

## Swedish Institute Baltic Sea Cooperation

*Seed funding – deadline February 5, 2019*

### Project description

**Applicant organisation**

Karlskrona kommun

**Project acronym**

DIHA

**Project title**

Digital Hansa

**Contact person**

Marcus Fredriksson

**How to fill in this form**

- This document is password protected. You can only type in the textboxes.
- You can fill in any textbox by clicking in it or move around by pressing the "Tab" key or using the arrow keys.

## **1 Aim and background**

### **1.1 Describe the common challenge or need in the Baltic Sea Region that your project has identified.**

#### *Maximum 2 000 characters*

A great deal of the latest decades productivity development in businesses in general comes from digitalization and automation. This development has especially been strong in USA. Europe are lagging behind. (Tillväxtanalys, Digitalisering och produktivitet – 2018)

The digital economy are highlighted in the European Commission´s strategy for Europe 2020 as a driver of future innovation, competitiveness and growth. The 28 (27) EU member states are truly heterogeneous which constitutes a challenge in the efforts to create a single market in Europe. But the existing national specificities as well as historical affinities between certain groups of countries within the EU can provide a scope for initiatives and experimentation at the regional level that can complement initiatives at the national level and the EU-wide level.

Sweden is one of the digital forerunners in Europe and globally, but has shown a slight stagnation during the latest years. Lithuania and Poland is developing but not in a high pace. (Top of Digital Europe, State of the digital region, 2016)

We believe cities more effectively than nations can provide a fertile ground for innovation, business development, internationalisation and start-ups. They form hubs in the digital economy by generating large amounts of data and concentrating tech-driven innovation.

The three cities, Karlskrona, Gdynia and Klaipeda share several challenges and have several similarities. The cities have a long history of cooperation and plenty examples of public officials networking to benchmark issues of joint concern. The ambition with this initiative is to create a Digital Hansa via connecting researchers, entrepreneurs, start-ups and business leaders, rather than just the policy-makers themselves.

The purpose with this application for the three cities is to engage the main stakeholders in the cities in a mutual bottom-up process in order to create and design a larger implementation project – the Digital Hansa.

### **1.2 Describe why it is important to solve this challenge through transnational cooperation instead of each country trying to solve it at national level.**

#### *Maximum 2 000 characters*

Historically, cities have played key roles in promoting trade across the Baltic Sea. The Hanseatic League was dominant in maritime trade from the 11th to the 16th century. Today, networks between cities with strong focus on innovation, entrepreneurship and growth can enhance and stimulate development. By creating a Digital Hansa, via building relations, by exchange of information, ideas and human capital between our cities do we believe fruitful partnerships and businesses can strengthen and grow. Together, with complimentary assets and components, we can create formidable clusters. By being connected to each other, our cities can also become more attractive to talents and global cities outside the network.

We also believe that our region constitutes an interesting case for a regional approach in stimulating growth and strengthen SMEs internationalisation, talent management and entrepreneurship. The region is an excellent hotbed of nursery, for growing and cultivating a cross-border digital market with the ambition to iterate and learn, to share experiences and to scale up successful initiatives.

### **1.3 State the overall aim of the seed funding project.**

#### *Maximum 200 characters*

The overall purpose is to run an target-oriented project planning process with the main stakeholders in the three cities for increase of innovation capabilities and internationalisation within SME:s

### **1.4 Describe the background of this project proposal and how the partnership originated.**

#### *Maximum 2 000 characters*

Ever since the democracies was restored in Poland in 1989 and in 1991 in Lithuania, Karlskrona have had built relations and networks on a governmental level. Karlskrona was actually the first country in the west who signed a treaty of friendship with Klaipeda in 1989. The networks has until now mostly engaged

policyholders and public servants in each country. Over the years these networks has built trust and friendship between the cities.

The cities faces several mutual challenges and similarities; they are all three situated by the Baltic Sea, their harbours are important hubs for transport, they faces both the possibilities and threats connected to the trend of urbanization, they have all universities, science parks and incubators. There are ferry lines established since many years between the three cities.

We three cities strongly believe that now is the time to expand the relations and networks to other actor groups in different sectors and levels in our societies. There is a great potential in connecting market actors with each other and with new customers across our borders, just as trade was at the heart of the Hanseatic league.

We know that our cities have many of the components of what would be a formidable tech cluster. We firmly believe that by being connected to each other, our cities will become more attractive to cities and regions outside the network.

