



# IKAT



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IKAT Tourism Call for SMEs in Europe – Financial support for services - Guide for Applicants

TERMS AND CONDITIONS

VERSION 1.2

17-10-2022



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## 1 ABOUT IKAT

The IKAT project part of the Joint Cluster Initiatives, in the Ecosystem Strand Tourism aims to contribute to the achievement of the updated tourism strategy put forward by the European Commission, following the conclusions reached by the Parliament and the Council pre-post pandemic for the European tourism industrial ecosystem, especially maritime and coastal in the Mediterranean area. To this end, an Euroclustering IKAT has been set up to tackle the different sectors and agents that make up the industrial ecosystem of Tourism in Europe:

- Maritime and Logistics Clusters
- Tourism Clusters
- Innovation and Water Quality Control Clusters

The services offered to SMEs in the tourism ecosystem (acceleration, innovation, digital and green adaptation, access to finance and internationalization), were designed according to the level of regional vulnerability and their economic dependence on the tourism sector based on the [RIS3 \(European Commission Research and Innovation Smart Specialization Strategy\)](#). The vulnerability index is a range subject to revision that is calculated considering two indicators: tourism intensity and seasonality.

This indicator makes it possible to adjust the product or service granted to the SME according to its location: 1) Regions whose RIS3 have tourism as one of their priority sectors. Mediterranean regions medium level of vulnerability. 2) Mainland Mediterranean regions whose RIS3 is solely tourism and suffer from high vulnerability. 3) Regions made up of islands such as the Balearic, Canary, and Azores.

These regions share high vulnerability together with being regions where access and supplies are particularly sensitive to mobility and logistic infrastructures as they suffer from insularity and/or ultra-peripherality. The main result of the project will be a new specialized Euroclustering IKAT network to address the needs of SMEs in the EU tourism ecosystem that will integrate business alliance partners from Africa and LatAm, territories with which the SME-EU share economic and sectorial interests.

The IKAT project has been funded under Call: SMP-COSME-2021-CLUSTER — Joint Cluster Initiatives (EUROCLUSTERS) for Europe's recovery, which comes under Regulation (EU) 2021/690 of the European Parliament and of the Council of 28 April 2021 establishing a programme for the internal market, competitiveness of enterprises, including small and medium-sized enterprises, the area of plants, animals, food and feed, and European statistics, the so-called Single Market Programme.

Specifically, it falls under the specific objective indicated in Article 3(2)(b) for strengthening the competitiveness and sustainability of SMEs and achieving additionality at Union level through measures that: (i) provide various forms of support to SMEs as well as clusters and business network organizations, including in the tourism sector, thereby fostering the growth, scale-up and creation of SMEs.

## 1.1 IKAT PARTNERS

EUROCLUSTER IKAT is made up of the following partners, under the leadership of the Maritime Cluster of Balearics Islands.

Coordinator		MARITIME CLUSTER OF BALEARICS ISLANDS	
		<a href="https://www.cmlillesbalears.com/">https://www.cmlillesbalears.com/</a> <b>SPAIN</b>	
	CATALAN WATER PARTNERSHIP (CWP) <a href="http://www.cwp.cat">http://www.cwp.cat</a> <b>SPAIN</b>		CANARY MARITIME CLUSTER <a href="https://www.clustermc.es/">https://www.clustermc.es/</a> <b>SPAIN</b>
	CLUSTER TECNOLOGICO NAZIONALE BLUE ITALIAN GROWTH (BIG) <a href="https://clusterbig.it">https://clusterbig.it</a> <b>ITALY</b>		UNIVERSITY OF PATRAS (UPATRAS) <a href="http://www.upatras.gr">http://www.upatras.gr</a> <b>GREECE</b>
	MARITIME CENTER OF EXCELLENCE (STRATEGIS) <a href="https://strategis-cluster.net/">https://strategis-cluster.net/</a> <b>GREECE</b>		ALENTEJO REGIONAL DEVELOPMENT AGENCY <a href="http://www.adral.pt">www.adral.pt</a> <b>PORTUGAL</b>

## 1.2 IKAT FACTS

Project Acronym	<b>IKAT</b>
Project Title	<b><i>IKAT TOURISM</i></b>
Project Reference	101074716
Topic ID	SMP-COSME-2021-CLUSTER-01
Project Duration	24 months (01.09.2022 - 31.08.2024)
Overall Budget	€1.399.612,43 (EU contribution: €1.364.648,00) €1.050.000,00 will directly benefit SMEs in the form of financial support to third parties
Web	<a href="https://www.ikatproject.com/">https://www.ikatproject.com/</a>

## 1.3 IKAT CONTACT POINTS

For any enquiries regarding the IKAT project, please contact the project Coordinator:

Graciela Lingua

|E-mail: [cmib@clustermib.org](mailto:cmib@clustermib.org)

For any enquiries regarding information and/ or clarification on the call, please contact:

Mónica Quesada

|E-mail: [mquesada@clustermc.es](mailto:mquesada@clustermc.es)

For any other enquiry, please contact one of the IKAT partners listed in Annex 1.

## 2 IKAT Tourism Call for SMEs in Europe – Financial support for services – BACKGROUND AND CONTEXT

This Call for Services to SMEs is supported by the IKAT Project co-funded by the European Union under Grant Agreement Project 101074716. The IKAT's main objective is to contribute to achieve in the updated tourism strategy, proposed by the European Commission, following the conclusion reached by the Parliament and the Council pre and post pandemic for the ecosystem of the European tourism industry, a focus on tourism, maritime and coastal, in the Mediterranean Sea. Also, to build an initial Consortium and establish a democratic, agile, and flexible working and decision-making methodology that will allow the development of actions to support the tourism ecosystem in the short and medium term.

More specifically, this call aims at facilitating and supporting SMEs to carry out their innovation activities. It is estimated that 192 SMEs will be able to receive a financial contribution for the provision of services by third parties. (192 SMEs through 2 IKAT calls.)

### 2.1 TARGET AUDIENCE AND SPECIFIC PARTICIPATION CONDITIONS

The target audience of the IKAT Tourism Call for SMEs in Europe – Financial support for services are SMEs ([as defined in the EU Recommendation 2003/361](#)) in the maritime and coastal tourism industrial ecosystem as set out in the **Call SMP COSME-COSME-2021-CLUSTER**. For specific maritime and coastal tourism segments to which enterprises are required to belong, see Annex 3. Applicants can be either member of one of the IKAT consortium clusters or established or with a branch office in the IKAT territorial scope (Annex 2).

In addition, open calls will follow the conditions and guidelines of the Euroclusters call SMP-COSME-2021-CLUSTER — Joint Cluster Initiatives (EUROCLUSTERS) for Europe's recovery and the Regulation (EU) 2021/690 of the European Parliament and of the Council of 28 April 2021 establishing a programme for the internal market, competitiveness of enterprises, including small and medium-sized enterprises, the area of plants, animals, food and feed, and European statistics, the so-called Single Market Programme.

For SME beneficiaries, the contents of the IKAT project grant agreement in Articles 12 (conflict of interest), 13 (confidentiality and security), 14 (ethics), 17.2 (visibility), 18 (specific rules for the implementation of the action), 19 (reporting) and 20 (record keeping) apply. Similarly, the bodies mentioned in Article 25 of the above-mentioned IKAT project grant agreement (e.g. the granting authority, OLAF, the Court of Auditors (ECA), etc.) may also exercise their rights vis-à-vis the beneficiary SMEs.

### 3 IKAT Tourism Call for SMEs in Europe – Financial support for services – SERVICES ADDRESSED TO SMES

The IKAT services targeting SMEs in the coastal and maritime tourism sector aim to provide solutions that address and are in alignment with the priorities of the European Strategy for more Growth and Jobs in Coastal and Maritime Tourism, as well as to recover pre-pandemic Gross Domestic Product (GDP), contributing to re-establishing broken value chains, collaboration and increasing the resilience of tourism SMEs.

#### 3.1 WHICH ARE THE SERVICES OFFERED?

The total number of Services planned is 7 and may be provided in a variety of ways, in person, online, or a combination of both methods, such as individual meetings, one or several sessions, webinars, group meetings, etc. The minimum service estimate will be 5 working days/service. The services shall be provided from 20<sup>ST</sup> May 2023 to 20<sup>ST</sup> September 2023 (4 months).

