



Second Open Tender for Innovations

Case Study #2: Mediterranean Ports. Port of Valencia

The Business Growth Programme of Opentop in the
Port of Valencia

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This project has received funding from the European Union's Horizon 2020 innovation action programme under grant agreement 101037424.

Opentop: Valenciaport's Open Innovation Hub

The company selected to demonstrate its solution in the Port of Valencia will have access to the Business Growth Programme of Opentop, Valenciaport's open innovation hub.

Valenciaport has connections with more than 1,000 ports around the world, making it the leading Spanish port in terms of container traffic and the fourth largest in Europe. Opentop connects the technology of the best startups with the communities of the three ports of Valenciaport (Valencia, Sagunto and Gandía). It attracts tech companies, corporations and startups to collaborate on innovation projects in the port-logistics sector.

Opentop is looking for port tech related ideas to revolutionize the port industry. Its customized incubation and acceleration programmes, developed in collaboration with Wayra (Telefónica Innovation), offers the opportunity to accelerate your business in the heart of the Mediterranean with access to global leading companies, top notch mentors, funding possibilities, a living-lab and a vibrant entrepreneur ecosystem in one of the most iconic Mediterranean cities.

More information at <https://opentop.es>

The Business Growth Programme of Opentop in the Case Study "Mediterranean Ports: Port of Valencia"

Fundación Valenciaport will propose to the selected company an agreement that will be prerequisite to access to the pilot project and Opentop's programme.

The activities of Opentop's programme will respond to a personalised work plan that will be designed with the entrepreneurial teams. At the same time, group activities will be held to promote networking, training and cooperation. The programme is blended with face-to-face activities at Opentop's locations and online activities.

The selected project participating in the Programme will receive a complete package of acceleration services and benefits with the aim of boosting the growth of the business in the market. By way of example and without limitation, the Programme will provide the Project with competitive tools such as the following:

- Analysis of the initial situation of each project/company and personalised programme, working on the definition of strategic objectives, operational objectives and a specialised work plan for their achievement.
- Monthly monitoring of the work plan.
- Training activities according to the needs identified in the teams.
- Advice from top-level mentors, personalised according to the needs detected in the teams, in areas such as: business model and strategy, legal, branding, marketing and sales, financing, etc.

- Advice on maritime, logistics and port business issues provided by experts from FUNDACIÓN VALENCIAPORT and potentially, from other ARSINOE consortium members.
- Visibility to Opentop Partners' decision-makers.
- Third-party service offerings.
- Visibility of the project in the media and social media.
- Participation in events related to innovation and/or entrepreneurship in the port-logistics sector.
- Access to the Telefónica Open Future global online network.
- Networking between teams and with professionals in the innovation and port-logistics sector.
- Support and advice in the presentation of proposals to innovation funding programmes and access to investors to present the project in its search for funding.