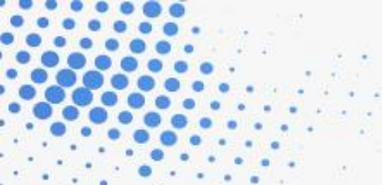




*GALATEA project has received funding from the European Union's Horizon 2020 research and innovation programme under Grant Agreement n°873026*



## ➤ 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

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

### 04

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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

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To support the development of large-scale demonstrators.

# ➤ Who is behind GALATEA ?

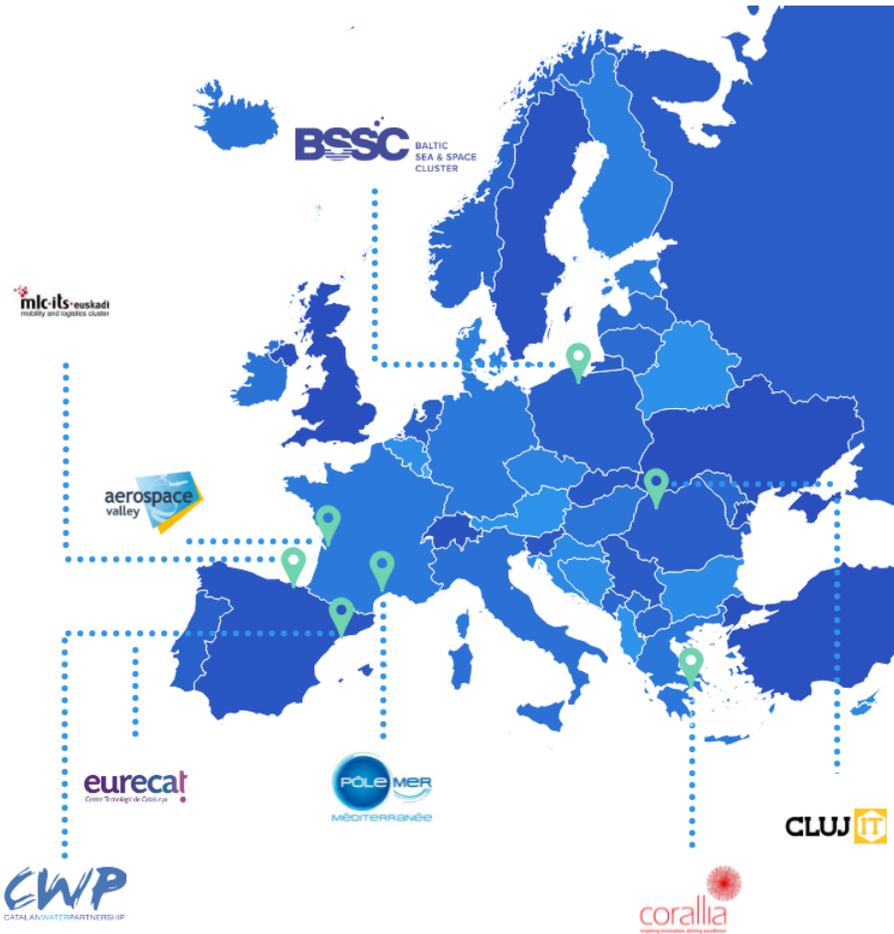
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ICT, Aerospace and Maritime clusters

