

Tecnomar & DLTM

A structure to be even more effective



Liguria Cluster of Maritime Technologies

TECNOMAR CONSORTIUM

General informations:

- ☉ SMEs participate in the corporate structure in aggregated form as Tecnomar Liguria Consortium

Mission:

- ☉ **Partecipate** the governance of DLTM
- ☉ **Promote** cooperation
- ☉ **Encourage** investment in knowledge
- ☉ **Sustain** innovation
- ☉ **Support** internationalization



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The Shareholding is growing:

Since the beginning (2009), the number of associated SME's **grew from 69 to 99**



approximately 2000 units of direct staff

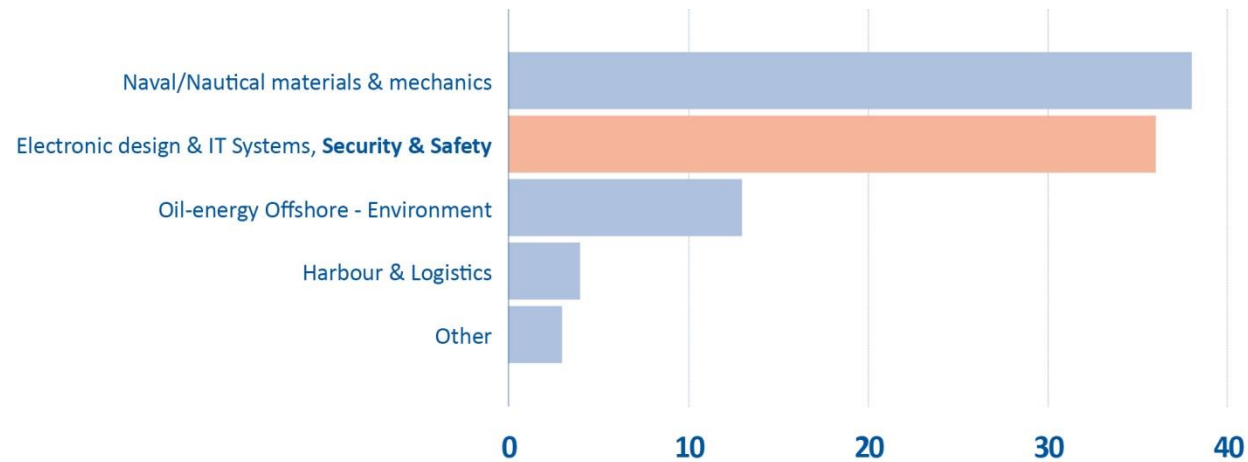


about 200 M€ aggregate turnover

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SMEs activity fields (%)



Reliable partner for Security & Safety R&D Activities

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TECNOMAR CONSORTIUM – SOME DATA

	MICRO	SMALL	MEDIUM
Prevalence in work areas	Design, Commercial, Administration	Design. Commercial	Production
Level of education	High (Degree)	Diploma/Degree	Diploma
Average age	39	40	43

	MICRO	SMALL	MEDIUM
Collaborations with other Industrial actors	64%	54%	Quasi 0
Collaborations with Universities/Research Centres	64%	54%	33 %
Ownership of patents	77%	16%	11 %
Participation to open calls	73%	76%	37 %

- Staff and its distribution in the different roles of the enterprise
- Half of the firms collaborated with other companies for the purpose of research and development as well as production targets (especially with companies in Italy) and trade (especially with companies abroad).

Remarks:

- Significant vitality of Micro Enterprises compared to Small and especially Medium ones
- The medium-sized businesses make little investments in innovation and their commercial offering is based on established products
- The Medium-sized enterprises have little ability to renew both with regard to staff both for production
- Small and Micro enterprises show a greater responsiveness to changes in the context
- From the point of view of businesses, INNOVATION is generated for the most part:
 - within the company
 - at the request of customers
- The % of enterprises that are turning to universities and / or research centers to implement innovation is low

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TECNOMAR CONSORTIUM – STRATEGIC GOAL

Encourage businesses to open up by:

- 🌀 The creation of a cultural reference on the territory that support businesses and that favors openness at the international level
- 🌀 Realization of training sessions for the enterprise and the entrepreneur, implementing the enterprise culture
- 🌀 Support for the analysis of technological-organizational / business development / internationalization / technical and scientific partner discovery critical issues
- 🌀 Develop the ability to work in a network
- 🌀 Increase the managerial capacity for the management and implementation of projects
- 🌀 Visits to research centers / other companies / companies considered innovative

The collaboration between the DLTM and Tecnomar:

- 🌀 Promotes the relationship between SMEs - Research Institutes - University, culturally enhancing SMEs
- 🌀 Enables SMEs in the relationship with the large enterprise, to evolve from the role of customer supplier to that of co-makership
- 🌀 Consequently responds in an effective way to the needs of the Great Enterprise to develop the control of technological perspectives



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TECNOMAR
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For further informations:

Web: www.consorziotecnomar.it

E-mail: info@consorziotecnomar.it

comunicazione@consorziotecnomar.it