



IKAT



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IKAT: "Services for SMEs" 2nd Call for applications - Guide for Applicants

TERMS AND CONDITIONS

VERSION 1.2.3

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1 ABOUT IKAT

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, the Euro clusters project 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 Euroclustering IKAT network to address the needs of SMEs in the EU tourism ecosystem that will integrate business alliance partners from Africa and Latin America 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 programme 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, including in the tourism sector, thereby fostering the growth, scale-up and creation of SMEs.

1.1 IKAT PARTNERS

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

Coordinator		MARITIME CLUSTER OF BALEARICS ISLANDS	
		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 OF EXCELLENCE (STRATEGIS) https://strategis-cluster.net/ GREECE		ALENTEJO REGIONAL DEVELOPMENT AGENCY www.adral.pt PORTUGAL

1.2 IKAT FACTS

Project Acronym	IKAT
Project Title	<i>IKAT TOURISM</i>
Project Reference	101074716
Topic ID	SMP-COSME-2021-CLUSTER-01
Project Duration	28 months (01.09.2022 - 31.12.2024)
Overall Budget	€1.399.612,43 (EU contribution: €1.364.648,00) €1.050.000,00 will directly benefit SMEs in the form of financial support to third parties
Web	https://www.ikatproject.com/

1.3 IKAT CONTACT POINTS

For any enquiries regarding the IKAT project, please contact the project Coordinator:

Graciela Lingua

|E-mail: graciela@clustermib.com

For any enquiries regarding information and/ or clarification on the call, please contact:

Yolanda Ramal

|E-mail: yramal@clustermc.es

For any other enquiry, please contact one of the IKAT partners listed in Annex 1.

2 IKAT: "Services for SMEs" 2nd Call for applications – BACKGROUND AND CONTEXT

This Call for Services to SMEs is supported by the IKAT project co-funded by the European Union under Grant Agreement Project 101074716. The IKAT's main objective is to contribute to achieve in the updated tourism strategy, proposed by the European Commission, following the conclusion reached by the Parliament and the Council pre and post pandemic for the ecosystem of the European tourism industry, a focus on tourism, maritime and coastal, in the Mediterranean Sea. Also, to build an initial Consortium and establish a democratic, agile, and flexible working and decision-making methodology that will allow the development of actions to support the tourism ecosystem in the short and medium term.

More specifically, this call aims at facilitating and supporting SMEs to carry out their innovation activities. It is estimated that 192 SMEs will be able to receive a financial contribution for the provision of services by third parties. (192 SMEs through 2 IKAT calls.)

2.1 TARGET AUDIENCE AND SPECIFIC PARTICIPATION CONDITIONS

The target audience of the IKAT CALL 2 are SMEs ([as defined in the EU Recommendation 2003/361](#)) in the maritime and coastal tourism industrial ecosystem as set out in the **Call SMP COSME-COSME-2021-CLUSTER**. For specific maritime and coastal tourism segments to which enterprises are required to belong, see Annex 3. Applicants can be either member of one of the IKAT consortium clusters or established or with a branch office in the IKAT territorial scope (Annex 2).

In addition, open calls will follow the conditions and guidelines of the Euroclusters call SMP-COSME-2021-CLUSTER — Joint Cluster Initiatives (EUROCLUSTERS) for Europe's recovery and the Regulation (EU) 2021/690 of the European Parliament and of the Council of 28 April 2021 establishing a programme 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.

For SME beneficiaries, the contents of the IKAT project grant agreement in Articles 12 (conflict of interest), 13 (confidentiality and security), 14 (ethics), 17.2 (visibility), 18 (specific rules for the implementation of the action), 19 (reporting) and 20 (record keeping) apply. Similarly, the bodies mentioned in Article 25 of the above-mentioned IKAT project grant agreement (e.g. the granting authority, OLAF, the Court of Auditors (ECA), etc.) may also exercise their rights vis-à-vis the beneficiary SMEs.

3 IKAT CALL – SERVICES ADDRESSED TO SMES

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.

3.1 WHICH ARE THE SERVICES OFFERED?

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 minimum service estimate will be 5 working days/service. The services shall be provided from 01 July 2024 to 31 October 2024 (4 months).

The applicants from Spain, Italy, Greece and Portugal must select one service and one service provider from the list of services (for each type of service) through the catalogue of providers in its country, in order to be eligible for this call. For applicants from other SMP regions, SMEs can choose a service provider that is not in the catalogue. The service provider will have to demonstrate the technical capacity, quality, and experience necessary to provide the service.

Only one service per selected SME will be funded, except for service No 7 (TRAINING) which may be selected and funded on top of another service.

TOPIC	DESCRIPTION	Budget per SME and service (€)
1.BUSINESS MODEL	<p>The business model of a company is the document where the first ideas about the company that you want to build are landed.</p> <p>This service will be to activate the ideas of diversification and new products and services in the tourist market and the entrepreneurial spirit.</p> <p>Example: Business Model document drafting.</p>	3.000,00 €
2.ACCELERATION	<p>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.</p>	8.000,00 €

TOPIC	DESCRIPTION	Budget per SME and service (€)
	<p>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.</p> <p>Example: optimization of their business strategies, technology coaching and business-finance advice, mentoring and access to financing rounds.</p>	
<p>3.OPEN INNOVATION</p>	<p>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.</p> <p>The service 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.</p> <p>Example: mentoring to develop collaborative pilot projects.</p>	<p>10.000,00 €</p>
<p>4. EXPERIENCE IN DIGITAL, SUSTAINABLE, AND INCLUSIVE TECHNOLOGY</p>	<p>This service comprises a broad set of possible services: 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).</p>	<p>6.000,00 €</p>
<p>5.FUNDING OPPORTUNITIES</p>	<p>This service 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.</p>	<p>4.200,00 €</p>
<p>6.INTERNATIONALIZATION</p>	<p>This service 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</p>	<p>6.000,00 €</p>

TOPIC	DESCRIPTION	Budget per SME and service (€)
	meetings, legal advice for the signing of a commercial agreement/contract and travel and accommodation expenses).	
7.TRAINING (including mentoring and seminars for services 1 to 6)	Tailor-made training services to the companies selected in the call for the rest of the services. They will be offered in 2 modalities: face-to-face and remote and in group or individual format.	5.080,00 €

The budget for the service established above is the maximum financial support in the form of a lump sum.

3.2 WHO ARE THE IKAT SERVICE PROVIDERS?

The IKAT EUROCLUSTER establishes a provider catalogue by type of service (Annex 4). 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.

SMEs selected in this call should choose a provider from this catalogue to provide the service. If the provider is not selected from this catalogue, the beneficiary SME must justify why and provide proof of the expertise and quality of the provider through a statement signed by the provider.

3.3 WHO CAN APPLY?

3.3.1 ELIGIBILITY CONDITIONS

Proposals will be eligible only if all the following conditions are met:

1. Applicants must be a SME ([as defined in the EU Recommendation 2003/361](#)) and declare their SME status in accordance with the SME definition of the European Union.
2. Applicants must be SMEs from the tourism industrial ecosystem. To be eligible for the IKAT call, the main activity of the applicant SMEs must be included under one of the segments of the coastal and maritime tourism sector listed in Annex 3.
3. To be eligible for the IKAT Services call 2, an applicant must be an SME established or have a branch office in the IKAT territorial scope, described as follows:

- a. Greece, Italy, Spain, Portugal
- b. Other EU-27 countries
- c. Non EU countries participating in the Single Market Programme (SMP):

Iceland, Norway, Liechtenstein, Albania, Bosnia and Herzegovina, Kosovo, Montenegro, North Macedonia, Serbia, Moldova, Ukraine

4. Applications must be written in English (applications partially written in another language are not eligible) and must not exceed maximum number of characters stated in each text box of the pre-defined template found at <https://www.ikatproject.com/2ndcall>
5. Applications must be submitted through the web-based system by 17:00 CET of the deadline indicated in section 3.3.3 of the present call.
6. Only applications that are complete with all the requested documents (including the certificate that they have the technical and economic capacity to pre-finance the service) will be considered eligible.
On presentation of a signed declaration stating that they have received the service and they have paid the cost of the service to the selected supplier, all applicants selected to be financed will be provided with a supporting document indicating that the amount they have paid to the provider will be reimbursed after the service. Also, they have to submit the invoice(s) with the corresponding proof of payment. The compulsory satisfaction survey of the service received should be uploaded on the IKAT platform together with the certificate of the service provision.
7. Applicants must select one service and one service provider, for each type of service, from the catalogue of IKAT providers (Annex 4 of Guide of Applicants). In case they choose a provider which is not listed in the catalogue, the service provider will have to demonstrate the technical capacity, quality, and experience necessary to provide the service.

The demonstration of the technical capacity, quality, and experience necessary to provide the service will be provided by the SME and the supplier for the Consortium approval. The consortium will validate the information by checking the providers' webpage and any other requested additional proof as: a letter of

presentation in which they describe their expertise, experience etc.

8. Awarded SMEs in the 1st IKAT Call of Services cannot participate in the 2nd Call of Services.
9. Other SMEs that have applied in the previous call, and have not received funding for their proposal, may apply again in this 2nd call.

3.3.2 WHERE TO APPLY AND HOW?

Interested SMEs will apply via the following link: <https://www.ikatproject.com/2ndcall>

Only one service per selected SME will be funded, except for service No 7 (TRAINING) which may be selected and funded on top of another service.

Only proposals submitted through the IKAT PLATFORM Open Call management tool <https://www.ikatproject.com/2ndcall> **until May 31, 2024**, as presented in section 3.3.3. will be considered for evaluation. Upon receipt of each proposal, the system will send you an e-mail as a confirmation of your submission, which states the date and time of the submitted proposal.

3.3.3 WHEN TO APPLY?

The IKAT call for services 2 will be launched on **March 15, 2024**. Information on the Services' dates and time plan is summarized in the following table.

Service type	Call Opens	Call Closes	Evaluation
Service#1. BUSINESS MODEL	March 15, 2024, 12:00 CET	May 31, 2024, 17:00 CET	1 MONTH
Service#2. ACCELERATION			
Service#3.OPEN_INNOVATION			
Service#4. EXPERIENCE IN DIGITAL, SUSTAINABLE, AND INCLUSIVE TECHNOLOGY			
Service#5. FUNDING OPPORTUNITIES			
Service#6. INTERNATIONALIZATION			
Service#7. TRAINING (including mentoring and seminars for services 1 to 4)			

4 EVALUATION, SELECTION PROCESS AND METHOD OF PAYMENT OF GRANTS

A two-step assessment procedure will be followed safeguarding the principles of transparency and equal treatment as described below.

