



GALATEA project has received funding from the European Union's Horizon 2020 research and innovation programme under Grant Agreement n°873026

➤ What is GALATEA ?

- EU Project led by skilled & experienced **clusters**
- Funded by the **Innosup-1** component of the **H2020** programme of the **European Commission** and managed by **EASME** (Executive Agency for Small & Medium-sized enterprises)
- Total Budget: **3,6 m€**
- 30 months duration – **June 2020 / November 2022**



➤ Objectives

Develop new cross-sectoral and cross-border industrial value-chains, integrating technologies and know-how from aerospace and ICT communities to key Blue Growth domains: ports, ships, shipyards and maritime surveillance.

01

To foster the creation or the improvement of products/production processes with the reduction of raw material consumption.

04

To provide innovation support through vouchers, services and other support mechanisms to SMEs.

02

To implement a systematic approach providing innovation support to individual and consortium of SMEs.

05

To offer SMEs the opportunity to extend their markets worldwide.

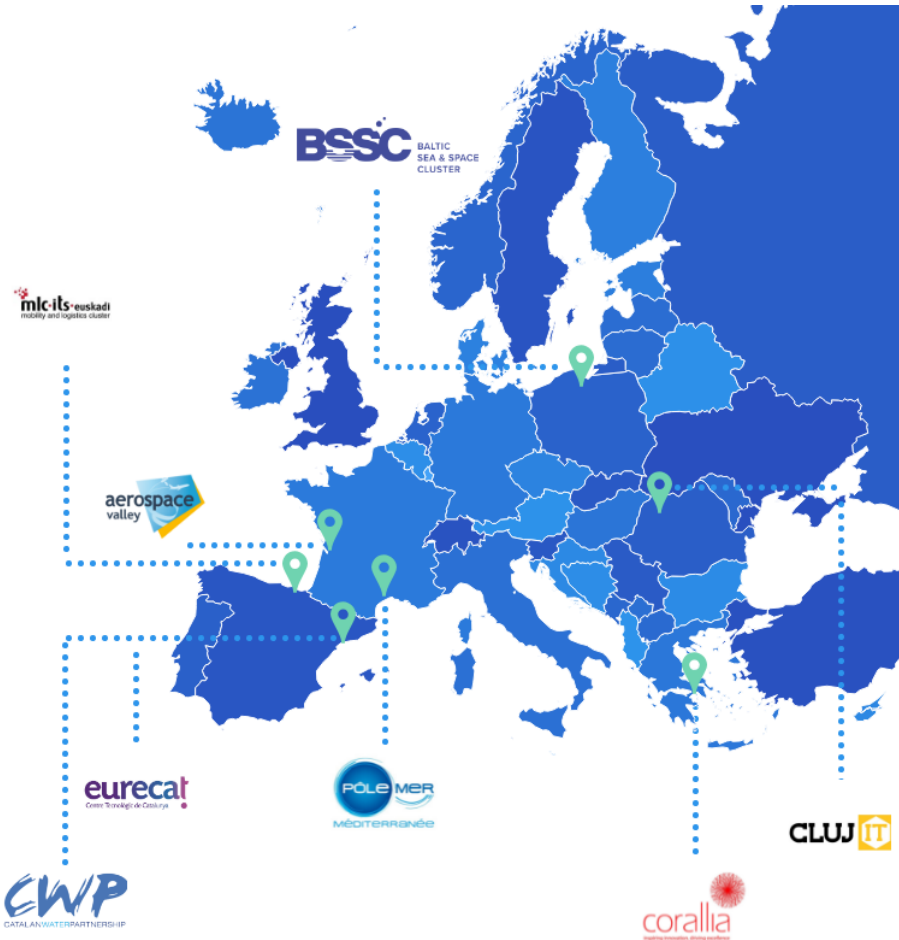
03

To support the development of large-scale demonstrators.

➤ Who is behind GALATEA ?

