

MarC



How can the private and philanthropic sector complement
funding strategies from public funding bodies?

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Economy

Competitiveness Clusters

- B2G
- National strategies
- International networking



Business Clusters

- B2B
- Local networking



13 Clusters established by the Ministry of Economy – Top down

...to build relations between business,
academy and public sector.

- 1) Food – processing Industry
- 2) Wood – processing Industry
- 3) Automotive Industry
- 4) Creative Industry
- 5) Textile, Leather and Footwear Industry
- 6) Defence Industry
- 7) Civil Engineering Industry
- 8) Electro – Energy Industry
- 9) Health Industry
- 10) Chemical, Rubber and Plastic Industry
- 11) ICT Industry
- 12) Maritime Industry**
- 13) Personalized medicine



Cluster of Maritime Industry

- Established of July 5th 2013.
- Head office – Ministry of Economy
- Administration – Agency for the Investment and Competitiveness

PRIVATE SECTOR AND BUSSINES CLUSTERS

- 1 Končar - Engineering Co. for Plant Installation & Commissioning Inc.
- 2 Brodosplit Shipyard Plc..
- 3 Shipbuilding Cluster of Split – Dalmatia County
- 4 Uljanik Shipbuilding Computer Systems Ltd.
- 5 iCat Ltd.
- 6 Viktor Lenac Shipyard Plc.
- 7 ACI Marinas Plc.
- 8 Uljanik Shipyard Plc.
- 9 Shipyard Leda Ltd.
- 10 Havyard Design&Engineering Rijeka Ltd.
- 11 as2con - alveus Ltd. - research, development and application company
- 12 Mack Ltd. – project engineering
- 13 Brodocentar Sisak Ltd. - construction, repair and maintenance of all types of vessels,
- 14 KONČAR - Power Plant and Electric Traction Engineering Inc.
- 15 Jadrolinija - liner shipping company for the maritime transport of passengers and vehicles
- 16 DIV Ltd. – screw factory
- 17 ITEL Ltd., project engineering, designing, installation and servicing in telecommunication systems, Split
- 18 Tema Ltd.
- 19 CEKOM - Centre of Competence in Shipbuilding Ltd.
- 20 BRODOTROGIR d.d. - Shipyard Trogir Plc.

PUBLIC SECTOR

- 21 Development Agency of Šibenik – Knin County
- 22 RERA SD Coordination and Development Agency of Split – Dalmatia County
- 23 Zadar County

- 24 City of Rijeka
- 25 City of Šibenik

PROFESSIONAL ORGANIZATIONS AND ASSOCIATIONS

- 26 Croatian Employers Association of the metal industry
- 27 Croatian Employers Association of the nautical sector
- 28 Croatian Chamber of Economy
- 29 Association for the Study and Development of Maritime Affairs

R&D SECTOR

- 30 Brodarski institute Ltd.
- 31 University of Zagreb, Faculty of Mechanical Engineering and Naval Architecture
- 32 Universtiy of Split, Faculty of Maritime Studies
- 33 University of Rijeka, Faculty of Engineering
- 34 Končar - Electrical engineering institute inc.
- 35 The Research Centre for Materials in the Region of Istria - METRIS
- 36 University of Zagreb, Faculty of metallurgy - Sisak
- 37 Innovation Centre Nikola Tesla
- 38 IRI cluster for research, development and innovation

Cluster functionalities

- Board of Directors
- Assembly
 - Each cluster member has 1 - 64 votes, depending on the size and legal entity
- Administration
 - Agency for Investments and Competitiveness - agency of the Croatian Government – **legal and administrative support**

Membership is FREE

Goals

- 1) Networking of business, academy and public sector,
- 2) To create competitiveness and create new added value,
- 3) To apply for the EU funding,
- 4) To attract local and international investments,
- 5) Lobbying on local, national, and EU level,
- 6) Development of human potentials,
- 7) Development of basic, business and applied research infrastructure,
- 8) Inter-sectoral networking and internationalization,
- 9) Branding and promotion,
- 10) Promote local regions through the sustainable growth.



Activities:

- Support in the development of the Strategic Documents
 - Smart Specialization Strategy – S3
- International Cooperation
 - mareFVG - active
 - PoleMER – France – had some talkings
 - Member of European Network – Cluster Collaboration
 - Vessels for the future - PLAN
- Project of National Interest – mark/label
 - iCat project – green transportation
 - Croatian-Brazilian Maritime Network Cluster
 - Competitiveness Center for Quality development in Maritime Industry - 2020
 - Competitiveness Center for Aluminium application in Maritime Industry - 2020



REPUBLIC OF CROATIA
MINISTRY
OF ECONOMY



- **National and International presentation of Cluster**
 - EUSAIR - Blue Growth in the Adriatic and Ionian Region, Brussels 2013, 2nd EUSAIR Ioannina 2017
 - Rijeka Nautic Show 2013 / 2014
 - Pula Boat Fair 2013 / 2014
 - Support activities for the development of maritime clusters in the Mediterranean and Black Sea areas, Kopar 2014
 - Maritime technologies from Friuli-Venezia Giulia to the Adriatic – Ionian Macroregion, Trieste 2015
 - Russian – Croatian Economy and Investment forum, Moscow 2015
 - Associated partner in the Adriatic- Ionian Programme – ADRION 2014 -2020 applications