- **Eligibility check** of the Application Form.
- **Evaluation** of the Application Form by the IKAT partner (SME contact point in charge) as presented in Annex 1.
- In the event of a tie between scores per service, priority will be given to the application that has been submitted earlier according to the day and time of submission in the application platform.

4.1 CRITERIA

The evaluation of applications is based on a set of criteria in addition to the main eligibility requirements mentioned above.

AWARD CRITERIA	Minimum pass score	Maximum score	Minimum pass score	Maximum score	Minimum pass score	Maximum score	Minimum pass score	Maximum score
	Business plan	Business plan	Acceleration	Acceleration	Experience in digital, sustainable and inclusive technology	Experience in digital, sustainable and inclusive technology	Internationalisation	Internationalisation
Viability	16	30	16	30	16	30	16	30
Feasibility	16	30	16	30	16	30	16	30
Invertibility	16	30	16	30	16	30	16	30
Coherence	3	5	3	5	3	5	3	5
Impact	3	5	3	5	3	5	3	5
Total	54	100	54	100	54	100	54	100

Concepts

The proposal has a real potential market and the value proposition has a real competitive advantage

The proposal has a full team with a CEO and the time is right to introduce innovation

The proposal is as global as possible, it is scalable and with clear possibilities of multiplying the investment

The proposal is consistent with the established objectives

Impact of the proposal: appropriate, ambitious objectively verifiable and achievable SMART performance indicators to measure its outcomes and expected impact; appropriate, effective and innovative dissemination strategy for ensuring sustainability and long-term impact; sustainability of results after the end of the EU funding.

The maximum amount of eligible funding per proposal is limited to the values presented in the table included on section 3.1. The proposals with the highest score according to the award criteria will be selected until the budget limit is reached.

4.2 EVALUATION PROCEDURE

Submitted applications will be assessed by a panel composed of at least 3 persons, representing three different partners of the IKAT consortium. The panel can meet in person or online.

The assessment period shall take max. 30 days, starting from the closing date of the call. The applicants will receive an e-mail about the outcome of the assessment directly after that is finalized, along with instructions for the next steps in case the applicant is awarded.

Those SMEs that have been selected, once informed by the contact point of the call by email, must submit within a maximum of 10 working days the acceptance declaration of the grant according to the model provided.

4.3 METHOD OF PAYMENT OF GRANTS

All those SMEs selected to be financed will be issued a supporting document that will be reimbursed once the service has been implemented by the selected provider, on presentation of a signed declaration stating that it has received the service and uploaded it on the IKAT platform, that it has paid the cost of the service to the selected supplier and submitted the invoice(s) with the corresponding proof of payment.

All SMEs selected should present the compulsory satisfaction survey of the service received according to the model provided and upload it on the IKAT platform.

Payment will be made by the IKAT partner indicated in the email sent by the point of contact, indicating that they have been selected for the grant (see point 4.2).

The IKAT grant amount will be disbursed to the awarded beneficiary SMEs in the following installments:

- A pre-financing of 45% of the total financial support amount after the grant agreement signature.
- A final payment of 55% of the total financial support at the end of the service provision against presentation of the invoice, proof of payment and a post-service assessment questionnaire.

5 ENQUIRIES AND COMPLAINTS

Any complaint against the selection process must be submitted by the applicant on behalf of the project to <https://www.ikatproject.com/> (through the contact form) or your local contact point (Annex 2) within **5 calendar days** after the announcement of the Open Call results. Your message should include the following information:

- Platform username and application name
- Lead contact name and details
- Object of your complaint
- Information and evidence of the alleged breach

The Review Committee, composed of 1 member from each IKAT beneficiary partner, will examine the complaint based on the information brought forward by the applicant, will assess the case, and decide whether the complaint is justified or not and will inform the applicant and the consortium on the decision taken. If the complaint is considered justified, the Review Committee will notify the evaluators to re-evaluate the application and the related assessment part, subject to the complaint. The evaluators will then provide the Review Committee with an updated assessment. The final decision on the complaint will be communicated by the Review Committee to the applicant in writing within **20 working days** from the date of submitting the complaint. This decision will be final, binding to all parties and not subject to any further complaint proceedings within the program if the complaint is based on the same grounds.

For technical issues concerning the submission procedure, please contact <https://www.ikatproject.com/>.

6 CONFIDENTIALITY AND DATA PROTECTION

GDPR compliance: The [General Data Protection Regulation \(2016/679/EU\)](#) guarantees that the processing of data is carried out in compliance with the fundamental rights and freedoms, as well as the dignity of the data subject with reference to confidentiality, personal identity and the right to data protection.

By applying, the applicant agrees on the storage and use of its personal data for the execution of the IKAT objectives and work plan. The IKAT consortium commits to handling personal data and company data confidentially except for the call results, which may contain information about successful IKAT Services' applications (service title, names of project partners and scope description (as provided by the project partner)).

The processing of data that IKAT intends to carry out will be based on lawfulness and correctness in the full protection of its rights and its confidentiality pursuant to the general principles of the GDPR and its art. 24. Therefore, the competitors are informed of the procedure that the data provided by the applicants will be treated exclusively with reference to the procedure for which they submitted the documentation.

