



# Corallia Clusters Initiative

## Inspiring Innovation. Driving Excellence

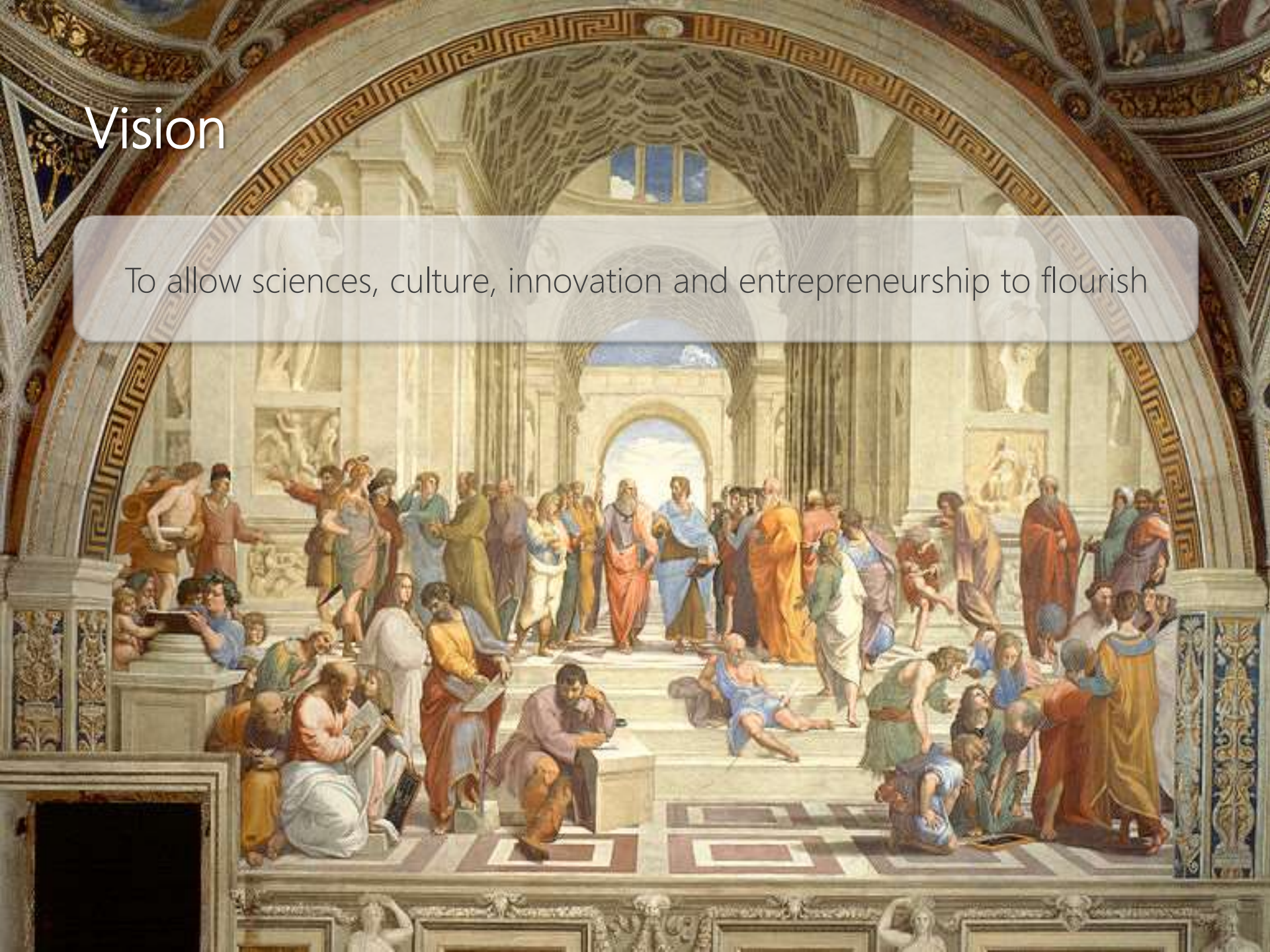
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# Vision

To allow sciences, culture, innovation and entrepreneurship to flourish





# Mission



To underpin and accelerate the development of sustainable innovation ecosystems

corallia ( /'kɒr.əl.i.ə/ )