7

ICT, Aerospace
and Maritime
clusters



1

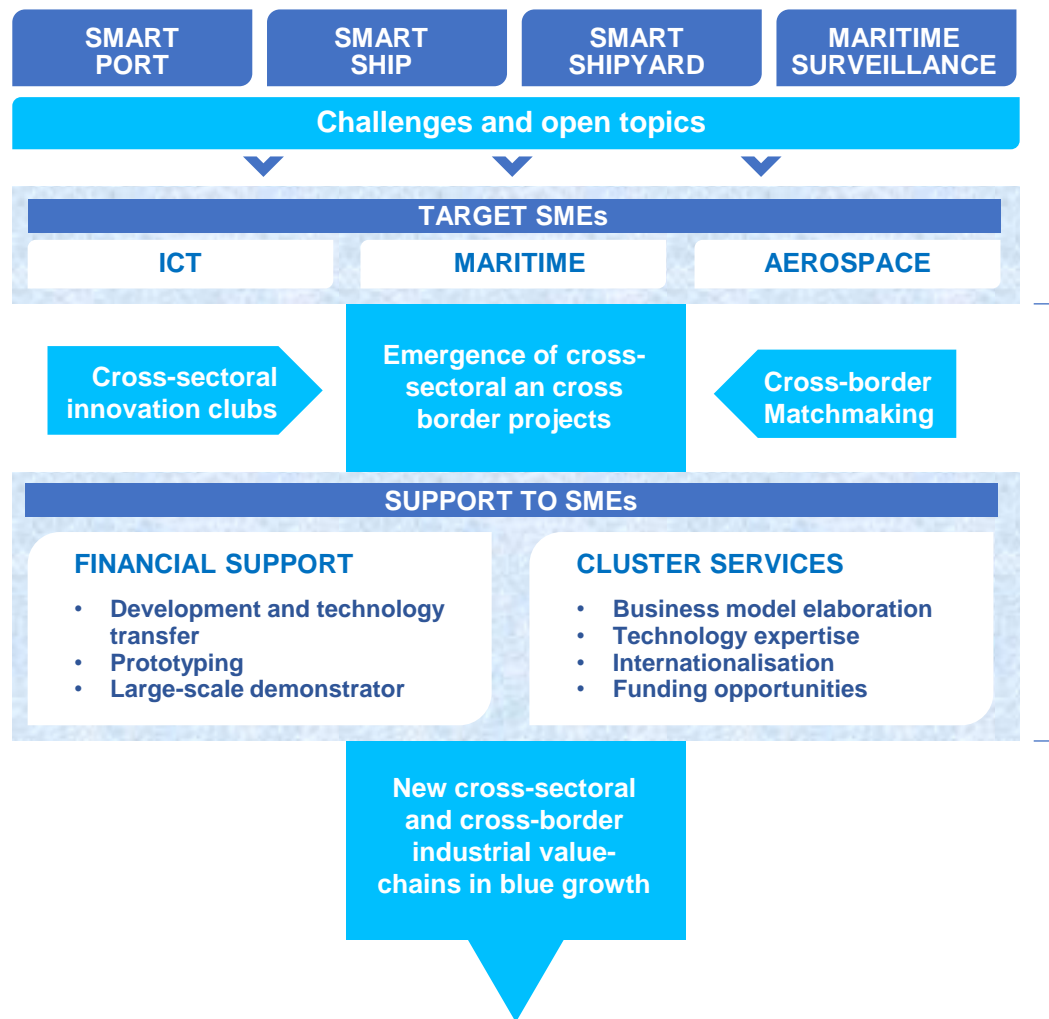
**research and
technology
organisation**

