

# D3.3 catalogue

WP3

Catalogue of products and services for the industrial ecosystem of Tourism (Accelerate, Innovate, and adapt processes and technologies to reinforce the digital and green transformation)

20/02/2023



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# **Background on IKAT**

**The EU's tourism ecosystem** is highly diverse and complex, covering globalised and interconnected value chains. According to non-official sources, in 2019, tourism generated 9.5% of total EU GDP and provided 22.6 million jobs in the EU. Eurostat data shows that, in 2019, the ratio of international travel receipts relative to GDP was over 12% in some EU Member States (Croatia, Cyprus and Malta). Out of 3.2 million tourism businesses, 99.8% were micro, or small and medium enterprises (SMEs).

The whole tourism ecosystem comprises businesses that work in several sectors, including food and beverage services, on-line information, and services providers (tourist offices, digital platforms, travel technology providers), travel agents and tour operators, accommodation suppliers, destination managing organisations, attractions, and passenger transport (for example, airlines and airports, trains, and cruises). In 2018, more than three out of four enterprises in tourism industries in the EU-27 operated in accommodation (14%) or food and beverage serving (61%) activities.

The tourism ecosystem was among the most severely affected ecosystems by COVID-19 crisis. In the spring of 2020, tens of thousands of consumers were affected by flight and package travel cancellations with cross-border consumer disputes in these areas increasing significantly.

With a drop of some 70% in revenues in 2020 and up to 11 million jobs at risk in the EU, tourism services started 2021 at the bottom of the business confidence indicator. However, tourism recovered significantly during the summer travel season, which usually represents one third of turnover for tourism businesses. The summer of 2021 was significantly better than 2020, but turnover was still below 2019 levels and saw a high share of last-minute bookings. The EU Digital COVID-19 Certificate (EU DCC) contributed largely to this restart of tourism during the summer 2021.

Moreover, if the global **blue economy**, were compared to a national economy, it would be the seventh largest in the world, and the ocean as an economic entity would be a member of the G7. It operates in the planet's vastest ecosystem: oceans hold 97% of all our water and 80% of all life forms. The ocean surrounds and sustains us, providing enough oxygen for every second breath we take, food for almost half of humanity, and critical resources for human health, not to mention a web of economic interactions.

Europe's blue economy provides 4.5 million direct jobs, many in regions where there are few alternatives. It encompasses all industries and sectors related to oceans, seas, and coasts, whether they are based in the marine environment (e.g., shipping, fisheries, energy generation) or on land (e.g., ports, shipyards, land-based aquaculture and algae production, coastal tourism). It is a broad, fast-moving segment of our economy, which over the past decade has taken significant steps to modernise and diversify. Alongside traditional sectors, innovative sectors are evolving and growing, such as ocean renewable energy, the blue bioeconomy, biotechnology, and desalination, thus providing new prospects and creating jobs.

Coastal and maritime tourism is the largest Blue Economy sector in terms of gross added value, profit, and employment (European Commission, 2019). Coastal and maritime tourism encompasses a wide range of activities undertaken in the shoreline and the marine environments, where leisure, recreation are the main motivations for travelling. In this segment







the tourist can carry out activities such as enjoying the beaches, sailing, diving, enjoy the coastal landscapes or the cultural offers at the destination (Lam-González et al., 2019).

To date, there is still a challenge regarding the boundaries of the sector. There is not clarity regarding the degree of physical effort, the level of specialization, the instruments, and the offerings that distinguish these marine, nautical and maritime tourism industries (Yustika, and Goni, 2019). This controversy when it comes to delimiting the sector affects the development of studies and generates inconsistencies when measuring the size of the offer and the demand, or the economic impact.

On the European MSP Platform, Technical Study: "MSP as a tool to support Blue Growth. Sector Fiche: Coastal and Maritime Tourism, 16.02.2018." the composition of the coastal and maritime tourism sector is described as follows:

The following typologies can be distinguished by: i) location and ii) sub-sector:

By location **Coastal tourism** covers tourism in the coastal area as well as the supplies and manufacturing industries associated to these activities. **Maritime tourism** covers tourism in the maritime area.

#### By sub-sector:

- **Beach-based** covers beach-based recreation and tourism (e.g. sun bathing, walking in the beach, kite competitions, etc.), and non-beach related land-based tourism in the coastal area (all other tourism and recreation activities that take place in the coastal area for which the proximity of the sea is a condition), as well as the supplies and manufacturing industries associated to these activities.
- Water-based covers tourism that is largely water-based rather than land-based (e.g. swimming, canoeing, surfing, wind-surfing, sport fishing, diving, snorkelling, underwater cultural heritage, whale watching, seabirds watching, boating, yachting, nautical sports, etc.), but includes also the operation of landside facilities, manufacturing of equipment, and services necessary for this segment.

The IKAT project part of the Joint Cluster Initiatives, in the Ecosystem Strand Tourism aims to contribute to the achievement of the updated tourism strategy put forward by the European Commission, following the conclusions reached by the Parliament and the Council pre-post pandemic for the European tourism industrial ecosystem, especially maritime and coastal in the Mediterranean area. To this end, an Eurocluster IKAT has been set up to tackle the different sectors and agents that make up the industrial ecosystem of Tourism in Europe:

- Maritime and Logistics Clusters
- Tourism Clusters
- Innovation and Water Quality Control Clusters

The services offered to SMEs in the tourism ecosystem (acceleration, innovation, digital and green adaptation, access to finance and internationalization), were designed according to the level of regional vulnerability and their economic dependence on the tourism sector based on the RIS3 (European Commission Research and Innovation Smart Specialization Strategy). The







vulnerability index is a range subject to revision that is calculated considering two indicators: tourism intensity and seasonality.

This indicator makes it possible to adjust the product or service granted to the SME according to its location: 1) Regions whose RIS3 have tourism as one of their priority sectors. Mediterranean regions medium level of vulnerability. 2) Mainland Mediterranean regions whose RIS3 is solely tourism and suffer from high vulnerability. 3) Regions made up of islands such as the Balearic, Canary, and Azores.

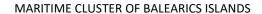
These regions share high vulnerability together with being regions where access and supplies are particularly sensitive to mobility and logistic infrastructures as they suffer from insularity and/or ultra-peripherality. The main result of the project will be a new specialized Eurocluster IKAT network to address the needs of SMEs in the EU tourism ecosystem that will integrate business alliance partners from Africa and LatAm, territories with which the SME-EU share economic and sectorial interests.

The IKAT project has been funded under Call: SMP-COSME-2021-CLUSTER — Joint Cluster Initiatives (EUROCLUSTERS) for Europe's recovery, which comes under Regulation (EU) 2021/690 of the European Parliament and of the Council of 28 April 2021 establishing a program for the internal market, competitiveness of enterprises, including small and medium-sized enterprises, the area of plants, animals, food and feed, and European statistics, the so-called Single Market Programme.

Specifically, it falls under the specific objective indicated in Article 3(2)(b) for strengthening the competitiveness and sustainability of SMEs and achieving additionality at Union level through measures that: (i) provide various forms of support to SMEs as well as clusters and business network organizations, <u>including in the tourism sector</u>, thereby fostering the growth, scale-up and creation of SMEs.

**EUROCLUSTER IKAT is made up of the following partners**, under the leadership of the Maritime Cluster of Balearics Islands.

Coordinator





https://www.cmlillesbalears.com/

**SPAIN** 

CATALAN WATER PARTNERSHIP (CWP)



http://www.cwp.cat

SPAIN



CANARY MARITIME
CLUSTER

https://www.clustermc.es/

**SPAIN** 









**CLUSTER TECNOLOGICO** NAZIONALE BLUE ITALIAN GROWTH (BIG)

https://clusterbig.it

**ITALY** 



UNIVERSITY OF PATRAS (UPATRAS)

http://www.upatras.gr

**GREECE** 



MARITIME **CENTER EXCELLENCE (STRATEGIS)** 

https://strategis-cluster.net/

ALENTEJO REGIONAL **DEVELOPMENT AGENCY** 

www.adral.pt

**PORTUGAL** 

GREECE

Table 1: EUROCLUSTER IKAT partners.

### List of IKAT services

The IKAT services targeting SMEs in the coastal and maritime tourism sector aim to provide solutions that address and are in alignment with the priorities of the European Strategy for more Growth and Jobs in Coastal and Maritime Tourism, as well as to recover pre-pandemic Gross Domestic Product (GDP), contributing to re-establishing broken value chains, collaboration and increasing the resilience of tourism SMEs.

The total number of Services planned is 7 and may be provided in a variety of ways, in person, online, or a combination of both methods, such as individual meetings, one or several sessions, webinars, group meetings, etc.

The 7 services included in the IKAT project are described below.

#### Service#1. BUSINESS MODEL

Entrepreneurship is a dynamic process of vision, change, and creation. It requires spending energy and passion on the creation and implementation of new ideas and creative solutions. The essential ingredients of this process are the willingness to take risks, the capacity to create an effective team and combine the necessary resources, and the vision to recognize opportunities.

The business model is the mechanism through which the company generates its profit while the business plan is a document presenting the company's strategy and expected financial performance for the years to come.

Globally, as a management tool, the business plan can be used to identify and establish business objectives, develop strategy, create appropriate structures, define activities and responsibilities, and measure potential results; all these metrics could be very important to communicate to







future employers, suppliers, and potential investors. The relevance of writing and implementing a business plan can be understood under the assumption that its elaboration has a positive effect on the realization of a business and the success of a company (new or already established).

As a key document for the development of a business, **the business plan** is intended to develop the business idea and is made up of the following sections:

Sections	Description
Executive summary	<ul> <li>It is a summary that should include in one single page:</li> <li>Business concept. What does your business do?</li> <li>Business goals and vision. What does your business want to do?</li> <li>Product description and differentiation. What do you sell, and why is it different?</li> <li>Target market. Who do you sell to?</li> <li>Marketing plan. How do you plan on reaching your customers?</li> <li>Current financial state. What do you currently make in revenue?</li> <li>Projected financial state. What you foresee making in revenue?</li> <li>The ask. How much money are you asking for?</li> <li>The team. Who's involved in the business?</li> </ul>
Company overview	<ul> <li>Business structure</li> <li>Nature of the business</li> <li>Industry</li> <li>Vision, mission, and values</li> <li>Background information</li> <li>Business objectives</li> <li>Team</li> </ul>
Market analysis	<ul><li>Market size</li><li>SWOT analysis</li><li>Competitive analysis</li></ul>
Products and services	Although products or services will figure prominently in most sections of the business plan, a section describing the key details in a grouped way is important. Depending on the number of products offered, you can include information on the types of products or provide more detailed information on each product if only a few are offered.
Customer segmentation	The target market is not only the basis of the marketing plan, but of the business plan. When making strategic decisions, this target market will be kept in mind, which is why it is so important to understand and include an overview of what the target market is.







Sections	Description	
	To provide an overview of the target market, a number of general and specific demographic characteristics need to be described. Customer segmentation typically includes:  • Where do they live?  • What is their age range?  • What is their level of education?  • What are their usual patterns of behaviour?  • What do they spend their free time doing?  • Where do they work?  • What technology do they use?  • How much do they earn?  • Where do they usually work?  • What are their values, beliefs or opinions?  The questions will vary depending on what sells, but it should provide enough information to make it clear who is being targeted and, more importantly, why decisions are being made based on who the customers are and what they value.	
Marketing plan	<ul><li>Price</li><li>Product</li><li>Promotion</li><li>Place</li></ul>	
Logistics and operations plan	<ul> <li>Suppliers</li> <li>Production</li> <li>Facilities</li> <li>Equipment</li> <li>Shipping and fulfilment</li> <li>Inventory</li> </ul>	
Financial plan	<ul><li>Income statement</li><li>Balance sheet</li><li>Cash-flow statement</li></ul>	

This **Service#1** will be to activate the ideas of diversification and new products and services in the tourist market and the entrepreneurial spirit.

### Service#2. ACCELERATION

In today's economy, startups are considered a major source of innovation, as they implement new technologies to reinvent business models and produce innovative products. This ability has made startups very attractive in the world economy, as they are seen as major contributors to







the entrepreneurial infrastructure and have helped economies to recover from the last economic crisis.

A business accelerator is an organization that helps promote ideas and startups in their early stages to accelerate their growth and adequately prepare themselves to be able to approach investors with a proven business idea. Companies who enrol in accelerator programs go through a quick, comprehensive, and intense education process aimed at accelerating the lifespan of successful companies by teaching them in a matter of months what would have taken them years of trial and error. Business accelerators have grown as an important tool in the entrepreneurial ecosystem. They are not intended to supply companies with material assets or office space over an extended length of time, place less emphasis on investment firms as the next source of funding, and promote business growth by offering intensive, time-limited assistance.

If a company is interested in becoming a business accelerator, and thus supplying such a service, several key points should be considered:

Key point	Description
Provide mentorship and support	A business accelerator should have a team of experienced entrepreneurs, industry experts, and investors who can provide guidance, mentorship, and support to startups.
Offer resources and services	A business accelerator should provide startups with access to resources and services that can help them to grow and scale their businesses, such as funding, office space, and networking opportunities.
Focus on a specific industry or niche	Many successful business accelerators focus on a specific industry or niche, such as healthcare, fintech, or social impact. This allows them to tailor their support and resources to the unique needs of startups in that industry.
Create a structured program	A business accelerator should have a structured program that provides startups with a clear timeline and set of milestones to work towards. This helps to ensure that startups are making progress and achieving their goals.
Connect startups with investors	A key role of a business accelerator is to help startups to connect with investors and secure funding. This requires building relationships with investors and creating opportunities for startups to pitch their ideas.
Measure success	A business accelerator should have a system in place for measuring the success of its startups. This may involve tracking metrics such as revenue growth, customer acquisition, and funding raised.







#### Table 2: Key points to be a business accelerator.

Accelerators have become a popular and distinctive new type of intermediary organization by promoting entrepreneurial and innovative activities in crucial ways.

The following criteria must be met:

- An open and competitive registration procedure
- A focus on teams rather than individuals
- The supply of pre-seed funding
- · Intense, time-limited mentoring
- The grouping of chosen teams into cohorts

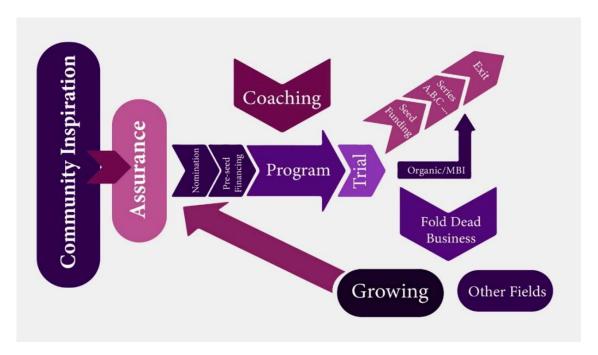


Figure 1: The complete cycle of startup accelerators. Source: Aljalahma, J.; Slof, J., 2022.

**Business accelerators offer a range of benefits that encompass both tangible and intangible results.** At the startup stage, funding, networking opportunities, and survival rates are considered hard outcomes. Startups that have been part of business accelerators often have improved access to capital funding, which plays a significant role in their success. On the other hand, business accelerators also provide several soft outcomes that are equally important, such as the validation of ideas, access to expert advice, and increased management skills. Overall, the impact of business accelerators at the startup level goes beyond financial gains and extends to invaluable experiences and resources that are essential for growth and development.

The impact of business accelerators on the ecosystem has been demonstrated by a one hundred percent growth in the number of registered intermediaries over the last five year. They act as catalysts for the development of the startup ecosystem by promoting collaborations and partnerships between emerging startups and established corporations. In doing so, business







accelerators not only help to create new business relationships but also increase the chances of survival for startups.

According to the review conducted by Aljalahma, J.; Slof, J., 2022, business acceleration interventions can be classified into three categories: narrow, typical, and extended, the usual actions within which are:

Intervention category	Acceleration actions	
Narrow	<ul> <li>Virtual mentoring programs</li> <li>Online lectures</li> <li>Case studies</li> <li>Legal services</li> <li>Seminars</li> <li>Short-term boot camps</li> </ul>	
Typical	<ul><li>Items production</li><li>Few months free support</li><li>Short term support</li></ul>	
Extended	<ul> <li>HR assistance</li> <li>Sponsored residence</li> <li>Office space</li> <li>IT support</li> <li>Economical assistance</li> <li>Legal assistance</li> <li>Exposure to potential customers and investors</li> </ul>	

With **Service2#**, the development of SMEs that are beginning their career will be promoted by carrying out activities that provide knowledge and advice. This service will be focused on helping start-ups bring new innovative products/services to market.

#### Service#3. OPEN INNOVATION

Open Innovation, a term that Professor Henry Chesbrough developed, is a new business innovation strategy that takes the concept of innovation beyond the internal boundaries of the organization itself, so cooperation with external professionals comes to play a key role in the organization's innovation strategy. Open Innovation means, in other words, combining internal knowledge with external expertise to move research and development projects forward, combining internal and external ideas together into platforms, architectures, and systems. Open innovation processes use business models to define the requirements for these architectures and systems. These business models access both external and internal ideas to create value while defining internal mechanisms to claim some portion of that value.

The concept of Open Innovation is constantly evolving and is moving from linear, bilateral transactions and collaborations towards dynamic, networked, multi-collaborative innovation







ecosystems. Open Innovation 2.0 (OI2) is an evolution of the original OI concept, it represents a new approach to innovation that emphasizes the importance of integrated collaboration, cocreated shared value, cultivated innovation ecosystems, unleashed exponential technologies, and rapid adoption. Instead of relying solely on individual researchers, success in OI2 is driven by teams of boundary spanners with multidisciplinary skills.