co-ra-lli-a κο-ρά-λι-α

corallia

**corallia**

co<sup>(operation)</sup>rallia

co<sup>(low)</sup>rallia

**core**allia

corallyia

**co-rally**ia

corallia

cor**all**ia

cor**alliance**

cora<sup>(all)</sup>llia

corallia

corallia

Values





# Goals



Συναγωνιζόμαστε Διεθνώς  
Δημιουργούμε Τοπικά

Develop Regionally Compete Globally

Καινοτομία designed in Greece

Innovation designed in Greece

Ελάτε μαζί μας  
στη Χαρά της δημιουργίας

Join us in the Joy of creation

# Business Drivers

Clusters



Access to Finance



New Value Chains



Internationalisation



Innovation Infusion



Business Incubators



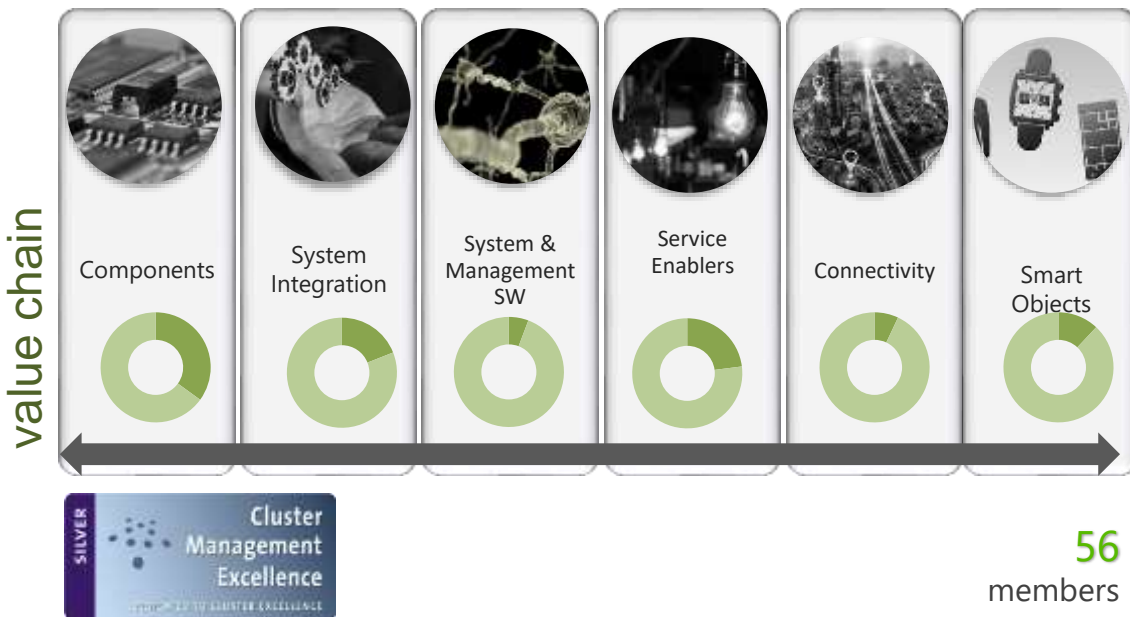
Informing  
Motivating  
Educating



# [Clusters]



A world class cluster in **Nano/Microelectronics-based Systems and Applications** and the first innovation cluster established in Greece.



a silver-labeled **cluster**

more than **1500** talented professionals

over **€55 mil.** turnover

over **€35 mil.** exports



IoT technologies: a high concentration of world-class expertise in wireless technologies (i.e. Wi-Fi, Bluetooth Smart)

Cloud Computing & Big Data



Smart Tourism



Smart Fisheries

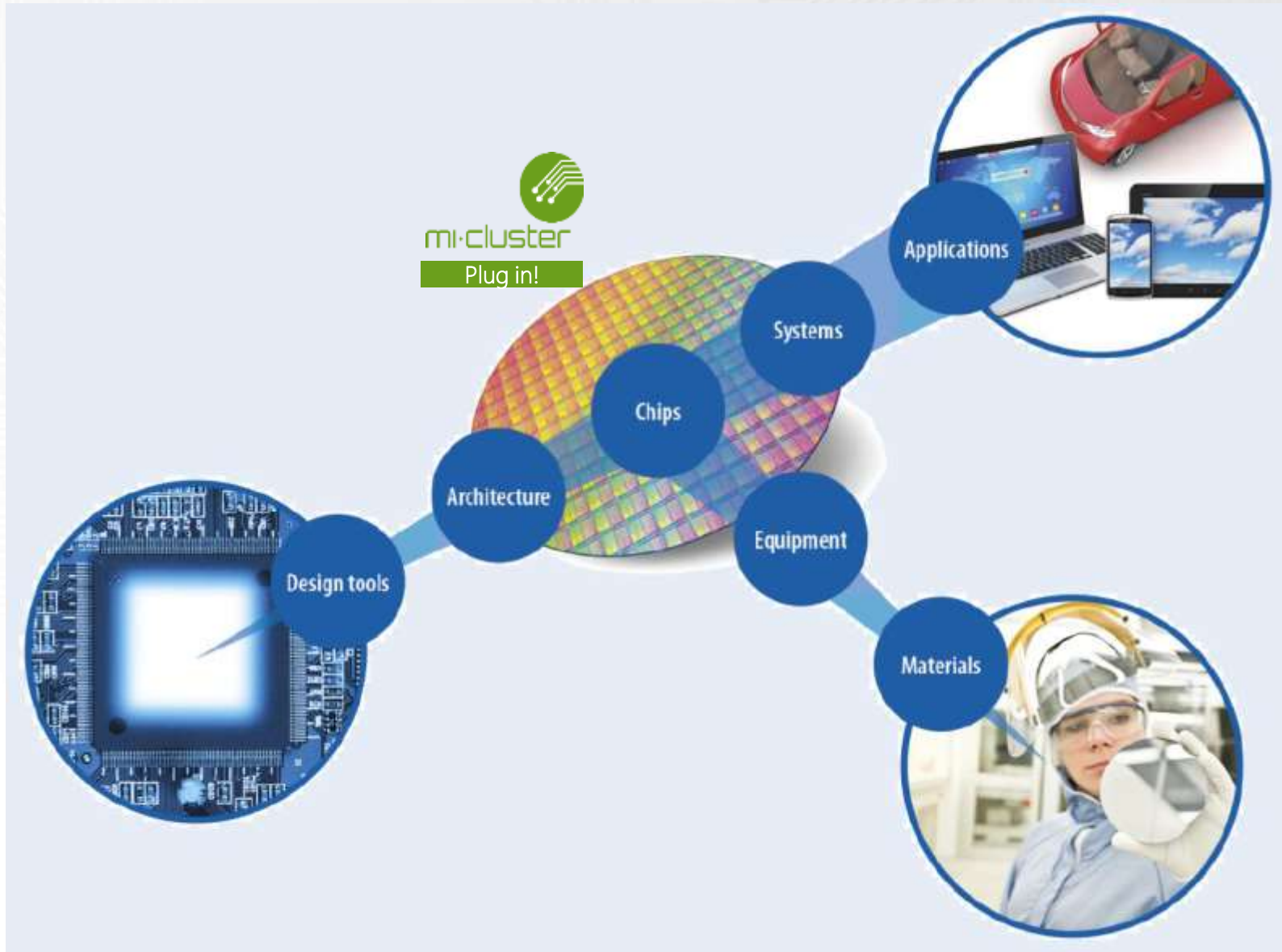
IoT enabling components: Wi-Fi SoC, IoT Wi-Fi modules, Wi-Fi IP, sensors, smart meters

Embedded SW: i.e. Computer vision, Digital Audio,



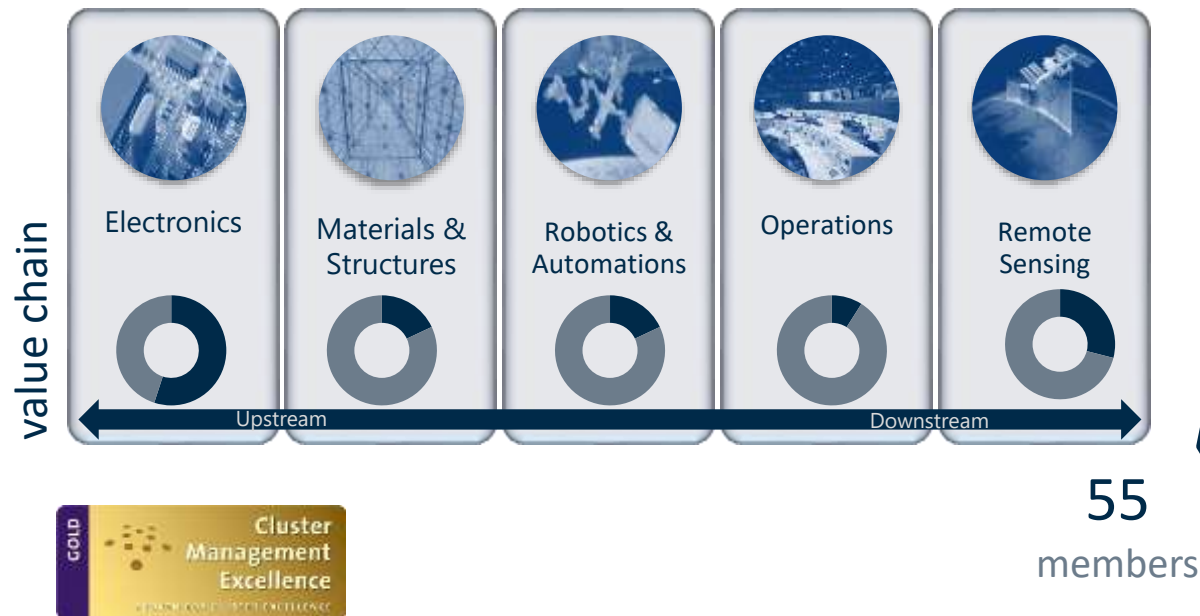
Smart Agro

# The Value Chain





## The Hellenic Space Technologies and Applications Cluster, a world class cluster in the space sector.



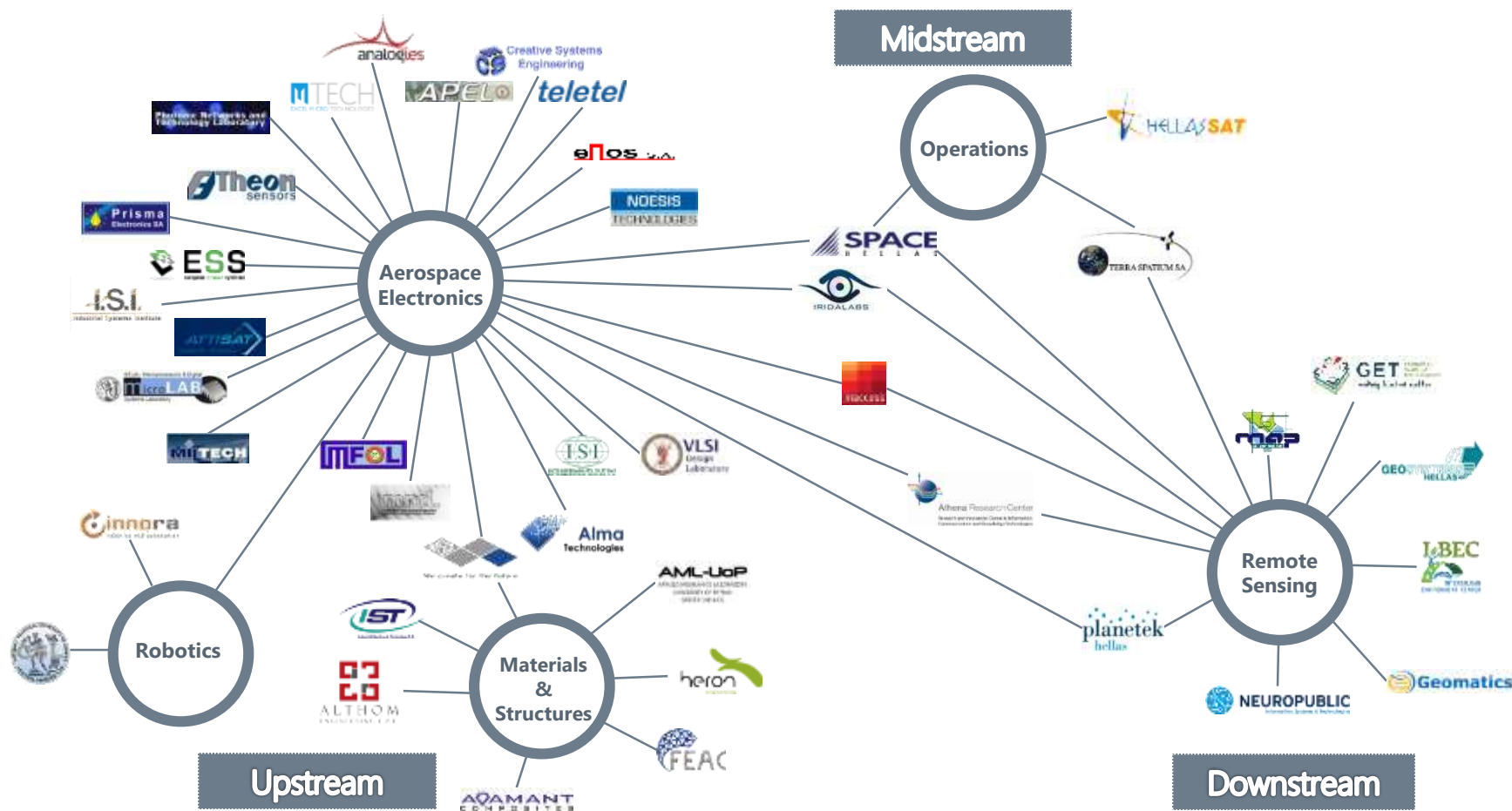
a gold-labeled  
cluster

more than  
1000 talented  
professionals

over 150 mil.  
turnover

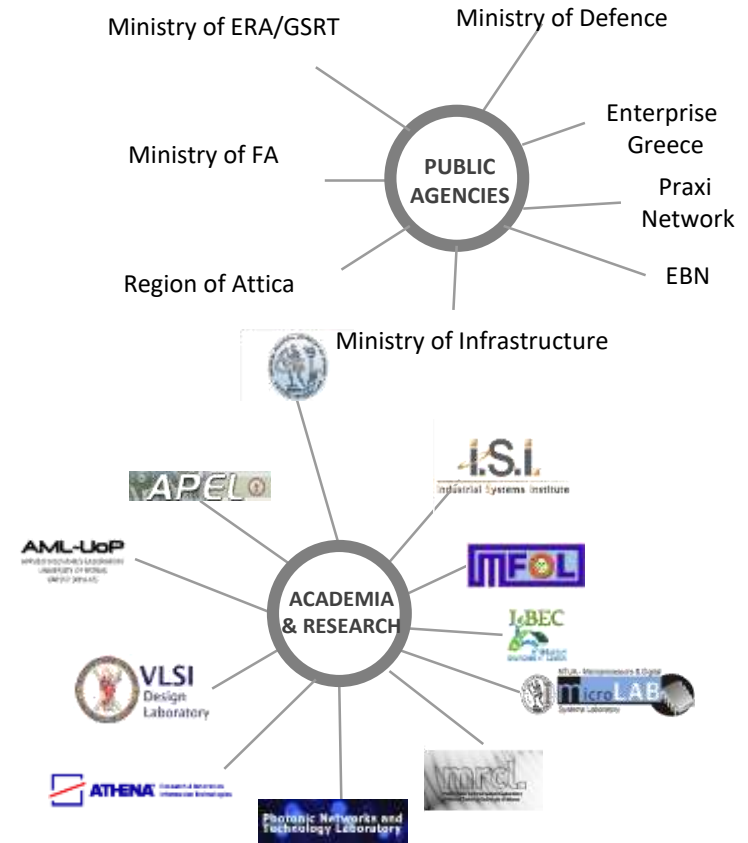
more than  
50 patents  
filed

# Thematic Focus and Value Chain



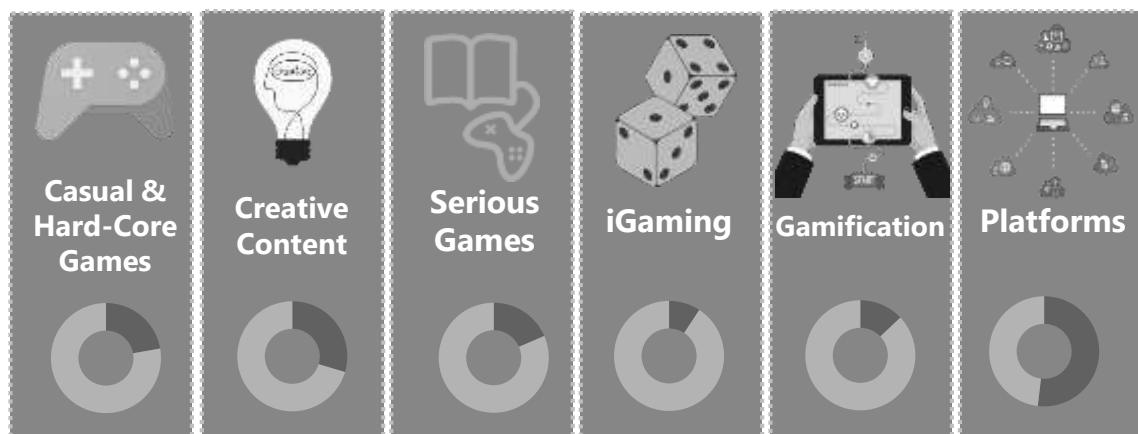


# Quadruple helix



A **world class** cluster and the first ever **Creative Industries** cluster established in Greece.

Value Chain



56  
members



a **gold-labeled**  
cluster

more than  
**1200** talented  
professionals

over **€185 mil.**  
turnover

presence in  
**190** countries



the gi-Cluster **value-chain** delivers in the global market a wide range of games, applications and technology solutions, services & tools addressing multiple markets and audiences





**Cross-Sectorial Collaboration [C-SC]:** identification of other sectors with the scope to promote cross-sectorial collaboration



# [Business Incubator]



2.555 m<sup>2</sup>

45 hosted  
companies

Business  
Center

Open  
Collaborative  
Spaces

Exhibition  
Area



