MedBAN

Info Day
Open Calls for Blue Economy SMEs

MedBAN - Mediterranean Blue Acceleration Network

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Meet MedBAN

Frederico Ferreira – Project Coordinator (Fórum Oceano)

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Summary

Name:	MedBAN - Mediterranean Blue Acceleration Network	
Programme:	Single Market Programme	
Call:	Joint Cluster Initiatives (EUROCLUSTERS) for Europe's recovery (SMP-COSME-2021-CLUSTER)	
Budget	1.399.384.18 € (grant: 1 364 445.75€)	
Duration:	24 months (September 2022 – August 2024)	
Consortium:	FO (COO) MAG (AE) BiG PMM-TVT STR CMIB FdM	Fórum Oceano (PT) Magellan (PT) Cluster Tecnologico Nazionale Blue Italian Growth (IT) Toulon Var Technologies (FR) STRATEGIS – Maritime Center of Excellence (EL) Cluster Marítimo de las Illes Balears (ES) Federazione del Sistema Marittimo Italiano (IT)

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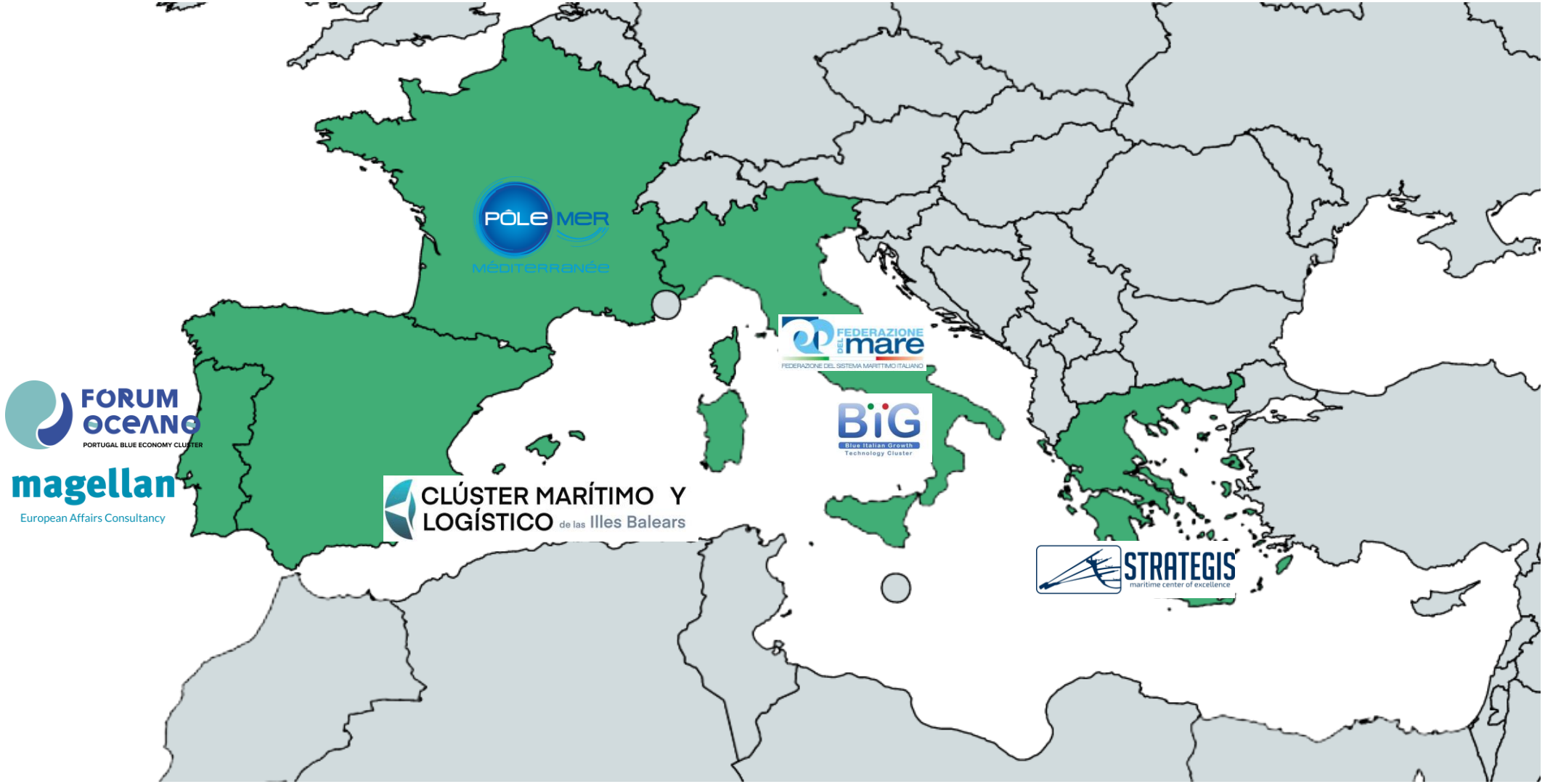
Consortium Countries



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Main objectives

Main goal: mobilize the blue economy SMEs to adopt processes and technologies for a greener, more digital and resilient economy.

First Stage:

- Mapping the Mediterranean blue economy ecosystem, reporting on the MedBAN connection with the S3 and NRP.
- Training the human resources of the cluster organisations.

Second Stage:

- Deploy the financial support to third parties, providing SMEs and start-ups with a large array of services separated in two ‘cascade funding’ calls:
  - **Innovation, training and twin transformation of businesses**;
  - **Internationalisation of businesses**.

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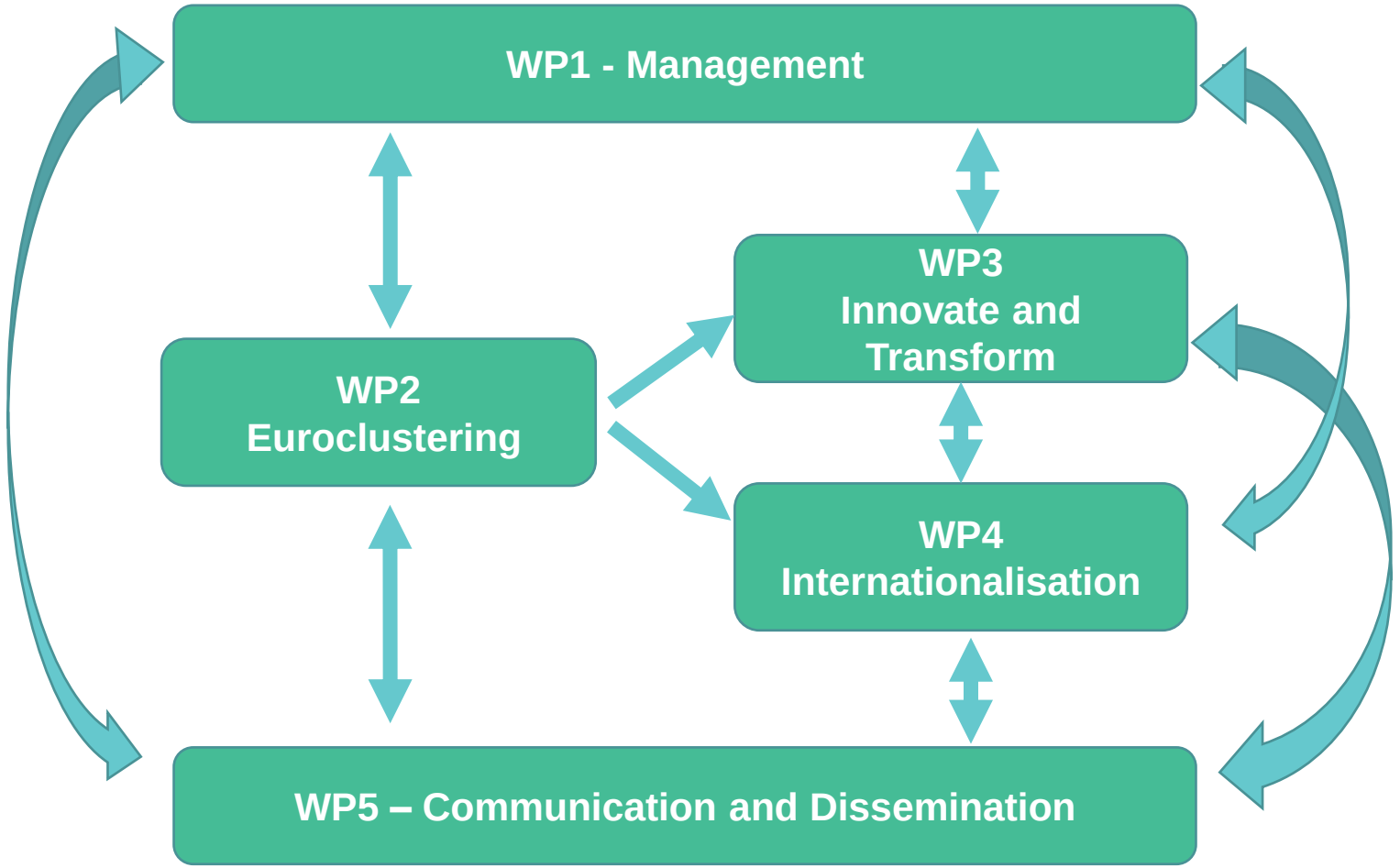
WP Structure and Timeline



