



THE BLACK SEA ACCELERATOR

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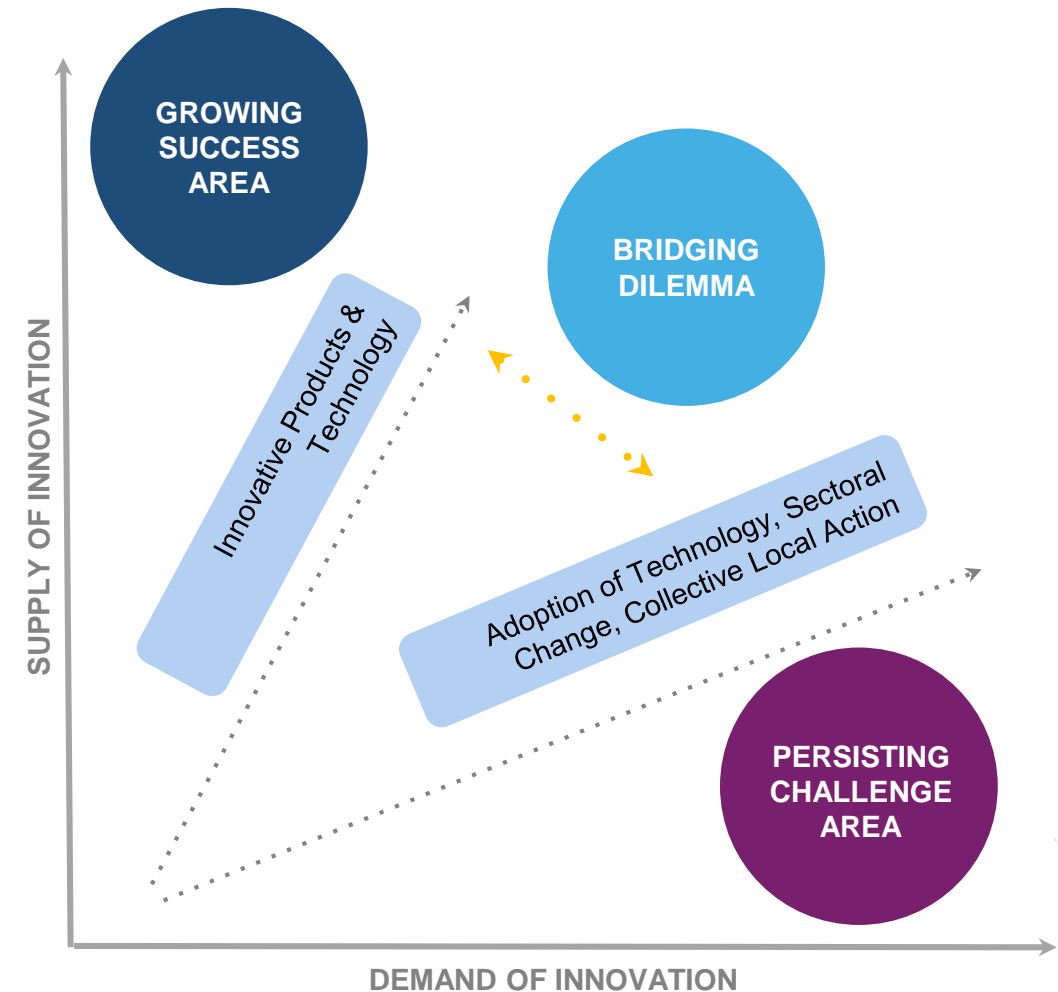
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Stratégies Mer et Littoral



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BRIDGE-BS analysis identifies major challenges in adopting innovation to achieve a more competitive, sustainable, and resilient Blue Economy in the Black Sea



BRIDGE-BS analysis nevertheless identified a wide range of innovation potentials
across more ‘traditional’ and ‘emerging’ blue economy sectors in the Black Sea

