

# WP4 - Deliverables 4.2.1 – 4.2.2 JOINT OPEN TENDER SCHEME TO SELECT PILOT FISHERY&AQUACULTURE SMES

The next pages contain:

1. Format of the letter / announcement to be used by the sector associations and development and technology transfer agencies to select the pool of available companies in the pilot areas of the project (adaptations and translation in own language is recommended)
2. Annex A – format to be filled in by companies to apply for the service
3. Annex B – exclusion criteria

Public announcement for the recruitment of 8 companies operating in the fishery and aquaculture sector that are willing to receive experts support for investment in innovation and to adopt an innovative multi-open partnership approach with their business –

Project INVESTINFISH financed by INTERREG ITALY-CROATIA Programme 2014-2020

**Art. 1 – Introduction to INVESTINFISH goals**

The fishery and aquaculture sector is characterized by SMEs/micro-firms generally facing difficulties in accessing to innovation due to their dimension combined with high entry costs for R&D. SMEs have also scarce attitude to cooperate and there is substantial gap between R&D providers and SMEs due to lack of substantive understanding of industry needs and mutual dialogue.

The INVESTINFISH project, financed by EU under the INTERREG Italy Croatia Cooperation Programme, aims at strengthening the competitiveness of F&A (Fishery & Aquaculture) production system, through the promotion of investment programs aimed at acquisition of innovation services. After an in-depth analysis of poles of excellence able to trigger innovation in Veneto, Marche, Puglia, Istria and Zadar regions, funding schemes, innovation requirements from SMEs and best advanced solutions, INVESTINFISH will implement pilot actions, providing a pool of F&A companies of 6 pilot areas in Italy and Croatia with a personalized plan (based on technology diagnosis and innovation scenarios) to improve competitiveness and own potential market positioning.

A pool of 48 companies, 8 for each pilot area, will be selected with the present open tender procedure to cooperate with the project partners in testing the benefit of the collaborative & open innovation approach to boost their innovation capacity. The procedure of open tender to identify the most promising enterprises and to select the experts team to take part in the pilot will be object of this document.

INVESTINFISH is implemented by 6 partners from Italy and Croatia. Further info are available on the project website: <https://www.italy-croatia.eu/web/investinfish>.

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### **Art. 2 – Purpose of the present announcement**

[name of the partner] is recruiting 8 companies based in [name of the region] operating in the fishery and aquaculture sector that are willing to boost their innovation capacity.

Fisherman (also aggregated in cooperative or associations) and food-processing industries operating in fishery sector are both eligible (see specific criteria at article 4).

The selected companies will benefit of a collaborative and open innovation approach and will be accompanied by a team of high specialized experts in the innovation process acquaintance. They will obtain ad hoc services for the introduction of innovative services and/or technological products, based on their expressed needs, including a technical feasibility analysis (Innovation Plan) to support companies to introduce technological or organizational innovation. The pilot process will follow a quality plan to monitor step by step the companies' satisfaction.

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### **Art. 3 – The goal of the service**

Upon the open tender, 8 companies who expressed interest for the service and answered the tender, will be shortlisted according to specific technical criteria (see art.6) and on their own innovation propensity.

The 8 companies of fishery and aquaculture sector will benefit of a personalized pre-competitive consultancy consisting in a technical and economic feasibility analysis in the perspective of introducing innovation into the company. (such as R&D-based solutions, revision of organizational or logistic patterns, definition of new market strategies).

Therefore, the service provided to 8 companies consists in the analysis of an innovation concept and feasibility assessment, where the goal is help companies to exploring and assessing the technical feasibility and commercial potential of a breakthrough innovation in their own production and/or to recommend the implementation of some novelties that shall improve the companies attitude to innovation.

The CONCEPT AND FEASIBILITY ASSESSMENT shall cover the following innovation domains:

Market improvement	New production layout	Sustainability
<ul style="list-style-type: none"> <li>Improvement of consumers perception</li> <li>Innovative traceability systems</li> <li>Market expansion and e-commerce</li> </ul>	<ul style="list-style-type: none"> <li>New materials</li> <li>Quality of aquaculture products</li> <li>New eco-friendly technologies for fresh-water aquaculture</li> </ul>	<ul style="list-style-type: none"> <li>Optimization of waste disposal</li> <li>Reuse of leftovers and circular economy</li> </ul>

The consultancy is provided by [name of the partner] by sectorial experts to carry on the innovation-transfer service.

