



GALATEA: Guide for applicants

INNOVATION SUPPORT MECHANISM SERVICES CALL#1

TERMS AND CONDITIONS

VERSION 1.8

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1 ABOUT GALATEA

GALATEA aims at promoting cross-border and cross-sectoral collaborations between innovation actors, notably SMEs, in 4 key domains of Blue Growth with great potential of development and uptake of innovative solutions by businesses: Smart Port, Smart Ship, Smart Shipyard, Maritime Surveillance.

The construction of new value chains by the integration of technologies and know-how from ICT and aerospace communities is essential for the modernisation of those key economic sectors to be more efficient, greener, and safer and to enhance their competitiveness at a global level.

The EC has established '[Blue Growth](#)' as the long-term strategy to support sustainable growth in the maritime sectors and as a means for achieving the goals of the Europe 2020 strategy for smart, sustainable, and inclusive growth. This strategy focuses on both emerging and traditional maritime activities including those addressed by GALATEA.

1.1 GALATEA partners

 <p>POLE MER MEDITERRANÉE/ TOULON VAR TECHNOLOGIES (PMM-TVT) https://www.polemermediterranee.com/ FRANCE</p>	 <p>AEROSPACE VALLEY (AV) https://www.aerospace-valley.com FRANCE</p>
 <p>ATHINA-EREVNITIKO KENTRO KAINOTOMIAS STIS TECHNOLOGIES TIS PLIROFORIAS, TON EPIKOINONION KAI TIS GNOSIS (CORALLIA) http://www.corallia.org GREECE</p>	 <p>ASOCIACION CLUSTER DE MOVILIDAD Y LOGISTICA DE EUSKADI (MLC-ITS EUSKADI) http://www.mlcluster.com SPAIN</p>
 <p>FUNDACIO EURECAT (EURECAT) https://eurecat.org SPAIN</p>	 <p>ASOCIACION CATALANA PARA LA INNOVACION Y LA INTERNACIONALIZACION DEL SECTOR DEL AGUA, CATALAN WATER PARTNERSHIP (CWP) http://www.cwp.cat SPAIN</p>
 <p>ASOCIATIA CLUJ IT (CLUJ IT) https://www.clujit.ro ROMANIA</p>	 <p>BALTYCKI KLASTER MORSKI I KOSMICZNY (BSSC) www.bssc.pl POLAND</p>

1.2 GALATEA facts

Project Acronym	GALATEA
Project Title	Grow and AcceLerate your smArt projectS in nEw value chAins of the European Blue Economy
Project Reference	H2020-INNOSUP-1-2019-01-two-stage, Grant Agreement No: 873026
Project Topic	Cluster facilitated projects for new industrial value chains
Project Duration	30 months (01.06.2020 - 30.11.2022)
Overall Budget	€3.670.505,00 (EU contribution: €3.670.505,00) €2.180.000,00 will directly benefit innovative SMEs in the form of vouchers
Web	www.galateaproject.eu

1.3 GALATEA Contact points

For any enquiries regarding the GALATEA project, please contact the project Coordinator:

Clémence LE CORFF | Pôle Mer Méditerranée - Toulon Var Technologies | Technopôle de la Mer, 93 rue du Forum de la Méditerranée, CS 60033 – 83196 Ollioules, France Tel. +33 489 330 076 | E-mail: galatea@polemermediterranee.com.

For any enquiries regarding information and/ or clarification on the Innovation Support Mechanism, please contact:

Christina GAROUFALIA | ATHINA - EREVNITIKO KENTRO KAINOTOMIAS STIS TECHNOLOGIES TIS PLIROFORIAS, TON EPIKOINONION KAI TIS GNOSIS (CORALLIA) | 44, Kifissias Ave., Monumental Plaza Building C, GR-15125, Maroussi, Athens | Greece Tel. +30 210 63 00 770 | E-mail: galatea@corallia.org.

For any other enquiry, please contact one of the GALATEA partners listed in Annex 1.

