

WP4 - Deliverable.4.2.2 - LOCAL-BASED OPEN SELECTION & ASSESSMENT OF CANDIDATES

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TABLE OF ACRONYMS

T2i	Technology Transfer and Innovation S.c.a.r.l.
IDA	Istrian Development Agency Ltd.
AGRRA	Agencija Za Ruralni Razvoj Zadrske Županije
INVESTNFISH	Boosting INVESTments in Innovation of SMEs along the entire FISHery and aquaculture value chain
F&A	Fisheries&Aquaculture
FLAG	Fish Location Action Groups

EXECUTIVE SUMMARY

The purpose of this document is to summarize the strategy adopted by each partner for the publication of the open call for F&A companies that are recipients of technology transfer activities.

In addition, some partners have indicated the methodology used for the recruitment of experts who will assist companies in the creation of innovative projects.

During the second semester of the project t2i as LP distributed to the partners a joint open tender scheme with the joint methodology to select companies and innovation experts (WP4 – Deliverables 4.2.1 – 4.2.2.). Each partner translated the text into the national language and published it according to their own corporate policies and followed a selection process.

Some partners have already completed the selection of the companies at this stage, others are still in the selection phase. Each partner has been provided with a table to be filled in with the information entering the selection methodology.

Partner name	
Overview of the methodology	-
Launch of the call for selection – how the call has been launched?	-
Dates – Period of time	-
Channels to get in contact with SMEs and experts	-
First results	-
Other notes	-

Moreover, some partners have included in a following table the companies already selected, indicating the company name, the project title and the innovation domain.

Name of the Organization	Title of the project	Innovation Domain
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LOCAL-BASED OPEN SELECTION – LP - T2I

Partner name	T2i – technology transfer and innovation
<p>Overview of the methodology</p>	<p>T2i has created a joint open tender scheme shared with the other PPs as common scheme on which to build their open tender.</p> <p>By t2i the call has been translated into Italian and two different formats for companies and for experts have been created.</p> <p>A selection notice has been created for companies in the F&A sectors, fish processing and fish trade sectors. The call was also extended to other ATECO codes as long as the innovative project brings a benefit to the entire supply chain.</p> <p>For experts, a selective procedure has been published in the "Notices and Calls" section of the company website for the assignment of consultancy activities.</p>
<p>Launch of the call for selection – how the call has been launched?</p>	<p>The calls have been launched through t2i website and t2i social networks:</p> <p>Open selection for companies: http://www.t2i.it/events/event/selezione-di-aziende-del-settore-ittico-per-il-sostegno-allo-sviluppo-di-progetti-innovativi/ https://www.facebook.com/t2iscarl/</p> <p>Call for experts: http://www.t2i.it/documents/ID356_avviso%20investinfish.pdf The call for companies has been launched also through the Investinfish website: https://www.italy-croatia.eu/web/investinfish/-/opportunity-of-innovation-for-the-fish-companies and through local and regional newspapers</p>

	as “Il Resto del Carlino” and “Il Gazzettino Venezia Mestre” http://www.t2i.it/wp-content/uploads/2020/07/gazzettinoVE-4lug20.pdf .
Dates – Period of time	The public call for companies has been published at the first time on February 24 th with deadline April 3 rd The call has been extended to August because only two companies demonstrated their interest.
Channels to get in contact with SMEs and experts	<ul style="list-style-type: none"> • News in T2i website • Newsletters of t2i sending with the info about the Investinfish project and the call • 1-to-1 emails sent to more than 50 companies in F&A sector • Posts in Facebook and LinkedIn • Articles in local and regional newspapers • Phone contacts
First results	At this stage, t2i received some applications and selected two SMEs that already start their project. The call is still open and collection of applications is in progress.
Other notes	-

Name of the Organization	Title of the project	Innovation Domain
O.P. Bivalvia	I PescaOri and the digital communicaton	Market improvement: Improvement of consumers’ perception Market expansion Improvement of digital communication

Bierreti Srl	The efficiency of logistic for Berreti	Sustainability: efficiency of transporting fish products
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LOCAL-BASED OPEN SELECTION – PP1 - Sviluppo Marche Srl