BLUE ECONOMY SECTORS

STRONG POTENTIAL FOR GVA, SKILLS, AND EMPLOYMENT



MARINE RENEWABLE
ENERGY



OFFSHORE
O&G



AQUACULTURE



BIO-TECH



CRUISING



YACHTING

REQUIRING ADAPTATION OR OPPORTUNITIES FOR SYNERGY



FISHERIES



TOURISM



SHIPPING

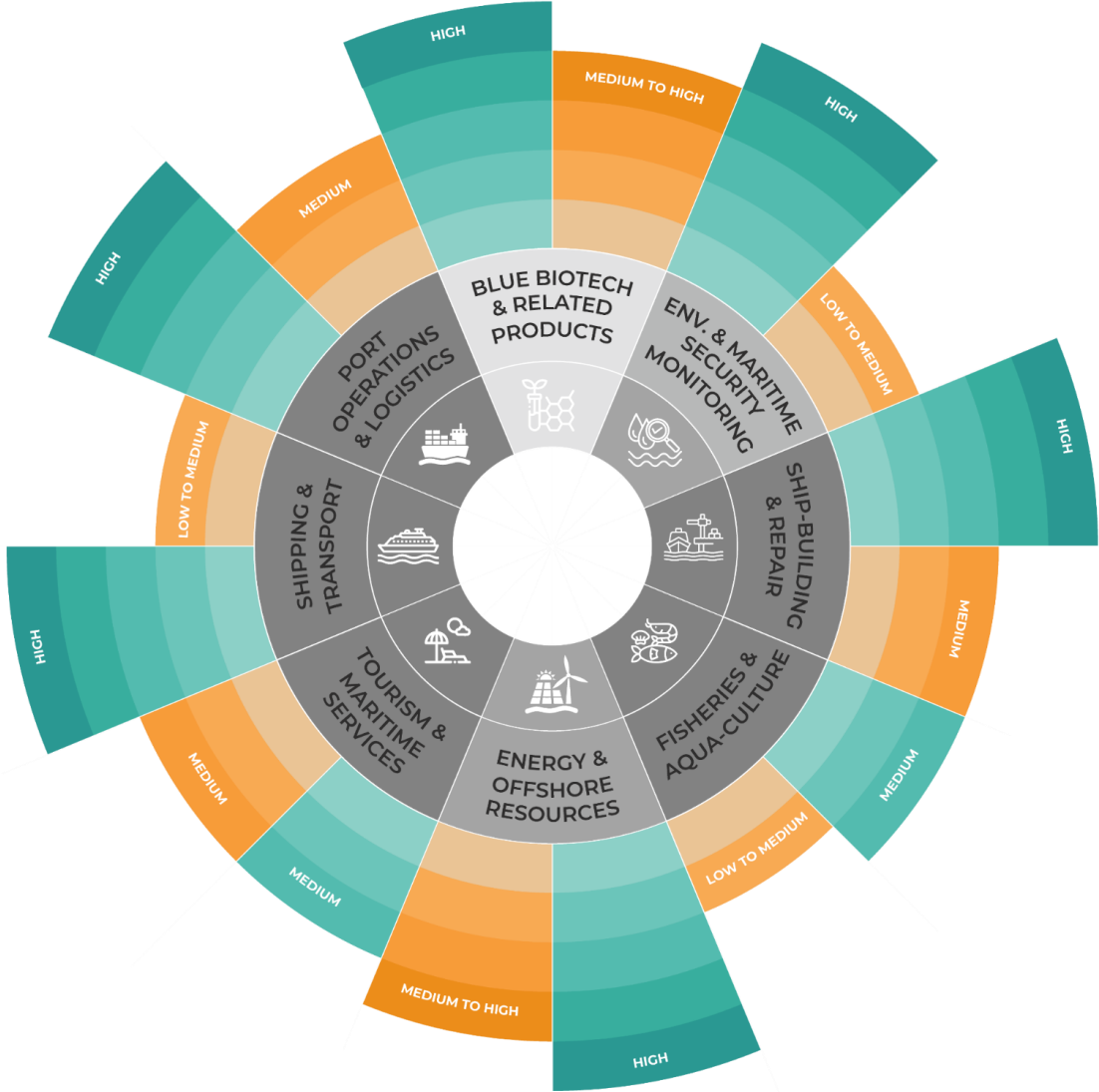


SHIP
BUILDING



PASSENGER
FERRY

Further analysis of the potentials and innovation and readiness allowed to identify the specific innovation areas where support to scaling-up could be offered



Sector innovation

- Innovation Potential
- Readiness in the Black Sea

Sector maturity

- Established
- Established/Emerging
- Emerging

BLACK SEA BLUE ECONOMY ACCELERATOR: KEY STEPS FOR ACCELERATION



Black Sea Accelerator (BSA) helped the scaling-up of innovative solutions and was jointly promoted by the **BRIDGE-BS** and **DOORS** projects.

BLACK SEA ACCELERATOR for a sustainable Blue Economy

What support does BSA provide?



Expert Support

The BSA provides comprehensive support to applicants through expert consultants who specialize in various areas. These consultants offer assistance in market analysis, identifying areas for improvement, and providing tailored advice to individual applicants.



