



# Neptune Blue Growth Accelerator Handbook

Service Provision  
-  
Experts Database



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## Table of contents

<b>THE FRAMEWORK</b> .....	<b>4</b>
<b>SERVICES PROVIDED BY NEPTUNE PARTNERS</b> .....	<b>7</b>
Aerospace Valley .....	8
Agence de Développement et d’innovation Nouvelle-Aquitaine .....	10
Ecole Supérieure des Technologies Industrielles Avancées .....	11
Pole Mer Mediterranee .....	12
Corallia .....	13
Fondazione Parco Tecnologico Padano .....	15
Polish Space Industry Association.....	16
Agentia de Dezvoltare Regionala Nord-Vest.....	17
Fundacio Eurecat .....	19
Asociacion Cluster de Movilidad y Logistica de Euskadi .....	21
WIN – Water Innovation Accelerator .....	22
<b>EXPERTISE FROM SERVICE PROVIDERS</b> .....	<b>23</b>
Experts from BELGIUM .....	24
<i>European Business and Innovation Centre Network (EBN)</i> .....	24
Experts from FRANCE.....	25
Alain LIENNARD, Eng.....	25
ARCLÈS.....	26
CAPITAL HIGH TECH SARL.....	28
EOC International.....	29
HELIO PUR TECHNOLOGIES.....	30
ID&SENSE .....	31
IFHVP - Institut Français des Huiles Végétales Pures .....	32
J.W & Associés.....	33
Johannes BETHENOD, PhD.....	35
Mercator Ocean .....	36
NIEULANDE SOLUTIONS.....	37
TOPLINK INNOVATION .....	39
VERTIGO LAB.....	41
Experts from GREECE .....	43
iNNOS Project and Innovation Consulting.....	43
Experts from ITALY .....	45

<i>EXA Consulting</i> .....	45
<i>Serravalle</i> .....	46
Experts from ROMANIA .....	48
<i>ARIES Transilvania - Romanian Association for Electronic Industry and Software</i> .....	48
<i>INCDO-INOE 2000, Research Institute for Analytical Instrumentation Subsidiary (ICIA)</i> .....	50
<i>MIRABILIS</i> .....	51
<i>S.C. FARAL CONSULT</i> .....	52
<i>S.C. KEMATRONIC</i> .....	53

## THE FRAMEWORK

The NEPTUNE Blue Growth Accelerator aims at developing new cross-sectoral/-cluster/-border industrial value-chains, including in particular SMEs, to foster the development of Blue Growth industries in Europe and extend it to the world.

This development is based on the construction of new value chains and the reconfiguration of existing ones driven by the integration of new technologies and know-how between Water, Maritime, Aerospace, ICT, Microelectronics, Agrifood, Logistics, Creative Industries, Energy, Mobility industries.

The NEPTUNE Blue Growth Accelerator focuses on the following drivers:

- Water management in rural environments
- Water management in urban environments
- Port logistics
- Fluvial and maritime transport
- Environment
- Marine and Water renewable energy

**The present handbook aims at providing potential beneficiaries, Would-be-Entrepreneurs and SMEs, a comprehensive and exhaustive list of support services offered. This handbook should be considered as integral part of the Blue Growth Accelerator Call for Expression of Interest.**

It is divided in two main sections: Coaching and Mentoring Services and Expert Database.

## COACHING AND MENTORING SERVICES

These basic assessment services are provided by the NEPTUNE Blue Growth Accelerator partners.

NEPTUNE partners are representatives of regional clusters and business and innovation support organizations. To this extent, clusters act as springboard for the promotion of innovation, as well as catalysts for regional innovative projects and regional innovation and competitiveness.

Therefore, Coaching and Mentoring services will consist of a first step for assessing and redirecting new cross sectorial and cross borders innovative projects in order to boost their potential.

NEPTUNE Blue Growth Accelerator will provide applicants a first basic level of support, aimed at providing coaching and mentoring services to would-be-entrepreneurs and SMEs to assess the potential and pave the way for a further development of their innovative ideas or business projects in the main NEPTUNE areas of intervention.

**Main themes covered are incubation, business planning and modeling advisory, funding opportunity scouting, Intellectual Property Rights and internationalization support.**

These services are free, beneficiary SMEs and would-be-entrepreneurs must either be member of the NEPTUNE clusters or located in one of the NEPTUNE regions.

NEPTUNE Clusters are:

- France:** Aerospace Valley ([www.aerospace-valley.com](http://www.aerospace-valley.com))  
PMM TVT ([www.polemermediterranee.com](http://www.polemermediterranee.com))
- Greece:** gi-Cluster ([www.gi-Cluster.gr](http://www.gi-Cluster.gr))  
mi-Cluster ([www.mi-Cluster.gr](http://www.mi-Cluster.gr))  
si-Cluster ([www.si-Cluster.gr](http://www.si-Cluster.gr))
- Italy:** CAT.AL ([www.clusteragrofoodlombardia.eu](http://www.clusteragrofoodlombardia.eu))
- Poland:** SpacePL ([space.biz.pl](http://space.biz.pl))
- Romania:** AgroTransylvania Cluster ([www.agrocluster.ro](http://www.agrocluster.ro))  
CLEMS ([www.clems.ro](http://www.clems.ro))  
Cluj IT Cluster ([www.clujit.ro](http://www.clujit.ro))  
Transylvania Energy Cluster ([www.trec-cluster.ro](http://www.trec-cluster.ro))  
iTech Transylvania Cluster ([www.itech.aries-transilvania.ro](http://www.itech.aries-transilvania.ro))
- Spain:** Clúster Digital de Catalunya ([www.clusterdigital.cat](http://www.clusterdigital.cat))  
MLC ITS Euskadi ([www.mlcluster.com](http://www.mlcluster.com))
- Sweden:** WIN ([winwater.se](http://winwater.se))

Detailed information on coaching and mentoring services, application procedure and service implementation is available in the *Blue Growth Accelerator Call for Expression of Interest* that can be downloaded from <http://www.neptune-project.eu>.

NEPTUNE regions are:

- France:** Nouvelle-Aquitaine, Occitanie and Provence-Alpes-Côte d'Azur
- Greece:** Attica and Western Greece
- Italy:** Lombardia
- Poland:** Masovia, Pomerania, Lesser Poland, Silesia
- Romania:** North-West
- Spain:** Basque Country and Catalonia
- Sweden:** Skåne, Blekinge, Småland and Halland

## EXPERT DATABASE

Through a dedicated voucher scheme, the NEPTUNE Blue Growth Accelerator aims at supporting both would-be-entrepreneurs and SMEs.

The detailed list of funded vouchers is available in the *Blue Growth Accelerator Call for Expression of Interest*. Those vouchers can be used to contract service providers listed in this handbook.

The Expert Database section is updated twice per month, should new Service Providers be positively evaluated by the NEPTUNE Innovation Board.

The Expert Database is organized at country level and ordered alphabetically.

Detailed information on application and evaluation procedure to access vouchers is available in the *Blue Growth Accelerator Call for Expression of Interest*.

Detailed information on application and evaluation procedure to be part of the Expert Database is available in the *Blue Growth Accelerator Call for Expression of Interest for the establishment of a List of Experts* that can be downloaded from <http://www.neptune-project.eu>.

## SERVICES PROVIDED BY NEPTUNE PARTNERS



### GEOGRAPHICAL COVERAGE AT A GLANCE



### SERVICE AREAS AT A GLANCE

	Water management in rural environment	Water management in urban environment	Port logistics	Fluvial and maritime transport	Environment	Marine / water renewable energy
Aerospace Valley	●	●	●	●	●	●
Agence de développement et d'innovation Nouvelle-Aquitaine	●	●	●	●	●	●
Ecole Supérieure des Technologies Industrielles Avancées	●	●	●	●	●	●
Pole Mer Mediterranee	●	●	●	●	●	●
Corallia	●	●	●	●	●	●
Fondazione Parco Tecnologico Padano	●	●			●	
Polish Space Industry Association	●		●			
Agentia de Dezvoltare Regionala Nord-Vest	●	●		●	●	●
Fundacio Eurecat	●	●			●	●
Asociacion Cluster de Movilidad y Logistica de Euskadi			●		●	
WIN - Water Innovation Accelerator	●	●				●

## Aerospace Valley

	<p><u>LOCATION</u> Nouvelle-Aquitaine and Occitanie, France</p> <p><u>EXPERTISE AREA:</u> Aeronautics, Space, Embedded systems</p>	
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### PROFILE

Aerospace Valley is the biggest European non-profit competitiveness cluster dedicated to aeronautics, space and embedded systems. The Cluster gathers 859 members from industry and research including amongst others 505 SMEs as well as large corporate groups and OEMs (Original Equipment Manufacturers), the major aerospace research establishments, engineering schools and local authorities. Overall, Aerospace Valley represents one third of the French aerospace workforce totaling over 130,000 industrial employments in 1,600 industrial establishments. In terms of R&D activities, a total of 8,500 researchers and scientists are active on the Aerospace Valley territory, which accounts for 45% of the total French national R&D potential in aeronautics, space and embedded systems.