ACTIVITY	MONTHS																							
	M 1	M 2	M 3	M 4	M 5	M 6	M 7	M 8	M 9	M 10	M 11	M 12	M 13	M 14	M 15	M 16	M 17	M 18	M 19	M 20	M 21	M 22	M 23	M 24
WP1 - Management	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■
WP2 - Euroclustering		■	■	■	■	■	■	■	■	■	■													
WP3 - Innovate and Transform						■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	
WP4 - Internationalisation						■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	
WP5 - Communication	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■

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MedBAN Implementation

Kick-off Webinar 27/11/2022

D2.1 – Mapping the Blue Economy Ecosystem

Identified: 5 Sectors & 16 Challenges

Biannual Newsletter
Social media

EUROPEAN CLUSTER COLLABORATION PLATFORM

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MedBAN Implementation

Call for Suppliers

21th April Consortium Countries
28th April Other Countries

Call for Proposals

To be continued…

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Thank you!

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Innovation, Training and Twin Transformation (ITTT) & Internationalisation in the Blue Economy Calls

Lidia Rossi – Federazione del Mare
Sara Tedesco – Cluster BIG

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Overview of the Open Calls for Proposals

Two simultaneous Open Calls for Proposals for SMEs

- Innovation, Training and Twin Transformation of Businesses
- Internationalization

These calls for proposals aim at **deploying the financial support to third parties**, to provide SMEs with a **large array of services** which will **tackle the specific objectives** expected from MedBAN

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Open Calls – Timeline

Call Opening	30 March 2023
Call Closing	31 May 2023, at 23.59 CET
Evaluation and Award	June – Mid-July 2023
Financial Agreement	End of July - August 2023
Implementation	From September 2023 to July 2024
Interim verification	Halfway through the implementation period (Feb 2024)

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Scope of the Calls

The open call for **Innovation, training and twin transformation call (ITTT)** aims at **providing financial support to SMEs** working in the blue economy in order **to support their innovation and twin transformation**.

The open call for **Internationalisation** aims at providing financial support to SMEs working in the blue economy in order **to support their internationalisation.**

The SMEs should focus on the adoption of processes and technologies for a greener, more digital and more resilient blue economy.

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Eligibility Criteria

Be private entities which are considered **SMEs**

The eligible applicants should have their headquarters in **one of the eligible countries** of the SMP COSME strand (EU-27, Liechtenstein, Iceland, Norway, Türkiye and Ukraine)

The main target groups are **SMEs from the Mediterranean**, namely MedBAN partners' countries (France, Greece, Italy, Portugal and Spain), but SMEs from all the eligible countries may apply without any disadvantage in the evaluation criteria

The applicant must be a single SME. Consortium applications are not eligible

The applications must be submitted **in English**

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Selection of Applicants

At least 10% of the supported SMEs will come from EU regions different from the countries of individual Euroclusters' partners (i.e., other than Portugal, Spain, France, Italy and Greece).

Calls with aim to ensure the EU dimension by **engaging actors from EU regions** with different levels of economic development

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Supported Challenges

- Sustainable Aquaculture
- Sustainable Fisheries
- Sustainable Tourism
- Harbours
- Marine Renewable Energies

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Supported Challenges

Sector	Challenges
Sustainable Aquaculture	Change farming practices and improve Cultivation techniques
	Raise awareness and improve social acceptability (consumer awareness)
	Improve aquaculture farms monitoring
Sustainable Fisheries	Decrease ship pollutions
	Fight illegal fishing and control access to fishing areas
	Sustainable value chain
Sustainable Tourism	Restore coastal environment to improve attractivity
	Develop new sustainable offers
	Support the sector transformation regarding climate change impact

Consult section 3.2 of the open call documents for more details on the sectors, challenges and potential action that will tackle them.

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Supported Challenges

Sector	Challenges
Harbours	Smart ports
	Green ports
	Resilient ports
Marine Renewable Energies	Project development
	Production optimisation to reduce the LCOE
	Maintenance operations
	Synergies with other sectors

Consult section 3.2 of the open call documents for more details on the sectors, challenges and potential action that will tackle them.

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Eligible Costs

The financial support must be used by the selected SMEs to pay to the supplier that provides the services.

Each applicant should expect to be awarded **a maximum of one service**. Nevertheless, the applicant can select three topics (types of services) in order of priority in the application form and present additional justifications for the 2nd and 3rd service/topic they are looking for funding.

If more funds become available (e.g. in case the 1st option applications do not get to the budget limit, a 2nd and 3rd services may be funded on top of the 1st service).

Only external costs related to paying the suppliers for the service provision are eligible (SMEs' staff and travel costs are not eligible).

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Financial Support Payments

The **MedBAN Grant Amount** will be disbursed to the awarded beneficiary SMEs in the following installments:

A prefinancing of 45% of the total financial support amount after the grant agreement signature.

This payment will be done in a lump sum.

A final payment of 55% of the total financial support at the end of the service provision against presentation of the invoice and a post-service assessment questionnaire.

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Bank of Suppliers

The MedBAN Bank of Suppliers has been assembled in order to provide high-quality services to the selected entities in the call. The **Bank of Suppliers** is available in the 'Bank of Suppliers' MedBAN public folder, elaborating on each of the suppliers expertise and the type of services (matched with the call topics) they provide.

The **selected service provider** should be an independent entity **having no legal control** over the applicant and **not being controlled** by it.

Applicants (SMEs) for financial support are requested to confirm that they **take all measures to prevent any conflict of interests**.

MedBAN consortium partners cannot be acting as suppliers of services or be paid in any way through this financial support.

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Relation between SMEs and Suppliers

The MedBAN project is **not involved in the interaction between the supplier and the SME**, as this is of the entire responsibility of the concerned parties.

The SMEs applying to the call will need to present a **signed declaration agreement** between the SME and the supplier at the proposal stage as part of the application

Declare their agreement in **providing/receiving the service within the MedBAN implementation period** (September 2023 - July 2024) in a **timeline and duration** to be agreed between both parties in case the SME is selected for funding (June-August 2023 period).

Set the quotation amount (budget) for the service to be provided to the SME. This amount can go over the maximum grant amount that each SME will get from MedBAN to fund that specific service provision.