Partner name	SVIM srl – Sviluppo Marche (ITALY)
<p>Overview of the methodology</p>	<p>The methodology adopted followed the following main steps:</p> <ul style="list-style-type: none"> -adaptation of the template of the call given by the LP to the needs and obligations of SVIM srl. In particular the Call for SMEs was structured so that the MSMEs would receive the Service by the Expert but the money would be transferred directly to the Expert. - the expert call for the support of MSMEs was structured in terms of shortlist based on the specific competences and experiences of the experts in the sectoral areas identified -in formal terms the commitment has been structured as a Three Party Contract binding the MSME, the Expert and SVIM srl as the entity guaranteeing the payment to the Expert and the compliance with all the norms foreseen both at national and EU level.
<p>Launch of the call for selection – how the call has been launched?</p>	<p>The call has been launched on 11th March 2020 and has remained opened for applications until 10th May 2020. It has been advertised through SVIM srl website (https://www.svim.eu/notizie/451-investinish-sintesi-in-italiano), but also through Social Media and realizing an ad hoc SPOT that has run on ETV Marche and also through written recalls on ETVMarche website.</p> <p>There has also been a spread of the call via e-mail through a selected database of contacts and also through Marche Region public officers.</p>

	<p>Both English and Italian language has been used to diffuse the call, given the potential candidates background.</p> <p>Before the publishing of the call, in December 2019, the announcement was also made during sectoral meetings at Marche Region.</p>
Dates – Period of time	11 th March 2020 - 10 th May 2020.
Channels to get in contact with SMEs and experts	<p>The MSMEs have been contacted through dedicated channels: Chambers of Commerce, Fishermen Associations and Cooperatives and through existing databases gained through previous EU projects experiences).</p> <p>The experts have been contacted through previous existing Databases at SVIM and through the spreading as described above.</p>
First results	<p>The calls for both MSMEs and Experts have been closed in due time with no need to reopen them.</p> <p>A shortlist of candidates has been published on SVIM srl website and the 8 enterprises have been selected between 12 applications received</p>
Other notes	<p>We find very important in this Phase to add here below the list of the MSMEs selected and the areas of intervention of their innovation projects.</p> <p>We would ask the LP to ask also the other partners to fill in the same recapitulative table so that the whole picture of the selected and approved project will help the development of the Deliverable 4.3.3</p>

Name of the Organization	Title of the project	Innovation Domain
ANNANUOVA SNC	TRAP-LED project	Other: New Technology for fishing with traps
BASILI MARCO	MED-USE	New production layout: New materials Sustainability: Reuse of leftovers and circular economy
CAMPOFILONI WLADIMIRO	DEVELOPMENT OF AN E-COMMERCE SALES CHANNEL FOR BUSINESS TO BUSINESS AND BUSINESS TO CONSUMER TYPES	Market improvement: Improvement of consumers' perception Market expansion and e-commerce Innovative traceability systems
ALTAGAMMA SRL	Adriatic Olive	Market improvement: Market expansion and e-commerce
GASPARRI&NICOLINI SNC	LA COZZA DEL CONERO MARKET DEVELOPMENT	Market improvement: Improvement of consumers' perception Market expansion and e-commerce
CAGJ SRLS	VITALISE-innovative digiTal sAlEs channels for fiSheriEs	Market improvement: Market expansion and e-commerce Innovative traceability systems
ITTICA DEL CONERO Società Cooperativa	ITTICA DEL CONERO E-COMMERCE	Market improvement: Improvement of consumers' perception Market expansion and e-commerce
ALTAMAREA SRL	Miglioramento della conoscenza dei prodotti di Acquacoltura (Mitili e Ostriche)	Market improvement: Improvement of consumers' perception

LOCAL-BASED OPEN SELECTION – PP2– DARE PUGLIA

Partner name	DARE – DISTRETTO AGROALIMENTARE REGIONALE - ITALIA
Overview of the methodology	<p>To identify the 8 (4+4) SMEs that will actively participate at the pilot activities of the Project, DARE Puglia adopted the following methodology:</p> <ol style="list-style-type: none"> 1. Both internal staff and external experts (Team) analyzed the templates drafted and provided by the Lead Partner. 2. The Team made some small integrations in art.4 (Requirements for Participation) by introducing some criteria according to Italian Law and in art.5 (Submission procedure) to clear the aspect related to validity of the transmission of the certified e-mail message. 3. The Open Call has been translated in Italian to facilitate the interaction with the targeted stakeholders. 4. The Open Call has been analyzed and approved by the Managing Board of DARE Puglia. 5. The Open Call has been published on DARE Website, Social Media and some presentations of the call has been organized. <p>Regarding the selection procedure of the experts that will support the 8 SMEs during pilot activities, DARE Puglia adopted the following path:</p> <ol style="list-style-type: none"> 1. The first step has been the selection of one Technical Assistance that is dealing with the overall coordination of the project included the pilot process; 2. Then n.2 cross-cutting experts have been selected: one Innovation Manager and one Business Analyst. These two experts will