The applicants can exercise their rights towards the data controller, pursuant to article 12 of the GDPR. For any inquiries regarding the processing your personal data, please use the contact form from <https://www.ikatproject.com/>

Applications selection and evaluation will be performed under the appropriate ethical conduct and will respect the confidentiality of the information received.

7 DISCLAIMER

Purpose: This text is explaining the IKAT CALL for information purposes only. No rights can be claimed based on this document. This document does not reflect the views of the European Commission and EISMEA.

Mistakes or inconsistencies: The IKAT consortium is not responsible for any mistakes or misinterpretations that this text may cause. In the case of inconsistencies, the IKAT Executive Board will determine the steps to be taken, in cooperation with the applicant concerned.

Consequential damages: In no event shall either party be liable to the other or any of its affiliates for any consequential, incidental, indirect, special, punitive, or exemplary damages (including, without limitation, lost profits, business, or goodwill) suffered or incurred by such other party or its affiliates in connection with this innovation support mechanism, even if advised of the possibility of such damages.

ANNEX 1 SME CONTACT POINTS

SPAIN		
CMIB	Graciela Lingua Maria Vilceanu	graciela@clustermib.com maria@clustermib.com
CWP	Sergi Compte	sergi.compte@cwpcat.com
CMC	Yolanda Ramal	yramal@clustermc.es
ITALY		
BIG	Sara Tedesco	sara.tedesco@clusterbig.it
BIG	Ylenia De Gennaro	Ylenia.degennaro@clusterbig.it
GREECE		
STRATEGIS	Gregory S. Yovanof	director@strategis-cluster.com
UPATRAS	Em. Prof. Yorgos Stephanedes	ystephanedes@upatras.gr
PORTUGAL		
ADRAL	Alexandra Correia	alexandra.correia@adral.pt

ANNEX 2 IKAT CLUSTERS AND REGIONS

For cluster membership information, please contact your preferred IKAT cluster:

<p>Coordinator</p> 	<p>MARITIME CLUSTER OF BALEARICS ISLANDS</p> <p>https://www.cmlillesbalears.com/</p> <p>SPAIN</p>
 <p>CATALAN WATER PARTNERSHIP (CWP)</p> <p>http://www.cwp.cat</p> <p>SPAIN</p>	 <p>CANARY MARITIME CLUSTER</p> <p>https://www.clustermc.es/</p> <p>SPAIN</p>
 <p>CLUSTER TECNOLOGICO NAZIONALE BLUE ITALIAN GROWTH (BIG)</p> <p>https://clusterbig.it</p> <p>ITALY</p>	 <p>UNIVERSITY OF PATRAS (UPATRAS)</p> <p>http://www.upatras.gr</p> <p>GREECE</p>
 <p>MARITIME CENTER OF EXCELLENCE (STRATEGIS)</p> <p>https://strategis-cluster.net/</p> <p>GREECE</p>	 <p>ALENTEJO REGIONAL DEVELOPMENT AGENCY</p> <p>www.adral.pt</p> <p>PORTUGAL</p>

IKAT territorial scope

To be eligible for the IKAT Services call 2, an applicant must be an SME established or have a branch office in the IKAT territorial scope, described as follows:

- a. Greece, Italy, Spain, Portugal
- b. Other EU-27 countries
- c. Non-EU countries participating in the Single Market Programme (SMP):

Iceland, Norway, Liechtenstein, Albania, Bosnia and Herzegovina, Kosovo, Montenegro, North Macedonia, Serbia, Moldova, Ukraine

IKAT's available budget per country for financing SMEs (the indicated budget covers the totality of the 2nd FSTP call that will be launched by IKAT). This is an indicative budget and may change based on the results of the evaluation of applications.

- Spain; 227.200,00 € for SMEs with headquarters in Spain.
- Greece; 32.120,00 € for SMEs with headquarters in Greece.
- Portugal; 101.245,00 € for SMEs with headquarters in Portugal.
- Italy; 63.600,00 € for SMEs with headquarters in Italy.
- EU regions different from Spain, Italy, Greece, and Portugal; 105.000,00 €. The budget for EU regions different from Spain, Italy, Greece, and Portugal will be provided by the budget of the IKAT EUROCLUSTER beneficiary entities, in the following proportion: 45.000,00 € from the Spanish partner, 30.000,00 € from the Greek partners, 15.000,00 € from the Portuguese partner and 15.000,00 from the Italian partner.

ANNEX 3 IKAT ELIGIBLE SEGMENTS OF THE COASTAL AND MARITIME TOURISM SECTOR

To be eligible for the IKAT CALL, the main activity of the applicant SMEs must be included under one of the following segments of the coastal and maritime tourism sector:

SUBSECTOR	SEGMENT
Ports and marinas	Private Nautical port managers Port services concessions
Services to recreational and sport boats	Repair and maintenance workshops Mechanics Radio electronics Nautical refrigeration Dry docks and winter storage Fuel supply Inspection
Manufacture and sale and purchase of recreational and sport vessels	Boat manufacturing Boat distributors Official services Accessories and supplies
Charter and maritime excursions	Nautical charter Maritime excursions Whale watching Fishing tourism and marine tourism
Coastal tourism and water sports activities	Scuba diving Snorkelling Freediving Open water swimming Sailing / foil sports: surfing, windsurfing, kitesurfing, and similar Light boat activities: rowing, canoeing, and kayaking
Services to coastal tourism and	Sale and/or rental of equipment accessories for sailing, surfing,

