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**PUBLIC TENDER – CALL OF INTEREST TO PARTICIPATE AT THE  
ACTIVITIES OF CLUSTER NAUTICA – BLUESLINKS PROJECT**

**WP 2. ACT. 2.4 INFO DAY AND EXCHANGES ON INNOVATIVE  
SERVICES FOR NAUTICAL SECTOR AND LINKED SERVICES SMEs**



**WHO CAN PARTECIPATE : SMALL AND MEDIUM ENTERPRISES (SMEs) OF CLUSTER  
NAUTICAL AND CONNECTED SERVICES**

**Date of publication: 02.04.2025**

**Date of deadline : ~~28.04.2025~~ **new deadline 05.05.2025****

## 1. . TERMS OF REFERENCES

The BLUESLINKS project, *Blue Economy New Skills*, funded by the Italy-Croatia 2021-2027 programme, aims to promote innovation processes and smart specialization in the Blue Economy sectors through actions designed to improve innovation in businesses, qualify the workforce, and facilitate the matching of supply and demand between SMEs, schools, vocational training centers, and job seekers in the Blue Economy.

The partnership is composed by 8 partners: for Italian side, DELTA 2000 Local Development Agency – lead partner (IT), PP2 Polo Tecnologico Alto Adriatico Andrea Galvani, PP3 Confcooperative Veneto, PP4 Fisheries Local Action Group Costa dei Trabocchi and PP5 University of Salento and, for the Croatian side, PP6 Development Agency of Zadar County ZADRA NOVA and PP7 Association for nature and environment conservation and sustainable development ARGONAUTA and PP8 University of Dubrovnik.

The BLUESLINKS project has a total duration of 30<sup>th</sup> months, it formally starting on April 1, 2024, and concluding on September 30, 2026.

Blueslinks aims to address some of the key challenges faced by businesses operating in the Blue Economy sector through a series of actions, including, such as:

- creation of an “Innovation Hub Network” in the sectors of the Blue Economy and maritime works;
- investigation and analysis actions of the needs of SMEs in the Blue Economy;
- networking actions between SMEs, schools and training centres;
- exchange of good practices and innovative experiences, focus groups;
- Providing information and services for knowledge transfer targeted at traditional Blue Economy sectors covered by the project (Aquaculture, small-scale fishing, fish-tourism, nautical sector, and related services);
- match-making actions between SMEs and graduates/start-ups (through events, hackathons - career days, information desk);
- dissemination, communication and study visits actions aimed at young generations and schools.

Information about the project is available on the official project website <https://www.italy-croatia.eu/web/blueslinks> and on the project partners' website.

For LP DELTA 2000 the website is <https://www.deltaduemila.net/chi-siamo/cte/cooperation-2021-2027/blueslinks/>

### **DELTA 2000 Soc. cons. a r.l.**



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## 2. OBJECT CALL

As part of the Blueslinks project, funded under the Italy-Croatia Programme 2021-2027 – First Call for Standard Projects, Priority 1.2 "Sustainable Growth in the Blue Economy," n.2 informational events (the INFO DAYS) will be organized on key topics to promote innovation, growth, and specialization in the nautical sector. This will be followed by specific consulting activities for Small and Medium Enterprises (SMEs) within the project activity called *ACT. 2.4 Info day and exchange of innovative services for nautical sector and linked services SMEs.*

## 3. AIMS

The survey conducted among stakeholders and service centers, along with the participatory processes carried out, has highlighted knowledge and skill gaps in the nautical sector that limit its development potential. The Info Days and consulting activities aim to address the most significant issues identified during these initial phases of the BLUESLINKS project

## 4. TARGET GROUP OF ACTIVITY PROPOSED: WHO CAN PARTECIPATE

SMEs active in nautical sector and services connected having their legal and operational seat in the area of the IT-HR Programme .

