

AspBAN 'Atlantic Smart Ports Blue Acceleration Network'

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With the contribution of the European Maritime
and Fisheries Fund of the European Union



ATLANTIC SMART PORTS
BLUE ACCELERATION NETWORK

CONTEXT

The '**Atlantic Smart Ports Blue Acceleration Network**' is a 2-year project co-financed by the European Commission's European Maritime and Fisheries Fund that responds to the objectives of the Atlantic Action Plan 2.0

Flagship project by the EC

Pilot project

Pillar 1: Ports As Gateways And Hubs For The Blue Economy

Main concept of the 'Atlantic Smart Port Blue Acceleration Network'



Deploy a representative and diverse open innovation, acceleration and investment ecosystem/network



Promote an evolution of port governance mechanisms and business model to become more active as community builders for the development of new blue businesses for a sustainable ocean economy (blue hubs)



Promote cooperation to mobilize financing for specialized smart infrastructures that will increase sea-basin trade and the growth of new blue businesses

AspBAN CONSORTIUM



Accelerators



Beta-i Collaborative Innovation (COO)



Kaleido Tech



NOAH Blue Consortium



Global Accelerator Network

Blue Clusters / Consortia



Fórum Oceano



Irish Maritime Development Office



Cluster Marítimo de Canarias



GCE Ocean Technology

Policy, Business & Finance Entities



Eurotran Conseil



World Ocean Council Europe



Conference of Peripheral Maritime Regions of Europe



Magellan

STRATEGIC PARTNERS NETWORK - SPN

AspBAN has the support of a large and representative pool of **170 strategic partners** (collaborative approach for ecosystem development)

47 ports and 5 ports associations

32 investment funds and finance entities

38 companies

18 blue accelerators & clusters

10 business associations

+ Policy entities, Municipalities, Research Institutes, & more...

AspBAN Project | Overview

Timeline

April 2021

July 2021

September 2021

February 2022

September 2022

January 2023

June 2023

Governance Model

Project + Quality & Risk Management Plans

Desk Based research (forms + consultations)

White Paper

Communication + Capitalisation Plan

Ports Database

Kick-off Acceleration Services Program

Mentors & Experts Database

Website

Set up Task Forces

Ports Networking events

Evaluation and selection of startups /SMEs

Port Innovation readiness

Set up AspBAN Ecosystem Platform

Kick-off Ecosystem Platform

27 acceleration workshops + mentoring sessions

Investors Pitch - 4 sessions 52 startups

Investors Database

Kick-off Open Innovation Program

Evaluation and selection of startups / SMEs

7 online Pitch sessions w/ Juri Panel

Top 40 selection

Investors Events

Funds for pilots Database

Policy recommendations

Bootcamp

Kick-off Business models

Investors Handbook + MoU

Pilot development phase

BM Workshops focus groups

Sharing Day

AspBAN Final Conference

BM Validation Workshops

SEArca event @European Parliament



ATLANTIC SMART PORTS
BLUE ACCELERATION NETWORK

State of the Art

1

Set up Databases
Community building

2

AspBAN Ecosystem
development

3

Innovation Programs to boost
ports as blue economy hubs

4

Business models

5

Policy
Recommendations

6

State of the Art | Desk-based research

Ports are eager to cooperate to become Blue Economy Hubs in a Digitalization, Decarbonization and Circularization approach!



90% of 44 AspBAN ports that answered the survey stated their prime goal is to become hubs for blue economy in new emergent sectors



10% AspBAN ports are looking for a DDC approach in core areas (cargo and people handling)



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Databases | Community building



