



FANBEST

FUNDING ATLANTIC NETWORK
FOR BLUE ECONOMY
TECHNOLOGY TRANSFER

fanbest.eu



Interreg
Atlantic Area
European Regional Development Fund



EUROPEAN UNION



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INTERREG ATLANTIC AREA 2014-2020

The **Interreg Atlantic Area Programme** is financed by the European Regional Development Fund (ERDF) under the European Territorial Cooperation objective of the European Union Cohesion Policy for the programming period 2014-2020.

The Programme supports cooperation addressing shared regional challenges and innovative approaches to strengthen territorial and sustainable economic development in the **Atlantic Area**.

The Programme targets partnership projects which will provide **joint solutions to shared transnational challenges** faced by eligible regions along the Atlantic coast in France, Ireland, Portugal, Spain and the United Kingdom.

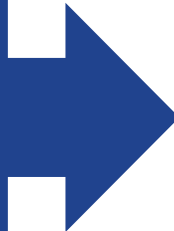


The FAN-BEST project falls within AXIS 1: **Stimulating innovation and competitiveness** and Specific Objective 1.2.: **Strengthening the transfer of innovation results to facilitate the emergence of new products, services and processes.**



Priority 1: Stimulating innovation and competitiveness

This priority will contribute to accelerate intelligent growth by supporting the **creation of the right environment to stimulate innovation** and promoting interventions in the **common sectors** identified in the Regional Smart Specialisation Strategies (RIS3) and in which the area shows **comparative competitive advantages**.



Objective 1.2: Strengthening the transfer of innovation results to facilitate the emergence of new products, services and processes

Support the exploitation of new ideas and research results and the creation of more knowledge-intensive businesses to generate **new products, services and processes, especially for emerging and growth sectors** (according to smart specialisation strategies in regions) and also with a view to **intensify trade and exports**.

FANBEST

Main challenges:

1. Improving the knowledge about the funding needs and the potential of technology transfer (Special attention to projects led by women).
2. Promoting the access of SMEs to funding opportunities and financial instruments .
3. Exploration and exploitation of R&D in Blue Economy in all their potential, improving the access to leading technology.
4. Positioning the universities as agents connected with the funds and investors for innovation.
5. Contribution to the creation of innovative products and services by SMEs in blue economy sectors .

Partners & Associates:

1. **Promoter and Lead Partner:** University of Santiago de Compostela (ES) <http://www.usc.es>
2. Greater Manchester Chamber of Commerce (UK) www.gmchamber.co.uk
3. The University of Exeter- Business School (UK) <http://www.exeter.ac.uk/> ; <http://business-school.exeter.ac.uk/>
4. Munster Technological University (IE) <https://www.mtu.ie/>
5. Fundo Regional para a Ciência e Tecnologia- Azores Government (PT) <http://frct.azores.gov.pt/>
6. Orange Bird Crowdfunding Portugal (PT) <http://ppl.com.pt>
7. Colegio Oficial de Ingenieros Navales y Oceánicos (ES) <https://ingenierosnavales.com/>
8. Atlantpole (FR) <https://www.atlanpole.fr/>
9. Vertigo Lab (FR) <http://www.vertigolab.eu>

Associate 1 : Local Enterprise Office Kerry (IE) www.localenterprise.ie/kerry

Associate 2: Cornwall Chamber of Commerce (UK) <http://www.cornwallchamber.com/>

Associate 3: Université la Rochelle (FR) <https://www.univ-larochelle.fr/>



Work plan:

Start date 01/01/2019 – End date 30/06/2022

General transversal Work packages

WP 1 Coordination

WP 2 Communication

WP 3 Capitalization

Thematic Work packages

**WP 4 . Identification of
the financial needs**



**WP 5. tools to foster
B2B and R+D link**



**WP 6. Coaching
service**

Showcase of FAN-BEST products and results :



Analysis of the Blue Economy: mapping the stakeholders



The report is the product of an exhaustive data gathering about the main actors related with the BE and financial opportunities.

It draws attention on some conclusions and recommendations on the current opportunities and challenges of mapping BE stakeholders across the Atlantic Area, and about the financial instruments available at sectoral and at territorial level.

Available for free [download](#) on the Project's website

 	
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Showcase of FAN-BEST products and results :



Analysis of the Blue Economy: analysing the R&D&i in Blue sectors

The second report was focused on analysis of the Analysis of the potential of Atlantic R&D+i for blue growth

It was based on a sample of 610 companies analysed in terms of **patenting activity on Blue Economy** and **financial evolution of Blue Economy companies**.

Results show that the Blue Economy in the Atlantic Area has had an **important capacity to innovate** in the last two decades, where **bigger companies** were the ones capturing to a greater extent its potential benefits, and **strong differences exist between regions** in terms of company characteristics and innovative capacity.

