

Exports of clusters of CB economic strengths shipbuilding, maritime, renewable energy, automation and ICT to Namibia as a stable point of entry to the Southern African markets (SME Aisle)

Programme Priority: P1 Competitive economy

Programme Specific Objective: 1.3. More exports by the Central Baltic companies to new markets

Sub-programme: Central Baltic

Duration: 01.03.2018 - 31.08.2022

Total funding: 1.731.850 EUR

ERDF funding: 1.358.178 EUR ERDF

Project Summary:

CB region companies in Finland incl. Åland, Estonia, Latvia, Sweden have strong competences in maritime clusters (shipbuilding, maritime & logistics, renewable energy, automation, ICT). However, many CB companies are too small and their expertise is very limited/scattered to enable export activities on the fast growing Southern African market (62% of global population in Africa by 2050). There are vast export possibilities for an adaptable, scalable product and services concept for CB region companies as clusters to these markets. The customers expect concept solutions for products and services.

The main objective is to increase CB's SME's sales by developing a joint concept that uses Namibia as a safe entry point to coastal Southern African (SA) countries (e.g. South Africa, Angola, Mozambique). All SME Aisle partners are already operating actively within safe, smart and environmentally friendly maritime clusters to promote export from Finland, Latvia, Estonia and Sweden. The lead partner has deep expertise and consistent connections in Namibia's business environment since 2012. The project activities are detailed market analysis a feasibility study, development and adaptation of concepts for products and services with a capacity building of 20 selected pilot companies from CB. The customers in SA are public operators, PPPs and private companies.

The number of clusters planned to be created in the framework of the project is five: 1) metacluster between the countries and clusters with compatible products and services: "CB maritime cluster"; 2) infrastructure (machinery, renewable energy, automation, ICT solutions) in ports and hinterlands; 3) ship building, retrofitting; 4) certified training (maritime, crewing, renewable energy, automation, ICT); 5) expert services on safety, surveillance, environment and custom clearance procedures etc.. Min. 15 companies have achieved sales in Southern African countries by the end of the project. ?

Map of Partners

Partners

Lead Partner

Satakunnan ammattikorkeakoulu

Country: FI

www.samk.fi [1]

Partner budget: 578.802 EUR

Amount of ERDF funding: 422.526 EUR ERDF

Project Partners

Prizztech Oy

Country: FI

www.prizz.fi [2]

Partner budget: 299.163 EUR

Amount of ERDF funding: 218.389 EUR ERDF

Latvijas Tirdzniecības un ražotniecības kamera

Country: LV

<http://www.chamber.lv/en/> [3]

Partner budget: 167.030 EUR

Amount of ERDF funding: 140.305 EUR ERDF

Mašīnbūves un Metālapstrādes Ražotniecības asociācija

Country: LV

<http://www.masoc.lv> [4]

Partner budget: 309.501 EUR

Amount of ERDF funding: 259.981 EUR ERDF

Tallinna Tehnikaülikool

Country: EE

www.ttu.ee/mereakadeemia [5]

Partner budget: 377.354 EUR

Amount of ERDF funding: 316.977 EUR ERDF

Associated Partners

Satakunnan kauppakamari

Country: FI

Svensk Vindkraftförening

Country: SE

Results

Expected results

Achieved results

Project result in category - New cluster co-operation exporting to new markets

Exports of clusters of CB economic strengths shipbuilding, maritime, renewable energy, automation and ICT to Namibia as a stable point of entry to the Southern African markets resulted in six sales and two joint ventures in Namibia and Zambia

The goal of the project SME Aisle was to support the exports of Estonian, Finnish, Latvian and Swedish companies on the fields of shipbuilding, maritime, logistics, renewable energy, automation and information communication technology to Southern African markets, especially having a focus on Namibian, South African and Zambian markets.