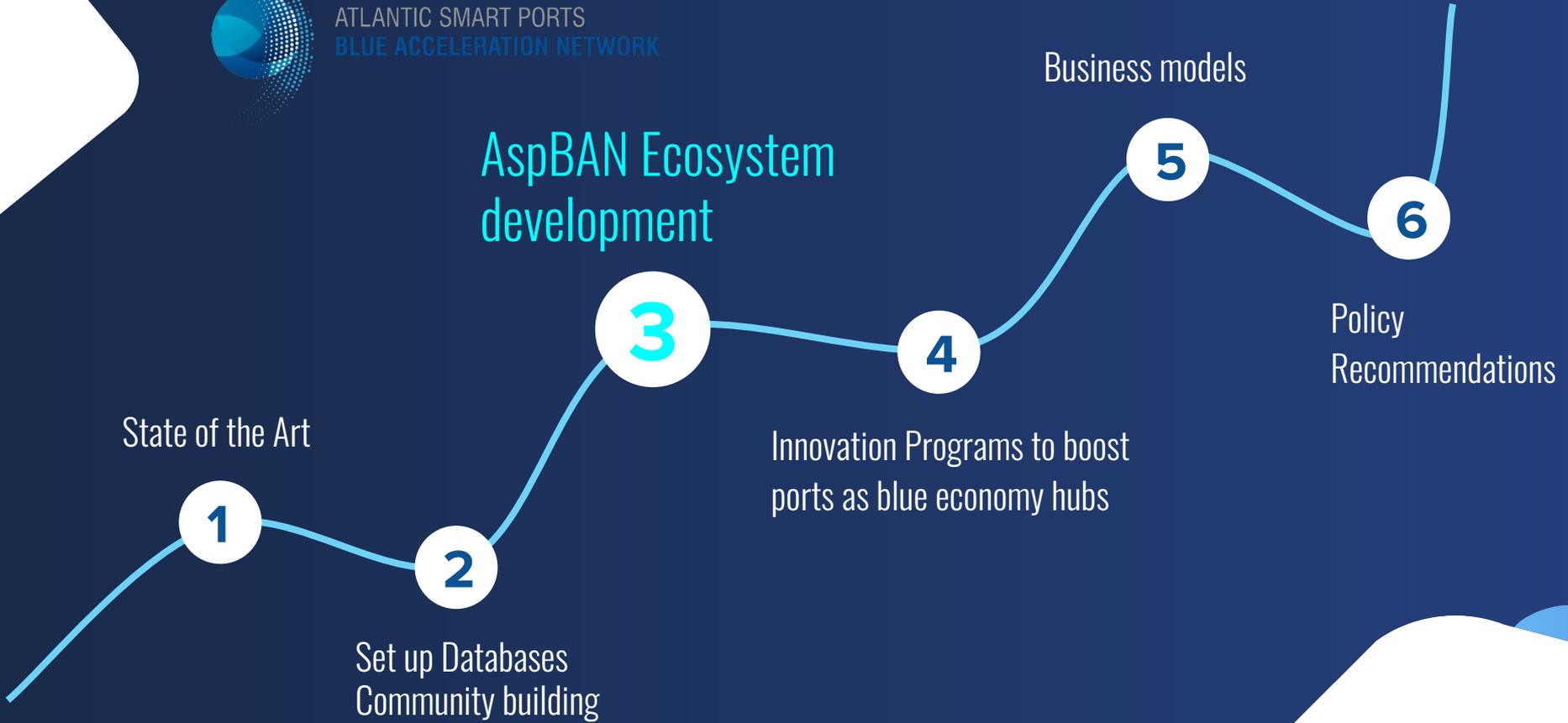
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PORTS	Establish a dynamic Atlantic Port network to promote innovation among the smart Atlantic Ports with a special focus on small and medium ports	49
MENTORS & EXPERTS	Establish and launch an international mentor and experts' network that will support the startups and SMEs throughout the Innovation programs	47
INVESTORS	Launch a blue investment network that follows the project's progress and participates in key moments (networking events, pitches, bootcamp, etc.)	29
FUNDS FOR PILOTS	Creation of a Finance Platform for Atlantic Smart Ports Blue Economy Acceleration with public funding opportunities for startups to test solutions and perform pilot projects in ports	137



