

## GALATEA supports SMEs innovative projects in the Blue Growth Economy



AN INNOVATIVE  
APPROACH



A CALL FOR  
INTEREST



CROSS SECTORAL  
AND CROSS BORDER



BLUE  
GROWTH

GALATEA (Grow and Accelerate your smArt projectTs in nEw value chAins of the European Blue Economy), a project funded by the European Union under its INNOSUP-1 programme, was launched in June 2020 giving continuity to the successful project NEPTUNE which ended in December 2018.

GALATEA brings together the cooperation and experiences of 7 ICT, aerospace and maritime cluster and 1 research and technology organisation from 5 European countries: France, Greece, Romania, Poland and Spain. The project will run for 30 months until November 2022 under de coordination of Pôle Mer Méditerranée.

The overall objective is to develop new cross-sectoral and cross-borders value chains supporting innovative SMEs to foster the development of Blue Growth key industries in Europe. This development will be **driven by the integration of technologies and know-how from aerospace and ICT sectors, to the following domains: ports, ships, shipyards, and maritime surveillance.**

## EMERGENCE OF CHALLENGES

Thanks to the mobilisation of end-users, GALATEA has identified a set of challenges to be addressed in the four domains supported by the project.



SMART  
PORT



SMART  
SHIPYARD



SMART  
SHIP



MARITIME  
SURVEILLANCE

## + INFO ABOUT THE CHALLENGES

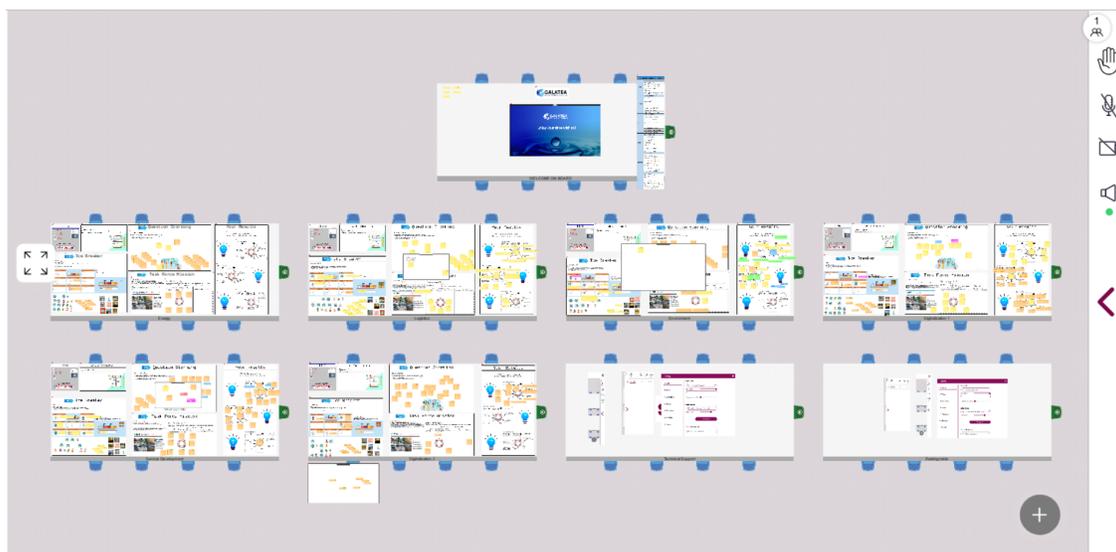
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### INNOVATION CLUBS & B2B

During January 2021, GALATEA has organized several innovation clubs and B2B meetings to encourage SMEs in proposing innovative solutions to the identified challenges in a cross-fertilization framework.



Around 60 SMEs and 10 experts from 5 European countries have participated in this ideation process in which an innovative “design thinking” methodology has been applied. SMEs joined around different working tables to respond to digitalization, environment, security and other specific challenges on the 4 GALATEA's Blue Economy domains: Smart Ship, Smart Ports, Smart Shipyards and Maritime Surveillance. SMEs had the opportunity to meet and exchange ideas. Following the methodology to facilitate creativity and supported by facilitators and experts, more than 35 ideas have been generated by the SMEs to address the identified challenges. These creativity sessions are followed by B2B meeting where SMEs will have the opportunity to further develop the ideas arising during the innovation clubs, propose other ones and search for partnerships to jointly apply to the GALATEA's call.



## 1st call for SMEs opens the 27th of January

Following the three-steps methodology approached by the project, after the emergence of challenges and ideas, GALATEA opens its first call for the provision of support services to SMEs the 27th of January, 2021.

Until the 31st of March 2021, SMEs can apply for direct financial vouchers for the development of their projects or for getting support services from consortia experts.

+ INFO

### CALL FOR VOUCHERS

SMEs can get direct financial support up to 20.000 € if they apply individually for development and technology transfer activities or up to 60.000 € per SME if they apply in a consortium of at least two SMEs to develop your prototype or demonstration projects

### CALL FOR SERVICES

GALATEA partners offer a set of coaching services to facilitate and support SMEs to carry out their innovation and scale-up activities. SMEs can apply individually to get support on:

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

schemes.

+ APPLY HERE



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