2 GALATEA INNOVATION SUPPORT MECHANISM – BACKGROUND AND CONTEXT

This Call for Services is supported by the GALATEA Project Consortium and is financed by the EU's Horizon 2020 Programme under Grant Agreement 873026 and managed by the Executive Agency for Small and Medium-sized Enterprises (EASME). GALATEA's overall objective is the development of new cross-sectoral and cross-border industrial value-chains, supporting innovative SMEs and facilitated by clusters, to foster the development of Blue Growth key industries in Europe to be competitive at the global level. This development will be based on the construction of new industrial value chains and the reconfiguration of existing ones driven by the integration of technologies and know-how from aerospace and ICT communities to the following Blue Growth domains: ports, ships, shipyards, and surveillance.

More specifically, this call aims at facilitating and supporting SMEs to carry out their innovation activities. It is estimated that 70 SMEs will be able to receive support in the form of Services from the GALATEA project.

Additionally, a Call for Vouchers, which aims to directly fund innovative SMEs in the form of vouchers for the development of projects related to Blue Growth, is launched in parallel. All information on the Voucher Call can be found [here](#).

2.1 Target audience

The target audience of the GALATEA Innovation Support Mechanism Voucher Call 1 are **innovative SMEs from the Maritime (port, ship, shipyard, maritime surveillance), ICT, Aeronautic, Aeronautic sectors wishing to submit proposals related to Blue Growth**. Applicants must be either member of one of the GALATEA consortium [clusters](#) or established or with a branch office in the GALATEA territorial scope (Annex 2).

2.2 Blue Growth domains and challenges

GALATEA project identifies **22 Challenges** distributed under **4 Blue Growth** domains and tackles **3 horizontal dimensions** corresponding to EU priorities.

Horizontal dimensions

- **Digital transition:** digitalisation transforms the maritime sector and provides opportunities to enhance the competitiveness, efficiency, and sustainability of the targeted domains. Digital transition includes the use of cloud-based Services, mobile devices and apps, sensors and other IoT technologies, AR, 5G network, digital twins, autonomous transportation, artificial intelligence, cyber security, block-chain technology and big data driven innovation, robotics.
- **Ecological transition:** Regarding the EU2020 Strategy for smart, sustainable, and inclusive growth which focuses on climate change and energy sustainability, the maritime sector is focused on preserving biodiversity and reducing its ecological footprint, notably for ports through the implementation of environmental monitoring and for maritime transport, through the development of alternative energies and the use of new materials.
- **Circular economy:** Maximizing the reusability of products and raw materials and avoiding destroying valuable materials is necessary for seaports, places of active trade and

exchanges with many companies operating close to each other. In January 2018, the EC put forward a new [legislation on port reception facilities for the delivery of waste from ships](#) according to which ports would have to provide adequate facilities to collect all sorts of waste.

Domain	Sub-Domain	Challenge
SMART PORT	Energy	Development of clean energy resources
	Logistics	Improvement of flow management Development of security in the port
	Environment	Optimisation of resources consumption Elimination and recycling of waste and wastewater Protection of natural resources
	Digitalisation	Digitalisation of the port
	Service development	Development of a digital service platform (for marinas) Optimisation of the water surface Improvement of the links between the city and the port
SMART SHIP	Energy	Implementation of clean energy sources on board
	Digitalisation	Development of a ship more autonomous
	Security	Improvement of the ship security
SMART SHIPYARD	Digitalisation	Development of remote and predictive maintenance Continuation of activities
	Environment	Revalorisation of waste and reuse of wastewater
	Manufacturing	Implementation of innovative materials Implementation of innovative manufacturing processes
MARITIME SURVEILLANCE	Digitalisation	Improvement of information transfer
	Environment	Preservation of marine and maritime ecosystems
	Security	Detection of illegal activities Improvement of search and rescue

3 GALATEA INNOVATION SUPPORT MECHANISM – SERVICES CALL ADDRESSED TO SMEs

This part is targeting innovative SMEs intending to bring solutions that will address and match with one of the thematic priorities of the GALATEA project. Additionally, a vouchers' call is being launched in parallel (January 27th, 2021 – March 31st, 2021) to the current call for Services. SMEs may apply to both calls for Services and vouchers.

3.1 Which are the Services offered?

The total number of Services planned is **70** and may be provided in various forms, such as individual meetings, one or more sessions, webinars, collectives meetings, etc. at an average estimation of 4 working days/ service and no less than 1 working day/ service. The Services will be provided from June 2021 until January 2023.