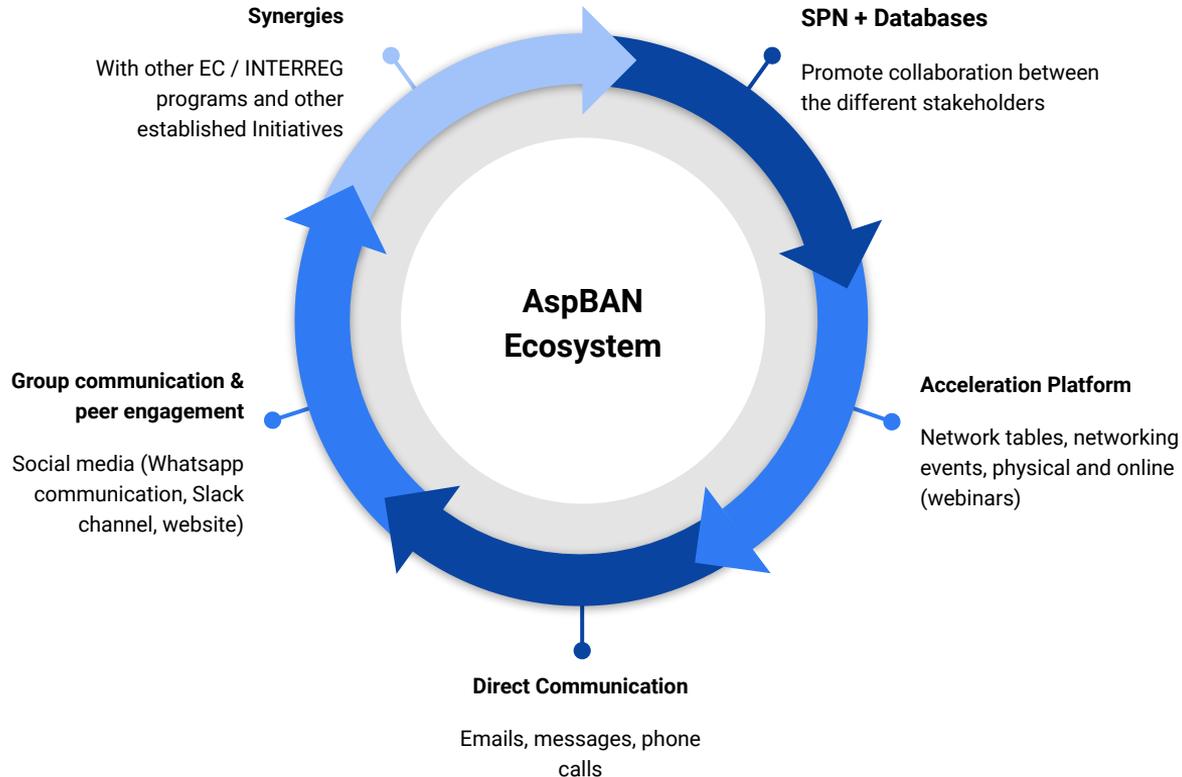
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AspBAN Ecosystem development



AspBAN Ecosystem development

Community building





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Innovation Programs | Boost ports as blue economy hubs