The project introduced Southern African markets for hundreds of organisations, especially to SMEs. Altogether 45 SMEs participated in business missions to target markets which resulted in six sales and two joint ventures in Namibia and Zambia.

All achievement of the project are collected to freely available browser-based SME Aisle ePlatform tool <https://smeaisle.samk.fi/en/smeaisle> [6] The ePlatform introduces the project results and promotes business co-operation between the Central Baltic region and Southern African markets.

Project page in database

[Exports of clusters of CB economic strengths shipbuilding, maritime, renewable energy, automation and ICT to Namibia as a stable point of entry to the Southern African markets](#) [7]

At a glance

- The project introduced Southern African markets for hundreds of organisations.
- 45 SMEs participated in business missions to target markets

- The missions resulted in six sales and two joint ventures in Namibia and Zambia.

Tags

[clustering and economic cooperation](#) [8]

[SME and entrepreneurship](#) [9]

Project Visibility

Social media links

[Facebook page @SMEAisle](#) [10]

[Webpage](#) [11]

[Twitter @SMEAisle](#) [12]

[Instagram @smeaisle](#) [13]

[Project partner webpage \(chamber.lv\) - about the project](#) [14]

[Project partner webpage \(masoc.lv\) - about the project](#) [15]

Other media visibility

[Mereakadeemia kutsub ettevõtjaid Aafrikat avastama](#) [16]

[MARTIN MÖLLITS Järsi külast võitis idufirmaga Timey USAs peapreemia](#) [17]

[MARTIN MÖLLITS Arukülast loodab iduettevõtte viia Aafrika turule](#) [18]

[Mereakadeemia otsib partnereid Namiibia turule viimiseks](#) [19]

[INTERREG "RADA UN RĢDA": 7 JAUNAS IDEJAS UN INICIATĪVAS, KAS TIEK ĶSTENOTAS TĒPAT BALTIJAS JĒRAS REĢIONĀ \(Interreg.lv, Jan.2021\)](#) [20]

Project videos

<https://youtu.be/pN2b0mIgzak>

Source URL:<https://database.centralbaltic.eu/printview/81>

Links

[1] <http://www.samk.fi> [2] <http://www.prizz.fi> [3] <http://www.chamber.lv/en/> [4] <http://www.masoc.lv> [5] <http://www.ttu.ee/mereakadeemia> [6] <https://smeaisle.samk.fi/en/smeaisle> [7] <https://database.centralbaltic.eu/project/81> [8] <https://database.centralbaltic.eu/tags/clustering-and-economic-cooperation> [9] <https://database.centralbaltic.eu/tags/sme-and-entrepreneurship> [10] <https://www.facebook.com/SMEAisle/> [11] <https://sub.samk.fi/projects/smeaisle/> [12] <https://twitter.com/SMEAisle> [13] <https://www.instagram.com/smeaisle/> [14] <https://www.chamber.lv/lv/content/2386> [15] <https://www.masoc.lv/aktivitates/projekti/smeaisle> [16] <https://www.logistikauudised.ee/uudised/2018/06/12/mereakadeemia-kutsub-ettevotjaid-aafrikat-avastama> [17] <http://sonumitooja.ee/mar%C2%ADtin-mol%C2%ADlits-jar%C2%ADsi-ku%C2%ADlast-voi%C2%ADtis-idu%C2%ADfir%C2%ADma%C2%ADga-ti%C2%ADmey-usas-peap%C2%ADree%C2%ADmia/> [18] <https://sonumitooja.ee/martin-mollits-arukulast-loodab-iduettevotte-viia-aafrika-turule/> [19] <https://majandus24.postimees.ee/6529538/mereakadeemia-otsib-partnereid-namiibia-turule-viimiseks> [20] <https://www.interreg.lv/lv/aktualitates/interreg-rada-un-rada/interreg-rada-un-rada-7-jaunas-idejas-un-iniciativas-kas-tiek-istenotas-tepat-baltijas-juras-regiona/>