



GALACTICA BEST PRACTICES HANDBOOK

GUIDELINES TO IMPLEMENT A
“CASCADE FUNDING” PROJECT



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Cascade funding, or “Financial Support to Third Party (FSTPs)” Actions are projects which aim to directly support SMEs through financial vouchers for developing their innovative project.

Cascade funding actions, usually include both financial support to the end beneficiaries and the provision of innovation support services by core partners.

Cascade funding aims to accelerate, foster and boost the development of innovative solutions by SMEs. In the case of GALACTICA to develop new cross-sectoral and cross-border industrial value-chains facilitated by clusters. Cascade funding is great for SMEs thanks to the shorter time-to-grant, the simplified administrative procedures for both application and reporting thanks to the use of lump-sums and the closeness to clusters to identify priorities for funding.

This handbook gathers all the good practices regarding 4 key-topics considered as highly relevant when managing and implementing an EU project including cascade funding.

- Management of the open calls to favour the emergence of cross-border and cross-sectoral projects
- Communication and Dissemination activities
- Coaching and training activities
- Activities to create and foster open-innovation collaboration space

During the GALACTICA project, the partners of the consortium had the opportunity to share knowledge, experiences and methodologies regarding to the four related topics. This handbook aims to be a reference tool to smooth the adoption process for new cross-sectoral value chains driven by European clusters.

We hope that the present guide might support those who are involved in European projects.

The GALACTICA partners.

GALACTICA PHOTO ALBUM



Info Day 2, Brussels, February 2022

Consortium Meeting, Sevilla, May 2022



2nd GALACTICA Hackathon, Terrassa, December 2021



GALACTICA ACHIEVEMENTS

GALACTICA project aims to support the creation of new industrial value chains around textile and aerospace sectors based on advanced manufacturing. GALACTICA facilitated the uptake of advanced manufacturing technologies as part of the digital transition of the textile and aerospace industries.

GALACTICA's Calls for proposals had two different types of funding instruments, in the form of lump-sum vouchers, addressed to SMEs and start-ups with innovative solutions that could be part of cross-sectoral and cross border value chains in the relevant sectors.

- Pioneer Acceleration voucher supported the exploration of new cross-sectoral value chains focusing on developing a Minimum Viable Product (MVP).
- Orbital Projects voucher aimed to support the demonstration of new cross-sectoral value chains connecting the different sectors of GALACTICA with initial market tests of the products and services developed.

The GALACTICA consortium received 167 applications (98 in Orbital Projects and 69 in Pioneer Acceleration) and selected 51 for funding. They are involving a total of 82 SMEs from the textile, aerospace and advanced manufacturing sectors, coming from 18 European countries.

Cascade funding projects are great tools to support SMEs in driving their innovation to market thanks to the agility they offer to SMEs. It is a great funding mechanism that puts SME in the center, offering a set of financial and non-financial support adapted to their needs, with low bureaucracy overhead and focusing on what it matters which are the innovation itself and its steps forwards to market launch.

With GALACTICA, we have put in practice a series of steps to successfully implement a cascade funding project, starting by strong engagement of SMEs to get to know our program via Hackathons, Webinars, Learning Expeditions, facilitating their interaction with matchmaking. Once they knew about the opportunities, many have applied for the cascade funding to drive their innovation forward. We are really proud of the results of all our beneficiaries, and we look forward to facilitating their scale up to market.

Josep CASAMADA, coordinator of **GALACTICA**

GLOSSARY

- ➔ **ECCP** : European Cluster Collaboration Platform
- ➔ **ESR** : Evaluation Summary Report
- ➔ **EU** : European Union
- ➔ **FSTP** : Financial Support to Third Parties
- ➔ **NCP** : National Contact Point
- ➔ **RIS3** : Regional Research and Innovation Strategies for Smart Specialisation
- ➔ **SME** : Small and Medium Enterprise

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OPEN CALL PREPARATION

Objectives



- 1 To offer financial support (FSTPs) to European SMEs and select Cross-sectoral and crossborder innovative proposals targeting challenges covered by the project
- 2 To ensure the excellence of the supported proposals via a clear and easy application process and a transparent and merit-based selection process