SUBSECTOR	SEGMENT
water sports activities	windsurfing, and kitesurfing activities Sale and/or rental of accessories and equipment for rowing, canoeing and kayaking activities. Sale and/or rental of accessories and equipment for recreational underwater activities: scuba diving and snorkelling. Academies, federations, clubs, and sport schools.
Sustainable solutions and services for the coastal and maritime tourism sector	SME offering innovative solutions and products for water and energy saving for hotels, camping and/or touristic facilities. SME offering innovative solutions and products to guarantee water quality to coastal and insular facilities. SME offering innovative solutions to guarantee coastal, beach or ports water quality in touristic and coastal areas.
Services to coastal and maritime tourism	Services for events organization Cultural and tourist services Tourist recreation services Accommodation (hotels, campings) Restaurants and catering services

ANNEX 4 CATALOGUE OF PROVIDERS SORTED BY COUNTRY
SPAIN

Service type	Service providers – SPAIN
<p>Service#1. BUSINESS MODEL</p>	<p>IVEAEMPA: https://www.iveaempa.org/ - federacion@iveaempa.org EMPA: empapresidencia@gmail.com AGV GLOBAL ABAST S.L.: http://www.agvglobalabast.com/ - info@agvglobalabast.com IOCAR S.L.: https://inclusivesocieties.wixsite.com/iocar-inclusive-soci - mbautistapardo@gmail.com Instituto Marítimo Español: https://www.ime.es/ - mercedespardo@ime.es ACOSTA GROUP: http://acosta-group.com/ - crodriguez@acosta-group.com DataDron: www.datadron.com - rd@datadron.com Elittoral: https://www.elittoral.es/ - obergasa@elittoral.es NAILA BUSINESS EVOLVER, S.L.U: www.businessevolver.net - admin@businessevolver.net CODEXCA: https://www.codexca.com/ - codexca@codexca.com LTM ADVISORS: http://ltmadvisors.eu - dcelis@ltmadvisors.com ASOCIACIÓN MENTORDAY: https://mentorday.es/ - lpaz@mentorday.es INNOVAMARINA: https://innovamarina.com/es - info@innovamarina.com PLEYONE MNAGEMENT CAPITAL: https://pleyone.es/ - igonzalez@pleyone.es SURVEY & FORESEE TECHNOLOGY: https://sftec.es/es/home-aruesca@sftec.es</p>
<p>Service#2. ACCELERATION</p>	<p>IVEAEMPA: https://www.iveaempa.org/ - federacion@iveaempa.org EMPA: empapresidencia@gmail.com - AGV GLOBAL ABAST S.L.: http://www.agvglobalabast.com/ - info@agvglobalabast.com IOCAR S.L.: https://inclusivesocieties.wixsite.com/iocar-inclusive-soci - mbautistapardo@gmail.com ACOSTA GROUP: http://acosta-group.com/ - crodriguez@acosta-group.com DataDron: www.datadron.com - rd@datadron.com Elittoral: https://www.elittoral.es/ - obergasa@elittoral.es NAILA BUSINESS EVOLVER, S.L.U: www.businessevolver.net - admin@businessevolver.net</p>

	<p>LTM ADVISORS: http://ltmadvisors.eu - dcelis@ltmadvisors.com ASOCIACIÓN MENTORDAY: https://mentorday.es/ - lpaz@mentorday.es PLEYONE MNGEMENT CAPITAL: https://pleyone.es/ igonzalez@pleyone.es SURVEY & FORESEE TECHNOLOGY: https://sftec.es/es/home-aruesca@sftec.es</p>
<p>Service#3. OPEN INNOVATION</p>	<p>MODUS OPERANDI S.L.: https://www.plandeigualdadparatuempresa.es/ - info@modusoperandi.com IMEDIA S.A.: https://internatiolnalinte.wixsite.com/international-intern-internatiolnalinternetmultimed@gmail.com DISPUTE MANAGEMENT S.L.: http://www.disputemanagement.es/ - mercedes@mercedestarrazon.com Eurecat Centro Tecnológico de Cataluña - Innovando para las empresas: https://eurecat.org/es/ - info@eurecat.org Leitat: https://www.leitat.org/ - leitat@leitat.org Centre Tecnològic BETA – Uvic: https://www.uvic.cat/es/investigacion/centro-tecnologico-beta - info.beta@uvic.cat ACOSTA GROUP: http://acosta-group.com/ - crodriguez@acosta-group.com AQUATERA ATLÁNTICO: www.aquatera.co.uk - xabier.remirez@aquatera.co.uk DataDron: www.datadron.com - rd@datadron.com CETECIMA: https://www.cetecima.com - shernandez@cetecima.es Elittoral: https://www.elittoral.es/ - obergasa@elittoral.es NAILA BUSINESS EVOLVER, S.L.U: www.businessevolver.net - admin@businessevolver.net LTM ADVISORS: http://ltmadvisors.eu - dcelis@ltmadvisors.com CONSULTA-EUROPA: https://consulta-europa.com/ - beatrice.avagnina@consulta-europa.com PLEYONE MNGEMENT CAPITAL: https://pleyone.es/ - igonzalez@pleyone.es SURVEY & FORESEE TECHNOLOGY: https://sftec.es/es/home-aruesca@sftec.es WET INGENIERÍA HIDRÁULICA Y MARÍTIMA S.L.U.: https://www.wetingeneria.com – noel.wetingeneria@gmail.com</p>
<p>Service# 4. EXPERIENCE IN DIGITAL,</p>	<p>MODUS OPERANDI S.L.:</p>