Further activities:

- Identification and promotion of Innovations
 - Thematic Workshops – 4 each year: LNG – green energy for propulsion; Coastal Zone Monitoring, Management and Crisis Management for the Adriatic Sea
 - PNI ideas
- International projects
 - Business initiatives
 - EU projects
- „Maritime Home Page”
 - To become web portal for Maritime industry, marc.hr

Advantages of MarC membership

- Participation in Strategy development
 - Aligned business development with strategic direction is base for the sustainable growth
- PNI applications (projects of national interest)
 - With PNI mark to ESI funding
 - Advantage for the R&D projects
 - Must-be for the Centre of Competence projects – CEKOM
 - Some assistance
- Business and academic networking with national and international partners
- To be informed with recent activities from the sector

Examples

Tools and Activities

Innovation Challenge Italy – Croatia 2016

*Call for solutions
Deadline 31 May 2016*

mare Technology Cluster FVG



The initiative

The **innovation challenge** is the first initiative arising from the collaboration of the Italian Maritime Technology Cluster of Friuli Venezia Giulia and the Croatian Maritime Industry Competitiveness Cluster.

The aim of this initiative is to enhance the development of innovative ideas related to real needs of the territories through the involvement of strategic players like big enterprises, SMEs and research actors.

We believe this could represent **a first step toward a smart collaboration in the maritime** field with specific focus on most relevant and actual innovation topics.



Objectives

- Encouragement of new ideas
- Stimulate an answer to innovation needs expressed by the main maritime industries
- Involve SMEs and research players in order to provide tailored technological ideas
- Enhance collaboration within maritime actors of the two countries

Steps

1. Identification of innovation needs and priorities of big companies (March – April 2016)
2. Call for ideas for SMEs and research players with reference to innovation needs and priorities (May 2016)
3. Evaluation of the ideas by the big companies (June 2016)
4. Search for further development opportunities for the selected ideas (June 2016 - ongoing)

Actors involved

Big enterprises

- Express main priorities and needs in terms of most challenging innovations
- Contribute to possible collaborations for joint innovation paths with SMEs

SMEs and Research

- Participate to the Call for ideas and present innovative ideas and solutions
- Collaborate with big enterprises for development of joint innovation paths

The challenges

Big companies involved



FINCANTIERI



Question topics

Where is the innovation applied?

What is the current solution?

What is the desired innnovation?



MarIT Conference

An insight on Information Technologies in Shipbuilding and Ship Operation

4th-5th October 2017, Zagreb (Croatia)

Day 1 – ship design

12:00 Opening
12:15 Development of software for a design of ship structures - FSB
12:40 Using Cobalt to optimize design review session the process of ship design – Arsenal
13:10 Using virtual reality paradigm to present ship structures in cad environment- USCS
13:30 New approaches in fluid dynamic softwares - IEFLUIDS
14:00 Lunch
15:00 Panel discussion: **IT in ship design**
Keywords: virtual reality, software integration
16:30 Coffee break
17:00 B2B / R2B meetings & Networking
19:00 Closing
20:00 Dinner

www.marefvg.it

More information:
www.marc.hr/marit

Day 2 – ship operation

10:00 Opening
10:15 Sea wave recognition - SailRouter
10:40 The future of making things for Naval Architecture – ADRIANA Marine
11:10 Data reporting in extreme conditions - MarineLab
11:30 V. Ships Monaco IT experience in large fleets management – capt. Radic
12:00 Lunch
13:00 Panel discussion: **IT in ship operation**
Keywords: data analysis, reporting, remote control, cyber security
14:30 Closing

Registration at:
marit@marc.hr

www.marc.hr

Both days:

- B2B and R2B meetings
- Panel discussions

MarC Vas poziva na edukacijsku radionicu

Zagreb, 23.03.2017. – Fakultet strojarstva i brodogradnje
(FSB klub, Ivana Lučića 5, 10000 Zagreb)

Raspored radionice:

12:00 – 13:50

Pregled mogućih izvora apliciranja na fondove i aktualne informacije oko provedbe pojedinih fondova

- Horizon
- CEKOM, IRI
- ...

Predavač: gđa. Antonela Alvir, MICRO projekt

14:00 – 15:00

Domjenak

15:00 – 17:00

Nabava za (ne)obveznike javne nabave – kako provoditi nabavu po projektnim prijavama

Predavač: gđa. Maja Kuhar, zamjenica Državnog tajnika Središnjeg državnog ureda za središnju javnu nabavu

www.marc.hr

Educational workshop

- Review of the potential funding sources and implementation information
- Public procurement on project applications

Conclusions

- **For SMEs generally** is too expensive to have their own R&D&I
- Space for the cooperation's with academia.
- **For SMEs generally** it is time consuming to follow fund possibilities and write the projects applications.
- Space for special purpose companies where private and philanthropic sector can intervene with funding and be part of the projects.
- **Blue NET** Project outcome from the activity „Joint innovation paths”: Companies have indicated their interest on innovation projects BUT by collaboration with other Companies with both public and private financing.

MarC – Maritime Cluster

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www.marc.hr



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