Tips and tricks



- ➡ Open the call at least 2 months to leave enough time to SMEs to apply
- ➡ Communicate largely on the open call using the following channels: ECCP, Funding&Tenders Portal, social media, project website
- ➡ Have a dedicated Helpdesk or Regional Contact Points to answer specific questions during the application process
- ➡ Mention the evaluation grid in the application guidelines to ensure transparency for applicants
- ➡ Avoid call deadline in holidays periods and close the call ideally on a Wednesday so Helpdesk is available to applicants throughout the last three days of the call

Support tools



- ➡ A Guide for Applicants, which defines clearly: the objectives of the open call, the technological challenges to be covered by the proposals, the eligibility criteria, the application process, the evaluation criteria
- ➡ An application form including a budget template
- ➡ A dedicated application platform to publish and manage easily the calls (i.e. Goodgrants, F6S, Funding Box)

Warning



- ➡ Open call preparation is a time-consuming process. Plan well in advance and allocate resources in the proposal !
- ➡ Large and intense communication on the open calls is essential. Put effort on your dissemination strategy to attract and involve enough SMEs !
- ➡ FSTP scheme should be based on an easy application process : make it as simple as possible !



Methodological approach



Advantages for the SMEs



- ➡ Simplified application process for the SMEs: an application consists in one application form, one budget template (around 10-15 pages) and a short video
- ➡ A quick evaluation procedure: maximum 3 months between the application deadline and the communication of the results
- ➡ Short project duration (6-12 months) with immediate results
- ➡ Possibility to apply as a single applicant or in small consortium

EVALUATION OF APPLICATIONS

Objectives

- 1 To ensure a smooth, fair and coherent evaluation process
- 2 To select excellent innovative proposals addressing the topics of the open calls
- 3 To select external experts to evaluate the proposals with impartiality and objectivity

Tips and tricks

- ➡ Plan for a max of 40 days for the assessment period, starting from the closing date of the call
- ➡ Evaluate each proposal by at least 3 external experts
- ➡ Plan a training workshop for all the external experts in order to clarify the evaluation process
- ➡ Evaluate positively cross-border or cross-cluster proposal, by awarding a 5% bonus for the criterion “cross-border partnership”
- ➡ For promising applications not being funded, provide support for second call (if there is any)

Support tools

- ➡ Evaluation grid, including criteria and rating scale
- ➡ Evaluation guidelines to be provided to the external experts to ensure a common understanding of the scoring
- ➡ Evaluation Summary Report (ESR) to be provided to each application when notifying the results

Expert's role and responsibilities

- ➡ Evaluate between 10-15 proposals
- ➡ Act as an independent expert, by ensuring confidentiality and no conflict of interest with the evaluated results
- ➡ Treat all proposals with impartiality and objectivity, following the evaluation guidelines
- ➡ Have experience in the technical areas covered by the calls and in evaluation of collaborative projects
- ➡ Provide comments and scores for all evaluation criteria

Warning

- ➡ Evaluation process requires time and rigor. Do not under-estimate this phase!
- ➡ Be prepared to respond to request from non-selected SMEs. Detail the ESR as much as possible to minimise questions

Methodological approach



GALACTICA results

- ➔ 106 evaluators applied to the calls for experts
- ➔ 33 experts were selected and assigned in global for the 1st and 2nd open call
- ➔ In total, 158 proposals were sent for evaluation to experts

PROJECTS MONITORING & FSTP DISTRIBUTION

Objectives



- 1 Ensure a smooth implementation of the selected projects
- 2 Define a harmonised payment scheme to ensure good management of FSTPs and smooth budget transfers to the beneficiaries
- 3 Assist the funded SMEs during the project execution
- 4 Assess the innovation impact of funded SMEs

Tips and tricks



- ➔ Involve national contact points in the contract signature to ensure commitment from all parties
- ➔ Use electronic signature tools to facilitate the contract signature
- ➔ Set at least two instalments (pre-financing & final payment) to mitigate the risk of non-implementation of a project
- ➔ For each funded project, define a monitoring partner among the consortium members in order to ensure a good follow-up of supported SMEs
- ➔ Simplify procedure to optimize the time of contractualisation and the administrative follow-up of the projects
- ➔ For payments to consortia of 2 or more entities, transfer the money to each third party, and not the global amount to their consortium leader, to improve funding traceability

Support tools



- ➔ SME Contract for the provision of FSTP
- ➔ Final technical report template to be provided to each project
- ➔ Excel file to monitor internally the FSTP payments

Role of the monitoring partners



- ➔ Act as main contact point for SMEs
- ➔ Follow up SMEs during project execution to ensure the proper implementation of the project and address any potential challenges
- ➔ Assess and validate the final technical report

Warning



- ➔ Some projects could take some delays when implementing. Be flexible and make sure to have a clear process for deadline extension and amendment of SME contracts !