SUSTAINABLE, AND INCLUSIVE TECHNOLOGY

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<p>Service#5. FUNDING OPPORTUNITIES</p>	<p>MODUS OPERANDI S.L.: https://www.plandeigualdadparatuempresa.es/ - info@modusoperandi.com IMEDIA S.A.: https://internationalinte.wixsite.com/international-internationalinternetmultimed@gmail.com CAMPRA BAUTISTA ASOCIADOS: https://cbabogados.es/ - mbautista@cbabogados.es IOCAR S.L.: https://inclusivesocieties.wixsite.com/iocar-inclusive-soci - mbautistapardo@gmail.com Dr. Canicio: https://www.drcaniciocc.com/ - info@drcaniciocc.com Eurecat: https://eurecat.org/es/ - info@eurecat.org Leitat: https://www.leitat.org/ - leitat@leitat.org ACOSTA GROUP: http://acosta-group.com/ - crodriguez@acosta-group.com CETECIMA: https://www.cetecima.com - shernandez@cetecima.es BANKINTER: https://canaryislandssuppliers.com/directory/bankinter-sp-2/ - fvguez@bankinter.com NAILA BUSINESS EVOLVER, S.L.U: www.businessevolver.net - admin@businessevolver.net CONSULTA-EUROPA: https://consulta-europa.com/ - beatrice.avagnina@consulta-europa.com ASOCIACIÓN MENTORDAY: https://mentorday.es/ - lpaz@mentorday.es PLEYONE MNAGEMENT CAPITAL: https://pleyone.es/ - igonzaez@pleyone.es SURVEY & FORESEE TECHNOLOGY: https://sftec.es/es/home-aruesca@sftec.es</p>
<p>Service#6. INTERNATIONALIZATION</p>	<p>EMPA: empapresidencia@gmail.com - AGV GLOBAL ABAST S.L.: http://www.agvglobalabast.com/ - info@agvglobalabast.com CAMPRA BAUTISTA ASOCIADOS: https://cbabogados.es/ - mbautista@cbabogados.es MERCEDES TARRAZÓN: http://www.disputemanagement.es/formacion/ - mercedes@mercedestarrazon.com IOCAR S.L.: https://inclusivesocieties.wixsite.com/iocar-inclusive-soci - mbautistapardo@gmail.com ACCIÓ: https://www.accio.gencat.cat/ca/inici - Contact. ACCIÓ - Agència per la Competitivitat de l'Empresa (gencat.cat) (not email) Leitat: https://www.leitat.org/ - leitat@leitat.org Instituto Marítimo Español: https://www.ime.es/ -</p>

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<p>Service#7. TRAINING (including mentoring and seminars for services 1 to 4)</p>	<p>IVEAEMPA: https://www.iveaempa.org/; EMPA: empapresidencia@gmail.com - AGV GLOBAL ABAST S.L.: http://www.agvglobalabast.com/ - info@agvglobalabast.com MODUS OPERANDI S.L.: https://www.plandeigualdadparatuempresa.es/ - info@modusoperandi.com IMEDIA S.A.: https://internationalinte.wixsite.com/international-intern-internationalinternetmultimed@gmail.com MERCEDES TARRAZÓN: http://www.disputemanagement.es/formacion/ - mercedes@mercedestarrazon.com DISPUTE MANAGEMENT S.L.: http://www.disputemanagement.es/ - mercedes@mercedestarrazon.com Anthesis Lavola: https://www.anthesisgroup.com/es/ - hola@anthesisgroup.com We&B – Water; Environment and Business for development: https://weandb.org/es/ - info@weandb.org Albirem: https://albirem.com/?lang=es - info@albirem.com Instituto Marítimo Español: https://www.ime.es/ - mercedespardo@ime.es DataDron: www.datadron.com - rd@datadron.com</p>

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ITALY

Service type	Service providers ITALY
Service#1. BUSINESS MODEL	<p>ForMare: https://www.poloformare.it/ - projectoffice@poloformare.it Rete Penta: www.marinasconsulting.com - pietro.angelini@navigotoscana.it - ilaria.piccini@navigotoscana.it Mare FVG's associates: https://www.marefvg.it/it/soci/ - roberta.padovan@marefvg.it Net European Consulting: www.neteconsulting.net - info@neteconsulting.net</p>
Service#2. ACCELERATION	<p>ForMare: https://www.poloformare.it/ - projectoffice@poloformare.it NAVIGO TOSCANA: https://www.navigotoscana.it/ - pietro.angelini@navigotoscana.it - ilaria.piccini@navigotoscana.it MAR.TE. Sea-Land Logistcs: https://www.martelogistics.com/ -</p>

