ENHANCING COMPETITIVE ADVANTAGE FOR EUROPEAN MARITIME SECTOR

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About EuroVIP

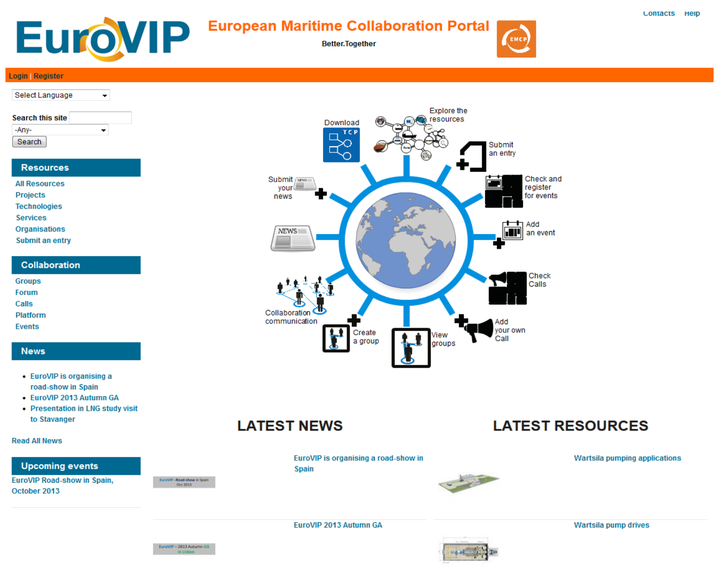
EuroVIP aims to:

"improve the competitive position of European maritime SMEs through the creation of effective collaborative and co-ordinated partnerships for the exchange of service, technology and information advances and innovations from industry and academia"

Supporting means: EMCP

European **M**aritime **C**ollaboration **P**ortal (EMCP) is a web-based facility providing a unified search and retrieval mechanism of available resources (innovative service and technologies), and configuration of partnership.

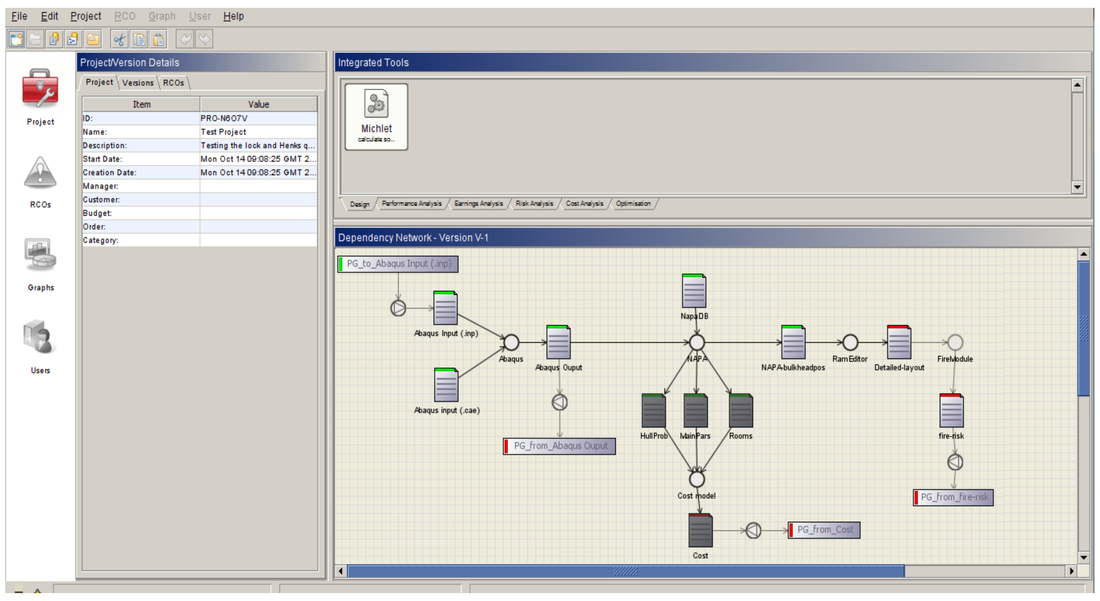
Used to forge links between collaborators and disseminate project results to a larger audience, it is designed specifically for European maritime community to enhance knowledge exchange, technology exchange and enable collaboration patterns identification.