Service type	Service scope
Service#1 Business model elaboration	Support on business model assessment to ensure proper planning set, alignment with market requirements and conditions, etc.
Service#2 Technology expertise	Support on technology potential for given markets
Service#3 Internationalisation	Support on international diffusion of beneficiary/ solution to develop new business, to participate in matchmaking sessions and implement actions to maximise collaborations.
Service#4 Funding Opportunities	Support on exploring funding opportunities suitable to the SMEs' mission and needs and on developing and submitting proposals to funding schemes.

3.2 Which are the GALATEA service providers?

Service type	Service providers
Service#1 Business model elaboration	AV, MLC-ITS Euskadi, CWP, CLUJIT, BSSC, Corallia
Service#2 Technology expertise	PMM, AV, EURECAT, CLUJIT, Corallia
Service#3 Internationalisation	PMM, MLC-ITS Euskadi, CWP, BSSC, Corallia
Service#4 Funding Opportunities	PMM, AV, MLC-ITS Euskadi, EURECAT, CWP, CLUJIT, BSSC, Corallia

3.3 Who can apply?

3.3.1 Eligibility conditions

Proposals will be eligible only if all the following conditions are met:

1. Applicants must be a SME and declare their SME status in accordance with the SME definition of the European Union as part of the application via [this link](#);
2. Applicants must be innovative SMEs from the Maritime (port, ship, shipyard, maritime surveillance), ICT, Aeronautic, Aerospace sectors wishing to submit proposals related to Blue Growth.
3. Applicants must be either member of one of the GALATEA consortium [clusters](#) or established or with a branch office in the GALATEA territorial scope (Annex 2).
4. Applications must be written in English (applications partially written in another language are not eligible) and must not exceed maximum number of characters stated in each text box of the pre-defined template found at <https://galatea.fundingbox.com/> ;
5. Applications must be submitted *through the web-based system* by 17:00 CET of the deadlines indicated in section 3.3.3 of the present call.

3.3.2 Where to apply and how?

Interested SMEs will apply via the following link: <https://galatea.fundingbox.com/>

They may apply to one or several Services in accordance with their needs. There is no maximum number of Services offered to each applicant by the GALATEA project.

We will evaluate **only** proposals submitted through the FundingBox Open Call management tool <https://galatea.fundingbox.com/> **until December 31st, 2022**, as presented in section 3.3.3. Upon receipt of each proposal, the system will send you a confirmation of your submission.

After submission, the applicant will receive an e-mail which states the date and time of the submitted proposal.

3.3.3 When to apply?

The GALATEA Innovation Support Mechanism Services Call is launched **on January 27th, 2021**. Information on the Services' dates and time plan are summarised in the following table.

Service type	Call opens	Call closes	Evaluation
Service#1 Business model elaboration	January 27th, 2021, @17.00CET	The call will remain continuously open until December 31st 2022 @17.00CET	Evaluation: 1 month
Service#2 Technology expertise			
Service#3 Internationalisation			
Service#4 Funding Opportunities			

4 EVALUATION AND SELECTION PROCESS

A two-step assessment procedure will be followed safeguarding the principles of transparency and equal treatment as described below.

- **Eligibility check** of the Application Form.
- **Evaluation** of the Application Form by the GALATEA partner (SME contact point in charge) as presented in Annex 1.

Each cluster will decide individually, after an eligibility assessment step, if the service could be provided or not taking into consideration its capacity to deliver it (competences and availability). If the cluster has reached the maximum number of Services to be provided or cannot provide the requested Service, then the application will be redirected to another partner according to the following procedure. Three partner groups able to provide all 4 types of Services are formed: 1st group: PMM and AV, 2nd group: MLC, EURECAT and CWP and 3rd group: CLUJIT, BSSC and Corallia. If a Service cannot be provided, then the application is redirected to the corresponding group members. If the group members cannot provide the Service in question, then the application is redirected to the other two groups.

Partner	Service#1 Business model elaboration	Service#2 Technology expertise	Service#3 Internationalisation	Service#4 Funding Opportunities
PMM		x	x	X
AV	x	x		x
MLC-ITS Euskadi	x		x	x
EURECAT		x		x
CWP	x		x	x
CLUJIT	x	x		
BSSC	x		x	x
Corallia	x	x	x	x

4.1 Criteria

The evaluation of applications is based on a set of criteria in addition to the main eligibility requirements mentioned above. The evaluation criteria are summarised in the following table.