To be eligible for this call, the applicant must select three types of services in order of priority and one service provider, for each type of service, from the catalogue of IKAT providers in its country. For supported SMEs from other EU regions out of Spain, Italy, Greece, and Portugal it is possible that the service provider will not be listed in the catalogue, however, the service provider will have to demonstrate the technical capacity, quality, and experience necessary to provide the service.

Only one service per selected SME will be funded, except for service No 7 (TRAINING) which may be selected and funded on top of another service.

TOPIC	DESCRIPTION	Budget per SME and service (€)
<b>1.BUSINESS MODEL</b>	<p>The business model of a company is the document where the first ideas about the company that you want to build are landed.</p> <p>This service will be to activate the ideas of diversification and new products and services in the tourist market and the entrepreneurial spirit.</p> <p><b>Example: Business Model document drafting.</b></p>	3.000,00 €
<b>2.ACCELERATION</b>	<p>A business accelerator is an organization that helps promote ideas and startups in their early stages to accelerate their growth and adequately prepare themselves to be able to approach investors with a proven business idea.</p> <p>The development of SMEs that are beginning their career will be</p>	8.000,00 €

TOPIC	DESCRIPTION	Budget per SME and service (€)
	<p>promoted by carrying out activities that provide knowledge and advice. This service will be focused on helping start-ups bring new innovative products/services to market.</p> <p><b>Example: optimization of their business strategies, technology coaching and business-finance advice, mentoring and access to financing rounds.</b></p>	
<b>3.OPEN INNOVATION</b>	<p>Open Innovation, a term that Professor Henry Chesbrough developed, is a new business innovation strategy that takes the concept of innovation beyond the internal boundaries of the organization itself, so cooperation with external professionals comes to play a key role in the organization’s innovation strategy. Open Innovation means, in other words, combining internal knowledge with external expertise to move research and development projects forward.</p> <p>The service will be developed to the challenge-based pairing of startups/SMEs with innovative solutions and large corporations operating in the tourism ecosystem, with the aim of developing collaborative pilot projects.</p> <p><b>Example: mentoring to develop collaborative pilot projects.</b></p>	10.000,00 €
<b>4. EXPERIENCE IN DIGITAL, SUSTAINABLE, AND INCLUSIVE TECHNOLOGY</b>	<p>This service comprises a broad set of possible services: green and digital business transitions (environmental quality certificates, tourism quality certificates, Sustainable Development Goals (SDGs) certificate and company digitalization plan), innovation readiness and registration (patents), risk management and inclusion (equality and diversity plans) associated with Corporate Social Responsibility (CSR).</p>	6.000,00 €
<b>5.FUNDING OPPORTUNITIES</b>	<p>This service will be given for the preparation of the SME’s participation in investment rounds (pitch deck, fee-based participation), preparation of documentation for the application for equity loans and other public grants at regional, national, or international level.</p>	4.200,00 €
<b>6.INTERNATIONALIZATION</b>	<p>This service comprises a broad set of possible services: internationalization plan, market analysis, participation in trade fairs in EU, Africa, or Latin America (matchmaking agenda (Preparation of agendas for matchmaking events), B2B meetings, legal advice for the signing of a commercial agreement/contract</p>	6.000,00 €



TOPIC	DESCRIPTION	Budget per SME and service (€)
	and travel and accommodation expenses).	
<b>7.TRAINING (including mentoring and seminars for services 1 to 6)</b>	Tailor-made training services to the companies selected in the call for the rest of the services. They will be offered in 2 modalities: face-to-face and remote and in group or individual format.	5.080,00 €

### 3.2 WHICH ARE THE IKAT SERVICE PROVIDERS?

The IKAT EUROCLUSTER establishes a provider catalogue by type of service (Annex 4). This catalogue is developed based on the expertise and quality of the providers demonstrated by testimonials, previous work funded through European projects or previous work with at least one of the IKAT partners and the location of these providers mainly in the IKAT countries.

SMEs selected in this call should choose a provider from this catalogue to provide the service. If the provider is not selected from this catalogue, the beneficiary SME must justify why and provide proof of the expertise and quality of the provider through a statement signed by the provider.

## 3.3 WHO CAN APPLY?

### 3.3.1 ELIGIBILITY CONDITIONS

Proposals will be eligible only if all the following conditions are met:

1. Applicants must be a SME ([as defined in the EU Recommendation 2003/361](#)) and declare their SME status in accordance with the SME definition of the European Union.
2. Applicants must be SMEs from the tourism industrial ecosystem. To be eligible for the IKAT Tourism Call for SMEs in Europe – Financial support for services, the main activity of the applicant SMEs must be included under one of the segments of the coastal and maritime tourism sector listed in Annex 3.
3. To be eligible for the IKAT Tourism Call for SMEs in Europe – Financial support for services, an applicant must be an SME established or have a branch office in the IKAT territorial scope, described as follows:
  - a. Greece, Italy, Spain, Portugal
  - b. Other EU-27 countries
  - c. [Countries participating in the Single Market Programme \(SMP\)](#)
4. Applicants can be either member of one of the IKAT consortium clusters or established or with a branch office in the IKAT territorial scope (Annex 2).
5. Applications must be written in English (applications partially written in another language are not eligible) and must not exceed maximum number of characters stated in each text box of the pre-defined template found at <https://www.ikatproject.com/acerca-de>.
6. Applications must be submitted through the web-based system by 17:00 CET of the deadline indicated in section 3.3.3 of the present call.
7. Only applications that are complete with all the requested documents (including the certificate that they have the technical and economic capacity to pre-finance the service) will be considered eligible, as all SMEs selected for funding will be provided with a supporting document indicating that the money the SME paid will be reimbursed after the SME: has received the selected service, submits a signed statement indicating that it has received the service, has paid the cost of the service to the selected provider and submits the invoice(s) with the corresponding proof of payment, as well as the submission of the mandatory satisfaction survey of the service received)
8. To be eligible for this call, the applicant must select three types of services in order of priority and one service provider, for each type of service, from the catalogue of IKAT providers in its country. For those SMEs that come from regions of the EU other than the countries and/or regions of the individual IKAT partners that wish to apply as applicants in the call, selecting services to be provided by providers that do not appear in the catalogue, they must prove the technical capacity, quality and necessary experience of the provider(s) chosen to provide the service for which they apply. Only applications where 3 types of services have been selected will be deemed eligible.

### 3.3.2 WHERE TO APPLY AND HOW?

Interested SMEs will apply via the following link: <https://www.ikatproject.com/acerca-de>

They may request three services in order of priority and in accordance with their needs. Only one service per selected SME will be funded, except for service No 7 (TRAINING) which may be selected and funded on top of another service.

**Only** proposals submitted through the IKAT PLATFORM Open Call management tool <https://www.ikatproject.com/acerca-de> until **April 20, 2023**, as presented in section 3.3.3. will be considered for evaluation. Upon receipt of each proposal, the system will send you an e-mail as a confirmation of your submission, which states the date and time of the submitted proposal.

### 3.3.3 WHEN TO APPLY?

The IKAT Tourism Call for SMEs in Europe – Financial support for services, will be launched on **February 20, 2023**. Information on the Services’ dates and time plan is summarized in the following table.

Service type	Call Opens	Call Closes	Evaluation
Service#1. BUSINESS MODEL	February 20, 2023, 12:00 CET	April 20, 2023, 17:00 CET	1 MONTH
Service#2. ACCELERATION			
Service#3. OPEN INNOVATION			
Service#4. EXPERIENCE IN DIGITAL, SUSTAINABLE, AND INCLUSIVE TECHNOLOGY			
Service#5. FUNDING OPPORTUNITIES			
Service#6. INTERNATIONALIZATION			
Service#7. TRAINING (including mentoring and seminars for services 1 to 6)			

## 4 EVALUATION, SELECTION PROCESS AND METHOD OF PAYMENT OF GRANTS

A two-step assessment procedure will be followed safeguarding the principles of transparency and equal treatment as described below.

- **Eligibility check** of the Application Form.
- **Evaluation** of the Application Form by the IKAT partner (SME contact point in charge) as presented in Annex 1.
- In the event of a tie between scores per service, priority will be given to the application that has been submitted earlier according to the day and time of submission in the application platform.



## 4.1 CRITERIA

The evaluation of applications is based on a set of criteria in addition to the main eligibility requirements mentioned above.

