



Project: **LEVIATAD**

**Organisation of workshops on skill upgrading
in innovation for SMEs in the naval defence
industry**



**Funded by
the European Union**

Tender offer: workshops on innovation, green transition and digitalisation

1. About LEVIATAD

The project “Level 1 Accelerator for Defence Sector” (hereinafter LEVIATAD) aims at creating the 1st Eurocluster of excellence on naval defence. The plan to achieve such an ambitious result consists of three steps.

1. Obtain a mapping of the naval and aeronaval defence sector’s value chain post COVID-19 crisis to better understand the European ecosystem’s structure as well as potential transnational synergies and complementarities. This will allow the project’s Consortium to draw the lesson concerning disruptions and dependencies, and manage a more efficient industrial strategy (including green and digital transition) to increase resilience and boost competitiveness of a long-term European strategic approach.
2. Put in place actions to support SMEs in their up-skilling towards strategic technological innovation that will provide the basis for their path towards resilience and autonomy, ultimately boosting European sovereignty in the defence sector.
3. Go-to-international, the third and final step, consists of further supporting measures that will help SMEs to acquire skills in third countries’ markets as well as to achieve internationalisation to foster synergies and create new business lines in those non-EU countries.

The activities carried out within LEVIATAD will enhance the European position in the value chain of naval and aero-naval defence sector. The same activities will support resilience by fostering innovation processes, and will help SMEs in joining forces and better cooperate with both major public and private groups in European and international markets. For these reasons all the activities will have a strong focus on resilience and synergy.

2. About the partners- Who we are?

The LEVIATAD consortium is built to embed the skills and the value chains needed to successfully achieve the key objectives of the project, to maximise the impact on EU and global markets, and involve relevant stakeholders and experts in networking, consulting and disseminating project's results. The consortium includes 6 partners (mainly clusters) belonging to 4 European countries, representing SMEs offering a large array of services and expertise on relevant topics to the naval & aero-naval defence sector. The members of LEVIATAD consortium are:

Organisation	Location
DISTRETTO LIGURE DELLE TECNOLOGIE MARINE (DLTM)	VIALE NICOLÒ FIESCHI 18, LA SPEZIA 19123, Italy
DE BLAUWE CLUSTER (BC)	WETENSCHAPSPARK 1, OOSTENDE 8400, Belgium



AZIENDA SPECIALE RIVIERE DI LIGURIA (RIVLIG)	VIA QUARDA SUPERIORE 16, SAVONA 17100, Italy
NA.VI.GO. SOCIETA CONSORTILE A RESPONSABILITA LIMITATA (NAVIGO)	VIA MICHELE COPPINO 116, VIAREGGIO 55049, Italy
TOULON VAR TECHNOLOGIES (T.V.T. PMP-TVT)	MAISON DES TECHNOLOGIES PLACE GEORGES POMPIDOU QUARTIER MAYOL, TOULON 83000, France
HRVATSKI KLASTER KONKURENTNOSTI OBRAMBENE INDUSTRIJE (HKKOI)	TRNSKO 23, ZAGREB 10000, Croatia

3. Activities within the LEVIATAD project

LEVIATAD's target are European small and medium enterprises (SMEs) as well as start-ups operating in the field of naval and aero-naval and/or defence sector that will have the opportunity to benefit from different types of support.

In the first project's work package a mapping of the ecosystem's value chain in the naval and aero-naval defence sector has been elaborated. The goal was to identify the value chain's structure and European assets, risks and challenges in order to find and develop solutions in the different markets of the naval and aero naval defence sector, and highlight the importance of cluster collaboration to better manage the opportunities and risks of the European value chain (also through inquiries to national ministries of Defence, key defence groups, enterprises). Furthermore, a mapping of the main value chains (system and subsystem designers, equipment manufacturers, integrators, maintenance and logistic suppliers) on the cartography of enterprises has been realised, which identified and depicted the interdependencies and the key stakeholders (large firms and their subcontractors, SMEs, cluster and business organisation, R&D Centres, major public and private defence stakeholders, etc.). Additionally the priority application markets (including naval defence, naval security digital and cyber-security, maintenance and dual use technologies) have been analysed, and the products, services and resources that would be needed to present a comprehensive capability in these markets were road-mapped. Furthermore, using the survey methodology, it has been explored how SMEs could be better supported.

This first work package leads to two activities: first, financial support actions for SMEs, thanks to the launch of a call for financial support to third parties intended to give direct support to SMEs to foster their innovation path and invest in their green and digital transition. This is done through a "Call for Proposals" that allows SMEs to collaborate across borders (partial objective of this call for suppliers is preparing SMEs for the just mentioned call for proposal through an online coworking session - see Section 4. *Description of the assignment*). The second activity is intended to put in place actions to support our target audiences in their up-skilling towards strategic technological innovation, a process that will serve as the basis for their path towards resilience and autonomy, with a view to strengthen European sovereignty in the naval and aero-naval and defence sectors. This will be done through the use of online workshops (main objective of the present call for suppliers and is the goal of this assignment - see Section 4. *Description of the assignment*).



