

## D.2.5.1 Dissemination events at local level (Croatia)

### WP 2 - Communication activities

**Dates:**

1<sup>st</sup> event: 21/07/2021, Faculty of Civil Engineering, Architecture and Geodesy in Split

2<sup>nd</sup> event: 10/09/2021, SplitTech conference at Bluesun Hotel Elaphusa, Bol

3<sup>rd</sup> event: 11/06/2022, H.L. Dvorac d.o.o., Maslinica

**Minute – takers:** H.L. DVORAC Ltd., RERA S.D. and Faculty of Civil Engineering, Architecture and Geodesy in Split



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## 1. Project presentation

### 1.1 Project description

Martinis Marchi Marina through the DEEP-SEA project procured the Electric charging stations (ECS) for boats/vessels, which included the purchase of a freestanding charging device for boats with two connection points and rated power 2x22 kW (3-phase, 400 V/ 32 A/50 Hz, with connection version type 2. Moreover, it included the purchase of a kit with equipment for monitoring, preparatory works, and excavation of the cable duct for laying power cables. Furthermore, Electric charging stations (ECS) for cars included the purchase of freestanding charging devices for cars. More specifically, charging devices with two connection points and rated power 2x22 kW (3-phase, 400 V/32 A/50 Hz, with connection version type 2). Also, included the purchase of a kit with equipment and software for monitoring devices, preparatory works, excavation of the cable duct for laying power cables, and marking parking places for parking electric cars along with sign installation. Moreover, E-mobility & sharing services included both infrastructural works and the purchase of an electric car and six electric bicycles for renting. The infrastructural works implied the installation of the system for charging six electric bicycles, preparatory construction works, and excavation of the cable duct for laying power cables, setting up and parameterizing the e-bike system, connecting to a local LAN, and establishing software control over the operation of the station. Finally, the Microgrid system included 42 photovoltaic (single crystal) panels equipped with connecting cables (1600x990x40 mm with rated power min. 320 Wp). Construction works included preparatory work, excavations, finishing work, and purchase of small building materials and supplies. Regarding the financial elements that have been considered, a simplified cost-benefit and multiple correspondences (MCA), and ROI analysis have been conducted for comparing actions in which rough financial and economic flow estimates were used to calculate financial and economic performance indicators. The total investment referred to above-mentioned four procurement activities (ECS for boats, ECS for cars, E-mobility and sharing services, and Microgrid system), was 100,000 EUR. The investment was 85% financed by European Structural and Investment Fund (ESIF), more specifically European Regional Development Fund (ERDF), and 15% was financed by Marina itself.

## 2. Communication activities

### 2.1 First local event

Project partner H.L. DVORAC Ltd. in collaboration with the Project Partners - Public Institution RERA S.D. and Faculty of Civil Engineering, Architecture and Geodesy in Split has organized the first local dissemination event of the DEEP-SEA Project in Split-Dalmatia County. The local event was held on Friday, 23<sup>rd</sup> of July 2021. at the premises of the Faculty of Civil Engineering, Architecture and Geodesy in Split. The main goal of the event was to disseminate the main Project results, as well as to encourage knowledge and experience exchange among a wider range of stakeholders.

The first dissemination event began with an introductory greeting, given by Assoc. Prof. Nikša Jajac, Ph.D., Dean of the Faculty of Civil Engineering, Architecture and Geodesy. The introductory greeting was focused on general information of the DEEP-SEA Project, its main goals and activities. The introductory greeting was followed by lecture held by Mr. Ivan Kuret, MScCE, representative of the Project Partner H.L. DVORAC Ltd. The main topic of lecture was innovative electrical solutions in the field of sustainable mobility, showcasing the Project pilot action carried out in Marina Martinis Marchi in Maslinica. The lecturer, Mr. Ivan Kuret emphasized that the pilot action implementation is in progress and includes the procurement of electric bicycles and an electric vehicle; installation of electric charging stations for e-vehicles and e-boats, installation of bicycle racks with a charging system and rental software, and installation of a micro-grid system.