The basic format of the consultancy is the following:

Step	Description
1 – background analysis	Initial matchmaking analysis between (B2B meeting) between the company and the team of experts to deepen the company's organization logistic and technological layout as well as possible constrain, challenges or entrepreneurial ideas to optimize the production and improve the market competitiveness
2 – screening of alternatives	Identification of a set of possible technology / organization solutions that shall be customized according to the companies' peculiarities, and inter-comparison, with the goal of identifying the best in class option(s) and analysis of the economic, market, legal and environmental factors linked to such alternatives
3 – elaboration of an innovation plan	Elaboration of one innovation plan in the perspective of introducing into the company layout some novelties (such R&D-based solutions, revision of organizational or logistic patterns, definition of new market strategies) to boost competitiveness and/or to optimize production

	(such as reducing waste, give a second life to leftovers etc..)
4 – Analysis of possible funding schemes	Identification of possible funding schemes to support the implementation of the innovation plan

Beside the basic format of the consultancy, the selected group of experts shall decide to introduce further approaches or analytic tools to target specific peculiarities and improve the overall quality of the service.

The very final outcome of the service is one feasibility report, including an elaborated innovation plan and some recommendations to put the suggested investments in place as well as some tailored financial supporting schemes that shall support the implementation of the envisaged solutions.

Each phase will be characterized by a close interaction among experts, target company and the partner, with the final goal of enhancing the firm's innovation capacity, help align the feasibility assessment to strategic business needs and enhance the collaboration with other enterprises belonging to the fishery and aquaculture territorial system.

#### **Art. 4 – Requirements for participation**

Companies applying to the present invitation must fulfil the following criteria:

- Be a small and medium-sized enterprise (SME), as defined in the rec. 2003/361 of the European Commission
- Be registered to the Chamber of Commerce under the commercial code referred to production / processing / commercialization within the fishery and aquaculture sector
- The majority of the companies' overall Gross Profit derives from the production / processing / commercialization within the fishery and aquaculture sector (*i.e. fishing tourism companies are not eligible*)
- Have one registered operational venue within the [name of the region/province under the partners' jurisdiction]
- Do not fall into any of the exclusion criteria applicable for participation in procurement procedures (see annex B)

### Art. 5 – Submission of the request of participation

The interested companies are invited to fill out the annex A in all its parts.

The form A-1 must be signed by the Legal Representative of the Company or by a delegate with power of attorney.

One valid ID document of the signatory must be annexed.

The submission of the request of participation must be sent via email to the following account: \_\_\_\_\_ within \_\_/\_\_/2020.

### Art. 6 – Selection criteria and awarding

Upon verification of the criteria stated at art. 4 and art. 5, the first 8 ranked applying companies will be eligible to join the INVESTINFISH project. Those companies will benefit of the collaborative & open innovation environment and will receive the consultancy services described at art. 3.

The companies participating in the project will be required to:

- Participate to one B2B meeting with experts, organized upon mutual convenience;
- Dedicate an amount of time (predictable in 25-30 working hours) to provide the experts with information and data related to own productive organization / process
- The **criteria** that will be applied to shortlist the 8 companies that will benefit of the services are:

<b>Eligibility criteria (all criteria are mandatory)</b>		
These criteria are self-certified by the companies in Annex A (participation request module).		
<b>Criteria (mandatory)</b>	<b>Yes</b>	<b>No</b>
The company fulfils all conditions set at Art. 4 – Requirements for participation		
The company has an ordinary balance sheet		
The company has a sufficient historical dataset of information concerning the own production system		

The company is available to disclose specific information on own production and availability of a suitable dataset / information layers		
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<b>Awarding criteria</b> These criteria are verified by project partners of each region among the companies that expressed interest and met the eligibility requirements.			
Criteria	Poor = 1 pt	Medium = 3 pt	Good = 5 pt
Programmed investment to improve the innovation capacity			
Level of business relationship in the supply chain			
Potential of replicability to other fishery and aquaculture companies of the technological and/or managerial solutions screened during the pilot			

**Art. 7 – Publicity and information**

The present announcement is published with the following modalities

Project website: \_\_\_\_\_

Institutional partner’s website: \_\_\_\_\_

Other: \_\_\_\_\_

For any information, the interested companies can contact:

Mr/Mrs: \_\_\_\_\_ Phone: \_\_\_\_\_ email: \_\_\_\_\_

**Art. 8 – Confidentiality**



All information exchanged are confidential, in line with the REGULATION (EU) 2016/679 OF THE EUROPEAN PARLIAMENT AND OF THE COUNCIL of 27 April 2016 on the protection of natural persons with regard to the processing of personal data and on the free movement of such data.