4. Description of the assignment

The assignment consists of the organisation of 4 online workshops for SMEs from the countries participating in the project. These workshops are classified into two groups:

1. **3 interactive webinars** concerning a specific topic related to the naval defence industry, meant to support the up-skilling of SMEs toward innovation and cross-border collaboration.
2. **1 online moderated coworking session** to facilitate cross-border collaboration between SMEs and prepare them for the “Call for Proposals” that will be published afterwards.

The **three interactive webinars** requested should be based on the following topics:

- *“Cross-border collaborations in the naval defence industry: best practices and case studies”*
This webinar could showcase successful examples of cross-border collaborations in the naval defence industry, highlighting the benefits and challenges of such partnerships. It could also provide practical guidance on how SMEs can access new markets and technologies, negotiate contracts, deal with IPR and manage international partnerships effectively.
- *“Digital transformation in the naval defence industry: opportunities for SMEs”*
This webinar could explore how digital transformation is changing in the naval defence industry and creating new opportunities for SMEs. It could cover topics such as cybersecurity, artificial intelligence, and robotics, and provide guidance on how SMEs can leverage these technologies to enhance their competitiveness. This webinar could also help companies in creating collaborations through the development of virtual networks to connect companies with potential partners and resources as well as the development of a dedicated website or platform to facilitate collaboration and communication.
- *“Accessing funding and financing for SMEs in the naval defence industry”*
This webinar could provide an overview of funding and financing options available to SMEs in the naval defence industry, including grants, loans, and venture capital. It could also offer tips for preparing successful funding applications and navigating the funding process from government agencies.

In addition, **one online moderated coworking session** is requested. This coworking session needs to allow SMEs from all participating countries to come together in an online platform, where they can freely interact with each other. The goal of this coworking session is to let SMEs prepare together for the “Call for Proposals” that will be published later on. The idea is to create a space where SMEs interested in similar topics can discuss how to address the challenges formulated in the call. There should be separate “rooms” or “tables” where the participants can join a discussion regarding the 6 challenges formulated in the call for proposal. The session should be moderated by the supplier and the online platform should be provided by the supplier too.

These workshops, held in English, should be a minimum of 1 h length and a maximum of 2 h. The number of participants is not limited.

They should be organised on the dates indicated in Section 5 *Time schedule* .



When applying, the service providers are not required to carry out all four workshops. It is possible to choose one or more to be indicated in the application form.

The content of the workshop(s) has to be agreed upon by the partners of the LEVIATAD project beforehand. Part of the assignment is also the drawing up of invitations to the workshops. The invitations themselves, however, will be sent out by project's Clusters.

Afterwards, the presentations and recordings of the sessions need to be delivered to the Blue Cluster (permission of the participants to record needs to be asked), as well as an evaluation of the workshop filled in by the participants. This evaluation of the workshop also needs to be provided by the service providers.

5. Time schedule

A preparatory meeting between the supplier and the project consortium is foreseen on the morning of the 7th of June (might be subject to change)

	Workshop 1	Workshop 2	Workshop 3	Workshop 4
Topic	Cross-border Collaboration	Digital Transformation	Funding and Financing	Moderated Coworking Session
Date	Friday 16/06	Monday 19/06	Friday 23/06	Monday 26/06
Hour	10.00h- 12.00h	10.00h- 12.00h	10.00h-12.00h	10.00h-12.00h

6. Application Procedure

In order to apply, applicants shall provide the following company's information through the application form in Annex. Explaining on the following:

- Brief introduction of the company;
- Previous experience in the topics of the workshop(s) and in the naval defence sector (if applicable);
- Estimated costs of service;
- Contents of the workshop(s); brief summary
- Methodology used to increase participation;
- Explanation of the online platform used for the workshops.

Feel free to add additional annexes you think are relevant.

The filled in application form needs to be sent to marie.vandewalle@blauwecluster.be before May 26th 2023. If there are any questions regarding the application form, all questions can be sent to the above email address.



7. Selection Procedure

During the selection procedure, the offer will be evaluated according to the following criteria:

Evaluation criteria	Details	Score
Coherence to the topics	How does the content of the workshop relate to the identified topics as presented in Section 4. <i>Description of assignment?</i>	10
Quality of contents	What added value can the content of the workshops provide to SMEs regarding the identified topics?	10
Service provider profile	How is your company organised? What experience does the company have concerning the provision of similar workshops? How does the team function?	10
Total		30

8. Payment

The service provider will be paid by the Blue Cluster depending on the provided service. Per workshop provided an amount of € 2.500 will be granted. If the service provider is selected to provide all four of the workshops an amount of € 12.000 will be granted for all workshops together.

9. Expected deliverables

- Workshops contents;
- List of participants;
- Invitations to the workshops;
- Setting up of the workshop platform;
- Evaluation of workshops by the participants

10. Timing, deadlines and contacts

This call for suppliers opens May 15th, 2023.

Applications must be submitted by May 26th, 2023.

The selection procedure of service provider(s) will be completed by May 31st, 2023.

Contact: marie.vandewalle@blauwecluster.be