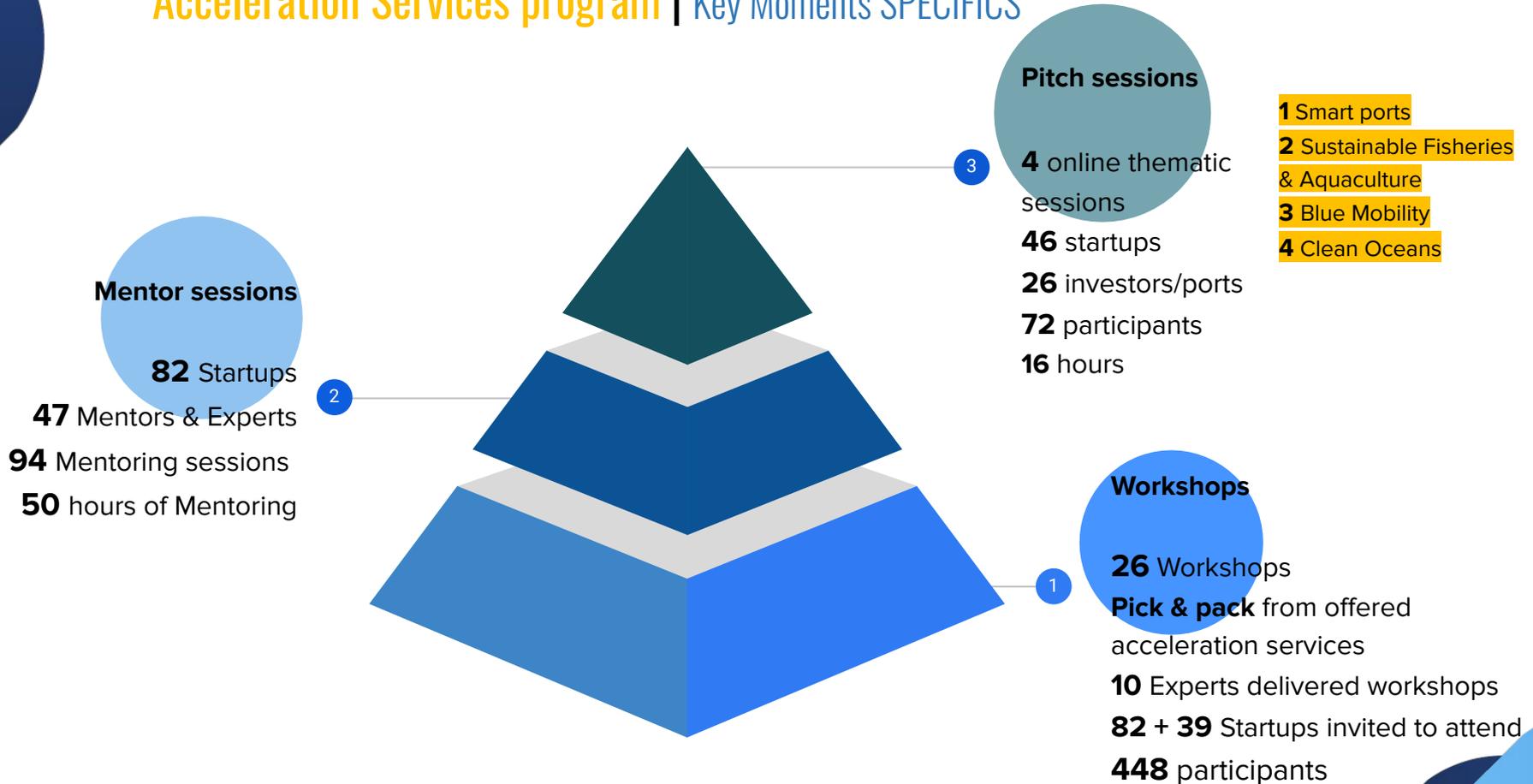
Acceleration Services program

AS program was a deep dive into the blue tech ecosystem, targeting start-ups and SMEs from a wide range of blue economy sectors technologies, mainly in Europe, connecting them to investors, like-minded people and mentors to accelerate their business. Their solutions should contribute to the green transition and have a positive impact on achieving sustainability metrics.

Open Innovation Program

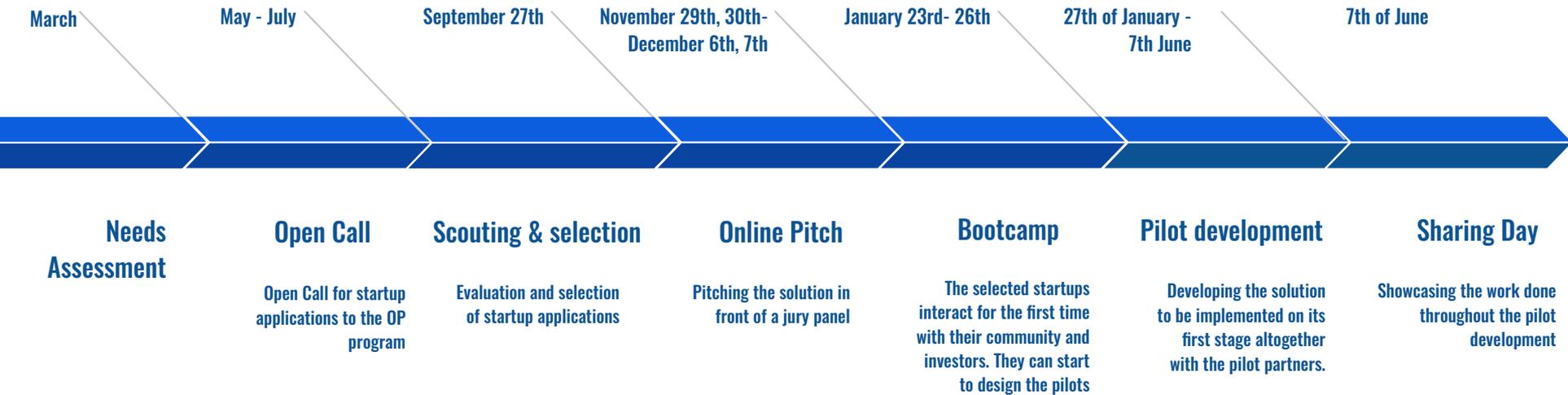
OP program has the main purpose of developing the whole Blue Economy ecosystem around the port centered blue innovation hubs by facilitating and establishing the collaboration between Startups and Ports through concrete pilot projects increasing the chances of developing innovative solutions that effectively answer the ports' needs, challenges and priorities.