AWARD CRITERIA	Minimum pass score	Maximum score	Minimum pass score	Maximum score	Minimum pass score	Maximum score	Minimum pass score	Maximum score	Minimum pass score	Maximum score	Minimum pass score	Maximum score
	Business plan	Business plan	Acceleration	Acceleration	Open innovation	Open innovation	Experience in technology, digital, sustainable and inclusive	Experience in technology, digital, sustainable and inclusive	Funding Opportunities	Funding Opportunities	Internationalisation	Internationalisation
Viability	16	30	16	30	16	30	16	30	16	30	16	30
Feasibility	16	30	16	30	16	30	16	30	16	30	16	30
Invertibility	16	30	16	30	16	30	16	30	16	30	16	30
Coherence	3	5	3	5	3	5	3	5	3	5	3	5
Impact	3	5	3	5	3	5	3	5	3	5	3	5
<b>Total</b>	<b>54</b>	<b>100</b>	<b>54</b>	<b>100</b>	<b>54</b>	<b>100</b>	<b>54</b>	<b>100</b>	<b>54</b>	<b>100</b>	<b>54</b>	<b>100</b>

AWARD CRITERIA	Concepts
Viability	Has a real potential market and the value proposition has a real competitive advantage
Feasibility	It has a full team with a CEO and the time is right to introduce innovation
Invertibility	The proposal is as global as possible, it is scalable and with clear possibilities of multiplying the investment
Coherence	Of the proposal: is consistent with the established objectives
Impact	Of the proposal: appropriate, ambitious objectively verifiable and achievable SMART performance indicators to measure its outcomes and expected impact; appropriate, effective and innovative dissemination strategy for ensuring sustainability and long-term impact; sustainability of results after the end of the EU funding.

The maximum amount of eligible funding per proposal is limited to the values presented in the table included on section 3.1. The proposals with the highest score according to the award criteria will be selected until the budget limit is reached.

## 4.2 EVALUATION PROCEDURE

Submitted applications will be assessed by a panel composed of at least 3 persons, representing three different partners of the IKAT consortium. The panel can meet in person or online.

The assessment period shall take max. 30 days, starting from the closing date of the call. The applicants will receive an e-mail about the outcome of the assessment directly after that is finalized, along with instructions for the next steps in case the applicant is awarded.

Those SMEs that have been selected, once informed by the contact point of the call by email, must submit within a maximum of 10 working days the acceptance declaration of the grant according to the model provided.

## 4.3 METHOD OF PAYMENT OF GRANTS

All those SMEs selected to be financed will be issued a supporting document that will be reimbursed once the service has been implemented by the selected provider", on presentation of a signed declaration stating that it has received the service, that it has paid the cost of the service to the selected supplier and submitted the invoice(s) with the corresponding proof of payment.

All SMEs selected should present the compulsory satisfaction survey of the service received according to the model provided.

Payment will be made by the IKAT partner indicated in the email sent by the point of contact, indicating that they have been selected for the grant (see point 4.2).

## 5 ENQUIRIES AND COMPLAINTS

For any complaints against the selection process, these must be submitted by the applicant on behalf of the project to <https://www.ikatproject.com/> or your local contact point (Annex 2) within **5 calendar days** after the announcement of the Open Call results. Your email should include the following information:

- Platform username and application name
- Lead contact name and details
- Object of your complaint
- Information and evidence of the alleged breach

The Review Committee, composed of 1 member from each IKAT beneficiary partner, will examine the complaint based on the information brought forward by the applicant, will assess the case, and decide whether the complaint is justified or not and will inform the applicant and the consortium on the decision taken. If the complaint is considered justified, the Review Committee will notify the evaluators to re-evaluate the application and the related assessment part, subject to the complaint. The evaluators will then provide the Review Committee with an updated assessment. The final decision on the complaint will be communicated by the Review Committee to the applicant in writing within **20 working days** from the date of submitting the complaint. This decision will be final, binding to all parties and not subject to any further complaint proceedings within the program if the complaint is based on the same grounds.

For technical issues concerning the submission procedure, please contact <https://www.ikatproject.com/>.



## 6 CONFIDENTIALITY AND DATA PROTECTION

*GDPR compliance:* The [General Data Protection Regulation \(2016/679/EU\)](#) guarantee that the processing of data is carried out in compliance with the fundamental rights and freedoms, as well as the dignity of the data subject with reference to confidentiality, personal identity and the right to data protection.

By applying, the applicant agrees on the storage and use of its personal data for the execution of the IKAT objectives and work plan. The IKAT consortium commits to handling personal data and company data confidentially except for the call results, which may contain information about successful IKAT Services' applications (service title, names of project partners and scope description (as provided by the project partner)).

The processing of data that IKAT intends to carry out will be based on lawfulness and correctness in the full protection of its rights and its confidentiality pursuant to the general principles of the GDPR and its art. 24. Therefore, the competitors are informed of the procedure that the data provided by the applicants will be treated exclusively with reference to the procedure for which they submitted the documentation.

The applicants can exercise their rights towards the data controller, pursuant to article 12 of the GDPR. For any inquiries regarding the processing your personal data, please use the contact form from <https://www.ikatproject.com/> (EUROCLUSTERING PLATFORM)

Applications selection and evaluation will be performed under the appropriate ethical conduct and will respect the confidentiality of the information received.

## 7 DISCLAIMER

*Purpose:* This text is explaining the IKAT Tourism Call for SMEs in Europe – Financial support for services, for information purposes only. No rights can be claimed based on this document. This document does not reflect the views of the European Commission and EISMEA.

*Mistakes or inconsistencies:* The IKAT consortium is not responsible for any mistakes or misinterpretations that this text may cause. In the case of inconsistencies, the IKAT Executive Board will determine the steps to be taken, in cooperation with the applicant concerned.

*Consequential damages:* In no event shall either party be liable to the other or any of its affiliates for any consequential, incidental, indirect, special, punitive, or exemplary damages (including, without limitation, lost profits, business, or goodwill) suffered or incurred by such other party or its affiliates in connection with this innovation support mechanism, even if advised of the possibility of such damages.

**ANNEX 1 SME CONTACT POINTS**

SPAIN		
CMIB	Graciela Lingua	<a href="mailto:graciela_lingua@hotmail.com">graciela_lingua@hotmail.com</a>
CWP	Mercè Martin	<a href="mailto:merce.martin@cwp.cat">merce.martin@cwp.cat</a>
CMC	Mónica Quesada	<a href="mailto:mquesada@clustermc.es">mquesada@clustermc.es</a>
ITALY		
BIG	Sara Tedesco	<a href="mailto:sara.tedesco@clusterbig.it">sara.tedesco@clusterbig.it</a>
GREECE		
STRATEGIS	Gregory S. Yovanof	<a href="mailto:director@strategis-cluster.com">director@strategis-cluster.com</a>
UPATRAS	Em. Prof. Yorgos Stephanedes	<a href="mailto:ystephanedes@upatras.gr">ystephanedes@upatras.gr</a>
PORTUGAL		
ADRAL	Alexandra Correia	<a href="mailto:alexandra.correia@adral.pt">alexandra.correia@adral.pt</a>

## ANNEX 2 IKAT CLUSTERS AND REGIONS

For cluster membership information, please contact your preferred IKAT cluster:

<p>Coordinator</p> 	<p>MARITIME CLUSTER OF BALEARICS ISLANDS</p> <p><a href="https://www.cmlillesbalears.com/">https://www.cmlillesbalears.com/</a></p> <p><b>SPAIN</b></p>
 <p>CATALAN WATER PARTNERSHIP (CWP)</p> <p><a href="http://www.cwp.cat">http://www.cwp.cat</a></p> <p><b>SPAIN</b></p>	 <p>CANARY MARITIME CLUSTER</p> <p><a href="https://www.clustermc.es/">https://www.clustermc.es/</a></p> <p><b>SPAIN</b></p>
 <p>CLUSTER TECNOLOGICO NAZIONALE BLUE ITALIAN GROWTH (BIG)</p> <p><a href="https://clusterbig.it">https://clusterbig.it</a></p> <p><b>ITALY</b></p>	 <p>UNIVERSITY OF PATRAS (UPATRAS)</p> <p><a href="http://www.upatras.gr">http://www.upatras.gr</a></p> <p><b>GREECE</b></p>
 <p>MARITIME CENTER OF EXCELLENCE (STRATEGIS)</p> <p><a href="https://strategis-cluster.net/">https://strategis-cluster.net/</a></p> <p><b>GREECE</b></p>	 <p>ALENTEJO REGIONAL DEVELOPMENT AGENCY</p> <p><a href="http://www.adral.pt">www.adral.pt</a></p> <p><b>PORTUGAL</b></p>

## IKAT territorial scope

To be eligible for the IKAT Tourism Call for SMEs in Europe – Financial support for services, an applicant must be an SME established or have a branch office in the IKAT territorial scope, described as follows:

- a. Greece, Italy, Spain, Portugal
- b. Other EU-27 countries
- c. [Countries participating in the Single Market Programme \(SMP\).](#)

**IKAT's available budget per country for financing SMEs (the indicated budget covers the totality of the FSTP calls that will be launched by IKAT)**

- Spain; 405.000,00 € for SMEs with headquarters in Spain.
- Greece; 270.000,00 € for SMEs with headquarters in Greece.