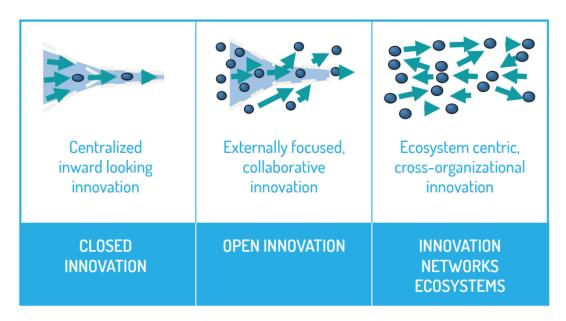


Figure 2: The Evolution of Innovation (Source: EU Open Innovation Strategy and Policy Group. 2013)

Open innovation can be classified into two main types: outside-in and inside-out, also known as inbound and outbound open innovation. The outside-in approach involves companies opening up their innovation processes to various external inputs and contributions. This aspect of open innovation has received significant attention from both academia and industry. On the other hand, inside-out open innovation requires companies to share unused and underutilized ideas with external parties to be used in their own businesses and business models.

To apply Open Innovation, companies must define the scope of their innovation goals and identify suitable partners who possess relevant expertise, knowledge, and resources to contribute to the innovation process. They should also establish clear objectives and communicate them to partners, foster a collaborative culture that encourages knowledge-sharing and open communication, ensure intellectual property protection, implement effective project management practices, monitor, and measure performance to identify areas for improvement, and continuously learn and improve from the innovation process.

These main keys are summarized as follows:

Phase	Description
Define the scope	The company needs to define the specific area in which it wants to innovate and the types of partners it wants to collaborate with.







Phase	Description	
Identify the right partners	The company should identify potential partners who have the relevant expertise, knowledge, and resources to contribute to the innovation process.	
Establish clear objectives	The company should establish clear objectives and goals for the innovation project and communicate them to the partners.	
Foster a collaborative culture	The company should foster a collaborative culture that encourages knowledge-sharing, trust, and open communication among all stakeholders.	
Ensure intellectual property protection	The company should establish clear agreements with partners to protect their intellectual property and prevent any legal disputes.	
Implement effective project management	The company should implement effective project management practices to ensure that the innovation project is completed on time and within budget.	
Monitor and measure performance	The company should monitor and measure the performance of the innovation project to ensure that it is achieving the desired outcomes and to identify areas for improvement.	
Continuously learn and improve	The company should continuously learn from the innovation process and use that knowledge to improve future innovation projects.	

Open innovation will play a key role in the developed economies over the next decade. There will be new technological trends that will fuel innovation, from blockchain to digitalization to genomic editing. Open innovation strategies increase the likelihood of knowledge complementarities, leading to faster and higher-quality innovation along with greater firm productivity. After all, when government, academia, industry, and civil individuals collaborate effectively, they can achieve significant improvements and bring about structural changes that go beyond the capability of any single entity working alone.

Regarding the tourism industry open innovation has several potential synergies, including collaboration with local communities to develop sustainable tourism experiences that benefit both visitors and locals. OI also allows tourism businesses to co-create experiences with their customers, access new technologies to improve operations and customer experiences, and collaborate with other businesses in the tourism ecosystem to create more seamless and integrated tourism experiences that generate revenue for all involved. Overall, OI can help tourism businesses stay competitive and innovative in a rapidly changing industry while creating value for customers and the broader tourism ecosystem.







The **Service#3** will be developed to the challenge-based pairing of startups/SMEs with innovative solutions and large corporations operating in the tourism ecosystem, with the aim of developing collaborative pilot projects.

# Service#4. EXPERIENCE IN DIGITAL, SUSTAINABLE, AND INCLUSIVE TECHNOLOGY

This range of services is intended to address solutions so that SMEs operating in coastal and maritime tourism can carry out actions that are aligned with the new European transition pathway for tourism, making their activity more sustainable, greener, more digital, more inclusive and thus more resilient.

The competitiveness of the EU tourism industry will largely depend on its capacity to meet the need and customer demand to become more sustainable. A Eurobarometer survey from October 2021 indicated that 82% of Europeans are willing to change their travel habits for more sustainable practices, including consuming locally sourced products, reducing waste and water consumption, travelling off-season or to less visited destinations and choosing transport options based on their ecological impact. Their key interests in selecting destinations are nature (41%) and culture (42%), and a third would be ready to pay more to support local nature and local communities. Other surveys also show that 65% of travellers would be interested in engaging with authentic experiences related to local culture (social sustainability).

Several policy strategies highlight the objectives of the European green deal, which also should be followed by the tourism ecosystem. These strategies provide key transition targets for tourism and are reflected in the expectations of sustainability-conscious customers. Among the main strategies that have been developed in this regard and their objectives, states that coastal and maritime tourism stakeholders should develop sustainable tourism in line with the new approach for a sustainable blue economy in the EU, the European strategy for more growth and jobs in coastal and maritime tourism, and the EU mission on "Restoring our Oceans and Waters by 2030".

**Digitalisation** of the economy and of society in a broader sense, and the increased scope for data generation, collection and services will provide opportunities to transform tourism services. They can shift their business to provide more sustainable and innovative services that provide long-lasting and technologically enriched personalised experiences.

Overall, the digital transition should also help make information on the sustainable tourism offer in the EU more visible and known online. Eurobarometer survey 499 showed that digital information sources play an important role in helping people make travel and tourism decisions. To support sustainable tourism and help meet rising demand effectively, it is important to improve the online availability of trustworthy information.

Tourism SMEs may also lack the basic digital infrastructure needed to implement more digital business processes or consider developing digital tourism services. Although currently most companies have internet access, they do not necessarily use technology in their work processes or interactions with clients. They should receive support to invest in useful software for business







management, marketing and customer interactions, to help them become part of the digital transformation.

Access for all to tourism could be boosted by developing moderately priced off-season accommodation and travelling opportunities for unemployed, retired and people with low income. The destinations should ensure a variety of services for people with different economic facilities, to boost accessibility of travelling to all types of people and families should all-year-round. The service providers should also ensure price diversity in their environmentally friendly tourism offer so that everyone can also participate in contributing to the green transition of tourism.

In addition to accessibility needs related to disabilities, health reasons or economic facilities, the tourism destinations should provide services and sufficient safety for customers from different religions, sexual orientations, families or solo travellers, etc. Considering diverse groups of clients can contribute to the competitiveness and resilience of the destination, especially if information of these opportunities is made clearly available online for the customers to consider when planning and booking their services. These services could also benefit customer groups in the local destination, in the increasingly multicultural and diverse settings across the EU.

This **Service#4** comprises a broad set of possible services aligning the performance of coastal and maritime tourism businesses with the new European transition pathway for tourism: green and digital business transitions (environmental quality certificates, tourism quality certificates, Sustainable Development Goals (SDGs) certificate and company digitalization plan), innovation readiness and registration (patents), risk management and inclusion (equality and diversity plans) associated with Corporate Social Responsibility (CSR).

#### Service#5. FUNDING OPPORTUNITIES

While many SMEs face problems obtaining bank finance, access to non-bank financing is often even more constrained, despite recent improvements in SME uptake of alternative financing instruments. Most sources of finance beyond straight bank debt are at the reach of only a small share of SMEs, especially in economies where private capital markets are thin and SMEs lack the scale, knowledge and skills to approach alternative sources of finance.

While bank financing will continue to be crucial for the SME sector across all economies, the need to develop a more diversified set of options for SME financing remains pressing, to reduce the vulnerability of SMEs to changes in credit market conditions, strengthen their capital structure, seize growth opportunities and boost long-term investment. This will also contribute to the resilience of the financial sector and the real economy and to fostering new sources of growth that help address key challenges such as digitalisation and sustainability. Financial diversification has become even more compelling in the post-pandemic world, where higher levels of business debt and the prospect of higher interest rates could pose challenges for SME debt management.

The <u>Single Market Programme</u> aims to improve SMEs' access to finance and markets. Accessing public, regional, national, and European funds is often an impossible task for SMEs. Although there are funds and public bodies that act as intermediaries to ensure that these funds







reach SMEs, it is often necessary to work with bodies that provide a specific service to seek funding and support in obtaining it.

Regarding the tourism ecosystem, private investment plays a key role. Travel restrictions and impediments as well as multiple lockdowns since March 2020 have heavily reduced the capacity of the EU tourism ecosystem to invest in the development of more resilient supply chains and new services (e.g. decarbonised, slow tourism). The estimated investment gap for 2020-21 is EUR 161 billion (the highest investment needs out of all ecosystems). The 'World Travel & Tourism Council' estimates that capital investment in travel and tourism fell by 29.7% in 2020 alone.

Most sectors in the tourism ecosystem have had to reassign their investment budget and borrow money to cover fixed costs during the pandemic. This high level of indebtedness makes refinancing and cash raising for medium term investments more complicated. The only major exception is with capital investment linked to accommodation. Contrary to other sectors like airlines or cruises, in which assets depreciate rather quickly, hospitality still manages to raise funds for real estate investment. Investment levels, foreign direct investment, are recovering with many pre-COVID projects being taken off hold, despite problems affecting the construction sector's supply chains.

One of the significant recent alternative sources of finance is crowdfunding. Crowdfunding and Peer to Peer lending can be defined as a collective effort of many individuals who network and pool their resources to support efforts initiated by other people or organisations. This is usually done via or with the help of the Internet. Individual projects and businesses are financed with small contributions from many individuals, allowing innovators, entrepreneurs, and business owners to utilise their social networks to raise capital.

The supply of **venture capital, business angels, and equity** by established financial institutions and very large firms has also become a common practice in the more advanced financial places of the world and transferred with diverse success to the rest of the globe, however this type of financing is often difficult to reach SMEs and can provide them with a different source of investment of interest.

This **Service#5** will be given for the preparation of the SME's participation in investment rounds (pitch deck, fee-based participation), preparation of documentation for the application for equity loans and other public grants at regional, national, or international level.

#### Service#6. INTERNATIONALIZATION

Internationalization opens up new markets for SMEs and has the potential to boost SME competitiveness and growth considerably.

The term 'internationalization' refers to all activities that put SMEs into a meaningful business relationship with a foreign partner: exports, imports, foreign direct investment (relocation or outsourcing), international subcontracting and international technical cooperation. In other words: business activities responding to the opportunities and challenges that globalization brings. It can take place at cross-border level, at transnational level inside the EU or at international level beyond the EU.







Successful help with internationalization depends primarily on building capabilities inside the SME, with individual support and access to training and consultancy services playing a central role.

All countries have policies to promote internationalization which are described, according to the consolidated text of Spanish Law 14/2013, of 27 September, on support for entrepreneurs and their internationalization, as "the set of actions developed by the public sector, together with the private sector, to facilitate and strengthen the international dimension of the economy and promote the presence abroad of companies and entrepreneurs as factors of stability, growth and job creation".

Internationalized companies experience productivity gains, improvements in management, better access to financing and are, in short, those with the greatest capacity to grow and create jobs. More than ever, internationalization is proving to be a key driver of long-term economic growth of the economy due to its relationship with competitiveness and productivity gains.

In tourism, entrepreneurial internationalization is considered a measure of the development (Lam et al. 2019). Tourism enterprises in general, and more specifically nautical tourism firms, operate in a highly competitive environment, searching for tourists to be attracted by its features. In this scenario, the undertaking of internationalization strategies may raise firms' opportunities to work towards sustainable development, by focusing on those attributes that are more capable of nourish their image within the global market and are relevant to face competitors out of their natural environment of the industry and a key driver of innovation, competitiveness, and image enhancement (Schnitzer et al. 2018).

The best way to define internationalization actions for a company is to have an **Internationalization Plan**, which according to the Escuela de Organización Industrial (EOI) (Cano et al. 2010) is structured as follows:

Phase	Description
Stage 1: Diagnosis of Internationalization	<ul><li>Internal Analysis</li><li>External Analysis</li><li>International SWOT Analysis</li></ul>
Stage 2: Market Selection	<ul> <li>Concentration/Diversification Strategy</li> <li>Market Pre-selection</li> <li>Market Comparison</li> </ul>
Stage 3: Forms of Entry	<ul> <li>Entry Method Alternatives</li> <li>Entry Form Selection</li> <li>Channel Profile</li> <li>Trading Conditions</li> </ul>
Stage 4: Product Policy	<ul> <li>Selection of product/service portfolio</li> <li>Product standardization/adaptation</li> <li>Standardization/adaptation of service</li> </ul>







Phase	Description	
Stage 5: Communication Policy	<ul><li>Communication tools</li><li>Selection of communication instruments</li><li>Budgets</li></ul>	
Stage 6: Pricing Policy	<ul> <li>International Transport and Logistics</li> <li>Collection Management</li> <li>Risk coverage</li> <li>Incoterms</li> <li>International Pricing</li> <li>Necessary Documentation</li> </ul>	
Stage 7: International Offer	Preparation of the offer	
Stage 8: Economic Plan	quantification of commercial objectives and sales targets	

The **actions to support internationalization**, although varied, can be summarized in the following, which are the most relevant:

- identification of opportunities
- elaboration of value-added information and generation of business intelligence
- identification of critical suppliers to reinforce the resilience of value chains
- support to the closing of trade and investment agreements
- selection of local partners and alliances to strengthen the anchoring of companies in target markets
- attendance at international trade fairs, agenda setting and B2B
- regulatory analysis and support for local compliance
- search for funding and support instruments for internationalization
- improving brand image and digital presence for internationalization

The **Service#6** comprises a broad set of possible services: internationalization plan, market analysis, participation in trade fairs in EU, Africa, or Latin America (matchmaking agenda (preparation of agendas for matchmaking events), B2B meetings, legal advice for the signing of a commercial agreement/contract and travel and accommodation expenses)).

There are 18 possible Internationalisation Services in IKAT, as described in deliverable 3.4 of the portfolio:

- 1. 1.Internationalization plan
- 2. Market analysis
- 3. Participation in trade fairs in EU, Africa, or Latin America (matchmaking agenda (preparation of agendas for matchmaking events)
- 4. 4.Legal advice for the signing of a commercial agreement/contract and travel and accommodation expenses
- 5. 5.International trade support.







- 6. Decision support for investment needs.
- 7. Support in partnership opportunities for European SMEs to facilitate the signing of cooperation agreements between European entities.
- 8. Support in efficient decisions for the sustainable growth of SMEs.
- 9. 9. Support in the internationalization processes of SMEs.
- 10. Support in decisions on the selection and access to third markets to improve their competitiveness, economic growth, and innovation.
- 11. Personalized consulting, training, and professionalization services.
- 12. Access to financing for internationalization, innovation, and investment project development.
- 13. Support in partner searches, technology incorporation and accessing European programs in the different distribution channels.
- 14. Identification of business opportunities.
- 15. Research distribution and supply channels worldwide
- 16. Foster international business cooperation
- 17. Advice on how to collaborate to improve the competitive environment.
- 18. B2B meetings

# Service#7. TRAINING (including mentoring and seminars for services 1 to 6)

In 2017, over 20% of people employed in accommodation and other selected tourism industries had low educational qualifications. A Cedefop (European Centre for the Development of Vocational Training) analysis on tourism job adverts shows that they ranged from elementary to high-skilled occupations. Job adverts highlighted needs for soft skills (teamwork, communication, adaptability), ICT skills and business-related skills (administration, accounting, budgeting or marketing). In order to meet the challenges of the twin transition and to provide sustainable tourism services, all workers need to develop green and digital skills, in addition to or as part of their professional qualifications and competences. To ensure tourism in the EU, and especially tourism SMEs, remain competitive and build their resilience, it is important that workers also develop strategic and innovation skills.

The **development of entrepreneurial capacity** (marketing, budgeting, adaptability, innovation) can help tourism companies and SME owners to better develop their market segments, analyse their cultural, economic, environmental, and social business contexts and their options for developing sustainable and resilient business plans. There also needs to be specific attention given to training specialised tourism experts and managers in middle and high positions.

**Currently, several tourism sectors lack skilled workers.** New, effective, and inclusive training approaches are needed to help integrate the new workforce in the job market swiftly, benefiting from training opportunities combined with actual work tasks. There is the potential to attract new workers from the workforce leaving carbon intensive sectors.

Skills and jobs development for the twin transition play a key role to the long-term resilience of the tourism ecosystem.

 Green skills → tourism actors need skills to understand the elements of environmental sustainability. These skills can help them meet the new policy requirements and recognise how addressing sustainability challenges could also provide new business







- opportunities with the increasingly environmentally conscious customers. They also need skills to implement energy and resource efficiency measures, as well as how to deploy renewables on-site.
- Digital skills → skills for using and strategically integrating digital tools in work processes
  can facilitate developing and implementing more effective and better-quality services
  to meet the changing demand and expectations of the customers. Tourism actors need
  both basic and advanced digital skills.

The **Service#7** offers the opportunity for companies selected in the call for the other services to request tailor-made training services to facilitate the implementation of the improvements made with services 1 to 6.

# List of companies included in the catalogue by country.

The IKAT EUROCLUSTER establishes a provider catalogue by type of service listed above. This catalogue is developed based on the expertise and quality of the providers demonstrated by testimonials, previous work funded through European projects or previous work with at least one of the IKAT partners and the location of these providers mainly in the IKAT countries.

Below there is the list of suppliers by type of service and country, as well as a specific fact sheet for each supplier with a description of their activities and their public contact details.