## 2.2 Pictures of the first local event



Picture 1 – Mr. Ivan Kuret, lecture on innovative electrical solutions in the field of sustainable mobility



Picture 2 – Social gathering with participants

### 2.3 Conclusion of the first local event

Following the lectures, a brief discussion was held. At the end of the event, Mr. Ivan Kuret highlighted that the development of innovative environmentally sustainable mobility services, together with integrated management, cooperation, and networking, represents a ground for the establishment of sustainable green marinas and their transformation into environmentally friendly and energy-efficient systems.

### 2.4 Second local event

Project partner H.L. DVORAC Ltd. in collaboration with the Project Partner - Public Institution RERA S.D. has organized the second local dissemination event. The local event was held on Friday, September 10<sup>th</sup>, 2021, as a part of the international SplitTech conference, held in Bluesun Hotel Elaphusa, Bol. It gathered 11 stakeholders from various fields of work - representatives of local, regional, and national public authorities, universities and research institutes, as well as experts in the area of innovation and technology development. The main goal of the dissemination event was to present the Project, its main goals and results, as well as to encourage knowledge and experience exchange among a wider range of stakeholders in order to increase their knowledge, change behaviour, and raise awareness towards energy efficient and sustainable mobility.

The second local dissemination event began with an introductory greeting, given by the representative of the Project Partner H.L. DVORAC Ltd. - Mr. Ivan Kuret, MScCE. The introduction was followed by Mr. Ivan Kuret's brief presentation of the Project, and its main objectives, the Transnational cooperation Programme, involved Project Partners, the Project duration, budget, the Project work packages, and related activities. The following lecture was also held by Mr. Ivan Kuret. The focus of the lecture was innovative electrical solutions in the field of sustainable mobility, demonstrating the Project pilot action carried out in Marina Martinis Marchi in Maslinica. The lecturer highlighted, that the pilot action implementation is in progress, and includes the procurement of electric bicycles and an electric vehicle; installation of electric charging stations for e-vehicles and e-boats, installation of bicycle racks with a charging system, and rental software, and installation of a micro-grid system.



## 2.5 Pictures of the second local event



Picture 3 - Mr. Ivan Kuret, presentation of the Project

## 2.6 Conclusion of the second local event

Following the lectures, the participants were involved in a constructive thematic discussion in order to highlight the lecture's key elements. Finally, the participants stated that they are looking forward to joining the last workshop, which will showcase the results of the Project pilot action carried out in Marina Martinis Marchi in Maslinica.

## 2.7 Third local event

Croatian project partners H.L. DVORAC d.o.o. and the Public Institution RERA S.D. organized the third local event of the DEEP-SEA project - Development of Energy Efficiency Planning and Services for the Mobility of Adriatic MARINAS.

The third project local event was held on June 11, 2022, at the premises of H.L. Dvorac d.o.o., with the aim of presenting project innovative sustainable mobility services developed in the marina Martinis Marchi in Maslinica on the island of Šolta in the field of tourism, transport, and sustainable mobility. The introductory greeting was given by Mr. Marjan Dumanić, in front of PI RERA S.D. who welcomed the participants and introduced the project DEEP SEA and presented the achieved project goals and results of project activities.



The presenting of the pilot project was followed by lecture from Mr. Jure Sladić, representative of the Project Partner H.L. DVORAC Ltd. on the topic of innovative electrical solutions in the field of sustainable mobility, showcasing the Project pilot action carried out in Marina Martinis Marchi in Maslinica. During the lecture, Mr. Jure Sladić emphasized that the pilot action implementation includes the procurement of six electric bicycles and one electric vehicle: installation of electric charging stations for e-vehicles and e-boats, installation of bicycle racks with a charging system and rental software, and installation of one micro-grid system.

