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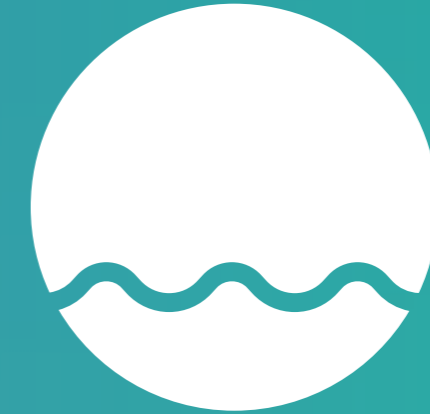
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FANBEST

FUNDING ATLANTIC NETWORK
FOR BLUE ECONOMY
TECHNOLOGY TRANSFER



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www.fanbest.eu

The FANBEST project (EAPA_1022/2018) is funded by the Atlantic Area Interreg Programme through the European Regional Development Fund



Fanbest



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.

Some products and results:

-  ... Several deliverables gathering information about R&D in Blue Economy companies and Environmental and socioeconomic impact.
-  ... Map of stakeholders and financial instruments in the Blue Economy.
-  ... Online Stockmarket showing the technologies and innovations offered by the companies.
-  ... 50 participants across Europe and beyond connected in the transnational training webinars.
-  ... 24 Blue economy companies and entrepreneurs supported by the coaches network in technology development, fundraising, grow internationally.
-  ... Roundtables and policy recommendations about the role of SMEs as innovators and drivers for recovery of the A.A. regions.

What are the goals?

-  Improve knowledge of funding needs and potential for technology transfer (special attention to women-led projects).
-  Promoting SMEs' access to financing opportunities and financial instruments.
-  Exploring and exploiting Blue Economy R&D to its full potential, improving access to cutting-edge technology.
-  Positioning of universities as agents linked to innovation funds and investors.
-  Contribution to the creation of innovative products and services offered by SMEs in the blue economy sectors.

Work Plan

January 2019

June 2023



_01

Coordination

All tasks related to the management and coordination of the partnership



_02

Communication

The objectives of the COMMUNICATION AND DISSEMINATION STRATEGY of the project are giving information and raise awareness among the target groups concerning the objectives of the Project.



_03

Capitalization Strategy

The CAPITALIZATION STRATEGY is mainly focused in spreading the results and successful experiences implemented within the project to others entities and targets. The results of the actions and projects will be shared and disseminated to reach other territories and the solutions to make easier access to funds for entrepreneurs and start-ups.

Actions:

- ✓ Exploitation plan for financial instruments set
- ✓ Presentation of portfolio of funds and financial instruments to other strategic partners
- ✓ Transnational Seminar for Development of Innovative Partnerships in the Blue Sector
- ✓ Network of Helpdesks for technology transfer to market
- ✓ Clustering activities with SAFER Project



_04

Identification of the financial needs to propel innovation in Blue Economy in Atlantic Regions.

Actions:

- ✓ Mapping of stakeholders and existing agents
- ✓ Analysis of the potential of Atlantic R+D+i for blue growth
- ✓ Roundtables for Women innovating in the Blue Sector
- ✓ Ideation/hackathon to propel new solutions for Blue Growth



_05

Development of tools to foster B2B and R+D links. This WP is aimed to develop those actions and tools necessary to bring an effective support to the innovation projects in Blue Economy. Some of them will be coached in the next phase by means of WP6 to demonstrate their viability.

Actions:

- ✓ Campaigns to disseminate and recruit agents and beneficiaries
- ✓ Transnational Programme for improving capacities of advisors and support services about fund raising for technology transfer
- ✓ Platform of STOCK MARKET of technology and innovations in marine resources
- ✓ Design of a Set of Financial Instruments aimed to fund innovation projects in blue biotechnology and marine resources
- ✓ Virtual missions in Blue growth sectors



_06

Coaching of investment projects by the network: This WP is aimed supporting several innovation projects in Blue Economy as demonstration of the technical and economic viability.

Actions:

- ✓ Preparatory action: selection of participants and projects
- ✓ Coach and monitoring of the selected projects
- ✓ Environmental and socioeconomic impact evaluation
- ✓ Manual for financing innovation in start-ups and new companies in Atlantic regions



_07

Mobilising funds and services for a competitive blue economy in the Atlantic regions. By means of this new work package the partners involved, with the collaboration of the other members of the consortium, will implement several actions aimed at extending support services to start-ups and SMEs in blue economy sectors in the Atlantic regions in order to strengthen the competitiveness of Blue entrepreneurs at a global scale.

Actions:

- ✓ Reverse due diligence analysis of Blue Economy private equity funds
- ✓ Fundraising campaign expert mentoring services for Blue Economy SMEs
- ✓ Internationalization of Blue Economy SMEs
- ✓ Helping businesses to move to the next TRL in their projects.



_08

Contributions to the policies and strategies in the Atlantic Area: This WPs has been added to the FAN-BEST Work Plan extension with the objective to contribute actively representing the interests of the sector (specially SMEs) in the design of policies and funding instruments in the regions and especially the Smart Specialisation Strategies for 2021-2027.

Actions:

- ✓ Study on the Atlantic Area RIS3 2021-2027 and conclusions and recommendations based on the FAN-BEST experience
- ✓ Workshops and peer learning meetings
- ✓ Policy recommendations on the Blue Economy dimension of RIS3 2021-2027 in the Atlantic Area