

**Blue Tech**  
Kick off meeting  
Unioncamere del Veneto  
Parco tecnologico VEGA Building LYBRA  
Via delle Industrie 19/C  
30175 Venezia Marghera  
27 May 2016

**MINUTES**

27.05.2016	
10:00-10.30	Welcome
10:30-11:30	<p>Introduction to the project and administrative and financial issues by LP.</p> <p>The LP will present the main topic of WP1 and will give indications on financial and administrative procedures: for verifying eligible costs, payments, reporting obligation, project changes and short presentation of the programme Management and information system (MIS).</p>
11:30-13:00	Presentation of the contents of the project - WP 2 and WP 3 by the WPLoader - PP 1 (Concentro) and PP 5 (IDA)
13:00-14:00	Lunch
14:00 - 16:00	Discussion of the main relevant aspect of the WP 1, WP 2 and WP 3, definition of the timetables of the implementation of the activities
16:00 - 16:30	Conclusions

**Attending Partners:**

1. Lazzari Roberta - UNIONCAMERE DEL VENETO - EUROSPORTELLLO
2. Tagliapietra Lucia - DELTA LAGUNARE
3. Bechelli Rossella - DELTA LAGUNARE
4. Penna Luca - CONCENTRO
5. Veronese Marica - CONCENTRO
6. Frulla Davide - PROVINCIA PESARO - URBINO
7. Tagliolini Daniele - PROVINCIA PESARO - URBINO
8. Kocina Romina - FRIULI INNOVAZIONE
9. Kesic Kenan - REZ - REGIONAL DEVELOPMENT AGENCY
10. Cetina Edo - IDA
11. Tarlao Giulio - REGIONE AUTONOMA FRIULI VENEZIA GIULIA
12. Eleonora Di Maria - UNIVERSITA' DI PADOVA

Welcoming Greetings by Roberta Lazzari from UCV.

UCV starts the Kick of Meeting with a short introduction of the project proposal. The Blue Tech project main object is to contribute to the development of a macro regional Cluster in the green shipbuilding technologies sector in the Adriatic - Ionian Area. The intention is to give an input for the implementation of the actions of the Pillar 1 and Topic 1 of the EUSAIR macro - strategy and contribute for the next call Interreg Adrion projects especially for what concerns the three pillars actions.

The project is basically composed by 3 Work Packages:

- WP1 - Project Management and Coordination - Responsible Partner: UCV
- WP2 - Communication and Dissemination - Responsible Partner: IDA
- WP3 - Technical Implementation - Responsible Partner Azienda Speciale ConCentro

Luca Penna from ConCentro will give more information about the WP 3 in a second moment of the Kick - Off Meeting.

UCV presents the main topic of WP1 and gives indications on financial and administrative procedures. Concerning the project management UCV stressed the importance to pay attention on the timing: the project will finish in October 2016 and partners have to be conscious that budget has to be spent within that date.

UCV reminds that at the beginning of the project it has been established the Steering Committee that, during the entire duration of the project, will take place 3 times: 27<sup>th</sup> May, July and October 2016.

It is very important to have a rigid organisation, in order to maintains a separate account in the expenditures.

Concerning the reporting deadline, the first one will be the 30<sup>th</sup> of June. The other planned deadlines are: 31<sup>st</sup> October and 10<sup>th</sup> December (in order to obtain the reimbursement within the end of the year).

Roberta Lazzari underlines that within July 2016 the all partnership is obliged to spend about 40% of the total budget, for this reason it is important to planned the procedure of selection in time, in order to be able to follow the action plan and related budget. The LP will clarify with the JTS about the % to spend within July 2016.

The accounting of expenditure will submitted to the lead partner for its approbation first. The Lead Partner will send to all partners the template for the financial report and for the accounting of the expenditures in advance.

UCV and ConCentro refer to all the partnership about their participation to the EUSAIR Forum in Dubrovnik on the 12 - 13<sup>th</sup> May as request by the application form.

In a second moment partners decide about the visual identity of the project, choosing the first of two proposal of a logo.

Ego Cetina from IDA presents WP2 content concerning the communication and dissemination activities.

The budget foreseen for these activities is: €27.500

The activities foreseen by IDA in order to encourage the exchange of info between beneficiaries and informal beneficiaries are:

- 3 networking meetings;
- press conference;
- 1000 brochures (IDA will provide the English version of brochures, each partner will be in charge of the translation in its own native language);
- 20 posters;
- gadgets such as pen (probably 300)

List of actions of WP2:

- 2.1 Communication plan, project logo, branding image brochure
- 2.2. Dissemination of the projects results, web site, press conference,
- 2.3 Organisation of networking meeting and final conference
- 2.4. Monitoring of main relevant activities

Duration of all activities from 1 - 7 months.

