



Naval innovation and competitiveness

Auxnavalia Project

European Maritime Innovation & Research Conference

London, September 1st 2010



XUNTA DE GALICIA



Fondos para o Desenvolvemento Tecnolóxico de Galicia



XACOBEO 2010 Galicia



Naval innovation and competitiveness



ATLANTIC AREA Trans-national Programme
ESPACIO ATLÁNTICO Programa Transnacional
ESPACE ATLANTIQUE Programme Transnational
ESPAÇO ATLÂNTICO Programa Transnacional

European Community
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Investing in our common future



SUMMARY

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5. Budget



1. INTRODUCTION

AUX-NAVALIA Project was approved under the **first call for proposals** of the **Atlantic Area** Transnational Cooperation Programme.

AUX-NAVALIA aims to foster the competitiveness of the shipbuilding ancillary industry by implementing resources and activities to improve their innovation capacity.

It reinforces the competitiveness in one of the excellence niches of the maritime economy of the Atlantic Area: the shipbuilding sector and, more specifically its ancillary industry.



2. ACTIVITIES

-**Sector concentration** process among ancillary industries to reinforce their competitiveness.

Supporting business concentration processes among shipbuilding ancillary companies to reinforce their competitiveness by defining real concentration possibilities and fostering meetings between potentially interested companies

- Survey about concentration possibilities
- 3 workshops

-Designing **financial instruments** adapted to the shipbuilding ancillary industry.

Defining new financial instruments adapted to the necessities of ancillary companies regarding their growth in innovation, and fostering their information and training to identify their financial necessities and the most suitable solutions.

- Survey about new financial instruments
- Group work alongside financial intermediaries



2. ACTIVITIES

-**Collaboration** of ancillary industries with **Technological Centres**

Fostering the collaboration between shipbuilding ancillary companies and technological centres in order to develop specific research and service lines to facilitate the reinforcement of their competitiveness and innovation capacity

- Organization of 3 R+D+i demonstration and dissemination seminars
- Elaboration of a R+D+i action plan for the ancillary industries, and definition of 4 I+D+I projects

-**Surveillance service on topics of interest** to the ancillary companies

Implementation of the service to follow up technological developments and the registration of new patents of interest to the sector, thus increasing their knowledge about innovations with potential applicability in the companies

- Diagnosis of necessities of information in the territory
- Elaboration of 10 reports



2. ACTIVITIES

-A **network of staff expert in promoting and disseminating R+D+i** in ancillary companies.

Creating a group of professionals with suitable skills to promote and y foster R+D activities in ancillary companies, also facilitating their collaboration to develop more capacity.

- Publication of a curriculum stating the capacities of this kind of professionals
- Courses

- **A network of mentors** to improve the sector competitiveness

Creating a mentoring network, with mentors from shipbuilding and other sectors with competitive ancillary companies (automotive) transferring business knowledge and experiences to shipbuilding ancillary companies.

- Registration of companies to be mentored
- Providing mentoring
- Elaboration of an online directory
- Network management from UK and Portugal: contacts with association/company and mediation in the process



2. ACTIVITIES

- **Atlantic Forum of the shipbuilding ancillary sector**

Creating a common and sustainable framework to facilitate the collaboration between the ancillary companies of the partner countries, as a mechanism for ongoing exchange of experiences.

- Organization of a conference of experts from administrations, companies and technological centres

- Impulse to the **internationalization of the ancillary industry** by identifying business opportunities

Fostering its internationalization by identifying business opportunities in foreign markets not "covered" by their local companies.