Acceleration Services program | Key Moments SPECIFICS



Open Innovation Program | Overview

Timeline

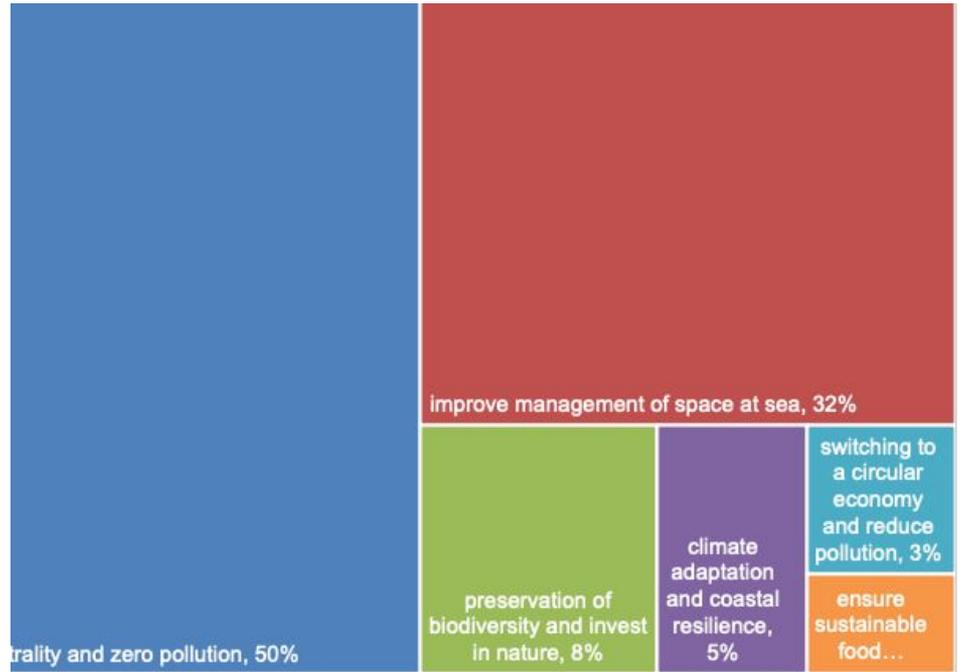


Open Innovation Program | Needs Assessment

A total of **147 challenges** have been received from **33 Atlantic Ports**

This challenge categorization shows the alignment of the AspBAN Ports challenges with the priorities of AAP 2.0

2 Needs Assessment Workshops with Consortium Partners



Open Innovation Program | 10 Common PORT Challenges



Smart Ports and Industry Digital Transformation

We are looking for solutions that will enable Ports' Digital Transformation in order to become smarter, data-driven and interoperable.

Click here to see the port pilots for each country:



Port facilities for Off-shore energy

We are looking for solutions and new business in the sector of renewable energies.

Click here to see the port pilots for each country:



Green Ports

We are looking for solutions that will enhance air quality control, carbon emissions and noise reduction.

Click here to see the port pilots for each country:



Sustainable Shipping Industry and Maritime Transportation

We are looking for solutions towards the decarbonization and sustainability of the shipping industry and Maritime Transportation.

Click here to see the port pilots for each country:



New Business from Living Marine Resources

We are looking for solutions that can be applied in the emerging sectors in the blue bio-economy and bio-technology, aquaculture and fisheries.

Click here to see the port pilots for each country:



Open Innovation Program | Potential Multi-port Pilots

CYBERSECURITY OF PORT DIGITAL PROCESSES

DESCRIPTION: What is the challenge detected?

The Port industry is constantly evolving, and this evolution brings changes in many different areas. Nowadays, one of the main drivers of changes in the Ports sector is the digital transformation that smart Ports are experiencing. The level of integration of different devices, agents and activities, together with an increasing connectivity between different Ports has created a new ecosystem in which new risks have appeared. Cybersecurity is one of the challenges of the industry and ensure that these critical infrastructures are adequately protected while facilitating the full development of new technologies in a sector is highly demanded.

OBJECTIVES: What specific customer/user/internal problem will be solved?

Minimize de risk of service discontinuity from cybersecurity threads.

BENEFITS: What are the most important benefits of meeting the challenge?