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Application Procedures

- Register on the F6S portal
- Consult the call documentation in the MedBAN calls and ensure that you are compliant with eligibility criteria for participating in the open call
- Select the application form for the MedBAN calls
- Select the topic(s) you want to apply to. Among the list of suppliers document, select the most suitable supplier for your needs
- Prepare and submit the application, including signed offer from service provider (upload it in field of the Application Form)
- The application must be completed in English

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Application Documents

Application Form
(filled online in the F6S platform)

Declaration of Honour
(you can find it here)

Quotation of the Service Provider
(signed by the SMEs as declaration of acceptance)

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Evaluation Criteria

- Viability
- Feasibility
- Scalability
- Coherence
- Impact

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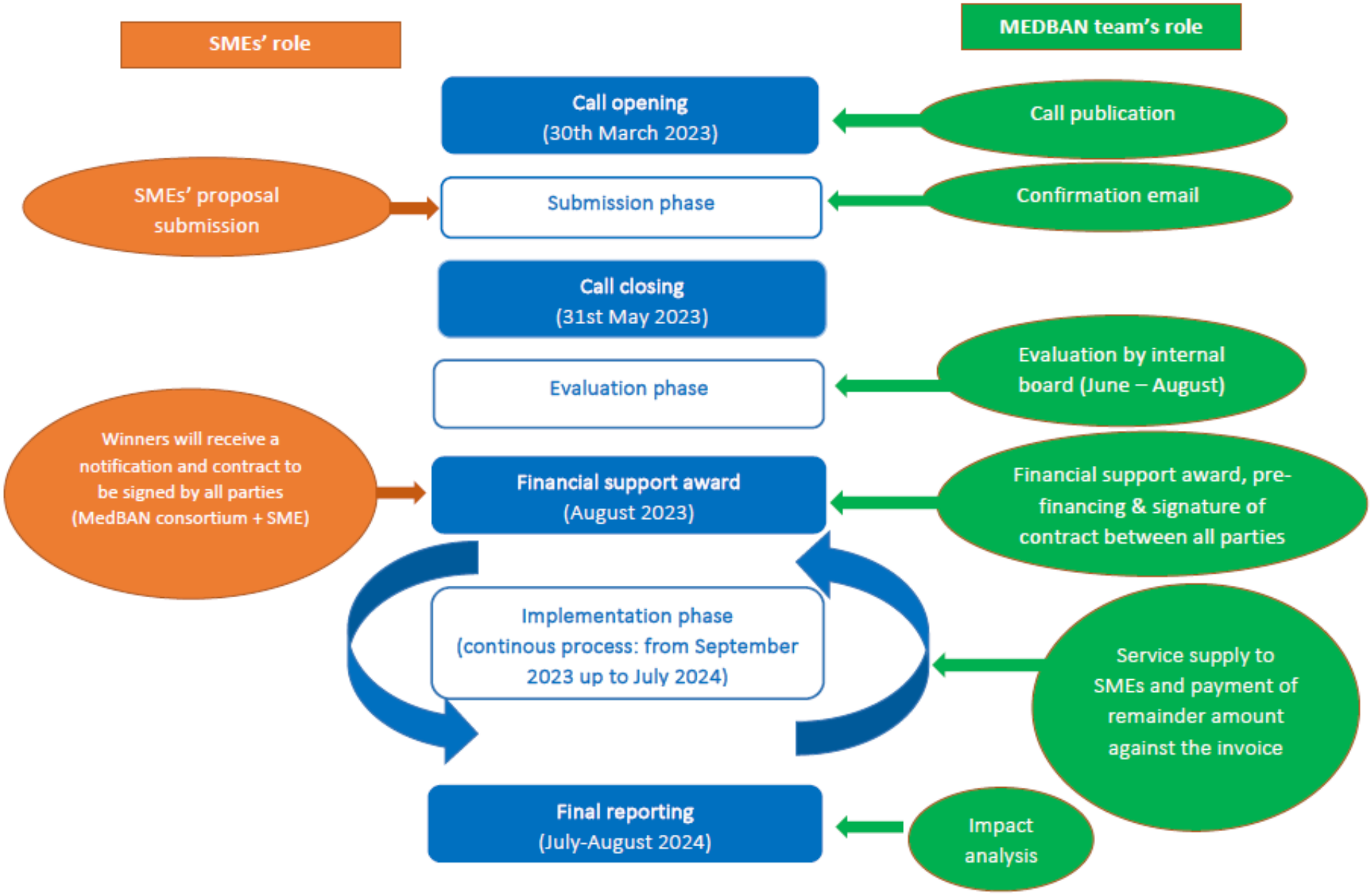
Call Process



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Innovation, Training and Twin Transformation Call (ITTT)

Focus on services

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Innovation, Training and Twin Transformation Call (ITTT) – Supported Services

1. Ideation

2. Acceleration

3. Open Innovation

4. Consulting

5. Training

Topic	Max budget per entity (€)	Approximate number of proposals awarded	Total budget (€)
Ideation	3.000	25	75.000
Acceleration	7.000	30	210.000
Open Innovation	10.000	9	90.000
Consulting	15.000	17	255.000
Training	8.000	15	120.000
Total	N/A	96	750.000

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Innovation, Training and Twin Transformation Call (ITTT) - Ideation

Focused on igniting the entrepreneurial spirit and mindset of entrepreneurs or intrapreneurs around challenges focused on the twin transition and increased SME resilience, and delivered in digital format.

MAX GRANT PER SERVICE

€ 3.000

Average of proposals to be awarded

25

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Innovation, Training and Twin Transformation Call (ITTT) - Acceleration

Focused on helping startups or SMEs bring to market new innovative products/services connected with digitalization or green transition of the blue economy sector.

MAX GRANT PER SERVICE

€ 7.000

Average of proposals to be awarded

30

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Innovation, Training and Twin Transformation Call (ITTT) – Open innovation

Challenge-based matchmaking of startups/ SMEs with innovative solutions and large corporations operating the blue economy sector that have innovation challenges related with digitalization and green transition, with the objective of developing collaborative pilot projects..

MAX GRANT PER SERVICE

€ 10.000

Average of proposals to be awarded

9

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Innovation, Training and Twin Transformation Call (ITTT) – Consulting

Broad range of activities to be funded. It includes consulting services associated with the green and digital transitions of businesses, innovation readiness, ESG (Environmental, Social and Governance) readiness (review and certification) of businesses, business continuity and risk management.

MAX GRANT PER SERVICE

€ 15.000

Average of proposals to be awarded

17

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Innovation, Training and Twin Transformation Call (ITTT) – Training

This will encompass the delivery of tailor-made training services to the companies selected in the call. Each company will be awarded a specific grant which will enable them to choose from the bank of suppliers training expertise in the blue economy sector. Firms will be encouraged to find common training needs and opportunities with other selected beneficiaries and to have joint training sessions given by the suppliers.

MAX GRANT PER SERVICE

€ 8.000

Average of proposals to be awarded

15

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Internationalisation Call

Focus on services

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Internationalisation – Supported Services

1. Consulting

2. Training

3. International Matchmaking

Topic	Max budget per entity (€)	Approximate number of proposals awarded	Total budget (€)
Consulting	10.000	16	160.000
Training	8.000	5	40.000
International matchmaking	10.000	10	100.000
Total	N/A	31	300.000

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Internationalisation call – Consulting

a) **Market analysis** - quantitative and qualitative assessment of the target market of SMEs, start-ups
b) **Digital Management Export** - planning, development, adaption of applications and digital solutions according to the target foreign markets; design, development and offer of digital ecommerce solutions and applications that facilitate internationalisation and export activities in the target countries; design and implementation of digital communication and promotion tools in the target countries etc.
c) **Cost Analysis** - process of reporting separate elements in a cost proposal, support in achieving the requirements and their maintenance, logistical needs required by client companies, planning and executing the efficient transportation, etc.