Methodological approach



GALACTICA results

- ➡ GALACTICA supported a total of 81 SMEs by providing direct funding through the 1st and 2nd Open calls
- ➡ SMEs from 18 different countries have benefited from GALACTICA open call funds. 11 out of 18 countries are beyond the countries represented by GALACTICA consortium

DISSEMINATION AND COMMUNICATION STRATEGY

Objectives



- 1 Raise awareness of the project objectives, the open calls for SMEs and expected results
- 2 Promote all the events and activities organised by the project to a large-scale audience in the EU
- 3 Attract and engage stakeholders, especially SMEs to create innovative, cross-sectorial and cross-border projects
- 4 Disseminate and valorise the results of the projects led by funded SMEs

Tips and tricks



- ➔ Ensure direct contacts with SMEs (phoning, individual meeting) to attract them and keep them involved all along the project
- ➔ Put communication efforts on SMEs projects results to offer them visibility
- ➔ Establish a sustainable SME network: even if grants are important, networking is also essential for SMEs
- ➔ Use other European clusters, Industrial platforms, National associations, ECCP platform as “ambassadors” to disseminate all the activities and opportunities offered by the project and increase the overall project outreach with multiplier effects to engage the different stakeholders and foster the cross-border and cross-sectorial level
- ➔ Create brand image. All the communication materials should be designed in line with the project graphic identity in order to promote its recognition
- ➔ Build customer loyalty, create awareness about future call, activities, hackathons

Communication channels



- ➔ Traditional online channels (social media, project website, ECCP page, E-Newsletter, community platform) to reach a vast and diverse audience
- ➔ Non-electronic dissemination materials (flyer, roll-up) to allow project objective and results to be promoted in on-site events
- ➔ Innovation workshops to support exchanges and cross-fertilisation between the SMEs taking part to the project
- ➔ Interactive dissemination (face-to-face meetings, events) to increase project visibility and impact and develop synergies with related initiatives
- ➔ A final showcase event to allow the projects led by SMEs to present themselves to investors and disseminate to a large audience the achievements of their project

- **SMEs** : principal target beneficiaries of the project and the various services and funding schemes
- **ENTREPRENEURS** and **START-UPS** : potential beneficiaries of the cascade funding mechanisms and the innovation workshops and potential participants in the hackathons
- **STUDENTS** : potential participants in the hackathons
- **LARGE COMPANIES** and **END-USERS** : to be involved in the identification of challenges and potential hosts for mutual learning visits
- **RESEARCH** and **TECHNOLOGY PROVIDERS** : potential suppliers of technological services to funded companies via vouchers. Needed for technology transfer to bridge the innovation gap
- **INVESTORS** : potential partners of funded companies and start-ups, identifying candidates for investing
- **CLUSTERS** : multiplier communication and dissemination effect to reach out to European SMEs elsewhere where the partnership is not directly present
- **POLICY MAKERS** : interested in collecting feedback and best practices to feed the RIS3 strategies and investment plans

GALACTICA results



- ➡ + 15 000 project website pageviews
- ➡ + 1 500 distributed printed materials
- ➡ + 800 followers on LinkedIn
- ➡ + 25 events organised to promote the project and its activities

COACHING AND TRAINING

Objectives

- 1 Provide non-financial support to SMEs in addition to FTSPs and continue to support SMEs beyond the grant
- 2 Facilitate SMEs success and help them to grow their businesses, enhance capabilities of their organization and staff
- 3 Create synergies with the network of consortium partners, facilitating connections between the beneficiaries and potential clients or partners

Tips and tricks

- ➡ Make sure that the companies are aware of what the consortium can offer them
- ➡ Companies have different levels of interest in coaching: design a program which is flexible to their needs
- ➡ Reduce as much as possible the administrative burden on the company, creating a light back-end structure managed by the consortium partners
- ➡ Organise workshops which are an effective way to provide coaching on topics that are of common interests for your companies, that can then follow-up more in depth in one-on-one sessions
- ➡ Provide self-paced content that the companies can access before the meetings with the experts to optimise the time together