- Portugal; 135.000,00 € for SMEs with headquarters in Portugal.
- Italy; 135.000,00 € for SMEs with headquarters in Italy.
- EU regions different from Spain, Italy, Greece, and Portugal; 105.000,00 €. The budget for EU regions different from Spain, Italy, Greece, and Portugal will be provided by the budget of the IKAT EUROCLUSTER beneficiary entities, in the following proportion: 45.000,00 € from the Spanish partner, 30.000,00 € from the Greek partner, 15.000,00 € from the Portuguese partner and 15.000,00 from the Italian partner.

### ANNEX 3 IKAT ELIGIBLE SEGMENTS OF THE COASTAL AND MARITIME TOURISM SECTOR

To be eligible for the IKAT Tourism Call for SMEs in Europe – Financial support for services, the main activity of the applicant SMEs must be included under one of the following segments of the coastal and maritime tourism sector:

SUBSECTOR	SEGMENT
<b>Ports and marinas</b>	Private port managers Port services concessions
<b>Services to recreational and sport boats</b>	Repair and maintenance workshops Mechanics Radio electronics Nautical refrigeration Dry docks and winter storage Fuel supply Inspection
<b>Manufacture and sale and purchase of recreational and sport vessels</b>	Boat manufacturing Boat distributors Official services Accessories and supplies
<b>Charter and maritime excursions</b>	Nautical charter Maritime excursions Whale watching Fishing tourism and marine tourism
<b>Coastal tourism and water sports activities</b>	Scuba diving Snorkelling Freediving Open water swimming Sailing / foil sports: surfing, windsurfing, kitesurfing, and similar Light boat activities: rowing, canoeing, and kayaking

SUBSECTOR	SEGMENT
<p><b>Services to coastal tourism and water sports activities</b></p>	<p>Sale and/or rental of equipment accessories for sailing, surfing, windsurfing, and kitesurfing activities</p> <p>Sale and/or rental of accessories and equipment for rowing, canoeing and kayaking activities.</p> <p>Sale and/or rental of accessories and equipment for recreational underwater activities: scuba diving and snorkelling.</p> <p>Academies, federations, clubs, and sport schools.</p>
<p><b>Sustainable solutions and services for the coastal and maritime tourism sector</b></p>	<p>SME offering innovative solutions and products for water and energy saving for hotels, camping and/or touristic facilities.</p> <p>SME offering innovative solutions and products to guarantee water quality to coastal and insular facilities.</p> <p>SME offering innovative solutions to guarantee coastal, beach or ports water quality in touristic and coastal areas.</p>
<p><b>Services to coastal and maritime tourism</b></p>	<p>Services for events organization</p> <p>Cultural and tourist services</p> <p>Tourist recreation services</p> <p>Accommodation</p> <p>Restaurants and catering services</p>

## ANNEX 4 CATALOGUE OF PROVIDERS SORTED BY COUNTRY

## SPAIN

Service type	Service providers - SPAIN
<b>Service#1. BUSINESS MODEL</b>	IVEAEMPA: <a href="https://www.iveaempa.org/">https://www.iveaempa.org/</a> - <a href="mailto:federacion@iveaempa.org">federacion@iveaempa.org</a> EMPA: <a href="mailto:empapresidencia@gmail.com">empapresidencia@gmail.com</a> AGV GLOBAL ABAST S.L.: <a href="http://www.agvglobalabast.com/">http://www.agvglobalabast.com/</a> - <a href="mailto:info@agvglobalabast.com">info@agvglobalabast.com</a> IOCAR S.L.: <a href="https://inclusivesocieties.wixsite.com/iocar-inclusive-soci">https://inclusivesocieties.wixsite.com/iocar-inclusive-soci</a> - <a href="mailto:mbautistapardo@gmail.com">mbautistapardo@gmail.com</a> Instituto Marítimo Español: <a href="https://www.ime.es/">https://www.ime.es/</a> - <a href="mailto:mercedespardo@ime.es">mercedespardo@ime.es</a> ACOSTA GROUP: <a href="http://acosta-group.com/">http://acosta-group.com/</a> - <a href="mailto:crodriguez@acosta-group.com">crodriguez@acosta-group.com</a> DataDron: <a href="http://www.datadron.com">www.datadron.com</a> - <a href="mailto:rd@datadron.com">rd@datadron.com</a> Elittoral: <a href="https://www.elittoral.es/">https://www.elittoral.es/</a> - <a href="mailto:obergasa@elittoral.es">obergasa@elittoral.es</a> NAILA BUSINESS EVOLVER, S.L.U: <a href="http://www.businessevolver.net">www.businessevolver.net</a> - <a href="mailto:admin@businessevolver.net">admin@businessevolver.net</a> CODEXCA: <a href="https://www.codexca.com/">https://www.codexca.com/</a> - <a href="mailto:codexca@codexca.com">codexca@codexca.com</a> LTM ADVISORS: <a href="http://ltmadvisors.eu">http://ltmadvisors.eu</a> - <a href="mailto:dcelis@ltmadvisors.com">dcelis@ltmadvisors.com</a> ASOCIACIÓN MENTORDAY: <a href="https://mentorday.es/">https://mentorday.es/</a> - <a href="mailto:lpaz@mentorday.es">lpaz@mentorday.es</a> INNOVAMARINA: <a href="https://innovamarina.com/es">https://innovamarina.com/es</a> - <a href="mailto:info@innovamarina.com">info@innovamarina.com</a>
<b>Service#2. ACCELERATION</b>	IVEAEMPA: <a href="https://www.iveaempa.org/">https://www.iveaempa.org/</a> - <a href="mailto:federacion@iveaempa.org">federacion@iveaempa.org</a> EMPA: <a href="mailto:empapresidencia@gmail.com">empapresidencia@gmail.com</a> - AGV GLOBAL ABAST S.L.: <a href="http://www.agvglobalabast.com/">http://www.agvglobalabast.com/</a> - <a href="mailto:info@agvglobalabast.com">info@agvglobalabast.com</a> IOCAR S.L.: <a href="https://inclusivesocieties.wixsite.com/iocar-inclusive-soci">https://inclusivesocieties.wixsite.com/iocar-inclusive-soci</a> - <a href="mailto:mbautistapardo@gmail.com">mbautistapardo@gmail.com</a> ACOSTA GROUP: <a href="http://acosta-group.com/">http://acosta-group.com/</a> - <a href="mailto:crodriguez@acosta-group.com">crodriguez@acosta-group.com</a> DataDron: <a href="http://www.datadron.com">www.datadron.com</a> - <a href="mailto:rd@datadron.com">rd@datadron.com</a> Elittoral: <a href="https://www.elittoral.es/">https://www.elittoral.es/</a> - <a href="mailto:obergasa@elittoral.es">obergasa@elittoral.es</a> NAILA BUSINESS EVOLVER, S.L.U: <a href="http://www.businessevolver.net">www.businessevolver.net</a> - <a href="mailto:admin@businessevolver.net">admin@businessevolver.net</a> LTM ADVISORS: <a href="http://ltmadvisors.eu">http://ltmadvisors.eu</a> - <a href="mailto:dcelis@ltmadvisors.com">dcelis@ltmadvisors.com</a> ASOCIACIÓN MENTORDAY: <a href="https://mentorday.es/">https://mentorday.es/</a> - <a href="mailto:lpaz@mentorday.es">lpaz@mentorday.es</a>