Roberta Lazzari specifies that at project level has defined that the WPL (IDA) will print 1000 brochures in English language and the PP will provide for its translation into national language. Concerning the Italian partnership the LP will provide for the translation. The WPL will print 30 posters and provide the realisation of 300 pens. The LP will provide for the branding image of the project.

Concerning the networking events Roberta Lazzari asks to fix already the dates.

Luca Penna from ConCentro introduces WP3 content.

The focus of the study: Extension of the project on blue growth but also green tech.

Main topics of course are:

1. Policies (concerning blue growth and green technologies). The policies analysis will contribute to understand how stakeholders are involved in these strategies and work in this sector. There are 3 level of analysis: EU (EUSAIR), national and regional.
2. Cluster
3. New Technologies (KET technologies). The first concern of part three will analyse the future of green technologies, while the second one will analyse the state of art of this kind of technologies. An indirect result will be the identification of the competence centres such as the universities involved in this process, the creation of a map of cluster that are involved in the entire sector of this economy.

Furthermore, there will follow an analysis of the governance model of clusters. The objective is to identify the potential best practices that could be adopted in the future macro cluster models.

The project foreseen also the development of a web platform, which will include a database of all data collected so far and a prevision of those will be collected. As done in SmartInno Project, it will be creating a sort a map of the data collected in order to improve the networking strategies. The idea is to have also a blue tech database updated respect of Clusterclub Project.

For what concerns the technical implementation of WP 3, ConCentro reminds that there is a substantial difference between EUSAIR's project focus area and IPA eligibility:

IPA	EUSAIR
ITALY	ITALY (+Basilicata; Calabria, Bolzano, Trento, Sicilia, Lombardia)
CROATIA	CROATIA
SLOVENIA	SLOVENIA
GREECE	GREECE
ALBANIA	ALBANIA
BOSNIA-HERZEGOVINA	BOSNIA-HERZEGOVINA
MONTENEGRO	MONTENEGRO
	SERBIA

(Partner area: Italy (Veneto, Friuli Venezia Giulia, Marche), Croatia, Bosnia-Herzegovina)

Concerning methodology, ConCentro submits 2 different proposal of approach. The first one is the territorial approach, that means that each partner will analyse a specific territory. Of course there are pros/cons: knowledge by each partner about the specific area to analyse and harmonization of the definition and data, but at the same time, risk to have problems about the attribution of area among partners and redoubling of data (it has to established who is responsible to put together all data).

This approach brings to the decision of who is responsible for which area. Following this approach, it means that more or less each partner will be in charge of the analysis of 3 areas.

The second proposal concerns the horizontal approach, that means that each partner will develop a specific topic of the Analysis.

Pros and cons of course also in this approach: harmonization of the definition and data but at the same time, risk to lose strategic links among topics.

ConCentro reminds to keep in mind balance of competences and budget.

Choosing the horizontal approach, the division of topics among partners, as proposed by ConCentro, could be the following one :

- UCV (LP): WP 1, WP 3.4 (web platform - technical part/UCV will in charge of the selection of the service provider, updating the clusterclub webplatform)
- ConCentro: WP 3 (technological platform)
- PROVINCIA PESARO - URBINO: WP 3.3 (Cluster Topic)
- FRIULI INNOVAZIONE: WP 3.4 (web platform)
- REZ: WP 3.2 (Policies Topic)
- IRA: WP 2

Provincia Pesaro Urbino proposes to simplify the work just proposing a model that could be fine for EUSAIR strategy and that could be adopted in other countries. The concern is not to be able to have enough time to structure this kind of study and not to give to the project an added value. Maybe this could be the right occasion to propose something more practical and not too theoretical.

At this regard ConCentro just reminds that to keep in mind the feasibility of the project and that for this activity there is 355€ budget allocated to justify.

During the second part of the meeting the discussion continues about which methodology adopt in order to develop WP3.

Choosing the horizontal approach, the concern is how cover the entire EUSAIR geographical area. The solution could be publishing a tender in order to have external consultants.

At the end all partners agree to adopt the horizontal approach in order to develop WP 3, following the division of tasks proposed by ConCentro.

Partners in charge of the development of the topics will in order to have external consultants to acquire information about all countries.

ConCentro will give more details on the developments of WP3 on the 10<sup>th</sup> of June.

Friuli Innovazione will be responsible of the next Steering Committee in July (18 - 23 week). UCV will check if it is possible to have somebody from Veneto Region.

During the last week of October the final conference for the end of the project will take place in Pula.

The meeting ends at 15.30