MAX GRANT PER SERVICE

€ 10.000

Average of proposals to be awarded

16

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Internationalisation call – Training

Training services tailor-made for the internationalisation of companies. These will be adjusted according to the selected entities' characteristics, objectives, target markets, among other aspects. SMEs will be encouraged to find common training needs and opportunities with other selected SMEs and to have joint training sessions given by the suppliers.

MAX GRANT PER SERVICE

€ 8.000

Average of proposals to be awarded

5

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Internationalisation call – International matchmaking

Services which encompass the connection with international entities with a view to establishing business partnerships, protocols and to collect important information regarding the target markets..

MAX GRANT PER SERVICE

€ 10.000

Average of proposals to be awarded

10

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Guidelines on how to apply in the F6S Platform

FdM and BIG

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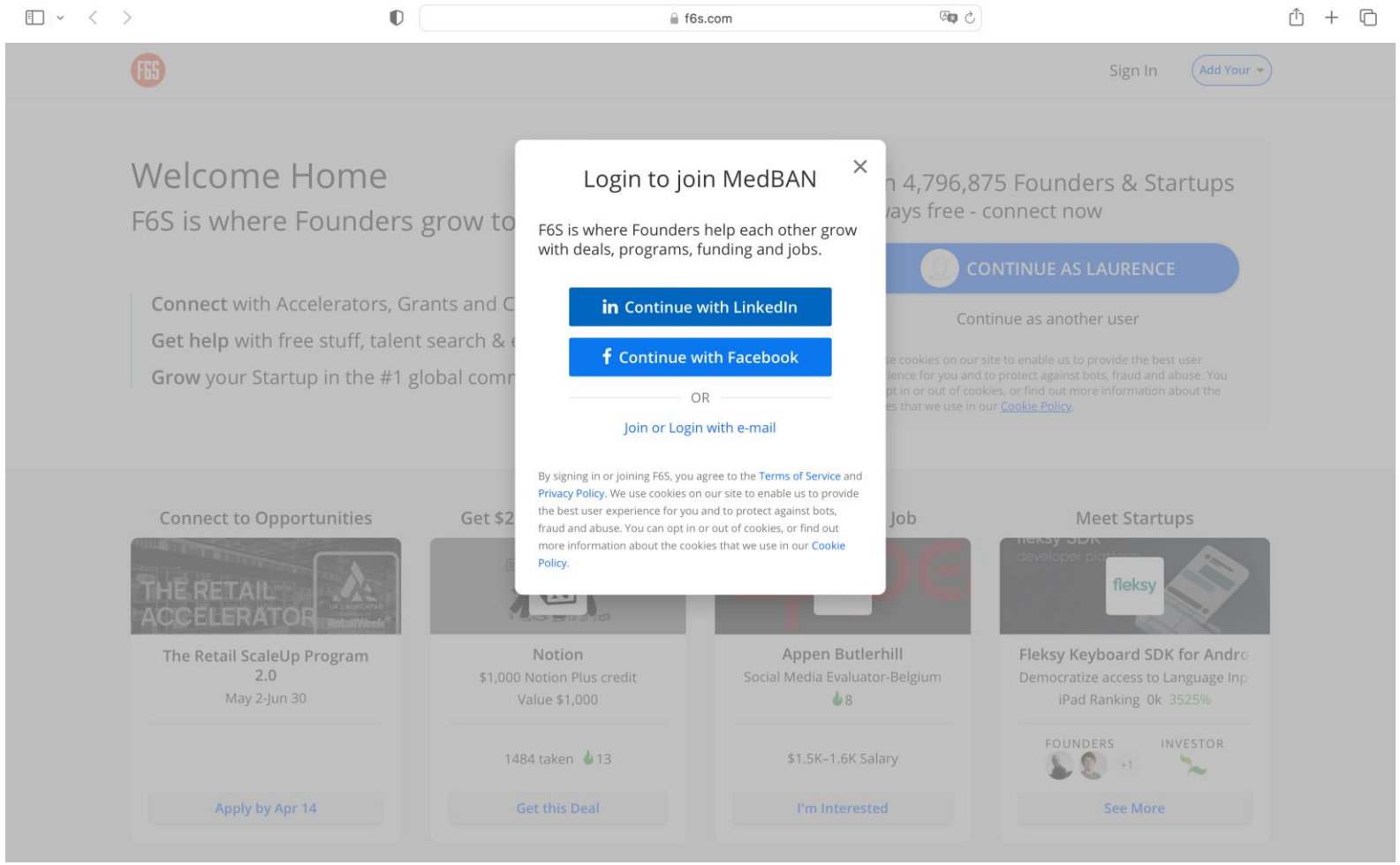
1. Register on the F6S portal

First of all, you need to

signup on F6S Portal

by clicking on

“Join or Login with e-mail”



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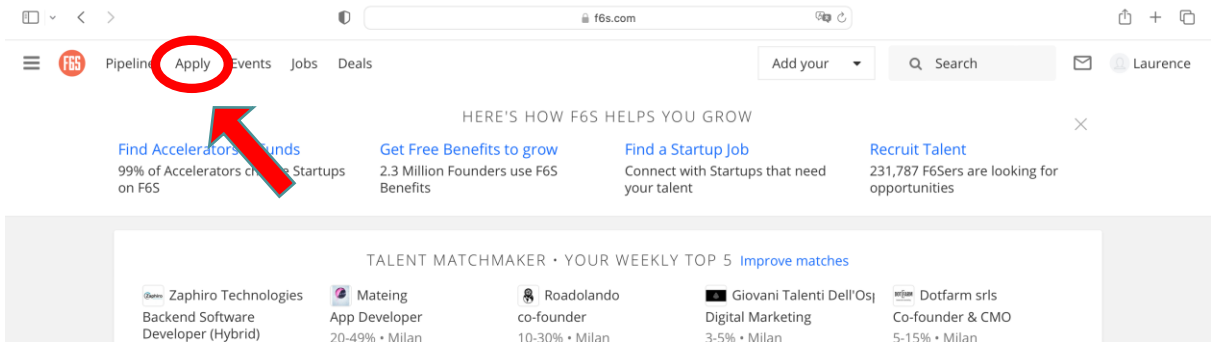
2. Find MedBAN on the Platform

