańsk
Pomeranian Special Economic Zone Ltd.
Public institution Coastal Research and Planning Institute (CORPI)
Danish Technological Institute
Klaipeda Science and Technology Park (KSTP)
CleanTech Latvia
Tartu Biotechnology Park
Svanvid Sp.z o.o.
Scottish Association for Marine Science (SAMS)
CRM – Coastal Research & Management
Biovento Sp.z o.o.
JSC "Geoterma"
JSC "Baltic Probiotics"
Kalundborg Utility A/S



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www.balticbluebioalliance.eu



#BalticBlueBioAlliance

Baltic Blue Biotechnology Alliance



*Advancing marine biobased
product development*

Lead Partner:



A SUBMARINER Network project



Part-financed by:



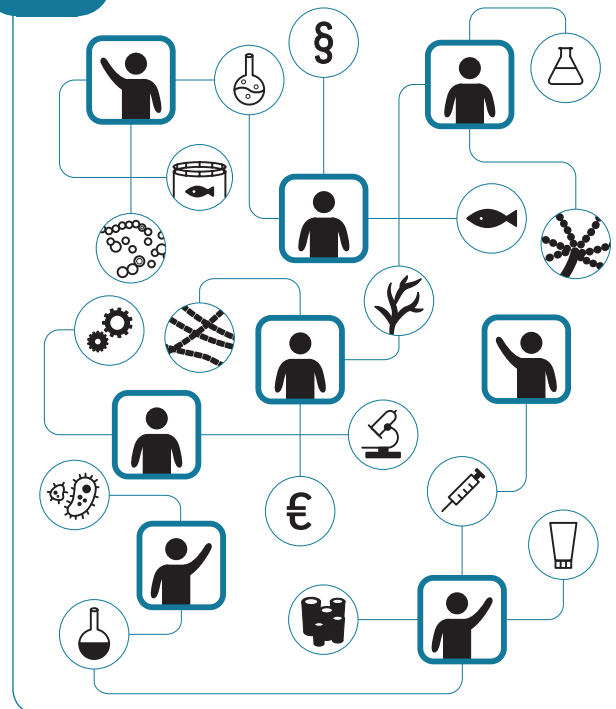


The challenge

Blue biotechnology is a sector that has **great potential** as Europe moves towards a biobased economy. With many industrial applications, the blue biotechnology sector can be tapped for products such as new **drugs, biofuels, food and supplements**. It also promises to play a key role in the development of ecosystem services related to clean water. This potential is impressive but – to date – remains largely untapped, realisation is still in its infancy.

One great difficulty in **getting blue biotech products market ready** is that not each and every Baltic Sea Region (BSR) country can provide all the resources and expertise necessary to complete the journey from idea to finished product. The Baltic Blue Biotechnology Alliance aims to bridge this gap by developing and implementing optimal **transnational product development chains**. These will enable efficient use of and comprehensive access to the whole variety of facilities, (bio-)resources and expertise available within the region and beyond, therefore pooling national capabilities.

ALLIANCE



Our approach

Alliance experts know the structure and specific disciplines of the sector and can respond to its demands. We are working to create a **functioning network of actors** whilst working with our first “client” cases. We follow a needs-based approach and are developing a **genuinely useful service offer**. One of our overall objectives is the development of blue biotechnology products through integrated, transnational value chains.

To do so, we match our users to the **services, facilities and experts** they need to take their idea to the next level. Not only do we look for the right partners to advance a project, we also help to create the necessary financial, legal and organisational conditions for the project to be realised within the transnational product development chain.



What we aim to achieve

We aim to present at least **five successful cases** in which partners have helped a case gain what it needs in order to **progress to a fully developed product**. These cases will serve as models of how blue biotechnology value chains can work across the BSR.

On the basis of the experience gained with the concrete cases, we will streamline the overall **service offer**, connecting the right actors and resources throughout the BSR in the right way for the specific product to be developed. This offer will include case mentoring, finding suitable partners, marketing, legal and financial advice. The Alliance will also keep public and private decision-makers informed about developing trends and help them to prioritise actions and investments to meet future demands within the sector.

The service shall be continuously available to blue biotechnology actors in the BSR through a **self-sustaining network** we hope to create in the course of the next three years. Working closely with our cases in a needs-oriented way will help us achieve this goal.