Benefits for the SMEs

- ➡ Benefit from individual hours of external expertise free of charge
- ➡ Access to a repository of resources (reports, videos) to increase companies' investment readiness level
- ➡ Expansion of their network, connecting with the contacts of the consortium
- ➡ Increase of their Investment and Technology Readiness Levels (IRL, TRL)

Warning

- ➡ Make sure to check how many hours the companies are interested in receiving, to discover early on potential underutilisation of allocated hours and come up with alternative plans
- ➡ Make sure that mentors have clearly understood their roles and responsibilities and do not use the program for personal gains

Methodological Approach

- 1 Collect the needs of SMEs
- 2 Identify the services to be provided by the clusters
- 3 Organise the matchmaking between the coaches and the beneficiaries
- 4 Monitor the progress of beneficiaries and fine-tune the program if needed
- 5 Collect feedback on the coaching program and gather lessons learned



TECHNOLOGY EXPERTISE : Support on technology potential for given markets (increase TRL, IP strategy definition, Certifications, Life Cycle Assessment)



MARKET RESEARCH : Support in gathering, analysing, and/or interpreting information about the market



BUSINESS MODELLING : Support on business model assessment to ensure proper planning set and alignment with market requirements and conditions



PERFECTING BUSINESS PLAN : Support in writing or adjusting the business plan to make it complete and suitable for investors



PERFECTING PITCH : Support in delivering a persuasive pitch, to attract investors or connect with potential partners and clients



MATCHMAKING : Support on identifying and connecting SMEs with clients, partners or investors to facilitate new business opportunities



FINANCING AND FUNDING STRATEGIES : Support on identifying private and public funding opportunities suitable to the SMEs' mission and needs



INTERNATIONALISATION : Support on exploring new potential markets and analysing the global competition

GALACTICA results



➡ More than 410 hours delivered

HACKATHONS

Objectives



- 1 Identify new companies in the project target sectors likely to apply to the open call
- 2 Support the creation of new start-ups in the target sectors by students from universities in Europe

Tips and tricks



- ➔ Registrations can be open not only for teams but also to individuals looking for a team; in this case, make sure to allocate enough time to match them
- ➔ Using a dedicated communication channel after the registration (e.g., Slack) can facilitate the engagement of participants and their networking
- ➔ Never underestimate the power of a good music playlist to power up the participants of your online or in-person events!
- ➔ When planning on your target numbers, consider that approximately half of the teams attending a Hackathon usually delivers something at the end

Support tools



- ➔ Info kit for participants, with all the essential information on the challenge, the deadlines, the awards, and the methodology
- ➔ Online platform for the uploading of the proposals and the pre-recorded pitches
- ➔ Evaluation grid including criteria and scoring
- ➔ Evaluation guidelines to be provided to evaluators to ensure a common understanding of the scoring

Online vs In-Person



- 1 Online events can allow you to reach a wider audience, but it can make the Hackathon feel more impersonal and less attractive
- 2 In-person events are great for establishing connections that could last after the event; however, some participants could feel discouraged to sustain the cost to attend
- 3 If possible, offering a travel voucher for Hackathon finalists to attend in person is a great way to ensure a great event!

Warning



- ➔ If you are targeting students, beware of academic schedule to make sure you plan it at a convenient time for them to attend
- ➔ The word Hackathon could be unappealing to start-ups or SMEs. If you are targeting them, make sure to word your challenge well in your promotion

Methodological approach



- ➡ 53 teams from 18 countries attended the two Hackathons: 36 companies and 3 student teams
- ➡ €70k in prizes were distributed to 4 companies and €25k to 3 student teams to develop their ideas
- ➡ 2 student teams, which were awarded in the first Hackathon, established their companies and were successful in the Open Calls
- ➡ 7 Hackathon teams were successful in the Open Calls

LEARNING EXPEDITIONS

Objectives



- 1 To foster cross-regional and cross-sectoral collaboration by organizing 2-day industrial on-site learning visits to discover the local ecosystem of flagship industries, end-users, research centres in combination with innovation workshops
- 2 To create an open innovation environment to facilitate cross-sectoral ideas generation and enable potential collaboration between SMEs
- 3 To identify and engage potential beneficiaries for proposals to the open call