1.5 To the best of your knowledge, briefly describe other similar/complementary initiatives or projects in the Baltic Sea Region, financed by INTERREG or other sources. We recommend to at least check: [www.keep.eu](http://www.keep.eu)

*Maximum 2 000 characters*

We can find two closed projects that had some similarity to the ambition for Digital Hansa.

The first one was “Catching the future – business and development exchange in the South Baltic Region”, financed by South Baltic Programme 2007-2012. Leadpartner was the Swedish city Ystad with nine cities from Sweden and Poland as joint partners. The main scope of the project was to increase the trade between companies in the nine cities and strengthen the cities’ efforts to support local companies in their international businesses.

The second one was DISKE (Development of Innovative Systems through Knowledge Exchange), financed by South Baltic Programme 2007-2013. Lead partner was The City Commune of Elblag, Poland, with four joint partners, science parks, tech parks and incubators, in Poland, Sweden and Germany. The purpose of the project was to intensify cross-border relations between innovative SMEs and strengthening their economic potential and competitiveness through cooperation of science and technology parks and incubators.

1.6 Specify also in what way your project proposal **differs** from and/or **complements** other initiatives.

*Maximum 2 000 characters*

The main difference for our project proposal is that our project is a seed funding project and not an implementation project. The main purpose with the seed funding project is to design a implementation project together with the main stakeholders and the target group, i.e. SME:s in the three participating cities. Another difference is also the alignment of the initiative. Our ambition is to create what we call a Digital Hansa, an implementation project by promoting innovation, entrepreneurship and growth through the flow of information, ideas and human capital between the three cities and form a tech cluster in our region.

## 2 Context and connection to strategy

The project challenge or need must be related to the **EU Strategy for the Baltic Sea Region (EUSBSR)** and, when applicable, also the **EU's Eastern Partnership**. More specifically, the description below must contribute to at least one policy area or horizontal action and certain objectives and/or actions.

This part of the application is divided into three sections:

- A/ EU Strategy for the Baltic Sea Region (EUSBSR)
- B/ EU's Eastern Partnership
- C/ Other (regional, national, international) strategies

### A/ EU STRATEGY FOR THE BALTIC SEA REGION – ACTION PLAN

Countries	Link
Denmark, Estonia, Finland, Germany, Latvia, Lithuania, Poland, Sweden.	<a href="http://www.balticsea-region-strategy.eu/action-plan">http://www.balticsea-region-strategy.eu/action-plan</a>  <i>Please note that the specific objective(s) / actions can be found under the description of the PA / HA in the action plan.</i>

2.1 State the **policy area and/or horizontal action** in the EU Strategy for the Baltic Sea Region that your project contributes to (*the same as checked in the online portal*)

*Maximum 100 characters*

Digital Hansa will contribute to policy area Innovation in the EUSBSR.

2.2 State the **specific objective(s)/action(s)** (within your chosen policy and/or horizontal action specified in 2.1) that your project contributes to.

*Maximum 500 characters*

Objective: Improved global competitiveness of the Baltic Sea region

Sub-objective:

- b) A global competitive position in research and innovation and on global markets...within a number of areas with an expected high market volume
- c) Contributing to the implementation of EU 2020, specially smart spec and smart sustainable growth through long term transnational cooperation on research and innovation within BSR focusing areas with large future market potentials

2.3 Describe **how** your project **contributes** to the specific objectives/actions mentioned above

*Maximum 2 000 characters*

We have studied the PA Inno Strategy Guide for 2016-2020 after having a dialogue with and been advised by the former PA Inno coordinator Niclas Forsling and since there are a reference to the Strategy Guide (page 110) in the EUSBSR action plan. We are using the Guide in order to explain how the project contributes to the objectives and sub-objectives above.

The project will address all the cross-cutting themes/innovation enablers for PA Inno described in the PA Inno Strategy Guide: Digitalisation, SME Internationalization, Talent Management and Entrepreneurship, Smart Specialization, Test Beds and Innovation Structure and Clustering and other Innovation Support Structures. The ambition is that the participants in the process, the main stakeholders, i.e. science parks, universities, cities, entrepreneurs representing ICT-clusters in the region, together will define and formulate the necessary actions connected to the themes in order to create value, development and growth in the region.

