

Subject: invitation letter for presenting offers related to service of lecturer for the workshop "Innovation Ecosystem" organized in the framework of the project "Developing innovative technologies for sustainability of Adriatic Sea- InnovaMare" Ref. n. 10248782 approved at the strategic call of the program 2014 - 2020 Interreg V-A Italy - Croatia CBC Programme. CUP: B72F20000040007

Maritime Technology Cluster FVG (hereinafter "mare^{TC} FVG") is Partner of the project "**Blue technology - Developing innovative technologies for sustainability of Adriatic Sea- InnovaMare**" Ref. n. 10248782, approved in the framework of the Strategic Program Interreg Italy – Croatia 2014 - 2020. In the project's framework, mare^{TC} FVG was assigned a budget to perform and implement specific project's activities, among them is included the implementation of a capacity building session on the topic "**Innovation Ecosystems**" (Work Package 4 "Creation and establishment of innovation ecosystem model for underwater robotics and sensors"; Task 4.3 "Developing an education and capacity building program for DIH").

1. Subject activities for the invitation

In the framework of the InnovaMare project, the objective of the capacity building session included in this invitation is to increase knowledge of project's partners (representing private enterprises, universities, research centres, chambers of commerce, clusters) in relation to the innovation ecosystems and, considered their different nature, to increase their competences in operating within this ecosystems, and their ability to manage innovation processes in the perspective of involvement in the quadruple helix approach.

The subjects of the assignment are the following:

- a) Definition and design the program of the capacity building (theoretics, case studies, concrete applications, exercises) on the topic "**Innovation Ecosystems**";
- b) Preparation of training material, in digital format, to be used during the session (presentations) and to be made available to attendants afterwards (lecture notes);
- c) Provision of the capacity building session, the maximum length is of 18hrs, to be distributed over three days, as furtherly defined in the forthcoming article 2;
- d) Availability for any follow-up requested by InnovaMare project partners and/or from attendants of the session, even in the days forthcoming the provision of the service.

It is specified that:

- the target of attendants foreseen will include both Italian and Croatian stakeholders involved in innovation processes, with particular reference to Blue Economy sector. For example: researchers from universities and research centres, employees of technology related enterprises - businesses, public administrations, employees from aggregations (clusters, chambers of commerce, technology and science parks, incubators/accelerators);
- the capacity building session will have to be performed in English language;
- all the training material used will have to be prepared in English language and made available in digital format;

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- references to targeted contents could be provided (e.g. link to web pages, bibliographic references) even in the two languages of the program area: Italian and Croatian;
- the capacity building session will be held in virtual session, through digital platform (Zoom) made available by mare^{TC} FVG;
- with reference to the previous comma b) the material to be made available to the students after the session (lecture notes) could be the same provided or used during the live sessions (presentations);
- the agenda and the contents of the session will be designed together with mare^{TC} FVG;
- the overall *capacity building* activity foreseen in the project includes N° 8 sessions and the **“Innovation Ecosystems”** session, subject of this announcement, is part of the capacity building program. The other 7 sessions cover the following topics: *IPR; Innovation strategy and Innovation Management; new business models; innovation and environmental sustainability; technology transfer; spin-off; digital transformation.*
- In order to characterize the capacity building session of this announcement in a coordinated manner with the other sessions and due to possible common elements with above mentioned topic *“Innovation strategy and Innovation management”*, more details are provided on the latter:
 1. *Create and running research spin-off companies (8h): deep-tech innovation and tech transfer; tech transfer models in Europe; running proof of concept; the determinants of a sound spin-off business plan; start up financing tools; how a venture capital fund works; global early stage investment landscape; measuring the value of a spin of company;*
 2. *Open innovation strategies: from implementation to execution (8h): Introduction to open innovation; Willingness and proactiveness to change; Organizational culture; Value appropriation; The execution breaks to open innovation.*

With reference to the provided framework, is considered that the structure of the capacity building session on **“Innovation Ecosystems”** should include, beside the theoretical elements, the following:

- an analysis of the current ecosystem for identifying the characteristics, the players, the strengths and the dynamics; what are the connections and the collaboration levels among the players involved; a participatory approach for deepening case studies, best practices and future challenges for the ecosystem;
- an insight overviewing:
 - Technology ecosystem – interaction between research and enterprises;
 - Ecosystem of the training and education framework, the involvement of enterprises and of other reference players and the interaction between innovation and education system;
 - Social ecosystem in terms of impact on the society, the role of enterprises, the reference regulations and how they impact, what is the role of the society.

2. Timing to perform the activity

The deadlines to perform the activity described at article 1 are the following:

- Art. 1, points a) and b): 31st May 2021.
- Art. 1, point c): on 10th, 17th, 24th June 2021, time schedule to be agreed between 8:30am e le ore 6:30pm (CEST time)
- Art. 1, point d): students could contact the appointed speaker no later than 31st July 2021.

3. Characteristics of candidates

To this call both private citizens and legal entities are admissible. The applicant is requested to have the following characteristics.

- 3.1 Proven experience in the field of **Innovation Ecosystems** and on the dynamics existing between the different type of actors involved in innovation processes;
- 3.2 Proven experience in teaching and/or activity performed as speaker for the topics described at article 1.

4. Value, duration and finalization of the contract

The total compensation to provide the services requested with this selection is **fixed in € 6.000,00 (all VAT and other taxes included)**. The amount offered is defined according to internal rules, it is fixed and can not be varied for the entire duration of the contract.

Applications including economic offers for a higher amount will not be considered admissible.

The activity of the contract will start on 1st June 2021 and will finish on 31st July 2021.

The selected applicant will sign a contract with mare^{TC} FVG, the payment will be regulated after the reception of an invoice, after 30 days via bank transfer.

5. Application modalities

Application should be sent via e-mail at marefvg@legalmail.it or regular mail at the following address:

MARITIME TECHNOLOGY CLUSTER FVG

Via Callisto Cosulich 20

34074 MONFALCONE (GO)

ITALY

Applications should be received before 12:00pm of 13th May 2021 (postponed to 20th May 2021) and the following documents must be included:

❖ **Application by natural persons:**

- **Draft of contents to be taught during the capacity building session** as requested in art. 1 of this call (free form);
- **Curriculum Vitae** of the resources that will be involved in teaching (free form);
- **Economic offer** (free form);
- **Declaration of absence of conflicts of interests** (Annex 1A).
- **Consent of treatment of personal data** (Annex 2A);

❖ **Application by legal entity** (Business, University, Education/training provider):

- **Draft of contents to be taught during the capacity building session** as requested in art. 1 of this call (free form);
- **Portfolio** of the legal entity (free form);
- **Curriculum Vitae** of all the employees that will be involved in teaching activity for the purpose of this call (free form);
- **Economic offer** (free form);

- **Declaration of absence of conflicts of interests** (Annex 1B);
- **Consent of treatment of personal data** (Annex 2B)

6. Evaluation criteria

Application including all the documents listed at article 5 will be accepted and ranked.
Accepted applications will be scored according to the following criteria:

<i>Criteria</i>	<i>Score (min-max)</i>
Draft of contents	0-30
Curriculum Vitae and Portfolio (for legal entities)	0-30
Documented experience of teaching/training activity as speakers	0-30
Economic offer	0-10

Applications that will receive more than 70 points will be ranked.

Services object of this call will be awarded to the applicant reaching the highest score.

The service will be assigned even in case of only one ranked offer.

Reference contact for the call: Mr Carlo Kraskovic, tel. +39 0481/723440, e-mail carlo.kraskovic@marefvg.it

Monfalcone, 19th April 2021

CEO
Lucio SABBADINI