## 5. METHOD OF IMPLEMENTATION

Info days and consultant activities will be realized as follows:

- No. 2 info-days cluster nautica – will be held n.2 infodays finalized to aimed at exploring relevant issues for the nautical sector and related services. The info days will be organized in the following dates:
  - 1° infoday: 22 /05/2025, city of Zadar, Croatia
  - 2° info day: a day during the Biograd na Moru, during the Biograd Boat Show, in Biograd na Moru, between 22.26/10/25 October, Croatia

The participation of Croatian SMEs will be in presence and the participation of Italian enterprises will be online ; all travel and accommodation costs for in-person participants will be at their own expense participants in presence are on expenses of the participants and will not be reimbursed by the project.

- Consultant activity – One shop stops: companies have the possibility to request a consultation provided by a sector expert on a topic of interest to their company; the one-stop consultation will have a maximum duration of 2 hours and will be conducted online. This consulting activity will take place after the Info Days and will be scheduled in agreement between the requesting company/operator and the designated expert. The two hours of consultancy service (One Shop

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Stops) to selected SMEs will be provided online through the Online Platform on BE's innovative services realized in the framework of BLUESLINKS project, which contain a specific sections for the realized the contacts services between partners exports and single SMEs.

More detailed information and links for the above activities will be provided to the SMEs selected to participate in the activity.

## 6. HOW TO SEND THE EXPRESSION OF INTEREST

To participate, fill out the form in your language at the following link [BLUESLINKS | Linktree](#) ; the format in English language is available directly at this link <https://forms.gle/PyU5PCbCcZMzZFHq5>

## 7. CONDITIONS OF PARTICIPATION

Participatory conditions:

- Small and medium-sized enterprises operating in the nautical sector and similar services having their legal and operational seat in the area of the IT-HR Program are eligible to participate in the initiatives of this notice.
- A copy of the applicant's identification document must be attached to the expression of interest. (Upload copy of identification document).
- No participation fee will be requested to participants.

The services have the following estimated value for each participating SME: INFO DAY (€ 218,00), CONSULTANCY ACTIVITY-On Stop Shop (€ 200,00)

The State Aid corresponding to the cost of the services that the selected SMEs will receive will be granted pursuant to art. 20 a of the EU Regulation GBER 651/2014; this benefit is an indirect aid and is NOT cumulated with minimis aid or other forms of aid or tax credit under other European or national regulations currently in force.

- A SME could participate in one only Info Day with the related two hours Consultancy Service.

## 8. APPLICANTS SELECTION

Applications will be accepted in chronological order of arrival up to a maximum of 33 applications in total.

In the case of applications received at the same time, it will proceed with the admission of the company whose owner is younger or whose average age of the members of the board of directors is younger.



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With the aim to guarantee the representative among Italian and Croatian participants , the priority will be give at the first 20 applicants of Italian territories of Italy Croatia programme and the first 13 of Croatian territories of Italy Croatia programme. (Note: the calculation was made in proportion to the number of Partners involved which are 8 (5 IT and 3 HR).

In case of a further equality, a draw will take place.

In case of high demand, with a possible subsequent joint decision by the project partners, a higher number of applications may be admitted.

## 9. PRIVACY DATA

Pursuant to and for the purposes of Legislative Decree 196/2003, the personal data acquired will be processed, also with the aid of electronic means, guaranteeing absolute confidentiality and exclusively for the purposes related to this notice. For further details see Privacy attachment.

## 10. INFORMATION AND DISSEMINATION

This advice is available on the official project web site <https://www.italy-croatia.eu/web/blueslinks> and on the websites of the project partners..Communication and promotion will also be carried out through announcements and posts on the official social media channels of the project and its partners..