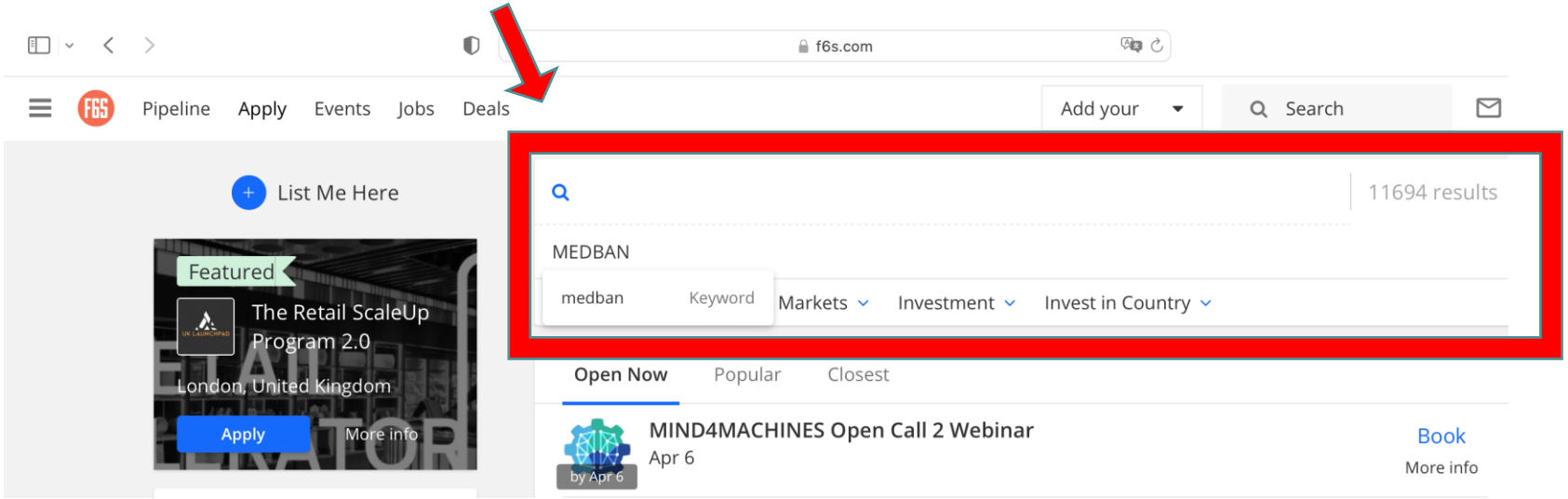


Once in the Homepage,

click on “Apply” …

… and search for

MedBAN



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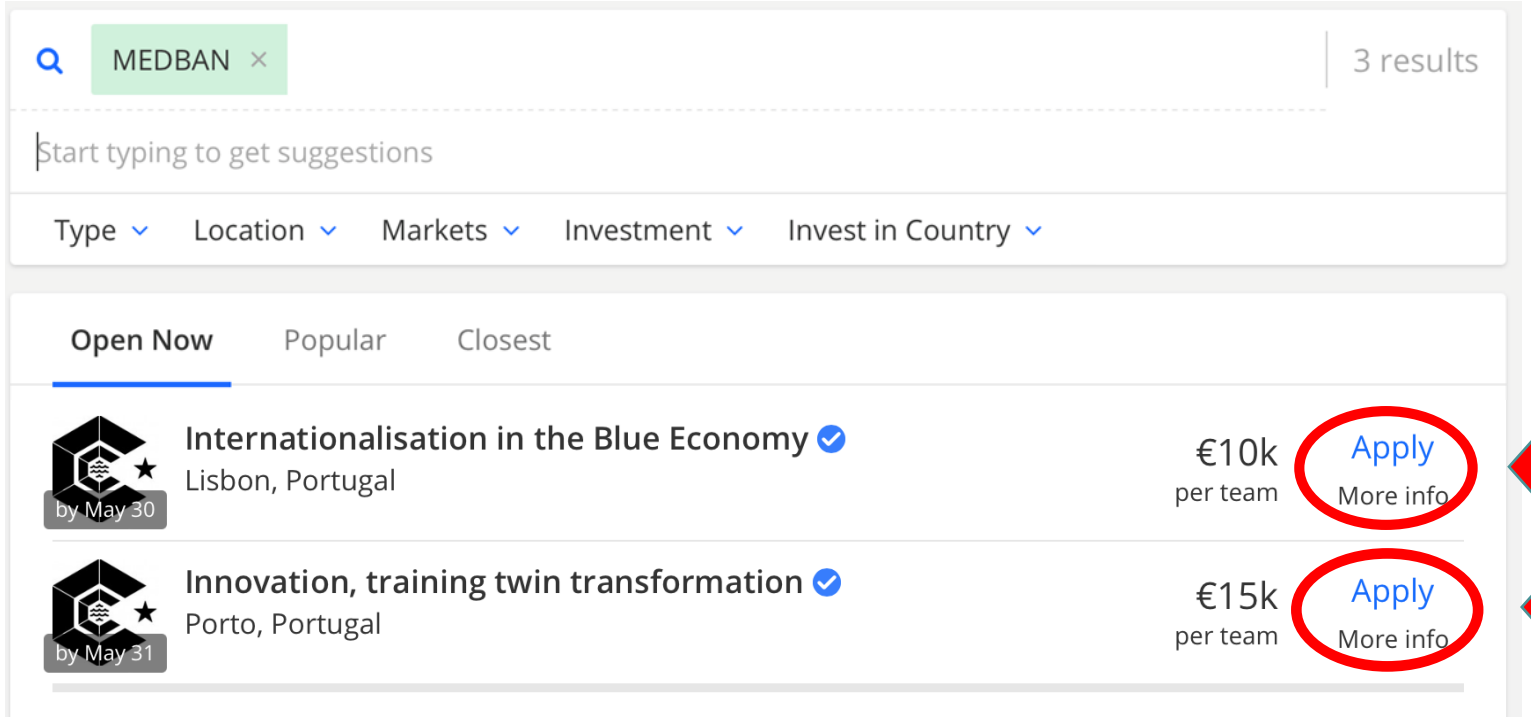
3. Apply to MedBAN Open Calls



Click on ”Apply”

on the Open Call you want to apply for.

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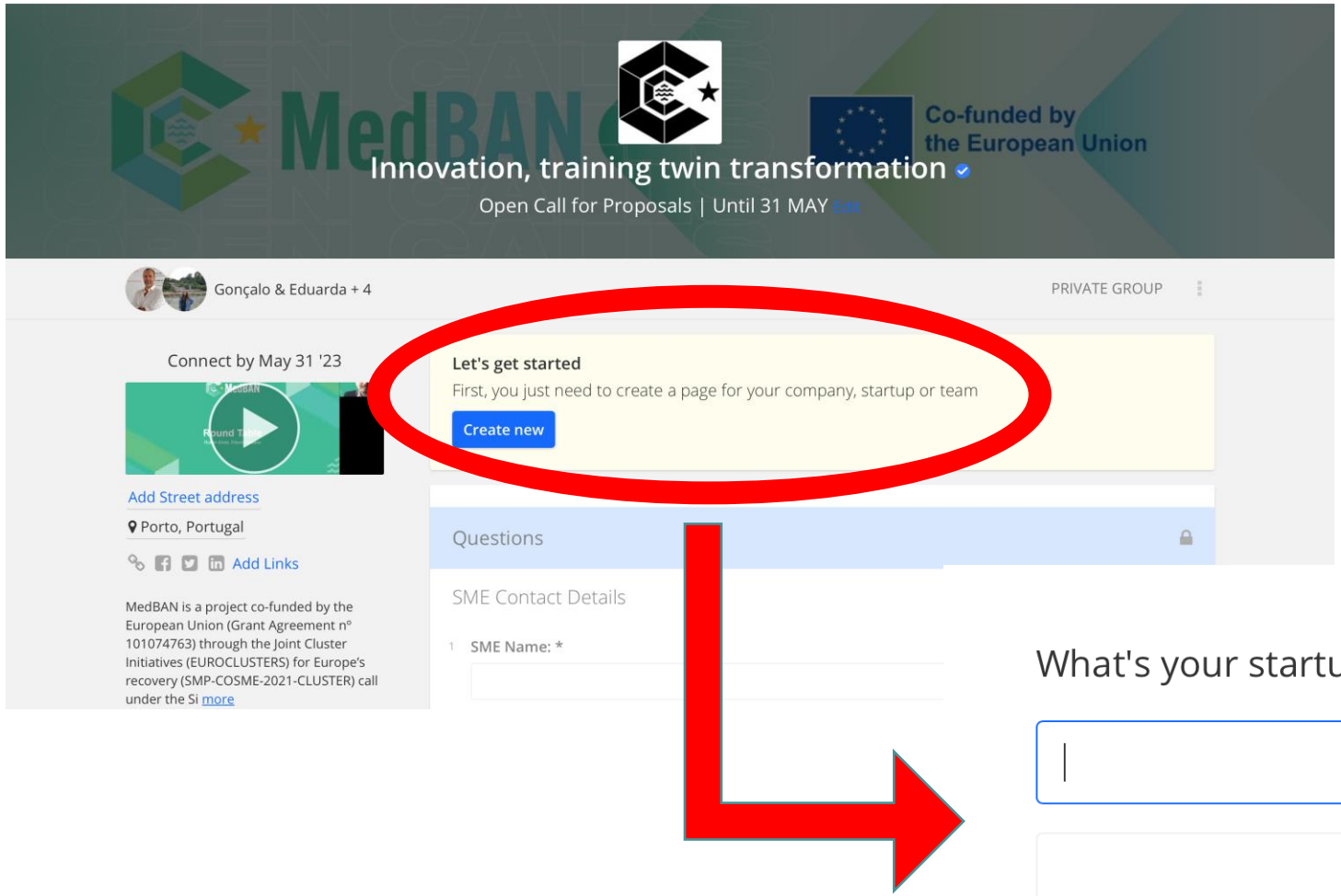
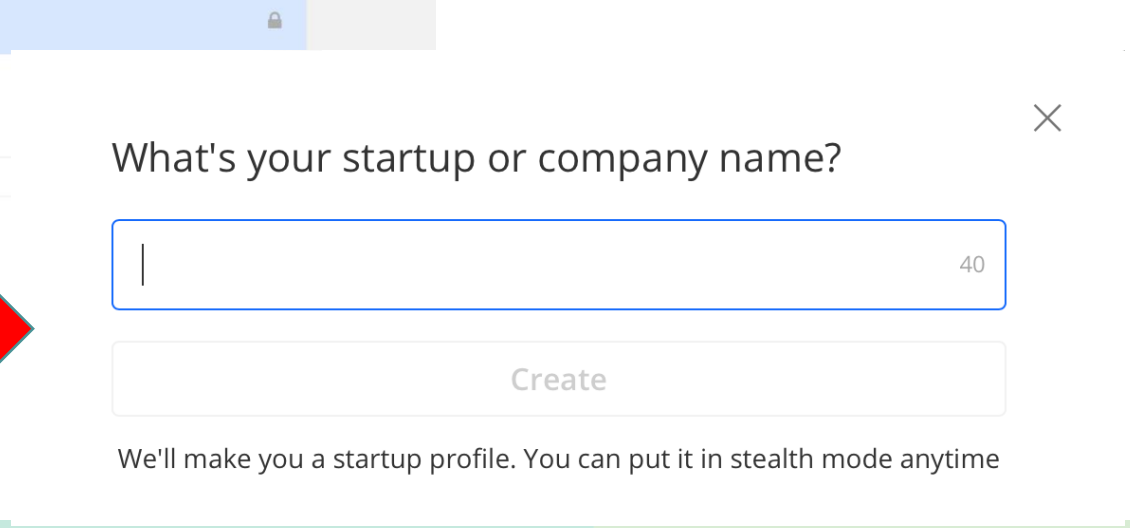
4. Create a page for your organization