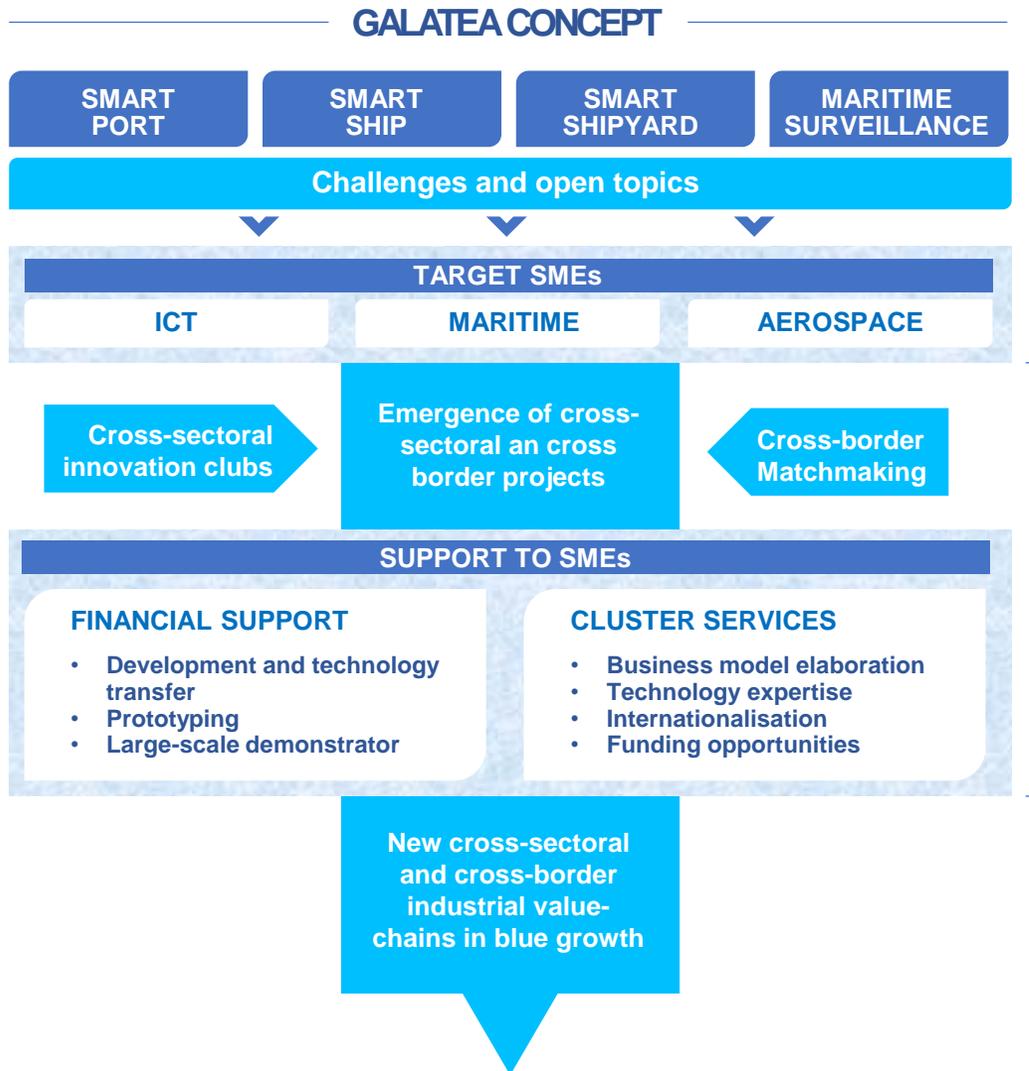
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research and technology organisation