A final report will list the innovation services outlined during this activity with the inclusion of info modules, presentation, videos, and all related material, in an open format, to be published on the following project online media instruments:

- the Italy – Croatia Programme, Project's Website;
- Blue Way innovation hub platform for blue innovation created with a IT HR project ECOMAP;
- Official Project YouTube Channel;
- Online Platform of Innovative Services for Blue Economy, developed under WP3; in order to be freely accessible to all BE SMEs at local, regional and cross-border levels

### For further info contact:

**DELTA 2000 soc. cons. a r.l. tel.+39 0533 57693- 57694 info@deltaduemila.net**



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## BLUESLINKS Project

### 1st INFODAY – Nautical Sector

**Date Thursday, May 22, 2025**

**Location: Zadar, Croatia.**

*Host partner : Zadra Nova, Zadar*

*Format : simultaneous participation of Italian SMEs (connected online) and Croatian SMEs attending in person.*

#### 09:30 - 10:30 | Session 1: Innovative Services for SMEs in the Nautical Sector

- Introduction to **innovative business and financial plans** for SME growth
- Access to **available capital and funding opportunities**
- Success stories and expert testimonials

#### 10:30 - 10:45 | Coffee Break

#### 10:45 - 12:00 | Session 2: Digital Tools for Competitiveness

- **Implementation of booking systems and CRM software**
- **Digital marketing strategies and social media for the nautical sector**
- Success stories and expert testimonials

#### 12:00 - 13:00 | Roundtable Discussion and Q&A

- Open discussion among **experts, businesses, and stakeholders**
- Q&A session and networking opportunities
- **Call to Action:** How to access **BLUESLINKS services**

#### 13:00 - 14:00 | Networking Lunch

- Opportunity for exchange and discussions among participants and speakers

#### 14:00 - 18:00 | Cross-Fertilization Session - Innovation in the Nautical Sector

- Dedicated **match-making** sessions
- **Exchange and collaboration** activities between **companies, startups, and young graduates**

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## BLUESLINKS PROJECT

### 2nd INFO DAY IN NAUTICAL SECTOR:

#### Empowering Charter & Nautical Companies for Growth

**Location: Biograd -Croatia**

**Date: October, 2025 Duration: 3 Hours (Including Break)**

Host: Argonauta, Murter

*Format: Croatian SMEs will attend in person, while Italian SMEs will join online with simultaneous Italian-Croatian and Croatian-Italian translation.*

### Provisional Agenda

#### 10:00 – 10:15 | Welcome & Opening Remarks

- Introduction to the event and its objectives
- Brief overview of project goals and support for SMEs

#### 10:15 – 10:45 | Accessing Capital for Business Growth

- Developing innovative business and financial plans
- Strategies to secure funding and investment opportunities

#### 10:45 – 11:15 | Digital Transformation: Online Booking & CRM Systems

- The benefits of online booking and reservation systems
- Managing Customer Relationship Management (CRM) software
- Best practices for tracking bookings, transactions, and customer engagement

#### 11:15 – 11:30 | Coffee Break & Networking

#### 11:30 – 12:00 | Social Media Marketing & Advertising for Nautical SMEs

- Effective social media strategies to reach and engage customers
- Paid advertising vs. organic growth: what works best for charter businesses
- Case studies of successful digital marketing in the industry

#### 12:00 – 12:30 | Panel Discussion & Q&A

- Industry experts share insights and experiences
- Open floor for questions and discussion

#### 12:30 – 13:00 | Closing Remarks & Networking

- Summary of key conclusions
- Opportunities for further support and collaboration - call to action: How to access BLUESLINKS services?

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## PRIVACY POLICY - ART. 13 EUROPEAN REGULATION NR. 2016/679 (General Data Protection Regulation)

### 1. Data controller

The Data Controller are the partner projects of BLUESLINKS projects, as follow:

- LP DELTA 2000 Società Consortile a Responsabilità Limitata DELTA 2000 Consortium Company with limited liability, con sede a Ostellato (FE) ITALY [www.deltaduemila.net](http://www.deltaduemila.net) - P. IVA 01358060380
- PP2 Polo Tecnologico Alto Adriatico Andrea Galvani SCPA PP2 Upper Adriatic Technology Park Andrea Galvani, con sede in Pordenone, Italy [www.poloaa.it](http://www.poloaa.it) - P.IVA, 01472410933
- PP3 Confcooperative Unione Regionale Veneto, PP3 Confcooperative Veneto Regional Union, con sede a Padova, Italy, [www.veneto.confcooperative.it](http://www.veneto.confcooperative.it) - C.F.80019480286
- PP4 FLAG COSTA DEI TRABOCCHI, pP4 FISHERIES LOCAL ACTION GROUP COSTA DEI TRABOCCHI, con sede a Chieti, Italy - [ww.flagcostadeitrabocchi.it](http://ww.flagcostadeitrabocchi.it) – P.IVA 02380540696
- PP5 Università del Salento-Dipartimento di Scienze e Tecnologie Biologiche ed Ambientali PP5 University of Salento-Department of Biological and Environmental Sciences and Technologies, , [www.unisalento.it](http://www.unisalento.it) - P. IVA 00646640755
- PP6 Agencija za razvoj Zadarske županije ZADRA NOVA, PP6 Zadar County Development Agency ZADRA NOVA, con sede in Zadar, [www.zadra.hr](http://www.zadra.hr) – TAX number 95315590590
- PP7 Udruga za zaštitu prirode i okoliša te promicanje održivog razvoja, ARGONAUTAPP7 Association for nature and environment conservation and sustainable development ARGONAUTA con sede a Murter, , [www.argonauta.hr](http://www.argonauta.hr) . TAX number 768379677141
- PP8 Sveučilište u Dubrovniku, PP8 University of Dubrovnik, con sede a Dubrovnik, [www.unidu.hr](http://www.unidu.hr), TAX number 01338491514

IT-HR Managing Authority , Veneto Region, Dorsoduro 3494/A 30123 Venezia, Italy [italia.croazia@regione.veneto.it](mailto:italia.croazia@regione.veneto.it) ; [italia.croazia@pec.regione.veneto.it](mailto:italia.croazia@pec.regione.veneto.it) hereinafter "**the Holders**".

The Data Controllers/holders intend to provide the data subject with complete information on the purposes and methods of processing personal data.

### 2. Methods of processing personal data

Personal data (personal data, telephone number, e-mail, etc.) are processed on computer media or in any case with the aid of computerized or automated tools in compliance with the minimum security measures and, in any case, in order to guarantee the integrity, security and confidentiality of the data.

### 3. Purpose of the processing

The Data Controllers will process your personal data for the following purposes:

- 1) performance of contractual and pre-contractual activities
- 2) compliance with tax or legal obligations
- 3) sending newsletters for information, promotional or research purposes within the Blueslinks project;

As regards the fulfillment of the formalities foreseen in the program and registration of State aid – Art. 20 a GBER, IT-HR Managing Authority , Veneto Region will be entitled to process the personal data provided.

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Personal data will also be processed exclusively for purposes strictly connected and instrumental to the fulfillment of the obligations inherent to the aforementioned points. Following the sending of newsletters, the platform used allows for the detection of a message opening and clicks made within the newsletter itself, along with details of the ip and browser/device used. The collection of this data is essential for the operation of the implicit renewal systems of processing and an integral part of the operation of the sending platform. The consent you have expressed is the legal basis of the processing pursuant to art. 13, paragraph 1), letter c) of the GDPR.

#### **4. Nature of the contribution**

The provision of your data for the purposes referred to in paragraphs 1) and 2) of Article 3 does not require any formal consent as a preliminary and essential to any contractual or pre-contractual relationship.

The provision of your data for the purposes referred to in points 3) of art. 3 for the purposes of sending newsletters for promotional, informative commercial or research purposes is optional and requires your express consent. Failure to consent will only imply the consequences described below: the inability to send commercial and / or promotional information and to send newsletters for information purposes and to communicate personal data for marketing purposes to third parties.

In any case if you have given the express consent to authorize the holder to pursue the purposes set out in points 3) of the art. 3, will remain free at any time to revoke it, without formalities sending a clear communication to that effect to the email address [info@deltaduemila.net](mailto:info@deltaduemila.net). Following receipt of this opt-out request, the Data Controller will promptly remove and delete data from the databases used for processing for direct and indirect marketing purposes and for sending newsletters and to inform, for the same purposes of cancellation, any third parties to whom the data have been communicated. Simply receiving the cancellation request will automatically be validated as confirmation of cancellation.