There are a variety of actions the process can result in, some examples are described in the PA Inno Strategy Guide:

- Help “package systems solutions” from groups of companies within the same sector, linking these to other markets in the region

- Further developing innovation Express with a stronger focus on scale ups.

- Communicating the opportunities and benefits of transnational collaboration via strong clusters/innovation hubs in the BSR.

- Matchmaking conferences, allowing new companies to share needs for innovation and engaging in clusters

- Talent exchanges between different hubs/science parks/incubators

- A collaboration on research and innovation structure and development of macro-regional test beds

- Promoting public procurement in new innovative measures on order to create new and open test beds

- Enabling data access and the use of open data and big data

There will most likely be more or other actions defined during this bottom up-process.

2.4 If your project contributes to more objectives/actions in different **policy areas or horizontal actions**, please describe below.

*Maximum 2 000 characters*

It doesn't contribute to more objectives in different PA or HA.

**B/ EU'S EASTERN PARTNERSHIP – SUMMIT DECLARATION**

Countries	Link
Armenia, Azerbaijan, Belarus, Georgia, Moldova, Ukraine	<a href="https://www.consilium.europa.eu/en/meetings/international-summit/2017/11/24/">https://www.consilium.europa.eu/en/meetings/international-summit/2017/11/24/</a>

- 2.5 If your project includes countries within the **EU's Eastern Partnership** (Armenia, Azerbaijan, Belarus, Georgia, Moldova, Ukraine), please describe how it **contributes to specific themes under the 4 platforms** or other themes mentioned in the summit declaration from **2017**.  
*Maximum 2 000 characters*

**C/ OTHER (REGIONAL, NATIONAL AND INTERNATIONAL) STRATEGIES**

- 2.6 If your project connects to other regional, national or international strategies, please describe below which ones and in what way (optional).  
*Maximum 2 000 characters*

The project connects to the Swedish governments national "New industrial strategy" (Nyindustrialiseringsstrategin) published in 2016  
(<https://www.regeringen.se/informationsmaterial/2016/01/smart-industri---en-nyindustrialiseringsstrategi-for-sverige/>)

The strategy points out four focus areas. Two of these areas do the project adress; Industry 4.0 and Test bed Sweden. In focus area Industry 4.0 the government want actors to stimulate development, dissemination and use of the digital technology wich has the highest potential to lead the transformation of the industry. It also want to stimulate the use of digitalisation in a broad sense regardless branch, size of companies or geographical location. Both these two focus areas will the project deal with. A third area in the strategy is to encourage new business- and organisation models in order to absorb the potential i new technology. This is also something the project will treat.

In the development strategy for Blekinge, Attraktiva Blekinge, 2014-2020, digitalisation and an increased innovation capacity is central as well as an increased level of internationalisation for the regions business life.

<https://regionblekinge.se/utveckling-och-projekt/attraktiva-blekinge---regional-utvecklingsstrategi.html>

### 3 Composition of the partnership

Your description should focus on the partnership for the seed funding project you apply for.

This question is divided into three sections:

3.1 focusing on the cross-sectorial and multi-governance perspective of the partnership

3.2 focusing on the Swedish main applicant

3.3 focusing on the partners

3.1 Describe in what way the project strives to make the partnership and/or project activities reflect a cross-sectorial and multi-level governance perspective.

*Maximum 2000 characters*

The foundation of the project is to have a cross-sectorial perspective in the composition of the partnership mainly by engaging actors from the universities, our science parks and from companies in our clusters. These actors will play a significant role during the activities in the project. The project is also anchored in several levels in our cities, from the City Chief Executive to the department for corporate relations.

#### 3.2 Swedish main applicant (coordinator)

Name, country and type of organisation	Role of organisation in this project	Competence of organisation that contributes to this project	Added value this organisation gains from participating
The municipality of Karlskrona, department of business development	Project owner and project lead management	Business development, project management, innovation processes	Strengthened business life, broadened networks, economic development, growth and increased prosperity

3.2.1 Please state how this project relates to the main applicant's other **core activities and strategies/goals as well as projects**. Please also reflect on the main applicant's **commitment** to the project.