But first you need to create an account for your Organization

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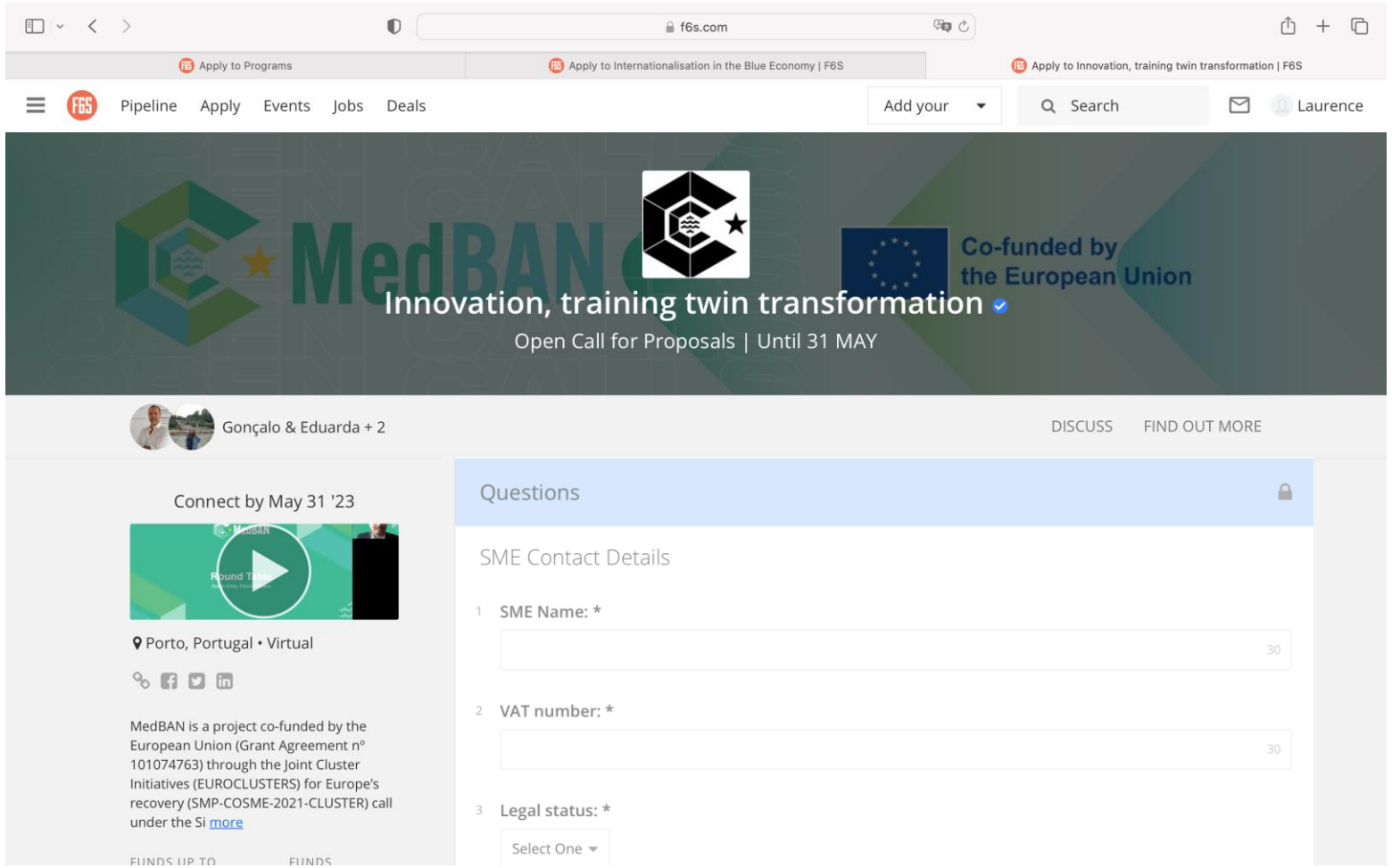
5. Answer to all the questions