## 2.8 Pictures of the third local event



Picture 4 - Mr. Marjan Dumanić, introduction of the project DEEP SEA



Picture 5 - Mr. Jure Sladić, showcasing the Project pilot in Marina Martinis Marchi



Picture 6 – Participants on Project site

## 2.9 Conclusion of the third local event

Finally, Mr. Jure Sladić concluded that the development of innovative environmentally sustainable mobility services, along with integrated management, cooperation and networking, is the basis for the establishment of sustainable green marinas and their transformation into environmentally friendly and energy efficient systems.

## D.2.5.1 Dissemination events at local level (Italy)

SYAT- “Ship & Yacht Advanced Technology for  
leisure vessels & ports solutions”

**Date:** 3-4 October 2019

**Venues:** Regional Congress Palace / Viale Italia, 2 – GRADO (GO)

**Minute – taker:** MareFVG & ARIES Venezia Giulia, supported by ALOT srl

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## Agenda – Session I

Table 1. Event Agenda: Session I – Thursday October 3rd

<b>Time</b>	<b>Speakers</b>	<b>Description</b>
10:00 – 10:30		Registration and welcome coffee
10:30 – 11:30		SYAT 2019 – opening and presentation - Welcome by the Organizers - Presentation of the maritime value chains in FVG Region
11:30 – 13:00		B2B Meetings
12:00 – 13:00	Davide Petraz, Co-managing partner at GLP  Introduction by Veronica Rui, Area Science Park	WORKSHOP #1 IPRs & Economics: quali rotte da seguire per un corretto sfruttamento dei titoli di proprietà intellettuale? (Workshop in Italian language, held in the framework of SHIPmEnTT Project)
13:00 – 14:00		Lunch Break
14:15 – 15:00	Alessandro Maccari, Head of Marine R&D at RINA Services SpA Paola Gualeni, Scientific Committee of the national Technology Cluster for Mobility Alessandro Bonvicini, Head of Design for Safety B.U. at CETENA Giuseppe Tortorici, Sales Manager VALMET	WORKSHOP #2 Human factor in ship automation
15:00 – 15:45		Pitch session #1: Innovative products for ships and yachts Radiosat Full electric propulsion Dedicated 3D printing for naval



		sector
15:45 – 16:00		SPEED SPEECH Pitchers of the Session #2 available for first contacts
16:00 – 17:30		B2B meetings
16:00 – 16:45	Luigi Bistagnino, Director of SYDERE Center at Politecnico di Torino/ECAM Lyon Engineering School	WORKSHOP #3 Circular economy: a competitive approach for SMEs (EEN event)
16:45 – 17:30	Introduction by Michele Crosatto, ARIES Stefano Milanese, Investments Director, Friulia SpA Paolo Anselmo, President of IBAN - Italian Business Angel Network Association Giorgio Candusso, Head of Regional Facilitations, MedioCredito del Friuli Venezia Giulia bank	WORKSHOP #4 Strumenti di ingegneria finanziaria per l'innovazione (Italian language)

## SYAT 2019 – opening and presentation:

Aries, an in-house company of the Chamber of Commerce Venezia Giulia and Mare FVG, a regional maritime technological cluster, welcomed the 3<sup>rd</sup> edition of SYAT – Ship & Yacht Advanced Technology, a showcase for innovative maritime technologies for passengers' mobility and related applications on vessels (leisure, cruise, ferry) and infrastructures (commercial ports and marinas).

The Friuli Venezia Giulia Region has a diverse range of maritime value chains: the main one includes the Port of Trieste, which handles a wide range of goods, and a strong shipping and logistics industry. There is also a significant marine engineering sector, marine tourism industry, and fishing and aquaculture activities along the Adriatic coast. Overall, the region's maritime value chains reflect its long history of maritime activity and strategic location at the crossroads of central and eastern Europe.