	<p>collaborate in the selection procedure and will perform the initial technological and business assessment of the pilot SMEs.</p> <p>3. At the end of this process, the innovation needs of the companies will be highlighted and then specific domain experts will be selected.</p>
Launch of the call for selection – how the call has been launched?	<p>The call was launched on 29.06.2020 and the initial deadline was on 22.07.2020, then two postponements have been defined, respectively on 29.07.2020 and 21.09.2020.</p> <p>The call has been launched through:</p> <ul style="list-style-type: none"> • the official Project website (www.italy-croatia.eu/investinfish), • the official DARe website (https://www.darepuglia.it/it/?p=4957&lang=it) • DARe’s Facebook page (https://www.facebook.com/pg/darepuglia/posts/?ref=page_internal).
Dates – Period of time	29 June 2020 - 21 September 2020
Channels to get in contact with SMEs and experts	<p>The channels to get in contact with SMEs and experts are:</p> <ul style="list-style-type: none"> - DARe website - DARe Facebook page - Direct contacts with DARe’s network companies - INVESTINFISH project Facebook page - INVESTINFISH project website
First results	At this stage, DARe received some applications, but the call is still open until 21.09.2020, so the evaluation procedure has not been started yet.
Other notes	SMEs showed their interest about this innovation process. At the same time, it is important to highlight that has been observed as Aquaculture sector is more receptive and collaborative than Fishery.

LOCAL-BASED OPEN SELECTION – PP3 – PUNTO CONFINDUSTRIA SRL

Partner name	Punto Confindustria srl
Overview of the methodology	We shared the text with the LP
Launch of the call for selection – how the call has been launched?	The call for companies has been launched by mail to potential interested companies and published in the website of Punto Confindustria. The call for expert it's not published yet (we'll soon publish it)
Dates – Period of time	The call for companies opened in February 2020 and It is still opened (various extensions during the months)
Channels to get in contact with SMEs and experts	Besides the publication and the emails, we contacted the companies of the local fish district by phone
First results	Due to the pandemic crisis Covid-19 it has been very hard to have some response from the companies. At the moment we have only 3 interested companies. We will continue during next weeks the callings by phone.
Other notes	-

LOCAL-BASED OPEN SELECTION – PP4 – IDA

Partner name	Istrian Development Agency – IDA(PP4)
<p>Overview of the methodology</p>	<p>The methodology adopted followed the following main steps:</p> <ul style="list-style-type: none"> -adaptation of the template of the call given by the LP to the needs and obligations of IDA Ltd. In particular the Call for SMEs was structured so that the SMEs would receive the Service by the Expert but the money would be transferred directly to the Expert. - the expert call for the support of SMEs was structured in terms of shortlist based on the specific competences and experiences of the experts in the sectoral areas identified -in formal terms the commitment has been structured as a Three-Party Contract binding the SME, the Expert and IDA Ltd. as the entity guaranteeing the payment to the Expert and the compliance with all the norms foreseen both at national and EU level.
<p>Launch of the call for selection – how the call has been launched?</p>	<p>The call has been launched through the official website of IDA; https://ida.hr/hr/tn/novosti-481/detail/2303/javni-poziv-mikro-malim-i-srednjim-poduzecima-iz-sektora-ribarstva-i-akvakulture/ official website of the project https://www.italy-croatia.eu/web/investinfish; IDA’s Facebook page (https://hr.facebook.com/IstarskaRazvojnaAgencija/) and the Facebook page of the project - https://www.facebook.com/investinfishproject/</p>