Evaluation criteria	Details	Score
1. Rationale for the requested service	How the requested service will help the SME improve their status and contribute to carry out their innovation activity	5

2. Relevance to the GALATEA's domains/ challenges	How are the SME's activities related to the GALATEA project (domains, challenges)	5
3. SME profile	How is the core business, experience and competences of the SME strengthening the application for the current service	5
Total		15

4.2 Scoring mechanism

Evaluation scores will be awarded based on the criteria mentioned in the section above. The maximum score for each criterion will be 5 points. Each criterion is rated between 1 and 5 points; no half-points are allowed. The threshold for each individual criterion will be 3 points. The overall threshold, applying to the sum of the three individual scores will be 9 points. The total score in all vouchers is comprised by adding the scores of the three criteria and will be maximum 15 points. The same evaluation criteria and scorings apply to all types of requested Services. The meaning of the scores with respect to the sub-criteria are as follows:

- **1 - Poor.** The sub-criterion is addressed in an inadequate manner, or there are serious inherent weaknesses.
- **2 - Fair.** While the proposal broadly addresses the sub-criterion, there are significant weaknesses.
- **3 - Good.** The proposal addresses the sub-criterion well, but with at least one moderate weakness.
- **4 - Very good.** The proposal addresses the sub-criterion very well, although with minor weaknesses.
- **5 - Excellent.** The proposal successfully addresses all relevant aspects of the sub-criterion in question. Any shortcomings are minor.

4.3 Evaluation procedure

Submitted Services applications will be assessed by a first come-first served basis by the SME contact point in charge. The assessment period shall take max. 30 days, starting from the closing date of the call. The applicants will receive an e-mail about the outcome of the assessment directly after the assessment is finalised along with instructions for the next steps in the case the applicant is awarded.

5 ENQUIRIES AND COMPLAINTS

For any complaints against the Services' selection process, these have to be submitted by the applicant on behalf of the project to galatea@corallia.org or your local contact point (Annex 2)

within **5 calendar days** after the announcement of the Open Call results. Your email should include the following information:

- Platform username and application name
- Lead contact name and details
- Object of your complaint
- Information and evidence of the alleged breach

The Review Committee, which consists of the members (Cor, AV, PMM-TVT) of the Innovation Support Committee (ISC), will examine the complaint based on the information brought forward by the applicant, will assess the case, and decide whether the complaint is justified or not and will inform the applicant and the consortium on the decision taken. If the complaint is considered justified, the Review Committee will notify the evaluators to re-evaluate the Services' application and the related assessment part, subject to the complaint. The evaluators will then provide the Review Committee with an updated assessment. The final decision on the complaint will be communicated by the Review Committee to the applicant in writing within **20 working days** from the date of submitting the complaint. This decision will be final, binding to all parties and not subject to any further complaint proceedings within the programme if the complaint is based on the same grounds.

For technical issues concerning the submission procedure, please contact galatea@polemermediterranee.com.

6 CONFIDENTIALITY AND DATA PROTECTION

GDPR compliance: The [General Data Protection Regulation](#) (2016/679/EU) guarantee that the processing of data is carried out in compliance with the fundamental rights and freedoms, as well as the dignity of the data subject with reference to confidentiality, personal identity and the right to data protection.

By applying, the applicant agrees on the storage and use of its personal data for the execution of the GALATEA objectives and work plan. The GALATEA consortium commits to handling personal data and company data confidentially except for the call results, which may contain information about successful GALATEA Services' applications (service title, names of project partners and scope description (as provided by the project partner)).

The processing of data that GALATEA intends to carry out will be based on lawfulness and correctness in the full protection of its rights and its confidentiality pursuant to the general principles of the GDPR and its art. 24. Therefore, the competitors are informed of the procedure that the data provided by the applicants will be treated exclusively with reference to the procedure for which they submitted the documentation.

The applicants can exercise their rights towards the data controller, pursuant to article 12 of the GDPR. For any inquiries regarding the processing your personal data, please contact dpo@athena-innovation.gr.

Applications selection and evaluation will be performed under the appropriate ethical conduct and will respect the confidentiality of the information received.