All information exchanged are used only for the purpose of the project.



## Annex A – format attached to the Announcement to be filled out by companies to apply to the INVESTINFISH project pilot (code 10042901) financed by INTERREG IT\_HR Programme 2014-2020

I, the undersigned, [name of the legal representative, as the legal representative of [name of the company], with Legal venue at \_\_\_\_\_ and Operational venue at \_\_\_\_\_ and registered with number \_\_\_\_\_ at the Chamber of Commerce of \_\_\_\_\_ ,

hereby express the interest to participate in the INVESTINFISH pilot action in order to receive a technical feasibility analysis and one innovation plan to develop innovative and R&D-based solutions to boost the competitiveness.

I confirm that the Company I represent owns the eligibility criteria stated at art. 4 of the Announcement and:

- respond to the requirements of a a small and medium-sized enterprise (SME)
- is registered to the Chamber of Commerce under the commercial code referred to production / processing / commercialization within the fishery and aquaculture sector
- has one registered operational venue within [name of the region] region

Please, briefly describe below the company profile (organization, market sector and main products, number of employees, main infrastructure and facilities, certifications etc...):

- Main production: .....
- Annual turnover: .....
- Number of employees: .....
- Main existing infrastructure and facilities: .....

Please, tick below the main areas regarding your production process where the need for Innovation is most felt:

- Leftovers
- By-products (second raw material/circular economy)
- Waste and waste disposal
- Pollution (engines consumption/efficiency, renewable sources of energy, plastic in the sea)

- Quality of aquaculture products (virus resistance, water oxygenation, etc..)
- New materials (ecologic materials for the nets and the bags used)
- New eco-friendly technologies for fresh-water aquaculture and marine-culture
- Packaging
- New management system for companies
- Improvement of accessibility and connectivity
- Logistic management system
- Improvement of consumer perception and awareness
- Market expansion (national/international level)
- Digitalization (Industry 4.0)
- Coastal/lagoon dredging
- Others  
(describe) \_\_\_\_\_

Do you have in mind a specific novelties that shall be assessed by the expert team in the frame of the technology transfer service?

Upon my request to participate in the collaborative & open innovation environment in the frame of INVESTINFISH PROJECT, I accept all the provisions included in the announcement and – in case of selection - I commit myself to cooperate proactively with the [name of the partner] and the expert group for the successful implementation of the project.

.....  
Signature

.....  
Name of the signing person

.....  
Date and place

.....  
Official print

Attachment: One valid ID document of the signatory person



## Annex B – Exclusion criteria applicable for participation of the companies in the soft tender promoted in the frame of INVESTINFISH PROJECT (code 10042901) financed by INTERREG IT\_HR Programme 2014-2020

1. Candidates or tenderers shall be excluded from participation in the soft tender “Public announcement for the recruitment of 8 companies operating in the fishery and aquaculture sector that are willing to receive experts support for investment in innovation and to adopt an innovative multi-open partnership approach with their business” if:
  - (a) *they are bankrupt or being wound up, are having their affairs administered by the courts, have entered into an arrangement with creditors, have suspended business activities, are the subject of proceedings concerning those matters, or are in any analogous situation arising from a similar procedure provided for in national legislation or regulations;*
  - (b) *they or persons having powers of representation, decision making or control over them have been convicted of an offence concerning their professional conduct by a judgment of a competent authority of a Member State which has the force of res judicata;*
  - (c) *they have been guilty of grave professional misconduct proven by any means which the contracting authority can justify including by decisions of the EIB and international organisations;*
  - (d) *they are not in compliance with their obligations relating to the payment of social security contributions or the payment of taxes in accordance with the legal provisions of the country in which they are established or with those of the country of the contracting authority or those of the country where the contract is to be performed;*
  - (e) *they or persons having powers of representation, decision making or control over them have been the subject of a judgment which has the force of res judicata for fraud, corruption, involvement in a criminal organisation, money laundering or any other illegal activity, where such illegal activity is detrimental to the Union's financial interests;*
  - (f) *they are subject to an administrative penalty referred to the next article 2.*

### *Exclusion criteria applicable to awards*

2. A contract shall not be awarded to candidates or tenderers who, during the procurement procedure for that contract:
  - (a) are subject to a conflict of interests;
  - (b) are guilty of misrepresenting the information required by the contracting authority as a condition of participation in the procurement procedure or fail to supply that information;
  - (c) find themselves in one of the situations of exclusion, referred to in previous Article 1, for the procurement procedure.