*Maximum 2000 characters*

As a part of the overall business development strategies for Karlskrona a more proactive approach is introduced. The proactivity can be seen as initiative to seek potential investors and partners on new arenas. Initiating dialogues with a proactive ambition to find new cooperations and new networks to explore. We strongly believe in interdisciplinary cooperation to reach innovation. Aiming to create a climate of trust and confidence where trying and failing leads to knowledge and development. Were the Business ECO- system is strong and easy accessible, not only domestic but also for the international access. The most logical steps to be taken on the international market is of course in the Baltic region.

As cities we also share the domestic challenge from urbanization. Our younger talents and students might find bigger cities more attractive. As a region we are able to compete in attracting talents on a global scale and at the same time give our talents reason to stay. Or reason to come back after some years of "seeing the world".


History has given the countries around the Baltic different roles and opportunities over the years but now the time to even out is here.

Given our proactive approach in combination of the geographical opportunity Karlskrona is positioning it self as the gateway of Sweden to the Baltic region.

Even before the "Hansa" period goods and people travelled across the Baltic sea. We share climate, food, crops and culture. The sea have always been our bridge.

Our ambition is, with the partners common fundamentals, to enhance crossborder business development in our mutual region by increasing innovation capacity and support entrepreneurship.

3.3 Describe all project partners, including name of organisation, country and type of organisation. For each organisation, specify briefly its **competence and role** in this project. Describe the **added value** each partner gains from participating in it. Maximum 11 partners in total.

 **How to use tables below**

- *Start in the selected cell or choose another cell by clicking in it*
- *You can add/delete a row by selecting the row in the left margin, then pressing the right mouse button and selecting 'Add row'/'Delete row'.*
- *You can use the 'Table tools' function in Word to add/delete rows.*
- *To leave this section after filling it in you have to move to another section manually.*

### 3.3.1 Core countries within EU - Estonia, Latvia, Lithuania, Poland, Sweden (for Sweden that means other possible project partners in Sweden besides the main applicant)

Name, country and type of organisation	Role of organisation in this project	Competence of organisation that contributes to this project	Added value this organisation gains from participating
Klaipėda ID, Lithuania Mr. Simas Simanauskas, Director Lithuania Klaipėda ID is a non-profit city development agency founded by Klaipėda Municipality.	Stakeholder, project management	Klaipėda ID supports both international and local businesses by providing information and on-the-ground advice. It has also dedicated to attract more top-tier talent to the city. Klaipėda ID will act as a link between the project and the clusters and SMEs in the city	Klaipėda ID will get an opportunity to join the network of Baltic sea region cities' cooperation; will gain information and contacts to share with the Klaipėda city clusters and SMEs; will take part in the future project.
Association „Klaipėda region“, Lithuania Mrs. Klaudija Kiones, Director Association „Klaipėda region“ is an official non-governmental association uniting and representing seven municipalities of Klaipėda Region.	Stakeholder, will participate in main activities	Association „Klaipėda region“ works on strengthening regional policy and the promotion of a balanced social and economic development of Klaipėda Region. Association „Klaipėda region“ unites 7 regional municipalities.	“Klaipėda region” aims to promote and strengthen an international and regional cooperation, the project is an opportunity to expand and strengthen the cooperation between the Baltic sea regions' cities, dealing with common challenges and problems.
Klaipėda University, Lithuania Mrs. Elida Mantulova, Adviser of Rector Klaipėda University is a multidisciplinary educational institution	Stakeholder, will participate in main activities	Klaipėda University is a multidisciplinary educational institution, a national and Baltic Region leader in the field of marine sciences and studies integrated into international academic networks, fosterer of cultural heritage, and a centre for lifelong learning.	Expand the cooperation between Baltic sea region universities other research institutions; to present their needs and potentiality in the project activities.
Baltic Tech Park, Lithuania Arūnas Butkus, director	Stakeholder, will participate in main activities	Baltic Tech Park is an innovation driven entrepreneurship	Will get an opportunity to join the network of Baltic sea region cities' cooperation; will gain