### List of suppliers based in SPAIN

Service type	Service providers - SPAIN
Service#1. BUSINESS MODEL	IVEAEMPA EMPA AGV GLOBAL ABAST S.L IOCAR S.L Instituto Marítimo Español ACOSTA GROUP DataDron Elittoral NAILA BUSINESS EVOLVER, S.L.U CODEXCA LTM ADVISORS ASOCIACIÓN MENTORDAY INNOVAMARINA
Service#2. ACCELERATION	IVEAEMPA EMPA AGV GLOBAL ABAST S.L. IOCAR S.L. ACOSTA GROUP







Service type	Service providers - SPAIN
	DataDron Elittoral NAILA BUSINESS EVOLVER, S.L.U. LTM ADVISORS ASOCIACIÓN MENTORDAY
Service#3. OPEN INNOVATION	MODUS OPERANDI S.L. IMEDIA S.A. DISPUTE MANAGEMENT S.L. Eurecat Centro Tecnológico de Cataluña - Innovando para las empresas Leitat Centre Tecnoloògic BETA — Uvic ACOSTA GROUP AQUATERA ATLÁNTICO DataDron CETECIMA Elittoral NAILA BUSINESS EVOLVER, S.L.U. LTM ADVISORS CONSULTA-EUROPA
Service#4. EXPERIENCE IN DIGITAL, SUSTAINABLE, AND INCLUSIVE TECHNOLOGY	MODUS OPERANDI S.L. IMEDIA S.A. DISPUTE MANAGEMENT S.L. ABM ACO Remosa Eco-Sistems Watermakers S.L. Hidroquimia. Tractaments i Quimica Industrial Lente Impulso Keiken Engineering IOT AONCHIP S.L. Anthesis Lavola Engisic - Ingeniería del agua SGS Grupo ACOSTA GROUP DC Servicios Ambientales AQUATERA ATLÁNTICO DataDron Inerza Elittoral NAILA BUSINESS EVOLVER, S.L.U TECNOAMBIENTE CODEXCA LTM ADVISORS

CONSULTA-EUROPA Edataconsulting







Service type	Service providers - SPAIN
Service#5. FUNDING OPPORTUNITIES	MODUS OPERANDI S.L. IMEDIA S.A. CAMPRA BAUTISTA ASOCIADOS IOCAR S.L. Dr. Canicio Eurecat Leitat ACOSTA GROUP CETECIMA BANKINTER NAILA BUSINESS EVOLVER, S.L.U. CONSULTA-EUROPA ASOCIACIÓN MENTORDAY
Service#6. INTERNATIONALIZATION	EMPA AGV GLOBAL ABAST S.L. CAMPRA BAUTISTA ASOCIADOS MERCEDES TARRAZÓN IOCAR S.L. ACCIÓ - Agència per la Competitivitat de l'Empresa Leitat Instituto Marítimo Español ACOSTA GROUP DataDron BANKINTER NAILA BUSINESS EVOLVER, S.L.U CODEXCA LTM ADVISORS ASOCIACIÓN MENTORDAY
Service#7. TRAINING (including mentoring and seminars for services 1 to 6)	IVEAEMPA EMPA AGV GLOBAL ABAST S.L. MODUS OPERANDI S.L. IMEDIA S.A. MERCEDES TARRAZÓN DISPUTE MANAGEMENT S.L. Anthesis Lavola We&B – Water; Environment and Business for development Albirem Instituto Marítimo Español DataDron Elittoral NAILA BUSINESS EVOLVER, S.L.U. LTM ADVISORS CONSULTA-EUROPA ASOCIACIÓN MENTORDAY INNOVAMARINA









Co-funded by the European Union



Below you will find an overview of each company, including its contact details, which services it provides in general and which services it could provide within the Eurocluster IKAT call for Spain:

Commercial name	ABM		Logo	AIBIM			
Legal name	ABM, SERVEIS	ABM, SERVEIS D'ENGINYERIA I CONSULTING, S.L.					
Type of entity	Ltd.	Ltd.					
Territorial scope	Regional						
Services offered	Hydraulics Data intelligen Urban and mu Civil engineerii	Sanitation and water supply Hydraulics Data intelligence consulting Urban and municipal engineering Civil engineering Industrial construction					
Type of business support service that could be performed for companies selected in IKAT EUROCLUSTER	EXPERIENCE IN DIGITAL, SUSTAINABLE, AND INCLUSIVE TECHNOLOGY						
Contact details *Important to be public data	Address	Avenida Països Catalans, 50. 17457, Riudellots de la Selva Girona  C/ París, 45 Entlo. 3ª. Despacho 14 08029 Barcelona  Nexes Forallac. Sala coworking. Despacho 6. Carrer dels Oms 10 17111 Vulpellac					
	Phone	+34 972 477 718					
	email	abm@abm.cat					
	Web site	https://www.abm	.cat/es/				
	Social	Facebook					
	networks	Instagram					
		Twitter	https://twi	tter.com/ABM_Eng			
		LinkedIn	•	w.linkedin.com/company/abm- =nav_account_sub_nav_company_admin			







Commercial name	ACCIÓ		Logo	ACCIÓ Generalitat de Catalunya			
Legal name	Agència per a l	a Competitivitat d	le l'Empresa.				
Type of entity	Public agency						
Territorial scope	Supra-regional						
Services offered		Internationalization Foreign investment Clusters					
Type of business support service that could be performed for companies selected in IKAT EUROCLUSTER	INTERNATIONALIZATION						
Contact details	Address	Passeig de Gràc	cia, 129, C.P. 0800	08, Barcelona (Espanya)			
*Important to be public data	Phone	934 767 200					
	email	info.accio@gen	cat.cat.				
	Web site	https://www.accio.gencat.cat/ca/inici					
	Social networks	Facebook	https://wv	vw.facebook.com/acciocat/			
		Instagram					
		Twitter	https://tw	itter.com/accio cat			
		LinkedIn	https://wv	vw.linkedin.com/company/acciocat/			







Commercial name	ACO		Logo				
				ACO			
Legal name	ACO Productos Po	límeros	•				
Type of entity	S.A.U.						
Territorial scope	Supra-regional						
Services offered	stormwater, indus	Innovative and reliable solutions for the management and treatment of stormwater, industrial and wastewater (airports, industry, housing, sports facilities, hotels, industrial kitchens, urban equipment or infrastructures)					
Type of business support service that could be performed for companies selected in IKAT EUROCLUSTER	EXPERIENCE IN DI	EXPERIENCE IN DIGITAL, SUSTAINABLE, AND INCLUSIVE TECHNOLOGY					
Contact details *Important to be	Address	Pol. Industrial P España	uigtió, s/n, 174	12 Maçanet de la Selva. Girona –			
public data	Phone	+34 972 859 300	)				
	email	aco@aco.es					
	Web site	https://www.ac	o.es/es				
	Social networks	Facebook https://www.facebook.com/ACO.lberia/					
		Instagram https://www.instagram.com/aco_iberia/					
		Twitter					
		LinkedIn	https://www.iberia/	linkedin.com/company/aco-			







Commercial name	ACOSTA G	ROUP	Logo		acosta		
Legal name	ACOSTA IN	ACOSTA INGENIERÍA MARÍTIMA					
Type of entity	S. L. U	L. U					
Territorial scope	Island	and					
Services offered	Subsea su Marina's r Facility As Environme Spill Autho Dam Surve Bathymet Subsea ca Maintena Research a Internal Pi	s maintenance Assemblies mental Surveillance Plans thorizations rveys and Emergency Plans etries cable surveys nance and repair of Infrastructure and Facilities h and recovery Pipe Surveys graphic surveys					
Type of business support service that could be performed for companies selected in IKAT EUROCLUSTER	ACCELERA  OPEN INN  EXPERIEN  FUNDING	BUSINESS MODEL  ACCELERATION  OPEN INNOVATION  EXPERIENCE IN DIGITAL, SUSTAINABLE, AND INCLUSIVE TECHNOLOGY  FUNDING OPPORTUNITIES  INTERNATIONALIZATION					
Contact details	Address	C/ Arquited	cto, 1. 35214. Telde	. Las Pa	almas		
*Important to be public data	Phone	928 63 57 5	54				
	email	crodriguez@acosta-group.com					
	Web site	http://acosta-group.com/					
	Social networks	Facebook https://www.facebook.com/profile.php?id=100039182508					
		Instagram https://www.instagram.com/acosta.sub/?hl=es					
		Twitter					
		LinkedIn	https://www.linke	edin.coı	m/company/acostasub/?originalS		







Commercial name	AGV GLOBAL ABA	AST S. L	Logo	agV <sub>globalabast</sub>			
Legal name	AGVGLOBALABAS	ST, S.L.					
Type of entity	Ltd.						
Territorial scope	Regional						
Services offered	HR, technology a	nd business developm	ent (Tour	ism, Health, Smart Cities)			
Type of business support service that could be performed for companies		BUSINESS MODEL					
selected in IKAT EUROCLUSTER	ACCELLIATION	ACCELERATION INTERNATIONALIZATION					
	TRAINING (includ	TRAINING (including mentoring and seminars for services 1 to 6)					
Contact details *Important to be	Address	Calle Bori Fontestà 1 España)	4, 2º 4ª, 0	8021, Barcelona (Barcelona,			
public data	Phone	thone (+34) 661 262 634					
	email	info@agvglobalabast	com				
	Web site	site <a href="http://www.agvglobalabast.com/">http://www.agvglobalabast.com/</a>					
	Social networks	tworks Facebook					
		Instagram					
		Twitter					





Commercial name	Albirem		Logo	albirem			
Legal name	Albirem Su	Albirem Sustainability S. L.					
Type of entity	Strategic c	Strategic consultancy on sustainability (SME, Ltd.)					
Territorial scope	Supra-regi	Supra-regional					
Services offered  Type of business support	Alignment to 2030 Agenda, Sustainable Development Goals (SDGs) and Corporate Social Responsibility (CSR) of private companies and public institutions; accompaniment to key players in the coastal tourism value chain (private & public) to elaborate management plans in the field of sustainability and improve resiliency and the efficient use of resources, as water saving and reuse in the Mediterranean coast and Balearic Islands context (e.g. LIFE WAT'SAVEREUSE), coastal restoration and Nature Based Solutions (NBS) projects (e.g. H2020 REST-COAST) with skills in marine ecology and co-creation with stakeholders in research and management projects; technology transfer and market studies related to sustainability and innovation; dissemination and communication; formation, raise awareness activities and environmental education to empower SMEs and public teams.  TRAINING (including mentoring and seminars for services 1 to 6)						
service that could be performed for companies selected in IKAT EUROCLUSTER							
Contact details	Address	C/Olzinelle	es, 70 Local 2, 080	014 BARCELONA (SPAIN)			
*Important to be public data	Phone	(+34) 663	834 220; (+34) 93	3 519 88 60			
	email	info@albi	rem.com				
	Web site	https://albirem.com/					
	Social networks	Facebook					
	Hetworks	Instagram					
		Twitter					
		LinkedIn	https://www.linkedomain=es	edin.com/company/albirem/?originalSub			







Commercial name	Anthesis Lavola		Logo	Anthesis Lavola			
Legal name	LAVOLA 1981 SA	<b>A</b> U					
Type of entity	SAU						
Territorial scope	Regional						
Services offered	Supply Chain + ( Sustainable Prod Brand + Commu Education + Cult Cities + Environ	Strategy + Governance Supply Chain + Operations Sustainable Products + Services Brand + Communications Education + Culture Cities + Environments Transactions + Finance					
Type of business support service that could be performed for companies selected in IKAT EUROCLUSTER			-	NCLUSIVE TECHNOLOGY  for services 1 to 6)			
Contact details	Address	Avenida Roma, n	úm. 252-254	, de Manlleu (CP 08560)			
*Important to be public data	Phone						
	email	hola@anthesisgr	oup.com				
	Web site	https://www.anthesisgroup.com/es/					
	Social networks	Facebook					
	incomo inc	Instagram	https://	www.instagram.com/anthesisgroup/			
		Twitter	https://	twitter.com/Lavola1981			
		LinkedIn	https://	www.linkedin.com/company/lavola/			







Commercial name	AQUATERA ATLÁ	NTICO	Logo	Saguatera environmental services and products			
Legal name	Aquatera Limited	Aquatera Limited					
Type of entity	Ltd.	td.					
Territorial scope	Supra-regional						
Services offered	Environmental and Environmental In Technology Deve Project Assessme Strategic Plannin	Strategic Assessment and Planning Environmental and Technical Surveys Environmental Impact Assessment and Licensing Technology Development and Operations Management Project Assessment and Planning Strategic Planning and Community Development Wildlife, Habitat and Landscape Surveys					
Type of business support service that could be performed for companies selected in IKAT EUROCLUSTER		OPEN INNOVATION  EXPERIENCE IN DIGITAL, SUSTAINABLE, AND INCLUSIVE TECHNOLOGY					
Contact details	Address	Stromness Business	Centre, S	tromness, Orkney, KW16 3AW			
*Important to be public data	Phone	+44 (0) 1856 850 08	8				
	email	xabier.remirez@aqu	iatera.co.	<u>uk</u>			
	Web site	www.aquatera.co.uk					
	Social networks	Facebook https://www.facebook.com/AquateraLtd/					
		Instagram					
		Twitter	https://t	twitter.com/AquateraLtd			
		LinkedIn	https://v	www.linkedin.com/company/aquatera-			







Commercial name	ASOCIACIÓN ME	ENTORDAY	Logo	@@mentorDay		
Legal name	Asociación Men	tor Day				
Type of entity	NPO					
Territorial scope	Supra-regional					
Services offered	Business acceler	ator				
Type of business support service that could be performed for companies selected in	BUSINESS MODI	BUSINESS MODEL ACCELERATION				
IKAT EUROCLUSTER	FUNDING OPPORTUNITIES  INTERNATIONALIZATION  TRAINING (including mentoring and seminars for services 1 to 6)					
Contact details	Address	C/ Aguere 9 Edificio	Torres de	e Cristal 1 · 38005 S/C de Tenerife		
*Important to be public data	Phone					
	email	lpaz@mentorday.es				
	Web site	https://mentorday.e	<u>s/</u>			
	Social networks	Facebook	https://	www.facebook.com/mentorDay/		
	neeworks	Instagram	https://	www.instagram.com/mentordaytfe/		
		Twitter	https://	twitter.com/mentordaytfe		
		LinkedIn	https://day/	www.linkedin.com/company/mentor-		







Commercial name	BANKINTER		Logo	bankinter.	
Legal name	Bankinter S.A.				
Type of entity	Inc.				
Territorial scope	Regional				
Services offered	Banking activity				
Type of business support service that could be performed for companies selected in IKAT EUROCLUSTER	FUNDING OPPORTUNITIES INTERNATIONALIZATION				
Contact details	Address	Calle Luis Doreste Silva	1		
*Important to be public data	Phone	+34 928303443			
	email	fvrguez@bankinter.co	<u>m</u>		
	Web site	https://canaryislandss	uppliers.	com/directory/bankinter-sp-2/	
	Social networks	Facebook			
		Instagram			
		Twitter			
		LinkedIn			





Commercial name	CAMPRA BAUTIS	TA ASOCIADOS	Logo	CAMPRA BAUTISTA ABOGADOS	
Legal name	CAMPRA BAUTIS	TA ABOGADOS C.B.			
Type of entity	Joint ownership				
Territorial scope	Supra-regional				
Services offered	Field of law				
Type of business support service that could be performed for companies selected in IKAT EUROCLUSTER	FUNDING OPPORTUNITIES INTERNATIONALIZATION				
Contact details	Address	C/ Bilbao nº2, C.P. 04	007.		
*Important to be public data	Phone	+34 950 27 89 45			
	email	mbautista@cbabogac	los.es		
	Web site	https://cbabogados.e	<u>s/</u>		
	Social networks	Facebook			
		Instagram			
		Twitter			
		LinkedIn			





Commercial name	Centre Tecnoloògic BETA – Uvic		Logo	Beta Biodiversitat. Ecologija, Tencologija Ambiental i Alimentària
Legal name	Fundación Universitaria Balmes, titular de la Universidad de Vic - Universidad Central de Cataluña (UVic-UCC)			
Type of entity	Academy			
Territorial scope	Regional			
Services offered	Investigation, Innovation, Structures, etc.			
Type of business support service that could be performed for companies selected in IKAT EUROCLUSTER	OPEN INNOVATION			
Contact details	Address	Edifici Can Baumann. Ctra de Roda 70, 08500 Vic		
*Important to be public data	Phone	938 816 168		
	email info.beta@uvic.cat			
	Web site https://www.uvic.cat/es/investigacion/centro-tecnologico-beta			stigacion/centro-tecnologico-beta
	Social networks	Facebook	https://	www.facebook.com/UniversitatdeVic
	HELWOINS	Instagram	https://	www.instagram.com/uvic_ucc/
		Twitter	https://	twitter.com/BETA TechCenter
		LinkedIn	https://	www.linkedin.com/company/betatc/





Commercial name	CETECIMA		Logo	CETECIMA CENTRO TECNOLOGICO CIENCIAS MARINAS				
Legal name	Centro Teo	cnológico Ci	encias Marinas (	CETECIMA)				
Type of entity	NPO							
Territorial scope	Regional	Regional						
Services offered	Innovation	Management and consulting						
Type of business support service that could be performed for companies selected in IKAT EUROCLUSTER	OPEN INNOVATION FUNDING OPPORTUNITIES							
Contact details  *Important to be public data	Address	Franca. CP:		/N, Planta baja, Oficinas 3 y 4 Edificio Zona				
	Phone	+34 928 70	73 37					
	email	shernande	z@cetecima.es					
	Web site	https://ww	w.cetecima.com	ı				
	Social networks	Facebook https://www.facebook.com/CETECIMA/						
		Instagram						
		Twitter	https://twitter.o	com/cetecima				
		LinkedIn	https://www.lir	kedin.com/company/cetecima/				







