European Commission

DIRECTORATE-GENERAL FOR

MARITIME AFFAIRS AND FISHERIES
MEDITERRANEAN AND BLACK SEA

enterprise europe network

Business Support at Your Doorstep

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PROMATECH
Professional Maritime Technologies

Conference on the blue economy of the Black Sea
Side-event: information Day on opportunties for SMEs under COSME and H2020

15 June 2016
Odessa, UKRAINE

About company

PROMATECH
PROfessional
MAritime
TECHnologies

- Founded in 2010.
- **PROMATECH** is a leading R&D and Innovation focused SME developing disruptive software and engineering solutions for the Maritime & Shipbuilding Industry. Based in Istanbul, Turkey.
- www.promatech.com.tr

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EXPERTISE

- Autonomous Surface Vehicles (ASV)
- Naval Architectural Engineering
- Decision Support Systems (DSS)
- Energy Efficiency in Maritime
- Maritime Logistics Applications
- Information and Communications Technology (ICT)

CLOUD-VAS Project / H2020

- Cloud-based vessel allocation decision support system
- Horizon 2020 SMEInst Phase II

MINI-CHIP Project / FP7

- Minimizing carbon footprint in maritime shipping operations
- EU FP7 IAPP

MARTEC - II CETEX Project / FP7

- Cetacean experiences
- EU FP7 MARTEC ERA-NET

CLOUD-VAS PROJECT

PROJECT NAME: CLOUD-VAS (a cloud-based vessel allocation decision support system for Vessel Chartering)

Topic: IT-1-2014 - Small business innovation research for Transport

Programme: H2020 SME Instrument Phase 2

Project duration: 1 June 2015 – 1 June 2017

Coordinator: PROMATECH

Website: www.cloud-vas.com

Pilot case: Petrol Ofisi OMV

Logo: CLOUD-VAS

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CLOUD-VAS
Cloud-Based Vessel Allocation System

THE FRAMEWORK PROGRAMME FOR RESEARCH AND INNOVATION
HORIZON 2020

European Commission

SINGLE PARTICIPANT:

PROMATECH
Professional Maritime Technologies

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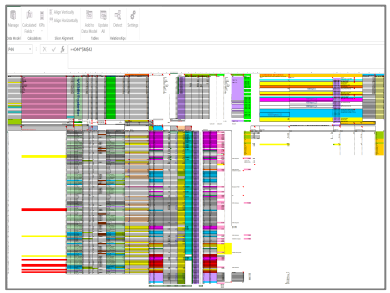
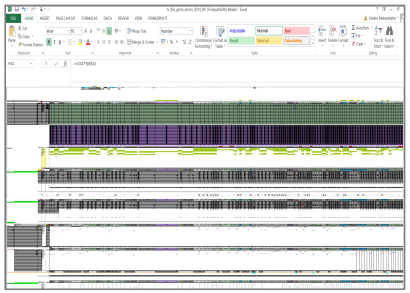
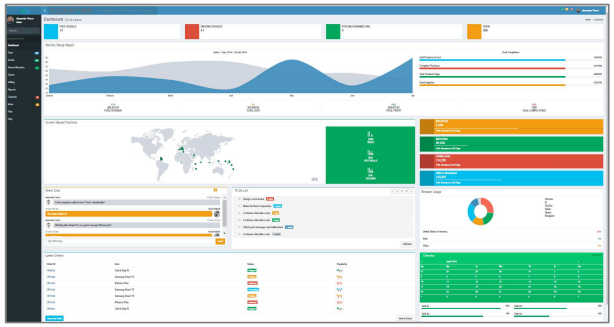
‘PROBLEM’ →→→ INNOVATION →→→ SOLUTION







DIFFICULTIES our PILOT faces:

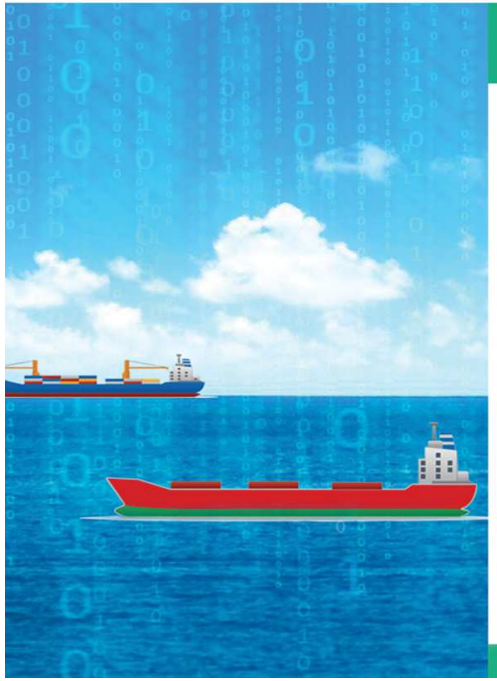
- High fuel consumption due to poor calculations
- Time Consuming
- Human Interference
- Need of High Qualified Staff
- Risk of Error
- Limited access

CLOUD-VAS solution helps:

- Minimise Operational Cost
- Make Quick Decisions
- Save Time
- Reduce CO_2
- Integrable Solution
- Easy access & Improve service level

CLOUD-VAS

Cloud-based Vessel Allocation Solution (DSS)



CLOUD-VAS

An innovative, industry focused, cloud-based vessel allocation decision support solution (DSS). We will help you make quick decisions on which vessels to charter for your Maritime Transportation. Benefits of using CLOUD-VAS are:

- *Minimise operational cost*
- *Save time*
- *Reduce CO_2 emissions*
- *Integrable solution*
- *Environmentally friendly technologies*

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HORIZON 2020 → SME Instrument

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Horizon 2020

The E.U Framework Programme for Research and Innovation

- Horizon 2020 is the biggest European Union's Research and Innovation programme ever with nearly **€80 billion**, it's a part of the drive to stimulate growth and create jobs in Europe.
- The framework programme is implemented by the **European Commission**, the executive body of the European Union.
- **2014-2020**
- E.U. Member & Associated Countries (e.g Turkey 2014, Ukraine 2015)

SME Instrument

Part of the Horizon 2020 programme

- Funding & Support for SMEs with innovative projects with nearly **€3 billion**.
- The Executive Agency for Small and Medium-sized Enterprises (**EASME**) manages SME Instrument.

- **Phase 1:**Idea to Concept
- 6 months / 50 000 Eur
- up to 3 coaching days

Phase 2: Concept to Market-Maturity
1-2 years & 0.5-2.5 Million Eur
up to 12 coaching days

Phase 3: Prepare for Market Launch
support services, networking oppurtunities
no direct funding

PROJECT CLOUD-VAS STEPS

COMPANY:	• **PROMATECH – Innovative SME from Turkey**
Project:	• CLOUD-VAS (a cloud-based vessel allocation decision support system for Vessel Chartering)
Topic:	• IT-1-2014 - Small business innovation research for Transport
Programme:	• H2020 SME Instrument Phase 2
Project duration:	• 1 June 2015 – 1 June 2017 (24 months)
Budget:	• 1.8 mil. EUR

STEPS

1. Issue:	Vessel allocation problem (VAP)
2. Idea:	Smart, innovative solution using METSOL/ TR6
3. Find a 'right' call:	IT-1-2014 - Small business innovation research for Transport
4. Look for funding:	Horizon 2020 - SME Instrument programme
5. Look for partners:	Single participant
6. Apply	2014
7. Get funding	YES
8. SME Instrument services via EEN	YES

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Benefits from SME INSTRUMENT - Phase 3

SME Instrument services via EEN

Networking
- Participate in trade fairs & brokerage events
- SME Champion name
- Attract clients & investors
- Meet key people

Coaching
- Find a great coach
- Access professional business/management coaching

Training
- Improve your skills

Benefits of being SME Instrument champion

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TRA2016
Meeting with Violeta Bulc, EU Commissioner for Transport

TRA2016: Presentation at European Commision stand.

Hannover Messe 2016
SME champions

HM2016: Meeting with Carlos Moedas, EU Commissioner

Pitching presentation at **HM2016**

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SMEs like
PROMATECH
with the help of
HORIZON 2020 & SME INSTRUMENT
will contribute to
BLUE ECONOMY
by developing
INOVATIVE SOLUTIONS
and creating more
JOBS.

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Thank you,

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