Supported by the EU

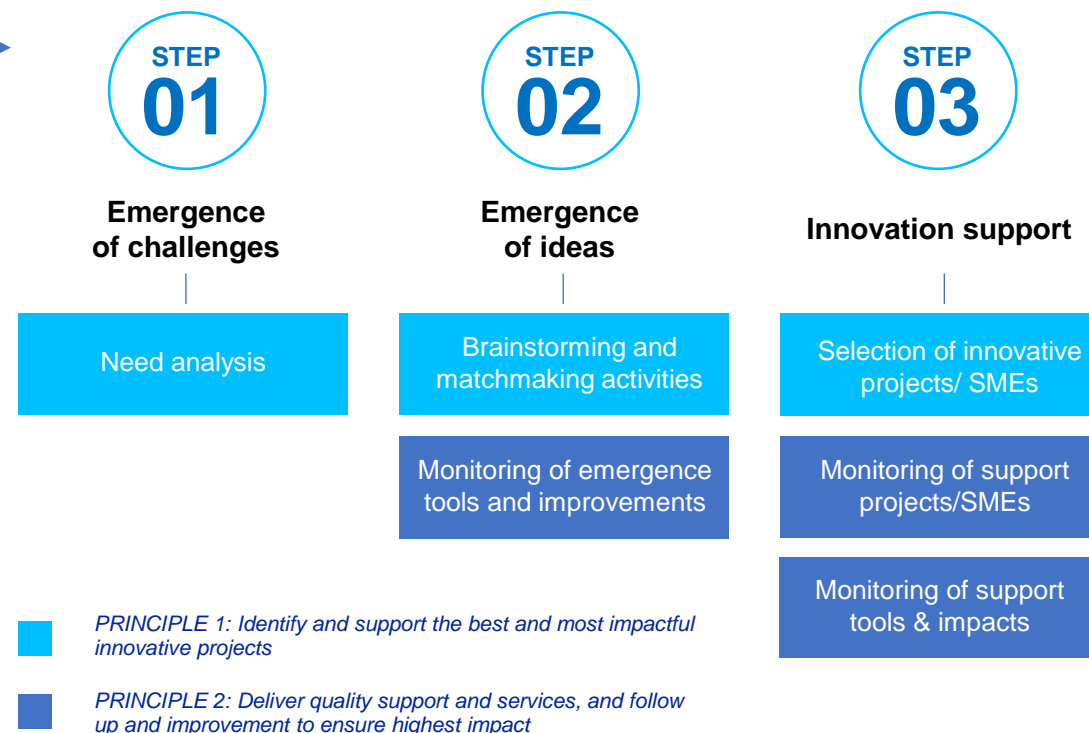


1	Pôle Mer Méditerranée	PMM-TVT	Maritime	France
2	Aerospace Valley	AV	Aeronautics, Space, Embedded Systems	France
3	Corallia Cluster Initiative	CORALLIA	Space, Microelectronics/IoT, creative industries	Greece
4	Asociación Cluster de Movilidad y Logística de Euskadi	MLC-ITS	Mobility & logistics, ITS	Spain
5	Fundacio Eurecat	EURECAT	ICT	Spain
6	Catalan Water Partnership	CWP	Water	Spain
7	Asociatia Cluj IT	CLUJ IT	ICT	Romania
8	Baltic Sea & Space Cluster	BSSC	Maritime	Poland

GALATEA CONCEPT



GALATEA proposes a three-step **methodology** for supporting SME's innovation projects and development. Two main principles guide our action, to ensure the well-redistribution of money and the sufficient impact of the GALATEA systemic approach.



➤ GALATEA key sectors

01 — SMART PORT

BIODIVERSITY PASSENGERS
SUPPLY CHAIN LNG GOODS
LOGISTICS AIR QUALITY
SUSTAINABLE DATA MULTIMODAL
WASTE SECURITY
CONNECTION SYSTEM TRADE DIGITALISATION
CYBERSECURITY FLOWS
INDUSTRY 4.0 HINTERLANDS SCRUBBER
COMPETITIVE