	<p>marcello.risitano@uniparthenope.it Net European Consulting: www.neteconsulting.net/ - info@neteconsulting.net</p>
Service#3. OPEN INNOVATION	<p>ForMare: https://www.poloformare.it/ - projectoffice@poloformare.it Rete Penta: www.marinasc consulting.com - pietro.angelini@navigotoscana.it - ilaria.piccini@navigotoscana.it Mare FVG's associates: https://www.marefvg.it/it/soci/ - roberta.padovan@marefvg.it Net European Consulting: www.neteconsulting.net - info@neteconsulting.net FEDERPESCA: https://www.federpesca.it/ - federpescaeuropa@federpesca.it</p>
Service#4. EXPERIENCE IN DIGITAL, SUSTAINABLE, AND INCLUSIVE TECHNOLOGY	<p>ForMare: https://www.poloformare.it/ - projectoffice@poloformare.it NAVIGO TOSCANA: https://www.navigotoscana.it/ - pietro.angelini@navigotoscana.it - ilaria.piccini@navigotoscana.it Ro Technology: www.rotechnology.it - federpescaeuropa@federpesca.it</p>
Service#5. FUNDING OPPORTUNITIES	<p>ForMare: https://www.poloformare.it/ - projectoffice@poloformare.it Rete Penta: www.marinasc consulting.com - pietro.angelini@navigotoscana.it - ilaria.piccini@navigotoscana.it Mare FVG's associates: https://www.marefvg.it/it/soci/ - roberta.padovan@marefvg.it Net European Consulting: www.neteconsulting.net - info@neteconsulting.net</p>
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Service#7. TRAINING (including mentoring and seminars for services 1 to 4)

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GREECE

Service type	Service providers - GREECE
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<p>Service#2. ACCELERATION</p>	<p>DATA RESEARCH & CONSULTING S.A.: https://www.dataconsultants.gr/ ODYSSEAS SPYROGLOU: https://www.linkedin.com/in/ospyroglou/ DYNACOMP S.A.: http://www.dynacomp.eu/ KINNO INNOVATION INTERMEDIARIES LTD: http://www.kinno.eu/ CAPSULE: Travel & Hospitality Accelerator, https://www.capsuletaccelerator.gr/ - accelerator@grhotels.gr</p>

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<p>Service#3. OPEN INNOVATION</p>	<p>DATA RESEARCH & CONSULTING S.A.: https://www.dataconsultants.gr/ ODYSSEAS SPYROGLOU: https://www.linkedin.com/in/ospyroglou/ DYNACOMP S.A.: http://www.dynacomp.eu/ KINNO INNOVATION INTERMEDIARIES LTD: http://www.kinno.eu/ CROWDPOLICY Open Innovation: https://www.crowdpolicy.com/oi/ - michael@crowdpolicy.com Open Innovations, Greece: https://www.openinnovations.gr/en/business-continuity - info@openinnovations.gr OPEN UP, Greek Scientific Association of Innovation: http://www.openup.gr/ - info@openup.gr REINTELLIGENT: https://reintelligent.gr/ - projects@reintelligent.gr</p>
<p>Service#4. EXPERIENCE IN DIGITAL, SUSTAINABLE, AND INCLUSIVE TECHNOLOGY</p>	<p>DATA RESEARCH & CONSULTING S.A.: https://www.dataconsultants.gr/ ODYSSEAS SPYROGLOU: https://www.linkedin.com/in/ospyroglou/ DYNACOMP S.A.: http://www.dynacomp.eu/ KINNO INNOVATION INTERMEDIARIES LTD: http://www.kinno.eu/ SmartAttica-AtHeNAI & ahedd Digital Innovation Hub (Greek European Digital Innovation Hub (EDIH) for Artificial Intelligence) https://ahedd.demokritos.gr/service_category/business/ - info@ahedd.demokritos.gr</p>

	<p>AI Technopolis Cluster, Thessaloniki, Greece https://www.ai-cluster.gr/about-us/ - info@ai-cluster.gr The SIGMA Business Network, Digital Transformation for SMEs: https://www.thesigmanet.com/ - st@thesigmanet.com REINTELLIGENT: https://reintelligent.gr/ - projects@reintelligent.gr ERFC: https://erfc.gr/ - info@erfc.gr MPDO consulting firm: https://www.mpdo.gr/en - info@mpdo.gr APCL LTD: https://apclinno.eu/ - info@apclinno.eu TPCT Consulting and Events https://www.tpct.eu/ - info@tpct.eu</p>
<p>Service#5. FUNDING OPPORTUNITIES</p>	<p>DATA RESEARCH & CONSULTING S.A.: https://www.dataconsultants.gr/ ODYSSEAS SPYROGLOU: https://www.linkedin.com/in/ospyroglou/ DYNACOMP S.A.: http://www.dynacomp.eu/ KINNO INNOVATION INTERMEDIARIES LTD: http://www.kinno.eu/ NBG – Business Seeds, National Bank of Greece: https://www.nbg.gr/en/business/business-seeds - arsenis.spyros@nbg.gr Kinno, Ltd. Business Innovation Strategy Consultants: https://kinno.eu/en/ - geragotellis@kinno.org REINTELLIGENT: https://reintelligent.gr/ - projects@reintelligent.gr APCL LTD: https://apclinno.eu/ - info@apclinno.eu TPCT Consulting and Events https://www.tpct.eu/ - info@tpct.eu</p>
<p>Service#6. INTERNATIONALIZATION</p>	<p>DATA RESEARCH & CONSULTING S.A.: https://www.dataconsultants.gr/ ODYSSEAS SPYROGLOU: https://www.linkedin.com/in/ospyroglou/ DYNACOMP S.A.: http://www.dynacomp.eu/ KINNO INNOVATION INTERMEDIARIES LTD: http://www.kinno.eu/ HCH - Hellenic Chamber of Hotels: https://www.grhotels.gr/en/ - president@grhotels.gr INNOVATION Greece cluster – “We Support Greek SME’s leadership and innovation”: https://innovationgreece.com/ - info@innovationgreece.com GTP - Greek Travel Pages: https://gtp.gr - maria@gtp.gr REINTELLIGENT: https://reintelligent.gr/ - projects@reintelligent.gr</p>