Baltic Tech Park is a public organization		ecosystem connecting talents, knowledge and resources within the Baltic sea region and facilitating synergy oriented cooperation.	information and contacts to share with their members.
Blue Science Park, Karlskrona. A private-public organization founded and owned by the municipality, the university and private companies.	Stakeholder, will participate in the activities	Around 80 ICT-companies are members in Blue SP. Competences are mainly in innovation processes and in tech-related business, with a special focus in Internet of Things, Big Data, eHealth and Marine Tech.	Will be able to add value to it's member companies; new networks, new business, new markets, new co-operation in development of innovation
Blekinge Technical Institute (BTH) Karlskrona. A tech-specialised university.	Stakeholder, will participate in the activities	BTH has a distinct focus on IT and sustainable growth. BTH conduct education and research at a high international level focusing on IT integrated with other subjects.	Expand the cooperation between Baltic sea region universities and other research institution focusing on IT and sustainable innovation.
Telecom City, Karlskrona. An IT/Telecom cluster of companies.	Stakeholder, will participate in the activities	Telecom City has a number of companies as members with high competence in mobile technologies.	New networks, access to new markets, new co-operation in product/innovation development.
Economic Policy Department Mrs. Justyna Patyk, Head of Development and Investor Support Division It is a unit of the City Hall of Gdynia	Stakeholder and project management	Gdynia is the second biggest city in Pomorskie region, located in the Gdańsk-Gdynia-Sopot Meropolitan Area. It is countrywide known for its quality of life and innovative policies. One of the most important branches of the city's economy (current and future) is the ICT sector. The main task of the Economic Policy Department it to support entrepreneurship of	Gdynia will significantly strengthen its partnership with the other cities within BSR. Additionally, the project will allow the other stakeholders from the city to gain new contacts and enlarge their cooperation capacities.

		SMEs and inhabitants in the city.	
Pomeranian Science and Technology Park (PPNT), Gdynia. Mrs Anna Borkowska, Director of PPNT. PPNT is a budgetary unit of the City of Gdynia.	Stakeholder, will participate in the activities	PPNT Gdynia is a hub of business and scientific organizations. On one hand, it is the seat of more than 250 park companies, and on the other hand, a dynamically operating business center. The Park's mission is to actively support and create conditions for the development of initiatives and projects based on high technologies. It is also a place where entrepreneurs, designers, scientists and enthusiasts can meet and exchange ideas.	PPNT will get knowledge about the institutional environment and models in which similar entities in the other cities operate. It will share contacts with SMEs with profiles akin to these supported by PPNT.
infoShare Mr. Grzegorz Borowski, Co-Founder & CEO infoShare is a foundation	Stakeholder, will participate in the activities	The aim of the foundation is to support the development of the ICT companies in the region. Apart from the daily cooperation with private and public partners, it organises the ICT industry events, such as infoShare (biggest tech conference in CEE), or Pipeline Summit.	infoShare will establish new contacts in the BSR and increase the range of its influence. It will also get advanced knowledge about the needs of SMEs in the partner countries and cities
University of Gdańsk, Poland (an educational institution) Mr. Rafał Gajewski, Research Assistant at the Department of Socio-Economic Geography	Stakeholder, will participate in the activities	University of Gdańsk (established in 1970), is the biggest such an institution in Northern Poland and Pomorskie region, with about twenty	Knowledge about the needs of SME within BSR, what can translate into the implementation of new tools to the different university courses. Strengthening collaboration with similar

		<p>eight thousand students. It cooperates with a lot of local and regional enterprises, as well as universities in the country and abroad. The partnership will be attended by a representative of the University who deals in his research and didactic work with issues including, first and foremost, regional development. It will allow the partnership to confront the goals and results of the project with the scientific discourse and practical issues reported by the students.</p>	<p>stakeholders within the BSR (potential joint future projects). Gaining new skills and knowledge by the representative of the University, who will take part in the project.</p>
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3.3.2 Core countries outside EU - Armenia, Azerbaijan, Belarus, Georgia, Moldova, Russia, Ukraine

Name, country and type of organisation	Role of organisation in this project	Competence of organisation that contributes to this project	Added value this organisation gains from participating
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3.3.3 Additional countries (Denmark, Finland, Germany) – prerequisite of a full partnership consisting of three countries including at least one core country within EU

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Name, country and type of organisation	Role of organisation in this project	Competence of organisation that contributes to this project	Added value this organisation gains from participating
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#### 4 Short-term objectives, indicators and expected outputs

- *Specify the short-term objectives to be achieved during the seed funding project, along with the project's indicators and expected concrete outputs.*
- *Please note that these exact objectives are to be reported upon in the final project report.*
- *Please see the instructions for detailed information on how to fill in the compilation table.*

##### ! How to use this table

- *Start in the selected cell or choose another cell by clicking in it*
- *You can add/delete a row by selecting the row in the left margin, then pressing the right mouse button and selecting 'Add row'/'Delete row'.*
- *You can use the 'Table tools' function in Word to add/delete rows.*
- *To leave this section after filling it in you have to move to another section manually.*