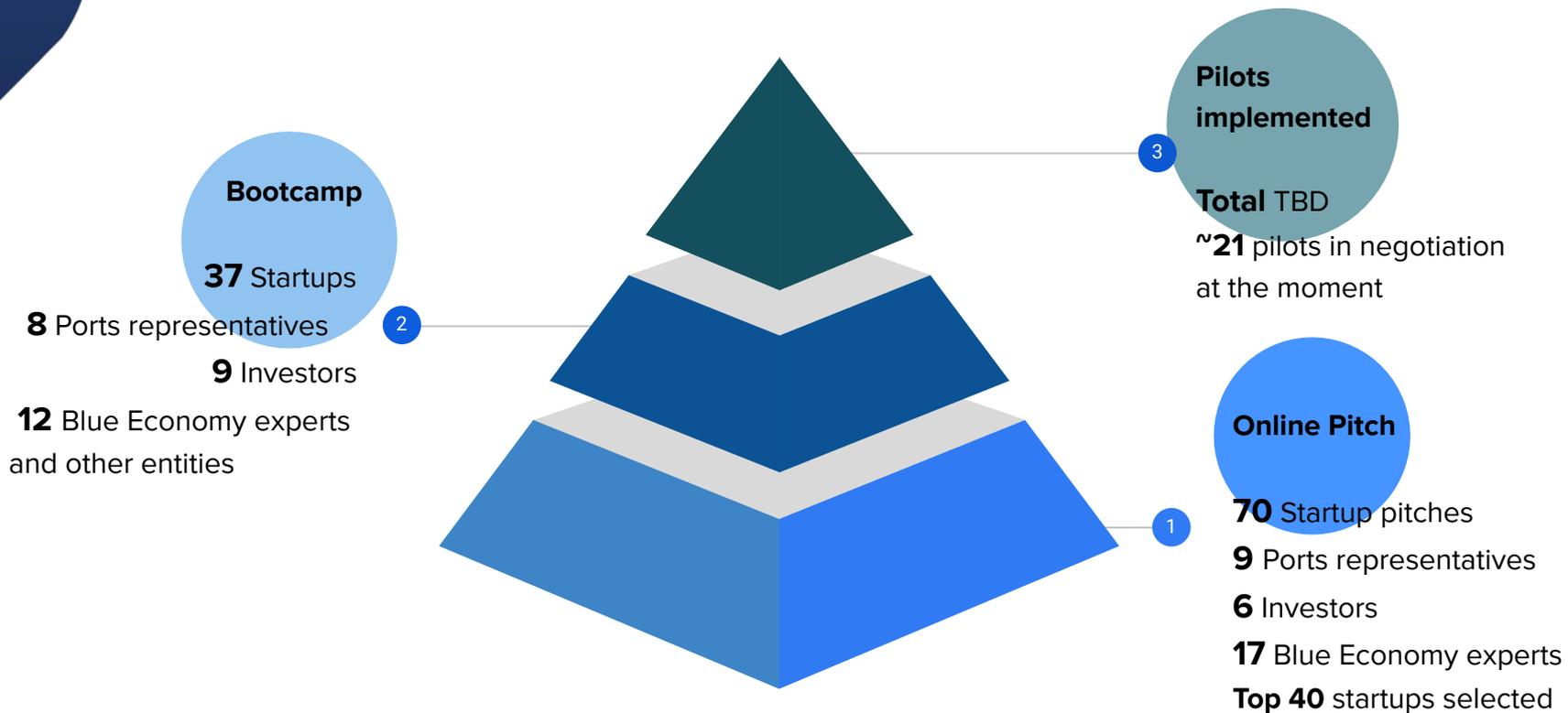
Quick response to cyber risks.

It will benefit the users and costumers ensuring operation continuity in the Port.

KPI: What are the paramenters thar measure success?

Minimize de risk of service discontinuity from cybersecurity threads.