## WORKSHOP #1 IPRs & Economics: quali rotte da seguire per un corretto sfruttamento dei titoli di proprietà intellettuale? (SHIPmEnTT Project)

- Veronica Rui, Area Science Park introduces this first workshop on the routes to follow for the proper exploitation of intellectual property rights by presenting Area Science Park, a national public research institution controlled and supervised by the Italian Ministry of Universities and Research, which promotes the development of innovation processes and is partner of the the SHIPMENTT project, an INTERREG ADRION project promoting innovation and growth of companies active in sustainable maritime mobility.
- She gives the floor to Davide Petraz, Co-managing partner at GLP, who talks about various aspects of Intellectual Property Law, from counterfeiting to unfair competition and from trade secret misappropriation to employee inventions. He stresses the importance of intellectual property as an accelerator of business competitiveness, able to bring valuable insights into strategies and routes to effective protection and valorisation of intellectual property rights.

## WORKSHOP #2 Human factor in ship automation

- After lunch break, Alessandro Maccari, Head of Marine R&D at RINA Services SpA, starts the meeting about the delicate integration between ship automation and the human factor by talking about R&D in the marine sector, the development of the marine regulatory framework on fire protection & prevention, ship safety and stability, ship design & equipment, marine environment protection. At the round table also take part: Paola Gualeni, from the Scientific Committee of the national Technology Cluster for Mobility; Alessandro Bonvicini, Head of Design for Safety B.U. at CETENA and Giuseppe Tortorici, Sales Manager at Valmet Automation.
- Paola Gualeni talks about 4.0 industry in the maritime sector, comparing the points of view of ship operators and competence bearers when it comes to the introduction of new technologies in the field. She agrees with Maccari on the low national R&D investment funds allocated to the transport sector, relapsing on innovation and competitiveness rates, even though local authorities are becoming more sensitised and operative in this sense.
- Alessandro Bonvicini, Head of Design for Safety B.U. at CETENA, introduces future technologies for the optimisation of energy management on board such as the “*Shipboard Operator Smart Assistant for Safe Return to Port*”.
- Giuseppe Tortorici, Sales Manager at Valmet, closes the workshop by sharing his experience with Sales Journey, a competence development framework for the sales function and also the biggest training investment made by Valmet to reach its professionals in all geographies.

### WORKSHOP #3 Circular economy: a competitive approach for SMEs

- Luigi Bistagnino, Director of SYDERE Center at Politecnico di Torino/ECAM Lyon Engineering School, talks about evaluating the benefits of a value chain circular approach and brings methodological reflections on how each one can act in the activity it carries out in relation to the other elements (systemic approach), in order to foster the necessary evolution of current economic and production systems.

### WORKSHOP #4 Strumenti di ingegneria finanziaria per l'innovazione (NUVOLAK Project) (Workshop in Italian language, held in the framework of NUVOLAK Project)

- Michele Crosatto, ARIES, introduces the workshop by presenting the NUVOLAK Project, a bilingual entrepreneurial internet platform aimed at supporting the realisation of cross-border business opportunities.
- Stefano Milanese, Investments Director of Friulia SpA, follows with a speech about public and private instruments available to support investments in innovation, while
- Paolo Anselmo, President of IBAN - Italian Business Angel Network Association, quotes the example of the ESIL (Early Stage Investing Launchpad) initiative, which aims at fostering and increasing the angel investment market, stimulating cross-border investment opportunities, finding new deals, connecting the most relevant networks to create a tailor-made training programme for local ecosystems.
- Giorgio Candusso, Head of Regional Facilitations, MedioCredito del Friuli-Venezia Giulia bank, concludes the meeting with an overview on public guarantees and soft loans operating in the Region.