Short-term project objective	Indicator(s)	Expected output(s)
Engage main stakeholders in the three cities in creating a Digital Hansa	18 persons representing science parks, universities, ICT-clusters, cities has participated in the project	The science parks, universities, ICT-clusters and cities want to participate in an implementation project
The main problem, subproblems, causes and an action plan for creating a Digital Hansa will be defined and created	The participants has a clear picture and a commitment to take actions in creating a Digital Hansa	One or more applications for funding of an implementation project will be created

## 5 Work plan

**Make a work plan using the table below. If dates are not available, state the expected time frame in as much detail as possible. Also day-to-day activities in the project should be mentioned.**

### ! How to use this table

- Start in the selected cell or choose another cell by clicking in it
- You can add/delete a row by selecting the row in the left margin, then pressing the right mouse button and selecting 'Add row'/'Delete row'.
- You can use the 'Table tools' function in Word to add/delete rows.
- To leave this section after filling it in you have to move to another section manually.

Time frame	Place/ Country	Short description of main events and day-to-day activities	Participating partners and stakeholders	Responsible partner
01/6-30/6	Karlskrona	Detailed project planning, mapping of branches, stakeholders, etc	Karlskrona, Gdynia, Klaipeda	Karlskrona
18/6-19/6	Gdynia	Work meetings, alignment of plans, creation of invitations etc.	Karlskrona, Gdynia, Klaipeda	Karlskrona
01/8-17/9	Karlskrona Gdynia, Klaipeda	Event-planning, engagement of stakeholders	Karlskrona, Gdynia, Klaipeda	Karlskrona
24-25/9	Karlskrona	Workshop no 1	Karlskrona, Gdynia, Klaipeda, Science Parks, incubators, universities, enterprises	Karlskrona
23/9-08/11	Karlskrona Gdynia, Klaipeda	Documentation, analysis, dialogue with stakeholders, event-planning, invitations etc	Karlskrona, Gdynia, Klaipeda	Karlskrona
13-14/11	Gdynia	Workshop no 2	Karlskrona, Gdynia, Klaipeda, Science Parks, incubators, universities, enterprises	Gdynia
18/11-17/1-20	Karlskrona Gdynia, Klaipeda	Documentation, analysis, dialogue with stakeholders, event-planning, invitations etc	Karlskrona, Gdynia, Klaipeda	Karlskrona
5-06/2-20	Klaipeda	Workshop no 3	Karlskrona, Gdynia, Klaipeda, Science Parks, incubators,	Klaipeda

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			universities, enterprises	
27/01- 17/02	Karlskrona	Documentation, analysis, creation of project plan for implementation project, dialogue with stakeholders	Karlskrona, Gdynia, Klaipeda	Karlskrona
17/02- 12/03	Karlskrona	Report, new application for funding	Karlskrona, Gdynia, Klaipeda	Karlskrona

## **6 Communication**

***Describe your main communication goals and how the objectives, activities and outputs of the project will be disseminated and communicated.***

### 6.1 Describe how you will disseminate and communicate your project

- a) within your partnership?

*Maximum 2 000 characters*

During the project we will use social media in order to stimulate the communication and the process between the workshops. The result from each workshop will be documented and sent via mail to the participants. The final document, the project plan, will be sent out to each partner and participant. The project leaders in each city will invite stakeholders and present the result and the project plan in a seminar.

- b) to relevant external stakeholders (including policymakers and possible end users of the project's outputs)?

*Maximum 2 000 characters*

Each project leader in each city will invite external stakeholders and present the result and the project plan in a seminar. Regional press and media will be invited to the workshops and to the end seminars in order to get publicity for the project.

## 7 Sustainability

**Indicate how you intend to achieve long-term sustainability for the project results and how you intend to ensure durability for your project/partnership.**

7.1 Please identify **possible practical uses of the seed funding project outputs** for different stakeholders/end users.

*Maximum 2 000 characters*

The practical use for the cities, science parks, universities and clusters of the outputs will primarily arise during and after the implementation project. The practical use/added value will consist of growth and increased attractiveness for the cities in the region, increased innovation capacity amongst science parks and new sustainable networks amongst the universities. The clusters in the three cities will also receive increased innovation capacity, the SME:s in the clusters will increase their innovation capacity and their internationalisation, get access to new markets and will be able to find new partners for transnational co-operation. During the seed funding project will the stakeholders value and output primarily contain of new networks and relations for future collaboration.

