



## OPEN CALL

# Entrepreneurship Training Sessions

Applications for the 3<sup>rd</sup> round are  
open till July 15<sup>th</sup>, 2022

Are you an university student, researcher, innovator, entrepreneur, farmer?

Are you working on Dairy Value Chain (DVC) solutions in the ICT, or bio/nano technologies industries?

ICCS and AUA and their Living Labs have issued a call for applications to select candidates for participating in the Entrepreneurship Training Sessions in the frame of TRANSDAIRY project, financed by the programme ENI CBC “Mediterranean Sea Basin Programme 2014-2020”.



ΓΕΩΠΟΝΙΚΟ ΠΑΝΕΠΙΣΤΗΜΙΟ ΑΘΗΝΩΝ  
AGRICULTURAL UNIVERSITY OF ATHENS

# Entrepreneurship Training Sessions in Brief

The Dairy Value Chain (DVC) confronts joint challenges at Mediterranean cross-border level: the growing market demand for high quality and safety and the industrialization of farming and globalization. In this context, cross border cooperation is needed to create the critical mass of research results marketable by spin-offs to cover the entire DVC.

The TRANSDAIRY project intends to enhance the technological transfer among research, industry and SMEs in the fields of Key Enabling Technologies (KET) applied to the DVC. To do so, 8 cross-border Living Labs have been established (2 in Greece), increase institutional capacity through specialized trainings, provide a market analysis for the new products and services enabled by KETS.

As part of the Greek Living Labs activities, a series of Entrepreneurship Training sessions will be implemented aiming at building capacity for innovators, entrepreneurs and key enabling technology providers (KET) within the Dairy Value Chain sector.



## TRAINING SESSIONS *TBA in July*

The selected applicants will receive a set of entrepreneurship skill training by top experts in the field including:

- ✓ technical and practical guidance;
- ✓ developing a business model;
- ✓ developing market and commercialization strategies;
- ✓ guidance on intellectual property;
- ✓ technology transfer;
- ✓ technical applications in the Dairy Value Chain;
- ✓ funding opportunities;
- ✓ prototyping;
- ✓ pitching.



## 3<sup>rd</sup> ROUND APPLICATIONS

*Apply before July, 15<sup>th</sup> 2022*

[Fill the application form](#) 

This call for application is implemented by ICCS and AUA, representing the Greek partners for the TRANSDAIRY project. The entrepreneurship training session will be implemented by both partners in Greece in parallel with similar trainings that will be held within the regional partners' countries: Italy, Tunisia, and Lebanon



## SELECTION CRITERIA

We are looking for applicants who meet the following criteria: women (5 pts), under 35 years old (5pts), farmers/breeders (5pts), university students & researchers (5pts), holders of experience in the Dairy Value Chain (5pts)

# TRANSDAIRY PROJECT

TRANSDAIRY is a project funded by the European Union under the ENI CBC Med Programme to grow innovation and entrepreneurship opportunities in the Dairy Value Chain and empower this ecosystem in the Mediterranean. The project will use the open innovation and living lab methodology to bring stakeholders together including researchers, industry players, SMEs, representatives from the public sector, entrepreneurs, to exchange best practices, collaborate together and implement Key Enabling Technologies and solutions applied to the Dairy Value Chain.

Throughout the project, ICCS and AUA will be facilitating the establishment of Innovation Living Labs (ICT and Nano/Bio respectively), supporting the development and financing of innovation and entrepreneurship training, and enable matchmaking and collaboration opportunities between different stakeholders in the Dairy Value Chain in Greece and Mediterranean area.

Learn more in project website: <http://www.enicbcmed.eu/projects/transdairy>

## The Project in Numbers

Duration: 30 months

The total budget of the project is €3.8 million with an EU contribution of €3.4 million (90%).

Main source of funding: European Union (ENI CBC Med Programme)

## CONTACT THE GREEK LIVING LABS

ICCS – ICT Living Lab: Dr. Nikos Stefanakis, [nikstefa@mail.ntua.gr](mailto:nikstefa@mail.ntua.gr)

AUA – Nano/Bio Living Lab: Mr. Georgios Manassis, [gmanesis@aua.gr](mailto:gmanesis@aua.gr)

## WHAT?

The Dairy Value Chain (DVC) confronts joint challenges at Mediterranean cross-border level: the growing market demand for high quality and safety and the industrialization of farming and globalization. In this context, cross border cooperation is needed to create the critical mass of research results marketable by spin-offs to cover the entire DVC.

TRANSDAIRY aims to enhance the Technological Transfer among research, industry and SMEs in the fields of Key Enabling Technologies (KETs) applied to the Dairy Value Chain, by the creation of Living Labs, the increase of institutional capacities, and the development of market intelligence for sustainability by creation of Cross Border Spin-offs in Italy, Greece, Lebanon and Tunisia.

## HOW?



## Who will benefit?

- Government Research Agencies and Universities
- The Dairy Value chain actors: farmers, transporters, distributors, etc.
- Women and younger people working in the sector, seeking new opportunities and jobs
- Research entities in ICT and Bio/Nano Technologies
- Dairy products consumers



## EXPECTED ACHIEVEMENTS

- 8 Living Labs set up: 4 in Biotechnologies and 4 in ICT
- Open Collaborative Platforms with 8 sections (one for each living lab) launched for pre-competitive analysis of products and services. It includes Forums and Wikis as open collaborative spaces for the target beneficiaries of the project.
- 8 Training courses for Human Resources of Public Authorities and Technology Transfer Offices
- 24 Formative sessions on Entrepreneurship KETs & SMEs
- 16 vouchers for cross border spin-off establishment
- 12 vouchers for co-development of patents
- 28 vouchers for co-publication on KETs for the DVC
- 35 Vouchers for demonstration of research results