EBN was created in 1984 with the aim to stimulate the emergence and growth of new innovative enterprises, and to boost the endogenous economic potential of European regions, by deploying and developing a dedicated support instrument described as **BIC: Business & Innovation Centre**. Its strategic priorities are reaffirmed as follows:

- Delivering excellent membership services
- Ensuring public sector recognition & reputation
- Boosting collaborative projects & forward active thinking

International  
Innovation  
Network

250  
partners

40  
countries

27,977  
clients  
supported

Business &  
Innovation  
Centres and  
Professionals



# [Innovation Infusion]



INNOVATIVE  
YOUTH  
ENTREPRENEURSHIP  
PROGRAM



1<sup>st</sup> cycle



2<sup>nd</sup> cycle



3<sup>rd</sup> cycle



4<sup>th</sup> cycle



Incubation  
acceleration &  
co-working  
programme

Established  
on 2013 by  
Eurobank &  
Corallia

100  
startups  
accelerated

Mentors  
Facilities  
Services  
Training

Apply on  
[www.theegg.gr](http://www.theegg.gr)  
every  
February



gi-cluster **Game Jam** is a 48-hour annual Videogames creation contest, aiming at contributing to the qualitative & quantitative growth of Entertainment Software production in Greece, through the creation of production teams and by giving to young creators the opportunity to demonstrate their talent.