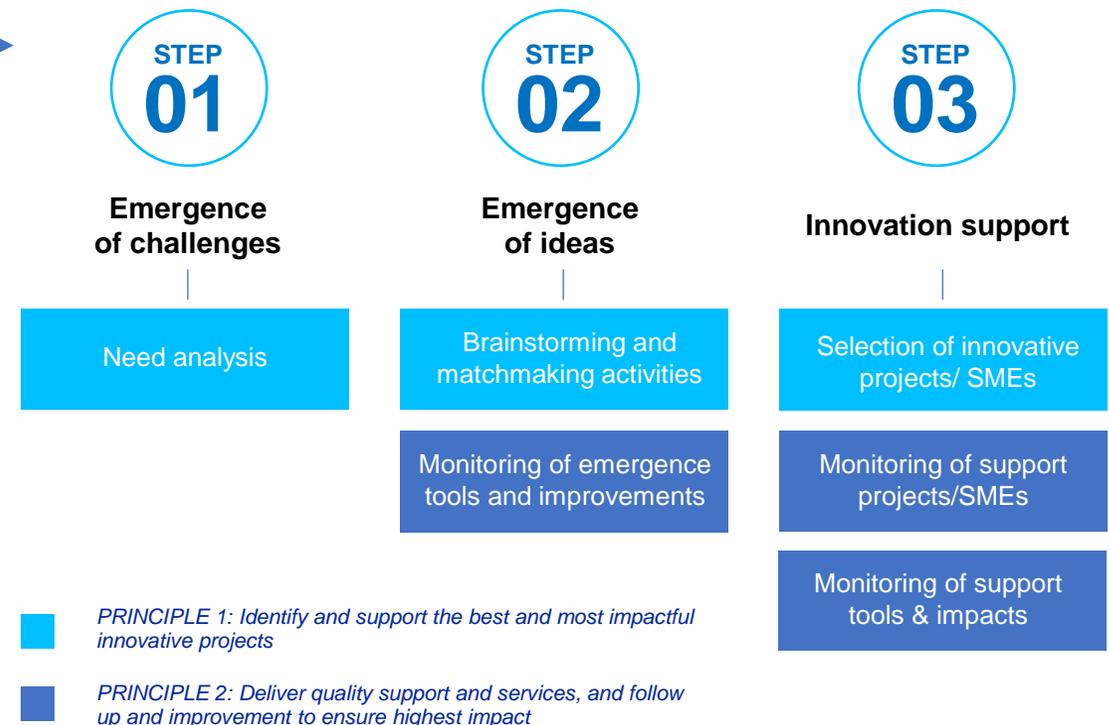
Supported by the EU



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 & logitics, ITS	Spain
5	Fundacio Eurecat	EURECAT	ICT	Spain
6	Catalan Water Partenrship	CWP	Water	Spain
7	Asociația Cluj IT	CLUJ IT	ICT	Romania
8	Baltic Sea & Space Cluster	BSSC	Maritime	Poland



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



## 02 — SMART SHIP



## 03 — SMART SHIPYARD



## 04 — MARITIME SURVEILLANCE



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 its 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 1<sup>st</sup> 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 1<sup>st</sup> Call for services

## WHO CAN APPLY ?

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### 01

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**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

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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

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- Online application via the following link: <https://galateaproject.eu/innovation-support-call/>
- **Deadline for application: March 31<sup>st</sup>, 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?

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### DEVELOPMENT & TECHNOLOGY TRANSFER

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- **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

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- **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

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

## Evaluation criteria

Evaluation criteria	Sub-criteria	Score	Weighted Score
<b>1. Excellence (30%)</b>	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
<b>Total 'Excellence'</b>			<b>30</b>
<b>2. Potential impact (40%)</b>	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
<b>Total 'Potential impact'</b>			<b>40</b>
<b>3. Quality and efficiency of the implementation (30%)</b>	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
<b>Total 'Quality and efficiency of the implementation'</b>			<b>30</b>
<b>TOTAL</b>			<b>100</b>
<b>4. Cross-border partnership</b>	<i>Involvement of cross-border partnerships</i>		<b>+5%</b>

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
<b>Service#1</b> <b>Business model elaboration</b>	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
<b>Service#2</b> <b>Technology expertise</b>	Support on technology potential for given markets	PMM, AV, EURECAT, CLUJIT, Corallia
<b>Service#3</b> <b>Internationalisation</b>	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
<b>Service#4</b> <b>Funding Opportunities</b>	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