Start-up Support

For applicants with promising ventures, the accelerator offers valuable business mentoring support. This includes one-on-one guidance from experienced mentors who can provide valuable insights and help refine their business strategies.



Idea Validation

The BSA provides the opportunity to validate your business idea by testing your idea's viability, market demand, competitive landscape, and potential profitability through actual feedback from potential users.



Financing and Investment Facilitation

To aid applicants in securing financing and investments, the accelerator conducts "investors pitching" training sessions in groups. These sessions equip applicants with the necessary skills to effectively present their ideas and attract potential investors.



Market Access Assistance

The accelerator aims to expand the reach of applicants beyond the Black Sea region. For non-Black Sea applicants, the accelerator offers support to connect with local potential partners who are interested in their proposed technologies or services.



Skill Development

With the support in developing the essential skills, the BSA secure a convincing startup or funding pitch to effectively communicate the value proposition of your venture, increasing your chances of success.

Two dedicated calls were launched to support the scaling up of Black Sea solutions
first call was joint more open (different TRLs) and the second was tailored (TRL 5+)

1st CALL PERFORMANCE



>30

applications across several
blue economy sectors



90%

applicants are based
in the Black Sea region



1/3 of the
solutions are at

TRL7-9



10

applicants supported by
training sessions



6

collective
trainings

13

bilateral
trainings

2nd CALL PERFORMANCE



>10

Applicants with more
advanced solutions



applications are
generally above

TRL5



most applicants

need funding, business development,
market access, technical support, and
finance matching.



Potential approach

is clustering relevant sectors/value chains

3

meetings held, including kick-off and
bilateral exchanges.

ALLOWING A SPACE FOR INNOVATORS TO EXCHANGE: THE HIGH-TECH SUMMIT 4 THE BLACK SEA



2 High-Tech Summits for the Black Sea were organised gathering +200 innovators as an essential platform for the community of Black Sea innovators to meet and exchange

- Showcased **innovative solutions** through ‘pitching’
- Promoted **BSA awards** to performing applicants
- Support **dialogue amongst innovators** in the blue economy
- Offered **investors networking** across the region
- Connect with **policy (CMA)** and investors (**BlueInvest**)



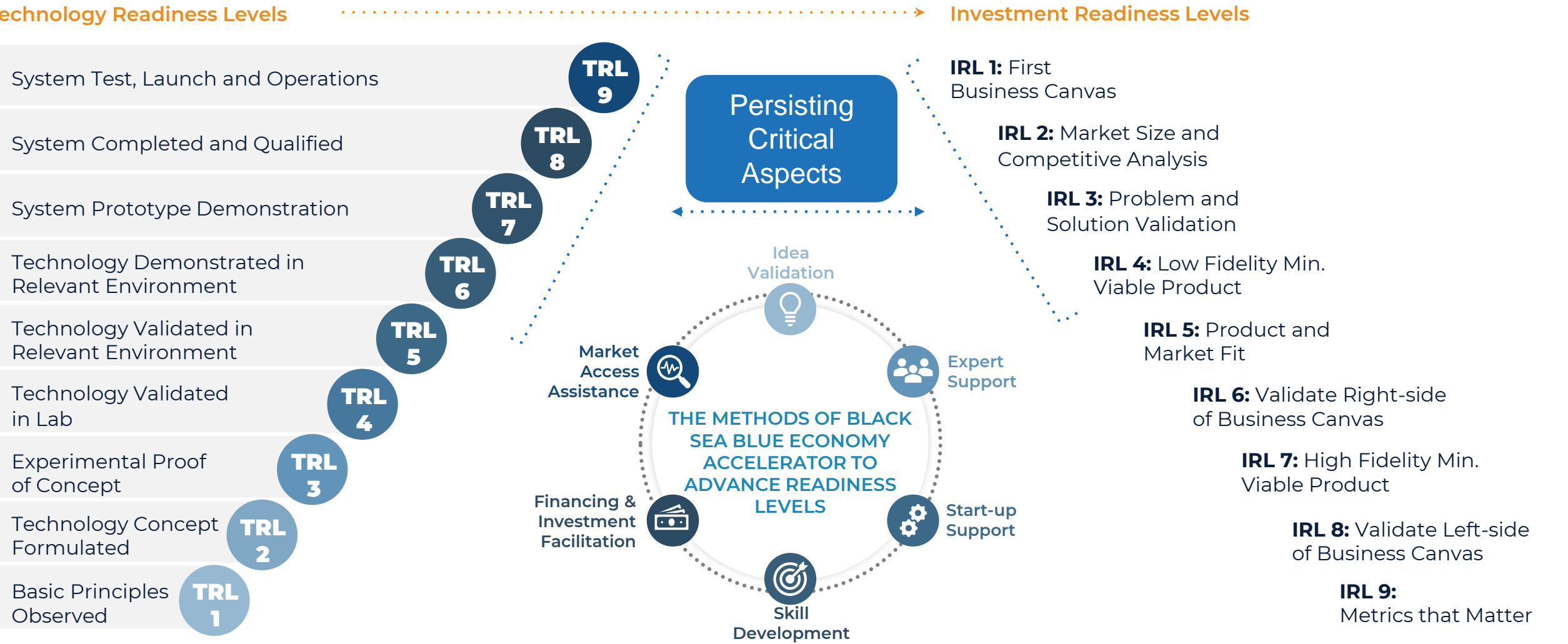
Presence at regional events (CMA) with pitching of solutions to investors