Available for free [download](#) on the Project's website

 	
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Showcase of FAN-BEST products and results :

Events on Blue economy organized by the Project

Roundtables highlighting the contribution of women to the Blue economy, both in innovation and sustainable development

1st ed. Manchester: 29th November 2019

2nd ed. Online from Dublin: 14th July 2020



Hackathon on solutions to problems facing the blue growth

1st ed. Online from Tralee: 9th December 2020



NEXT EVENT:

2-4 Nov 2021

Webinars aimed to enhance knowledge on the opportunities offered by the blue sectors.



<https://www.eventbrite.co.uk/e/fanbest-webinar-series-opportunities-in-the-blue-sectors-tickets-168069852453>



Showcase of FAN-BEST products and results :

The project was promoted at various events across the A.A



Engineering and Manufacturing Forum on Sustainable Manufacturing
Manchester. 28th February 2020



Blue Invest Day organised by the European Commission (DG MARE,)
The partnership was represented by the partner ATLANPOLE
Brussels. 4th February 2020



FANBEST participated in the tenth edition of the "Forum do Mar", organized by Business2Sea, which took place from 16th - 20th November, in a virtual format <http://business2sea.org/> organized by Fórum Oceano (PT) and CETMAR (GZ)



A representative of Fanbest participated in the 59th Congress of Naval Engineering and Maritime Industry, Madrid 11th March 2021, in a virtual format.

Showcase of FAN-BEST products and results :

Transnational training programme about financing innovative SME in the Blue economy (I / II)

8 Webinars (duration 60-120 minutes per webinar) with diverse experts as speakers (previously selected through 2 joint **call for tenders at transnational level organized by the partners**).

From November 2020 to January 2021

Each webinar included a Q&A session and practical exercises with the **attendees (from all Atlantic regions and beyond!)**.

More info: https://youtu.be/Qj_gxPWC9sg

UNIT 1 – Business planning and launching

UNIT 2 – Marketing and communication

UNIT 3 – Access to market

UNIT 4 – Product development and scaling

UNIT 5 – Access to finance



Units 1-5 provided by the experts network **Blue BioAlliance**

Showcase of FAN-BEST products and results :

Transnational training programme about financing innovative SME in the Blue economy (I / II)

<p>RENEWABLE MARINE ENERGY RESOURCES WIND AND OFFSHORE OCEAN</p>	<p>Franck SCHOEFS, Université de Nantes Jean-Christophe GUILLoteaux, Ecole Centrale de Nantes</p> <p>CASE STUDIES:</p> <p>Magda TORRES, CAPACITES SAS/ IXEAD Dominique FOLLUT, PhD, Innovation & Développement Director KEOPS Performance group Maxime BELLORGE, Project Sales Director, AKROCEAN</p>	<p>11:00 AM time of Paris</p>
<p>#2 MARINE EXTRACTION OF OIL & GAS AND MINERALS</p>	<p>SPEAKERS :</p> <p>Franck SCHOEFS, Pr Université de Nantes Odile DELFOUR, Université de Nantes</p> <p>CASE STUDIES:</p> <p>FARWIND – Felix Corinthin or Aurélien Babarit</p>	<p>JAN 18 2021 11:00 AM time of Paris</p>
<p>#3 RESSOURCES BIOLOGIQUES MARINES PÊCHE, AQUACULTURE ET TRANSFORMATION</p>	<p>SPEAKERS :</p> <p>Justine DUMAY, Université de Nantes Véronique LE BIHAN, CAPACITES SAS</p> <p>CASE STUDIES:</p> <p>LISAqua (Charlotte Schoelink) to be confirmed</p>	
<p>#4 MARITIME TRANSPORT, PORTS AND SHIPBUILDING</p>	<p>SPEAKERS :</p> <p>Patrick CHAUMETTE, Université de Nantes Cyrille PELLETIER DOISY, ENSM</p> <p>CASE STUDIES:</p> <p>Jean ZANUTTI, General Director – Neoline SAS Laurence GUIHENEUF- Mairie de Saint-Nazaire & les Chantiers de l'Atlant Fahmi ALILA – SOLIDSAIL – Chantiers de l'Atlantique</p>	
<p>#5 MARITIME AND COASTAL TOURISM</p>	<p>SPEAKERS :</p> <p>Michel DESSE, Université de Nantes Agnès BALTZER, Université de Nantes + project OdyséYEU</p> <p>CASE STUDIES:</p> <p>Alexandre SEUX, founder – TEMO</p>	
<p>#6 EMERGING TECHNOLOGIES AND INTERDISCIPLINARY ISSUES (Biotechnologies Marine Spatial Planning, Climate Change)</p>	<p>CASE STUDIES</p> <p>Lucie VAN HAVER, CAPACITES SAS : ALGOSOLIS Olivier LEPINE, Managing Director, ALGOSOURCE</p>	

UNIT 6 – Blue economy (provided by University of Nantes)

Presentations are available on the web

EXTRADOC

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UNIT 6 – Introduction to the Blue Economy

The Unit 6 is provided by the Sea and Littoral University Institute, and the Department of Executive Training of the University of Nantes, in association with the Digital University of Sea Sciences UN e-SEA