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48 hours

3 winners

Free !

@Corallia  
a2-innohub

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>140  
participants

>40 new  
game ideas

10 sponsors

>10.000 €  
prizes



Designed for students, engineers and entrepreneurs alike, **ActInSpace** is an event targeting creativity. Throughout the weekend, teams imagine and design innovative services and products derived from **space technologies** and space acquired **data**. | every 2 years |



organised by  
ESA, CNES,  
ESA BIC Sud  
France

12 countries  
24 cities

>80  
challenges

40 volunteers  
14 sponsors

coming up  
Spring 2018  
[www.actinspace.org](http://www.actinspace.org)

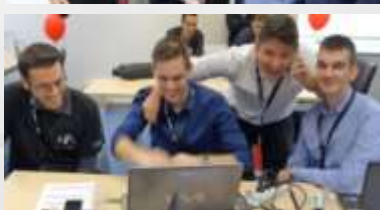


HACKINNOW



Ασφαλιστική

**HackInnow** is an open innovation contest in the insurance sector aiming at creating new technologies, applications, platforms, methods and procedures that will allow the upgrading of tools and methods currently applied to private insurance and offer enhanced services and new experiences in modern citizens (#InsurTech).



10  
challenges

>50  
participants

16 new  
applications  
produced

6.000€  
prizes  
& business  
training

Apply on  
[www.hackinnow.gr](http://www.hackinnow.gr)  
every  
November



- ✓ Set up and operate at University a **free-access place & service** where students, researchers and external users can **make use of a data platform and design and test their own applications**.
- ✓ Train the users to **improve their capacity** to process data and develop new applications.
- ✓ **Network** students, researchers, entrepreneurs, project managers in industry and public authorities, civil society organisations and other representatives of civilians.
- ✓ **Consolidate** user needs and industry requirements.
- ✓ Foster the **co-creation** of new innovative solutions.
- ✓ Support further **business development**.
- ✓ Exploit, sustain and disseminate the concept.

Exploitation  
of Earth  
Observation  
Data

Open Days,  
Workshops,  
Hackathons,  
Space App  
Shops,  
Bootcamps

6 countries  
(FR, PL, IT,  
GR, BE, DE)

4 events in  
2017 and 5  
events in 2018  
already  
planned

Students,  
Researchers,  
entrepreneurs,  
industry,  
public





- ✓ A dynamic and active alumni community committed to contributing to the improvement of their academic environment
- ✓ >20 workshops (trainings, career fairs etc.) have been organised in the participants' universities aiming to connect them with the market
- ✓ >5 new students organisations (Co.Mv.o.S., Path, Biology Auth Team, Chemicon, BIOS etc.) developed by programme's alumni
- ✓ 2 Social Startups (Project Yourself, Unique Minds) established by programme's alumni



A life-changing visit to U.S. academic institutions:

Initiated on 2010 by Corallia and the Greek Students Associations

6 universities  
Stanford, UC Berkeley, MIT, Georgia Tech, UC San Diego, Princeton

>120 participants

Apply on [www.edutrip.gr](http://www.edutrip.gr) every December

[New Value Chains]



- Market segments studies in **MELCA value chains** where **downstream space services** can bring **added value**
- Mapping of potential stakeholders and geographical **areas of interest**
- **Collaboration communities** to support the commercial spread of space products and the transfer of space technologies into MELCA sectors.
- A **legal framework** strengthening these actions
- A **5-year internationalisation plan** enabling Europe to reach its full potential in downstream space services in the MELCA sectors

Space-  
enabled  
Services

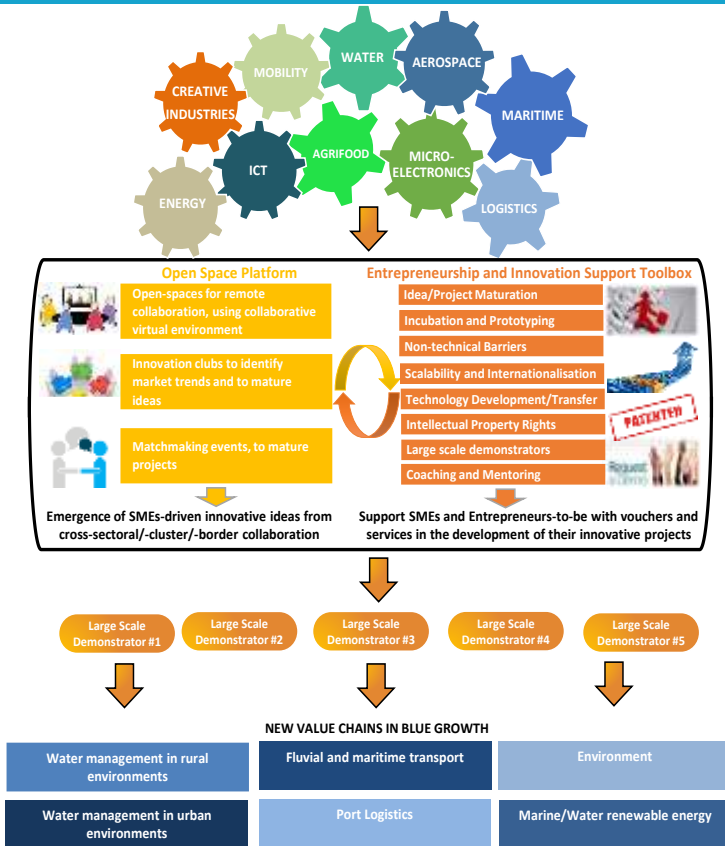
10  
Clusters

6  
countries

15 months  
project's  
duration

MELCA and  
Space related  
stakeholders  
beyond  
Europe





- To deliver an **Open Space Platform** to facilitate the identification of market trends and the emergence of cross-sectoral/-cluster/-border projects in the Blue Growth sector.
- To support the **development of new value chains** in the Blue Growth sector and the **reconfiguration of existing ones** with an Entrepreneurship and Innovation Support Toolbox combining a complete set of financial vouchers and support services.
- To support the **creation of fertile regional ecosystems**.
- To foster the creation and the improvement of **market ready technologies, services and products** and the improvement of production processes in the Blue Growth sector.
- To support the **development of large-scale demonstrators**, to offer SMEs the opportunity to extend their markets worldwide and support the creation of new SMEs in the Blue Growth sector.