	<p>We also advertised the Call through regional Chamber of Commerce and Chamber of Trades and Crafts.</p> <p>Also, the call was published on other relevant sites like Fisheries local action group / FLAG; https://hr-hr.facebook.com/LAGURlstarskisvoj/ https://www.facebook.com/FLAGPINNANOILIS/ https://hr-hr.facebook.com/pages/category/Community-Organization/LAGUR-FLAG-Alba-168799826853070/</p> <p><u>It was also presented during the workshop of the project ITACA (Italy-Croatia CBC Programme), who tackles the competitiveness of Adriatic fisheries sector, fostering the introduction of blue innovation and improving the sustainability of catch activities. The workshop was held on 30. June 2020. in Pazin (Region of Istria) and it was good opportunity to discuss the call of project INVESTINFISH and present it main activities since one of the attendees was also Ministry of Agriculture, Fisheries and Rural Development.</u></p>
<p>Dates – Period of time</p>	<p>A public call has been published on June 8th 2020 and the first deadline was July 8th. The public call has been extended to August 31st as we had some last-minute interest from several companies who were not able to submit the documentation until the first deadline and the lack of the interest during the first deadline and low number of companies that have applied.</p>

<p>Channels to get in contact with SMEs and experts</p>	<p>The SMEs have been contacted through dedicated channels: Chambers of Commerce, Chamber of Trades and Crafts, Fishermen Associations and Cooperatives and through existing databases gained through previous EU projects experiences and private contacts data base we have in the Agency.</p> <p>Also some of the of the companies have been contacted during the previous project activities(workshops) and informed about the upcoming Call.</p> <p>We also advertised the Call through our official website and Facebook page.</p> <p>The experts have been contacted thought public procurement call that was published on August 8th 2020. respecting the rules of national public procurement on the Electronic Public Procurement Notice of the Republic of Croatia https://eojn.nn.hr/Oglasnik/ where all potential bidders can view the announcements of simple procurements and download the documentation.</p>
<p>First results</p>	<p>The calls for both SMEs and Experts have been closed in due time with no need to reopen them. The first results of the Public call for SMEs are the applications of 8 SMEs and for experts we had 2 offers with 6 experts' in total; 3 experts from one bidder and 3 experts from other bidder, they cover different fields and needs of SMEs.</p> <p>Offers were evaluated and additional questions for experts were sent thought the electronic system. They provided additional information that was requested. Evaluation was finalized and selected experts that have more experience. Some national public procurement obligations</p>

	still need to be conducted but selected experts will start with their work shortly.
Other notes	Adding here below the list of the SMEs selected and the areas of intervention of their innovation projects.

Name of the Organization	Innovation Domain
MILENA d.o.o	Sustainability: Reuse of leftovers and circular economy New production layout Packaging Market improvement: New management system for companies Improvement of consumer perception and awareness Market expansion (national/international level)
OBRT BONACA	Sustainability: Reuse of leftovers and circular economy Waste and waste disposal Market improvement: Improvement of consumers' perception Market expansion and e-commerce
Ribarska zadruga Istra	Sustainability: Waste and waste disposal Leftovers Market improvement: New management system for companies Market expansion and e-commerce
S.I.C.d.o.o	Sustainability:

	<p>Waste and waste disposal Pollution (engines consumption/efficiency, renewable sources of energy, plastic in the sea) New production layout New materials (ecologic materials for the nets and the bags used) Packaging Market improvement: Improvement of consumers' perception Market expansion and e-commerce</p>
Obrt za morsko ribarstvo	<p>Sustainability: Leftovers New production layout New materials (ecologic materials for the nets and the bags used) Market improvement: Improvement of consumers' perception</p>
OLI MARE d.o.o.	<p>Sustainability: New eco-friendly technologies for fresh-water aquaculture and marine-culture Market improvement: Improvement of consumers' perception Market expansion and e-commerce</p>
ISTRIDA d. o. o.	<p>Sustainability: Reuse of leftovers and circular economy New eco-friendly technologies for fresh-water aquaculture and marine-culture Market improvement: Improvement of consumers' perception Market expansion and e-commerce</p>
ŠTINJANKA OBRT ZA RIBARSTVO I PRIJEVOZ	<p>Market improvement: Improvement of consumers' perception Market expansion and e-commerce</p>