02 — SMART SHIP

MECHANICAL PERFORMANCES REDUCE CONSUMPTION
SENSORS SECURITY MARITIME TRANSPORT
CARBON FOOTPRINT GREEN MONITORING
WARNING SYSTEMS TRADE REAL-TIME
DIGITALISATION SAILORS DATA MANAGEMENT
BATTERIES TRAFFIC CONNECTED
PASSENGERS SUSTAINABLE FREIGHT INDUSTRY 4.0
DECISION MAKING AUTONOMOUS REMOTE OPERATIONS
ALTERNATIVE FUELS HYDROGEN

03 — SMART SHIPYARD

MECHANICAL PERFORMANCES PREDICTIVE MAINTENANCE
ASSEMBLY REAL-TIME
SENSORS DIGITAL TWIN
CONNECTED COMPETITIVE
REPAIR DATA IoT
SUPPLIERS MANUFACTURING MARINE EQUIPMENT
OUTFITTING DESIGN SUSTAINABLE CIRCULAR ECONOMY
MARINE MACHINERY DIGITAL TRANSITION INDUSTRY 4.0
DECISION MAKING

04 — MARITIME SURVEILLANCE

DIGITALISATION
PROTECTION & SAFETY
CRIMINAL ACTIVITIES SEARCH & RESCUE
MANAGE PREVENT MONITOR SENSORS
EUROPEAN MARITIME SPACE SURVEILLANCE
DECISION MAKING MARINE POLLUTION RESPONSE
ENVIRONMENT DATA MANAGEMENT
PASSENGERS GOODS
EARTH OBSERVATION
SECURITY
MARITIME DISASTERS

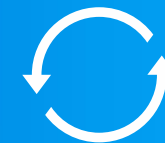
GALATEA will also tackle 3 horizontal dimensions of paramount importance for these four domains and corresponding to EU priorities:



—
**DIGITAL
TRANSITION**



—
**ECOLOGICAL
TRANSITION**



—
**CIRCULAR
ECONOMY**



➤ INNOVATION SUPPORT MECHANISM

Through it's innovation support scheme, GALATEA will offer unique opportunities for SMEs:

- **Direct financial support of vouchers** - up to **2,180,000 €** of which up to **60%** will be spent on the 1st Call for projects
- Access to a wide range of **professional services** - up to **86 725 €** of which up to **50%** will be spent on the 1st Call for services

WHO CAN APPLY ?

01

Innovative SMEs from the Maritime (port, ship, shipyard, maritime surveillance), ICT, Aérospatiale, Aeronautic sectors wishing to submit proposals related to Blue Growth
(See here the [SME definition](#) of the European Commission)

02

Members of one of the GALATEA consortium clusters or established or with a branch office in the GALATEA territorial scope
(France, Greece, Poland, Romania and Spain)

HOW TO APPLY

- Online application via the following link: <https://galateaproject.eu/innovation-support-call/>
- **Deadline for application: March 31st, 2021, 17h CET**
- Each applicant will receive a **confirmation of submission** which states the date and time of the submitted proposal by email
- Proposals may be re-edited while the last submitted proposal within the deadline will be considered as the final one
- SMEs applying to the call as a **consortium should fill in one proposal**. One of the involved SMEs acting as “coordinator” is responsible to complete all information into the online tool
- **Each interested SME may submit only one proposal per call** and benefit from only one voucher per call
- **SMEs may apply to one or several services**. There is no maximum number of services offered

➤ Challenges looking for solutions

01 SMART PORT

ENERGY

- Development of clean energy sources

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

02 SMART SHIP

ENERGY

- Implementation of clean energy sources on board

DIGITALISATION

- Development of a ship more autonomous

SECURITY

- Optimisation of resources
Improvement of the ship security

03 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

04 MARITIME SURVEILLANCE

DIGITALISATION

- Improvement of information transfer

ENVIRONMENT

- Preservation of marine and maritime ecosystems

SECURITY

- Detection of illegal activities
- Improvement of search and rescue

Find a detailed description of identified challenges [here](#)

WHICH ARE THE VOUCHERS OFFERED?