### SERVICES OFFERED

Aerospace Valley proposes 4 types of service in all NEPTUNE areas:

- **Incubation**, Aerospace Valley proposes business incubation services through the ESA BIC Sud France, which is a network of 5 local incubators coordinated by Aerospace Valley with the support of the European Space Agency. Its goal is to accelerate the development of start-ups and SMEs using space technologies and data in other sectors of the economy through financial incentives and technical support, in a cross-sectorial approach. Services included in the incubation:
  - Assess opportunities for incubation and in particular for ESA-BIC.
  - Support the SME to build the proposal to access the ESA BIC funding support.
- **Funding Opportunities**, Aerospace Valley has developed over the years several initiatives for increasing companies funding opportunities at regional, national and European level. Services included in the funding opportunities:
  - Give to the SME a tailored screening of funding opportunities for its project idea.
  - Give to the SME a first support to proposal setting up: check of eligibility conditions, adequacy of call vs needs, how to submit, etc.
  - Support the SME to find additional partners to set up project consortia.
  - Give to the SME an access to a Hot line for proposal submission.
- **Technological Support**, Aerospace Valley has a huge technical network and internal skills to support SMEs and start-ups. The experts from Aerospace Valley are able to answer practical questions related to space technologies. Aerospace valley can put in contact a start-up or an SME and an expert from industry, research centers or space agencies like CNES or ESA. Services included in the technological support:
  - Put the SME in contact with relevant experts.
  - Support the SME to access different sources of information concerning space technologies (such as Copernicus data for instance).
- **Internationalization**, Aerospace Valley organizes several actions (SPACE2ID, ABROAD) and events in order to increase companies international visibility (visibility on ESA Booth during the International Paris Air Show, Start-up village at the Toulouse Space Show, common stand for international congresses like ITS world congress, etc.). Services included in the internationalization support:



- Support the SME to take part of a dedicated international event under the NEPTUNE/Aerospace Valley/ESA BIC umbrella.
- Support the SME to find commercial or research partners inside and outside Europe.
- Support the SME to receive foreign delegations.

#### NEPTUNE AREAS ADRESSED

Water Management in Rural and Urban Environment, Port Logistics, Fluvial and Maritime transport, Environment and Marine/Water Renewable Energies.

#### CONTACTS

For further information on coaching and mentoring support offered, please contact

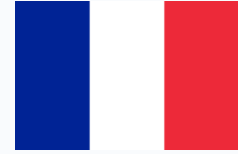
Pauline Théophane ([neptune@aerospace-valley.com](mailto:neptune@aerospace-valley.com)).

Website: [www.aerospace-valley.com](http://www.aerospace-valley.com).

## Agence de Développement et d'innovation Nouvelle-Aquitaine



LOCATION  
Nouvelle-Aquitaine, France



EXPERTISE AREA  
Environment and Marine Renewable Energies

### PROFILE

Agence de Développement et d'Innovation Nouvelle-Aquitaine is the new regional economic development and innovation agency for "Nouvelle-Aquitaine" (Aquitaine Limousin and Poitou-Charentes) in Southwest France.

With 80 experts on 5 different sites (Bordeaux, La Rochelle, Limoges, Pau and Poitiers), the agency provides support to all the companies (SMEs, start-ups...) and territories across the region.

In accordance with the regional policy of economic development, our five missions are to :

- Assist companies in their transformation
- Support emerging industrial sectors in the region
- Assist French and foreign companies set-up and grow in the region
- Facilitate regional networks related to innovation and economic development, and manage territorial projects

The agency is an active member of the Enterprise Europe Network ([www.entreprise-europe-sud-ouest.fr](http://www.entreprise-europe-sud-ouest.fr)), the world's largest support network for small and medium sized businesses supported by the European Commission.

### SERVICES OFFERED

ADI is able to effectively offer the following services in all areas covered by NEPTUNE:

- **Funding Opportunities**, support in accessing European, National and Regional funds.
- **Intellectual Property Rights Support**, IPR protection and management issues.

Thanks to the Strong expertise in Marine Renewable Energies, with a very good knowledge of the regional players (companies, SMEs, research teams...), with regards to this specific sector ADI is also able to provide the following services:

- **Business Model**, assessing business model and business plan and recommendation for improvement .
- **Technological Support** of innovation projects.

### NEPTUNE AREAS ADRESSED

Water Management in Rural and Urban Environment, Port Logistics, Fluvial and Maritime transport, Environment and Marine/Water Renewable Energies.

### CONTACTS

For further information on coaching and mentoring support offered, please contact:

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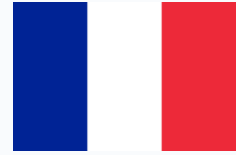
Website: [www.agence-alpc.fr](http://www.agence-alpc.fr).

## Ecole Supérieure des Technologies Industrielles Avancées



### LOCATION

Nouvelle-Aquitaine, France



### EXPERTISE AREA

Software, computer science, robotics, embedded systems, energy, aeronautics, geolocation and navigation.

### PROFILE

ESTIA (Advanced Industrial Technologies Superior School) is the Engineering School of the Chamber of Commerce and Industry of the city of Bayonne. ESTIA provides education and training in the areas of industrial technologies. ESTIA has strong partnerships with other European schools: University of Bordeaux I, School of Engineers of Bilbao in Spain and the University of Cranfield, Wolverhampton, & Salford in the United Kingdom. It also maintains collaborations with several centers and networks.

### SERVICES OFFERED

ESTIA proposes 5 types of support, covering all NEPTUNE areas:

- **Incubation**, through the ESTIA BIC ENTREPRENDE, supporting innovative technology based start-ups by offering integrated services and accelerating their introduction in target sectors and networks. Main sectors covered by the BIC are: software & computer industry, product design, additive manufacturing, numerical simulation and modelling, big data, robotics, embedded systems, energy, smart-grids, composite materials, aeronautics, geolocation and navigation, drones/UAV.
- **Funding opportunities**, through an extensive network of public and private finance institution at local, regional and national level. Start-ups and SMEs are prepared, supported and trained to write and pitch a full business plan, for fund-raising.
- **Technological support**, thanks to the experience of researchers and engineers from ESTIA and from advanced equipment. Four research and development platforms allow to incubate projects, develop prototypes, test and qualify products and services.
- **Intellectual Property Rights Support**, relying on a network of experts and of consultants in intellectual property, to help start-ups and SMEs to protect their innovation and results.
- **Internationalization**, through an extensive and consolidated partner network throughout Europe.

### NEPTUNE AREAS ADRESSED

Water Management in Rural and Urban Environment, Port Logistics, Fluvial and Maritime transport, Environment and Marine/Water Renewable Energies.

### CONTACTS

For further information on coaching and mentoring support offered, please contact:

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Hélène Marty ([h.marty@estia.fr](mailto:h.marty@estia.fr)).

Website: [www.estia.fr](http://www.estia.fr).

## Pole Mer Mediterranee

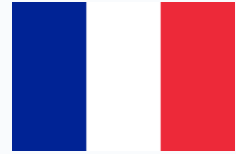


### LOCATION

Provence-Alpes-Cote d’Azur and Occitanie, France

### EXPERTISE AREA

Blue economy



### PROFILE

Pôle Mer Méditerranée-Toulon Var Technologies (PMM TVT) is a sea innovation and business cluster in the south of France. Its ambition is to contribute to the sustainable development of the maritime and coastal economy in the Mediterranean, in Europe and worldwide. It stimulates and encourages innovation through collaboration around 6 Strategic Business Areas: Maritime safety and security, Ship and nautical industry, Marine energy resources, Marine biological resources, Environment and coastal planning, Ports, Infrastructures and shipping. Its network involves 386 members including major companies, SMEs, research institutes and academic actors. PMM TVT provides a wide range of services, i.e. access to funding, international activities, business growth and collaborative R&D projects.

PMM TVT specific areas of expertise can be summarized as follows:

- Novel water production systems and Biological water treatment through microalgae
- Strong focus on the topic of Port of the future and several years of experience with port authorities to support their development
- Maritime transport and logistics
- Support to the development of products and services to manage and sustainably develop coastal and marine areas. Examples are: environmental quality monitoring, environmental risks prevention, tourist activities services, information for citizen’s observatory, sustainable design and implementation of coastal developments, ecological coastal engineering.
- Marine renewable energies, in particular PMM-TVT is conducting strategic structuring actions related to the Floating Offshore Wind Turbine sector and underwater Robotics.

### SERVICES OFFERED

- **Incubation**, assessing opportunities for incubation and redirection to incubation programs.
- **Business Model**, assessment and recommendations for improvement.
- **Funding Opportunities**: identifying funding opportunities and complementarities that could leverage driven projects, and support to access funding.
- **Technological Support**, technology potential assessment.
- **Intellectual Property Rights Support**, foreground protection, project result protection.
- **Internationalization**, opportunity assessment and support.

### NEPTUNE AREAS ADRESSED

Water Management in Rural and Urban Environment, Port Logistics, Fluvial and Maritime transport, Environment and Marine/Water Renewable Energies.