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<p><b>Service#4. EXPERIENCE IN DIGITAL, SUSTAINABLE, AND INCLUSIVE TECHNOLOGY</b></p>	<p>MODUS OPERANDI S.L.:  <a href="https://www.plandeigualdadparatuempresa.es/">https://www.plandeigualdadparatuempresa.es/</a> -  <a href="mailto:info@modusoperandi.com">info@modusoperandi.com</a>                      IMEDIA S.A.:  <a href="https://internatiolnalinte.wixsite.com/international-intern-internatiolnalinternetmultimed@gmail.com">https://internatiolnalinte.wixsite.com/international-intern-internatiolnalinternetmultimed@gmail.com</a>                      DISPUTE MANAGEMENT S.L.:  <a href="http://www.disputemanagement.es/">http://www.disputemanagement.es/</a> -  <a href="mailto:mercedes@mercedestarrazon.com">mercedes@mercedestarrazon.com</a>                      ABM: <a href="https://www.abm.cat/es/">https://www.abm.cat/es/</a> - <a href="mailto:abm@abm.cat">abm@abm.cat</a>                      ACO: <a href="https://www.aco.es/es">https://www.aco.es/es</a> - <a href="mailto:aco@aco.es">aco@aco.es</a>                      Remosa: <a href="https://www.remosa.net/">https://www.remosa.net/</a> - <a href="mailto:acoremosa@aco.com">acoremosa@aco.com</a>                      Eco-Sistems Watermakers S.L.: <a href="https://eco-sistems.com/en/info@eco-sistems.com">https://eco-sistems.com/en/info@eco-sistems.com</a>                      Hidroquimia. Tractaments i Química Industrial:  <a href="https://hidroquimia.es/ca/inici/">https://hidroquimia.es/ca/inici/</a> - <a href="mailto:cperez@hidroquimia.es">cperez@hidroquimia.es</a>                      Lente Impulso: <a href="https://www.impulsoenergia.eu/">https://www.impulsoenergia.eu/</a> -</p>

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<p><b>Service#5. FUNDING OPPORTUNITIES</b></p>	<p>MODUS OPERANDI S.L.: <a href="https://www.plandeigualdadparatuempresa.es/">https://www.plandeigualdadparatuempresa.es/</a> - <a href="mailto:info@modusoperandi.com">info@modusoperandi.com</a>                  IMEDIA S.A.: <a href="https://internationalinte.wixsite.com/international-internationalinternetmultimed@gmail.com">https://internationalinte.wixsite.com/international-internationalinternetmultimed@gmail.com</a>                  CAMPRA BAUTISTA ASOCIADOS: <a href="https://cbabogados.es/">https://cbabogados.es/</a> - <a href="mailto:mbautista@cbabogados.es">mbautista@cbabogados.es</a>                  IOCAR S.L.: <a href="https://inclusivesocieties.wixsite.com/iocar-inclusive-soci">https://inclusivesocieties.wixsite.com/iocar-inclusive-soci</a> - <a href="mailto:mbautistapardo@gmail.com">mbautistapardo@gmail.com</a>                  Dr. Canicio: <a href="https://www.drcanicio.com/">https://www.drcanicio.com/</a> - <a href="mailto:info@drcanicio.com">info@drcanicio.com</a>                  Eurecat: <a href="https://eurecat.org/es/">https://eurecat.org/es/</a> - <a href="mailto:info@eurecat.org">info@eurecat.org</a>                  Leitac: <a href="https://www.leitac.org/">https://www.leitac.org/</a> - <a href="mailto:leitac@leitac.org">leitac@leitac.org</a></p>

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<p><b>Service#6. INTERNATIONALIZATION</b></p>	<p>EMPA: <a href="mailto:empapresidencia@gmail.com">empapresidencia@gmail.com</a> -                  AGV GLOBAL ABAST S.L.: <a href="http://www.agvglobalabast.com/">http://www.agvglobalabast.com/</a> - <a href="mailto:info@agvglobalabast.com">info@agvglobalabast.com</a>                  CAMPRA BAUTISTA ASOCIADOS: <a href="https://cbabogados.es/">https://cbabogados.es/</a> - <a href="mailto:mbautista@cbabogados.es">mbautista@cbabogados.es</a>                  MERCEDES TARRAZÓN:  <a href="http://www.disputemanagement.es/formacion/">http://www.disputemanagement.es/formacion/</a> - <a href="mailto:mercedes@mercedestarrazon.com">mercedes@mercedestarrazon.com</a>                  IOCAR S.L.: <a href="https://inclusivesocieties.wixsite.com/iocar-inclusive-soci">https://inclusivesocieties.wixsite.com/iocar-inclusive-soci</a> - <a href="mailto:mbautistapardo@gmail.com">mbautistapardo@gmail.com</a>                  ACCIÓ: <a href="https://www.accio.gencat.cat/ca/inici">https://www.accio.gencat.cat/ca/inici</a> - Contact.                  ACCIÓ - Agència per la Competitivitat de l'Empresa (gencat.cat) (not email)                  Leitat: <a href="https://www.leitat.org/">https://www.leitat.org/</a> - <a href="mailto:leitat@leitat.org">leitat@leitat.org</a>                  Instituto Marítimo Español: <a href="https://www.ime.es/">https://www.ime.es/</a> - <a href="mailto:mercedespardo@ime.es">mercedespardo@ime.es</a>                  ACOSTA GROUP: <a href="http://acosta-group.com">http://acosta-group.com</a> - <a href="mailto:crodriguez@acosta-group.com">crodriguez@acosta-group.com</a>                  DataDron: <a href="http://www.datadron.com">www.datadron.com</a> - <a href="mailto:rd@datadron.com">rd@datadron.com</a>                  BANKINTER:  <a href="https://canaryislandssuppliers.com/directory/bankinter-sp-2/">https://canaryislandssuppliers.com/directory/bankinter-sp-2/</a> - <a href="mailto:fvrguez@bankinter.com">fvrguez@bankinter.com</a>                  NAILA BUSINESS EVOLVER, S.L.U: <a href="http://www.businessevolver.net">www.businessevolver.net</a> - <a href="mailto:admin@businessevolver.net">admin@businessevolver.net</a>                  CODEXCA: <a href="https://www.codexca.com/">https://www.codexca.com/</a> - <a href="mailto:codexca@codexca.com">codexca@codexca.com</a>                  LTM ADVISORS: <a href="http://ltmadvisors.eu">http://ltmadvisors.eu</a> - <a href="mailto:dcelis@ltmadvisors.com">dcelis@ltmadvisors.com</a>                  ASOCIACIÓN MENTORDAY: <a href="https://mentorday.es/">https://mentorday.es/</a> - <a href="mailto:lpaz@mentorday.es">lpaz@mentorday.es</a></p>
<p><b>Service#7. TRAINING (including mentoring and seminars for services 1 to 6)</b></p>	<p>IVEAEMPA: <a href="https://www.iveaempa.org/">https://www.iveaempa.org/</a>;                  EMPA: <a href="mailto:empapresidencia@gmail.com">empapresidencia@gmail.com</a> -</p>

	<p>AGV GLOBAL ABAST S.L.: <a href="http://www.agvglobalabast.com/">http://www.agvglobalabast.com/</a> - <a href="mailto:info@agvglobalabast.com">info@agvglobalabast.com</a></p> <p>MODUS OPERANDI S.L.: <a href="https://www.plandeigualdadparatuempresa.es/">https://www.plandeigualdadparatuempresa.es/</a> - <a href="mailto:info@modusoperandi.com">info@modusoperandi.com</a></p> <p>IMEDIA S.A.: <a href="https://internationalinte.wixsite.com/international-intern-internationalinternetmultimed@gmail.com">https://internationalinte.wixsite.com/international-intern-internationalinternetmultimed@gmail.com</a></p> <p>MERCEDES TARRAZÓN: <a href="http://www.disputemanagement.es/formacion/">http://www.disputemanagement.es/formacion/</a> - <a href="mailto:mercedes@mercedestarrazon.com">mercedes@mercedestarrazon.com</a></p> <p>DISPUTE MANAGEMENT S.L.: <a href="http://www.disputemanagement.es/">http://www.disputemanagement.es/</a> - <a href="mailto:mercedes@mercedestarrazon.com">mercedes@mercedestarrazon.com</a></p> <p>Anthesis Lavola: <a href="https://www.thesisgroup.com/es/">https://www.thesisgroup.com/es/</a> - <a href="mailto:hola@thesisgroup.com">hola@thesisgroup.com</a></p> <p>We&amp;B – Water; Environment and Business for development: <a href="https://weandb.org/es/">https://weandb.org/es/</a> - <a href="mailto:info@weandb.org">info@weandb.org</a></p> <p>Albirem: <a href="https://albirem.com/?lang=es">https://albirem.com/?lang=es</a> - <a href="mailto:info@albirem.com">info@albirem.com</a></p> <p>Instituto Marítimo Español: <a href="https://www.ime.es/">https://www.ime.es/</a> - <a href="mailto:mercedespardo@ime.es">mercedespardo@ime.es</a></p> <p>DataDron: <a href="http://www.datadron.com">www.datadron.com</a> - <a href="mailto:rd@datadron.com">rd@datadron.com</a></p> <p>Elittoral: <a href="https://www.elittoral.es/">https://www.elittoral.es/</a> - <a href="mailto:obergasa@elittoral.es">obergasa@elittoral.es</a></p> <p>NAILA BUSINESS EVOLVER, S.L.U.: <a href="http://www.businessevolver.net">www.businessevolver.net</a> - <a href="mailto:admin@businessevolver.net">admin@businessevolver.net</a></p> <p>LTM ADVISORS: <a href="http://ltmadvisors.eu">http://ltmadvisors.eu</a> - <a href="mailto:dcelis@ltmadvisors.com">dcelis@ltmadvisors.com</a></p> <p>CONSULTA-EUROPA: <a href="https://consulta-europa.com/">https://consulta-europa.com/</a> - <a href="mailto:beatrice.avagnina@consulta-europa.com">beatrice.avagnina@consulta-europa.com</a></p> <p>ASOCIACIÓN MENTORDAY: <a href="https://mentorday.es/">https://mentorday.es/</a> - <a href="mailto:lpaz@mentorday.es">lpaz@mentorday.es</a></p> <p>INNOVAMARINA: <a href="https://innovamarina.com/es">https://innovamarina.com/es</a> - <a href="mailto:info@innovamarina.com">info@innovamarina.com</a></p>
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## ITALY

