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**Romanian Ministry of Regional Development and Tourism
Joint Managing Authority**

Grant Application Form

Reference: 2nd Call for Proposals
Joint Operational Programme “BLACK SEA BASIN 2007-2013”

Deadline for submission of proposals: 30th of September 2011

Title of the joint Action and acronym:	SEcuring TRansit CONTainers (SETRACON)
Location(s) of the joint Action:	<i>Greece, Kentriki Makedonia Region, Thessaloniki Town and Anatoliki Makedonia Thraki- Region, Alexandroupolis Town Bulgaria, Yugoiztochen Region, Burgas Town Ukraine, Odeska Oblast, OdeskaTown</i>
Name and country of the Applicant	Alexander Technological Institute of Thessaloniki (ATEI-Th.), Greece
Name of the IPA Financial Beneficiary ¹	N/A
Priority and measure	Priority 1: “Supporting cross border partnerships for economic and social development based on combined resources” Measure 1.1: “Strengthening accessibility and connectivity for new intra regional information, communication, transport and trade links”

Dossier No	
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(for official use only)

¹ If at least one Turkish partner is involved in the project



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Legal status of the Applicant	<i>Body governed by public law</i>	
Partner(s) ²	Name: Port Authority of Alexandroupolis Country: Greece Legal status: Public undertaking operating in the water, energy and transport services sectors	
	Name: Port of Burgas Country: Greece Legal status: Public undertaking operating in the water, energy and transport services sectors	
	Name: Odessa Regional Centre for Investment and Development Country: Ukraine Legal status: Regional public authority	
Estimated ENPI total eligible cost of the joint Action (A1)	ENPI amount requested from the Joint Managing Authority (B1)	% of estimated ENPI total eligible cost of action (B1/A1x100)
EUR 535.000,00	EUR 481.500,00	90%
Estimated IPA total eligible cost of the joint Action (A2)	IPA amount requested from the Joint Managing Authority (B2)	% of estimated IPA total eligible cost of action (B2/A2x100)
EUR 0,00	EUR 0	0%
Estimated ENPI+IPA total eligible cost of the joint Action (A1+A2)	ENPI+IPA amount requested from the Joint Managing Authority (B1+B2)	
EUR 535.000,00	EUR 481.500,00	
Total duration of the joint Action :	<i>Twenty four (24) months</i>	
Applicant's contact details for the purpose of this Action ³		
Postal address:	Sindos, P.O. BOX 141, GR - 574 00 Thessaloniki, Greece	
Telephone number: (fixed and mobile) Country code + city code + number	00302310013102	
Fax number: Country code + city code + number	00302310798231	
Contact person for this joint Action:	Professor Dr. Konstantinos Varsamidis, Vice President of ATEI-Thessaloniki	
Contact person's email:	kvars@phys.teithe.gr	

² Add as many rows as partners

³ Important: this will be the only contact details used during the evaluation please ensure their availability.



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Address:	P.O BOX 141, GR - 574 00 Thessaloniki, Greece
Website of the Organisation:	www.teithe.gr

Any change in the addresses, phone numbers, fax numbers and in particular e-mail, must be notified in writing to the Joint Managing Authority. The Joint Managing Authority will not be held responsible in case it cannot contact an Applicant.