Commercial name	CODEXCA		Logo	CODEXCA  COMPREHENSIVE CONSULTING					
Legal name	Consultora para	Consultora para el Desarrollo Exterior Canario, S.L.							
Type of entity	Ltd.	Ltd.							
Territorial scope	Supra-regional	Supra-regional							
Services offered	_								
Type of business support service that could be performed for companies selected in IKAT EUROCLUSTER	BUSINESS MODEL  EXPERIENCE IN DIGITAL, SUSTAINABLE, AND INCLUSIVE TECHNOLOGY  INTERNATIONALIZATION								
Contact details *Important to be	Address	Alfredo L. Jones, 5 o (España)	ficina 5 –	- 35008 Las Palmas de Gran Canaria					
public data	Phone	+34 928 472 802							
	email	codexca@codexca.c	<u>om</u>						
	Web site	https://www.codexo	ca.com/						
	Social networks	ks Instagram							
	Twitter								
		LinkedIn	https://	/www.linkedin.com/company/codexca/					







Commercial name	CONSULTA-EUR	OPA	Logo	4//	CONSULTA E	EUROPA USTAINABLE			
Legal name	Consulta Europa	Consulta Europa Projects and Innovation, S.L.							
Type of entity	Ltd.								
Territorial scope	Supra-regional								
Services offered	Research Consultancy Training Communication	Consultancy							
Type of business support service that could be performed for companies selected in IKAT EUROCLUSTER	OPEN INNOVATION  EXPERIENCE IN DIGITAL, SUSTAINABLE, AND INCLUSIVE TECHNOLOGY  FUNDING OPPORTUNITIES  TRAINING (including mentoring and seminars for services 1 to 6)								
Contact details *Important to be public data	Address	Leopoldo Matos 16, 35006 Las Palmas de España	=	naria					
	Phone	+34 828 041 258							
	email	beatrice.avagnina@	consulta-	europa.co	<u>om</u>				
	Web site	https://consulta-eur	opa.com,	<u>/</u>					
	Social networks	Facebook	https://v	www.face	book.com/Co	onsulta Europa			
		Instagram	https://v	www.inst	agram.com/c	onsulta europa/			
		Twitter	https://t	witter.co	m/Consulta_	<u>Europa</u>			
		LinkedIn https://www.linkedin.com/company/consultseuropa/							







Commercial name	DataDron		Logo	(7)	DataD	ron			
Legal name	DATADRON, S.L	DATADRON, S.L.							
Type of entity	Ltd.								
Territorial scope	Supra-regional,	Supra-regional / regional / island							
Services offered	Photogrammetr Marine Geophy	Thermography with drones Photogrammetry with drones Marine Geophysics Consultancy Services Promotional Videos and Images							
Type of business support service that	BUSINESS MOD								
could be performed for companies selected in IKAT EUROCLUSTER	OPEN INNOVAT								
	EXPERIENCE IN DIGITAL, SUSTAINABLE, AND INCLUSIVE TECHNOLOGY								
	INTERNATIONA	LIZATION							
	TRAINING (incl	uding mentoring a	nd seminars	for servi	ices 1 to 6)				
Contact details *Important to be	Address	C/San Agustín, 72 Tenerife)	2. Los Realejo	os. 38410	Tenerife (Sa	nta Cruz de			
public data	Phone	+34 649380604							
	email	rd@datadron.com	<u>m</u>						
	Web site	www.datadron.c	<u>om</u>						
	Social networks	Facebook	https://v	www.face	book.com/d	atadronsl/			
	Hetworks	Instagram	https://v	vww.inst	agram.com/	datadronsl/?hl=es			
	Twitter								
		LinkedIn			edin.com/co mber=true	mpany/data-			







Commercial name	DC Servicios Am	bientales	Logo	D C SERVICIOS AMBIENTALES				
Legal name	DC SERVICIOS A	MBIENTALES S. L.						
Type of entity	Ltd.							
Territorial scope	Island							
Services offered	Environmental a	and oceanograph	ic consulting					
Type of business support service that could be performed for companies selected in IKAT EUROCLUSTER	EXPERIENCE IN	EXPERIENCE IN DIGITAL, SUSTAINABLE, AND INCLUSIVE TECHNOLOGY						
Contact details  *Important to be	Address	Dirección postal Tenerife	l: Calle Robayr	na, 13, 1º izda. 38003 Santa Cruz de				
public data	Phone	+34 822 600 026	6					
	email	jcenzual@dcser	viciosambient	ales.es				
	Web site	https://dcservic	iosambientale	es.es/				
	Social networks	Facebook	https://	www.facebook.com/DCAmbientales				
	Hetworks	Instagram  https://www.instagram.com/dcambientales/  Twitter  https://twitter.com/DCAmbientales  LinkedIn  https://www.linkedin.com/company/dc- servicios-ambientales/						







Commercial name	DISPUTE MANAGE	EMENT S. L (MERC	EDES	Logo				
	TARRAZÓN)				111			
					DISPUTE MANAGEMENT			
Legal name	DISPUTE MANAGE	EMENT S. L						
Type of entity	Ltd.							
Territorial scope	Regional							
Services offered	Legal advice on pr	ivate law						
	Negotiation							
	Arbitration and m							
	Accompaniment in	_						
					y of their resolution.			
	Consultancy in con	nflict managemen	t and re	solution				
Type of business support		Training						
service that could be	OPEN INNOVATION							
performed for companies selected in IKAT	EXPERIENCE IN DI	EXPERIENCE IN DIGITAL, SUSTAINABLE, AND INCLUSIVE TECHNOLOGY						
EUROCLUSTER	INTERNATIONALIZ	INTERNATIONALIZATION						
	TRAINING (includi	TRAINING (including mentoring and seminars for services 1 to 6)						
	TRAINING (IIICIAA)	ing mentoring and	<i>y</i> 30111111	413 101 30	ervices I to of			
Contact details	Address	Diagonal, 466 4rt	t 2a – 0	8006 Bar	celona			
*Important to be public data	Phone	+34 93 451 33 15	5					
	email	mercedes@merc	<u>cedesta</u>	rrazon.co	<u>om</u>			
	Web site	http://www.disp	utemar	nagemen	t.es/			
	Social networks	Facebook						
		Instagram						
		Twitter						
		LinkedIn	https://	//www.lii	nkedin.com/company/dispute-			
				gement-s				







Commercial name	Dr. Canicio		Logo	di		dr. canicio consulting chemist		
Legal name	Dr Canicio Co	onsulting Chemist	, S.L.					
Type of entity	Ltd.	Ltd.						
Territorial scope	Regional							
Services offered	Management	Development Management Green Solutions						
Type of business support service that could be performed for companies selected in IKAT EUROCLUSTER	FUNDING OP	PPORTUNITIES						
Contact details *Important to be	Address	Carrer de Canigó 74, 1º 2ª, 08570 Torelló (Barcelona)						
public data	Phone	93 859 16 94 659 180 465						
	email	info@drcanicioo	cc.com					
	Web site	https://www.dr	caniciocc.cc	<u>m/</u>				
	Social networks	Facebook						
	networks	Instagram						
		Twitter						
		LinkedIn	https://ww	/w.linkedin.c	om/	company/drcaniciocc/		







Commercial name	Eco-Sistems Watermakers S.L		Logo	EcoSistems energy recovery watermakers give life, weake water			
Legal name	ECO SISTEMS WA	TERMAKERS SL		,			
Type of entity	Ltd.						
Territorial scope	Supra-regional						
Services offered	designs, develops systems.	designs, develops, and manufactures watermakers known for their energy saving systems.					
Type of business support service that could be performed for companies selected in IKAT EUROCLUSTER	EXPERIENCE IN DIGITAL, SUSTAINABLE, AND INCLUSIVE TECHNOLOGY						
Contact details  *Important to be public data	Address	C/ Horta, 22 08203 Sabadell Barcelona (Spain)					
	Phone	+34 937 108 950					
	email	info@eco-sistems.con	<u>n</u>				
	Web site	https://eco-sistems.com/en/					
	Social networks	s Facebook					
		Instagram					
		Twitter					
		LinkedIn					







Commercial name	Edataconsul	ting	Logo	dataconsulting					
Legal name	edataconsul	edataconsulting, S. L. U.							
Type of entity	S. L. U.								
Territorial scope	Supra-region	Supra-regional							
Services offered	Cybersecurit Design and C Augmented Data Analytic	o, Cloud and App development ersecurity and Systems ign and Communication mented and Virtual Reality							
Type of business support service that could be performed for companies selected in IKAT EUROCLUSTER	EXPERIENCE	IN DIGITAL, SUS	TAINABLE, A	AND INCLUSIVE TECHNOLOGY					
Contact details *Important to be	Address	Calle Juan Rejó Canaria	on, 67. 6ª Pla	nta. Oficina 1. 35008 – Las Palmas de Gran					
public data	Phone	+34 928 234 33	19						
	email	cristina.ramos	@edatacons	ulting.es					
	Web site	https://edatac	onsulting.es	L					
	Social networks	Facebook	https://v	www.facebook.com/edataconsulting					
	HELWOIKS	Instagram							
		Twitter							
		LinkedIn	https://v	www.linkedin.com/company/edataconsulting/					







Commercial name	Elittoral		Logo	elittoral				
Legal name	elittoral S.L.N.E.			L				
Type of entity	S.L.N.E.							
Territorial scope	Supra-regional							
Services offered	Hydrography Modelling Hydrodynamic Marine Acoustics Inspection of the waters Environmental assessment, resilience, and climate change Remote Sensing Marine Environmental Coastal Ecosystems Environmental Education Sustainable Development Goals - SDGs							
Type of business support service that could be performed for companies selected in IKAT EUROCLUSTER	ACCELERATION OPEN INNOVATIO EXPERIENCE IN DI	BUSINESS MODEL  ACCELERATION  OPEN INNOVATION  EXPERIENCE IN DIGITAL, SUSTAINABLE, AND INCLUSIVE TECHNOLOGY  TRAINING (including mentoring and seminars for services 1 to 6)						
Contact details *Important to be	Address			entífico Tecnológico Planta GRAN CANARIA, Spain				
public data	Phone	(+34) 928 457 08	37					
	email	obergasa@elitto	ral.es					
	Web site	https://www.elittoral.es/						
	Social networks	Facebook https://www.facebook.com/elittoral						
		Instagram	https://www.in	stagram.com/elittoraloficial/				
		Twitter	https://twitter.	com/elittoral				
		LinkedIn	https://www.lir	nkedin.com/company/elittoral/				







Commercial name	EMPA		Logo			
Commercial name	LIVIPA		EMPA ASCIACIÓN DE EMPRESARIOS MARITIMOS Y PESQUEROS			
Legal name	Asociación de Em	npresarios Marítimos y	Pesqueros (EMPA)			
Type of entity						
Territorial scope	Supra-regional /	regional / island				
Services offered						
Type of business support	BUSINESS MODE	L				
service that could be performed for companies selected in	ACCELERATION					
IKAT EUROCLUSTER	INTERNATIONAL	IZATION				
	TRAINING (includ	ding mentoring and se	minars for services 1 to 6)			
Contact details	Address	C/ Contramuelle Moll	et, № 3, 07012 Palma – Illes Balears			
*Important to be public data	Phone	+34 616 30 59 52				
	email	empapresidencia@gn	nail.com			
	Web site	website under constru	uction			
	Social networks	Facebook				
		Instagram				
		Twitter				
		LinkedIn	https://www.linkedin.com/in/rafael-mas- piedecausa-08925746/			







Commercial name	Engisic			Logo	engisic		
Legal name	ENGISIC SOLUCIO	NS I CONSULTING	S.L.				
Type of entity	Ltd.						
Territorial scope	Regional						
Services offered	Municipal Water S Natural Environme Formalities with the Training	Hydraulics and Hydrology Municipal Water Services Natural Environment Formalities with the administration Training Prevention and control of legionella					
Type of business support service that could be performed for companies selected in IKAT EUROCLUSTER	EXPERIENCE IN DI	EXPERIENCE IN DIGITAL, SUSTAINABLE, AND INCLUSIVE TECHNOLOGY					
Contact details *Important to be	Address	IG-NOVA - Av. Ba C/ Anselm Clavé,			08700 Igualada // CoEspai - L Girona		
public data	Phone	646 43 89 92 / 60	06 06 80	85			
	email	info@engisic.cor	<u>m</u>				
	Web site	https://engisic.com/es/					
	Social networks	Facebook					
		Instagram					
		Twitter					
		LinkedIn	https://	/www.lir	nkedin.com/company/engisic/		







Commercial name	Eurecat		Logo	eurecat Centre Tecnologic de Catalunya			
Legal name	Fundació Eure	Fundació Eurecat					
Type of entity	Non-profit priv	Non-profit private foundation					
Territorial scope	Supra-regional /	Supra-regional / regional / island					
Services offered	Eurecat offers 5 business support services with the aim of improving the competitiveness of companies and contributing to the achievement of the tourism strategy proposed by the european commission:  1. Digitalization Roadmap 2. Circularity Roadmap 3. Roadmap in climate resilience 4. Advice on water management 5. Training						
Type of business support service that could be performed for companies selected in IKAT EUROCLUSTER	OPEN INNOVAT						
Contact details	Address	72 Bilbao street, B	arcelona	, Spain			
*Important to be public data	Phone	+34 633 382 398					
	email	rolando.garcia@e	urecat.or	g			
	Web site	Web site <a href="https://eurecat.org/">https://eurecat.org/</a>					
	Social Facebook <a href="https://www.facebook.com/Eurecatorg/">https://www.facebook.com/Eurecatorg/</a>						
	HELWOIKS	Instagram					
		Twitter	https://t	witter.com/Eurecat_news			
		LinkedIn	https://v	www.linkedin.com/company/eurecat/			







1					
Commercial name	Hidroquimia. T Quimica Indust		Logo	Hidro Quirina	
Legal name	HIDROQUIMIA	TRACTAMENTS I QU	JIMICA INI	DUSTRIAL, SL	
Type of entity	Ltd.				
Territorial scope	Regional				
Services offered	Studies & Diagnostics Design and Proposal of Solutions Tailored Made Pilot Plants Turkey Industrial Plants Operations & Maintenance Distributor & Representative R&D Projects				
Type of business support service that could be performed for companies selected in IKAT EUROCLUSTER	EXPERIENCE IN	I DIGITAL, SUSTAIN	ABLE, ANC	INCLUSIVE TECHNOLOGY	
Contact details  *Important to be	Address			S I QUIMICA INDUSTRIAL, SL. Crta. BV lta, – 080225 Terrassa (Barcelona)	
public data	Phone				
	email	cperez@hidroquin	nia.es		
	Web site	https://hidroquim	ia.es/ca/in	i <u>ci/</u>	
	Social networks	Facebook			
	Hetworks	Instagram			
		Twitter			
		LinkedIn	https://w s-l-u-/	ww.linkedin.com/company/hidroquimia-	







Commercial name	IMEDIA S.A		Logo	International internet Nutrimeds  a.  IMEDITED  To have two being a the internet  Anternet of the internet of			
Legal name	International Inte	ernet Multimedia S.A.					
Type of entity	Inc.						
Territorial scope	Supra-regional						
Services offered	Acts as a consultant on technology and know-how transfer and develops multimedia applications via the Internet						
Type of business support service that could be performed for companies selected in IKAT EUROCLUSTER	OPEN INNOVATION  EXPERIENCE IN DIGITAL, SUSTAINABLE, AND INCLUSIVE TECHNOLOGY  FUNDING OPPORTUNITIES  TRAINING (including mentoring and seminars for services 1 to 6)						
Contact details	Address						
*Important to be public data	Phone						
	email	internationalinternetr	multimed	@gmail.com			
	Web site	https://internationalinte.wixsite.com/international-intern					
	Social networks	Facebook					
		Instagram					
		Twitter					
		LinkedIn					





Commercial name	Inerza		L	.ogo	inerza		
Legal name	INERZA, S.A.	INERZA, S.A.					
Type of entity	Inc.						
Territorial scope	Island						
Services offered	Custom development Electronic administration Content and design managers Port management						
Type of business support service that could be performed for companies selected in IKAT EUROCLUSTER	EXPERIENCE IN DIGITAL, SUSTAINABLE, AND INCLUSIVE TECHNOLOGY						
Contact details *Important to be public data	Address	Parque Científico Tecnológico ULPGC. Edificio IV, planta 2 Calle Practicante Ignacio Rodríguez, s/n 35017 Las Palmas de Gran Canaria Edificio Lanzateide, oficina 30 Segunda Transversal – Dársena de Los Llanos 38003 Santa Cruz de Tenerife					
	Phone	+34 928 300 505 +34 822 900 460					
	email	comercial@inerz	<u>a.com</u>				
	Web site	https://www.ine	erza.com/	•			
	Social networks	Facebook					
		Instagram					
		Twitter	https://t	twitter.c	com/inerzatic		
		LinkedIn https://www.linkedin.com/company/inerza					







Commercial name	INNOVAMARINA	INNOVAMARINA			Innova marina	
Legal name	Innovamarina: Me	Innovamarina: Melanie Catherine Symes				
Type of entity						
Territorial scope	Supra-regional					
Services offered	Benchmarking Tourism Intelligen	Marketing and communication  Benchmarking  Tourism Intelligence  Social responsibility and sustainability				
Type of business support service that could be performed for companies selected in IKAT EUROCLUSTER	BUSINESS MODEL  TRAINING (including mentoring and seminars for services 1 to 6)					
Contact details  *Important to be public data	Address	C/ Yuco, 23, 35560 La Vegueta-Tinajo. Lanzarote, Canary Islands				
	Phone	+34 669 882866				
	email	info@innovama	rina.com			
	Web site	https://innovamarina.com/es				
	Social networks	Facebook				
		Instagram				
		Twitter				
		LinkedIn	https://www	w.link	edin.com/in/melanie-symes	







