



**Activity T3.3 - B\_B Transnational Cross-Field Visits  
&  
Activity T2.4 - B\_B Activity Brokerage Event in  
Thessaloniki**

**Expression of Interest  
for the selection of the participants to the Brokerage Event and  
the Blue\_Boost Cross-Field Visit in Thessaloniki – Region of  
Central Macedonia on the 5<sup>th</sup> and 6<sup>th</sup> of June 2019**



Nell'ambito del Progetto Blue\_Boost – INTERREG V-B Adriatic-Ionian ADRION PROGRAMME 2014-2020- è richiesta ai partner di progetto la selezione di 3 enti, pubblici o privati, operanti nei settori della c.d Economia del Mare (pesca, acquacoltura, turismo costiero e marittimo, cantieristica navale, trasporto marittimo e protezione costiera) o della Ricerca ed Innovazione interessati a partecipare al Brokerage Event e Visita Studio (Cross-Field Visit) di Salonicco nei giorni 5-6 Giugno 2019. Viene pertanto adottato il seguente avviso per Manifestazione di Interesse (Expression of Interest) per raccogliere le candidature dei soggetti interessati.

### **Activity T3.3 - B\_B Transnational Cross-Field Visits**

The Blue\_Boost **Cross-Field Visits** Programme is composed by a cycle of **7 transnational cross- field visits** - 5 back-to-back with the Blue\_Boost Steering Committee meetings and Final Event and 2 as stand-alone actions, for “**in loco understanding**” of:

- innovation structures,
- successful showcases,
- initiatives of interaction and cooperation among local institutional/non-institutional innovation actors working in traditional and emerging maritime sectors.

The 7 Blue\_Boost target maritime regions (Zadar County - Croatia, Marche Region - Italy, Region of Central Macedonia - Greece, Region of Friuli Venezia Giulia - Italy), coastal areas of Durres, Vlora, Saranda and Shengjin - Albania, Region of Western Greece, Apulia Region – Italy) can offer different, but complementary potential of transnational networking inspiring solutions and new concepts of transboundary and cross- sectoral fertilization, bench learning and best practices sharing. Therefore, the aim of the Cross- Field Visits Programme is to put into connection the different maritime stakeholders from the Blue\_Boost areas in order to upgrade concretely their international innovation cooperation capacity, as well as to accelerate and facilitate their aggregation at local level.

Accordingly, the 7 delegations are composed of:

- Project Partners (PPs);
- Observers Groups (Associated Project Partners - ASPs)
- Institutional/not- institutional maritime actors from Blue\_Boost target regions.

The participants are selected by PPs (1)CROATIAN CHAMBER OF ECONOMY – ZADAR COUNTY CHAMBER (Croatia), 2)UNIVERSITY OF CAMERINO (Italy), 3)THESSALONIKI CHAMBER OF COMMERCE AND INDUSTRY (Greece), 4)CENTRAL EUROPEAN INITIATIVE – EXECUTIVE SECRETARIAT (Italy), 5)ALBANIAN DEVELOPMENT FUND (Albania), 6)PATRAS SCIENCE PARK S.A. (Greece), 7)APULIA REGION (Italy)) – at local level - thanks to a public Expression of Interest (EoI): winners are awarded with “B\_B” travel fiches. Observers Groups (ASPs) will participate only in Cross-Field Visits in Central Macedonia, Albania and Marche Region.

## **Activity T2.4 - B\_B Activity Brokerage Event in Thessaloniki**

The BLUE\_BOOST project innovation voucher pilot action intends to offer the opportunity to micro, small and medium sized enterprises and start ups operating in blue growth sectors or blue economy (fishing, aquaculture, coastal and maritime tourism, shipbuilding, blue biotechnologies etc) to acquire knowledge and coaching services supplied by Knowledge Providers (KPs) who will help MSMEs/Start ups to develop an innovation project. More precisely, the goal of the pilot action is to help MSMEs to design and/or create, through small innovation projects, new products, services, processes or business models. To this aim, the consortium has a budget of 350.000€ in innovation vouchers, amounting max 10.000€ per project, that will be granted, after evaluation, to at least 35 MSMEs/Start ups located in pilot projects' regions (at least 5 vouchers are available for each target region).

The **Brokerage Event** is a very crucial event for the feasibility of the pilot action. There is a need to both minimize the application burden on enterprises and to provide effective matching to suitable knowledge expertise.

Thus, to create the favorable ground where ideas, collaboration and networking activities can be fertilized, a 1-day transnational brokerage event is taking place at Thessaloniki about 1 month after the launch of the call, coordinated by PP3 "THESSALONIKI CHAMBER OF COMMERCE AND INDUSTRY" in close coordination with Transnational delegations composed of BLUE\_BOOST PPs representatives and the participation of transnational Knowledge Providers (KPs) and the Blue MSMEs& START-UPS already "diagnosed" in local Blue Hackathons of the 7 ADRION territories which all are taking part at the event.