7.2 Describe your **plans for an extended future project/collaboration**; how to develop the **partnership, conditions and (financial) resources necessary** as well as long-term goals.

*Maximum 2 000 characters*

Our plan is to by using the existing partnership on a governmental level enlarge the network and create new sustainable ones on different levels; universities, science parks, clusters and SME:s. We intend primarily to fund the initial phase of the Digital Hansa via funding from local, regional authorities and EU-programmes. In the future, our ambition is that the stakeholders feel that the collaboration gives such great value that they themselves finance the activities.

7.3 Indicate potential future sources of **funding**, both internal and external.

*Maximum 2 000 characters*

We intend to prepare one or more applications for funding for an implementation project and we are targeting the following funds and programs:

-South Baltic Programme

Supported field: Cooperation capacity

Specific objective 5: Improve the cooperation capacity of local South Baltic area through participation in crossborder networks.

Calls: not decided yet

-Interreg Baltic Sea Region Programme

Priority 1: Capacity for innovation

Specific objective 1.1 “Research and innovation infrastructures”

Specific objective 1.2 “Smart specialisation”

Calls: not decided yet

-Cosme. Europe’s programme for small and medium-sized enterprises

Objective: Help companies access new markets

Objective: Encourage an entrepreneurial culture

Calls: not decided yet

Besides these programmes and funds we also intend to apply for funds for the implementation project from local and regional funds.



## 8 Risk analysis

The risk analysis report must be provided using the template below. Note that the template in grey is only an example.

*Risks associated with corruption are obligatory (see table risks associated with corruption).*

*Other risks: The risks might relate to project management, financial reporting, formal problems, key people and staff, costs, funding issues, activities, or partners' and stakeholders' availability and interests. If you foresee risks in other areas than those mentioned above, it is important that these risks are also addressed in the risk analysis below.*

*Please see the instructions regarding more detailed explanations of estimated probability and consequence.*

Example Risk	Proba- bility	Conse- quence	Total risk	Risk management	Person responsible
Key person leaves the project	2	4	8	Delegate a back-up person for all key people, create a system for continuous documentation.	Project leader/all key people

Risks associated with corruption	Proba- bility (1 – 4)	Conse- quence (1 – 4)	Total risk	Risk management	Person responsible
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Minimal risk, Karlskrona kommun is project owner and we can not think of how something corrupt can occur, besides misuse the fundings of the project team	1	3	3	The financial administration is done by the economics department at Karlskrona kommun. An extern revision is made by experts.	Marcus Fredriksson, Karlskrona kommun
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Other risks	Proba- bility (1 – 4)	Conse- quence (1 – 4)	Total risk	Risk management	Person responsible
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Key person in the project ends his/her employment	1	2	2	The project team will consist of four persons and if one ends and are replaced, the others are well informed so the project can proceed without any disturbance	Marcus Fredriksson
Important stakeholder withdraws from the project	1	3	3	We assess the risk as relatively low because the project is planned in close cooperation with representatives from the stakeholders	Marcus Fredriksson, Reda Sveinute, Justyna Patyk
The project can't deliver due to time constraints	1	3	3	The project is well planned and outstretched in time. We assess the risk as very low.	Marcus Fredriksson
			0		

			0		
			0		
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### **9 State aid to third parties/organisations**

*The Swedish Institute has to comply with EU rules on state aid. In order to ensure compliance, it has to assess the relevance of each project's activities. The information you provide below facilitates such assessment.*

*Detailed information about state aid can be found:*

<http://www.regeringen.se/regeringens-politik/naringspolitik/statsstod> (Swedish)

[http://ec.europa.eu/competition/state\\_aid/overview/index\\_en.html](http://ec.europa.eu/competition/state_aid/overview/index_en.html) (English)

9.1 Do economic operators outside the project partnership (i.e. not listed as project partner in the application) receive an advantage through your activities in the project?

- Yes, certain project activities give economic operators outside our project partnership an advantage.
- No, there are no project activities that give economic operators outside our project partnership an advantage.

***Can't click in the circle, but the answer is no. No activities gives economic operators outside the partnership an advantage.***