Commercial name	Instituto Mari	ítimo Español	Logo	Instituto Maritimo Español			
Legal name	INSTITUTO M	INSTITUTO MARÍTIMO ESPAÑOL, S.A.					
Type of entity	Inc.						
Territorial scope	Supra-regiona	al					
Services offered	Technical and Studies on str	Training Feasibility plan studies Technical and commercial studies Studies on strategies, tariffs, and optimizations Studies on the cruise ship sector					
Type of business support service that could be performed for companies selected in IKAT EUROCLUSTER	BUSINESS MODEL  INTERNATIONALIZATION  TRAINING (including mentoring and seminars for services 1 to 6)						
Contact details	Address	Pº Castellana, 12	21 - Escalera	izda 9ºB, 28046 – Madrid.			
*Important to be public data	Phone	(+34) 91. 577. 40	). 25				
	email	mercedespardo	@ime.es				
	Web site	https://www.im	e.es/				
	Social networks	Facebook	https://wv	vw.facebook.com/institutomaritimoespanol/			
	Hetworks	Instagram <a href="https://www.instagram.com/ime_esp/">https://www.instagram.com/ime_esp/</a>					
	Twitter <a href="https://twitter.com/ime_es">https://twitter.com/ime_es</a>						
		LinkedIn	s://www.linkedin.com/company/instituto- itimo-espanol/				







Commercial name	IOCAR S.L		Logo	iočar		
Legal name	IOCAR S.L	OCAR S.L				
Type of entity	Ltd.					
Territorial scope	Supra-regional	Supra-regional				
Services offered		Business Plans Accounting Services Finance Optimization				
Type of business support service that could be performed for companies	BUSINESS MODE	BUSINESS MODEL  ACCELERATION				
selected in IKAT EUROCLUSTER	FUNDING OPPORTUNITIES					
	INTERNATIONALIZATION					
Contact details	Address	Calle Jose Abascal, 17	- PISO 1 IZ	7		
*Important to be public data		28003, Madrid				
	Phone					
	email	mbautistapardo@gma	il.com			
	Web site	https://inclusivesocieties.wixsite.com/iocar-inclusive-soci				
	Social networks	Facebook				
		Instagram				
		Twitter				
		LinkedIn				





Commercial name	IOT AONCHIE	P S.L	Logo	AonChip			
Legal name	IOT AONCHI	P S.L					
Type of entity	Ltd.						
Territorial scope	Regional						
Services offered	_	Design, manufacture and marketing of control and monitoring equipment based on LPWAN IOT technology (long range and low power consumption).					
Type of business support service that could be performed for companies selected in IKAT EUROCLUSTER		PERIENCE IN DIGITAL, SUSTAINABLE, AND INCLUSIVE TECHNOLOGY					
Contact details  *Important to be public data	Address	C/ Cementiri Ve 08221 Terrassa. Barcelona, Espa					
	Phone	+34 677 224 40	9				
	email	comercial@aon	chip.com				
	Web site	https://www.ac	onchip.com/				
	Social networks	Facebook					
		Instagram					
		Twitter					
		LinkedIn https://www.linkedin.com/company/aonchip/about linkedin.com/aonchip					







Commercial name	IVEAEMPA		Logo IVEAEMPA Federación Española de Empresarios del Mar			
Legal name	Federación de En	npresarios Identidades	Valores y	y Estrategias Alternativas para los		
	Empresarios Mar	ítimos y Pesqueros (IVI	EAEMPA)			
Type of entity						
Territorial scope	Supra-regional					
Services offered	European Project	:S				
	Sea accelerator					
	Training Integral					
	Agency of Placen	nent				
Type of business support	<b>BUSINESS MODE</b>	L				
service that could be performed for companies	ACCELERATION					
selected in IKAT	TRAINING (including mentoring and seminars for services 1 to 6)					
EUROCLUSTER						
Contact details	Address	Joaquim Rubió i Ors, 7	7, 08940 (	Cornellà de Llobregat		
*Important to be public data	Phone	+34 93 323 12 12				
	email	federacion@iveaempa	a.org			
	Web site	https://www.iveaemp	oa.org/			
	Social networks	Facebook				
		Instagram				
		Twitter				
		LinkedIn				







Commercial name	Keiken Engineer	ing	Logo	KEIKEN ENGINEERING			
Legal name	KEIKEN ENGINE	ERING SL					
Type of entity	Ltd.						
Territorial scope	Supra-regional						
Services offered		& EFFICIENCY STUDIE ALIZED CONSULTING	S				
Type of business support service that could be performed for companies selected in IKAT EUROCLUSTER	EXPERIENCE IN DIGITAL, SUSTAINABLE, AND INCLUSIVE TECHNOLOGY						
Contact details *Important to be public data	Address	Av. Fuencarral, 44, Edif, 7 28108 Alcobendas, Madrid Imaginació, 12 08850 Gavà, Barcelona					
	Phone	+ 34 910 577 254 + 34 936 811 650					
	email	info@keiken.es					
	Web site	https://www.keiken-	engineer	ing.com/			
	Social networks	Facebook					
		Instagram					
		Twitter  LinkedIn https://www.linkedin.com/company/kengineering/					







Commercial name	Leitat		Logo	LEITET MANAGER TO STATE OF THE PROPERTY OF THE		
Legal name	Leitat – Technolo	Leitat – Technological Center (ACONDICIONAMIENTO TARRASENSE)				
Type of entity	NPO	NPO				
Territorial scope	Supra-regional					
Services offered	Advanced Techn	Advanced Technological Services				
Type of business support service that could be performed for companies selected in IKAT EUROCLUSTER	OPEN INNOVATION  FUNDING OPPORTUNITIES  INTERNATIONALIZATION					
Contact details	Address	C/de la Innovació nú	mero 2, 0	08225, Terrassa (Barcelona)		
*Important to be public data	Phone	(+34) 93 788 23 00				
	email	leitat@leitat.org				
	Web site	https://www.leitat.o	rg/			
	Social networks	Facebook	https://	www.facebook.com/leitat.at/		
	ICCWOIRS	Instagram				
		Twitter	https://	twitter.com/LEITAT		
		LinkedIn https://www.linkedin.com/company/leitat/				





Commercial name	Lente Impulso		Logo	MPULSO		
Legal name	IMPULSO SAGE, S	5.L.				
Type of entity	Ltd.					
Territorial scope	Supra-regional					
Services offered	Development and	Development and investment in the sectors of energy and water				
Type of business support service that could be performed for companies selected in IKAT EUROCLUSTER	EXPERIENCE IN DIGITAL, SUSTAINABLE, AND INCLUSIVE TECHNOLOGY					
Contact details	Address	Ronda President Irla, 2	28 08302	Mataró, Cataluña, España		
*Important to be public data	Phone	+34 93 548 24 26				
	email	info@lenteimpulso.co	<u>m</u>			
	Web site	https://www.impulsoo	energia.e	eu/		
	Social networks	Facebook				
		Instagram				
		Twitter				
		LinkedIn				





Commercial name	LTM ADVIS	SORS	Logo	Let'sTalkManagement			
Legal name	Let's Talk Management S.L.						
Type of entity	Ltd.						
Territorial scope	Supra-regional						
	Advisory and Consulting Services Advanced Training Programs						
Type of business support service that could be performed for companies selected in IKAT	BUSINESS MODEL  ACCELERATION  OPEN INNOVATION						
	EXPERIENCE IN DIGITAL, SUSTAINABLE, AND INCLUSIVE TECHNOLOGY INTERNATIONALIZATION						
	TRAINING	IG (including mentoring and seminars for services 1 to 6)					
Contact details  *Important to be	Address	=		Tafira Facultad de Economía, Empresa y Sede TIDES, 35017 Tafira Baja, Las Palmas			
public data	Phone	620 30 93 4	11				
	email	dcelis@ltm	advisors.com				
	Web site	ite http://ltmadvisors.eu					
	Social networks	Facebook					
		Instagram					
		Twitter					
		LinkedIn	https://www	.linkedin.com/company/ltmadvisors/			







Commercial name	MODUS O	PERANDI S.L	Logo	MODUS* OPERANDI				
Legal name	MODUS O	PERANDI S.L						
Type of entity	Ltd.							
Territorial scope	Regional	Regional						
Services offered	Innovatior Quality	Accident prevention						
Type of business support service that could be performed for companies selected in IKAT EUROCLUSTER								
Contact details	Address	C/ Rubio i Ors, 7, Cornellà de Llobregat, Barcelona						
*Important to be public data	Phone	933 231 212						
	email	info@modusoperanc	li.com					
	Web site	https://www.plandeigualdadparatuempresa.es/						
	Social networks	Facebook https://www.facebook.com/Galeria.Modus.Operandi/						
	iiceworks	Instagram https://www.instagram.com/galeria modus operandi/						
		Twitter						
		LinkedIn	LinkedIn					







1							
Commercial name	NAILA BUSINESS EVOLVER, S.L.U			Logo	NAILA Business Evolver		
Legal name	NAILA BUSINESS E	VOLVER, S.L.U					
Type of entity	S.L.U						
Territorial scope	Supra-regional / re	egional / island					
Services offered					le or "principled" adaptation environmental, socio-cultural,		
Type of business support service that could be	BUSINESS MODEL						
performed for companies selected in IKAT	ACCELERATION	ACCELERATION					
EUROCLUSTER	OPEN INNOVATION						
	EXPERIENCE IN DIGITAL, SUSTAINABLE, AND INCLUSIVE TECHNOLOGY						
	FUNDING OPPORTUNITIES						
	INTERNATIONALIZATION						
	TRAINING (including mentoring and seminars for services 1 to 6)						
Contact details	Address			, Las Pal	mas de Gran Canaria, Canary		
*Important to be		Islands 35001, ES	S				
public data	Phone	+34 662373313					
	email	admin@business	sevolver.	<u>net</u>			
	Web site www.businessevolver.net						
	Social networks Facebook						
	Instagram						
		Twitter					
		LinkedIn	https:// bizz-evo		nkedin.com/company/naila-		







Commercial name	Remosa		Logo	ACO REMOSA			
Legal name	RECUBRIMIENTO	OS Y MOLDEADOS S.A.	.U.				
Type of entity	S.A.U.						
Territorial scope	Regional						
Services offered	Hydrocarbon Se	Urban Wastewater Treatment, Wastewater and Greywater Regeneration, Hydrocarbon Separators, Rainwater Reuse, Storage and Fire Fighting Cisterns and Potable Water Tanks.					
Type of business support service that could be performed for companies selected in IKAT EUROCLUSTER	EXPERIENCE IN DIGITAL, SUSTAINABLE, AND INCLUSIVE TECHNOLOGY						
Contact details	Address	Address Zona Ind. Abadal. C.Molí de Reguant, 2 08260 Súria (Barcelona)					
*Important to be public data	Phone	902 49 06 49 / +34 9	93 869 62	2 65			
	email	acoremosa@aco.cor	<u>n</u>				
	Web site	https://www.remosa	a.net/				
	Social networks	Facebook https://www.facebook.com/ACORemosa					
	Hetworks	Instagram <a href="https://www.instagram.com/aco-remosa/">https://www.instagram.com/aco-remosa/</a>					
		Twitter <a href="https://twitter.com/ACORemosa">https://twitter.com/ACORemosa</a>					
		LinkedIn	https://	//www.linkedin.com/company/aco- a/			







Commercial name	SGS Grupo		Logo				
				SGS			
Legal name	SGS Tecnos, S.A.						
Type of entity	Inc.						
Territorial scope	Supra-regional						
Services offered	Training, Agricul	Inspection, Verification, Testing, Certification, Audit, Consultancy, Outsourcing, Training, Agriculture, Food, Life Science, Industrial Manufacturing, Transportation, Minerals, Consumer Goods, Retail, Health, Safety, Oil and Gas y Sustainability					
Type of business support service that could be performed for companies selected in IKAT EUROCLUSTER	EXPERIENCE IN DIGITAL, SUSTAINABLE, AND INCLUSIVE TECHNOLOGY						
Contact details	Address	5, · · · · · · · · · · · · · · · · · · ·					
*Important to be		Edif. Barajas I. Barrio 28042, Madrid	Aeropue	rto			
public data		Madrid					
		España					
	Phone	+34 91 313 80 00					
	email	hector.gonzalez@sgs	.com				
	Web site	https://www.sgs.es/					
	Social networks	Facebook <a href="https://www.facebook.com/SGS/">https://www.facebook.com/SGS/</a>					
		Instagram <a href="https://www.instagram.com/sgsglobal/">https://www.instagram.com/sgsglobal/</a>					
		Twitter	https://	twitter.com/SGS_SA			
		LinkedIn https://www.linkedin.com/company/sgs/					







Commercial name	TECNOAMBI	ENTE	Logo	TRADEBE			
Legal name	GRUPO TRA	ADEBE MEDIOAI	MBIENTE, S.L.				
Type of entity	Ltd.						
Territorial scope	Supra-region	nal					
Type of business support service that could be performed for companies selected in IKAT	Chemicals Oil Collection Maritime Sente Healthcare Radioactive Norm Service Incineration Industrial & Environment	Oil Collection & Recycling Maritime Services Healthcare Radioactive Waste Management Norm Services					
EUROCLUSTER  Contact details	Address	Zierbena, El Pi	Zierbena, El Puerto (Vizcaya), Calle Punta Sollana nº12 (48508).				
*Important to be public data	Phone	,		<u> </u>			
paone aata	email	oliver.canosa@	@ext.tecnoamb	viente.com			
	Web site	https://www.tecnoambiente.com/es					
	Social	Facebook					
	networks	Instagram					
		Twitter	https://tw	itter.com/Tecnoambiente_			
		LinkedIn	•	vw.linkedin.com/company/tecnoambiento ?trk=biz-companies-cym			







Commercial name	We&B – Water; E		Logo				
	Business for development  WE & B  Water, Environment and Business for Development			WE & B Water, Environment and Business for Development			
Legal name	Water, Environme	ent and Business fo	or Development	(WE&B)			
Type of entity	Ltd.						
Territorial scope	Supra-regional						
Services offered	Business Innovation	on					
Type of business support service that could be performed for companies selected in IKAT EUROCLUSTER	TRAINING (includ	NING (including mentoring and seminars for services 1 to 6)					
*Important to be public data	Address	Av. de Rius i Taulet, 29, 3º 2ª, 08172 Sant Cugat del Vallès, Barcelona					
	Phone	+34 936 05 18 83					
	email	info@weandb.org					
	Web site	https://weandb.org/es/					
	Social networks	Facebook					
		Instagram					
		Twitter <a href="https://twitter.com/weandb?lang=en">https://twitter.com/weandb?lang=en</a>					
		LinkedIn https://www.linkedin.com/company/water-environment-and-business-for-development/					







## List of suppliers based in ITALY

Service type	Service providers ITALY
Service#1. BUSINESS MODEL	ForMare Rete Penta Mare FVG's associates Net European Consulting
Service#2. ACCELERATION	ForMare NAVIGO TOSCANA MAR.TE. Sea-Land Logistcs Net European Consulting
Service#3. OPEN INNOVATION	ForMare NAVIGO TOSCANA Mare FVG's associates Net European Consulting FEDERPESCA
Service#4. EXPERIENCE IN DIGITAL, SUSTAINABLE, AND INCLUSIVE TECHNOLOGY	ForMare NAVIGO TOSCANA Ro Technology LegaCoop
Service#5. FUNDING OPPORTUNITIES	ForMare Rete Penta Mare FVG's associates Net European Consulting LegaCoop
Service#6. INTERNATIONALIZATION	ForMare NAVIGO TOSCANA HOPE Foundation LegaCoop
Service#7. TRAINING (including mentoring and seminars for services 1 to 6)	ForMare Rete Penta Net European Consulting FEDERPESCA

LegaCoop







Below you will find an overview of each company, including its contact details, which services it provides in general and which services it could provide within the Eurocluster IKAT call for Italy:

Commercial name	FEDERPESCA		Logo	FEDERPESCA		
Legal name	Federazione N	lazionale delle Imp	rese di Peso	ca		
Type of entity						
Territorial scope	Regional					
Services offered	business servi	Fishing and aquaculture activities, processing and marketing of fishery products, business services, production of fishing nets and equipment, shipbuilding and production of plant and equipment within the extended fishing chain				
Type of business support service that could be performed for companies selected in IKAT EUROCLUSTER	OPEN INNOVATION  TRAINING (including mentoring and seminars for services 1 to 6)					
Contact details	Address	Address Corso d'Italia, 92 00198 Roma, Italia				
*Important to be public data	Phone	+39 06 320 1257				
	email	federpescaeuro	pa@feder	pesca.it		
	Web site	https://www.fe	derpesca.i	<u>t/</u>		
	Social networks	Facebook https://www.facebook.com/Federpescaltalia				
		Instagram				
		Twitter <a href="https://twitter.com/FEDERPESCA1">https://twitter.com/FEDERPESCA1</a> LinkedIn <a href="https://www.linkedin.com/company/federpesca-federazione-nazionale-imprese-pesca/">https://www.linkedin.com/company/federpesca-federazione-nazionale-imprese-pesca/</a>				







