



PRESENTATION OF CONSORTEX PROJECT



PRESENTED BY VICTOR LEJARRETA, PROJECT COORDINATOR

BILBAO (Spain), March 30th 2021



SHIPBUILDING IN BASQUE COUNTRY



Cristobal Colón dredger (largest in the World) leaving Bilbao shipyards.

THE PARTNERSHIP



LEAD PARTNER



OVERALL OBJECTIVE

The main aim of this project was to form several consortia or collaboration networks of European interregional companies specialized



- in the manufacture of certain sets of maritime production: vessel design, bridge, engine room, deck and accommodation
- for a certain type of shipbuilding: offshore vessels, marine power plants, cruise ships and scientific vessels.

EXPECTED MEDIUM & LONG TERM EFFECTS



- A greater presence of participant ancillary shipbuilding industry companies in international markets, minimizing the effect of strong international competition from Asian companies.
- A change in the way of working of participant firms. They are getting used to work in collaboration with other companies in highly internationalized and high tech environments.
- An increase in employment security, professional training and qualification of workers.

WORK PACKAGES



WP 1: PROJECT COORDINATION

WP 4:
ECONOMIC
SECTOR &
TERRITORIES
DIAGNOSIS

WP 5:
SUPPLY &
AGENTS
ANALYSIS

WP 6:
WORLD
MARKET
OPPOR-
TUNITIES

WP 7:
EXPORT
CONSORTIA
INCOR-
PORATION

WP 8:
BUSINESS
PLANS &
PROJECT
SUSTAIN-
ABILITY



WP 2: COMMUNICATION



WP 3:
CAPITALIZA-
TION

PARTNERS MEETINGS



Kick-Off Meeting
(Bilbao, November
2017).



Second
Partners
Meeting
(Cork, June
2018).



Third Partners
Meeting (Lorient,
December 2018).



Fourth Partners
Meeting (Vigo, July
2019).

DISSEMINATION EVENTS IN BILBAO



Peter Green, National Maritime Manager, visiting Foro Marítimo Vasco (June 2019).



Shipbuilding ancillary industry companies meeting in FMV office (July 2020)



Dissemination event in Bilbao Maritime Museum (November 2019)

DISSEMINATION EVENTS IN BILBAO



World Maritime Week in Bilbao
(February 2019)



WP 5 Results Dissemination Event.
CONSORTEX Involved Basque
Companies' Meeting.
(June 18th 2019)

CONSORTEX Dissemination Event
into the XXII General Assembly of
Foro Marítimo Vasco (June 28th 2019)



PRESENCE ON THE INTERNET



KEY REPORTS

- **Communication Plan & Corporate Image Guidelines**
- **Capitalization Report on Previous Experiences**
- **Economic Sector & Territories Diagnosis**
- **Value Chain Analysis**
- **Consortia incorporation Methodology: Consultant Handbook and Working Templates**
- **83 Completed Questionnaires Collecting Information on Interested Firms**
- **6 Export Consortia Business Plans Drafts**
- **2 Communication Activities Reports**
- **Virtual Catalogs**
- **Capitalization Report on Consortia Incorporation Methodology Testing**
- **Economic & Social Return Report**

MARITIME INDUSTRY COMPANIES INVOLVEMENT



- **298** possible companies firstly identified
- **83** companies contacted and with their information collection questionnaire completed
- **6** collaboration groups of companies established: Vessel Design, Bridge, Deck, Engine Room, Accommodation and Offshore Energy.
- **37** companies participating in the 4 rounds of the consortia meetings
- **31** Letters of Intent signed by **20** firms

CONSORTEX Virtual Congress



- **6** Consortia meetings
- **9** One-to-one meetings
- **149** connections
- **17** companies...

...and a final event in the beach with fireworks !!!

Thank you very much for your attention