LOCAL-BASED OPEN SELECTION – PP5 – AGRRA

Partner name	Zadar County Rural Development Agency – AGRRA
Overview of the methodology	<p>AGRRA used the scheme of the Call which was made by the partnership and translated it into Croatian. Before publishing, we sent it to an external consultant/expert to check it and to give us some inputs on how to best adapt it to our regional and national needs. The expert checked the whole scheme and gave us some inputs to follow in the Call. Mainly, the inputs concerned:</p> <ul style="list-style-type: none"> - the need to follow national and European law on public procurement - the need to define better objective criteria of assessment of the SMEs - the need to add some more criteria in the selection of the companies in order to facilitate the selection process - the need to request some more financial documents from the companies in order to facilitate the selection process - the need to change some wording in the Call in order to allow its' better understanding <p>Following the inputs by the external expert, we adapted the Call and published it.</p>
Launch of the call for selection – how the call has been launched?	<p>The call has been launched through the official AGRRA's website in the Call section (http://www.agrra.hr/natjecaj/default/43).</p> <p>Immediately after the publication of the Call, we published it on the Project website (www.italy-croatia.eu/investinfish), the official AGRRA website (http://www.agrra.hr/novost/default/250) and AGRRA's Facebook page (https://www.facebook.com/Agencija-za-ruralni-razvoj-Zadarske-%C5%BEupanije-AGRRA-577951925714481/?eid=ARAK-CAC0abxcUk5izwPB58Wzs45kRrhGzLvXALZDkGIbdUxlcA6hYb9ocX5cdcah4LLELLDNXhdgreg).</p> <p>We also advertised the Call through local and regional newspapers, both in printed and on-line versions.</p>

Dates – Period of time	<p>The Call has been published on July 13th and the first deadline for application was August 7th.</p> <p>Following the first deadline, the Call has been extended to August 17th as we had some interest from several companies who were not able to submit the documentation respecting the first deadline.</p>
Channels to get in contact with SMEs and experts	<p>Our team contacted potentially interested SMEs based on their private contacts and data base we have in the Agency. Most of the companies have been contacted during the previous project activities and informed about the upcoming Call, especially during the Blue Innovation Lab we had in December 2019.</p> <p>The announcement of the Call was also made in the previous press releases when we promoted the project and its main activities.</p> <p>Also, we advertised the Call through our official websites and local and regional media, in printed and virtual versions of newspapers. You can find some of the articles here below:</p> <p>https://www.zadarska-zupanija.hr/novosti/item/2474-agencija-za-ruralni-razvoj-zadarske-%C5%BEupanije-%E2%80%93-agra-pove%C4%87ava-inovacijsku-sposobnost-poduze%C4%87a-u-sektoru-ribarstva-i-akvakulture</p> <p>https://www.lagurtrimora.hr/aktualno/javni-poziv-za-inovacije-u-sektoru-ribarstva-i-akvakulture-u-okviru-projekta-investinfish</p> <p>https://ezadar.net.hr/dogadaji/3851660/agencija-za-ruralni-razvoj-zadarske-zupanije-povecava-inovacijsku-sposobnost-poduzeca-u-sektoru-ribarstva-i-akvakulture/</p> <p>https://www.zadra.hr/hr/natje%C4%8Daji-i-javni-pozivi/2901-javni-poziv-mikro,-malim-i-srednjim-poduze%C4%87ima-iz-sektora-ribarstva-i-akvakulture</p> <p>https://zadarski.slobodnadalmacija.hr/zadar/tribina/mikro-mala-i-srednja-poduzeca-iz-sektora-ribarstva-i-akvakulture-mogu-dobiti-novce-ako-u-svoje-poslovanje-vedu-inovativnost-evo-i-kako-1032594</p> <p>https://morski.hr/2020/07/16/javni-poziv-za-poduzeca-iz-sektora-ribarstva-i-akvakulture/</p> <p>https://www.zadarskilist.hr/clanci/10082020/inovativni-koncepti-agra-produljila-rok-natjecaja-za-pomoc-ribarima</p> <p>http://www.057info.hr/gospodarstvo/2020-07-15/poziv-za-poduzeca-iz-sektora-ribarstva-i-akvakulture</p> <p>https://m.facebook.com/lagurtrimora/posts/1282239728650381</p>

First results	<p>The first results of the Public call are the applications of 12 SMEs. We are currently in contact with the companies to deliver some additional information and complementary documentation which they were not able to deliver on time. It is expected that the external evaluation process of all received applications will start the first week of September. Out of 12 applications, we will select 8 companies and start the piloting immediately after the knowledge providers' selection.</p>
Other notes	-