Commercial name	ForMare		Logo	National Shipping Hub A company of Confiturms			
Legal name	ForMare – Po	lo Nacional de Nav	egación SRI	-			
Type of entity	SRL						
Territorial scope	Regional						
Services offered	Design and te Training Networking						
Type of business support service that could be performed for companies selected in IKAT EUROCLUSTER	BUSINESS MODEL  ACCELERATION  OPEN INNOVATION  EXPERIENCE IN DIGITAL, SUSTAINABLE, AND INCLUSIVE TECHNOLOGY  FUNDING OPPORTUNITIES  INTERNATIONALIZATION  TRAINING (including mentoring and seminars for services 1 to 6)						
Contact details	Address	Piazza SS. Aposto	li, 66 – 0018	37 Roma			
*Important to be public data	Phone	+39 0667481 227					
	email	projectoffice@poloformare.it					
	Web site	https://www.poloformare.it/					
	Social networks	Facebook					
	ctworks	Instagram					
		Twitter					
		LinkedIn					







Commercial name	Hope Foundar	tion	HOPE			
Legal name	HOPE – Huma	initarian OPEration	ns Foundation			
Type of entity						
Territorial scope	Supra-regiona	al .				
Services offered	•	Development cooperation Humanitarian Demining Blue Growth				
Type of business support service that could be performed for companies selected in IKAT EUROCLUSTER	INTERNATIO	NALIZATION				
Contact details	Address	34, Rue Breydel 1	1040 Brussels (Belgium)			
*Important to be public data	Phone	+32 2 3452416				
	email	info@h-opes.org				
	Web site	www.hopefoun	ndation.ngo			
	Social networks	Facebook				
		Instagram				
		Twitter				
		LinkedIn	https://www.linkedin.com/company/hopesfdn/			







Commercial name	LegaCoop		Logo	groalimentare			
Legal name	Legacoop Ag	ronegocios					
Type of entity							
Territorial scope	Supra-region	al					
Services offered	entrepreneu Extensive an	Protects, represents, assists, and coordinates member cooperatives, to foster their entrepreneurial growth and development into modern and efficient businesses.  Extensive and qualified regulatory, planning, technical, administrative, tax and social security assistance.					
Type of business support service that could be performed for companies selected in IKAT EUROCLUSTER		EXPERIENCE IN DIGITAL, SUSTAINABLE, AND INCLUSIVE TECHNOLOGY  FUNDING OPPORTUNITIES					
		TRAINING (including mentoring and seminars for services 1 to 6)					
Contact details	Address	Via GA Guattani S	9 00161 Ror	na			
*Important to be public data	Phone	06 4403147; 0644	4265301				
	email	segreteria.dipesca@ancalega.coop; info@ancalega.coop					
	Web site	www.dipartimentopesca.it					
	Social networks	Facebook					
		Instagram					
		Twitter					
		LinkedIn					







Commercial name	MAR.TE. Sea	-Land Logistcs	Logo			
				scaland logistics		
Legal name	MAR.TE. S.c.	ar.l.				
Type of entity	LLC					
Territorial scope	Supra-region	al				
Services offered	Managing and integrating scientific, industrial and management skills in the transport and logistics sectors					
Type of business support service that could be performed for companies selected in IKAT EUROCLUSTER	ACCELERATION					
Contact details *Important to be	Address	Via Medina, 40 80133 Nápoles, ITALIA				
public data	Phone	(+39) 081 18779672				
	email marcello.risitano@uniparthenope.it					
	Web site	Web site <a href="https://www.martelogistics.com/">https://www.martelogistics.com/</a>				
	Social networks	Facebook				
	Hetworks	Instagram				
		Twitter				
		LinkedIn				





Commercial name	Mare FVG's as	ssociates	Logo	hare FVG			
Legal name	MARITIME TE	CHNOLOGY CLUST	ER FVG S.C.	A R.L.			
Type of entity	LLC						
Territorial scope	Regional						
Services offered	Maritime tech	inology					
	Research						
	Networking						
	Blue economy	1					
Type of business support service that	BUSINESS M	ODEL					
could be performed for companies	OPEN INNO	/ATION					
selected in IKAT EUROCLUSTER	FUNDING OF	PPORTUNITIES					
E ONO GEOGRAFIA							
		I					
Contact details	Address	Via 9 Giugno, 46,	Monfalcon	e, Friuli-Venezia Giulia 34074, IT			
*Important to be public data	Phone	0481723440					
	email	roberta.padova	n@marefv	<u>rg.it</u>			
	Web site	https://www.m	arefvg.it/it	t/soci/			
	Social networks	Facebook					
	Instagram Twitter						
		LinkedIn	https://wv	ww.linkedin.com/company/maritime-			
				y-cluster-fvg/?originalSubdomain=it			
			ccciniolog	y craster rvg/ : originalsasaomani-it			





Commercial name	NAVIGO TOSC	CANA	Logo	INNOVAZIONE E SVILUPPO DELLA NAUTICA			
Legal name	Na.Vi.Go. s.c.a	a r.l.					
Type of entity	LLC						
Territorial scope	Supra-regiona	ıl					
Services offered	Provide firms with strategic consulting and services for <b>promotion and innovation</b>						
Type of business support service that could be performed for companies selected in IKAT	ACCELERATION OPEN INNOVATION						
EUROCLUSTER	EXPERIENCE	IN DIGITAL, SUS	TAINABLE,	AND INCLUSIVE TECHNOLOGY			
	INTERNATIONALIZATION						
Contact details	Address	Via M.Coppino n.	116 - 55049	Viareggio (Lu)			
*Important to be public data	Phone	+39 0584 38 97 31					
	email	pietro.angelini@	navigotos	cana.it; ilaria.piccini@navigotoscana.it			
	Web site	https://www.navigotoscana.it/					
	Social networks	Facebook https://www.facebook.com/navigotoscana					
	coronks	Instagram					
		Twitter	https://twi	tter.com/navigotoscana			
		LinkedIn					







Commercial name	Net European	Consulting	Logo	NetEC   Net   EUROPEAN   CONSULTING				
Legal name	Net European	Consulting						
Type of entity								
Territorial scope	Supra-regiona	al						
Services offered	Education and advice Feasibility studies and market analysis Strategic consultancy Access to direct and indirect EU funds Access to private equity opportunities Corporate governance / ESG International cooperation projects Marketing / Events / Press office Lobbying and networking							
Type of business support service that could be performed for companies selected in IKAT EUROCLUSTER	BUSINESS MODEL  ACCELERATION  OPEN INNOVATION  FUNDING OPPORTUNITIES  TRAINING (including mentoring and seminars for services 1 to 6)							
Contact details	Address	Via Di Donna Olir	npia, 6, 001	52 - Roma (RM)				
*Important to be public data	Phone	+393899147679						
	email	email info@neteconsulting.net  Web site www.neteconsulting.net						
	Web site							
	Social Facebook https://www.facebook.com/neteconsulting networks							
		Instagram						
		Twitter						
	LinkedIn <a href="https://www.linkedin.com/company/netecor/">https://www.linkedin.com/company/netecor/</a>							







Commercial name	Rete Penta		Logo	$\approx$	MARINAS* CONSULTING			
Legal name	Marinas Cons	sulting	1					
Type of entity								
Territorial scope	Regional							
Type of business support service that could be performed for companies selected in IKAT EUROCLUSTER	Opportunity of Procurement Technologica Communicati Marketing Legal and gov Tax assistance Regular dispatcertifications Funded projeto BUSINESS MEDITION OF THE PROCURE OF	Port project refitting Opportunity search Procurement management Technological innovation Communication						
Contact details	Address	Via Ripamonti 44	, 20141 N	lilano (MI)				
*Important to be public data	Phone							
	email pietro.angelini@navigotoscana.it ilaria.piccini@navigotoscana.it							
	Web site	Web site www.marinasconsulting.com						
	Social networks	Facebook						
		Instagram						
		Twitter						
	LinkedIn							







Commercial name	Ro Technolog	<b>/</b>	Logo	P				
Legal name	Ro Technology	y SRL						
Type of entity	LLC							
Territorial scope	Regional							
Services offered	Applied research Telecommunications; Interfaces and network connections; System design and implementation; Operating systems and databases Installation and maintenance of network devices Log management Multiplatform testing Wireless Sensor Networks Geolocation and Georeferencing Monitoring and Tracking Security Software development and management System integration Security and cryptography System and network management BI and Darawarehouse Embedded systems							
Type of business support service that could be performed for companies selected in IKAT EUROCLUSTER	EXPERIENCE IN DIGITAL, SUSTAINABLE, AND INCLUSIVE TECHNOLOGY							
Contact details	Address	Via dei Mamili 11	, 00175, Ro	ma				
*Important to be public data	Phone	+39 06 2112 8876	5					
	email federpescaeuropa@federpesca.it							
	Web site www.rotechnology.it							
	Social Facebook https://www.facebook.com/RoTechnolo/							
	TOWOLKS	Instagram Instagram						
	Twitter <a href="https://twitter.com/ro_technology">https://twitter.com/ro_technology</a>							
	LinkedIn https://www.linkedin.com/company/ro-technology/							







## List of suppliers based in GREECE

Service type	Service providers - GREECE
Service#1. BUSINESS MODEL	Business Support Center of the Municipality of Piraeus ELEVATE Greece, Innovation Ecosystem P-Consulting, Patras, Greece CAPSULE: Travel & Hospitality Accelerator EKPAIDEFTIRIA KALOSKAMI S.A. – AXIA MPDO consulting firm EXELIXIS APCL LTD STRATAGEM LTD MENTALITYX
Service#2. ACCELERATION	CAPSULE: Travel & Hospitality Accelerator ACEin - The incubation & acceleration center of the Athens University of Economics and Business (AUEB) Archimedes, NKUA Centre for Innovation & Entrepreneurship ERFC MPDO consulting firm EXELIXIS APCL LTD STRATAGEM LTD MENTALITYX
Service#3. OPEN INNOVATION	CROWDPOLICY Open Innovation Open Innovations, Greece OPEN UP, Greek Scientific Association of Innovation REINTELLIGENT MPDO consulting firm EXELIXIS
Service#4. EXPERIENCE IN DIGITAL, SUSTAINABLE, AND INCLUSIVE TECHNOLOGY	SmartAttica-AtHeNAI & ahedd Digital Innovation Hub (Greek European Digital Innovation Hub (EDIH) for Artificial Intelligence) Al Technopolis Cluster, Thessaloniki, Greece The SIGMA Business Network, Digital Transformation for SMEs ERFC REINTELLIGENT MPDO consulting firm EXELIXIS
Service#5. FUNDING OPPORTUNITIES	NBG – Business Seeds, National Bank of Greece Kinno, Ltd. Business Innovation Strategy Consultants







Service type	Service providers - GREECE
	ERFC APCL LTD RTD TALOS STRATAGEM LTD MENTALITYX
Service#6. INTERNATIONALIZATION	HCH - Hellenic Chamber of Hotels INNOVATION Greece cluster – "We Support Greek SME's leadership and innovation" GTP - Greek Travel Pages REINTELLIGENT MPDO consulting firm EXELIXIS
Service#7. TRAINING (including mentoring and seminars for services 1 to 6)	GMC Maritime Training Center & Maritime Academy BCA College HOTEL Brain Academy Startup Nation – Mentors & Advisors Technoscape Strategy & Technology P.C. The Cube Athens EKPAIDEFTIRIA KALOSKAMI S.A. – AXIA REINTELLIGENT MPDO consulting firm EXELIXIS MENTALITYX APCL LTD RTD TALOS STRATAGEM LTD





Below you will find an overview of each company, including its contact details, which services it provides in general and which services it could provide within the Eurocluster IKAT call for Greece:

Commercial name	APCL LTD		Logo	APCL.			
Legal name	APCL LTD	APCL LTD					
Type of entity	LTD						
Territorial scope	Supra-regiona	I					
Services offered	Project Management Innovation Management Sustainability Assessment Communication – Dissemination Market Analysis Funding Trainings Events						
Type of business support service that could be performed for companies selected in IKAT EUROCLUSTER	BUSINESS MODEL  ACCELERATION  FUNDING OPPORTUNITIES  TRAINING (including mentoring and seminars for services 1 to 6)						
Contact details	Address	Ayias Annis 41, Strovolos, Nicosia - Cyprus					
*Important to be public data	Phone	+357 99 071621					
	email	info@apclinno.eu					
	Web site	https://apclinno.eu/					
	Social networks	Facebook					
	iletworks	Instagram					
		Twitter					
		LinkedIn					







Commercial name	acceleration c	enter of the rsity of Economics	ATHENS CENTER FOR ENTREPRENEURSHIP AND INNOVATION				
Legal name							
Type of entity							
Territorial scope							
Services offered	Training on how to establish and run a start-up, services from experts in fields such as accounting and taxation issues, legal issues, etc., mentoring and networking.						
Type of business support service that could be performed for companies selected in IKAT EUROCLUSTER	ACCELERATION						
Contact details	Address	Troias 2, Kimolou & Spetson , Athens, GR113 62, GR					
*Important to be public data	Phone	210 8203829 - 82	27				
	email	diakanastasi@a	nueb.gr				
	Web site	https://acein.au	ueb.gr/en/				
	Social networks	Facebook https://www.facebook.com/ACEin.aueb.gr/					
	Hetworks	Instagram <a href="https://www.instagram.com/acein_aueb/">https://www.instagram.com/acein_aueb/</a>					
		Twitter	https://twitter.com/ACEinAUEB				
		LinkedIn	https://www.linkedin.com/company/athens-center-for-entrepreneurship-and-innovation-aueb/				







	I		_				
Commercial name	Al Technopolis Thessaloniki, (		Logo	TECHNOPOLIS			
Legal name	TECHNOPOLIS	ARTIFICIAL INTEL	LIGENCE CL	USTER I.K.E			
Type of entity	PVT LTD						
Territorial scope	Supra-regiona	I					
Services offered	Hands on training courses Consulting services SW development SMART CITIES Solutions Knowledge Transfer Networking ans Fundraising						
Type of business support service that could be performed for companies selected in IKAT EUROCLUSTER	EXPERIENCE IN DIGITAL, SUSTAINABLE, AND INCLUSIVE TECHNOLOGY						
Contact details	Address	VEPE TECHNOPO	LIS-Building	; C2, 55535, Pylaia – Thessaloniki, Greece			
*Important to be public data	Phone	+30 2310 365123					
	email	info@ai-cluster	.gr				
	Web site	https://www.ai	-cluster.gr	/about-us/			
	Social networks	Facebook	https://ww	ww.facebook.com/technopolisaicluster			
		Instagram https://www.instagram.com/aicluster_technopoli					
	Twitter <a href="https://twitter.com/ATechnopolis">https://twitter.com/ATechnopolis</a>						
		LinkedIn	https://ww cluster/	ww.linkedin.com/company/technopolis-ai-			







Commercial name			Logo	HELLENIC REPUBLIC National and Kapodistrian University of Althens ARCHIMEDES CENTER FOR INNOVATION AND ENTREPRENEURSHEP				
	Innovation & I	Entrepreneurship		National and Kapodistrian Centre For Indoornal University of Athens  National And Control of Centre For Indoornal National Centre For Indoornal National Centre For Indoornal National Centre For Indoornal National Centre For Indoornal Centre				
Legal name	Archimedes, N	Archimedes, NKUA Centre for Innovation & Entrepreneurship						
Type of entity	Academy							
Territorial scope	Supra-regiona	l						
Services offered	Lean Startup							
	Financing, Edu	ıcation						
	Networking							
	Startups							
	Incubator							
	Innovation							
	Business Cent	_						
	Project Manag	gement						
	Business Plan							
Type of business support service that could be performed for companies selected in IKAT EUROCLUSTER	ACCELERATION	ON						
Contact details	Address	Paparrigopoulou	loannou 1,	Athens, Attiki 105 61, GR				
*Important to be public data	Phone	+30 210 3689549-52						
	email	archimedes@ud	oa.gr					
	Web site	https://archimedes.uoa.gr/						
	Social	Facebook	https://ww	vw.facebook.com/archimedes.uoa.gr/				
	networks							
		Instagram						
		Twitter	https://tw	itter.com/uoaofficial				
		LinkedIn	https://wv	ww.linkedin.com/company/archimedes-				
				riginalSubdomain=gr				
			33116317.01					







			1				
Commercial name	BCA College		Logo	COLLEGE			
Legal name	BCA COLLEGE	SA					
Type of entity	Inc.	Inc.					
Territorial scope	Supra-regiona	Supra-regional					
Services offered	BSc (Hons) Business Management, MSc Shipping Business, BSc (Hons) Business Management [Marketing], MSc Digital Marketing, BSc (Hons) Shipping, BA (Hons) Hotel & Tourism Management, MBA, BSc (Hons) Accounting & Finance, MSc shipping eleaning, Online programmes, LLM in Maritime Law, Master in Mediterranean Archaeology and Cultural Tourism MaMACT, MSc Logistics and Supply Chain Management, MSc Maritime Cyber Security, MSc Applied Cyber Security, MSc Project Management, MSc Business Psychology & HRM, BSc (Hons) Psychology Studies y BA (Hons) Early Childhood Care and Education						
Type of business support service that could be performed for companies selected in IKAT EUROCLUSTER	TRAINING (ii	ncluding mentori	ing and se	minars for services 1 to 6)			
Contact details	Address	205 Alexandras Avenue, Athens, Attica 115 23, GR					
*Important to be public data	Phone	00302107253783					
	email	hdaskalakis@bo	a.edu.gr				
	Web site	https://www.bca.edu.gr/					
	Social	Facebook	https://wv	vw.facebook.com/bca.business.college			
	networks	Instagram https://www.instagram.com/bcacollege/					
		Twitter					
		LinkedIn		vw.linkedin.com/company/business- athens-bca-/			







