



Cluster ACT – Webinar Agenda

Ready to Invest and Investment Readiness Program

Ready to Cruising

Trends, technologies and market insight

For investors (English)

WED 29 GEN 2020

The role and importance of Angel Investor and Venture Capital for SME

For SMEs (English)

THU 30 GEN 2020

The investment process and the selection of business opportunities

For SMEs (English)

WED 05 FEB 2020

Ready to Nautical Activities

Trends, technologies and market insight

For investors (English)

WED 19 FEB 2020

The Intellectual Property Rights

For investors SMEs (English)

THU 20 FEB 2020

Ready to Ports and Marinas

Trends, technologies and market insight

For investors (English)

WED 04 MAR 2020

How should I pitch? Companies pitch presentation insight

For SMEs (English)

THU 05 MAR 2020

The deal structuring

For investors SMEs

TUE 17 MAR 2020

Spanish Arabic

WED 18 MAR 2020

Greek Croatian

THU 19 MAR 2020

Italian

Legal and fiscal organization

For SMEs

TUE 07 APR 2020

Spanish Arabic

WED 08 APR 2020

Greek Croatian

THU 09 APR 2020

Italian

Exit Management – overview on exit strategies for enterprises

Case studies from the MED

For SMEs (English)

WED 10 JUN 2020



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Cluster ACT Webinar

Ready to Invest and Investment Readiness Program

Ready to Nautical activities

Trends, technologies and market insight

For investors (English)

WED 19 FEBRUARY 2020, 16:00-17:00 CET (Rome, Stockholm, Berlin)

Registration link <https://attendee.gotowebinar.com/register/2825109770112026379>

Nautical activities are becoming even more diffused all over the world with large diffusion of sailing and motor yacht and developments in touristic ports and marinas. This process is closely progressing with technical requirements for boats and marinas but at the same time with strong implications in terms of pleasure accommodation and technology developments. The webinar will overlook the current scenario highlighting the main trends of the market together with key topics considered by the different market players.

Stefano Pagani Isnardi – head of the research unit at Confindustria Nautica, the Italian marine industry association, a non-profit organization for the development and promotion of the boating sector, as well as encouraging knowledge about the sea and boating tourism.

The webinar is organized in the framework of the Cluster ACT project, funded by the EASME EMFF and tailored to support investments in the maritime sector in the Mediterranean.



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The intellectual property rights For investors SMEs (English)

THU 20 FEBRUARY 2020, 16:00-17:00 CET (Rome, Stockholm, Berlin)

Registration link <https://attendee.gotowebinar.com/register/688578357436461835>

Intellectual property rights are a primary issue in relation to technologies and innovation. They involve both production and technology chains and are applied to product, process and service innovation. The webinar provides an insight on intellectual property rights and deepens protection of industrial property in terms of protection of innovation in development of new products and technologies and in the first investment phase of a start-up life

Davide Petraz – GLP Experienced professional in the field of intellectual property provides consultancy on patents, trademarks and designs and covers all aspects of intellectual property, Contract professor at the University of Trieste, is a member of several committees and associations at national and international level operating in the field of intellectual property

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Ready to Ports and Marinas

Trends, technologies and market insight

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WED 04 MARCH 2020, 16:00-17:00 CET (Rome, Stockholm, Berlin)

Registration link <https://attendee.gotowebinar.com/register/4170040089939867404>

An insight on ports and marinas considering the main developments from market side and technology developments that are interesting those land facilities. The webinar will be structured in two separate sessions, one dedicated to ports as hubs for goods and passengers, and another one dedicated to touristic ports, mostly known as marina, specialized in hosting and welcoming pleasure crafts and yachts. Both sessions will deepen main marked implications, developments and constraints with an eye on both technology and regulatory issues.

Sotiros Theofanis *Chairman of the BoD and Managing Director, Thessaloniki Port Authority S.A.; President of EXANTAS National Port Training Institute; An internationally acknowledged expert, academic and manager in the fields of ports, freight transportation and logistics.*

Toni Tió i Sauleda *Executive President of the Barcelona Cluster Nautic, one of the best valued figures in the Spanish maritime industry. In the sail making industry for 40 years, creating his own sailmaking company Toni Tió Velas, whose products have won nine Olympic medals. Member of the Organizing Committee of the Barcelona International Boat Show , Board of Real Club Náutico de Barcelona and part of the Organizing Committee of the regatta Copa del Rey.*

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How should I pitch? Companies pitch presentation insight For SMEs (English)

THU 05 MARCH 2020, 16:00-17:00 CET (Rome, Stockholm, Berlin)

Registration link <https://attendee.gotowebinar.com/register/3379567095871501580>

Pitch is one of the widespread tools for enterprises to access and increase visibility. A convincing and effective presentation could represent the key to introduce the enterprise and the business idea. The webinar will provide an insightful overview on key points that should be considered to perform a pitch deck and attract your target audience.

Francesca Natali is managing director of Meta Ventures, the financial company of Meta Group of which she is a partner. She has a major in Economic Sciences from Siena University and a Master's in International Business Communication; she has more than 15 years' experience in the management of risk capital funds in Italy, Poland and Slovenia and a solid track record in co-investing with Business Angels. She has worked for the European Commission and other important international donors (EIB). She seats in the board of directors of many companies in which the Ingenium Funds hold shares.

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