



UNIONCAMERE
VENETO

PUBLIC NOTICE FOR EXPRESSION OF INTEREST FOR THE ESTABLISHMENT OF A LIST OF SERVICE PROVIDERS (ROSTER OF PROVIDERS) EXCLUSIVELY FOR THE SERVICES UNDER PILLAR 3 (INTERNATIONALISATION – VOUCHER 3) OF THE STRATEGIC PROJECT "UNLEASH THE POTENTIAL FOR JOINT TRANSITION IN THE BLUE ECONOMY – LEAP TO BLUE" (REF. ITHR0500560) APPROVED UNDER THE STRATEGIC CALL OF THE INTERREG ITALY-CROATIA 2021-2027 PROGRAMME

CUP: C49J25000620007

PREAMBLE

Unioncamere del Veneto (hereinafter also referred to as "UCV") is a partner of the Strategic Project "Unleash the potential for joint transition in the blue economy – LEAP TO BLUE" (ref. ITHR0500560) funded by the Interreg Italy-Croatia 2021-2027 Programme (hereinafter the "Project").

The Project addresses common territorial challenges between Italy and Croatia in the blue economy sector, promoting innovation, digital and green transformation, skills development, access to international markets and reduction of regional disparities. The main objective is to enhance the capacities of 162 SMEs in key blue economy sectors through cross-border cooperation.

The Project adopts a "3D" support model based on three integrated pillars: Capacity Building, Matchmaking & Networking, and Voucher Scheme.

Through this Public call for Expressions of Interest, UCV intends to collect applications to establish an Official List of Qualified Providers (Roster of Providers) for the services provided under Pillar 3 – Internationalisation (Voucher 3) of the Project Service Catalogue (LEAP TO BLUE Service Catalogue).

This procedure is informal in nature, does not entail the automatic public procurement procedure of any assignment. UCV will accept requests for services only after the Call for SMEs has closed. UCV will then implement the most appropriate public procurement procedure among the suppliers listed on the Roster for each specific service requested by the SMEs. This process will be conducted in accordance with current public procurement regulations, ensuring there are no conflicts of interest or collusion between suppliers and beneficiary SMEs.

UCV reserves the right to use providers not registered on the List in cases of proven necessity, unavailability of qualified operators, or for the acquisition of specific

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competences not present in the Roster. Subcontracting of services shall be permitted in accordance with the provisions of Article 119 of the Italian Legislative Decree No. 36/2023.

1. SUBJECT OF THE NOTICE AND EXCLUSIVITY FOR PILLAR 3

This Notice aims to establish an Official List of Qualified Providers **exclusively for Internationalisation services (Voucher 3 – Pillar 3)** provided for in the Catalogue.

It is expressly stated that **this notice does NOT cover in any way the services of the other two pillars** (Pillar 1: Innovation & Technology and Pillar 2: Skills & Education), which are managed separately by other project partners through distinct procedures.

Applications may be submitted only for services coded from **LTB-V3-01 to LTB-V3-20 (pages 158-204 of the Service Catalogue "Annex 1")**. Any expression of interest relating to services not falling within this specific scope will not be taken into consideration.

The eligible services are organised into two offer modalities, consistent with the structure of the Service Catalogue (Annex 1):

- **Package services (Lots 4.1 and 4.2):** the related services are grouped into two homogeneous thematic packages. The beneficiary SME couple may request more than one service belonging to the same package, which will be awarded to a single qualified provider.
- **Individual services (from service LTB-V3-09 to LTB-V3-20):** the related services will be offered and awarded as separate and autonomous services, each subject to a specific request and to a separate award.

Providers may apply for one, several or all services. With reference to the package services (Lots 4.1 and 4.2), the potential provider must apply for the entire package; in this case the ability to cover the entire package is a qualifying element for the Roster and for subsequent awards (Phase B). For individual services (from service LTB-V3-09 to LTB-V3-20) the provider may apply for one or more individual services. For each applicant, the possession of the specific requirements set out in the Service Catalogue (Annex 1) remains mandatory.