Transnational **Knowledge Providers (KPs)** and the **Blue MSMEs& START-UPS** will be selected by their local Pilot PPs thanks to the current public Expression of Interest (EoI) and winners will be awarded with "BLUE\_BOOST travel fiches".

The event is coordinated by PP3 "THESSALONIKI CHAMBER OF COMMERCE AND INDUSTRY" and the LICs members from all the territories play the role of intermediaries supporting potential beneficiaries in considering and/or choosing the most appropriate KP.

Apart from the networking of Blue MSMEs & START-UPS with KPs in view of the BLUE\_BOOST Innovation Voucher Scheme, the Brokerage Event aims also at promoting more generally cooperation of Blue Growth actors from different project areas, for example cooperation between Blue MSMEs& START-UPS or between KPs from different BLUE\_BOOST Regions.

### **GENERAL CONDITIONS FOR STAKEHOLDERS' SELECTION**

A procedure is called for assessing applications based on CV or Profiles and possible interviews for the **selection of 5 candidates** per partner, **preferably 3 MSMEs' and 2 KPs'** representatives, who will participate in the **Brokerage Event** and the **Cross-Field Visit** in Thessaloniki – Region of Central Macedonia (Greece), which will take place **respectively on 5<sup>th</sup> and 6<sup>th</sup> of June 2019**. An effort should be made to ensure a considerable number (at least 2) of participant SMEs per pilot Region, so that the brokering – networking process developed during the two events will be effective.



The Programmes of the Brokerage Event and the Cross-Field Visit is attached to these Terms of Reference as Annexes 2 and 3. In the selection, particular attention will be paid for ensuring equal opportunity, non-discrimination and equality between men and women.

## REQUIREMENTS FOR THE APPLICANTS

1. Applicants can be a) **Blue MSMEs & START-Ups**, potential beneficiaries of the BLUE\_BOOST innovation vouchers or b) Skilled Enterprises / Research, Development & Innovation Organisations / non institutional New Innovation Agents (NIAs), potential **Knowledge Providers (KPs)** in the framework of the BLUE\_BOOST pilot action.
2. All the above can be private bodies (professionals included) or public bodies. As regards MSMEs / Start Ups' applicants (potential voucher beneficiaries), their business activities (not necessarily core activities) should fall within the following list of sectors NACE codes:

- 03.11 Pesca marina
- 03.21 Acquacultura marina
- 10.2 Lavorazione e conservazione di pesce, crostacei e molluschi
- 10.89 Produzione di prodotti alimentari n.c.a.
- 10.9 Produzione di prodotti per l'alimentazione degli animali
- 13.94 Fabbricazione di spago, corde, funi e reti
- 30.11 Costruzione di navi e di strutture galleggianti
- 30.12 Costruzione di imbarcazioni da diporto e sportive
- 32.3 Fabbricazione di articoli sportivi
- 33.15 Riparazione e manutenzione di navi e imbarcazioni (esclusi i loro motori)
- 42.2 Costruzione di opere di pubblica utilità
- 42.9 Costruzione di altre opere di ingegneria civile
- 46.38 Commercio all'ingrosso di altri prodotti alimentari, inclusi pesci, crostacei e molluschi
- 47.23 Commercio al dettaglio di pesci, crostacei e molluschi in esercizi specializzati
- 47.64 Commercio al dettaglio di articoli sportivi in esercizi specializzati
- 47.8 Commercio al dettaglio ambulante
- 50.1 Trasporto marittimo e costiero di passeggeri
- 50.2 Trasporto marittimo e costiero di merci
- 52.1 Magazzinaggio e custodia
- 52.22 Attività dei servizi connessi al trasporto marittimo e per vie d'acqua
- 52.29 Altre attività di supporto connesse ai trasporti
- 55 Alberghi e strutture simili
- 56 Attività dei servizi di ristorazione
- 68 Affitto e gestione di immobili di proprietà o in leasing
- 72.1 Ricerca e sviluppo sperimentale nel campo delle scienze naturali e dell'ingegneria
- 74.2 Attività fotografiche
- 77.11 Noleggio di autovetture ed autoveicoli leggeri
- 77.21 Noleggio di attrezzature sportive e ricreative
- 77.34 Noleggio di mezzi di trasporto marittimo e fluviale
- 79 Altri servizi di prenotazione e attività connesse
- 81.30 Cura e manutenzione del paesaggio
- 82.92 Attività di imballaggio e confezionamento per conto terzi
- 91 Attività di biblioteche, archivi, musei ed altre attività culturali
- 93 Attività sportive e attività ricreative e di divertimento



As regards potential KPs' applicants skilled SMEs, R&D organisations, or NIAs, there is no restriction in their activity, but they should be able to provide services to the above sectors' MSMEs / Start Ups, in the framework of the BLUE\_BOOST pilot action.