Service type	Service providers ITALY
<b>Service#1. BUSINESS MODEL</b>	ForMare: <a href="https://www.poloformare.it/">https://www.poloformare.it/</a> - <a href="mailto:projectoffice@poloformare.it">projectoffice@poloformare.it</a> Rete Penta: <a href="http://www.marinasc consulting.com">www.marinasc consulting.com</a> - <a href="mailto:pietro.angelini@navigotoscana.it">pietro.angelini@navigotoscana.it</a> - <a href="mailto:ilaria.piccini@navigotoscana.it">ilaria.piccini@navigotoscana.it</a> Mare FVG's associates: <a href="https://www.marefvg.it/it/soci/">https://www.marefvg.it/it/soci/</a> - <a href="mailto:roberta.padovan@marefvg.it">roberta.padovan@marefvg.it</a> Net European Consulting: <a href="http://www.neteconsulting.net">www.neteconsulting.net</a> - <a href="mailto:info@neteconsulting.net">info@neteconsulting.net</a>
<b>Service#2. ACCELERATION</b>	ForMare: <a href="https://www.poloformare.it/">https://www.poloformare.it/</a> - <a href="mailto:projectoffice@poloformare.it">projectoffice@poloformare.it</a> NAVIGO TOSCANA: <a href="https://www.navigotoscana.it/">https://www.navigotoscana.it/</a> - <a href="mailto:pietro.angelini@navigotoscana.it">pietro.angelini@navigotoscana.it</a> - <a href="mailto:ilaria.piccini@navigotoscana.it">ilaria.piccini@navigotoscana.it</a> MAR.TE. Sea-Land Logistcs: <a href="https://www.martelogistics.com/">https://www.martelogistics.com/</a> - <a href="mailto:marcello.risitano@uniparthenope.it">marcello.risitano@uniparthenope.it</a> Net European Consulting: <a href="http://www.neteconsulting.net/">www.neteconsulting.net/</a> - <a href="mailto:info@neteconsulting.net">info@neteconsulting.net</a>
<b>Service#3. OPEN INNOVATION</b>	ForMare: <a href="https://www.poloformare.it/">https://www.poloformare.it/</a> - <a href="mailto:projectoffice@poloformare.it">projectoffice@poloformare.it</a> NAVIGO TOSCANA: <a href="https://www.navigotoscana.it/">https://www.navigotoscana.it/</a> - <a href="mailto:pietro.angelini@navigotoscana.it">pietro.angelini@navigotoscana.it</a> - <a href="mailto:ilaria.piccini@navigotoscana.it">ilaria.piccini@navigotoscana.it</a> Mare FVG's associates: <a href="https://www.marefvg.it/">https://www.marefvg.it/</a> - <a href="mailto:roberta.padovan@marefvg.it">roberta.padovan@marefvg.it</a> Net European Consulting: <a href="http://www.neteconsulting.net">www.neteconsulting.net</a> - <a href="mailto:info@neteconsulting.net">info@neteconsulting.net</a> FEDERPESCA: <a href="https://www.federpesca.it/">https://www.federpesca.it/</a> - <a href="mailto:federpescaeuropa@federpesca.it">federpescaeuropa@federpesca.it</a>
<b>Service#4. EXPERIENCE IN DIGITAL, SUSTAINABLE, AND INCLUSIVE TECHNOLOGY</b>	ForMare: <a href="https://www.poloformare.it/">https://www.poloformare.it/</a> - <a href="mailto:projectoffice@poloformare.it">projectoffice@poloformare.it</a> NAVIGO TOSCANA: <a href="https://www.navigotoscana.it/">https://www.navigotoscana.it/</a> - <a href="mailto:pietro.angelini@navigotoscana.it">pietro.angelini@navigotoscana.it</a> - <a href="mailto:ilaria.piccini@navigotoscana.it">ilaria.piccini@navigotoscana.it</a> Ro Technology: <a href="http://www.rotechnology.it">www.rotechnology.it</a> - <a href="mailto:federpescaeuropa@federpesca.it">federpescaeuropa@federpesca.it</a> LegaCoop: <a href="http://www.dipartimentopesca.it">www.dipartimentopesca.it</a> -

	<p><a href="mailto:segreteria.dipesca@ancalega.coop">segreteria.dipesca@ancalega.coop</a>;  <a href="mailto:info@ancalega.coop">info@ancalega.coop</a></p>
<b>Service#5. FUNDING OPPORTUNITIES</b>	<p>ForMare: <a href="https://www.poloformare.it/">https://www.poloformare.it/</a> -  <a href="mailto:projectoffice@poloformare.it">projectoffice@poloformare.it</a>  Rete Penta: <a href="http://www.marinasc consulting.com">www.marinasc consulting.com</a> -  <a href="mailto:pietro.angelini@navigotoscana.it">pietro.angelini@navigotoscana.it</a> -  <a href="mailto:ilaria.piccini@navigotoscana.it">ilaria.piccini@navigotoscana.it</a>  Mare FVG's associates: <a href="https://www.marefvg.it/it/soci/">https://www.marefvg.it/it/soci/</a> -  <a href="mailto:roberta.padovan@marefvg.it">roberta.padovan@marefvg.it</a>  Net European Consulting: <a href="http://www.neteconsulting.net">www.neteconsulting.net</a> -  <a href="mailto:info@neteconsulting.net">info@neteconsulting.net</a>  LegaCoop: <a href="http://www.dipartimentopesca.it">www.dipartimentopesca.it</a> -  <a href="mailto:segreteria.dipesca@ancalega.coop">segreteria.dipesca@ancalega.coop</a>;  <a href="mailto:info@ancalega.coop">info@ancalega.coop</a></p>
<b>Service#6. INTERNATIONALIZATION</b>	<p>ForMare: <a href="https://www.poloformare.it/">https://www.poloformare.it/</a> -  <a href="mailto:projectoffice@poloformare.it">projectoffice@poloformare.it</a>  NAVIGO TOSCANA: <a href="https://www.navigotoscana.it/">https://www.navigotoscana.it/</a> -  <a href="mailto:pietro.angelini@navigotoscana.it">pietro.angelini@navigotoscana.it</a> -  <a href="mailto:ilaria.piccini@navigotoscana.it">ilaria.piccini@navigotoscana.it</a>  HOPE Foundation: <a href="http://www.hopefoundation.ngo">www.hopefoundation.ngo</a> -  <a href="mailto:info@h-opes.org">info@h-opes.org</a>  LegaCoop: <a href="http://www.dipartimentopesca.it">www.dipartimentopesca.it</a> -  <a href="mailto:segreteria.dipesca@ancalega.coop">segreteria.dipesca@ancalega.coop</a>;  <a href="mailto:info@ancalega.coop">info@ancalega.coop</a></p>
<b>Service#7. TRAINING (including mentoring and seminars for services 1 to 6)</b>	<p>ForMare: <a href="https://www.poloformare.it/">https://www.poloformare.it/</a> -  <a href="mailto:projectoffice@poloformare.it">projectoffice@poloformare.it</a>  Rete Penta: <a href="http://www.marinasc consulting.com">www.marinasc consulting.com</a> -  <a href="mailto:pietro.angelini@navigotoscana.it">pietro.angelini@navigotoscana.it</a> -  <a href="mailto:ilaria.piccini@navigotoscana.it">ilaria.piccini@navigotoscana.it</a>  Net European Consulting: <a href="http://www.neteconsulting.net">www.neteconsulting.net</a> -  <a href="mailto:info@neteconsulting.net">info@neteconsulting.net</a>  FEDERPESCA: <a href="https://www.federpesca.it/">https://www.federpesca.it/</a> -  <a href="mailto:federpescaeuropa@federpesca.it">federpescaeuropa@federpesca.it</a>  LegaCoop: <a href="http://www.dipartimentopesca.it">www.dipartimentopesca.it</a> -  <a href="mailto:segreteria.dipesca@ancalega.coop">segreteria.dipesca@ancalega.coop</a>;  <a href="mailto:info@ancalega.coop">info@ancalega.coop</a></p>