Blue  
Growth

12  
partners

7  
countries

02 Calls for SMEs  
15 March 2017  
15 September 2017  
<http://www.neptune-project.eu>

100 EU SMEs  
10 new companies  
15-20 new value chains  
40 innovative solutions



- **novel ICT solutions** tailored to the **needs and requirements** of farmers communities and networks and other actors engaged in **agrobiodiversity**
- strong **bottom-up participatory approach**, top down data integration
- farmers communities and networks **interact** with agroecology, agri-food and ICT experts to test, validate and select the innovative applications and tools best suited to their needs
- **technical prototyping platform** serves as a meeting environment for **innovation** that democratizes access to big data, cloud computing, open data, open software and pilots

Agro-  
biodiversity

Food  
Supply  
chain

ICT

6 countries  
(GR, IT, UK,  
BE,CZ,NL)

agroecology experts  
agri-food experts  
ICT experts  
farmers communities



The project intends to seize the opportunities linked to personalised nutrition and the ageing of the European population through a reinforced product and service innovation in different industrial sectors. The common ground for the project collaboration is healthy nutrition, more precisely Personalised Nutrition for the Silver Economy. The project's key objective is to:

- **support** the collaboration between actors belonging to different sectors in order to create the right conditions for generating and validating innovative ideas in the field of personalised nutrition for the silver population

Personalised  
nutrition for  
the silver  
economy

9  
partners

9 countries  
(DN, ES, IT,  
SV, UK, GR,  
IRE, HUN, FR)

36 months  
project  
duration

Silver economy  
users, health &  
nutrition experts,  
doctors, food  
industry





- To detect and financially support NMP research results, addressing the valley of death,
- To analyse and assess the lessons from the measures taken and supported in various Member States to exploit transform research results,
- To provide operational guidance for supporting efficiently the successive steps between research and innovation, paying particular attention to the use of European Regional Development Funds (ERDF), in the context of Smart Specialization Strategies.



NMP technologies  
Nanoscience,  
Nanotechnologies,  
Materials & new  
Production Technologies

22  
partners

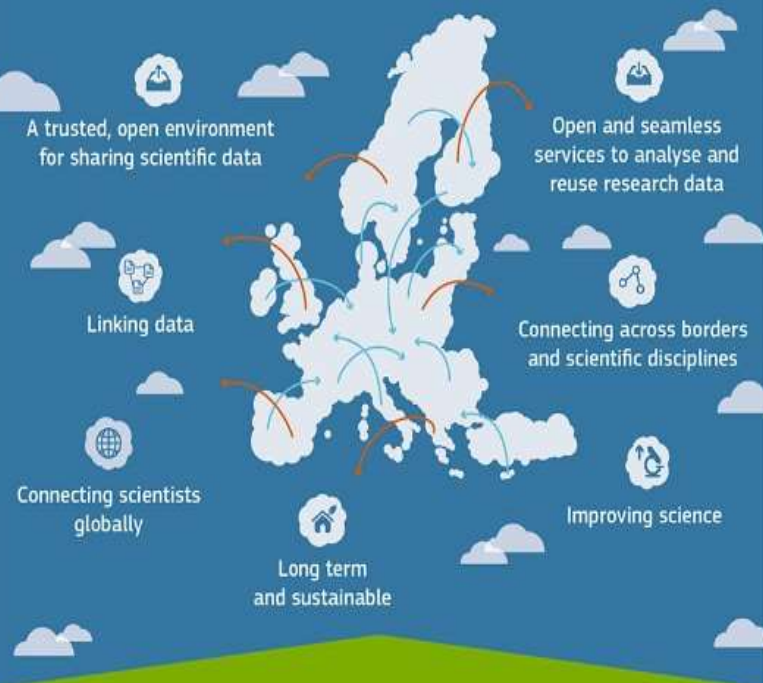
13  
countries

48 months  
project's  
duration

03 Calls for research  
projects close to the  
market  
01 Online Platform for  
tailored made services to  
NMP projects

## EUROPEAN OPEN SCIENCE CLOUD

BRINGING TOGETHER CURRENT AND FUTURE DATA INFRASTRUCTURES



EOSCpilot supports the development of the European Open Science Cloud, establishes the governance framework for the EOSC and contributes to the development of European open science policy and best practice. The project's key objectives are to:

- **reduce fragmentation** between data infrastructures
- **improve interoperability** between data infrastructures by demonstrating how data and resources can be shared
- **build** a dependable **open-data research environment** where data from publicly funded research is always open and there are clear incentives and rewards for the sharing of data and resources.

