

APPLY NOW!

Baltic Blue Biotechnology Alliance – can we help you?

Join the #BalticBlueBioAlliance – our experts will help you take your blue biotechnology idea to the next level!



The Baltic Sea Region's leading marine and biotechnology institutes have joined together and are opening their doors to you: labs, brains, resources, expertise and facilities are at your disposal. We offer assistance in all kinds of areas, from scientific and technical development to contractual and financial expertise to marketing. Together we will identify what's needed to build your value chain and find the right partners.

Are you a start-up or SME, an academic institution or a student with new product or service development ideas from marine biobased resources? **Then don't miss this opportunity to develop your blue biotech service or product!** Make the most of our free mentoring programme. A dedicated mentor institution will work with you on a one-to-one basis and help you benefit from our network's expertise.

Interested? Apply by **5 March 2018**. The most promising applicants will be invited to pitch their ideas to our international expert panel on 10 April 2018 in Copenhagen, Denmark.

WHAT WE OFFER

The Baltic Blue Biotechnology Alliance (**ALLIANCE**) is looking for **promising cases** in the field of **blue biotechnology** in need of **dedicated expert support** for **product and service development**. Case partners and their mentors will explore new ideas with the potential to **develop sustainable and innovative products** from **marine biological resources** that are relevant to and for the benefit of the Baltic Sea Region (BSR).

Through its mentorship programme, the **ALLIANCE** will support the case owners with:

-  **...advisory services:** helping you to identify the right partners to bridge the gaps in your business and product development
-  **...analytical services:** related to biodiscovery and biotechnology of marine macro- and microorganisms, e.g. bioassays, growth optimisation, high value compounds, co-culturing, chromatography, spectroscopy, mass spectrometry-based chemical imaging, natural product chemistry
-  **...bioresources:** access to a large variety of marine biomaterial culture collections (e.g. macro- and microalgae, cyanobacteria, marine bacteria and fungi, mussels...)
-  **...equipment:** state-of-the-art laboratories and research facilities for applied research and product development, including analytical platforms, culture platforms and (pilot) plants from lab to pilot scale, research and development facilities
-  **...legal advice:** in questions related to intellectual property rights, patenting, legal framework requirements for joint activities
-  **...business development and marketing:** support in business planning, life cycle assessment reports, technology transfer, incubation, fundraising, marketing and communication

ABOUT THE ALLIANCE

The **ALLIANCE** project has brought more than 20 **blue biotechnology actors** from across the BSR together to **address key challenges and opportunities in the sector** and to develop innovative **marine biobased products and services together with companies**.

The **ALLIANCE** project aims to foster **sustainable blue growth** in the BSR by facilitating a selected number of concrete **successful demonstration cases** for **transnational development of commercial blue biotechnology products** in the whole BSR.

For more information about the **ALLIANCE** visit our website www.balticbluebioalliance.eu

PARTICIPATE IN OUR CALL FOR IDEAS...

...IF YOU WANT TO:

- Test your concept, idea, product,
- Get tailor made business development and consultancy services essential for development of your product value chain,
- Access excellent research infrastructures and pilot/testing facilities,
- Discover and use new biomaterials,
- Expand your network and become a part of a consortium,
- Learn from the experiences of industry experts and practitioners,
- Gain more visibility and recognition,
- Be a forerunner in the new trends in the field of blue biotechnology.


...AND ARE ONE OF THE FOLLOWING:

- A start-up, SME or larger company willing to develop new innovative products or services from marine biobased resources,
- An academic institution or scientific group,
- A student with blue biotechnology background, great product or service development ideas and entrepreneurial spirit.


WHAT CURRENT CASE OWNERS SAY ABOUT THE ALLIANCE

 *Working with scientific experts within the Alliance allows us to fast-track our product development process.*

– Levent Piker, CRM Coastal Research & Management

 *Case mentors provide dedicated points of contact for Baltic Probiotics within the project, able to offer advice and represent our company's interests.*

– Arta Bardule, Baltic Probiotics

 *As a start-up, Biovento is benefitting from the broad range of expertise and services on offer within the Alliance.*

– Natalia Kujawska, Biovento

SUBMISSION PROCESS

Using [the templates](#) available below as attachments, please submit your full proposal by e-mail to ideas@balticbluebioalliance.eu.

The deadline for applications in this round of submissions is **5 March 2018 (23:59 CEST)**.

The most promising applicants will be invited to pitch their ideas to our international expert panel on 10 April 2018 in Copenhagen, Denmark.

SELECTION PROCESS

Applications are assessed by ALLIANCE experts based on the following criteria:

- Relevance for the Baltic Sea Region
- Sustainability
- Feasibility:
 - Feasibility to find suitable value chain partners,
 - Strength of business case
 - Timeline
- Balance / diversity with regards to:
 - Topics, applications, product ideas, innovativeness
 - Position in the value chain / technology readiness level (TRL)
 - Origin / BSR countries' representation

The **most promising / suitable applicants** will be invited to join the Alliance mentoring programme as cases. They will be given the opportunity to present their idea to our international panel of experts at our meeting in Copenhagen. Each case owner will have **7 minutes** to deliver their presentation to the expert panel. The case owner will then have a further **7 minutes** to address questions from the panel and audience.

They will receive initial feedback on their idea and be introduced to the partners best placed to help their product development.

The presenters should bear in mind that their presentation should:

- Clearly communicate a challenge to be solved.
- Identify a market affected by the problem.
- Propose a creative solution to the problem.

The meeting will also be a great opportunity to connect informally with Alliance members and find out more about our work.

NATIONAL CONTACT POINTS

For more information about the ALLIANCE project and its mentoring programme or any other issues, please contact your **National Contact Point**

COUNTRY	CONTACT NAME	INSTITUTION	E-MAIL	PHONE
Denmark	Hilary Karlson	Danish Technological Institute	hika@teknologisk.dk	+45 7220 3441
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IMPORTANT DATES

Submission Deadline Send to: ideas@balticbluebioalliance.eu	Invitations to meet the Alliance	Presentation to Alliance panel in Copenhagen, Denmark
5 March 2018 (at 23:59 CEST)	26 March 2018	10 April 2018

KEYWORDS:

Blue Biotechnology, Baltic Sea Region, natural product chemistry, marine biodiscovery, marine bioresources, biology of marine invertebrates, macro- and microalgae, process design, aquaculture, genomics, biofuels, food, cosmetics.



A SUBMARINER Network project



Lead Partner:

