



Workshop Concept Note and Programme outline

Novi Sad, 14-15 July 2016

DAY 1: Accelerating EO-powered businesses and market take-up

Novi Sad, 14 July 2016, 13:00-17:30

Speakers: External end users and project partners

Moderator: Teodora Secara, Igor Milosavljevic, Lefteris Mamais

Format: Presentations and panel discussions (amphitheatre style)

Objectives & Outline:

The session will seek to provide various organisations along the value-added service chain with insights into end-user needs.

The panel discussions will showcase confirmed and potential users of geo-information services, with the aim of promoting knowledge transfer and cross-sector fertilization of good practices in the energy, climate change, food security and access to raw material sectors. Furthermore, the session will present on the existing incubators and funding opportunities for start-ups and SMEs interested in using geo-information.

This session will also allow WP2 and WP3 task leaders to gather valuable data for their end users and gap analysis reports, as well as verify existing findings.

Day 1 programme outline:

13:00-14:30 Part 1: Using geo-information services in the Balkans

Confirmed end-users share their experience and talk about their needs.

- 15' Introductory notes: GEO-CRADLE: Integrating regional capacity & building ecosystems

Speaker:

Haris Kontoes, Project Coordinator, Research Director, NOA

- 60' Best practices + end user needs

*Moderator: **Teodora Secara** Deputy Secretary General & User Programme Coordinator, Eurisy*

Speakers:

Lavdosh Zejneli, National Food Authority, Albania

Ilir Ajdini, National Food Authority, Albania

Spas Tumbev, Executive Forest Agency, Bulgaria

Bojan Tubic, Public Company VojvodinaSume, Serbia



- 15' Q&A

Questions for discussion:

- *What were the end user needs and how geo-information data services responded to those needs?*
- *What were the challenges to implement the services (if any)?*
- *How did the user and service provider come to work together?*
- *Problem, solution, result for confirmed users of GI*

14:30-15:00 Coffee & Snacks break

15:00-16:00 Part 2: Funding your geo-information service (3 speakers)

- 5' Introductory remarks and session presentation

Moderator: **Igor Milosavljevic**, Senior Business Development Manager, InoSens

- 15' EU Funded Acceleration Programmes in the Balkans

Speaker:

Grigoris Chatzikostas, CEO, InoSens: *presently running and upcoming EU-funded acceleration programs for SMEs and start-ups active in ICTs for Agri-food in the Balkan region (FRACTALS & KATANA)*

- 15' Regional & International Funding Schemes

Speaker:

Mladen Radisic, Enterprise Europe Network: *presents EEN cooperation and funding opportunities at a regional and European level.*

- 25' Q&A

Questions for discussion:

- *Applications for European projects benefit from a track record of experience in projects. What is the road to your first project?*
- *What are the advantages to seeking EU funding opportunities compared to VC and other private sources? What are the challenges? Can they coexist?*
- *How can EU funding be integrated as a part of a financial strategy of an SME or startup?*
- *How can SMEs profit from the GEO-CRADLE project and how they can be engaged in GEOSS, and Copernicus regional initiatives & projects?*
- *How can SMEs become part of the GEO-CRADLE network and what is their benefit?*

16:00-16:15 Coffee Break

16:15-17:30 Part 3: Using EU funds for EO based services: Case studies (3 speaker panel format)

- 5' Introductory remarks and session presentation

Moderator: **Lefteris Mamais**, GEO-CRADLE Technical and Quality Assurance Manager

- 40' Operational cases of EO based services case studies

Speakers:

Service providers that have participated in EU-funded ICTs in Agri-food calls

Silvo Zlebir, Senior Adviser, Slovenian Environment Agency

Dragutin Protic, Co-Founder, Gllab doo

Dragan Turkulov, Project Manager, Prozone

- 25' Q&A

Questions for discussion:



- *Present their projects*
 - *How did they find out about the funds? How was the application process? What did the funds cover?*
 - *Did they encounter any challenges along the process of obtaining funds? What skills needed to be learned?*
 - *Who are their end-users – both confirmed and potential?*
 - *Do they face any limitations in creating products for end users and what were their solutions to solve those challenges?*
 - *What advantages did they recognize with developing EO solutions for identified problems?*
 - *What are the advantages and disadvantages of EU-funding compared to other sources (i.e. VC funds)?*
 - *To which extent their activity is linked with the prospects of GEO-CRADLE for setting up regional priorities?*
 - *Have they defined or offered services in the thematic domains of GEO-CRADLE which address priorities at regional scale?*
 - *Could they refer to user needs with regional aspect?*
- 5' Conclusions and session wrap-up
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DAY 2: Project consortium working session - roadmap and action plans for WP3 (gap analysis) in light of WP2 outcomes

Novi Sad, 15 July 2016, 09:00-15:30

Speakers: All, with key inputs from WP2 +WP3 task leaders

Moderator: Haris Kontoes / Lefteris Mamais

Format: Break-out sessions + round table discussion with all partners (*cabaret style room*)

Objectives & Outline:

The project consortium will discuss the way forward for WP3 (gap analysis) on the basis of the inventory analysis from WP2 and other inputs from partners.

On the basis of WP2 results task leaders and other partners contribute feedback on:

Needs of the surveyed candidates and/or are there similar users of GI among the end-users interviewed – any confirmed/transferable good practices? (T2.4)

Regional capacities to potentially cater for the needs of the pilots organisations (data, in-situ, IT): description of potential value-added chains (T2.1-2.3)

In addition, drawing on the outcomes of WP 2 and taking into account the objectives of WP3, project partners should agree on a scheme for assessing regional maturity.

09:00-09:45 Project Progress Meeting



Format:

- 30' Project coordinator presents project progress, setting out the goals of the day and the expected outcome from the breakout sessions
- 15' Discussion on what has worked well or with difficulties during the first 6 months

09:45-12:30 Regional working sessions (split to two parts: 09:45-10:45, a 15' coffee break 10:45-11:00 and a second part 11:00-12:30)

Format: Introductory remarks followed by break-out groups. A rapporteur will be assigned to each group to facilitate discussion and write down results. Rapporteurs write down session conclusions and action map to be presented in the second part of the meeting.

09:45-10:45 WP2 Task Results

- 40' WP2 Task Leaders introduce results (per country/region) and invite project partners to split into break-out groups to discuss how the existing data value chains correspond to those needs & what are the gaps & solutions.

Speakers:

- 10' Task 2.1 CIMA representative
- 10' Task 2.2 EGS representative
- 10' Task 2.3 IPB representative
- 10' Task 2.4 Eurisy representative

- 20' Q&A

Questions for discussion:

- Are the available observational capacities and data sources to local/ regional level sufficiently accessible and relevant to supply the successful implementation of operational services? Which are they?
- Are there sufficient modeling capacities to turn these data into operational services? Are there any gaps? How can Geo-Cradle respond to these gaps?
- What is the awareness level of end-users in regards to EO? What needs were identified that can be met by EO technologies or Copernicus? What are their relationships to product providers?

10:45-11:00 Coffee Break

11:00-12:30 WP3 Task Needs & Break-Out Sessions

- 45' WP3 Task Leaders.

Speakers:

- 15' Task 3.1 InoSens representative
- 15' Task 3.2 EARSC representative
- 15' Task 3.3 CERT representative

- 45' Break-out sessions

12:30-13:30 Lunch Break

13:30-15:30 Markets maturity assessments and action plans

Format: Introductory remarks by Advisory Board members. Session representatives provide conclusions and action plan/solutions established within each break-out session. Q&A: Open discussion on the proposed roadmap and break-out session conclusions.

- 30' Advisory Board members introductions & feedback
- 60' Breakout sessions rapporteurs present working groups conclusion and proposed regional action plan in relation to WP3
- 30' Action plans and next steps