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Grant Application Form

1. GENERAL INFORMATION

Reference of the Call for Proposals	<i>2nd Call for Proposals</i>
Title of the joint Action and acronym:	SEcuring TRAnsit CONTainers (SETRACON)
Priority and Measure	Priority 1: “Supporting cross border partnerships for economic and social development based on combined resources” Measure 1.1: “Strengthening accessibility and connectivity for new intra regional information, communication, transport and trade links”
Partners	
<i>Applicant⁴:</i>	<i>Alexander Technological Institute of Thessaloniki (ATEI-Th.), Greece, Region of Kentriki Makedonia</i>
<i>ENPI Partner no 1:</i>	<i>Port Authority of Alexandroupolis, Greece, Region of Anatoliki Makedonia - Thraki</i>
<i>ENPI Partner no 2:</i>	<i>Port of Burgas, Bulgaria, Yugoiztochen Region</i>
<i>ENPI Partner no 3⁵:</i>	<i>Odessa Regional Centre for Investment and Development, Odeska Oblast</i>
Location(s) of the joint Action:	<i>Greece, Kentriki Makedonia Region, Thessaloniki Town and Anatoliki Makedonia- Thraki Region, Alexandroupolis Town Bulgaria, Yugoiztochen Region, Burgas Town Ukraine, Odeska Oblast, OdeskaTown</i>
Total duration of the joint Action:	24 months
Objectives of the joint Action⁶	The overall objective of the joint action is the improvement of containers’ tracking through

⁴ According with ENPI Implementing Regulation, the body which signs a grant contract with the Joint Managing Authority and which assumes full legal and financial responsibility for project implementation vis-à-vis that authority is called ‘Beneficiary’. Until the grant contract is signed, any body that submits a proposal is called ‘Applicant’.

⁵ Please insert as many rows as you need for ENPI partners.

⁶ This section will also be used by the evaluators during the full application evaluation. Please include all relevant information.



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	<p>systematic approach and standardized security procedures that will enable the immediate and automatic identification and tracking of a sealed container during its transportation between different container terminals. The project intends to achieve the following specific objectives to contribute to the overall objective:</p> <ul style="list-style-type: none"> • Increase cooperation levels among port authorities • Identification and prototyping of the business processes involved in the security procedures of containers in each port • Online monitoring and security surveillance
Target group(s)	Port authorities, Police and Security Authorities
Final beneficiaries	Third Party Logistics providers, Forwarders / Carriers (which are the companies / providers of logistics services), Exporters and Importers, Academic institutions
Estimated results	<ul style="list-style-type: none"> • Improved transparency and optimal processing of information related to the monitoring, management and safety of container security • Increased intra-regional cooperation relations in the Black Sea Basin • Create a general framework for collaboration towards containers' monitoring and securing inside the Basin
Main activities	<ul style="list-style-type: none"> • GA1 Development of the web application for containers' monitoring and securing • GA2 Pilot operation and evaluation of the web application for containers' monitoring and securing • GA3 Visibility of the Action • GA4 Management and coordination of the Action



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2. THE JOINT ACTION

2.1 COST OF THE JOINT ACTION AND AMOUNT REQUESTED FROM THE JOINT MANAGING AUTHORITY

Estimated total eligible costs of the Applicant (A1.1)	ENPI amount requested from the Joint Managing Authority (B1.1)	% of estimated ENPI total eligible cost of action (B1.1/A1.1x100)
EUR 325.000,00	EUR 292.500,00	90%
Estimated total eligible cost of ENPI Partner 1 (A1.2)	ENPI amount requested from the Joint Managing Authority (B1.2)	% of estimated ENPI total eligible cost of action (B1.2/A1.2x100)
EUR 95.000,00	EUR 85.500,00	90%
Estimated total eligible cost of ENPI Partner 2 (A1.3)	ENPI amount requested from the Joint Managing Authority (B1.3)	% of estimated ENPI total eligible cost of action (B1.3/A1.3x100)
EUR 70.000,00	EUR 63.000,00	90%
Estimated total eligible cost of ENPI Partner 3 (A1.4)	ENPI amount requested from the Joint Managing Authority (B1.4)	% of estimated ENPI total eligible cost of action (B1.4/A1.4x100)
EUR 45.000,00	EUR 40.500,00	90%
Estimated total eligible cost of IPA Partner 2 (A2.1)	IPA amount requested from the Joint Managing Authority (B2.3)	% of estimated IPA total eligible cost of action (B2.3/A2.3x100)
EUR	EUR	%
Estimated ENPI TOTAL eligible cost of the joint Action (A1=A1.1+A1.2+A1.3+A1.4)	ENPI amount requested from the Joint Managing Authority (B1)	% of estimated ENPI total eligible cost of action (B1/A1x100)
EUR 535.000,00	EUR 481.500,00	90%
Estimated IPA TOTAL eligible cost of the joint Action (A2=A2.1+A2.2+A2.3)	IPA amount requested from the Joint Managing Authority (B2)	% of estimated IPA total eligible cost of action (B2/A2x100)
EUR	EUR	%
Estimated ENPI+IPA total eligible cost of the joint Action (A1+A2)	Amount requested from the Joint Managing Authority (B1+B2)	
EUR 535.000,00	EUR 481.500,00	90%
Please note that the cost of the joint action and the contribution requested from the Joint Managing Authority have to be expressed in EURO		



