





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 PROGRAMME





As part of the European Union's Cohesion Policy, INTERREG Atlantic Area has supported transnational cooperation projects in 36 Atlantic regions of 5 countries: France, Ireland, Portugal, Spain and the United Kingdom, contributing to the achievement of economic, social and territorial cohesion.

British partners involved in these projects before the Brexit, have continued working in them until its conclusion.

Shipbuilding industry as part of the Blue Economy Policy











THE PARTNERSHIP

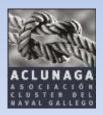


























OVERALL OBJECTIVE



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 Atlantic Area



European Regional Development Fund



- greater presence of participant 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 4:

ECONOMIC



European Regional Development Fund



WP 1: PROJECT COORDINATION

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SECTOR & AGENTS
TERRITORIES
DIAGNOSIS
ANALYSIS

WP 5: WP 6: WORLD AGENTS ANALYSIS OPPOR-TUNITIES

WP 7:
EXPORT
CONSORTIA
INCORPORATION

WP 8:
BUSINESS
PLANS &
PROJECT
SUSTAINABILITY















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)







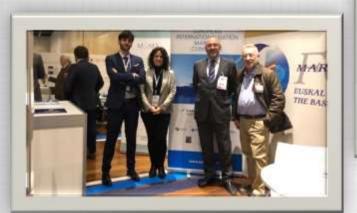




DISSEMINATION EVENTS IN BILBAO









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

World Maritime Week in Bilbao (February 2019)

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













PRESENCE ON THE INTERNET

















KEY REPORTS





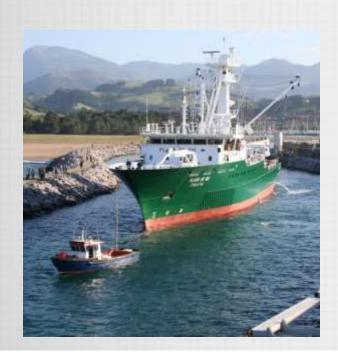
- Communication Plan & Corporate Image Guidelines
- Capitalization Report on Previous Experiences
- Economic Sector & Territories Diagnosis
- Value Chain Analysis
- Consortia incorporation Methodology: Consultant Handbook and Working Templates
- 83 Completed Questionnaires Collecting Information on Interested 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