## GREECE

Service type	Service providers - GREECE
<b>Service#1. BUSINESS MODEL</b>	Business Support Center of the Municipality of Piraeus: <a href="https://piraeusbsc.gr/en/">https://piraeusbsc.gr/en/</a> - <a href="mailto:aampelakioti@piraeusbsc.gr">aampelakioti@piraeusbsc.gr</a> ELEVATE Greece, Innovation Ecosystem: <a href="https://elevategreece.gov.gr/innovation-ecosystem/">https://elevategreece.gov.gr/innovation-ecosystem/</a> - <a href="mailto:mdritsas@m nec.gr">mdritsas@m nec.gr</a> P-Consulting, Patras, Greece <a href="https://www.p-consulting.gr/">https://www.p-consulting.gr/</a> - <a href="mailto:info@p-consulting.gr">info@p-consulting.gr</a> CAPSULE: Travel & Hospitality Accelerator, <a href="https://www.capsuletaccelerator.gr/">https://www.capsuletaccelerator.gr/</a> - <a href="mailto:accelerator@grhotels.gr">accelerator@grhotels.gr</a> EKPAIDEFTIRIA KALOSKAMI S.A. – AXIA: <a href="https://www.kek-axia.gr/">https://www.kek-axia.gr/</a> - <a href="mailto:info@iek-axia.gr">info@iek-axia.gr</a> MPDO consulting firm: <a href="https://www.mpdo.gr/en">https://www.mpdo.gr/en</a> - <a href="mailto:info@mpdo.gr">info@mpdo.gr</a> EXELIXIS - <a href="mailto:ig@exelixis.net.gr">ig@exelixis.net.gr</a> APCL LTD: <a href="https://apclinno.eu/">https://apclinno.eu/</a> - <a href="mailto:info@apclinno.eu">info@apclinno.eu</a> STRATAGEM LTD: <a href="http://stratagem.com.cy/">http://stratagem.com.cy/</a> - <a href="mailto:tp@stratagem.com.cy">tp@stratagem.com.cy</a> MENTALITYX: <a href="http://mentalityx.com/">http://mentalityx.com/</a> - <a href="mailto:hello@mentalityx.com">hello@mentalityx.com</a>
<b>Service#2. ACCELERATION</b>	CAPSULE: Travel & Hospitality Accelerator, <a href="https://www.capsuletaccelerator.gr/">https://www.capsuletaccelerator.gr/</a> - <a href="mailto:accelerator@grhotels.gr">accelerator@grhotels.gr</a> ACEin - The incubation & acceleration center of the Athens University of Economics and Business (AUEB), <a href="https://acein.aueb.gr/en/">https://acein.aueb.gr/en/</a> - <a href="mailto:diakanastasi@aueb.gr">diakanastasi@aueb.gr</a> Archimedes, NKUA Centre for Innovation & Entrepreneurship: <a href="https://archimedes.uoa.gr/">https://archimedes.uoa.gr/</a> - <a href="mailto:archimedes@uoa.gr">archimedes@uoa.gr</a> ERFC: <a href="https://erfc.gr/">https://erfc.gr/</a> - <a href="mailto:info@erfc.gr">info@erfc.gr</a> MPDO consulting firm: <a href="https://www.mpdo.gr/en">https://www.mpdo.gr/en</a> - <a href="mailto:info@mpdo.gr">info@mpdo.gr</a> EXELIXIS - <a href="mailto:ig@exelixis.net.gr">ig@exelixis.net.gr</a> APCL LTD: <a href="https://apclinno.eu/">https://apclinno.eu/</a> - <a href="mailto:info@apclinno.eu">info@apclinno.eu</a> STRATAGEM LTD: <a href="http://stratagem.com.cy/">http://stratagem.com.cy/</a> - <a href="mailto:tp@stratagem.com.cy">tp@stratagem.com.cy</a> MENTALITYX: <a href="http://mentalityx.com/">http://mentalityx.com/</a> - <a href="mailto:hello@mentalityx.com">hello@mentalityx.com</a>
<b>Service#3. OPEN INNOVATION</b>	CROWDPOLICY Open Innovation: <a href="https://www.crowdpolicy.com/oi/">https://www.crowdpolicy.com/oi/</a> -

	<p><a href="mailto:michael@crowdpolicy.com">michael@crowdpolicy.com</a>                  Open Innovations, Greece:  <a href="https://www.openinnovations.gr/en/business-continuity-info@openinnovations.gr">https://www.openinnovations.gr/en/business-continuity - info@openinnovations.gr</a>                  OPEN UP, Greek Scientific Association of Innovation:  <a href="http://www.openup.gr/">http://www.openup.gr/</a> - <a href="mailto:info@openup.gr">info@openup.gr</a>                  REINTELLIGENT: <a href="mailto:projects@reintelligent.gr">projects@reintelligent.gr</a> -                  MPDO consulting firm: <a href="https://www.mpdo.gr/en-info@mpdo.gr">https://www.mpdo.gr/en - info@mpdo.gr</a>                  EXELIXIS - <a href="mailto:ig@exelixis.net.gr">ig@exelixis.net.gr</a></p>
<p><b>Service#4. EXPERIENCE IN DIGITAL, SUSTAINABLE, AND INCLUSIVE TECHNOLOGY</b></p>	<p>SmartAttica-AtHeNAI &amp; ahedd Digital Innovation Hub (Greek European Digital Innovation Hub (EDIH) for Artificial Intelligence)  <a href="https://ahedd.demokritos.gr/service_category/business/info@ahedd.demokritos.gr">https://ahedd.demokritos.gr/service_category/business/ - info@ahedd.demokritos.gr</a>                  AI Technopolis Cluster, Thessaloniki, Greece <a href="https://www.ai-cluster.gr/about-us/">https://www.ai-cluster.gr/about-us/</a> - <a href="mailto:info@ai-cluster.gr">info@ai-cluster.gr</a>                  The SIGMA Business Network, Digital Transformation for SMEs: <a href="https://www.thesigmanet.com/st@thesigmanet.com">https://www.thesigmanet.com/ - st@thesigmanet.com</a>                  ERFC: <a href="https://erfc.gr/">https://erfc.gr/</a> - <a href="mailto:info@erfc.gr">info@erfc.gr</a>                  REINTELLIGENT: <a href="mailto:projects@reintelligent.gr">projects@reintelligent.gr</a>                  MPDO consulting firm: <a href="https://www.mpdo.gr/en-info@mpdo.gr">https://www.mpdo.gr/en - info@mpdo.gr</a>                  EXELIXIS - <a href="mailto:ig@exelixis.net.gr">ig@exelixis.net.gr</a></p>
<p><b>Service#5. FUNDING OPPORTUNITIES</b></p>	<p>NBG – Business Seeds, National Bank of Greece:  <a href="https://www.nbg.gr/en/business/business-seeds-arsenis.spyros@nbg.gr">https://www.nbg.gr/en/business/business-seeds - arsenis.spyros@nbg.gr</a>                  Kinno, Ltd. Business Innovation Strategy Consultants:  <a href="https://kinno.eu/en/">https://kinno.eu/en/</a> - <a href="mailto:geragotellis@kinno.org">geragotellis@kinno.org</a>                  ERFC: <a href="https://erfc.gr/">https://erfc.gr/</a> - <a href="mailto:info@erfc.gr">info@erfc.gr</a>                  APCL LTD: <a href="https://apclinno.eu/">https://apclinno.eu/</a> - <a href="mailto:info@apclinno.eu">info@apclinno.eu</a>                  RTD TALOS: <a href="https://www.talos-rtd.com/">https://www.talos-rtd.com/</a> - <a href="mailto:talos@talos-rtd.com">talos@talos-rtd.com</a>                  STRATAGEM LTD: <a href="http://stratagem.com.cy/">http://stratagem.com.cy/</a> - <a href="mailto:tp@stratagem.com.cy">tp@stratagem.com.cy</a>                  MENTALITYX: <a href="http://mentalityx.com/">http://mentalityx.com/</a> - <a href="mailto:hello@mentalityx.com">hello@mentalityx.com</a></p>
<p><b>Service#6. INTERNATIONALIZATION</b></p>	<p>HCH - Hellenic Chamber of Hotels:  <a href="https://www.grhotels.gr/en/">https://www.grhotels.gr/en/</a> - <a href="mailto:president@grhotels.gr">president@grhotels.gr</a>                  INNOVATION Greece cluster – “We Support Greek SME’s leadership and innovation”: <a href="https://innovationgreece.com/info@innovationgreece.com">https://innovationgreece.com/ - info@innovationgreece.com</a>                  GTP - Greek Travel Pages: <a href="https://gtp.gr">https://gtp.gr</a> - <a href="mailto:maria@gtp.gr">maria@gtp.gr</a></p>