## Agenda – Session II

Table 2. Event Agenda: Session II – Friday October 4th

Time	Speakers	Description
09:30 – 10:00		Registration and welcome coffee
10:00 – 11:00	Tomislav Uroda, Icat shipyard Mali Lošinj Port Authority (tbc) Guido Piccoli, ALOT srl, interviewer	WORKSHOP #5 Sustainable mobility: the future of navigation in coastal and lagoon areas (Workshop in English language, in the framework of DEEP SEA Project)
11:15 – 12:00		Pitch session #2: Innovative solutions & products for ports and marinas - Taxi wing project - Obelis - E- Unlimited - netH2O
12:00 – 12:30		SPEED SPEECH Pitchers of the Session #3 available for first contacts
12:00 – 13:30		B2B meetings
12:15 – 13:00	Intriduction by Lorenzo Alderighi, Investment Promotion Expert at UNIDO - United Nations Industrial Development Organization Viviana Garcia Fonseca, Deputy Director of the General Division of Foreign Investments of the Ministry of Foreign Trade and Investments in Cuba – MINCEX Miguel Osmany Masso Iglesias, R&D Director at Marlin Group (Nautica y Marinas)	WORKSHOP #6 Investment opportunities in the Cuban maritime sector

13:30 – 14:30		Open Buffet
14:30 – 16:00	<p>Emilio Campana, Director, Dept. of Engineering, ICT and Technologies for Energy and Transport, CNR</p> <p>Calogero G. Burgio, Head of State property, Real estate, Environment &amp; Energy Department, Port System Authority of the North Central Tyrrhenian Sea</p> <p>Francesca Filippelli, Engineering Director Monte Carlo Yachts</p> <p>Vincenzo Galati, Director Performance Engineering Carnival Group</p> <p>Carlo Pestelli, R&amp;D Manager Marine Power Solution Wärtsilä Corporation</p> <p>Moderator: Paola Gualeni, Scientific Council of the National Technology Cluster for Sustainable Mobility "Transport Italy 2020".</p>	<p>WORKSHOP #7 Prospettive di collaborazione interregionale per la mobilità marittima per il 2021-2027 (Italian language)</p> <p>Round table: What innovative trends in the maritime sector for the next period?</p>
14:30 – 17:00		B2B meetings
17:00		Goodbye to SYAT 2020!

### WORKSHOP #5 Sustainable mobility: the future of navigation in coastal and lagoon areas (Workshop in English language, in the framework of DEEP SEA Project)

- Guido Piccoli, ALOT srl, opens the second day of SYAT workshops with a presentation about e-mobility and its possible integration in ports and marinas, according to the Smart City ICT model: an integrated system of information and planning models (energy, territory, environment, transport, services, etc.). This is also the premise of the DEEP SEA project, which involves as partners Tomislav Uroda, from iCat Design studio and shipyard, and Aleksandra Božanić, Manager County Port Authority Mali Lošinj.

- In the words of Tomislav Uroda, the project wishes to support marinas operators (MOs) and PAs in planning and implementing sustainable mobility, in order to increase the offer of energy efficient mobility services, mainly e-mobility and shared mobility, and will lead marinas to tackle the increasing demand of ECS for e-boats.
- Aleksandra Božanić, Manager County Port Authority Mali Lošinj, gives a comprehensive presentation as to the state of play and improvement to harbours and marinas currently in progress, or planned - by way of expansion.

### WORKSHOP #6 Investment opportunities in the Cuban maritime sector

- Introduction by Lorenzo Alderighi, Investment Promotion Expert at UNIDO - United Nations Industrial Development Organization, who talks about the “Promotion of investment and cooperation opportunities on maritime and smart health sectors”, a project implemented in collaboration with the Friuli-Venezia Giulia (FVG) region and the Cuban delegates Viviana Garcia Fonseca and Miguel Osmany Masso Iglesias.
- Viviana Garcia Fonseca, Deputy Director of the General Division of Foreign Investments of the Ministry of Foreign Trade and Investments in Cuba – MINCEX, presented the legal framework for foreign investors and a selected portfolio of investment opportunities in the Cuban maritime sector.
- Miguel Osmany Masso Iglesias, R&D Director at Marlin Group (Nautica y Marinas), describes the Nautica y Marinas business model, which offers a wide range of services including seafarries, international marinas, scuba diving, fishing, live aboard trips and boat repairs.