3. Applicants must have their headquarters or an operative branch in Marche Region
4. Participants (applicants' representative) must:
  - be at least eighteen years old at the date of submission of the application;
  - have appropriate and valid documents for travelling in Greece at the date of submission of the application and for the entire duration of the Cross-Field Visit;
  - be provided with a declaration signed by the legal representative of the applicant, giving mandate to the participant to represent the applicant within the Cross-Field Visit;
  - have a good level of knowledge of English.

### **SUBMISSION OF APPLICATIONS**

1. Deadlines: Applications, written on plain paper using the form enclosed with this notice (Annex 1), must be sent no later than the **24<sup>th</sup> of May 2019** to the attention of Mr Massimiliano Pinat to the email address [protocollo@pec.unicam.it](mailto:protocollo@pec.unicam.it)
2. **Applications must be sent on-line as PDF bearing the signature of the legal representative on both the application form and any attachment.** Applications received after the date indicated above will be excluded from the selection.
2. Documents to send:
  - a) Application form (Annex 1) describing the activities carried out in the sectors concerned (for Blue MSMEs/ Start Ups & KPs) or activities which could possibly involve the sectors concerned (only for KPs). The application form must include the authorization for the treatment of data and shall be signed by the applicant's legal representative;
  - b) Declaration by the legal representative of the applicant and scanned photocopy in color front and back of a valid identity document;
  - c) Scanned photocopy in color front and back of a valid identity document and other documents for travelling of the participant.

### **PHASES AND CRITERIA OF SELECTION**

**EVALUATION** – the commission will evaluate the profile of the applicants, as well as their motivations and expectations for participating in the Cross-Field Visit. The selection will take place according to the following procedure:

1. Analysis of the documentation with respect to:
  - Compliance with the requirements;
  - Timing of the submission of the application;
  - Contents and motivations expressed in the application form
2. Should the analysis of the documentation not enable the selection of participants, the commission will carry out individual interviews with eligible candidates to evaluate: a) Motivations and expectations expressed to take part in the project; b) Level of knowledge of one or more foreign languages; c) Training and professional experience related to the project topics. In this case, the list of candidates admitted to the selection, as well as dates, times, and locations of the interviews will be published on the UNICAM website, in addition to a direct notification to candidates via e-mail. Candidates must have a valid identity document to make the interview. As a final step, the commission will draw up a list of selected participants that will be communicated to all applicants, as well as published on the website

**AGREEMENT WITH THE PROJECT PARTNER** - Each participant must sign an agreement with the competent partner with which it undertakes to participate in the Brokerage event and the Cross-Field Visit and the related tasks.

**FINAL REPORT / QUESTIONNAIRE** - Each participant organization will also assume the obligation to fill-in, at the end of the experience, two brief reports/ questionnaires respectively for the CFV and Brokerage Event, on their activities, the competence acquired, the possibility of transfer the same in their own contexts, based on the forms attached to these ToR as Annexes 4 &5.

### **COSTS COVERED BY CROSS-FIELD VISIT PROGRAM**

The funding covers the cost for 1 participant for each selected applicant organization, up to a maximum of 600 EUR per participant, through the contribution of the ADRION Programme, including:

- Travel from the legal seat of the organization to the Cross-Field Visit/Brokerage venue and back (business or first class is not eligible);
- Accommodation (5 stars hotels are not eligible);
- Meals if not provided by the hosting organization (Costs for alcoholic beverages are not eligible);
- Local transports (taxi is not eligible except when it can be demonstrated that no public transport was available at the time and place needed).

**There is no fee to participants or any refund or recognition of the hourly cost to the selected organization.** The reimbursement of the incurred costs will be issued just through the presentation of the Reimbursement Form provided by the competent partner, with annexed the proof of expenditures (invoices, tickets, bills, etc) in original copy. The Applicant, by signing the relative Application Form - declaration allows BLUE\_BOOST partners to process the data given solely for the project needs (including publishing of general information) and statistical reasons, even through electronic or computerised devices, in respect of the security and privacy within the law.

Treatment of personal data will follow the principles of fairness and transparency according to Regulation (EU) 2016/679 – GDPR and 13 D.lgs. 196/2003-Codice Privacy. Details about the document to be submitted and the treatment of personal data are provided at Annex 6.

Per l'Università di Camerino,  
Partner del Progetto Blue\_Boost e soggetto attuatore  
Il Direttore Generale  
F.to Dott. Vincenzo Tedesco

Camerino, 13/05/2019