

WP4 – Deliverable 4.3.1

Matchmaking analysis to combine project advanced technologies and financing schemes with actual/real companies' requirements

Deliverable Number D.4.3.1

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Project Acronym	INVESTINFISH
Project ID Number	10042901
Project Title	Boosting INVESTments in INnovation of SMEs along the entire FISHerY and aquaculture value chain
Priority Axis	1 – Blue innovation
Specific objective	1.1 – Enhance the framework conditions for innovation in the relevant sectors of the blue economy within the cooperation area
Work Package Number	4
Work Package Title	Testing innovative solutions and assessing effectiveness
Activity Number	4.3
Activity Title	Providing SMEs with a roadmap to innovation instruments and services
Partner in charge	LP – T2i
Contribution by	All Partners
Partners involved	All Partners
Status	Final
Distribution	Private

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EXECUTIVE SUMMARY

This document presents the results of the matchmaking between pilot cases and experts. The matchmaking was carried out by each partner in charge of the pilot case. Pilot cases and expert selection were in fact selected separately in each region based on local selection processes and tenders based on the joint schemes defined in D.4.2.1 and D.4.2.2.

INVESTINFISH PROJECT

INVESTINFISH - “Boosting INVESTments in INnovation of SMEs along the entire FISHerY and aquaculture value chain” is a project funded by the Italy – Croatia CBC Programme under the Priority Axis 1 “Blue Innovation”, Specific Objective 1.1 (S.O.1.1) “Enhance the framework conditions for innovation in the relevant sectors of the blue economy within the cooperation area”.

INVESTINFISH sees the cooperation of n. 6 Partners from 5 Different Regions: T2I (LP – Italy – Veneto), Sviluppo Marche (PP1 – Italy – Marche), D.A.Re. Puglia (PP2 – Italy – Puglia), Punto Confindustria (PP3 – Italy – Veneto), Istrian Development Agency (PP4 – Croatia – Istria), Zadar County Rural Development Agency (PP5 – Croatia – Zadar).

INVESTINFISH main objective is strengthening of competitiveness of F&A production system through promotion of investment programs aimed at acquisition of innovation services. INVESTINFISH implements pilot actions providing some IT-HR F&A SMEs with a roadmap to innovation instruments & services, boosting creation of marketable innovative products and/or processes that will improve the SMEs potential market positioning.

Expected benefits for enterprises are: accelerate time to market, increase linkages with innovators, increase F&A enterprises R&D expenditures in new & greener components/technologies/services, to boost HR-IT competitiveness. INVESTINFISH intends also to offer to the F&A sector to substitute the value chain concept with value network, proposing a shift from traditional value chains towards more collaborative value networks.

MATCHMAKING RESULTS

The following table presents the results of the matchmaking between pilot cases and experts. The matchmaking was carried out by each partner in charge of the pilot case. Pilot cases and expert selection were in fact selected separately in each region based on local selection processes and tenders based on the joint schemes defined in D.4.2.1 and D.4.2.2.

Name of the ENTERPRISE	Topic of the pilot case	Name of the EXPERT assigned to the Enterprise	PP
O.P. Bivalvia	Digital communicaton	Andrea Rosini	t2i
Bierreti Srl	Logistics efficiency	Erika Francescon	t2i
Co.Ge.Vo Venezia	Innovative and sustainable materials	Erika Francescon	t2i
Co.Ge.Vo Chioggia	Innovative and sustainable materials	Erika Francescon	t2i
Pharos	Digitalization for the internazionalization	Andrea Rosini	t2i
Ittica Gesia srl	A new sustainable perspective	Fabrizio Gallian	t2i
Ferr-Ittica	Re-using waste	Fabrizio Gallian	t2i
c.m.l. srl (Be Compost)	Studying a more efficient packaging for fish products	Fabrizio Gallian	t2i
FT srl	Efficency in transporting fish products	Fabrizio Gallian	t2i