- International market research to identify opportunities
- Transnational Day on internationalization, including the presentation of the research results



2. ACTIVITIES

- **Dissemination and communication**

Improving the commercial position of the project geographical area by addressing relevant stakeholders (ship-owners, ancillary industry, administrations,...) and the society in general: fostering the shipbuilding sector coordination and strength, making it become a reference

- **Innovative Transnational Association of the Shipbuilding Ancillary Industry**

Facilitating the project continuation and transference by establishing a body responsible for continuing with the actions implemented in the project once it has finished, bringing together all partners and other interested organisations

- Elaboration of standing orders and action plan
- Implementation of the Association



3. PARTNERS

- **Fundación para o Fomento da Calidade Industrial e o Desenvolvemento Tecnolóxico de Galicia (Project leader) (ES)**
- **ACLUNAGA – Asociación Cluster do Naval Galego (ES)**
- **BIC – Minho (PT)**
- **AIN – Associação das Indústrias Navais (PT)**
- **SSA - Shipbuilders & Shiprepairers Association (UK)**
- **University of Strathclyde (UK)**



4. RESULTS

In chronological order, the project is following milestones, according to a plan with actions in a logical and integrated sequence. The main results of these actions will be:

- 4 R+D+I projects**, with collaboration between the shipbuilding ancillary industry and research centres
- 1 Transnational technological surveillance service**
- 1 Group of staff (40) with capacity to dynamize R+D+I** in companies
- 1 Network of mentor employers from the Atlantic Area**, and, at least, 30 mentoring processes
- 1 Annual Forum of the shipbuilding ancillary sector**
- 1 An innovative transnational association of ancillary companies**, with its own action plan to continue the initiatives started during the project period

5. SUMMARY OF EVENTS

PROMOTION AND DISSEMINATION EVENTS

- **Opening day:** May 20th 2010 (Vigo)
- **Closing day:** Lisbon

INDUSTRIAL CONCENTRATION EVENTS

- **3 Workshops in July 2010**

Aim: discussing, with the companies, concentration and cooperation formulas: advantages and disadvantages of the different options.

-Vigo

-Ferrol

-Viana do Castelo



5. SUMMARY OF EVENTS

EVENTS OF I+D+I DEMONSTRATION AND DISSEMINATION

Implemented to foster the collaboration between ancillary companies and research centres

- ❑ **1st Seminar: "Demostración tecnológica en la Industria Auxiliar del Naval"**
January 26th 2010 (Santiago de Compostela)
- ❑ **2nd Seminar: "Demonstração Tecnológica da Industria Auxiliar do Naval"**
May 28th 2010 (Lisbon)
- ❑ **3rd Seminar: "Maritime Transport Brokerage Event 2010"**
September 1st & 2nd 2010 (London)



5. SUMMARY OF EVENTS

TRAINING EVENTS: PROMOTION OF R+D+i

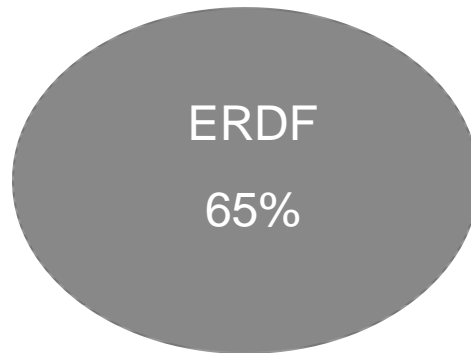
- ❑ **1st and 2nd course** **Galicia (July & Sept. 2010)**
- ❑ **3rd course** **Portugal (Oct. 2010)**
- ❑ **4th course** **UK (Autumn 2010)**

OTHER TRANSNATIONAL EVENTS

- ❑ **Atlantic Forum of Ancillary companies** **Portugal (2011)**
- ❑ **Transnational Day on Internationalization** **UK (Nov/Dec 2010)**

5. BUDGET

TOTAL BUDGET	1.601.191,00 €
ERDF CO-FUNDING	1.040.774,15 €
PROJECT MEMBERS' OWN FUNDS	560.416,85 €



THANKS VERY MUCH

Further information:
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www.auxnavalia.org



Fundación para o Parque de Calidade Industrial e o Desenvolvemento Tecnolóxico de Galicia



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INOVAÇÃO 2010
Biotecnoloxía, Patentes, Centros de I+D+i



SSA Shipbuilders & Shiprepairers Association



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