Executive Training Department

UN e-SEA

IUMI

CAPACITES

FANBEST - ACCESS THE PROGRAM OF UNIT 6

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FANBEST - Unit 6

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- WEBINAR 2 - MARINE EXTRACTION OF OIL & GAS AND MINERALS
- WEBINAR 3 - MARINE BIOLOGICAL RESOURCES : FISHERIES, AQUACULTURE AND PROCESSING
- WEBINAR 4 - MARITIME TRANSPORT, PORTS AND SHIPBUILDING
- WEBINAR 5 - MARITIME AND COASTAL TOURISM
- WEBINAR 6 - FORESIGHT AND EMERGING TECHNOLOGIES

Showcase of FAN-BEST products and results :

Tools developed for the Blue economy



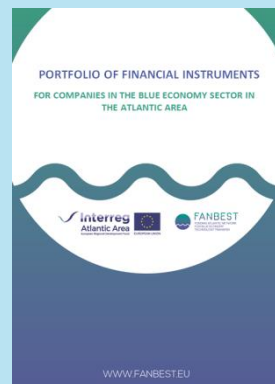
The **stock market** is a digital catalogue with updates of technology and innovations with big potential for industrial use of marine and maritime resources.

2 sections: SMEs and R&D centres

<http://stockmarket.fanbest.eu/>

Portfolio and Set of Financial Instruments for SMEs in Blue Economy.

With the collaboration of all partners the USC prepared a compilation of the main programmes and instruments which offer funds for SMEs in B.E at regional/ national/ EU level.



EUROPE

UK

Ireland

France

Spain

Portugal

TYPOLGY OF AGENTS AND INSTRUMENTS

A. Grants (most relevant)

B. Financing with return/Reimbursable financing

1. European Financial Instruments (most relevant)
2. Commercial banking instruments (*a sample*)
3. Business angels (*a sample*)
4. Crowdfunding organizations (*a sample*)
5. Venture capital/Private investors (*a sample*)
6. Accelerators/ Incubators (*a sample*)

Showcase of FAN-BEST products and results :

Coaching service for Blue Economy SMEs

The partners are offering a coaching service addressed to entrepreneurs and existing companies.

After a call for applicants some beneficiaries were selected in each region.

IT'S TIME TO BOOST YOUR IDEA AND GROW

The **FAN-BEST Coach Network** is designed to provide support to SMEs that carry out innovative projects within the Blue Economy sector, making possible the start and scale-up phase. No matter if you are an entrepreneur or an already existing SME, this program is for you.

There are two main factors that undermine the innovation capacity of the SMEs that mainly compose the Blue Economy sectors in the Atlantic Area:

- Disconnection between the business environment and the innovation system.
- Difficulty for the companies linked to the maritime economy to access external financing.

Break down those walls through the coaching provided by the FAN-BEST partners!

BENEFITS FOR PARTICIPANTS

Two kind of services will be provided to the beneficiaries:

- **Group sessions:** where the selected participants will meet all the partners and the rest of beneficiaries, creating synergies between the entities. Also, there is foreseen the participation in EU Blue Economy events during 2021-2022.
- **Individual sessions-contact:** each beneficiary will have assigned one partner to provide the coach service through interviews, face-to-face meetings, webinars and a fluid communication. The coach plan will be adapted to the needs and timing, in agree between each beneficiary and partner. These individual sessions may cover:
 - An analysis and preliminary assessment of the innovation project
 - Personal interview with the promoters for the evaluation of their business profile and spirit
 - Training and preparation of the promoters' management team
 - Supporting and providing advice during the steps necessary to access to funding

RESULTS:

15 companies in Blue Economy sectors supported by the Project.

They will be evaluated by **Vertigo Lab**: environmental & socioeconomic impacts

Showcase of FAN-BEST products and results :

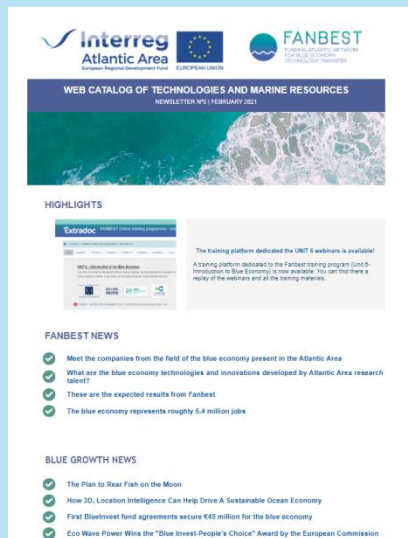
Some channels to get informed regularly about the Blue Economy and the FAN-BEST services and events:

SUBSCRIBE TO OUR NEWSLETTER



Subscribe to the FAN-BEST newsletter and stay up-to-date with developments in biotechnology and the sustainable exploitation of marine resources in the Atlantic Area.

SUBSCRIBE



Or follow the Project on its social media:





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