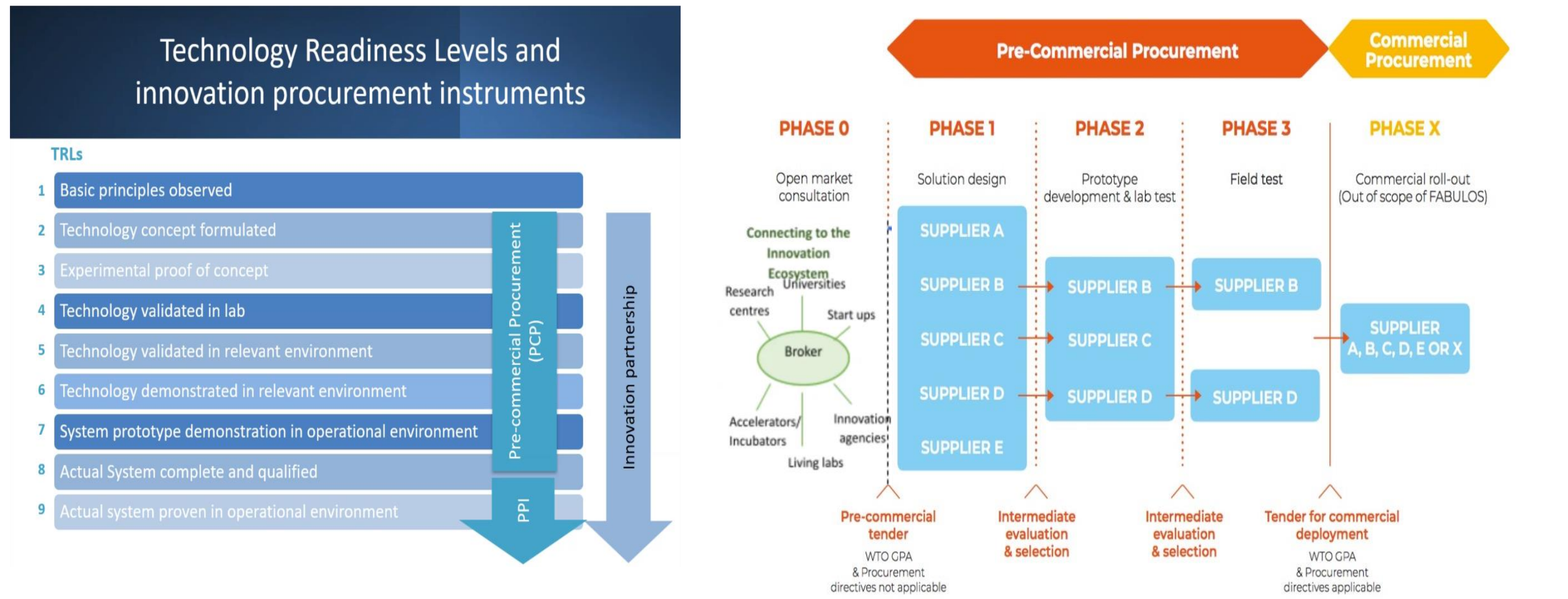
BLACK SEA BLUE ECONOMY ACCELERATOR: OVERALL APPROACH TO ADVANCING UP THE TRL LADDER



Persisting gaps in financing the transition of research into new businesses persist these have been identified in the assessment of BRIDGE-BS legacy and policy recommendations



Opportunities to support upscaling of solutions may emerge from innovation procurement
a practice supported by the EU and incentivised as part of the EU Mission Ocean’s CSAs



THANK YOU!

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