AspBAN Open Innovation | Key Moments SPECIFICS



AspBAN Open Innovation | Bootcamp

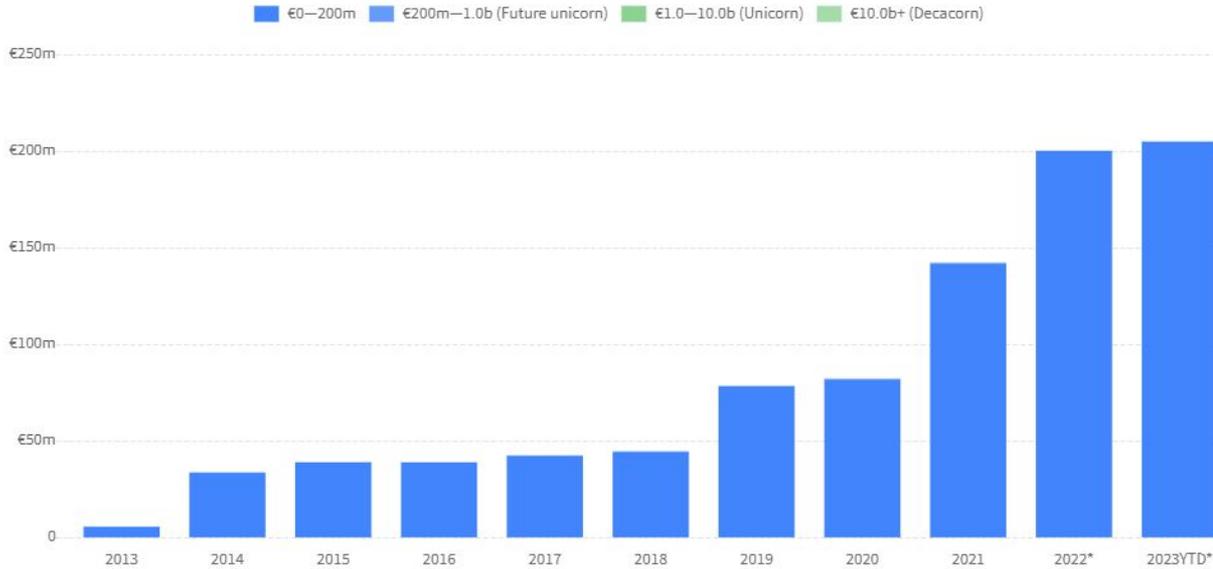


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The AspBAN OP **Top 40** final Startups/SME's are valued in **205M€**

(data from Dealroom, on the 16 June 2023)



■ €0–200m ■ €200m–1.0b (Future unicorn) ■ €1.0–10.0b (Unicorn) ■ €10.0b+ (Decacorn)

Employees by enterprise value	Employees by team size
Enterprise value by valuation	Enterprise value by launch year

2022*

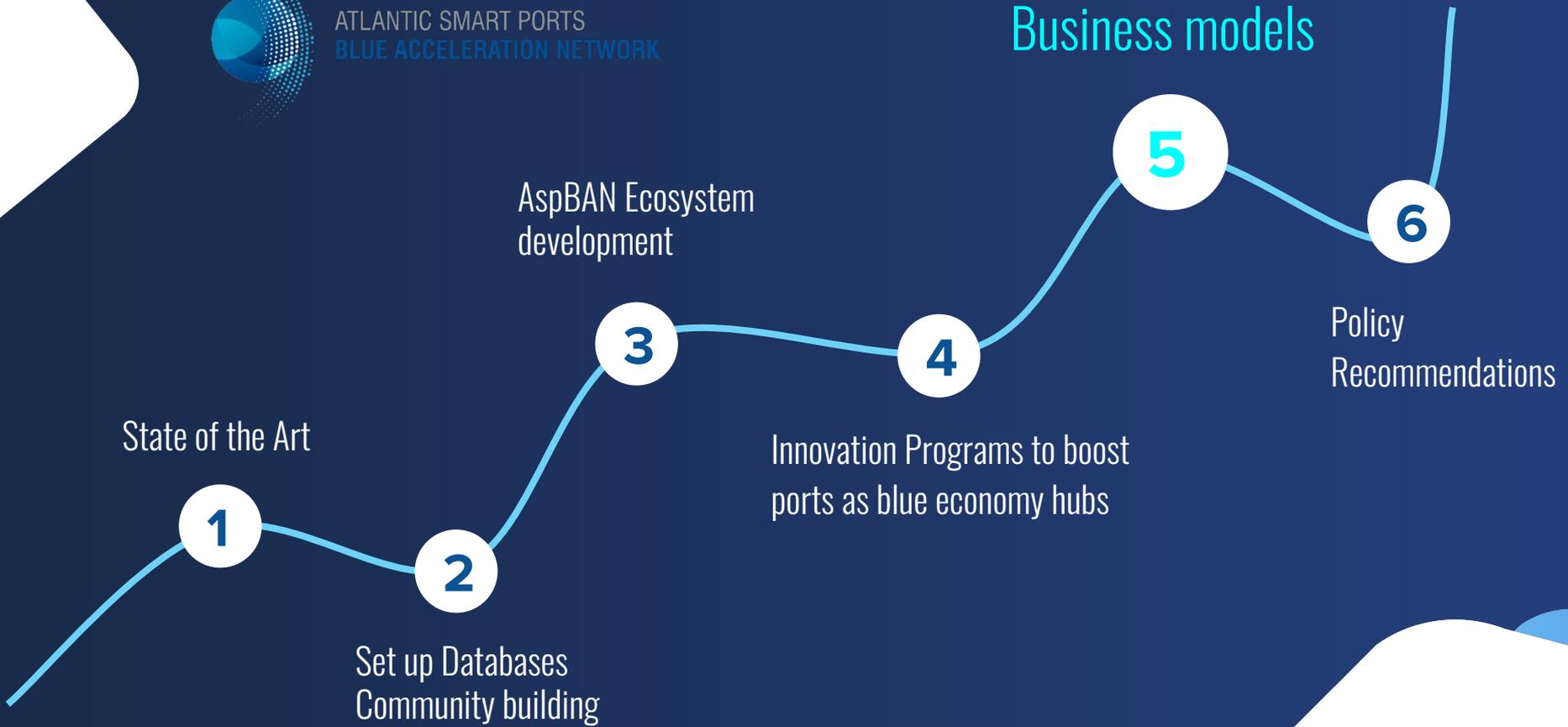
- 0 €10.0b+ (Decacorn)
- 0 €1.0–10.0b (Unicorn)
- 0 €200m–1.0b (Future unicorn)
- €200m €0–200m