### CONTACTS

For further information on coaching and mentoring support offered, please contact:

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Website: [www.polemermediterranee.com](http://www.polemermediterranee.com)

## Corallia



### LOCATION

Attica and Western Greece

### EXPERTISE AREA

Space, Microelectronics, IoT, Creative Industries



### PROFILE

Corallia is a multi-Cluster organisation, incubator and youth entrepreneurship accelerator. Coordinates 3 innovation clusters with more than 160 members: the [si-Cluster](#) (space technologies and applications cluster), the [mi-Cluster](#) (microelectronics-based systems and IOT applications cluster) and the [gi-Cluster](#) (gaming and creative technologies & applications cluster) and is awarded with the [Gold Label](#) of Cluster Management Excellence. Operates 2 thematic Business Innovation Centres (BICs): the [α2-innohub](#) in Athens and the [π1-innohub](#) in Patras and is awarded with the [EBN EU|BIC](#) certificate for quality business support. Implements a series of initiatives to stimulate youth entrepreneurship with partners and donors: the most prominent Accelerator in Greece [the egg – enter.grow.go](#) in cooperation with Eurobank, the [Educational Trip](#) in cooperation with student associations at highly acknowledged universities worldwide, [Hackathons](#), [Career Days](#), [Internships Days](#), [Networking Days](#), etc. Corallia is also awarded with an ISO 9001:2008 certificate by TUV NORD CERT and demonstrates strong engagement in European policy bodies and has established key-strategic international collaborations. Corallia is a Unit of the Research and Innovation Centre Athena.

### SERVICES OFFERED

Corallia is able to provide a full range of services covering all NEPTUNE expertise areas, summarized as follows:

- **Incubation:**
  - Office/Desk Renting, Business Center and Teleconferencing Facilities, Exhibition Area, Lab Area, Data Center in two EBN-qualified business innovation centers totaling more than 6.000 sqm: the α2-innohub in Athens and the π1-innohub in Patras.
  - 12 months business acceleration for early startups with desk, training, mentoring and support services in the most prominent Accelerator in Greece, the egg – enter.grow.go that can host more than 30 new start-ups every year in collaboration with Eurobank (a financial institution).
  - Organization of specialized and customized seminars for business acceleration and training of scientific and management staff and for acquiring certifications.
  - Organization of Hackathons, Appathons, Startup Weekends, Bootcamps.
  - Organization of Career Days, Internship Days, Industry-Academia Networking Days.
- **Funding Opportunities:**
  - Advice and Introduction to Network of Business Angels, VCs and Growth Capital and Access to Micro-loans, Loans, Guarantees from Financial Institutions.
  - Coordination of Proposal submissions to Horizon, COSME, Interreg, Structural Funds Programmes, National Development Funds, etc.
- **Business Model, Technological Support, Intellectual Property Rights Support:**
  - Advice and support on developing a business plan and an intellectual property management plan, in cooperation with specialized experts and patent attorneys.
- **Internationalization:**
  - Organization of Roadshows, Participation in Exhibitions and Trade Fairs, Organization of B2B and B2C Match-making Events globally.
- **Branding:**
  - Digital Media Development, Market Intelligence Watch, Benchmarking.

#### NEPTUNE AREAS ADRESSED

Water Management in Rural and Urban Environment, Port Logistics, Fluvial and Maritime transport, Environment and Marine/Water Renewable Energies.

#### CONTACTS

For further information on coaching and mentoring support offered, please contact:

Eleni Tsouni (Incubation),

Nancy Liva (Funding opportunities),

Nektaria Berikou (Internationalization),

Konstantina Neofotistou (Branding),

Julia Phoca (Technological Support/creative industries),

Katerina Tzeveleka (Technological Support/microelectronics),

Iosif Paraskevas (Technological Support/space),

Panagiota Megagianni (Business Model, Intellectual Property Rights Support),

at ([neptune@corallia.org](mailto:neptune@corallia.org)).

Website: [www.corallia.org](http://www.corallia.org).

## Fondazione Parco Tecnologico Padano



### LOCATION

Lombardy, Italy

### EXPERTISE AREA

Agrifood, Bioeconomy, Biomedicine



### PROFILE

Parco Tecnologico Padano (PTP) is the leading Italian Science and Technology Park operating in the Agrifood, Bioeconomy and Life Sciences sectors. PTP Core Facilities and Research Units offer services to companies to promote innovation and create value to increase competitiveness. With Alimenta, its business accelerator, PTP supports the creation of new businesses. PTP leads the Lodi science cluster to create added value by integrating research with innovation, through interdisciplinary and transversal approach. This way, PTP contributes to bioeconomy development, with a focus on agriculture, food and health. PTP is also coordinator of “CAT.AL - Lombardy High Tech Agrifood Cluster”, and acts globally through metacluster networks aimed at promoting Lombardy on the world stage.

### SERVICES OFFERED

Focusing on Water management and Environment innovation, PTP combines its Business Accelerator & Incubator unit with the Bioeconomy Scientific Platform to cover a full range of support services.

PTP provides the following services:

- **Incubation:** Incubation and acceleration programs/facilities. Facilities: cooking labs, food&bio pilot platforms (industrial scale-up and research scale-up), 3d printing lab, core facilities (genomics, chemistry, bioinformatics, cytofluorimetry).
- **Business Model:** Business planning (Business idea, business model and sustainability), development of management and control tools (budgeting), communication and fundraising, logistic and purchase, corporate finance.
- **Funding Opportunities:** Support in approaching Business Angels and Venture Capital, support to public/private financing access, support in project development, in-itinere management and financial management through a dedicated Grant Office.
- **Technological Support:** Technology development support, through PTP scientific facilities, technology assessment and testing, business case evaluation, project management for industrial scale-up, technology transfer, technology brokering, lean manufacturing, industrial process and manufacturing, business development.
- **Intellectual Property Rights Support:** patent management and IP protection.
- **Internationalization:** international networking, partnering and network implementation.

### NEPTUNE AREAS ADRESSED

Water Management in Rural and Urban Environment, Environment.

### CONTACTS

For further information on coaching and mentoring support offered, please contact:

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Website: [www.ptp.it](http://www.ptp.it).

## Polish Space Industry Association



### LOCATION

Masovia, Pomerania, Lesser Poland and Silesia regions, Poland



### EXPERTISE AREA

Space

### PROFILE

Polish Space Industry Association brings together more than 30 Polish companies and science institutions working for the space sector especially in the country, but also abroad. SPACE PL acts on national scale to create favorable conditions for the development of members and to represent them on key political and economic issues. SPACE PL undertakes series of actions to support members which lead to consolidation businesses, science and research environments. The mission of SPACE PL is to create a strong Polish industry, which will successfully reach the European market.

Polish Space Industry Association improves the economic potential of the space industry and initiates cooperation between Polish actors of the space sector and related sectors (aviation, defense). Purpose for that is to efficiently utilize funds from the state budget, available programs from the European Space Agency (ESA) and the European Union. SPACE PL cares about entrepreneurs' demands and its effective use by institutions and public organizations to space policy. Therefore, one of the goals of SPACE PL is reinforcing general cooperation and collaboration on the process of creating a national space policy with the Sejm (the lower house of the Polish Parliament) and Senate of Poland, the Council of Ministers, ministries, Polish Space Agency and other state administration representatives. Polish Space Industry Association also initiates and co-operates and reinforce relations between the business and science business space sector.

### SERVICES OFFERED

SPACE PL proposes the following types of support:

- **Funding Opportunities:** Initiating and performing activities which enable to establish new business relationships and attract new customers or business partners. Consolidation of the business community, science centers and organizations interested in business, research and implementation of products and technologies for space applications. Coordinating actions between industry and national administration.
- **Internationalization:** Participation in national and international events, organization of bilateral meetings and other thematic events on international scale.
- **Branding:** Communication and dissemination to boost recognition of space sector and space activities.

### NEPTUNE AREAS ADRESSED

Water Management in Rural Environment, Port Logistics.

### CONTACTS

For further information on coaching and mentoring support offered, please contact:

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Website: [www.space.biz.pl](http://www.space.biz.pl).



## Agentia de Dezvoltare Regionala Nord-Vest



### LOCATION

North West Romania region



### EXPERTISE AREA

Regional development, support to business development and innovation

### PROFILE

Agentia de Dezvoltare Regionala Nord-Vest/ North-West Regional Development Agency (NW RDA) is a non-profit public utility body, aiming at the improvement of regional development policies, to support regional economy by increasing SMEs competitiveness, enabling innovation processes and improving competences. NW RDA has generated and contributed to the establishment of cooperation networks between universities, administration and business environment, including the setting up and generation and development of regional clusters. Several clusters were established in last 5 years in the North-West Region of Romania due to the efforts of the North-West RDA, in ITC, energy, furniture, agrifood, and several incipient cluster initiatives as in the water sector, environment, transport, cosmetics, life style, gastronomy and creative industries - , gathering SMEs, large companies, research and support organizations.

### SERVICES OFFERED

North-West RDA experts have a solid background in providing SME support services, both in entrepreneurship support as in innovation support. Thanks to a track record of 8 years' experience in Enterprise Europe Network, NW-RDA now has a wide portfolio of clients assisted with support services.

- **Funding Opportunities:** based on permanent screening of European and national funding opportunities available, NW RDA experts can assist companies and entrepreneurs-to-be in the identification of proper funding opportunities, based on the characteristics of the idea to be further developed and implemented; each client receives a tailor-made analysis, in order to provide best options in terms of funding opportunities .
- **Internationalization:** through the solid partnership network of NW RDA, we can provide both access to wide data base with business offers and requests all over the world, available new technologies or facilitate partnerships for European projects, provide information and access to international matchmaking B2B events or organize company missions in or out; basic assistance in drafting internationalization strategy.
- **Technological Support:** technology and innovation audits can be provided to potential innovative clients; matching technology needs or identification of proper technology provider or technology transfer services provider, using a wide partnership network.
- **Business model:** basic assistance in drafting company business plan, development strategy, company diagnosis, marketing and commercialization plan for innovative products and services.
- **Intellectual Property Rights Support:** basic assistance and information for criteria to fulfil to apply for patenting, utility models and trademarks, together with facilitation of access to IPR experts data base

### NEPTUNE AREAS ADRESSED

Water Management in Rural and Urban Environment, Fluvial and Maritime transport, Environment and Marine/Water Renewable Energies.

## CONTACTS

For further information on coaching and mentoring support offered, please contact:

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Ioana Pavel ([ioana.pavel@nord-vest.ro](mailto:ioana.pavel@nord-vest.ro))

Website: [www.nord-vest.ro](http://www.nord-vest.ro).

## Fundacio Eurecat



### LOCATION

Catalonia region, Spain



### EXPERTISE AREA

ICT Services applied to water management: Big Data, Data analytics, Data Integration, Data Management, Information Exchange, Interoperability, IoT, Cloud Based Services, etc.

### PROFILE

Eurecat is the major Technology Centre in Catalonia. It provides unique technology and advanced knowledge to Industry in order to solve its needs for innovation and competitiveness. The services offered are primarily focused on: applied R&D (in a wide range of industrial and manufacturing technologies as well as digital technologies), technological services, information technology consulting, highly specialized training, product and service development, promotion and distribution of technological innovation. Eurecat also features an Industrial Technologies Area, with ten R&D units which develop technologies oriented to industrial and manufacturing applications and processes. The cluster encompasses more than 50 companies, for a more than 500M€ turnover and more than 15.000 jobs represented.

### SERVICES OFFERED

In the domain of NEPTUNE, EURECAT will provide technological support, in assessing new technologies potential and feasibility, business modelling support and advisory for funding access (public finance, venture capital, business angels).

Particularly, Eurecat has a wide expertise within the following services:

- **Business Model:** Eurecat offers a complete service for the draft of a detailed action plan that defines the strategy for technology innovation and development at the company, as well as the procedures and systems to carry out R&D&I within the company. This service aims to identify the specific aspects that can be innovated and developed through a personalized plan, to ensure that such innovation in products or services is carried to term in an orderly, agile and effective manner. The main phases of the service are:
  - Diagnosis of the innovation process and technological capacities of the company.
  - Strategic reflection and creation of structures.
  - Definition of innovation systems.
  - Management of the project portfolio.
  - Personalized training plan.
  - Business plan process (business idea, marketing plan, SWOT/Competitors analysis, financial planning, etc.).
  - Definition of strategies and policies to stimulate industry and business in the region.
  - Evaluation and monitoring of the impact of proposed measures.
- **Funding Opportunities:** A consultation service to assist companies when presenting R & D & I projects for lines of public funding and their subsequent management and justification. Main lines for funding opportunities covers EU financing (H2020, SME Instruments) and Spanish national opportunities (CDTI) and regional level including also other types of tax deductions.
- **Technological Support:** Eurecat provides important information for the taking of well-founded decisions in technology purchase processes. It is at the forefront of innovative state-of-the-art technology solutions in its areas of experience, it has extensive knowledge of the ICT sector and of the available suppliers and solutions. Moreover, Eurecat also offer services of competitive in-

telligence to provide access to important technological and market information, supporting the company's strategic decision-making process. These services include:

- Technological Surveillance.
- Protection and exploitation of results of research (technology transferability to the SMEs).
- Technological trends studies.

#### NEPTUNE AREAS ADRESSED

Water Management in rural and urban environments, Environment and Marine/Water Renewable Energies.

#### CONTACTS

For further information on coaching and mentoring support offered, please contact:

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Gemma Batlle Ponce ([gemma.batlle@eurecat.org](mailto:gemma.batlle@eurecat.org)).

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## Asociacion Cluster de Movilidad y Logistica de Euskadi



### LOCATION

Basque Country, Spain



### EXPERTISE AREA

Mobility & Logistics and ITS cluster

### PROFILE

The Cluster of Mobility and Logistics, MLC ITS Euskadi, is a private non-profit association founded in 2005 by 20 partners. It aims at enhancing regional competitiveness, through innovation and cooperation among their partners in logistics and supply chain, infrastructure and mobility. MLC ITS Euskadi is formed by a group of companies, governments and associations located in the Basque area. The Cluster has 100 members grouped in five axes: 1. Operators, 2. Users or Chargers, 3. Products and Services for the sector, 4. Infrastructure owners or Managers 5. Administration and other Agents.

### SERVICES OFFERED

MLC ITS Euskadi's expertise focuses on port logistics and environmental pollution management. MLC has a large experience in funded programs at regional, national and European level related to research and innovation actions.

MLC is offering the following services:

- **Funding opportunities:** recommendation on the program better addressing the scope and needs of the innovation action to be addressed, complementary partner search according to the required profile for the development of the action and program requirements, networking and brokering with industrial partners and research centers according to the SMEs' needs, support on technical and administrative issues to prepare and submit project proposals.
- **Technological Support:** technology assessment, analysis and evaluation of technologies and solutions related to logistics
- **Intellectual Property Rights Support:** provision of a first overview about IPR issues and strategy.
- **Internationalization:** Organization of joint trade missions to meet relevant stakeholders (partners, clients and others) in strategic countries to open new market opportunities for SME's innovation. Visit of the most relevant international trade fairs and congresses to gain knowledge on the state of the art and trends in Port Logistics and Maritime transport at international level. Organization of individual/joint booths at international exhibitions to open new markets. Support on PR & Communication activities and dissemination such as digital media development, conference organization, social network management, brand design.

### NEPTUNE AREAS ADRESSED

Port Logistics, Environment.

### CONTACTS

For further information on coaching and mentoring support offered, please contact:

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Fernando Zubillaga ([fzubillaga@mlcluster.com](mailto:fzubillaga@mlcluster.com)).

Website: [www.mlcluster.com](http://www.mlcluster.com).

## WIN – Water Innovation Accelerator



### LOCATION

Skane region, Sweden



### EXPERTISE AREA

Water management in rural and urban areas

### PROFILE

WIN is an innovation and business network in the water sector, aimed at pushing innovative products to partners and thereby to the market. Partners consist of large companies, universities, water utilities and more - including the whole chain of water-related industry. WIN Members also include Innovation Companies; SMEs with novel water-related products. SMEs are assisted with tech&biz coaching, financing, business model and more to accelerate market access. Partners get insights in relevant new products, innovation and emerging companies. WIN is a project under Ideon AB, the company behind Ideon Science Park in Lund. Ideon is one of the oldest and largest STPs in Europe.

### SERVICES OFFERED

WIN expertise focuses on water management in both rural and urban environment (with a global approach covering all NEPTUNE challenges in these areas), as well as on Environment and Marine Renewables (addressing the specific challenges of water quality monitoring, pollution management, reduction of environmental impacts and climate effects, improvement of marine renewables output and optimization of marine hydrokinetic energy).

Thanks to a team of highly qualified experts, WIN is able to provide the following coaching and mentoring support:

- **Incubation:** virtual incubation and business project assessment.
- **Business Model:** business modeling and business planning assessment and enhancement.
- **Funding Opportunities:** prepare companies for funding, investment presentations, company valuations, scouting of funding opportunities and access to funding support.
- **Technological Support:** technology potential assessment, analysis and evaluation of technologies and solutions related to water management.
- **Internationalization:** internationalization potential assessment and recommendation.

### NEPTUNE AREAS ADRESSED

Water Management in Rural and Urban Environment and Marine/Water Renewable Energies.

### CONTACTS

For further information on coaching and mentoring support offered, please contact:

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## EXPERTISE FROM SERVICE PROVIDERS

## Experts from BELGIUM



### *European Business and Innovation Centre Network (EBN)*

#### LOCATION

Brussels, Belgium

#### EXPERTISE AREA

Intellectual Property, Incubation, Legal & Technical, Quality Assessment.

#### PROFILE

EBN is a network of around 150 quality-certified EU IBICs (business and innovation centres) and 100 other organisations that support the development and growth of innovative entrepreneurs, start-ups and SMEs.

EBN is also a community of experienced and knowledgeable professionals whose day-to-day work helps these businesses to grow in the most effective, efficient and sustainable way.

#### SERVICES OFFERED

- **Intellectual Property Rights:** Competitive intelligence - patents search, IP strategy, protection & exploitation, IP knowledge and exploitation support, overall IP training.
- **Non-technical Barriers:** Address and overcome non-technical challenges, Juridical services (laws, regulation...), Certification process support.
- **Incubation and Prototyping:** Entrepreneurship support, Accelerator/incubator services, Quality assessment.
- **Technology Development/Transfer:** Technical assistance.
- **Scalability and internationalization:** Internationalization strategy, Market analysis and business model, Commercialization plan, marketing and sales, Communication services.
- **Large scale demonstrators:** Technical support, training on innovation & business support.

#### NEPTUNE AREAS ADRESSED

Environment, Marine/water renewable energy.