Tips and tricks



- ⇒ Many SMEs decide very late to take part! Keep the registration and the travel voucher application open as long as possible
- ⇒ Engage and motivate local companies to take part by explaining the advantages of a cross-sectoral and cross-national exchange

Support tools



- ⇒ Coaching guidelines to summarize a set of useful methodologies to be used during the workshops and support the consortium partners in the process of delivering a suitable workshop to SMEs
- ⇒ Travel vouchers to facilitate cross-border participation and reimburse participating SMEs for their travel expenses incurred (up to € 650/SME)
- ⇒ Feedback survey to evaluate the 2 days journey

Warning



- ⇒ Be prepared of last-minute cancellations of participants !
- ⇒ Leave enough time (min. 2 months) between the first promotion of the event and the deadline registration !



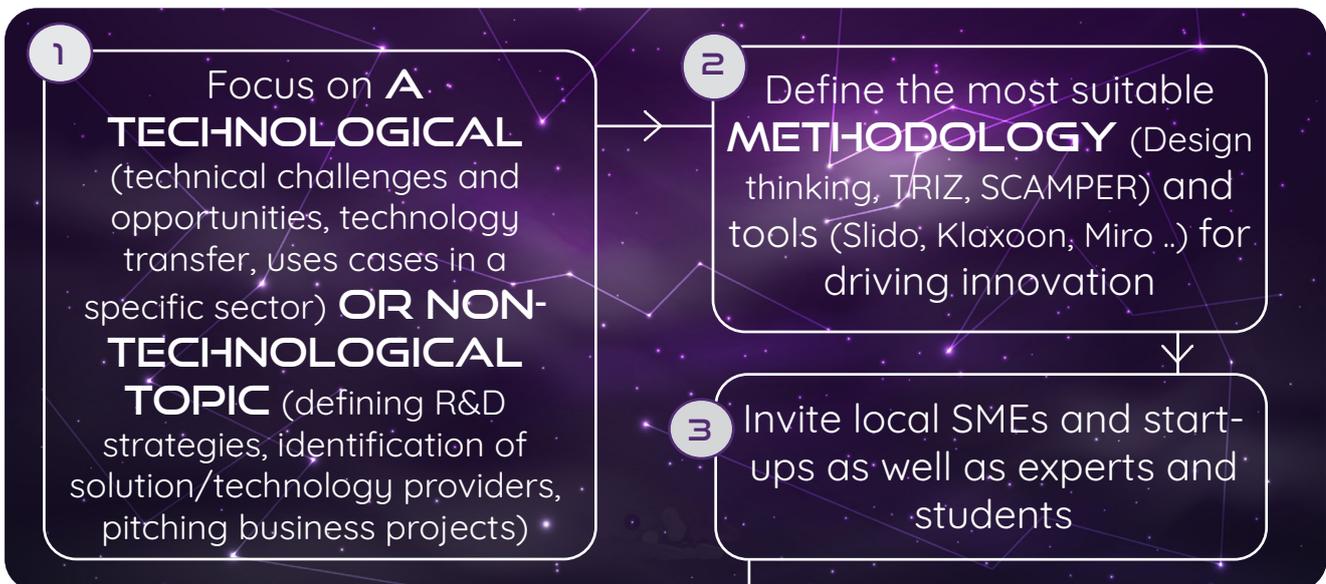
Methodological approach

LEARNING EXPEDITIONS



CROSS-SECTORAL FERTILIZATION

WORKSHOPS



GALACTICA results



- ➡ 76 attendees to Learning Expeditions
- ➡ 99 attendees in the workshops
- ➡ 14 different EU countries took part in the events

MATCHMAKING EVENTS

Objectives

- 1 To disseminate the open calls among potential applicants SMEs
- 2 To help initiate cross-border collaboration among SMEs and foster the participation of consortia in the open calls
- 3 To constitute a community of SMEs and other pertaining entities and offer them opportunities for networking and matchmaking

Tips and tricks

- ➔ Open the platform at least one month before the matchmaking event to allow attendees to fill out their profile. Only open the meetings scheduling when a significant number of participants is registered
- ➔ Stress the participants on the benefits and potential outcomes of advertising their expertise and scheduling meetings prior to the event
- ➔ Allow 30 min maximum for each B2B meeting
- ➔ Designate a timekeeper and allow time for coffee break/buffer time to avoid delays in B2Bs meetings