Total: €200m



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Business models



Business models | Ports & Accelerators



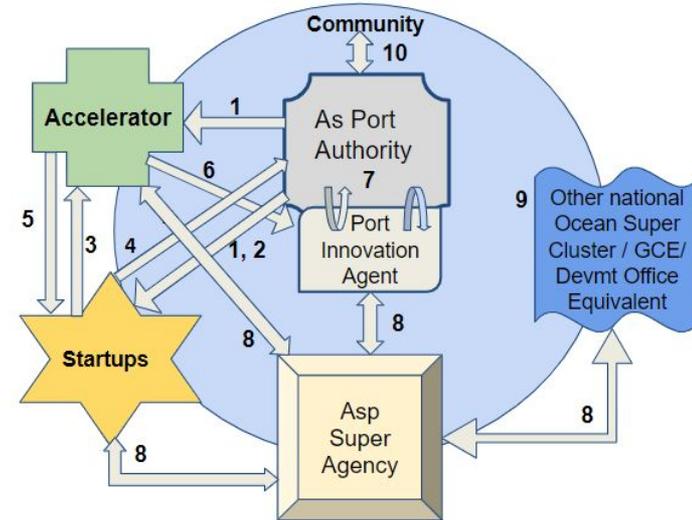
Foster the creation of an **Innovation Agent** role on the board of small atlantic port authorities. The Innovation Agent and team have the responsibility of identifying key challenges to solve in the port, liaise with accelerators and startups



Funding mechanisms and opportunities, and liaise with all stakeholders to identify key opportunities for innovation in the Blue Economy



Focus on specific challenges and priorities that can tackle the real issues of the port and port communities - **monetize and specialise**





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Policy recommendations | @European level



EC create an “EU Flagship Programme for Blue Acceleration in Ports” to act as an incubator and capacity building instrument to support ports and blue enterprises in their endeavour to become hubs of the SBE



European Parliament to develop an own-initiative report on ports as hubs of the sustainable blue economy and should serve as a platform at engaging with a large community of stakeholders



National governments of EU maritime countries to develop Council conclusions that would allow the European Commission to reflect on the idea of an “EU Flagship Programme for Blue Acceleration in Ports”



Additional start-ups, SMEs ports and investors to join the AspBAN ever-growing community to benefit from a wide range of contacts to support their ambitions to implement a green and digital transitions in ports

PARTNERS

coordinator:



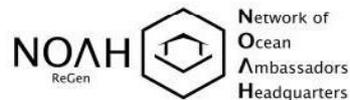
The International Business Alliance
for Corporate Ocean Responsibility



Associação da Economia do Mar

KVLEIDOITECH

eur  **tran**
Make Europe a Safe Bet



Network of
Ocean
Ambassadors
Headquarters



**CPMR
CRPM**

magellan
European Affairs Consultancy



CLUSTER MARÍTIMO DE CANARIAS



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THANK YOU!

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