7 DISCLAIMER

Purpose: This text is explaining the GALATEA Innovation Support Mechanism for information purposes only. No rights can be claimed based on this document. This document does not reflect the views of the European Commission and EASME.

Mistakes or inconsistencies: The GALATEA consortium is not responsible for any mistakes or misinterpretations that this text may cause. In the case of inconsistencies, the GALATEA Executive Board will determine the steps to be taken, in cooperation with the applicant concerned.

Consequential damages: In no event shall either party be liable to the other or any of its affiliates for any consequential, incidental, indirect, special, punitive, or exemplary damages (including, without limitation, lost profits, business, or goodwill) suffered or incurred by such other party or its affiliates in connection with this innovation support mechanism, even if advised of the possibility of such damages.

ANNEX 1 SME CONTACT POINTS

FRANCE		
SUD – PACA and Occitanie		
Pôle Mer Méditerranée/ TOULON VAR TECHNOLOGIES	Clémence Le Corff	galatea@polemermediterranee.com
Nouvelle-Aquitaine and Occitanie		
AEROSPACE VALLEY	Diego Carballo	carballo@aerospace-valley.com
GREECE		
CORALLIA	Christina Garoufalia	galatea@corallia.org
POLAND		
BALTYCKI KLASTER MORSKI I KOSMICZNY (BSSC)	Marek Grzybowski Krzysztof Anzelewicz	marek.grzybowski@bssc.pl k.anzelewicz@bssc.pl
ROMANIA		
ASOCIATIA CLUJ IT (CLUJ IT)	Andreea Apostu Mihaela Aluas	andreea.apostu@clujit.ro mihaela.aluas@clujit.ro
SPAIN		
Basque country		
ASOCIACION CLUSTER DE MOVILIDAD Y LOGISTICA DE EUSKADI (MLC-ITS EUSKADI)	Leire Balzategui Urrutia Nerea Rojas Fernando Zubillaga	lbalzategui@mlcluster.com nrojas@mlcluster.com galatea@mlcluster.com
Catalonia		
FUNDACIO EURECAT (EURECAT)	Aitor Corchero Xavier Domingo	aitor.corchero@eurecat.org xavier.domingo@eurecat.org
ASOCIACION CATALANA PARA LA INNOVACION Y LA INTERNACIONALIZACION DEL SECTOR DEL AGUA, CATALAN WATER PARTNERSHIP (CWP)	Eric Santos Xavier Amores Sergi Compte	eric.santos@cwp.cat xavier.amores@cwp.cat sergi.compte@cwp.cat

ANNEX 2 GALATEA CLUSTERS AND REGIONS

To be eligible for the GALATEA Innovation Support Scheme, applicants must be either member of one of the GALATEA consortium [clusters](#) or established or with a branch office in the GALATEA territorial scope. For cluster membership information, please contact your preferred **GALATEA cluster**:

 <p>Pôle Mer Méditerranée – Toulon Var Technologies (PMM-TVT) https://www.polemermediterranee.com/ FRANCE</p>	 <p>AEROSPACE VALLEY (AV) https://www.aerospace-valley.com FRANCE</p>
 <p>ATHINA - EREVNITIKO KENTRO KAINOTOMIAS STIS TECHNOLOGIES TIS PLIROFORIAS, TON EPIKOINONION KAI TIS GNOSIS (CORALLIA) http://www.corallia.org GREECE</p>	 <p>ASOCIACION CLUSTER DE MOVILIDAD Y LOGISTICA DE EUSKADI (MLC-ITS EUSKADI) http://www.mlcluster.com SPAIN</p>
 <p>FUNDACIO EURECAT (EURECAT) https://eurecat.org SPAIN</p>	 <p>ASOCIACION CATALANA PARA LA INNOVACION Y LA INTERNACIONALIZACION DEL SECTOR DEL AGUA, CATALAN WATER PARTNERSHIP (CWP) http://www.cwp.cat SPAIN</p>
 <p>ASOCIATIA CLUJ IT (CLUJ IT) https://www.clujit.ro ROMANIA</p>	 <p>BALTYCKI KLASTER MORSKI I KOSMICZNY (BSSC) www.bssc.pl POLAND</p>

GALATEA territorial scope

- France; the whole country.
- Greece; the whole country.
- Poland; the whole country.
- Romania; the whole country.
- Spain; the whole country.