Functionalities of the matchmaking platform

- ➔ Community directory with different search options and filters to support SMEs in finding qualified partners to discuss new technology and innovative solutions
- ➔ Marketplace of products, services and expertise offered by SMEs to facilitate networking and showcasing the different companies
- ➔ Agenda of meetings, private messaging, networking and videoconferencing on demand among participants

Warning

- ➔ Pay attention to the format of the event: online, onsite or hybrid ? Make this choice as soon as possible, as it impacts the organisation of the event and communication with the participants



Methodological approach

- Matchmaking events are divided into 2 parts:
- ➔ Plenary session webinar to present the open calls, eligibility requirements and procedure for submission
 - ➔ B2Bs meetings between SMEs to seek synergies for potential joint applications to the calls



GALACTICA results

- ➔ 2 matchmaking events carried out, but the platform has been continuously open to B2B scheduling and will be until the end of the project
- ➔ 248 participants and 260 B2B meetings held
- ➔ More than 340 registered participants in the platform

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PARTNERS

GALACTICA project is a cross-regional partnership with eight EU countries involved that includes eight innovation clusters from advanced manufacturing, aerospace, and textile industries, one investor network and one business incubator and accelerator: AEI Tèxtils in Catalonia as project coordinator, ATEVAL in Valencia and CTA in Andalusia (Spain), NTT in Italy, CORALLIA in Greece, Süderelbe in Germany, PRODUCTECH in Portugal, EMC2 in France, EBAN in Belgium and Science Park Graz in Austria.



AEI TÈXTILS



AEI TÈXTILS is a cluster, with a non-profit association structure, formed by companies in the value chain of the advanced textile materials sector in Catalonia and other organizations supporting innovation.

Its main goals are to promote innovation, especially in cooperation; to foster links in the Catalan advanced textile materials sector and to give visibility to the cluster and its members at an international level to boost the green and digital transition.

AEI Tèxtils role in GALACTICA is the overall coordination of the project and the engagement of companies from the advanced textile materials' sector into the different activities and calls.

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Social networks

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ATEVAL



ATEVAL is a private industrial association. It has more than 340 associated textile companies and represents almost 10.500 persons employed. Our Vision is to lead and boost the transformation process of the Valencian Textile Cluster, being a reference point as an entity that generates, promotes and manages innovation and internationalisation in the business world.

Ateval is the leader of WP5 Communication, Outreach and awareness-raising. Ateval has focused on the creation and the curation of communication and dissemination tools used to create awareness about the project. From banners to promote Galactica activities (webinars, hackathons, info days, launch of the calls, learning expeditions,...) till press releases after each major event and the launch of calls for proposals; newsletters explaining the main outcomes and promoting winner beneficiaries from Galactica calls.

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Social networks

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CORALLIA



Corallia was established in 2005 as a Unit of the Athena Research Centre with the vision of supporting Greece's «sciences, innovation, entrepreneurship and culture to flourish» and specific goals to promote a «Joy of Creation» culture and support the development of state-of-the-art services and products with the brand name «Innovation Made in Greece». To achieve its visionary goals, Corallia acts as a facilitator for the organized and systematic development of innovation ecosystems (clusters), the management of business incubators and youth entrepreneurship programs, the technology transfer from academic/ research actors to industry, and the implementation of regional development initiatives with emphasis on cutting-edge technology, knowledge-intensive, and export-oriented sectors. Corallia is certified with ISO 9001: 2008, based on the TUV NORD CERT procedures, for its program management system, and has developed strong links with major European policy makers as well as international strategic partnerships.

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CTA



Fundación Corporación Tecnológica de Andalucía (CTA) is a regional public-private partnership (PPP) that was created in 2005 as joint effort of Andalusia regional government and a group of key companies to trigger innovation activities performed by the Andalusian private sector and to connect these activities with academia and society, supporting public bodies innovation policy implementation. Currently, CTA is owned by more than 160 companies, 70% of them SMEs.

CTA's role in GALACTICA is coordinating the work package related to Financial Support to SMEs (Open calls), supporting and monitoring beneficiaries, participating as mentor, and contributing to all other work packages.