				W. 51.6				
Commercial	Business S		Logo	Κέντρο Στήριξης Επιχειρηματικότητας				
name	Center of t			Δήμου Πειραιά				
	Municipali	ity of						
	Piraeus							
Legal name	Business S	upport Cen	ter of the Municip	ality of Piraeus				
Type of entity								
Territorial scope	Regional	Regional						
Services offered	Informatio	n material ,	/ Business Tools					
	Personaliz	ed Consultir	ng Support					
	Participati	on / Submis	sion of Applicatio	ns				
Type of business	BUSINESS	BUSINESS MODEL						
support service that could be performed								
for companies								
selected in IKAT								
EUROCLUSTER								
Contact details	Address	2nd Merar	hias & Filonos 64 :	streets				
		Postcode 1	8535, Piraeus					
*Important to be								
public data	Phone	211418201	.3					
	email	aampelak	ioti@piraeusbsc	.gr				
	Web site	https://piraeusbsc.gr/en/						
	Social networks	Facebook	https://www.fac	ebook.com/profile.php?id=100064052858218				
		Instagram						
		Twitter						
		LinkedIn	<u>Link</u>					







Commercial	CAPSULE: T		Logo			ווסחחרי	ا رآ
name	Hospitality	Accelerator		·	-// U	THPOU	ELERATOR
Legal name	CAPSULE: T	ravel & Hospi	tality Accele	rator			
Type of entity							
Territorial scope	Regional	Regional					
Services offered		Access to information, education, visibility and networking opportunities to help innovative new ventures working in the travel and hospitality industry to grow efficiently.					
Type of business	BUSINESS	BUSINESS MODEL					
support service that could be performed for companies selected in IKAT EUROCLUSTER	ACCELERATION						
Contact details	Address	Achilleos 8, Kallithea, 17674, Athens					
*Important to	Phone	+30 210 942	5533				
be public data	email	accelerator	@grhotels	<u>gr</u>			
	Web site	https://www.capsuletaccelerator.gr/					
	Social networks	Facebook	Facebook https://www.facebook.com/profile.php?id=100063518592013				
	Hetworks	Instagram https://www.instagram.com/capsuleaccelerator/					
		Twitter	https://tv	vitter.com/Ca	psuletacc	<u>eler</u>	
		LinkedIn https://www.linkedin.com/showcase/capsulet-accelerator/					







Commercial name	CROWDPOLI Innovation	CY Open	Logo	Open Innovation			
				by (*P) FBUYE			
Legal name	CROWDPOLI	CY Open Innova	tion	<u> </u>			
Type of entity							
Territorial scope	Supra-regional						
Services offered	Bootcamps						
	Accelerators						
	Innovation P	novation Platform					
	Innovation t	Innovation talks					
Type of business support service that could be performed for companies selected in IKAT EUROCLUSTER	OPEN INNO	OVATION					
Contact details	Address	82 Grammou S	tr. Moschato,	Greece, Moschato, Attica GR 18345, GR			
*Important to be public data	Phone	2169002600					
	email	michael@crov	wdpolicy.cor	<u>n</u>			
	Web site	https://www.crowdpolicy.com/oi/					
	Social networks	Facebook	https://www	v.facebook.com/crowdhackathon/			
	networks	Instagram	https://www	v.instagram.com/crowdpolicy.openinnovation/			
		Twitter	https://twit	er.com/crowdhackathon			
		LinkedIn		v.linkedin.com/showcase/crowdpolicy-open-			
			innovation/	PviewAsMember=true			







Commercial name	EKPAIDEFTIRIA KALOSKAMI S.A. – AXIA		Logo	к.д.в.м. 🗪 аξіа	
Legal name	KALOSKAMI E	EDUCATION S.A. (IE	K VALUE –	K.D.V.M. VALUE)	
Type of entity	Inc.	Inc.			
Territorial scope	Supra-regiona	I			
Services offered	Security, Hygic	ene and Food Safe	ty, IT, Drone	es	
Type of business support service that	<b>BUSINESS M</b>	ODEL			
could be performed for companies selected in IKAT EUROCLUSTER	TRAINING (including mentoring and seminars for services 1 to 6)				
Contact details	Address	108 Dimokratis Avenue, Keratsini, 18756			
*Important to be public data	Phone	210-4009955 & 2	10-4005997	7	
	email	info@iek-axia.gr			
	Web site	https://www.ke	k-axia.gr/		
	Social networks	Facebook	https://wv	vw.facebook.com/iekaxia	
	Instagram https://www.instagram.com/iekaxia/				
		Twitter	https://tw	itter.com/iekaxia	
	LinkedIn				





Commercial name	ELEVATE Gree Ecosystem	ece, Innovation	Logo	ELEXTE GREECE national startup point			
Legal name	ELEVATE Gree	ece, Innovation Ec	cosystem				
Type of entity							
Territorial scope	Regional						
Services offered	_	Promoting a strong innovation ecosystem Support start-ups development					
Type of business support service that could be performed for companies selected in IKAT EUROCLUSTER	BUSINESS M	BUSINESS MODEL					
Contact details	Address	Address Mesogeion Av. 14, Athens					
*Important to be public data	Phone	+30 213 130 000	50				
	email	mdritsas@mn	ec.gr				
	Web site	https://elevate	egreece.gov	.gr/innovation-ecosystem/			
	Social networks	Facebook https://www.facebook.com/elevategreece					
	Instagram https://www.instagram.com/elevategreece/						
		Twitter	https://tw	itter.com/elevategreece			
	LinkedIn https://www.linkedin.com/company/elevate						







			1				
Commercial name	ERFC		Logo	ERFC			
Legal name	European Reg	European Regional Framework for Cooperation (ERFC)					
Type of entity							
Territorial scope	Supra-regiona	Supra-regional					
Services offered	_	U Integration for the benefit of Civil Society, Regional Competitivnes, ICT enabling ocial innovation y Sustainability					
Type of business support service that	ACCELERATION	ON					
could be performed for companies	EXPERIENCE	EXPERIENCE IN DIGITAL, SUSTAINABLE, AND INCLUSIVE TECHNOLOGY					
selected in IKAT EUROCLUSTER	FUNDING OF	FUNDING OPPORTUNITIES					
Contact details	Address	Steliou Kazantzid Thessaloniki, Gre	-	9th Km Thessaloniki-Thermi, 57001			
*Important to be		Thessaloniki, Gre	ece				
public data	Phone	+30 693 6656204					
	email	info@erfc.gr					
	Web site	https://erfc.gr/					
	Social networks	Facebook https://www.facebook.com/ERFCNGO/					
		Instagram  Twitter					
		LinkedIn		vw.linkedin.com/company/european- ramework-for-co-operation-erfc-/			





Commercial name	EXELIXIS		Logo	ESEXIEIS Tababa hambe Dayoptow				
Legal name	EXELIXIS-Business Development Consultants							
Type of entity								
Territorial scope								
Type of business support service that could be performed for companies selected in IKAT EUROCLUSTER	The preparation of studies and support for the implementation of investment projects within the framework of subsidy programs.  The design, implementation, certification support and training in Quality Management Systems, Food Safety Systems and Environmental Management Systems (including ISO 9001, ISO 22000 and ISO 14001).  The preparation of studies and the implementation of projects in the framework of European Programmes  Strategic planning for organisations and enterprises - Management of implementation of development projects.  Technical support to OTAs and NPAs.  The preparation of environmental studies.  Provision of training and organisation of information and training events.  BUSINESS MODEL  ACCELERATION  OPEN INNOVATION  EXPERIENCE IN DIGITAL, SUSTAINABLE, AND INCLUSIVE TECHNOLOGY  INTERNATIONALIZATION  TRAINING (including mentoring and seminars for services 1 to 6)							
Contact details	Address	28th October 27,	Rhodes, 85	100, Greece				
*Important to be public data	Phone	+30 2241070171						
	email	ig@exelixis.net.	<u>gr</u>					
	Web site	https://exelixis.	net.gr/					
	Social networks	Facebook						
	HELWOIRS	Instagram						
		Twitter						
		LinkedIn						







Commercial name	GMC Mari Training Co Maritime	enter &	Logo	* A P			
Legal name	GMC Mari	time Trainir	ng Center & Maritime Ac	ademy			
Type of entity							
Territorial scope	Regional	Regional					
Services offered	Training	Training					
Type of business support service that could be performed for companies selected in IKAT EUROCLUSTER	TRAINING	G (includin	g mentoring and semi	nars for services 1 to 6)			
Contact details	Address	Δημητρίου	Γούναρη 52, Piraeus, Gi	reece			
*Important to	Phone	+30 210412	24040				
be public data	email	md@gmc	maritimecenter.com				
	Web site	https://gmcmaritimecenter.com/					
	Social networks	Facebook	https://www.facebook.	com/gmcmaritimeacademy/			
		Instagram		om/explore/locations/811127644/greece/piraeus- ning-center-maritime-academy/			
		Twitter	https://twitter.com/gm	<u>cmaritime</u>			
		LinkedIn					







Commercial name	GTP - Greek Ti	ravel Pages	Logo	GREEK TRAVEL PAGES		
Legal name	International I	Publications Ltd				
Type of entity	Ltd.					
Territorial scope	Supra-regiona	I				
Services offered	<u> </u>	Publishing, Promotion & Advertising, Business Guide, Tourism, news, travel, nospitality, aviation, hotels, travelagency y directory				
Type of business support service that could be performed for companies selected in IKAT EUROCLUSTER	INTERNATIO	INTERNATIONALIZATION				
Contact details	Address	Address 6 Psylla str, Athens, 105 57, GR				
*Important to be public data	Phone	+30 210 3247511				
	email	maria@gtp.gr				
	Web site	https://gtp.gr				
	Social	Facebook https://www.facebook.com/GreekTravelPages				
	Instagram   https://www.instagram.com/greektravelpage   Twitter   https://twitter.com/gtpgr					
		LinkedIn		vw.linkedin.com/company/gtp-greek- es-tourism-&-travel-guide/		







Commercial name	HCH - Hellenic Chamber of Hotels		Logo	HOTELS			
Legal name	HCH - Hellenio	Chamber of Hot	els				
Type of entity							
Territorial scope	Regional						
Services offered	Hotels, hospit	ality y hotel char	nber				
Type of business support service that could be performed for companies selected in IKAT EUROCLUSTER	INTERNATIONALIZATION						
Contact details	Address	24 Stadiou, Ath	ens, Attiki 10	5 61, GR			
*Important to be public data	Phone	+30 213 216 99	00				
	email	president@gr	notels.gr				
	Web site	https://www.	grhotels.gr/o	en/			
	Social networks	Facebook https://www.facebook.com/grhotels					
	HELWOIKS	Instagram Twitter <a href="https://twitter.com/grhotels">https://twitter.com/grhotels</a>					
		LinkedIn	https://wv	ww.linkedin.com/company/grhotels/			





Commercial	HOTEL Brain	n Academy	Logo					
name				hotelBrain Academy				
Legal name	HOTEL BRAI	HOTEL BRAIN ACADEMY K.D.V.M						
Type of entity	Academy							
Territorial scope	Supra-regio	nal						
Services offered	Training							
Type of business support service that could be performed for companies selected in IKAT EUROCLUSTER	TRAINING (including mentoring and seminars for services 1 to 6)							
Contact details	Address	123 28th of October (former Patision Ave.), Athens 112 51						
*Important to be public data	Phone	+30 210 30005	65					
	email	info@hotelbra	ainacademy	.com				
	Web site	www.hotelbrainacademy.com						
	Social networks	Facebook https://www.facebook.com/hotelbrainacademy						
	ctworks	Instagram https://www.instagram.com/hotelbrainacademy/						
		Twitter						
		LinkedIn https://www.linkedin.com/company/hotelbrainacadem						







Commercial name	ININIOVATION	Crosso sluster	Logo	WARRIES .		
Commercial manne	"We Support		Logo	ANN INDIGNATION		
	leadership an	d innovation"		INNOVATION GREECE		
Legal name	Innovation G	reece				
Type of entity						
Territorial scope	Regional	Regional				
Services offered	Research					
	Innovation					
	Development					
Type of business		Strategy INTERNATIONALIZATION				
support service that	INTERNATIO	MALIZATION				
could be performed for companies						
selected in IKAT						
EUROCLUSTER						
Contact details	Address	100 Nikolaou Plas	stira str., Va	ssilika Vouton , Heraklion, Crete 700 13,		
*Important to be		GR				
public data	Phone	+30 2810 39 19 6	7			
	email	info@innovatio	ngreece.co	<u>om</u>		
	Web site	https://innovati	iongreece.	com/-		
	Social networks	Facebook	https://wv	vw.facebook.com/innovationgreeceassn		
	HELWOIKS	Instagram				
		Twitter				
		LinkedIn	https://wv	vw.linkedin.com/company/innovation-		







Commercial name	Kinno, Ltd. Bu Strategy Cons		Logo			
				KiNNO		
Legal name	KiNNO Consul	tants Ltd. ("KiNNO	")			
Type of entity	Ltd.					
Territorial scope	Supra-regiona	Supra-regional				
Services offered	Innovation, Re Licensing in/o	Project Management, Technology Transfer, Studies for Regional Development & Innovation, Research & Development, Targeted Marketing, Capacity Building, Licensing in/out, Market uptake of research results y Knowledge acquisition and commercialization				
Type of business support service that could be performed for companies selected in IKAT EUROCLUSTER	FUNDING OPPORTUNITIES					
Contact details	Address	104 Pentelis Ave.	& Metamo	rfoseos 1, Athens, Greece		
*Important to be public data	Phone	+30 21 0683 8950	)			
	email	geragotellis@ki	nno.org			
	Web site	https://kinno.eu	u/en/			
	Social networks	Facebook	https://ww	ww.facebook.com/kinnoeu/?fref=ts		
	lictworks	Instagram				
		Twitter	https://tw	itter.com/KiNNOEU		
		LinkedIn <a href="https://www.linkedin.com/company/kinno-consultants-ltd-/">https://www.linkedin.com/company/kinno-consultants-ltd-/</a>				







Commercial name	MENTALITYX		Logo	۵			
Legal name	MENTALITYX	MENTALITYX					
Type of entity							
Territorial scope	Supra-regional						
Services offered	-	Startup Incubation, Startup Acceleration, Corporate Innovation , Venture Capital , Startup Funding , Company Builder, MaritimeTech, Smar-Ports , CleanTech y European Startups					
Type of business support service that	BUSINESS M	BUSINESS MODEL ACCELERATION					
could be performed for companies	ACCELERATI						
selected in IKAT EUROCLUSTER	FUNDING OPPORTUNITIES						
	TRAINING (including mentoring and seminars for services 1 to 6)						
Contact details	Address	34 Omirou, Athe	ens, Attiki GR	 :			
*Important to be public data	Phone						
	email	hello@mentali	tyx.com				
	Web site	http://mentali	tyx.com/				
	Social networks	Facebook					
	networks	Twitter <a href="https://twitter.com/mentality_x">https://twitter.com/mentality_x</a> LinkedIn <a href="https://www.linkedin.com/company/mentalityx/">https://www.linkedin.com/company/mentalityx/</a>					







Commercial name	MPDO consul	ting firm	Logo		M P D O			
Legal name	MPDO consul	ting firm						
Type of entity								
Territorial scope	Supra-regiona	Supra-regional						
Services offered	Management Cash flow Ma	Management Consulting, CFO Services, Funding and Capital Raising, Credit Risk Management, HR Solutions, Business Strategy, Business Planning, Financial Planning, Cash flow Management, Trade finance, Business Transformation, Project Management y Debt Restructuring						
Type of business support service that could be performed for companies selected in IKAT EUROCLUSTER	BUSINESS MODEL  ACCELERATION  OPEN INNOVATION  EXPERIENCE IN DIGITAL, SUSTAINABLE, AND INCLUSIVE TECHNOLOGY  INTERNATIONALIZATION  TRAINING (including mentoring and seminars for services 1 to 6)							
Contact details	Address	1 Gerokostopoul	ou Ach., 3rd	floor, Patras, V	Vestern Gre	ece 262 21, GR		
*Important to be public data	Phone	+302616007887						
	email	info@mpdo.gr						
	Web site	https://www.m	npdo.gr/en					
	Social networks	Facebook	https://ww	w.facebook.co	m/mpdocor	sulting		
		Instagram	https://ww	w.instagram.co	om/mpdoco	nsulting/		
		Twitter	https://twi	ter.com/mpdc	consulting			
		LinkedIn https://www.linkedin.com/company/mpdoconsulting						







Commercial name	NBG – Busines Bank of Greec	ss Seeds, National e	Logo	EΘNIKH TPAΠEZA		
Legal name	National Bank	National Bank of Greece G.C.R.				
Type of entity						
Territorial scope	Supra-regiona	I				
Services offered	Retail Banking, Electronic Banking, SMEs and Corporate Banking, Asset Management and Private Banking, Investment Banking, Business Seeds, Brokerage, Insurance y Leasing and Factoring					
Type of business support service that could be performed for companies selected in IKAT EUROCLUSTER	FUNDING OPPORTUNITIES					
Contact details	Address	Athens, GR				
*Important to be public data	Phone	210 48 48 484				
<b>F</b>	email	arsenis.spyros@	nbg.gr			
	Web site	https://www.nk	og.gr/en/b	usiness/business-seeds		
	Social networks	Facebook	https://wv	ww.facebook.com/nationalbankofgreece/		
	Hetworks	Instagram <a href="https://www.instagram.com/nationalbankofgreece/">https://www.instagram.com/nationalbankofgreece/</a> Twitter <a href="https://twitter.com/NationalBankGR">https://twitter.com/NationalBankGR</a> LinkedIn <a href="https://www.linkedin.com/company/national-bank-of-greece/">https://www.linkedin.com/company/national-bank-of-greece/</a>				