Cloud  
Computing /  
Open  
Science

33  
partners

11  
Countries  
[AT, BE, FI, FR,  
GE, GR, IT, NL,  
SP, SE, UK]

24  
months  
project's  
duration

scientific  
communities/  
public &  
private sector

# [Internationalisation]



# Global Presence



si-Cluster, 2014 | 2016



gi-Cluster, 2014 | 2015 | 2016



si-Cluster, 2016



mi-Cluster, 2015 | 2016



Corallia, 2014



mi-Cluster, 2015 | 2016



si-Cluster, 2014 | 2015 | 2016



gi-Cluster, 2014 | 2015



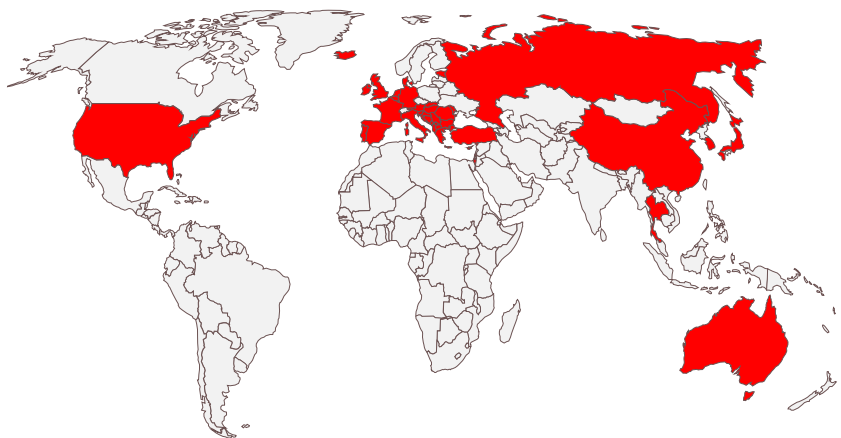
mi-Cluster, 2016



gi-Cluster, 2015 | 2016



Corallia, 2012 | 2014 | 2016



## Roadshows, exhibitions , trade fairs give the opportunity to:

- raise awareness
- network with potential partners
- lead for strategic alliances
- create a customer database
- promote products and solutions to new customers
- transnational and interregional cooperation
- international collaborations

**Target markets:** SMEs, entrepreneurs, investors, public sector, EC etc.

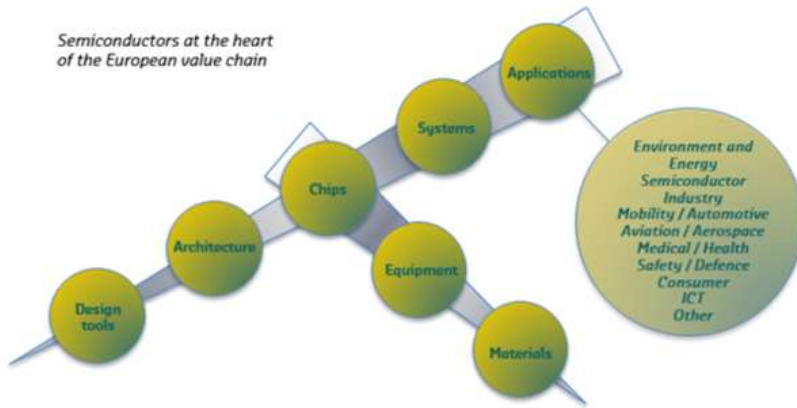
ICT /  
game - space  
- IoT industry

3 continents  
>15  
countries

>20 participations  
in exhibitions/  
roadshows/  
tradefairs



*Semiconductors at the heart of the European value chain*



**SILICONALPS**



- Knowledge and Technology Transfer – Clusters support exchange throughout Europe
- Smart Specialisation – R&D along the regional strongholds and markets
- SME Funding – Clusters liaise SMEs to sources of capital
- International Business Development – Increase international visibility and consequently, detect and create opportunities for the (SME) members
- Promotion of Micro- and Nanoelectronics – Communicate at large the indispensable role in to-day's and future society

European  
Electronics  
Meta-cluster

15 cluster  
partners

10  
European  
regions

Established  
in 2012

More than  
2000 total  
members



## Connected Media & Content for Innovation and Creativity in digital Europe



NEM Initiative (New European Media Initiative) aims at fostering the convergence between consumer electronics, broadcasting and telecoms in order to develop the emerging business sector of networked and electronic media.

As part of the NEM Initiative, the Cluster of Clusters has been established to foster European Creative Industries' clusters which both unifies and utilises clusters as key growth drivers for the industry in Europe.

gi-Cluster has been a member and active contributor of the Cluster of Clusters since 2015.

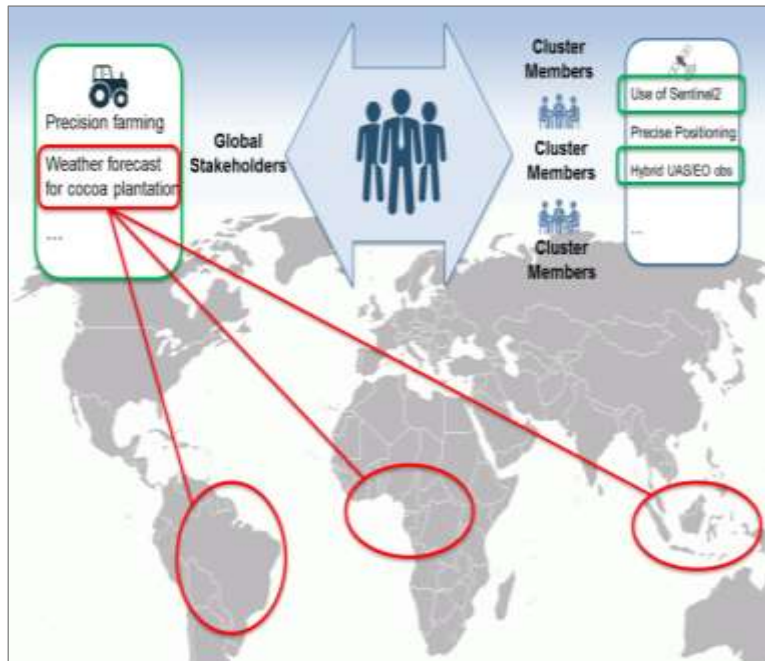
European  
New Media  
Meta-cluster

18 Creative  
Industries'  
Clusters

a European  
Initiative to  
drive  
innovation



# Space4Globe



- Uniting the leading European Space Clusters and create transnational business and innovation opportunities between European Space Clusters and **other Clusters and Partners** in Europe and internationally in order to actively cooperate transnational and trans-sectorial level
- Promoting **cutting edge technologies** inside and outside Europe and facilitating their application into **international markets of other sectors**
- Exploring international market opportunities and enabling **international matchmaking**
- Facilitating SME members towards specific third countries to be identified