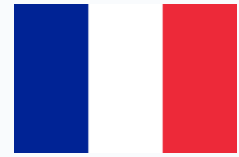
#### CONTACTS

European Business and Innovation Centre Network (EBN)

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## Experts from FRANCE



*Alain LIENNARD, Eng.*

### LOCATION

Claret, France

### EXPERTISE AREA

Sensors technology, Embedded systems, Hardware, Software, Engine test bench.

### PROFILE

Since the 1980s I have been developing and installing systems for the supply of diesel engines with renewable liquid biofuels (oxygenated fuels, vegetable fuels, and biodiesel); Europe and overseas.

Processed applications are never fossil fuels, nor fossil LNG.

I realize the applications on cells of energy as the engines of fishing vessels.

I bring my expertise in the choice of projects intended for a better efficiency of the engines and practice the follow-up of project on site.

I study the complete chain from soil to mechanical power in some vegetable fuel applications.

I practice production consulting by quality control for short energy supply chains.

### SERVICES OFFERED

- **Incubation and Prototyping:** Entrepreneurship support.
- **Technology Development/Transfer:** Technology/solutions development support, Experimental testing and measurement, Technical assistance, Socioeconomic analyse for a complete chain.
- **Large scale demonstrators:** Technical support.

### NEPTUNE AREAS ADRESSED

Fluvial and maritime transport.

### CONTACTS

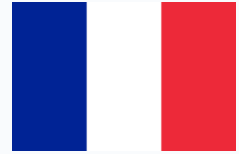
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## ARCLÈS



LOCATION  
Paris, France



EXPERTISE AREA

Sensors technology, Big Data, IoT, Cloud computing, UAV (Unmanned Aerial Vehicle), Embedded systems, Hardware, Software, Mathematics and algorithms, Optronic and/or Electronic Systems.

PROFILE

The ARCLÈS Company founded in 2005 brings together former managers and senior executives of mid-caps and large groups, offering consultancy services based on their experience of diversified business segments, assisting companies in advancing their business in a changing world.

ARCLÈS has a strong expertise :

- Our consultants and experts : professionals with over 25 years of experience.
- Individual skills and competences spanning many specialties enabling us to advise and help our clients solving complex problems in the strategic, financial, operational, organizational, aspects.

Additionally, ARCLÈS has a strong experience:

- The diversified business expertise and sectorial experience of ARCLÈS lead to a wide range of services intended for leaders and responding to their needs.
- ARCLÈS's members have acquired a very strong field experience within companies and bodies from public and private sectors.
- Most were top managers or operational managers: they have led missions in numerous business sectors (energy, manufacturing industry), worked within international companies and big consulting firms.

More particularly, several members of ARCLÈS have got a strong experience of new businesses start-up, designing a development strategy and the associated business plans, financing and fund raising in relation with investment funds or venture capital, and the international development (sales and worldwide presence).

Also, ARCLÈS is a team of consultants and experts whom most were leaders and have reached high and often multinational university levels. They can bring lots of technical expertise on technology development & transfer, incubation & prototyping and on large scale demonstrators thanks to their experience in technology, product and systems developments.

SERVICES OFFERED

- **Non-technical Barriers:** Address and overcome non-technical challenges, Certification process support.
- **Incubation and Prototyping:** Entrepreneurship support, Accelerator/incubator services, Strategic review & positioning, Business plan, Development roadmap, Market segments targeting, Go-to-market roadmap.
- **Technology Development/Transfer:** Technology/solutions development support, Technology transfer, Experimental testing and measurement, Technical assistance.
- **Scalability and Internationalization:** Technical assistance for products/services adaptation, Internationalization strategy, Market analysis and business model, Commercialization plan, marketing and sales, Communication services, Prospection on new market segments, Export sales development, Product roadmap and policy, Project management for new products development.
- **Large scale demonstrators:** Technical support, Project management, Statement of Work, Partnership, Contract management, Evaluation.

NEPTUNE AREAS ADRESSED

Port logistics, Fluvial and maritime transport, Marine/water renewable energy.

CONTACTS

ARCLÈS

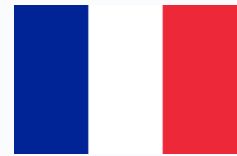
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CAPITAL HIGH TECH SARL



LOCATION

Castelnau-sur-Gupie, France



EXPERTISE AREA

Sensors technology, Big Data, IoT, Cloud computing.

PROFILE

CAPITAL HIGH TECH is a consulting company specialized in the management of innovations with high technological contents.

Our aim:

Stimulate SMEs competitiveness through the implementation of innovative technological projects.

- To stimulate and back up the growth of innovative SMEs.
- To support strategies of territorial development.
- To build new projects with a high technological added value.
- To develop the business models needed to give value to new technologies.
- To build collective convictions and instigate cross fertilization of expertise on ambitious development programmes.

We regularly work for the European Commission and for regional Competitiveness Clusters with the ambition to stimulate networking and technology transfers between SMEs and Research Labs. We bring our own methodological tools as well as a sound understanding of the international competitive environment. More than 300 customers have trusted us!

SERVICES OFFERED

- **Intellectual Property Rights:** Competitive intelligence - patents search.
- **Incubation and Prototyping:** Entrepreneurship support, Accelerator/incubator service, Introduction to strategic partners.
- **Technology Development/Transfer:** Technology/solutions development support, Technology transfer.
- **Scalability and Internationalization:** Market analysis and business model, Commercialization plan, marketing and sales, Introduction to customers – access to market.

NEPTUNE AREAS ADRESSED

Water management in rural environment, Water management in urban environments, Port logistics, Fluvial and maritime transport, Environment, Marine/water renewable energy.

CONTACTS

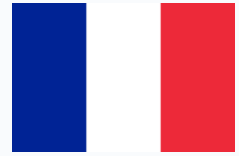
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## *EOC International*

### LOCATION

Marseille, France



### EXPERTISE AREA

International strategy, sales and marketing.

### PROFILE

EOC International was created in 2001. In order to satisfied clients in their projects, EOC International has partners offices around the world: Canada, US, Mexico, Brazil, China, Japan, Vietnam and Australia. This configuration permits to have a team close to the client and a team close to the market. We help companies to create, develop and animate their sales network (clients, agents, importers). We can help companies in their business development with following actions:

- Market/feasibility study
- Partner search (clients or providers)
- Commercial follow-up
- Creation and implementation of a communication/promotion strategy.
- Optimisation of logistics

We have also a strong expertise in creating and animating export groups of companies.

### SERVICES OFFERED

- **Scalability and Internationalization:** Market analysis and business model, Commercialization plan, marketing and sales, Communication services.

### NEPTUNE AREAS ADRESSED

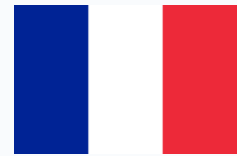
Port logistics, Environment.

### CONTACTS

HELIO PUR TECHNOLOGIES

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## HELIO PUR TECHNOLOGIES



### LOCATION

Pertuis, France

### EXPERTISE AREA

Biotechnology, Ecological engineering, Ecosystem services, Biodiversity, Nutrients cycles.

### PROFILE

Helio Pur Technologies (HPT) is a company created by scientists and engineers in wastewater treatment and water ecosystem services management.

The company offers new solutions to treat, reuse and recycle urban, industrial and agricultural wastewaters and also to recover nutrients, metals and organic wastes they contain.

HelioPure solutions are based on the Bio-Solar Purification (BSP) patented technology using natural advanced oxidation through photosynthesis. HPT offers turnkey or O & M contracts scaled up facilities integrating the BSP technology. HPT has got references in dairy farms, chemical industries and domestic wastewater reuse or recycling.

### SERVICES OFFERED

- **Technology Development/Transfer:** Technology/solutions development support, Experimental testing and measurement, Technical assistance.
- **Scalability and Internationalization:** Technical assistance for products/services adaptation, Internationalization strategy, Market analysis and business model, Commercialization plan, marketing and sales.
- **Large scale demonstrators:** Technical support.

### NEPTUNE AREAS ADRESSED

Water management in rural environment, Water management in urban environments, Environment.

### CONTACTS

#### HELIO PUR TECHNOLOGIES

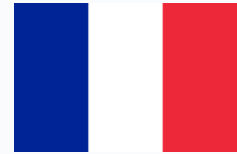
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## ID&SENSE



### LOCATION

Toulouse, France



### EXPERTISE AREA

Sensors technology, Big Data, IoT, Cloud computing, UAV (Unmanned Aerial Vehicle).

### PROFILE

ID&SENSE provides consultancy services to SMEs in the areas of strategy, internationalization, finance, sales/business development, communication.

### SERVICES OFFERED

- **Non-technical Barriers:** Strategy.
- **Incubation and Prototyping:** Entrepreneurship support.
- **Scalability and Internationalization:** Internationalization strategy, Market analysis and business model, Commercialization plan, Marketing and sales.

### NEPTUNE AREAS ADRESSED

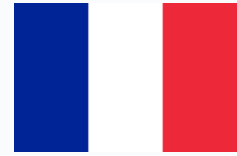
Water management in urban environments, Fluvial and maritime transport, Environment, Marine/water renewable energy.

### CONTACTS

#### ID&SENSE

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*IFHVP - Institut Français des Huiles Végétales Pures*



LOCATION

Agen, France

EXPERTISE AREA

Energy/Process.