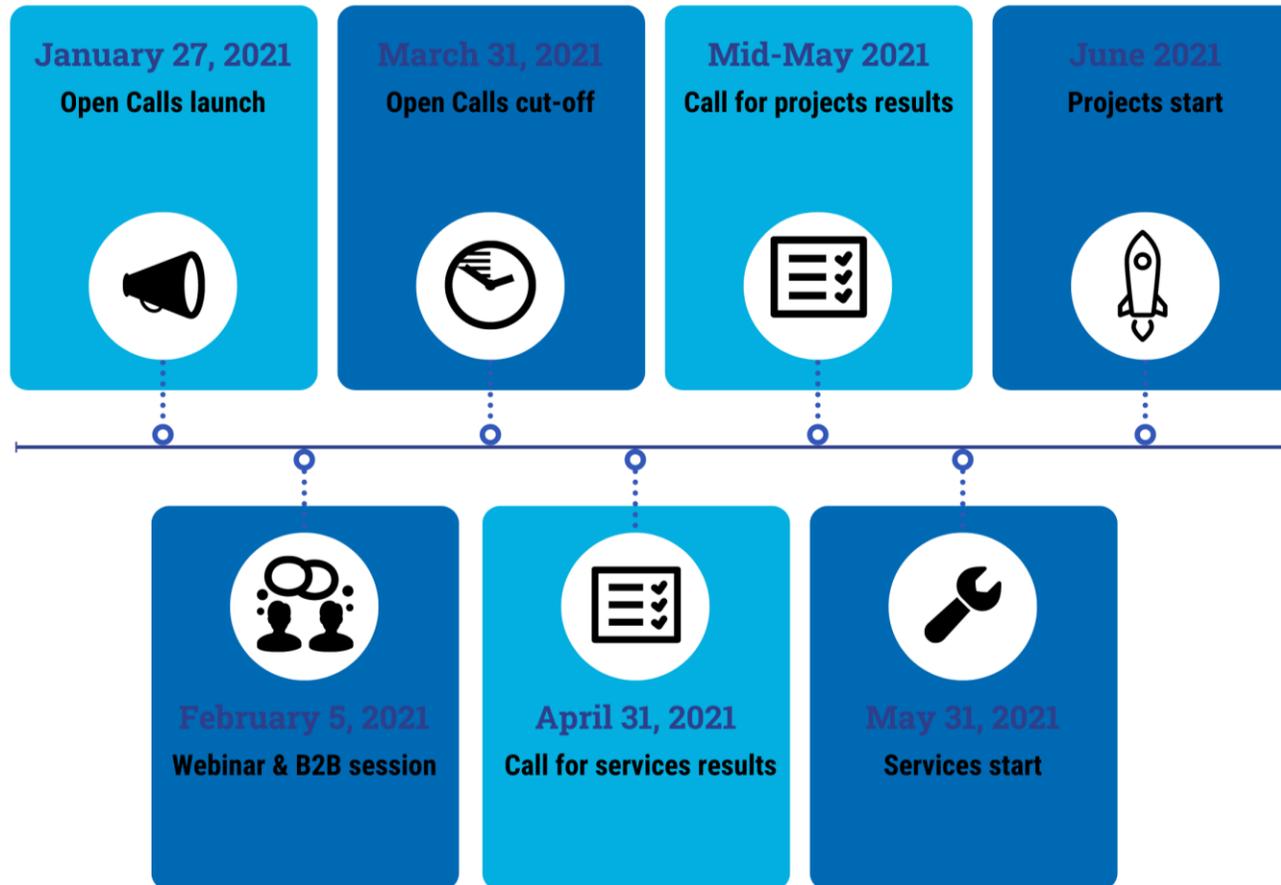
## EVALUATION CRITERIA

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

# ➤ 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

POLE MER MEDITERRANEE – TOULON VAR TECHNOLOGIES (PMM-TVT)  
AEROSPACE VALLEY (AV)

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Diego Carballo

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CORALLIA

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<https://galateaproject.eu/>

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THANK YOU

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