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Universidade de Santiago de Compostela. Research Group of Applied Financial Valuation (ES)

www.usc.gal
www.usc.gal/valfinap/

Greater Manchester Chamber of Commerce (UK)

www.gmchamber.co.uk

University of Exeter- Business School (UK)

www.exeter.ac.uk
www.business-school.exeter.ac.uk

Centre for Entrepreneurship and Enterprise Design. Institute of Technology Tralee (IE)

www.ittralee.ie

Ryan Academy (IE)

www.ryanacademy.ie

Fundo Regional para a Ciência e Tecnologia. Azores Government (PT)

www.frct.azores.gov.pt

Orange Bird (PT)

www.orange-bird.pt
www.ppl.pt

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Atlantpole (FR)

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ASSOCIATES:

Local Enterprise Office Kerry (IE)

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La Rochelle Université (FR)

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FANBEST is focused on the transfer of research results to the SMEs from the Atlantic region which are linked to the biotechnology and marine resources applied to the "Blue Growth", focusing on one of the most critical factors for their success: the access to funds to finance the adoption of innovation and R+D results and its commerce.

Most of the startups at the beginning of their activity cannot afford an easy access to the research results and technologies that the knowledge and I+D centers are currently generating. This factor can block their possibilities of growing, to move forward to the "scaling-up phase" and to become competitive. We'll pursue to set up a network of entities operating as agents providers of funding and coach, that will test innovative approaches related to the financing and the technology market evaluation. The application of their knowledge to the whole transfer process will make easier the scale-up jump of companies, start ups and spin-offs.

OBJECTIVES

Fostering the technology-transfer strategies to SMEs of Blue technology by creating a network focused on fundraising that make possible the start and scale-up phase. This network will facilitate that the research outputs could reach the market in the form of new commercial products or services, provided by new SMEs.

Operating objectives are:

1. Improving the knowledge about the funding needs and the potential of technology transfer (Special attention to projects led by women).
2. Taking advantage of the knowledge and opportunities from business angels and other not-banking backers and instruments to be applied with SMEs of the Blue economy that do not have the necessary size to access to R&D projects funding and, therefore, to venture financing.
3. Positioning the universities as agents that become agents connected with the funds and venture financing support for innovation.

Contribution to the creation of innovative products and services focused on the SMEs through the creation of financing instruments/advice for their ones.

Exploration and exploitation of university R&D in all their potential, improving the access to leading technology.

4. Increasing the offer of funds and financial instruments available for blue economy companies.

RESULTS

- Portfolio of funds and financial instruments and Handbook for financing innovation in startups and new companies in Atlantic region;
- Helpdesks Network specialized in blue resources and technology that has identified the map of agents, investors financial instruments and platforms to match the needs of funding of innovation.
- Platform as "STOCK MARKET" updated with technology and innovations with potential for industrial use of marine and maritime resources.
- 200 SMEs and entrepreneurs (>50% women) that improve their competitiveness by accessing innovations in blue technology.
- 40 delegates respectively linked up to local counterparts in the blue sector and potential investors to bring ideas into commercial operations.
- More availability of funds outside banks such venture capital, business angels, participative loans, other companies or crowdfunding initiatives, suitable to operate at transnational market of blue technology.
- New set of financing instruments designed and tested by partners.
- Coaching of 7 blue technological projects, involving centers of research results, companies and financiers.