### WORKSHOP #7 Prospettive di collaborazione interregionale per la mobilità marittima per il 2021-2027 (Italian language)

- Moderator: Paola Gualeni, Scientific Council of the National Technology Cluster for Sustainable Mobility "Transport Italy 2020". She launches the round table main topic: *towards which themes will innovation be oriented in the next decade?* The aim is to foster possible collaborations at interregional level, based on the specialisations of individual territories.
- Emilio Campana, Director, Dept. of Engineering, ICT and Technologies for Energy and Transport, CNR, believes that digital technology and automation (use of drones and robotics) will improve the efficiency and safety of maritime operations, reducing costs and increasing productivity.
- Calogero G. Burgio, Head of State property, Real estate, Environment & Energy Department, Port System Authority of the North Central Tyrrhenian Sea, focuses on the



growing concern about the environmental impact of maritime activities in driving the industry to develop sustainable solutions, such as low-carbon ships and fuels.

- Francesca Filippelli, Engineering Director Monte Carlo Yachts, expresses her views in terms of obstacles, opportunities and challenges relevant to the cross-border space for the strategic objectives in the new 2021-2027 EU programming.
- Vincenzo Galati, Director Performance Engineering Carnival Group, affirms the importance of big data and analytics in helping shipping companies optimise shipping routes, fleet management, maintenance and cargo management.
- Finally, Carlo Pestelli, R&D Manager Marine Power Solution Wärtsilä Corporation, closes the workshop with the SEA20 initiative, a global league of cities dedicated to rethinking their roles in marine and energy ecosystems, hastening the adoption and deployment of best practices, embracing digitalisation and legislating new environmentally friendly, sustainable and smarter ways of doing business across the oceans.

## List of participants\*

*\*names and surnames hidden for privacy reasons.*

<b>N°</b>	<b>Name and Surname</b>	<b>Organisation</b>	<b>Country</b>
1		Cleaner Ocean Foundation Ltd	United Kingdom
2		Alba Ventures	Austria
3		Picosats srl	Italy
4		Andata	Austria
5		Meg Industry S.r.l.	Italy
6		CPI-ENG S.R.L.	Italy
7		Port governance Agency	Serbia
8		Alveus d.o.o.	Croatia
9		UNIDO ITPO Italy	Italy
10		Adriatic Service Srl	Italy
11		BOOM SOFTWARE AG	Austria
12		Concepts by Braida srl	Italy
13		Area Science Park	Italy
14		Area Science Park	Italy

15		Aethicons	Italy
16		MARLIN Nautica y Marinas	Cuba
17		Ministry and Foreign Trade and Investments (MINCEX)	Cuba
18		Navalprogetti SRL	Italy
19		Meccano Engineering S.r.L.	Italy
20		University of Trieste	Italy
21		Marine International Monfalcone S.r.l.	Italy
22		Maritime Technology Cluster FVG	Italy
23		Marina Punta Faro Resort	Italy
24		Patrizia Volpato S.r.l.	Italy
25		iCat	Croatia
26		Wärtsilä Italia S.p.a.	Italy
27		Gruppo Donatone	Italy
28		Gruppo Donatone	Italy
29		NAUTINOX SAS	Italy
30		Atena	Italy
31		OmniOpti	Slovenia
32		Maritime SEC	Italy

33		LA FORNITRICE SRL	Italy
34		lefluids s.r.l.	Italy
35		Feature Jam S.r.l.	Italy
36		University of Trieste	Italy
37		County Port Authority of Mali Lošinj	Croatia
38		CMIT Europe	Italy
39		CMIT Europe	Italy
40		CMIT Europe	Italy
41		CMIT Europe	Italy
42		Tredya	Italy
43		Gressani srl	Italy
44		Elements Works SRL	Italy
45		INOCRAM SRL	Italy
46		University of Trieste	Italy
47		TEMA d.o.o.	Croatia
48		RINA Services S.p.A.	Italy
49		University of Trieste	Italy
50		e-Unlimited	Italy

51		e-Unlimited	Italy
52		Meg Industry s.r.l.	Italy
53		e-Unlimited	Italy
54		Otto sas	Italy
55		Area Science Park	Italy