PROFILE

The IFHVP is a study organization which promotes the development of energy diversification by short networks. Since 2003, we build projects based on using biomass or waste to turn it into fuel for buildings, trucks, boats, trains...etc.

Specialized in experimentation on fuel for Diesel engines, the IFHVP has developed an economic model to allow the implementation of short network of energy supply.

SERVICES OFFERED

- **Non-technical Barriers:** Juridical services (laws, regulation...).
- **Incubation and Prototyping:** Entrepreneurship support.
- **Technology Development/Transfer:** Technology transfer, Experimental testing and measurement, Technical assistance.
- **Scalability and Internationalization:** Technical assistance for products/services adaptation, Internationalization strategy, Market analysis and business model.

NEPTUNE AREAS ADRESSED

Fluvial and maritime transport, Environment, Marine/water renewable energy.

CONTACTS

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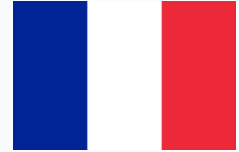


## J.W & Associés



### LOCATION

Aix en Provence, France  
Paris, France



### EXPERTISE AREA

Sensors technology, UAV (Unmanned Aerial Vehicle), Hardware, Software, Mathematics and algorithms.

### PROFILE

J.W & Associés is a strategy consulting firm specialized in internationalization of technology companies (electronic, computer, optic, physic, chemistry), we assist them in the definition, the preparation and the implementation of their international strategy. We are committed to helping them on all phases of your company's international development, from the definition of strategic vision and orientations to operational market access.

We are really focused on two strategic topics:

- Market choice : Our experience shows that the success of technology companies across borders depends above all on a good match between the market and the characteristics of its products or services. So we developed a software helping us to determine what the most relevant countries are according to a specific product, market, end-users needs.
- Ways of setting up we use international partnerships to leverage your technology and enter foreign markets in an efficient way. Specific Know-how and technology's transfers represent a dynamic interest to convince a local partner for an added value collaboration. Subsidiary or representative sale are not necessary the most efficient model of a tech company to develop overseas.

The company has three main activities that answer the questions that decision makers ask themselves:

“Which strategic orientations should I focus on?”

We offer STRATEGIC STUDIES:

- Market study.
- Diversification study.
- Identification of target countries.
- External environment study.

“What Is my company's strategic vision for the 5 next years?”

We build INTERNATIONAL STRATEGY road map

- Strategic diagnosis of the company (internal and external analysis).
- Definition of a 3- to 5- year strategy.
- Business plan.

“How to settle on the targeted markets?”

We build strategic partnership, licensing, acquisition

- Definition of the most appropriate entry modes.
- Analyze the chain value of the product and determine the know-how transfer strategy.

- Characterize and Identification of the most qualified industrial or commercial partner.
- Writing of partnership proposals.

#### SERVICES OFFERED

- **Non-technical Barriers:** Juridical services (laws, regulation...).
- **Incubation and Prototyping:** Entrepreneurship support.
- **Technology Development/Transfer:** Technology transfer, Experimental testing and measurement, Technical assistance.
- **Scalability and Internationalization:** Technical assistance for products/services adaptation, Internationalization strategy, Market analysis and business model.

#### NEPTUNE AREAS ADRESSED

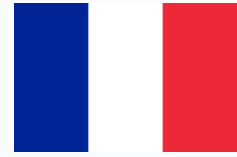
Fluvial and maritime transport, Environment, Marine/water renewable energy.

#### CONTACTS

J.W & Associés

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*Johannes BETHENOD, PhD.*



LOCATION

Marseille, France

EXPERTISE AREA

Planning of maritime zones, gap analysis.

PROFILE

Prior being member of the Marseilles Bar, Johannes BETHENOD has worked in various law firms as well as within the legal department of a multinational company. During this time, he advised on complex legal issues and worked in litigation. His various experiences among European and inter-governmental bodies – the World Customs Organization, the International Labor Organization and the European Commission – have allowed him to develop a recognized legal expertise, particularly within the maritime and sustainable development sectors, often in relation to transnational private and public legal issues. He is a lecturer at the University of Nice Sophia-Antipolis.

SERVICES OFFERED

- **Non-technical barriers:**  
 Juridical services (laws, regulation...)  
 Main Practice areas: Maritime Affairs/Activities, Seaport Activities, Compliance, Environment and sustainable development, European and international relations, Transport and supply chain, Business and Corporate issues, Water Laws and Regulations (National and European legal frameworks)  
 Certification process support  
 Ensuring compliance with applicable Laws and Regulations with respect to the certification sought
- **Incubation and Prototyping:**  
 Entrepreneurship support: Legal and regulatory support, decision making services according to legal framework at stake (corporate and commercial strategies), assistance with implementation of the best legal strategy
- **Scalability and Internationalization:**  
 Internationalization strategy: legal support for export; drafting contract  
 International legal consultancy: Law of the sea; Fisheries, Motorway of the Sea (MOS under regulation MIE); Special Protected Area under Barcelona Process; Maritime Labour Convention, 2006; Competition issues; State Aids issues

NEPTUNE AREAS ADRESSED

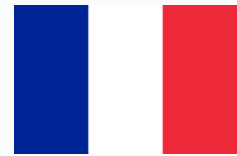
Water management in rural environment, Fluvial and maritime transport, Water management in urban environments, Environment, Port logistics, Marine/water renewable energy.

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**Mercator Ocean**



LOCATION  
Ramonville St-Agne, France

EXPERTISE AREA  
Mercator Ocean and Copernicus Marine Service free HELPDESK

PROFILE

Mercator Ocean is the French centre for analysis and forecasting of the global ocean. It is a non-profit company, owned by five major French institutions involved in the development of operational oceanography: CNRS (National Centre of Scientific Research), Ifremer (French Research Institute for Exploitation of the Sea), IRD (Institute of Research for Development), Météo-France and SHOM (Hydrographic and Oceanographic Service of the French Navy).

Mercator Ocean designs, develops, operates and maintains state-of-the-art scientific numerical-modelling systems able to describe, analyse and forecast the state of the ocean in 3D, continuously and in real time, at both regional and global levels. Mercator Ocean delivers on-request services each week, everywhere in the world, in real-time or in delayed mode: regularly updated oceanographic forecasting permanent service, punctual service for a period in the past or in the future, data interpretation, support to define needs, maps ad hoc, or online oceanographic bulletin.

Mercator Ocean has been entrusted by the European Commission to implement and operate the EU Copernicus Marine Environment Monitoring Service (CMEMS), launched in May 2015. The service offers all comers, freely and openly, simply and instantaneously, information on the physical and biogeochemical state of the global ocean and the six regional seas in Europe. These digital data are scientifically qualified and regularly updated. Subscribers to the Copernicus Marine Service have access to a catalogue of ocean-related products that they can download from a single point of entry, a web portal.

SERVICES OFFERED

**Mercator Ocean and Copernicus Marine Service free HELPDESK SUPPORT**

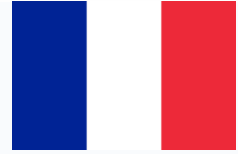
NEPTUNE AREAS ADRESSED

Fluvial and maritime transport, Marine/water renewable energy.

CONTACTS

Mercator Ocean

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## NIEULANDE SOLUTIONS

### LOCATION

Saint Cyr sur Mer, France

### EXPERTISE AREA

Sensors technology, Big Data, IoT, Cloud computing, UAV (Unmanned Aerial Vehicle), Hardware, Software.

### PROFILE

Nieulande Solutions (NS) Thanks to a robust network built over 20+ year experience in main markets, NS can also help you find prospective clients in key industries with leading players and distributors. NS” is the great help in developing your business.

FOUNDER: EUGENE VAN NIEULANDE

Eugene’s experience and passion for new business development & IP has delivered him very successful results in well-known companies like: PHILIPS (IP LICENSING), ONE-RED (IP LICENSING), MARS, ING, IRIS OHYAMA ...during the past 20 years.

One of his strengths is connecting people & creating new networks.

### SERVICE 1: UNIQUE STRATEGIC IP PLAN : GENERATING, PROTECTING AND EXPLOITING INNOVATION

- Auditing your business with a simple format (Matrix based) to align your assets with your current and future business and support long-term growth.
- Competition mapping, positioning and monitoring to keep momentum over market leaders and newcomers.
- Preparing steps for growth priorities with a unique planning approach (5- Step Methodology).  
Note: This service is delivered in cooperation with our partner.

### SERVICE 2: BUSINESS DEVELOPMENT

#### WE CAN OFFER SPECIAL SERVICES FOR YOUR BUSINESS GROWTH

- Scouting for Corporate companies: Nieulande Solutions offers a unique scouting service whereby we will go through your innovations & portfolio. The next step can be an introduction to several well-known corporate companies.
- Network: With a network in main markets, Nieulande Solutions helps you to find prospective clients or partners through its robust network built over 20+ year experience in key industries with leading players and distributors.
- Agreements: We will find the most suitable partners for you with the goal to realize orders.

### SERVICE 3: UNIQUE LICENSING PROGRAM

#### MARKET EDUCATION PROGRAM

This is a unique support to patent licensing programs and/or to patent owners that do not want to license their patents and only use their patents to distribute exclusively their products in the market.