DEVELOPMENT & TECHNOLOGY TRANSFER

- **Scope:** Assess the transferability potential of some technology or know-how to another sector or solve a technical problem to enable
- **Indicative supported activities:** feasibility study, market study, business plan, data management plan, etc.

PROTOTYPING

- **Scope:** Develop cross-sectoral/border prototype of a new or improved technology, service, product, or production process
- **Indicative supported activities:** Miniaturisation, test, design, standardisation, business plan validation, feasibility plan, etc.

LARGE-SCALE DEMONSTRATOR

- **Scope:** Demonstrate cross sectoral/ border solutions in large-scale operational environments
- **Indicative supported activities:** Scale-up, test, assembly line, commercial strategy, standardisation, pilot line, feasibility plan, etc.

➤ Call for vouchers

Voucher type	Development and technology transfer	Prototyping	Large-scale demonstrator
Financial contribution (grant)	Up to €20.000	Up to €60.000/ SME	Up to €60.000/ SME
Specific eligibility requirements	1 SME	at least 2 SMEs from 2 different sectors	at least two SMEs from 2 different sectors
Eligible expenses	External services	Direct personnel costs, other direct costs, external services	Direct personnel costs, other direct costs, external services
Minimum TRL	TRL4	TRL5	TRL7
Project maximum duration	6 months	12 months	
Payment scheme	<ul style="list-style-type: none">pre-financing: within 30 days from the signature of the Contract between GALATEA and SME (50%)final: within 30 days from the acceptance of all Contract deliverables and final report (50%)	<ul style="list-style-type: none">pre-financing: 40% within 30 days from the signature of the Contractmid-term: 30% within 30 days from acceptance of mid-term Contract deliverables & midterm reportfinal: 30% within 30 days from acceptance of Contract deliverables and final report	

Evaluation criteria

Evaluation criteria	Sub-criteria	Score	Weighted Score
1. Excellence (30%)	1.1 Scientific and technical quality	5	10
	1.2 Innovation potential	5	10
	1.3 Feasibility of the proposal as described by work plan	5	10
Total 'Excellence'			30
2. Potential impact (40%)	2.1 Ecosystem impact	5	5
	2.2 Exploitation of results/ Market potential	5	15
	2.3 Impact to end users/ market	5	15
	2.4 Cross-sectoral aspects in the project	5	5
Total 'Potential impact'			40
3. Quality and efficiency of the implementation (30%)	3.1 Quality, complementarity and appropriateness of work allocation	5	10
	3.2 Risk management	5	10
	3.3 Coherence and effectiveness of the work plan	5	10
Total 'Quality and efficiency of the implementation'			30
TOTAL			100
4. Cross-border partnership	<i>Involvement of cross-border partnerships</i>		+5%

The threshold for each individual criterion is respectively 18, 24 and 18 points and the overall threshold is 70 points.

WHICH ARE THE SERVICES OFFERED AND PROVIDERS?