Answer to the questions related to your organization and contact details



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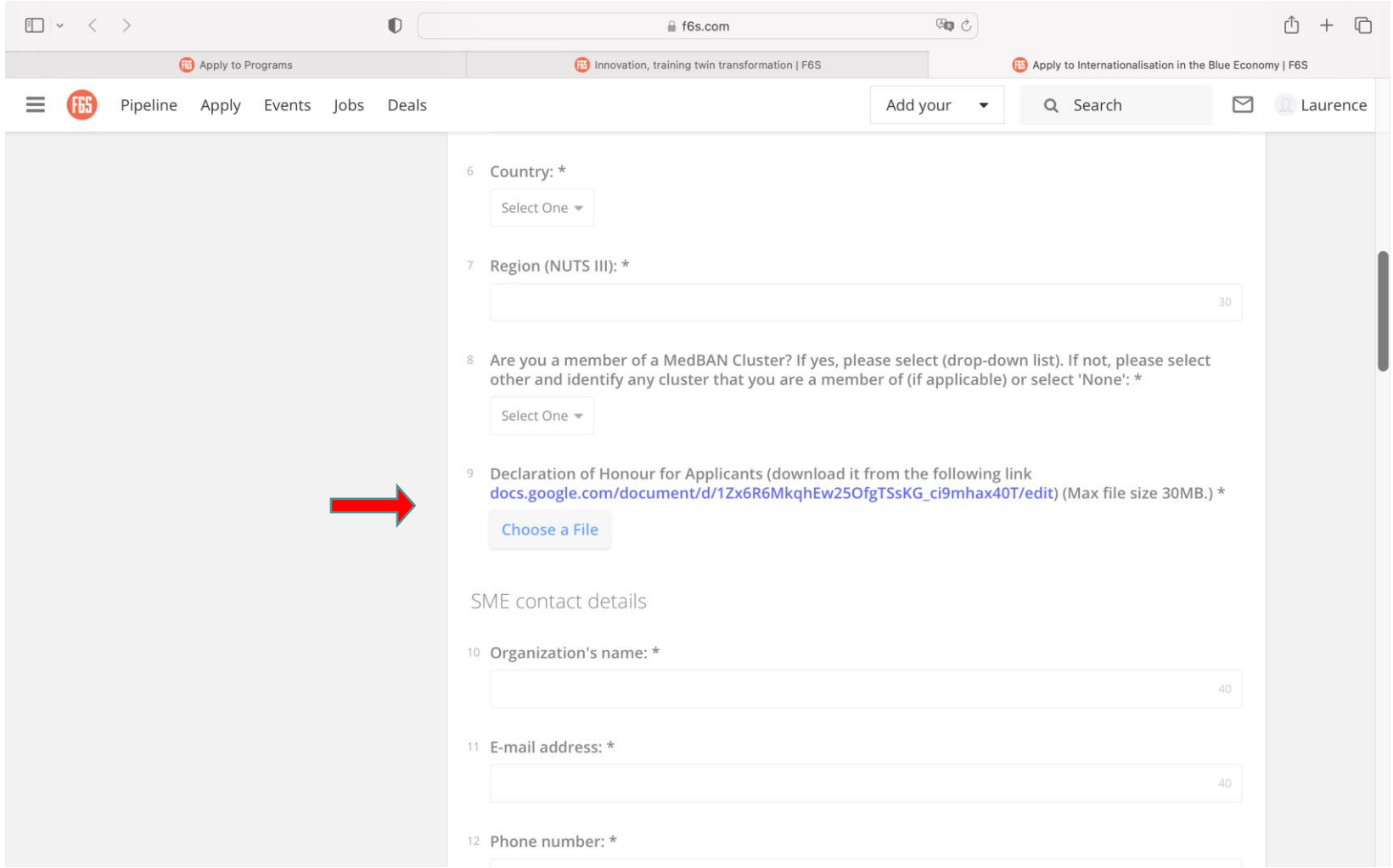
6. Upload the Declaration of Honour

Please remember to upload the **Declaration of Honour** (you can find the word version here)



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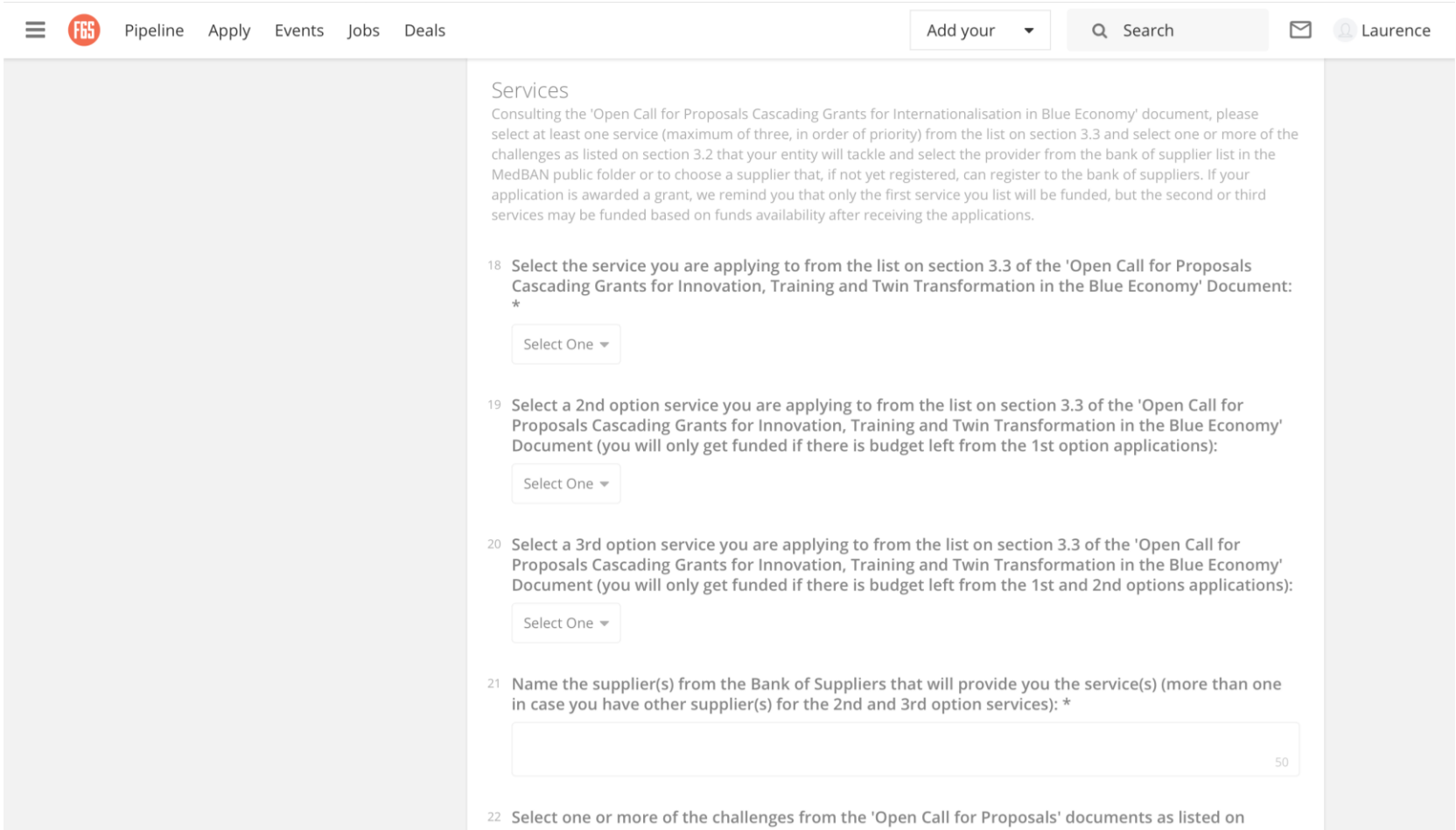
7. Select topics and services



Select the topic(s) you want to apply to.

When choosing each topic/service, you will have to specify which challenge the service chosen tackles.