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2.2 TYPE OF THE JOINT ACTION (PROJECT)

As presented in Section 2.1.3 of the Guidelines for Grant Applicants,

Please check the type of joint action:

- Integrated project
- Symmetrical project
- Project implemented mainly or entirely in a single participating-country but having a cross-border impact

Please check the criteria which the joint action fulfils:

- Joint development
- Joint implementation
- Joint staffing
- Joint financing

2.3 RELEVANCE OF THE JOINT ACTION⁷

2.3.1 RELEVANCE TO THE OBJECTIVES AND PRIORITIES OF THE CALL FOR PROPOSALS

Please provide all the following information:

<p>1. Describe the relevance of the joint Action to the objective and priority of the call for proposals.</p>
<p>The proposed Joint Action has a strong relevance to the global and specific objectives of the Programme. First, all the involved parties will cooperate to increase the capacity and efficiency of the port authorities in terms of the management and security of transit containers. By securing the handling of containers across the marine supply chain the ports will become more attractive to potential new business. This will generate new jobs and income in the local economies. The above will result not just in a magnified total economic impact, but also in a broadening economic and social impact that will influence every sector in the local economy such as retail and wholesale trade, manufacturing, finance, insurance and real estate, and services. Under a common objective the involved parties and the corresponding countries will share and combine resources, facilities, competencies and experiences to help accomplish the goals of securing and facilitating the movement of legitimate trade.</p>
<p>2. Describe the relevance of the joint Action to any specific measures and any other specific requirements indicated in the guidelines of the call such as partnership, local ownership etc.</p>
<p>The SETRACON Joint Action will strengthen the partnerships between the involved ports by establishing standardized security processes and suggesting a common infrastructure for the management of containers. By improving the process of monitoring and examining containers by developing and fully utilizing state-of-the-art technology the Black Sea</p>

⁷ This section will also be used by the evaluators during the full application evaluation. Please include all relevant information.



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nations will become safer and their economies more secure. All the involved parties will share the required capacities to inspect the transit containers identified as posing a potential security risk and providing benefits and incentives to local governments and organizations, as well as, to their trading partners. The collaboration between partners will improve their capabilities and increases the overall effectiveness of the logistics processes. The mutual goal is to target containerized cargo that poses a potential security risk and secure maritime trade.

3. Describe which particular expected outputs and results mentioned in Section 8 of this Grant Application Form (Indicators of the Programme) will be addressed.

The following expected outputs and results will be addressed:

OUT 1: Number of cross border partnerships for local development projects created - target value: 3

OUT 2: Number of entrepreneurs / economic agents involved in project activities - target value: 8

OUT 5: Number of new researched and/or established links of information, communication, transport and trade - target value: 8

RES 1: Number of project partnerships establishing permanent economic relations between the economic actors from different countries after the end of project activities - target value: 1

RES 5: Number of local administrations and organizations activating new types of services or new ways of providing existing services - target value: 4

4. Demonstrate the type of the joint Action (project): integrated project, symmetrical project or project implemented mainly or entirely in a single participating-country but having a cross-border impact.

The type of the proposed project is symmetrical that is the Applicant and its partners will carry out similar activities in parallel. The activities foreseen have similar character and a cross border impact for achieving a common objective.