	<p>MPDO consulting firm: https://www.mpdo.gr/en - info@mpdo.gr APCL LTD: https://apclinno.eu/ - info@apclinno.eu TPCT Consulting and Events https://www.tpct.eu/ - info@tpct.eu</p>
<p>Service#7. TRAINING (including mentoring and seminars for services 1 to 4)</p>	<p>DATA RESEARCH & CONSULTING S.A.: https://www.dataconsultants.gr/ ODYSSEAS SPYROGLOU: https://www.linkedin.com/in/ospyroglou/ DYNACOMP S.A.: http://www.dynacomp.eu/ KINNO INNOVATION INTERMEDIARIES LTD: http://www.kinno.eu/ GMC Maritime Training Center & Maritime Academy, https://gmcmaritimecenter.com/ - md@gmcmaritimecenter.com BCA College https://www.bca.edu.gr/ - hdaskalakis@bca.edu.gr HOTEL Brain Academy, www.hotelbrainacademy.com - info@hotelbrainacademy.com Startup Nation – Mentors & Advisors: http://startupnation.gr/category/mentors-advisors - tolis@aival.com Technoscape Strategy & Technology P.C., https://technoscape.ai/ - director@technoscape.ai The Cube Athens: https://thecube.gr/ - stavros@thecube.gr REINTELLIGENT: https://reintelligent.gr/ - projects@reintelligent.gr EKPAIDEFTIRIA KALOSKAMI S.A. – AXIA: https://www.kek-axia.gr/ - info@iek-axia.gr MPDO consulting firm: https://www.mpdo.gr/en - info@mpdo.gr MENTALITYX: http://mentalityx.com/ - hello@mentalityx.com APCL LTD: https://apclinno.eu/ - info@apclinno.eu RTD TALOS: https://www.talos-rtd.com/ - talos@talos-rtd.com STRATAGEM LTD: http://stratagem.com.cy/ - tp@stratagem.com.cy TPCT Consulting and Events https://www.tpct.eu/ - info@tpct.eu</p>

PORTUGAL

Service type	Service providers PORTUGAL
Service#1. BUSINESS MODEL	Hora das Palavras: www.hora.com.pt - geral@hora.com.pt - Sines Tecnopolo: https://www.sinestecnopolo.org/ - info@sinestecnopolo.org ACDE - Associação Comercial do Distrito de Évora: https://www.acde.pt/ - geral@acde.pt ALSA - Associação Lugares da Serra Alentejana: http://www.lugaresdaserraalentejana.com/ - geral@lugaresdaserraalentejana.com NERE - Núcleo Empresarial da Reegião de Évora, Associação Empesarial: https://nere.pt/ - Paulapaulino@nere.pt
Service#2. ACCELERATION	Sines Tecnopolo: https://www.sinestecnopolo.org/ - info@sinestecnopolo.org Hora das Palavras: www.hora.com.pt - geral@hora.com.pt - NERE - Núcleo Empresarial da Reegião de Évora, Associação Empesarial: https://nere.pt/ - Paulapaulino@nere.pt
Service#3. OPEN INNOVATION	Sines Tecnopolo: https://www.sinestecnopolo.org/ - info@sinestecnopolo.org DECSIS: https://www.decsis.eu/ - rui.barroso@decsis.pt NERE - Núcleo Empresarial da Reegião de Évora, Associação Empesarial: https://nere.pt/ - Paulapaulino@nere.pt
Service#4. EXPERIENCE IN DIGITAL, SUSTAINABLE, AND INCLUSIVE TECHNOLOGY	DECSIS: https://www.decsis.eu/ - rui.barroso@decsis.pt ALSA - Associação Lugares da Serra Alentejana: http://www.lugaresdaserraalentejana.com/ - geral@lugaresdaserraalentejana.com Hora das Palavras: www.hora.com.pt - geral@hora.com.pt -
Service#5. FUNDING OPPORTUNITIES	Hora das Palavras: www.hora.com.pt - geral@hora.com.pt - NERE - Núcleo Empresarial da Reegião de Évora, Associação Empesarial: https://nere.pt/ - Paulapaulino@nere.pt
Service#6 INTERNATIONALIZATION	ARPTA - Agência Regional de Promoção Turística do NERE - Núcleo Empresarial da Reegião de Évora, Associação Empesarial: https://nere.pt/ - Paulapaulino@nere.pt
Service#7. TRAINING (including mentoring)	Sines Tecnopolo: https://www.sinestecnopolo.org/ -

<p>and seminars for services 1 to 4)</p>	<p>info@sinestecnopolo.org ACDE - Associação Comercial do Distrito de Évora: https://www.acde.pt/ - geral@acde.pt ALSA - Associação Lugares da Serra Alentejana: http://www.lugaresdaserraalentejana.com/ - geral@lugaresdaserraalentejana.com Hora das Palavras: www.hora.com.pt - geral@hora.com.pt -</p>
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