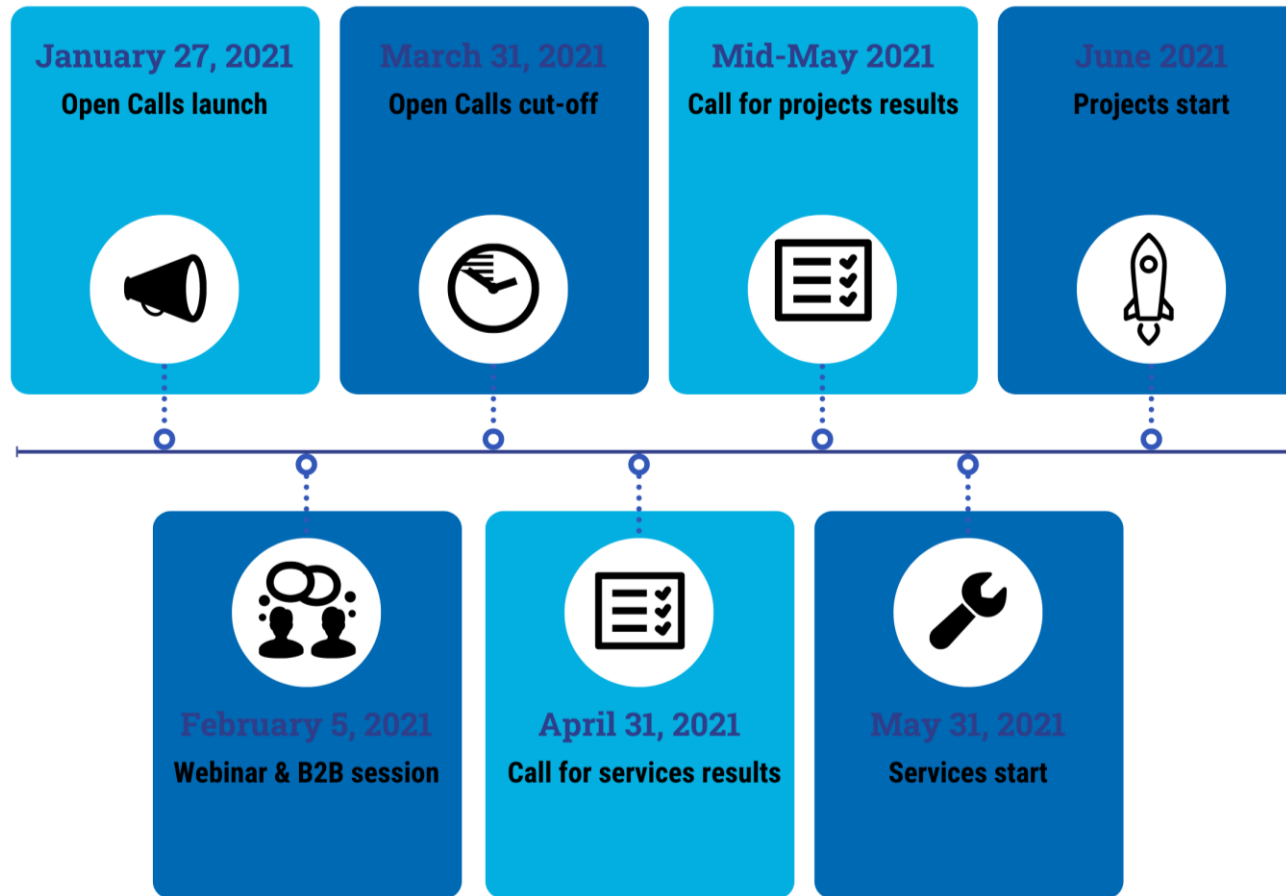
Service type	Service scope	Service providers
Service#1 Business model elaboration	Support on business model assessment to ensure proper planning set, alignment with market requirements and conditions, etc.	AV, MLC-ITS Euskadi, CWP, CLUJIT, BSSC, Corallia
Service#2 Technology expertise	Support on technology potential for given markets	PMM, AV, EURECAT, CLUJIT, Corallia
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.	PMM, MLC-ITS Euskadi, CWP, BSSC, Corallia
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.	PMM, AV, MLC-ITS Euskadi, EURECAT, CWP, CLUJIT, BSSC, Corallia

EVALUATION CRITERIA

Evaluation criteria	Details	Score
01. 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
02. Relevance to the GALATEA's domains/ challenges	How are the SME's activities related to the GALATEA project (domains, challenges)	5
03. SME profile	How is the core business, experience and competences of the SME strengthening the application for the current service	5
Total		15

➤ GALATEA Open Calls calendar

Calendar



2nd Call for projects to be launched late 2021 (tbd)

3 more cut-off dates for the Call for services (tbd)

Contact your SME contact point

FRANCE		
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@galatea_project

<https://galateaproject.eu/>

GALATEA project





THANK YOU

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