#### **5. Recipients or category of recipients of personal data**

The personal data you have provided, for the purposes described above, may be brought to the attention of employees and / or collaborators of the Data Controller and communicated to the following subjects:

- a) third-party companies possibly appointed by the Owner to provide for the execution of the obligations assumed by the latter for the implementation of the treatments provided for by the purposes set out in points 1) and 2) of Article 3;
- c) all subjects (including Public Authorities) who have the right to access data under regulatory or administrative provisions;
- d) third-party companies that provide essential support services for processing and have direct or indirect access to your data;

All the collaborators or suppliers used by the Data Controller for the processing of your personal data have been appropriately and legally authorized and empowered on the methods and purposes of the treatments attributed to them and will act in compliance with and in accordance with this information.

The personal data you have provided, for the purposes described above, may be transferred to business partners for processing data provided for the purposes set out in points 3) of article 3;

The personal data you have provided and subsequently processed in connection with the management of the service are not subject to disclosure. For the subjects indicated in points b), d) only the category of recipients is indicated, as it is subject to frequent updates and revisions. Therefore, Data Subjects may request the updated list of recipients by contacting the Data Controller through the channels indicated in Article 1 of this Policy.

#### **6. Data retention times**

Your personal data will be kept for the times defined by the relevant legislation, which are specified below pursuant to art. 13, paragraph 2, letter a) GDPR:

- 1) for the purposes indicated in points 1), 2) of article 3 for the times prescribed by the laws in force and in any case for a period not less than 10 (ten) years
- 2) for the purposes indicated in points 3) 4) of the art. 3 for 2 (two) years from the time of consent to treatment;

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## 7. Exercise of rights by the interested party

Pursuant to article 13, paragraph 2, letters b) and d), 15, 18, 19 and 21 GDPR, the interested party is informed that he has the right to:

- a. Access to personal data: obtain confirmation of whether data concerning you are being processed and, in this case, access to the following information: the purposes, the categories of data, the recipients, the retention period, the right to lodge a complaint with a supervisory authority, the right to request rectification or cancellation or limitation of processing or opposition to the processing itself and the existence of an automated decision-making process;
- b. Request for rectification or cancellation of the same or limitation of the processing that concerns you; "limitation" means the marking of data stored with the aim of limiting its processing in the future;
- c. Opposition to processing: to oppose for reasons connected with your particular situation to the processing of data for the performance of a task of public interest or for the pursuit of a legitimate interest of the Controller;
- d. Data portability: in the case of automated processing carried out on the basis of consent or in execution of a contract, to receive data concerning you in a structured format, commonly used and readable by automatic device; in particular, the data will be provided by the Data Controller in .xml format;
- e. Revocation of consent to processing for marketing purposes, both direct and indirect, market research and profiling; the exercise of this right does not prejudice in any way the lawfulness of the processing carried out before the revocation;
- f. Propose a claim pursuant to art. 77 RGPD to the competent supervisory authority based on your habitual residence, workplace or place of violation of your rights; for Italy, the Guarantor for the protection of personal data is competent, which can be contacted via the contact details on the website <http://www.garanteprivacy.it>.

The aforementioned rights may be exercised by sending a specific request to the Data Controller through the contact channels indicated in art. 1 of this information.

Requests relating to the exercise of your rights will be processed without undue delay and, in any case, within one month of the request; only in cases of particular complexity and in the number of requests, this deadline may be extended by a further 2 (two) months.

We inform you specifically and separately, as required by art. 21 GDPR that if personal data are processed for marketing purposes, the data subject has the right to object at any time and that if the data subject objects to the processing, personal data can no longer be processed for these purposes.

The exercise of rights is not subject to any form constraint and is free. The e-mail address for the exercise of rights is [info@deltaduemila.net](mailto:info@deltaduemila.net)

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