GASPARRI E NICOLINI S.N.C. SOCIETA' AGRICOLA (LA COZZA DEL CONERO)	Mussel Acquaculture	Andrea Rosini – Differens Srl	SVIM
Ittica del Conero	Marketing of fish products	Andrea Rosini – Differens Srl	SVIM
CAGJ SOCIETA' A RESPONSABILITA' LIMITATA SEMPLIFICATA	BLUE ECONOMY SECTOR / FISHERIES	GIORGIO GUIDI	SVIM
BASILI MARCO	SMALL SCALE FISHERY	EMANUELE TROLI - BLU MARINE SERVICE	SVIM
M/B ANNA NUOVA SNC DI D'ANGELO G. & C	Coastal fishery- Small scale fishery	Emanuele Troli – Blu Marine Service	SVIM
Alta Marea srl	Market improvement mussel farming	Dott. Ugo Pazzi	SVIM
WLADIMIRO CAMPOFILONI	FISHING	FRANCESCO PETTA	SVIM
Altagamma S.r.l.	Agri-food	Solve S.r.l.	SVIM
Consorzio Cooperative Pescatori del Polesine Organizzazione Produttori	Multidisciplinary table to analyze the causes of the reduction of wild juveniles and identify solutions to compensate for these losses	EURIS srl	Punto Confindustria
COOPERATIVA PESCATORI ROSOLINA	Evaluating the development of a real environmental management system in order to request an	EURIS srl	Punto Confindustria

	environmental certification		
COOPERATIVA PESCATORI ROSOLINA	Performance and energy improvement on the water supply system in mollusc breeding	EURIS srl	Punto Confindustria
Consorzio Molluschicoltori Veneti	Analysis of the company's ability to manage associated risks to the introduction of innovation in the corporate layout	EURIS srl	Punto Confindustria
Rosolina Cooperative	aquaculture	Inn. Impresa, Maurizio Scabbia, Nicola Tiozzo	Punto Confindustria
Consorzio Cooperative Pescatori del Polesine Organizzazione Produttori	aquaculture	Inn. Impresa, Maurizio Scabbia, Nicola Tiozzo	Punto Confindustria
Consorzio Molluschicoltori Veneti o.p, Adriatica del delta soc. Agricola, Consorzio delta nord, Cooperativa ittica del delta soc. Cooperativa, Delta mar societa' agricola, Terra nostra cooperativa cooperativa sociale, Viva societa' cooperativa	bivalve aquaculture	Borghesan Fabio, Pessa Giuseppe, Innimpresa	Punto Confindustria

S.I.C. d.o.o	aquaculture	SENSUM d.o.o	IDA
Ruža	aquaculture	SENSUM d.o.o	IDA
Fishing cooperative Istra (Ribarska zadruga Istra)	aquaculture	SENSUM d.o.o	IDA
OLI MARE d.o.o.	aquaculture	SENSUM d.o.o	IDA
Milena d.o.o.	aquaculture	SENSUM d.o.o	IDA
Bonaca	aquaculture	SENSUM d.o.o	IDA
Levan	aquaculture	SENSUM d.o.o	IDA
Istrida d.o.o.	aquaculture	SENSUM d.o.o	IDA
Akvakultura Ltd.	Marine aquaculture	Miletić Consult, Ante Miletić	AGGRA
Vele Mare Ltd.	Marine aquaculture	Unicitas Ltd; Siniša Bujan	AGGRA
ŠKRAPA, MARINE AQUACULTURE	Marine aquaculture	University of Zadar	AGGRA
SEASUN, trade for marine aquaculture	Marine aquaculture	FUSIO Ltd	AGGRA
PIDOĆA, trade for a bivalves farming	Marine aquaculture	University of Zadar	AGGRA
MARIKOMERC Ltd.	Marine aquaculture	NOACK Ltd.	AGGRA
KALI TUNA Ltd.	Marine aquaculture	Vet vision Ltd.	AGGRA