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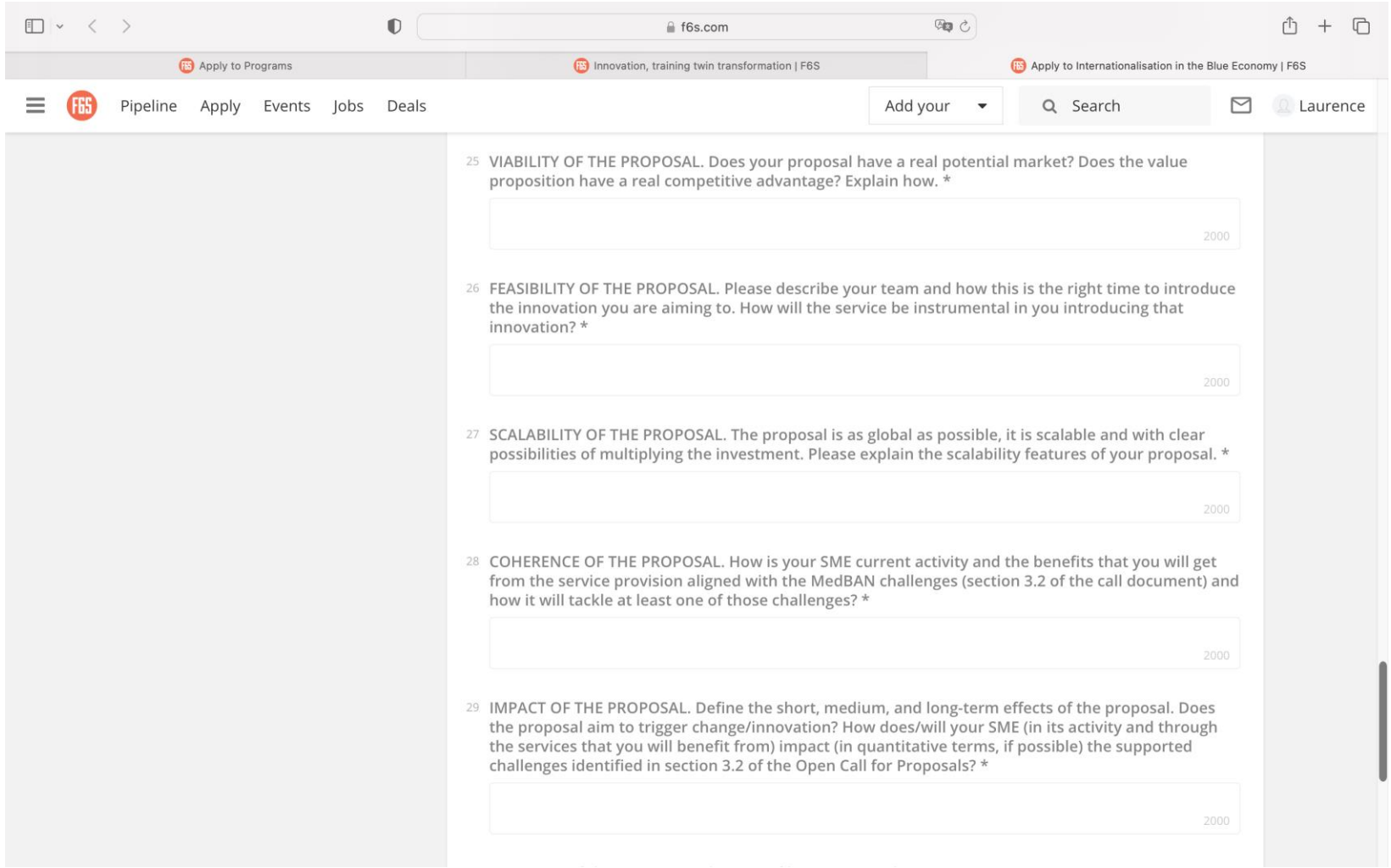
8. Explain why your proposal

Complete the description of the following aspects:

- Viability
- Feasibility
- Scalability
- Coherence
- Impact



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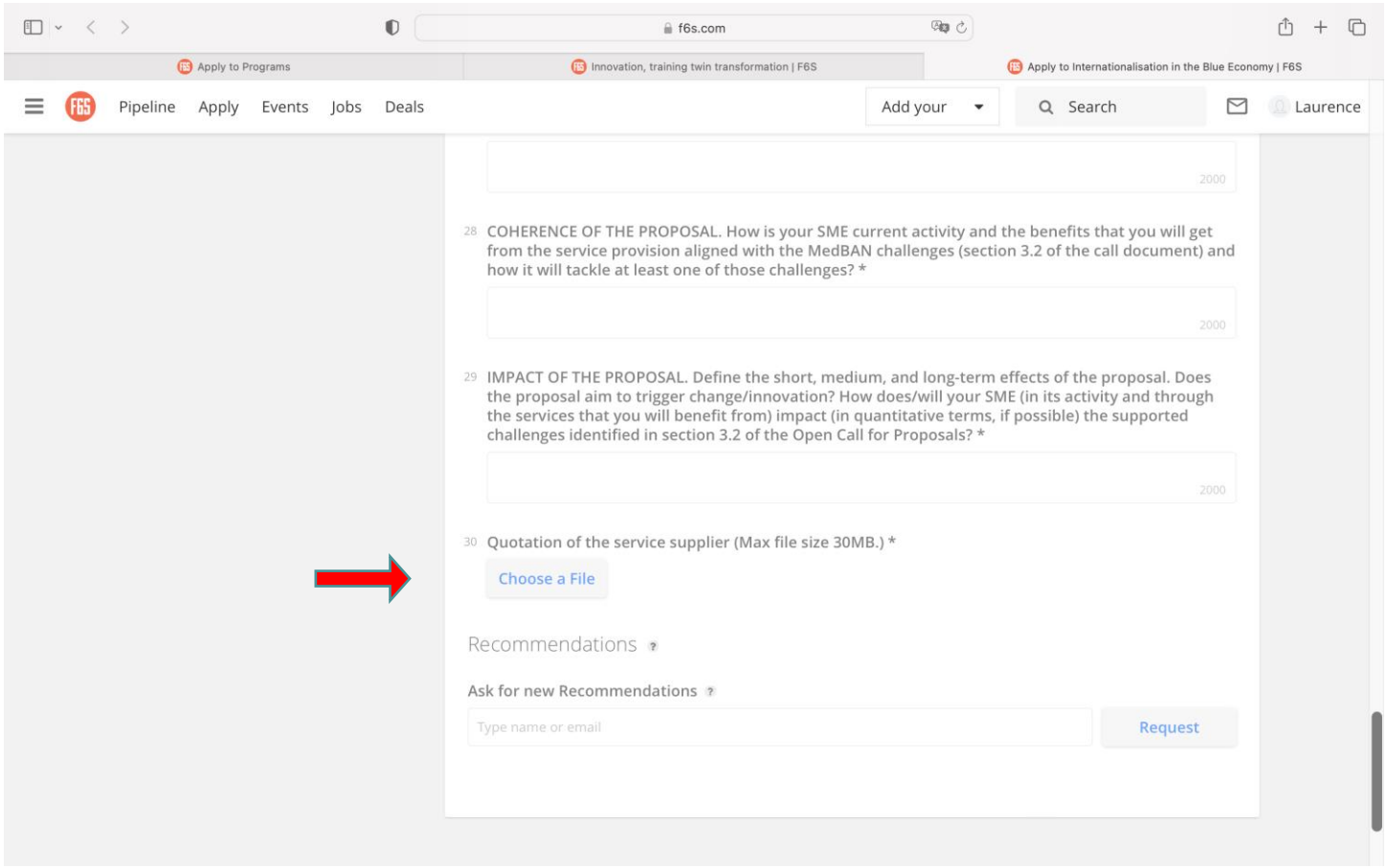
9. Select the suppliers

Among the list of suppliers document, select the most suitable supplier for your needs

Please remember to upload the following document when submitting your application:

- **Quotation of the service provider** (signed by the SMEs as declaration of acceptance)



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10. Submit your Proposal!

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To Recap the main steps of the application procedure for the MedBAN financial support

- Register on the F6S portal
- Consult the call documentation in the MedBAN calls and ensure that you are compliant with eligibility criteria for participating in the open call
- Select the application form for the MedBAN calls
- Select the topic(s) you want to apply to. Among the list of suppliers document, select the most suitable supplier for your needs
- Prepare and submit the application, including signed offer from service provider (upload it in field of the Application Form)
- The application must be completed in English

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Don’t Forget to upload:

Application Form (filled online in the F6S platform)

Declaration of Honour (you can find it here)

Quotation of the Service Provider (signed by the SMEs as declaration of acceptance)

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For any doubt, don’t hesitate to contact us!

For any question related to the Open Calls contents, please contact:

medban.eu@gmail.com

For any IT Technical Support referred to the F6S Platform, please contact:

support@f6s.com (with medban.eu@gmail.com in cc)

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Q&A

ON MEDBAN CALLS

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