	<p>REINTELLIGENT: <a href="mailto:projects@reintelligent.gr">projects@reintelligent.gr</a>                  MPDO consulting firm: <a href="https://www.mpdo.gr/en">https://www.mpdo.gr/en</a> - <a href="mailto:info@mpdo.gr">info@mpdo.gr</a>                  EXELIXIS - <a href="mailto:ig@exelixis.net.gr">ig@exelixis.net.gr</a></p>
<p><b>Service#7. TRAINING (including mentoring and seminars for services 1 to 6)</b></p>	<p>GMC Maritime Training Center &amp; Maritime Academy, <a href="https://gmcmaritimecenter.com/">https://gmcmaritimecenter.com/</a> - <a href="mailto:md@gmcmaritimecenter.com">md@gmcmaritimecenter.com</a>                  BCA College <a href="https://www.bca.edu.gr/">https://www.bca.edu.gr/</a> - <a href="mailto:hdaskalakis@bca.edu.gr">hdaskalakis@bca.edu.gr</a>                  HOTEL Brain Academy, <a href="http://www.hotelbrainacademy.com">www.hotelbrainacademy.com</a> - <a href="mailto:info@hotelbrainacademy.com">info@hotelbrainacademy.com</a>                  Startup Nation – Mentors &amp; Advisors: <a href="http://startupnation.gr/category/mentors-advisors">http://startupnation.gr/category/mentors-advisors</a> - <a href="mailto:tolis@aival.com">tolis@aival.com</a>                  Technoscape Strategy &amp; Technology P.C., <a href="https://technoscape.ai/">https://technoscape.ai/</a> - <a href="mailto:director@technoscape.ai">director@technoscape.ai</a>                  The Cube Athens: <a href="https://thecube.gr/">https://thecube.gr/</a> - <a href="mailto:stavros@thecube.gr">stavros@thecube.gr</a>                  EKPAIDEFTIRIA KALOSKAMI S.A. – AXIA: <a href="https://www.kek-axia.gr/">https://www.kek-axia.gr/</a> - <a href="mailto:info@iek-axia.gr">info@iek-axia.gr</a>                  REINTELLIGENT: <a href="mailto:projects@reintelligent.gr">projects@reintelligent.gr</a>                  MPDO consulting firm: <a href="https://www.mpdo.gr/en">https://www.mpdo.gr/en</a> - <a href="mailto:info@mpdo.gr">info@mpdo.gr</a>                  EXELIXIS: <a href="mailto:ig@exelixis.net.gr">ig@exelixis.net.gr</a>                  MENTALITYX: <a href="http://mentalityx.com/">http://mentalityx.com/</a> - <a href="mailto:hello@mentalityx.com">hello@mentalityx.com</a>                  APCL LTD: <a href="https://apclinno.eu/">https://apclinno.eu/</a> - <a href="mailto:info@apclinno.eu">info@apclinno.eu</a>                  RTD TALOS: <a href="https://www.talos-rtd.com/">https://www.talos-rtd.com/</a> - <a href="mailto:talos@talos-rtd.com">talos@talos-rtd.com</a>                  STRATAGEM LTD: <a href="http://stratagem.com.cy/">http://stratagem.com.cy/</a> - <a href="mailto:tp@stratagem.com.cy">tp@stratagem.com.cy</a></p>

## PORTUGAL

Service type	Service providers PORTUGAL
<b>Service#1. BUSINESS MODEL</b>	Hora das Palavras: <a href="http://www.hora.com.pt">www.hora.com.pt</a> - <a href="mailto:geral@hora.com.pt">geral@hora.com.pt</a> - Sines Tecnopolo: <a href="https://www.sinestecnopolo.org/">https://www.sinestecnopolo.org/</a> - <a href="mailto:info@sinestecnopolo.org">info@sinestecnopolo.org</a> ACDE - Associação Comercial do Distrito de Évora: <a href="https://www.acde.pt/">https://www.acde.pt/</a> - <a href="mailto:geral@acde.pt">geral@acde.pt</a> ALSA - Associação Lugares da Serra Alentejana: <a href="http://www.lugaresdaserraalentejana.com/">http://www.lugaresdaserraalentejana.com/</a> - <a href="mailto:geral@lugaresdaserraalentejana.com">geral@lugaresdaserraalentejana.com</a>
<b>Service#2. ACCELERATION</b>	Sines Tecnopolo: <a href="https://www.sinestecnopolo.org/">https://www.sinestecnopolo.org/</a> - <a href="mailto:info@sinestecnopolo.org">info@sinestecnopolo.org</a> Hora das Palavras: <a href="http://www.hora.com.pt">www.hora.com.pt</a> - <a href="mailto:geral@hora.com.pt">geral@hora.com.pt</a> -
<b>Service#3. OPEN INNOVATION</b>	Sines Tecnopolo: <a href="https://www.sinestecnopolo.org/">https://www.sinestecnopolo.org/</a> - <a href="mailto:info@sinestecnopolo.org">info@sinestecnopolo.org</a> DECSIS: <a href="https://www.decsis.eu/">https://www.decsis.eu/</a> - <a href="mailto:rui.barroso@decsis.pt">rui.barroso@decsis.pt</a>
<b>Service#4. EXPERIENCE IN DIGITAL, SUSTAINABLE, AND INCLUSIVE TECHNOLOGY</b>	DECSIS: <a href="https://www.decsis.eu/">https://www.decsis.eu/</a> - <a href="mailto:rui.barroso@decsis.pt">rui.barroso@decsis.pt</a> ALSA - Associação Lugares da Serra Alentejana: <a href="http://www.lugaresdaserraalentejana.com/">http://www.lugaresdaserraalentejana.com/</a> - <a href="mailto:geral@lugaresdaserraalentejana.com">geral@lugaresdaserraalentejana.com</a>
<b>Service#5. FUNDING OPPORTUNITIES</b>	Hora das Palavras: <a href="http://www.hora.com.pt">www.hora.com.pt</a> - <a href="mailto:geral@hora.com.pt">geral@hora.com.pt</a>
<b>Service#6. INTERNATIONALIZATION</b>	ARPTA - Agência Regional de Promoção Turística do Alentejo: <a href="https://www.visitalentejo.pt/pt/o-alentejo/quem-somos/arpta/">https://www.visitalentejo.pt/pt/o-alentejo/quem-somos/arpta/</a> - <a href="mailto:antonio.lacerda@turismoalentejo.pt">antonio.lacerda@turismoalentejo.pt</a>
<b>Service#7. TRAINING (including mentoring and seminars for services 1 to 6)</b>	Sines Tecnopolo: <a href="https://www.sinestecnopolo.org/">https://www.sinestecnopolo.org/</a> - <a href="mailto:info@sinestecnopolo.org">info@sinestecnopolo.org</a> ACDE - Associação Comercial do Distrito de Évora: <a href="https://www.acde.pt/">https://www.acde.pt/</a> - <a href="mailto:geral@acde.pt">geral@acde.pt</a> ALSA - Associação Lugares da Serra Alentejana: <a href="http://www.lugaresdaserraalentejana.com/">http://www.lugaresdaserraalentejana.com/</a> - <a href="mailto:geral@lugaresdaserraalentejana.com">geral@lugaresdaserraalentejana.com</a>