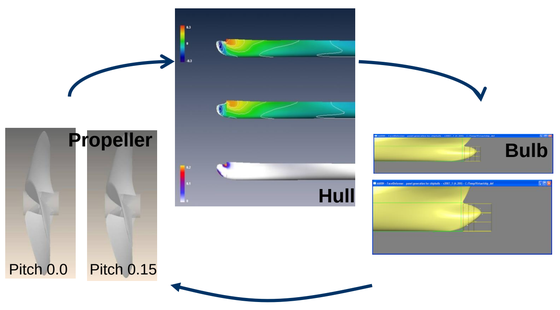
http://portal.euro-vip.eu

Supporting means: TCP

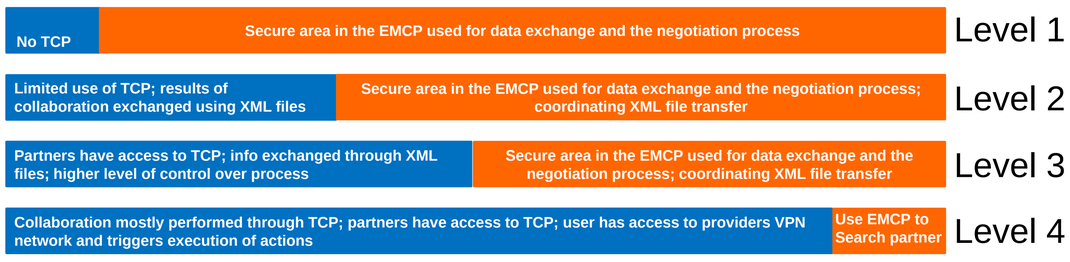
Technical **C**ollaboration **P**latform (**TCP**) provides an integrated collaborative working environment and enables different types of tools to operate in a unified and holistic manner for multi-disciplinary design and optimisation.



TCP interface and multi-disciplinary optimisation example

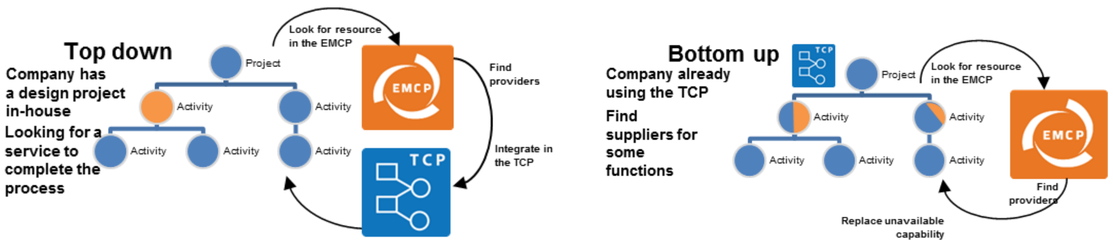


Collaboration process



Four levels of collaboration

Engaging the TCP and the EMCP to different degrees allows enterprises a flexibility of collaboration. From engaging only the EMCP to engaging mainly the TCP with limited use of the EMCP, enterprises can adopt four different levels of collaboration.



Two modes of collaboration

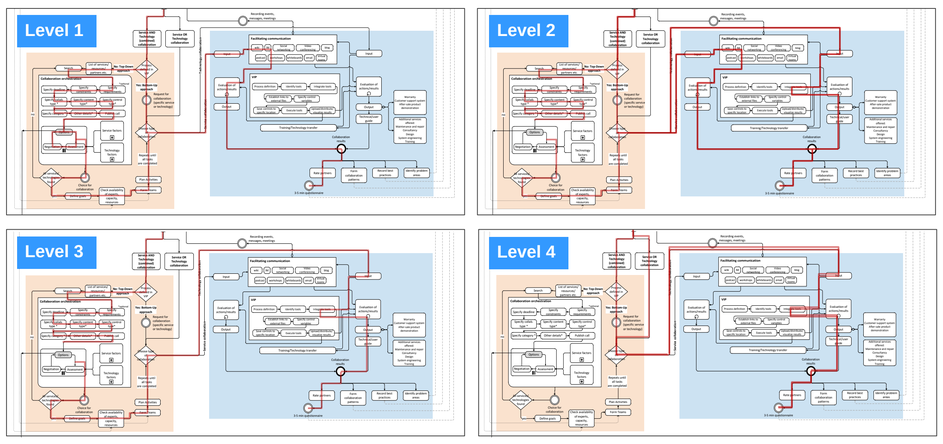
Top down mode: Enterprises already have planned business activities. They first look up service providers from the EMCP, then integrate the activities through the TCP.

Bottom up mode: Enterprises already deployed the TCP for collaboration. However, they need alternative providers. So they look up new providers from the EMCP, and then integrate them in their TCP process.

Collaboration benefits

Six case studies are underway, designed to demonstrate all four levels of collaboration envisaged. We expect them to show:

- Decrease in time necessary for collaboration formation
- Financial savings
- Improved and easier technology transfer
- Increased levels of collaboration in the sector
- Increase reach and overcome location limitations for companies involved
- Dissemination of innovative practices



Schemes of four collaboration levels applied in the case studies

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SEVENTH FRAMEWORK PROGRAMME