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EBAN



European Business Angel Network (EBAN) is the pan-European representative for the early stage investor community since 1999. EBAN represents investors interests and thus contributes to a foster the entrepreneurial community and its investment readiness.

In Galactica, EBAN is leading the coaching program, matching GALACTICA beneficiaries with successful investors and entrepreneurs who are experts in the field of investment readiness and businesses development. EBAN is also leading the organization of four pitching events and the final event where the best projects are showcased in front of an audience of investors and potential partners.

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EMC2 cluster is the European manufacturing technology cluster. EMC2 leads a network of 400 members, composed of large enterprises, research & technical organisations and more than 200 SMEs. The aim is to reinforce the innovation territorial ecosystem and foster the emergence of collaborative R&D projects in 5 sectors: equipment goods, energy, aeronautics, shipbuilding and ground transportation.

EMC2 provides expertise and brings together a community to ensure factories' future successes; we promote and supports collaborative innovation among SMEs; and integrates digital, human and environmental issues to promote competitiveness.

EMC2 has an active role in GALACTICA as a main contact point for advanced manufacturing and National Contact Point in France. EMC2 is taking part on capitalising activities on the project results, including the production of this Handbook.

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Social networks

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NEXT TECHNOLOGY



Next Technology Tecnotessile (NTT) is an Italian research company established in 1972. NTT capital is shared among 35 partners both public (Ministry of University and Research) and private (textile, textile machinery and industrial software Italian Companies). NTT has a wide network of business with private industries, providing them technological and advanced services, and represents today a reference point for research and technological innovation in the textile and textile machinery sectors.

Since 2011 NTT is the leading managing body of OTIR2020 - TFC (Tuscany Fashion Cluster).

In Galactica, NTT is responsible for monitoring and impact assessment, links with S3 policies for the textile sector, and representative of the fashion sector in the project.

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Social networks

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PRODUTECH



PRODUTECH is recognised by the Portuguese Government as the national production technologies cluster for competitiveness. The motto of the cluster is to equip today the factories of the future.

PRODUTECH embodies collective efficiency strategies aimed at innovating, qualifying and modernizing the developers and users of manufacturing technologies. It comprises companies that are capable of addressing competitiveness and sustainability challenges by delivering innovative, flexible and integrated solutions in response to the manufacturing industry's needs.

In GALACTICA, PRODUTECH was the co-leader of WP1 and task 4.1 leader, worked with SMEs in monitoring and coaching the selected projects.

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SÜDERELBE



Süderelbe AG (SAG) is the economic and regional development company for the Southern Metropolitan Region of Hamburg and Northern Germany.

The company focuses on strengthening leading and future industries and providing services to entrepreneurs and municipalities. It serves as a highly expert point of contact for local and trans-regional companies and municipalities. The company initiates regional and economic development projects for several core sectors as the aerospace industry. SAG's goals are to secure long-term competitiveness, foster and expand knowledge transfer, and develop the entire value chain. The organization has profound experience in aerospace cluster management and establishing collaborations with networks from other relevant sectors.

SAG has an active role in GALACTICA as work package leader for all GALACTICA activities (Learning Expedition, Matchmaking, Hackathon), main contact point for aeronautics in Europe through its involvement in the EACP (European Aerospace Cluster partnership), national contact point for Germany, and takes responsibility for the aerospace engagement strategy.

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Social networks

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SCIENCE PARK GRAZ



Science Park
The High Tech Incubator
Graz

esa
space solutions
Austria

Science Park Graz (SPG) is the reference Business Incubator of the Austrian public incubator start-up network (AplusB) and the manager of ESA Business Incubation Centre Austria. Since 2002, SPG is a key partner for more than 300 start-ups and entrepreneurial projects in Graz, Styria and Southeast Europe, providing coaching, access to business and technical networks, funding and office accommodation.

In GALACTICA, SPG led the organisation of two Hackathons, with over 50 teams competing to develop cross-sectorial ideas and 7 awards to the most innovative companies and students. It also coordinated the 1:1 Coaching programs provided to the beneficiaries of the open calls.

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Social networks

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PARTNERS



ATEVAL



CTA
Technological
Corporation
of Andalusia



Science Park
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Graz

eesa
space solutions
Austria



CONNECT WITH US



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<https://galacticaproject.eu/>