### SERVICES OFFERED

- **Intellectual Property Rights:** Competitive intelligence - patents search, Infraction prevention – technological observatory of third parties’ IP, IP strategy, protection & exploitation.
- **Incubation and Prototyping:** Entrepreneurship support, Accelerator/incubator services, Business development (international).
- **Scalability and Internationalization:** Internationalization strategy, Market analysis and business model, Commercialization plan, marketing and sales.

#### NEPTUNE AREAS ADRESSED

Water management in rural environment, Water management in urban environments, Port logistics, Fluvial and maritime transport, Environment, Marine/water renewable energy.

#### CONTACTS

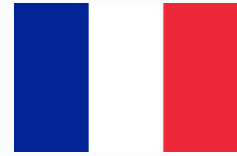
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## TOPLINK INNOVATION

### LOCATION

Paris, France  
La Seyne sur Mer, France



### EXPERTISE AREA

Sensors technology, Big Data, IoT, Cloud computing, UAV (Unmanned Aerial Vehicle), Embedded systems, Hardware, Software, Mathematics and algorithms, Information technologies, nanotechnologies, optronics, image & signal processing

### PROFILE

Toplink® Innovation is a French Private Company from the south of France, delivering High-Tech Consulting Services to innovative Organizations. Its main added value sits in its ability to help Industrial companies developing sharp technologies to build Innovation thanks to a comprehensive skills network relying on strong partnerships.

TOPLINK® INNOVATION takes care of different types of customers :

- High-Tech Start-up and SMEs, big industrial Companies.
- Universities and research centres.
- Public or private Organizations dedicated to Innovation.

Through the Innovation and funding process across the three major innovation steps :

- Strategic Development ((marketing positioning, technology and competition survey, Business plans set-up, consulting while turnaround set-up...).
- Innovation Management (R&D innovative projects set-up and management in partnership, skills networking).
- Outcomes valuation (technology licensing agreements, Industrial Partnerships, Sales Strategy).

From the beginning of the Company (April 2005) the members of its team have always been focused on Innovation Management in fields such as :

- Electronics, Microelectronics, Optronics and Nanotechnologies.
- Image and Signal processing.
- Information Technologies.
- Embedded Systems.

### SERVICES OFFERED

- **Incubation and Prototyping:** Entrepreneurship support.
- **Scalability and Internationalization:** Internationalization strategy, Market analysis and business model, Commercialization plan, marketing and sales.

### NEPTUNE AREAS ADRESSED

Water management in rural environment, Water management in urban environments, Port logistics, Fluvial and maritime transport, Environment, Marine/water renewable energy.

CONTACTS

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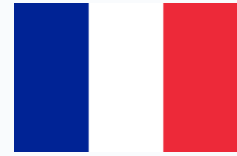


## VERTIGO LAB



# VERTIGOLAB

LOCATION  
Bordeaux, France



### EXPERTISE AREA

Environmental economics and business models, marine protected areas management, ecosystem services assessment, bioinspiration.

### PROFILE

Vertigo Lab is a French company registered as SAS. It is run by Thomas Binet, Ph.D. in economics, president and major shareholder of the company. Vertigo Lab has the French status of Jeune Entreprise Innovante granted by the French Ministry of Research. It is a member of the strategic steering committee of the French Foundation for Research on Biodiversity (<http://www.fondationbiodiversite.fr/fr/>), a member of the Ecosystem Services Partnership and co-leader of the “coastal systems” research group.

Vertigo Lab positions itself as a think-and-do-tank specialized in environmental project evaluation and the development of innovative tools to reconnect environmental management with public policy and the economy. Our expertise covers a wide range of environmental contexts including marine and coastal biodiversity, water management, food loss and waste, integrated coastal zone management and climate change. Our skills reside in the flexibility and innovation capacity in the use and design of economic valuation tools, quantification of environmental impacts and definition of levers to decision-making and sustainable economic development. Vertigo Lab is also very active in the research field of environmental economics, specifically applied to coastal and marine ecosystems.

Vertigo benefited from a 2-years incubating program within the business incubator of the Bordeaux city council. An experience which enabled the company to develop steadily and sustainably (from 90 k€ in 2014 to 315 k€ in 2015, and over 500 k€ secured for 2016). In the ever changing field of environmental businesses ecosystem, one of Vertigo Lab’s main selective advantages is its ability to adapt to the demand by combining a great diversity of professional profiles, innovative business development methods, and its dense professional network of actors in the fields of technology, computing, big data analysis, virtual communication tools, group intelligence businesses, etc.

### SERVICES OFFERED

- **Non-technical Barriers:** Address and overcome non-technical challenges, adoption of bioinspired business strategies (i.e: business strategies centred on sustainability, resilience and the inclusion of environmental efficiency components in their impact analysis).
- **Incubation and Prototyping:** Entrepreneurship support, Ideation /maturation of entrepreneurship idea along the principles of bioinspiration (see Non tech. barriers).

### NEPTUNE AREAS ADRESSED

Water management in rural environment, Water management in urban environments, Port logistics, Environment, Marine/water renewable energy.

CONTACTS

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## Experts from GREECE

### *iNNOS Project and Innovation Consulting*



#### LOCATION

Ioannina, Greece

#### EXPERTISE AREA

Sensors technology, UAV (Unmanned Aerial Vehicle), Software, Mathematics and algorithms.

#### PROFILE

iNNOS Project and Innovation Consulting Private Company (iNNOS PC) is an SME active in projects' planning, implementation and management, which are funded under EU (structural funds), National and Regional resources. We work closely and in partnership with a wide range of clients from different sectors and regions across public and private sector to assist them achieving their strategic, operational and commercial objectives by delivering added value packages of services and products.

iNNOS PC, provides innovative services in the following business areas:

- Program/Project Management and Coordination Consulting
- Engineering Consulting
- Financial Consulting
- ICT Consulting
- Innovation Consulting

Today, iNNOS PC, utilizing its accumulated know-how and the experience and scientific background of its founding directors, is able to successfully carry out any project relevant to the following fields of interest:

- Regional and Local Development
- Multicriteria Decision Making
- Business Development
- Environmental Management, Monitoring, Modelling, Auditing and Certification
- GIS and Remote Sensing Technologies Applications
- Spatial and Urban Planning
- Drones Applications
- Agricultural Development
- Thematic Tourism Development
- Public infrastructures
- Smart cities applications and Approaches
- Cultural Development
- ICT Applications
- Technology Transfer
- Statistical Surveys
- Energy Consumption Modelling

#### SERVICES OFFERED

- **Non-technical Barriers:** Certification process support
- **Incubation and Prototyping:** Entrepreneurship support
- **Technology Development/Transfer:** Technology/solutions development support, Technology transfer, Technical assistance.
- **Scalability and Internationalization:** Internationalization strategy, Internal legal consultancy, Communication services.

#### NEPTUNE AREAS ADRESSED

Water management in rural environment, Water management in urban environments, Environment.

#### CONTACTS

iNNOS Project and Innovation Consulting

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## Experts from ITALY

### EXA Consulting



#### LOCATION

Rome, Italy

#### EXPERTISE AREA

Business planning, SME's internationalization, financial services for SMEs

#### PROFILE

Based on the wide skills and professional experiences of its partners in the domains of business assessment and creation, UE funding strategies, internationalization, project management and tutoring, EXA Consulting supports its private and public customers to assess and implement their investment projects.

EXA disposes of a long path experience into the following business sectors: local development, sustainable tourism (particularly into the coastal areas characterized by the presence of relevant natural and cultural attractions, like marine protected areas), enterprise creation and development, internationalization of companies dealing with foodstuffs and agronomic/fisheries products, building of small infrastructures, funding of SMEs projects.

EXA has also a strong experience in carrying out professional training services for young entrepreneurs and post-doctorate courses accrued by cooperating with some of most relevant Italian business schools (eg. Il Sole24Ore, Luiss School of Government).

A wide competence into the management and evaluation of EU funded programmes and projects allows our customers to take advantage from public grants supporting SMEs development and investments.

#### SERVICES OFFERED

- **Incubation and Prototyping:** Entrepreneurship support.
- **Scalability and Internationalization:** Internationalization strategy, Market analysis and business model, Commercialization plan, marketing and sales, Communication services, Public finance and grants.

#### NEPTUNE AREAS ADRESSED

Environment.

#### CONTACTS

EXA Consulting

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## *Serravalle*



### LOCATION

Cornegliano Laudense, Italy

### EXPERTISE AREA

Patent and trademark matters.

### PROFILE

Serravalle is a young and dynamic intellectual property law firm specialized in patent and trademark matters, headed by the Chief Attorney Dr. Marco Serravalle.

As qualified European Patent and Trademark Attorneys, we are able to provide our Client with a complete range of intellectual property-related legal services with a particular focus on patents in chemical fields, medical chemistry, (bio) chemical process engineering, medical devices, diagnostics and screening methods, pharmaceuticals, biotechnology, cosmetology, food science, life sciences, and clean technologies.

In 20 years of experience we have successfully supported both big industries and middle and small firms through the Patent and Trademark world. Nowadays, amongst our Clients, we pride ourselves on representing some important Companies in the world, including well known multinationals, big corporates, and top global ranking universities. Our strength leads on attending our Client's needs constantly, and the experience acquired by Dr. Serravalle at the European Patent Office as an examiner first and as a Patent Attorney later, assures an uncommon competence and professionalism.