Commercial name	Open Innovat	tions, Greece	Logo	Quen Innovations	
Legal name	OPENINNOVA	ATIONS MON IKE			
Type of entity	PVT Ltd.	PVT Ltd.			
Territorial scope	Supra-region	Supra-regional			
Services offered		Hardware, Software, Information Security consulting, Managed I.T. Services, Mail servers, Disaster Recovery, Cloud services y IP telephony (PBX)			
Type of business support service that could be performed for companies selected in IKAT EUROCLUSTER	OPEN INNO	VATION			
Contact details	Address	94 Plapouta, Irak	leio, Attiki GI	3	
*Important to be public data	Phone	+30 2108052280			
	email	info@openinno	vations.gr		
	Web site	https://www.openinnovations.gr/en/business-continuity			
	Social networks	Facebook			
		Instagram			
		Twitter			
		LinkedIn	https://www	w.linkedin.com/company/openinnovations/	





			-			
Commercial name	OPEN UP, Gre Association of		Logo	<b>Qj</b> en		
Legal name	OPEN UP, Gre	ek Scientific Assoc	iation of Inr	novation		
Type of entity	NPO	NPO				
Territorial scope	Supra-regiona	Supra-regional				
Services offered	Education & T	ducation & Training				
Type of business support service that could be performed for companies selected in IKAT EUROCLUSTER	OPEN INNOV	OPEN INNOVATION				
Contact details	Address	Ippodamou 13, L	arisa, 41448	3, Greece		
*Important to be public data	Phone	+306932355529	)			
	email	info@openup.g	r			
	Web site	http://www.op	enup.gr/			
	Social networks	Facebook				
		Instagram				
		Twitter				
		LinkedIn				





_						
Commercial name	P-Consulting,	Patras, Greece	Logo	consulting		
Legal name	H.M. SKOULIE	OI AND CO. E.E.		-		
Type of entity						
Territorial scope	Supra-regiona	Supra-regional				
Services offered	•	Websites – applications Consulting services e-learning				
Type of business support service that could be performed for companies selected in IKAT EUROCLUSTER	BUSINESS M	BUSINESS MODEL				
Contact details	Address	92 Iroon Politech	niou Str, Pa	tras, 26442, GR		
*Important to be public data	Phone	0030 2611 811 2	00			
	email	info@p-consult	ing.gr			
	Web site	https://www.p	-consulting	.gr/		
	Social networks	Facebook	https://ww	ww.facebook.com/pconsultin		
	HELWOIKS	Instagram	https://ww	vw.instagram.com/pconsulting.gr/		
		Twitter	https://tw	itter.com/p consulting gr		
		LinkedIn https://www.linkedin.com/company/p-consult				







Commercial name	REINTELLIGEN	Т	Logo	REINTELLIGENT innovative solutions			
Legal name	REINTELLIGEN	Т					
Type of entity							
Territorial scope	Supra-regiona	I					
Type of business support service that could be performed for companies selected in IKAT EUROCLUSTER	specifications, assure the hig substantially i Built on AI and management • human reso • real time mo • decision sup • best prioritiz  OPEN INNOV  EXPERIENCE	TELLIGENT cutting-edge solutions offer the best project design, including ifications, system architecture and final design based on effective use-cases to re the highest safety and efficiency of commercial and private projects, and tantially improve users' quality of life.  on Al and IoT technology, REINTELLIGENT solutions are based on smart project agement to improve public & private system performance through: man resources engagement al time monitoring of performance cision support for decision makers at prioritization of solutions.  N INNOVATION  ERIENCE IN DIGITAL, SUSTAINABLE, AND INCLUSIVE TECHNOLOGY					
	TRAINING (ii	ncluding mentori	ing and se	eminars for services 1 to 6)			
Contact details	Address	Defteras Merarhi	as 3 Peirae	eus 18535			
*Important to be public data	Phone	+30.6936.656.204	1				
	email	projects@reinte	elligent.gr				
	Web site	https://reintelligent.gr/					
	Social networks	Facebook					
	HELWOIRS	Instagram					
		Twitter					
		LinkedIn					







Commercial name	RTD TALOS		Logo	TANGE		
Legal name	RTD Talos Ltd.					
Type of entity	Ltd.					
Territorial scope	Regional	Regional				
Services offered		Business Consulting Services, Project Management y European Research & Development Project Coordination				
Type of business support service that could be performed for companies selected in IKAT EUROCLUSTER	FUNDING OPPORTUNITIES  TRAINING (including mentoring and seminars for services 1 to 6)					
Contact details  *Important to be public data	Address	1 Diogenous st Kykkos Comme Engomi, Lefkos	rcial Center, E	Block A, 4th Floor, 2404		
	Phone	+357-2245433	3			
	email	talos@talos-r	td.com			
	Web site	https://www.	talos-rtd.cor	<u>m/</u>		
	Social networks	Facebook https://www.facebook.com/rtdtalosltd				
	ICCOVOIRS	Instagram				
		Twitter	https://tw	itter.com/rtdtalos		
		LinkedIn https://www.linkedin.com/company/rtd-talog				







Commercial name	Digital Innova	tion Hub (Greek ital Innovation	Logo	ahedd.		
Legal name	ahedd Digital	ahedd Digital Innovation Hub				
Type of entity						
Territorial scope	Supra-regional					
Services offered	Artificial Intelligence, Big Data, Internet of Things, 5G y High-performance computing					
Type of business support service that could be performed for companies selected in IKAT EUROCLUSTER	EXPERIENCE	IN DIGITAL, SUS	TAINABLE	, AND INCLUSIVE TECHNOLOGY		
Contact details	Address	Agia Paraskevi, A	ttica 15341,	GR		
*Important to be public data	Phone	+30 210 650 319	6			
	email	info@ahedd.de	mokritos.g	r		
	Web site	https://ahedd.demokritos.gr/service_category/business/				
	Social networks	Facebook				
		Instagram				
		Twitter				
		LinkedIn	https://wv	vw.linkedin.com/company/ahedd-dih/		







Commercial name	Startup Nation Advisors	n – Mentors &	Logo	Startup Nation		
Legal name	Startup Natio	Startup Nation				
Type of entity						
Territorial scope	Regional					
Services offered		Consultation or/and mentoring into business strategy & operations and the proper how-to to help you start or boost your business.				
Type of business support service that could be performed for companies selected in IKAT EUROCLUSTER	TRAINING (including mentoring and seminars for services 1 to 6)					
Contact details	Address					
*Important to be public data	Phone					
	email	tolis@aival.co	<u>m</u>			
	Web site	http://startup	nation.gr/ca	tegory/mentors-advisors		
	Social networks	Facebook	https://wv	vw.facebook.com/TolisAivalis/		
	HELWOIKS	Instagram <a href="https://www.instagram.com/aivalis/">https://www.instagram.com/aivalis/</a>				
		Twitter	https://tw	itter.com/aivalis		
		LinkedIn	vw.linkedin.com/in/aivalis/			





Commercial name	STRATAGEM L	TD	Logo	Stratagem Research · Innovation				
Legal name	STRATAGEM L	td						
Type of entity	Ltd.							
Territorial scope	Supra-regiona	I						
Services offered	Energy Audits, Solutions & Research, Management, etc. Environment Audits, Plans, etc. Urban Planning & Sustainable Mobility Building Information Modelling (BIM) Information & Communication Technology (ICT) Training / Education Innovation Management EU Funded Projects							
Type of business support service that could be performed for companies selected in IKAT EUROCLUSTER	BUSINESS MODEL  ACCELERATION  FUNDING OPPORTUNITIES  TRAINING (including mentoring and seminars for services 1 to 6)							
Contact details  *Important to be public data	Address	Efstathiou Court, 1st Floor 365 St. Andrew Street 3035 Limassol, Cyprus						
	Phone	+357 25246802						
	email	tp@stratagem.com.cy						
	Web site <a href="http://stratagem.com.cy/">http://stratagem.com.cy/</a>							
	Social Facebook https://www.facebook.com/stratagemltd/ networks							
		Instagram						
		Twitter						
		LinkedIn <a href="https://www.linkedin.com/in/stratagem/">https://www.linkedin.com/in/stratagem/</a>						







Commercial name	Technoscape Technology P		Logo					
Legal name	Technoscape	Strategy & Techno	logy P.C					
Type of entity								
Territorial scope								
Services offered								
Type of business support service that could be performed for companies selected in IKAT EUROCLUSTER	TRAINING (including mentoring and seminars for services 1 to 6)							
Contact details	Address	Address Alkionis Str., 14561 Kifisia, Greece						
*Important to be public data	Phone	+306973696408						
·	email	director@technoscape.ai						
	Web site	https://technoscape.ai/						
	Social networks	Facebook Instagram						
		Twitter	Twitter					
		LinkedIn						





Commercial name	The Cube Atl	hens	Logo	the cube			
Legal name	The Cube Atl	hens					
Type of entity							
Territorial scope	Supra-region	nal					
Services offered	Training						
	Business Inc	ubation					
Type of business support service that could be performed for companies	TRAINING (	TRAINING (including mentoring and seminars for services 1 to 6)					
selected in IKAT EUROCLUSTER							
Contact details	Address	Address 73 Aiolou Str					
*Important to be		Athens, 10551					
public data		Greece					
	Phone	+30 210 331 47	04				
	email	stavros@theco	ube.gr				
	Web site <a href="https://thecube.gr/">https://thecube.gr/</a>						
	Social networks	Facebook					
	Hetworks	Instagram					
		Twitter					
		LinkedIn					







Commercial name	The SIGMA Bu Digital Transfo SMEs		Logo	<b>SIGMA</b>			
Legal name	SIGMA BUSIN	ESS NETWORK					
Type of entity							
Territorial scope	Supra-regiona	al					
Type of business support service that could be performed	Risk Management Business Continuity Crisis Management Accreditation Preparation Security Management Program & Project Management Organizational Design GDPR Compliance Resilience Management SMEs Resilience Management EXPERIENCE IN DIGITAL, SUSTAINABLE, AND INCLUSIVE TECHNOLOGY						
for companies selected in IKAT EUROCLUSTER							
Contact details  *Important to be	Address	9 Krystalli, 14565 Agios Stefanos, Greece					
public data	Phone						
	email	st@thesigmane	et.com				
	Web site	Web site <a href="https://www.thesigmanet.com/">https://www.thesigmanet.com/</a>					
	Social networks						
	Instagram						
		itter.com/thesigmanet					
		LinkedIn	https://ww network/	ww.linkedin.com/company/sigma-business-			







## List of suppliers based in PORTUGAL

Service type	Service providers PORTUGAL
Service#1. BUSINESS MODEL	Hora das Palavras Sines Tecnopolo ACDE - Associação Comercial do Distrito de Évora ALSA - Associaçãoo Lugares da Serra Alentejana
Service#2. ACCELERATION	Sines Tecnopolo Hora das Palavras
Service#3. OPEN INNOVATION	Sines Tecnopolo DECSIS
Service#4. EXPERIENCE IN DIGITAL, SUSTAINABLE, AND INCLUSIVE TECHNOLOGY	DECSIS ALSA - Associaçãoo Lugares da Serra Alentejana
Service#5. FUNDING OPPORTUNITIES	Hora das Palavras
Service#6. INTERNATIONALIZATION	ARPTA - Agência Regional de Promoção Turística do Alentejo
Service#7. TRAINING (including mentoring and seminars for services 1 to 6)	Sines Tecnopolo ACDE - Associação Comercial do Distrito de Évora ALSA - Associaçãoo Lugares da Serra Alentejana







Below you will find an overview of each company, including its contact details, which services it provides in general and which services it could provide within the Eurocluster IKAT call for Portugal:

Commercial name	ACDE - Asso Comercial d Évora	ciação o Distrito de	Logo	ASSOCIAÇÃO COMERCIAL BITIRTO DE EVOLA SOMBLAN DAGAME E MONDA				
Legal name								
Type of entity	non-profit as	sociation						
Territorial scope	Regional							
Services offered	founded in the Since its four	The Commercial Association of the District of Évora, is a non-profit Association, was founded in the early nineteenth century, more specifically on 20 July 1890. Since its foundation, its main objective has been to defend the rights and interests of traders in the district of Évora and to organise the representative structures of the retail trade.						
Type of business support service that could be performed for companies selected in IKAT EUROCLUSTER		BUSINESS MODEL  TRAINING (including mentoring and seminars for services 1 to 6)						
Contact details	Address	Praça do Giraldo	o, 65, Évora, Po	rtugal, 7000-508				
*Important to be public data	Phone	+351 266 739 5	20					
	email	geral@acde.p	<u>t</u>					
	Web site	https://www.acde.pt/						
	Social networks	Facebook <a href="https://pt-br.facebook.com/acdevora/">https://pt-br.facebook.com/acdevora/</a>						
	lietworks	Instagram						
		Twitter						
		LinkedIn  https://www.linkedin.com/in/associa%C3%A7%C3%A7  comercial-distrito-de-%C3%A9vora-8b43a1173						







Commercial name	ALSA - Assoc da Serra Alei	iaçãoo Lugares ntejana	Logo	LUGARES DA SERRA ALENTEJANA				
Legal name	Lugares da S	erra Alentejana						
Type of entity								
Territorial scope	Regional							
Services offered	Training Networking Programmes and Packages Digital Marketing International Promotion Partnerships and Protocols							
Type of business support service that could be performed for companies selected in IKAT EUROCLUSTER	BUSINESS MODEL  EXPERIENCE IN DIGITAL, SUSTAINABLE, AND INCLUSIVE TECHNOLOGY  TRAINING (including mentoring and seminars for services 1 to 6)							
Contact details	Address							
*Important to be public data	Phone	+351 961 297 8	25					
	email	geral@lugaresdaserraalentejana.com						
	Web site <a href="http://www.lugaresdaserraalentejana.com/">http://www.lugaresdaserraalentejana.com/</a>							
	Social networks	Facebook https://www.facebook.com/lugaresdaserraalentejana/						
	Hetworks	Instagram	https://www	v.instagram.com/lugares da serra alentejana/				
		Twitter						
		LinkedIn						







Commercial name	ARPTA - Agência Regional de Logo						
	Promoção Tu	rística do Alentejo		<b>ALENTEJ</b>			
				CAIADO DE FRECO			
Legal name	A Turismo do	Alentejo, E.R.T.					
Town of outlier							
Type of entity							
Territorial scope	Regional						
Services offered	Tourism pron	notion					
Type of business	INTERNATIO	NALIZATION					
support service that							
could be performed							
for companies selected in IKAT							
EUROCLUSTER							
Contact details	Address Rua dos Infantes, 12, Beja, Portugal, 7800-495						
*Important to be	Phone						
public data	Filone						
	email	antonio.lacerda	@turismo	doalenteio.pt			
		antonio.lacerda@turismodoalentejo.pt					
	Web site	eb site <a href="https://www.visitalentejo.pt/pt/o-alentejo/quem-somos/arpta/">https://www.visitalentejo.pt/pt/o-alentejo/quem-somos/arpta/</a>					
	Social	Facebook	https://www	www.facabaak.com/turismadaalantaia			
	networks						
	Instagram https://www.instagram.com/visitalentejo_br/						
		instagram inteps.//www.mstagram.com/visitalentejo_bi/					
		Twitter					
		LinkedIn					





Commercial name	DECSIS		Logo	DECSIS				
Legal name	Decsis-sistema	as de Information,	S.A					
Type of entity	Inc.							
Territorial scope	Supra-regiona	ıl						
Services offered	Digital Transformation Managed Services Global Operations Centre Data Centre Delivery and support Innovation and development Certifications and Training							
Type of business support service that could be performed for companies selected in IKAT EUROCLUSTER	OPEN INNOVATION  EXPERIENCE IN DIGITAL, SUSTAINABLE, AND INCLUSIVE TECHNOLOGY							
Contact details *Important to be	Address	Rua das Artes Gráficas, 162 4100-091 Porto						
public data	Phone							
	email	rui.barroso@decsis.pt						
	Web site	https://www.decsis.eu/						
	Social networks	Facebook						
	Hetworks	Instagram						
		LinkedIn						







Commercial name	Hora das Pal	avras	Logo	lora			
Legal name	Hora das Pala	vras Lda					
Type of entity	Lda						
Territorial scope	Regional						
Services offered	Communication	on, advertising and	design age	ncy			
Type of business support service that could be performed for companies selected in IKAT EUROCLUSTER	BUSINESS MODEL  ACCELERATION  FUNDING OPPORTUNITIES						
Contact details	Address	Address					
*Important to be public data	Phone						
	email	geral@hora.com.pt					
	Web site	www.hora.com.pt // http://www.horacomunicacao.com/					
	Social networks	Facebook					
	neeworks	Instagram					
		Twitter					
		LinkedIn					





Commercial name	Sines Tecnopo	blo	Logo	SINESTECNOPOLO BIC Alentejo.			
Legal name	Sines Tecnopo Association	olo - Vasco da Gam	a Technolo	gy-Based Companies Incubation Center			
Type of entity	NPO						
Territorial scope	Supra-regiona	ıl					
Services offered	Incubation Entrepreneurship Training Collaborative Projects Qualification Centre Blue Economy						
Type of business support service that could be performed for companies selected in IKAT EUROCLUSTER	BUSINESS MODEL  ACCELERATION  OPEN INNOVATION  TRAINING (including mentoring and seminars for services 1 to 6)						
Contact details	Address	ZIL II, Lote 122-A, Sines, 7520-309, PT					
*Important to be public data	Phone	269 000 300					
	email	info@sinestecn	opolo.org				
	Web site	https://www.sinestecnopolo.org/					
	Social networks	Facebook https://www.facebook.com/SinesTecnopolo/					
	HELWOIRS	Instagram https://www.instagram.com/sines.tecnopolo/  Twitter https://twitter.com/sines_tecnopolo  LinkedIn https://www.linkedin.com/company/sines-tecnopolo/					







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