The following table summarises the eligible services, indicating the relevant offer modality:

Code	Service Title	Type
PACKAGE SERVICES		
4.1 — Market entry, export readiness and regulatory compliance		
LTB-V3-01	International Market Entry Strategy	Advisory
LTB-V3-02	Export Readiness Assessment	Advisory
LTB-V3-03	Export Regulatory Compliance Consulting	Advisory

LTB-V3-04	Legal and Cross-Border Contractual Assistance	Advisory
LTB-V3-05	Individual internationalisation mentoring package	Advisory
4.2 — Cross-border partnerships and international funding		
LTB-V3-06	Cross-Border Partnership Development and Agreement Framework	Advisory
LTB-V3-07	International Funding Application Support	Advisory
LTB-V3-08	Green Finance & International Investment Readiness	Advisory
INDIVIDUAL SERVICES		
LTB-V3-09	International Digital Marketing & E-Commerce	Advisory
LTB-V3-10	International Tourism Marketing & Product Development (incl. study visit)	Advisory
LTB-V3-11	Export Compliance for Fish & Seafood Processing	Advisory
LTB-V3-12	Maritime Transport & Logistics Internationalisation Strategy	Advisory
LTB-V3-13	Shipbuilding Market Access & Partnership Strategy	Advisory
LTB-V3-14	International Business Management & Cross-Border Negotiation training	Training
LTB-V3-15	Salone Nautico Venezia 2027 — collective exhibition	Event participation
LTB-V3-16	Crofish 2027 (Poreč, HR) — exhibition	Event participation
LTB-V3-17	Seafood Expo Global 2027 (Barcelona) — visit	Event participation
LTB-V3-18	World Travel Market London 2027 — visit	Event participation
LTB-V3-19	Oceanology International 2028 (London) — visit	Event participation

LTB-V3-20	International Boat Show Düsseldorf 2027 — visit	Event participation
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2. PROCEDURE STRUCTURE AND SERVICE AWARD

To ensure full compliance with regulations, the principles of equal treatment, transparency and the absence of conflicts of interest, the procedure is structured in two distinct and separate phases:

- **Phase A (This Notice):** establishment of the Roster. Providers submit their application for one or more internationalisation services provided in the Catalogue, or for one or both of the packages under Lots 4.1 and 4.2.
- **Phase B (Public Procurement):** the services will be commissioned partly by UCV and partly by the project partner co-responsible for Pillar 3 (Internationalization)—the Croatian Chamber of Economy (CCE) — based on the project budget allocated to each for this specific activity. UCV will commission the services within its remit by implementing the most appropriate public procurement procedure involving suppliers listed on the Roster; this process will comply with applicable public procurement regulations and ensure the absence of conflicts of interest or collusion between suppliers and beneficiary SMEs. **Services will be awarded for an amount not exceeding the maximum rates established for each service in the Service Catalogue (Annex 1).** UCV reserves the right to use providers not registered on the said List in cases of proven necessity, unavailability of qualified operators, or for the acquisition of specific competences not present in the Roster. Please note that one or more services may not be commissioned if they are not selected by the Italian and Croatian SMEs participating in the call for voucher applications (Call for SMEs).

Following the evaluation of expressions of interest received and based on requests from SMEs participating in the voucher call, for subsequent public procurement procedure (Phase B) UCV may operate through the [MEPA \(Electronic Public Procurement Market\)](#), inviting Roster members to submit a formal quotation.

Service awardees will then be required to register on the project platform [MAIROS](#).

Beneficiary SMEs do **NOT** have any role in the selection of the provider; the choice and contracting are the exclusive responsibility of UCV. Any prior agreement between SMEs and providers is prohibited.

3. DURATION

Registration on the Roster will remain valid until the expiry of the strategic project **LEAP TO BLUE** (ref. ITHR0500560 - CUP C49J25000620007) scheduled for **30 June 2028**.

