GALATEA'S FINAL EVENT

The GALATEA final event will be hold on Tuesday March 7th and Wednesday March 8th (morning) in Marseille, France.

The objective of the event is to present GALATEA results and to give to the supported SMEs the possibility to present their projects, meet financers, end-users or any other potential partner.

On the first day (7th March), at "La Coque" conference centre in Marseille, there will be conferences, B2B meetings and three round tables presenting the challenges and results of projects in the different GALATEA domains: smart port ; smart ship and smart shipyard; and maritime surveillance. Among the speakers will be Virginie Perron from EISMEA (European Innovation Council and SME Agency), Vincent Guiheneuc from Mer Angels, Olivier Raybaud from SWEN Capital partners, Stéphane Reiche from Aix-Marseille Université and CISAM, Elsa Urquizar from the French ministry for higher education and research, Renata Peloso from PWC/Blue Invest, Julia Coppola from Bilbao Port and representants from Port of Constanta and Entente Valabre.

Then, in the evening a networking cocktail will take place at Mx Experience, aiming to give more opportunity to attendees to meet and exchange ideas.

On the second day (8th March), a visit to the Grand Port Maritime de Marseille (GPMM) is planned. Attendees will have the chance to visit GPMM Infrastructures in order to better understand what the port needs and next challenges are. GPMM will comment this visit and will give details on new Innovations that have been realised and that are planned for the future.

Check here for all the news about the event and do not miss the opportunity to attend. Registrations HERE.

ACHIEVEMENTS OF FINALISED PROJECTS

Projects in the “Smart Port”

ABAMS

The ABAMS Project develops a prototype of a blockchain-based notary service that can be easily connected to any existing data pipeline and IT infrastructure. The implementation of the prototype in two unrelated sectors (marine and automotive) proved the technical and industrial agnosticism of the technology that are developing. The results of the project include the creation of prototypes and the launch of a new technology to the market. During their operations and customer interviews, project participants have learned that the complexity of distributed ledgers is overwhelming for end users and slows the pace of adoption. However, they believe that the benefits of blockchain in the maritime industry and the digitization of all other sectors can be enhanced with a targeted approach to the solutions developed and implemented.

Once the project has been completed, the two SMEs will collaborate to gather more market information. Participants will conduct customer interviews to learn about the needs of logistics companies in the maritime sector. From the information obtained, a new product will be developed: "MVP" for which they will try to get EU funding.

The ABAMS consortium of companies remains open to collaborate in the future and emphasizes that the contributions of their project are useful for all GALATEA participants to improve the security of their data, independently of the type of data.

SMEs developing this project: GS DATA (Romania) **https://www.gsdata.ro/** REXS.IO (Poland) **https://rexs.io/**

DTA4IP

DTA4IP (Digital Twins of Assets for Advanced Intralogistics in Ports) addresses some of the challenges from the perspective of 360 asset management focused on the end user: sensorisation for asset monitoring and data collection with a own datalogger integrable in any of the main OEM machines (to ensure provider independence), development of a proprietary methodology for advanced intralogistics asset maintenance strategies, and also 3D visualization of different data sources in real time with customized KPIs meaningful to the end user.

During the duration of the project (16 months) they have achieved (1) Monitoring the assets through the development of energy harvesting sensors; (2) Increasing the useful life of the different assets involved through a proprietary methodology; (3) Advance in the research of techniques for the exploitation of new sensor data and the analytical post-processing of the existing data to carry out the maintenance of the monitored assets based on their real state; and (4) Investigate the interoperability of different systems and communication protocols for the creation of a single visualization tool where all the data is integrated.

The project has had a very positive effect on the technological development of the solution, both in terms of hardware and software development. The developments were validated with a real use case, which will bring the solution closer to the market application. In fact, they plan to start commercializing the first service very soon. Additionally, the project has brought visibility both in the national and international environment to the SMEs.

SMEs developing this project: IZURUN TECHNOLOGY (Spain) https://www.izurun.io/ & DIOGHENIS INTERNATIONAL (Romania) https://www.dioghenis.ro/

NAUSEA 4.0

The NAUSEA 4.0 project has developed a solution that combines real-time images and videos captured from various points (berths, gates, etc.) in marinas or tourist ports with AI algorithms and data analysis to monitor berth occupancy in real time, analyze maritime traffic within the ports and, finally, offer value-added digital services to the nautical community. NAUSEA 4.0 demonstrates how AI and edge technologies can significantly improve the travel experience for sea travelers and the management of marina infrastructures (Port Traffic monitoring, Berth Availability, and notification Services for yachters & marina administrators). The project is based on the cloud-based IoT infrastructure and mobile apps of the SAMMY platform and extends their capabilities with deep learning, AI and digital twin technologies and innovations the proposal fits directly to the Digital Transition horizontal priority of the GALATEA programme, with a scope to digitalize the existing models and procedures used in the sector. The collaboration between the SMEs together with the support of the regional contact points has made the project a success.

The future objectives will be the gradual commercialization of the project outcomes along with the continuous improvement and validation of the digital services. In medium term there could be other funding opportunities/programmes and mechanisms that will support the technical and business activities of the project while in long term there would be international partnerships and networking for the maximization of the footprint of the solutions in global level.

The successful collaboration of the partners has opened the road of development of new partnerships with companies and stakeholders from other EU and non-EU countries.

SMEs developing this project: IMCW Europe SL. (Spain) www.imcworldwide.com & SAMMY PC (Greece) https://www.sammyacht.com/sammy/website/

Projects in the “Smart Ship”

KTMS

KTMS is the result of a collaboration between two SMEs: Beyond the Sea, which offers wings capable of handling part or all of the energy required to pull the boat, depending on the navigation area, the performance and characteristics of the boat and the operator's objectives. And INLOC Robotics, a specialist in control applications, to develop an automatic control system or autopilot, essential for commercial use of the technology. The main objective of the project is the modeling and robust control of wings from 100m² to 1600m² in flight and the development of an autopilot applied to the traction of a ship.

The main achievement of the project is the installation of the first system on 24m Yacht customers. Once the project is completed, they have created a regional network of subcontractors and partners capable of helping SMEs to develop all facets of their system and are contributing to the establishment of an industry in this field and the maintenance and creation of jobs.

In addition, they are collaborating with the LadhyX laboratory of the Ecole Polytechnique, the innovation chair of the Ecole des Mines Paris, ENSTA Bretagne and ENSTA Paris, the Ecole des Mines de Nancy, the company Porcher Industrie, a world leader in sail and kite fabrics, and the company Cousin Trestec.

The participants claim that GALATEA has been a lever for them to continue and expand their activities. They already have identified and potential customers in almost all European countries and have growth forecasts.

SMEs developing this project: Beyond The Sea (France) https://beyond-the-sea.com/en/ & Inloc Robotics (Spain) https://inlocrobotics.com/en/home/

beyond the sea®
by Yves Parlier

iNloc
roboticS

RESULTS OF CALL FOR SERVICES.

GALATEA offered Business Services by experts of the maritime / ICT / aerospace sectors. These were a set of coaching services to facilitate and support SMEs to carry out their innovation and scale-up activities. SMEs could apply individually to get support on:

- **Business model elaboration:** Support on business model assessment to ensure proper planning set, alignment with market requirements andconditions, 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 maximize collaborations.
- **Funding opportunities:** Support on exploring funding opportunities suitable to SMEs' mission and needs and on developing and submitting proposals to funding.

A total of **48 services** were provided to companies from Croatia, Greece, France, Romania, Poland, and Spain: 11 business elaboration, 22 funding opportunities, 10 internationalisation and 5 technology expertise.

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