Our competence stretches from the draft of a patent (a thorough search can introduce a freedom to operate opinion), to the grant through the prosecution process and, especially, the opposition/appeal procedure.

We are ready to oppose your competitor's patents starting from a comprehensive examination of all documents, publications and studies, in order to build a solid offensive strategy.

Indeed, according to our statistics chart, we can reasonably pride ourselves of an extremely high success in Appeal's procedure so far. Seven times out of ten an opposition procedure leads to an Appeal: a situation based on a deep knowledge of the procedures can at least reduce the scope of protection of competitors' Patent claims.

We also have specialists who can develop, take care and enforce your trademarks.

### SERVICES OFFERED

- **Intellectual Property Rights:** Competitive Intelligence, Infraction prevention – technological observatory of third parties' IP, Drafting, prosecution, opposition/appeal procedure, due diligence.

### NEPTUNE AREAS ADRESSED

Water management in rural environment, Water management in urban environments, Port logistics, Fluvial and maritime transport, Environment, Marine/water renewable energy.

CONTACTS

Serravalle

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## Experts from ROMANIA



### *ARIES Transilvania - Romanian Association for Electronic Industry and Software*



#### LOCATION

Cluj-Napoca, Romania

#### EXPERTISE AREA

Professional association with more than 60 members companies huge expertise for SME support with innovation and internationalization.



#### PROFILE

Co-operating with over 60 companies associated to the national organisation in the field of: IT electronics, communications and media services, research, consulting and advertising, training, ARIES Transilvania is a voice that supports the interests of its members both at a national level and abroad.

ARIES Transilvania is a network, type “n2n” including companies, research organizations, universities, public authorities, other regional and local innovation entities interested in sharing transfer of knowledge, best practices in R&D and business opportunities. All the activities of our organization are focused on creating added value and contribution to the enhancement and empowerment of the SMEs and the whole business ecosystem from Transilvania region in Romania.

ARIES Transilvania has strong links and direct connections with the actors from Cluj-Napoca’s ecosystem like start-up communities, the local public authorities, software companies, tourism associations, universities, clusters.

ARIES Transilvania has a great history in collaborating with the local universities, helping them to continually and punctually adapt their curricula to the market’s demands and training the professors in the latest technologies.

ARIES Transilvania created the iTech Transilvania Cluster which aims at facilitating cooperative projects between its members, between its members and other organizations from Romania and abroad, supporting innovation, providing technical and soft skills trainings for the employees of its member companies.

Another representative activities that Aries Transilvania are following through implementing different projects are creation of strategic partnerships, business connections and collaboration in the elaboration and the implementation process of regional policies.

ARIES Transilvania goal is to increase members knowledge through Neptune project and to learn how to share best practices between members and also, represent a great opportunity for local SME to meet and to work with space companies in Europe and customer to develop together services.

#### SERVICES OFFERED

- **Non-Technical Barriers:** Address and overcome non-technical challenges.
- **Incubation and prototyping:** Entrepreneurship support.
- **Scalability ad Internationalization:** Internationalization strategy, Market analysis and business model, Communication services, Communication strategy.
- **Large Scale Demonstrator:** Technical Support.

#### NEPTUNE AREAS ADRESSED

Water management in rural environment, water management in urban environment, Environment.



## CONTACTS

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**INCDO-INOE 2000, Research Institute for Analytical Instrumentation Subsidiary (ICIA)**



LOCATION

Cluj-Napoca, Romania

EXPERTISE AREA

Water quality determination; Analytical methods.

PROFILE

ICIA Subsidiary has as objectives: research, elaboration of analytical methodologies for a wide range of samples; design and construction of laboratory analytical instruments; performing of chemical analyses and provide services of information, assistance and representation for business. The research addresses environmental and health programs, development of new types of systems, equipments, optoelectronic instrumentation for analytical investigation to be applied in the fields of environmental protection, health, safety and food security; technologies modernization, clean technologies, bioenergy, biomass, through the laboratories Analytics and Instrumentation, Environment and Health, Bioenergy-Biomass. ICIA Subsidiary is dedicated, by the performed activity, to sustain and stimulate the technology transfer, in close correlation with its own research strategy.

SERVICES OFFERED

- **Technology Development/Transfer:** Technology/solutions development support, Experimental testing and measurement, Technical assistance.
- **Scalability ad Internationalization:** Technical assistance for products/services adaptation.
- **Large Scale Demonstrator:** Technical Support.

NEPTUNE AREAS ADRESSED

Water management in rural environment, water management in urban environment, Environment.

CONTACTS

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## **MIRABILIS**

### LOCATION

Targu Mures, Romania

### EXPERTISE AREA

Embedded systems.

### PROFILE

The question is very serious this year and in those that follow, we can fund business with money from the European Union. What funds are available? Who helps us in preparing documentation for funding? When can submit projects? All these questions and others that are emerging are able to respond and also to prepare the necessary documentation for obtaining financing. We offer professional advice to establish applicant eligibility / investment; preparing documentation of financing; assistance in project implementation.

### SERVICES OFFERED

- **Incubation and Prototyping:** Entrepreneurship support.
- **Scalability and Internationalization:** Market analysis and business model, Commercialization plan, marketing and sales.

### NEPTUNE AREAS ADRESSED

Water management in rural environments.

### CONTACTS

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## S.C. FARAL CONSULT



### LOCATION

Bistrita, Romania

### EXPERTISE AREA

Management for water services, UE programs development and implementation for water sector and environment.

### PROFILE

Over 20 years extended expertise for water management infrastructures (in Romania and CEE Region, preparing Applications for UE Funds investments, Project Management and supervisions of the works for UE Projects, according with UE legislation and procedures. Development and implementation new management tools and skills for water utilities management as well for the employees. Development international cooperation between different stakeholders from CEE Region working in water sector.

Consultancy represents the main company activity focusing on the water and environment sector business.

As client oriented approach, we have developed multiple advisory actions (as part of working groups) and elaborate position papers for Local Councils, Water Operators and other private entities.

### SERVICES OFFERED

- **Incubation and Prototyping:** Entrepreneurship support, Accelerator/Incubator services.
- **Technology Development/Transfer:** Technology/solutions development support, Technical assistance.
- **Scalability and Internationalization:** Technical Assistance for products/services adaptation, Market analysis and business model, Commercialization plan, marketing and sales.

### NEPTUNE AREAS ADRESSED

Water management in rural environments and urban environments.

### CONTACTS

S.C. Faral Consult

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## S.C. KEMATRONIC

### LOCATION

Baia Mare, Romania



### EXPERTISE AREA

Sensors technology, Wastewater treatment.

### PROFILE

Kematronic is an engineering firm specializing in the field of water and wastewater treatment, renewable energies, consulting, feasibility studies, technical design, tender documentation and funding applications for EU funding. Among the company's 8 employees there are 6 engineers, a Ph.D. engineer/ physicist, a mathematician. Our specialists have experience in the environment protection field, being former employees of the company ADISS SA, active in the environmental sector since 1990.

Areas of activities are:

- water treatment.
- municipal and industrial wastewater treatment.
- water supply networks and sewage.
- biogas plants.
- heat pumps.
- photovoltaic solar electricity.
- wind farms and geothermal plants.
- renewable energy from biomass (wood, agricultural wastes, wastewater treatment sludges).

Kematronic has numerous collaborators in UE; some of them have been partners in developing new technologies, for some our company is the legal representative on the Romanian market and others have been our trusted deliverers for years.

Kematronic has been very active in promoting and introducing new wastewater treatment technologies in Romania mainly aimed at resource recovery from waste water (energy, water, nutrients) and achieving the zero energy balance, having proposed/ implemented several measures:

- Installation of modern high efficiency pumps, mixers and blowers with variable frequency.
- Introduction of fine/ micro screens that have similar effects to the primary settling tanks (directing the screenings towards the sludge digesters).
- Reinstatement of primary clarifiers with / without chemical step, simultaneously with the introduction of anaerobic digestion (where they do not exist yet). Economy results from the reduction of the organic load to biological step. In this case, ultrasonic treatment of return sludge is proposed to provide the carbon required for denitrification.
- Return sludge disintegration, which ensures a 30% reduction of then excess sludge generated (besides ensuring the carbon required for denitrification), reduction that leads to a corresponding decrease of energy costs on the sludge treatment line for mixing, pumping, thickening, dewatering, conveying and drying. Electrokinetic disintegration of return sludge ensures the removal of hard BOD (as already proved in our applications).
- Sonication of thickened excess sludge before fermentation leads to (in addition to increasing the production of biogas) a decrease in the production of fermented sludge with the same positive consequences of decreased downstream energy costs. Sonication/mechanical & thermal disintegration of digested sludge and returning it to the digester has remarkable additional similar effects.
- Heat recovery from treated wastewater and using it to dry municipal sludges.

- Designing and producing a new generation of digesters, with biogas and hydraulic mixing and with biogas tank.

#### SERVICES OFFERED

- **Technology Development/Transfer:** Technology/solutions development support, Technology Transfer, Experimental testing and measurement, Technical assistance.
- **Scalability and Internationalization:** Technical Assistance for products/services adaptation, Internationalization strategy, Market analysis and business model, Commercialization plan, marketing and sales.

#### NEPTUNE AREAS ADRESSED

Water management in rural environments and urban environments.

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