4. PARTICIPATION REQUIREMENTS

Interested parties may apply if they meet the following requirements:

A) General and legal requirements:

- Regular legal establishment and registration with the Chamber of Commerce (or equivalent official register of the EU country of establishment) for the sector of activity relevant to the services offered;
- Absence of grounds for exclusion provided for by current public procurement legislation pursuant to Articles 94-95 of Legislative Decree No. 36/2023;
- Not being in a state of bankruptcy, liquidation, or receivership;
- Absence of conflicts of interest, including potential ones, with UCV, and declaration of non-collusion with beneficiary SMEs;
- Compliance with the rules governing the right to work of persons with disabilities (Law 68/1999), where applicable.

B) Special requirements:

- **References:** presentation of documented references relating to at least 3 comparable assignments (in the specific internationalisation field applied for) completed within the last 5 years, of which at least 1 in favour of an SME.
- **Additional requirements:** possession of the minimum requirements set out in the Service Catalogue in the section relating to each service. Please refer to the Catalogue for specific details.
- **Working team:** availability, for the entire duration of service delivery, of at least 2 professional profiles: a Senior Expert (with at least 5 years of relevant experience) and an Expert (with at least 3 years of experience).
- **English language:** adequate knowledge of the English language to be able to deliver services in English. The level held by the team responsible for activities with beneficiary SMEs must be at least B2.

5. APPLICATION SUBMISSION PROCEDURES AND DEADLINES

To express their interest, interested parties must send UCV the following documentation, duly signed with a digital signature (or handwritten signature with a copy of their identity document):

- Application for registration on the list of internationalisation service providers and Statutory Declaration (Declaration of Honour) certifying possession of the general and special requirements, as well as the absence of conflicts of interest, according to the model provided in the annex (**Annex 2**);
- Company profile and references proving the experience required for the specific service(s);
- Curriculum Vitae of the proposed professionals within the working team;
- Declaration certifying knowledge of the English language for the professionals involved in the working team (**Annex 3**);
- Privacy Notice on personal data processing (**Annex 4**).

Documentation must be sent by certified e-mail (PEC) to the address **unioncamereveneto@pec.it** no later than **27/11/2026 at 18:00 (CET)**, indicating in the subject line: "EXPRESSION OF INTEREST ROSTER OF PROVIDERS VOUCHER PILLAR 3 (INTERNATIONALISATION) – LEAP TO BLUE" (ref. ITHR0500560 - CUP C49J25000620007) Interreg Italy-Croatia 2021-2027 Programme".

6. PERSONAL DATA PROCESSING

Personal data will be processed pursuant to EU Regulation 2016/679 (GDPR) and Legislative Decree No. 196/2003, exclusively for the purposes of this procedure (see Privacy Notice Annex).

7. PROCEDURE MANAGER AND CONTACTS

The Procedure Manager is dr. Roberta Lazzari. For information contact: Giada Bagattin (e-mail: giada.bagattin@ven.camcom.it - tel. +39 041 0999311-411) and Anna Faoro (e-mail: unione19@ven.camcom.it - tel. +39 041 0999311-411).

8. PUBLICATION

This Notice together with its attachments in editable format is published for at least 60 (sixty) calendar days on the institutional website of Unioncamere del Veneto, where it will be accessible with free, direct and unrestricted access at the following link <https://www.unioncamereveneto.it/altre-comunicazioni/>

Venice, 22/09/2026

HEAD OF THE OPERATIONAL AREA
INNOVATION AND FUNDING
dott.ssa Roberta Lazzari

ANNEXES TO THE EXPRESSION OF INTEREST

- **Annex 1:** Service Catalogue
- **Annex 2:** Application for registration on the list of internationalisation service providers and Statutory Declaration (Declaration of Honour)
- **Annex 3:** Declaration of knowledge of the English language (B2)
- **Annex 4:** Privacy Notice on personal data processing