Space-enabled  
Services  
Meta-cluster

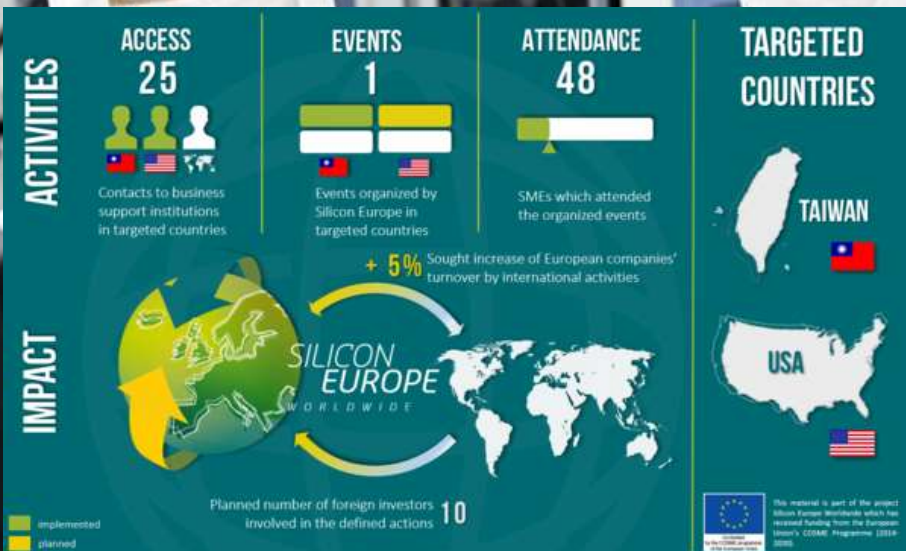
10  
founding  
Clusters

6 initial  
countries

Trans-national  
and trans-  
sectorial  
stakeholders



**SILICON  
EUROPE**  
WORLDWIDE



- Promotion of micro- and nano-electronics as Key Enabling Technology for the traditional industry, unlocking new solutions for major societal challenges on energy efficiency
- Securing European know-how for Europe: Using inter-cluster synergies and complementarities
- Opening up new markets and boosting competitiveness especially of SMEs by improving innovation and technology transfer from research to market, and by developing an internationalisation strategy inside and outside Europe

Micro and  
Nano-  
electronics  
Industry  
focus

6 leading  
European  
Clusters  
(GR, NL, FR,  
GER, IT, BEL)

Target-  
markets:  
Taiwan, USA

# [Training]





Land Monitoring



Marine Environment Monitoring



Atmosphere Monitoring



Emergency Management



Climate Change



Security

The EC has created the "**Copernicus Academy Network**" to develop the potential benefits behind the Copernicus data and information products offer.

The network has the **mission** to tackle the challenge of bridging the gap between skills and data use and enable Copernicus data uptake in new sectors.

**Key outcome** of the network would be the development of interdisciplinary and international masters and educational classes, new skills boosting programmes for vocational training, industry-university traineeships agreements, spin-offs creation, best practices building and reference tools and materials.

Targets  
Education,  
Research

Actors  
Universities (incl. Business  
schools), Research institutions,  
private educational institutions  
focused on business and  
space

Focus  
Data Uptake  
and Capacity  
Building



Land Monitoring



Marine Environment Monitoring



Atmosphere Monitoring



Emergency Management



Climate Change



Security

The **Network of Copernicus Relays** is a concept and process whereby the Commission will work closely with different stakeholders/multipliers in view of fostering the use of Copernicus data and information in each and every Copernicus Participating Country.

The Relays are to be recognised by users as dedicated representatives and permanent interlocutors on Copernicus, acting as principal helpdesks/information points on the Programme. They will provide stakeholders, the general public and experienced users with technical assistance and foster awareness activities.

A bottom-up approach is also foreseen since the structure should be perceived as a user-feedback mechanism.

### Targets

Earth  
Observation  
(EO), IT

### Actors

Copernicus User Uptake  
national, regional  
and local  
stakeholders/multipliers

### Focus

Helpdesk/information point,  
Coordination and animation  
of the national,  
regional and local networks

# [Access To Finace]



52  
State Aid  
Project  
Monitoring

>27.500.000 €  
public grants  
certified

296  
on-site  
project  
verifications

# Distinctions



**GROW your REGION:** among the four most effective smart specialisation applications in Europe



1. Athens Metro Network

2. Acropolis Museum

1 of the 3 Greek Success Stories in the EU



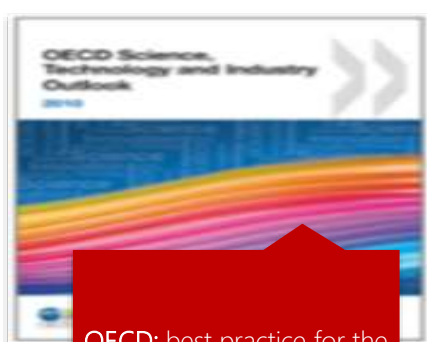
EU Cohesion Policy success story



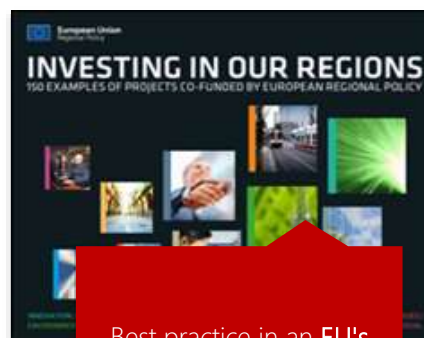
**ESCA Paper:** another good example for combining services following a strategy that aims at the promotion of cross-sectoral fertilization



**EC Press Release:** among the organisations that have largely contributed to the technological development of the country



**OECD:** best practice for the development of innovation clusters in Greece



Best practice in an EU's edition "Investing in our Region"



Dedicated Interview in the **EBN Creative Technical Note**

# Contact us! Find us! Follow us!



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[@Corallia\\_Greece](https://twitter.com/Corallia_Greece)



[Corallia](https://www.youtube.com/Corallia)



# Acknowledgements



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