5. Demonstrate the cross-border character of the joint Action. Explain how at least two of the following criteria (1) joint development; (2) joint implementation; (3) joint staffing; or (4) joint financing are fulfilled.

Joint development: the Port Authorities (Ports of Alexandroupolis and Burgas) will provide the requirements for the standardization of the business processes involved in the security procedures of containers handling while the Applicant (ATEI-Th) will develop the models of the business processes. Furthermore, port authorities will assess the user requirements of the proposed platform, Odessa Regional Center for Investment and Development will evaluate the existed technologies and practices, and the Applicant will develop the web system.

Joint implementation: all the partners will participate to the pilot implementation and the operation of the proposed processes and platform for the monitoring of containers that move from one port to another. They will provide the required feedback so as the Applicant can refine and make the appropriate modifications to both containers' processes and system.



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2.3.2 RELEVANCE TO THE PARTICULAR NEEDS AND CONSTRAINTS OF THE TARGET COUNTRIES, REGIONS AND/OR RELEVANT SECTORS (INCLUDING SYNERGY WITH OTHER EU INITIATIVES AND AVOIDANCE OF DUPLICATION)

Please provide all the following information:

1. Identify clearly the specific pre-project situation in the target countries, regions and/or sectors (include quantified data analysis where possible).

Maritime transportation plays an important role in the development of international trade of the European Union as 90% of the international trade volumes and 40% of the internal trade volumes are transported by maritime transport (Eurostat, 2009)⁸. According to the same report the expected increase of containerized general cargo volumes at Black Sea container terminals will reach in 2018 about 350 million tons. In 2007 the volume of cargoes transported on short-sea shipping routes accounted for 1.86 billion tons which represents an increase of 1.3 % as compared to 2006. According to Eurostat (<http://ec.europa.eu/transport/maritime>) the same tendency is valid for containerized general cargo transportation on container feeder lines: an increase by 20% on a yearly basis is ascertained during the last decade and as of the beginning of year 2011 containerized cargo transported on feeder lines accounts for 50% of the container traffic in the EU. The Black Sea offers numerous opportunities for regional cooperation as an important crossroad of commerce. However, its location also facilitates illicit trade issues and security threats. Such threats should not be underestimated as they fuel political movements and disrupt regional economies. Furthermore, since Bulgaria and Romania is becoming the external boundary of the European Union, border security in the Black Sea area is becoming extremely significant for Europe as a whole. The problem of security is also a critical success factor for the development of sea transportations which is the main transportation mean in the targeting region. According to Varbanova (2010)⁹ an increase of volumes transported on feeder lines in the Black Sea region enhances the opportunity to attract more cargoes on short sea shipping routes and ensures for higher capacity utilization in order to achieve higher efficiency of transportation. Therefore, by effectively confronting with security issues Black Sea ports can provide better services and enhance maritime trade.

2. Provide a detailed analysis of the problems to be addressed by the joint Action and how they are interrelated at all levels. In addressing this point, refer to any significant plans undertaken at national, regional and/or local level relevant for the joint action and describe how the joint action will relate to such plans.

It is widely known that the importance of container transportation is growing in global maritime business. Black Sea region lags behind other regions of the world in the level of containerization of cargo. The world economic crisis, revealed that overall container handling capacities of the Black Sea region were rather in excess, than in deficit. Container handling at Black Sea ports was severely hit by the recent economic turmoil. There are many reasons for this; one critical success factor is security of containers' cargo.

According to the "Ex-post Evaluation of PASR Activities in the field of Security and Interim

⁸ Eurostat, Panorama of Transport, 2009, p. 90-91, ISBN, 978-92-79-11119-85

⁹ Varbanova A. (2010), Current issues in operational planning of general cargo transportation on container lines in Black Sea region, International Virtual Journal



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Evaluation of FP7 Security Research” among the main shortcomings with regard to the current situation in respect of the security aspects of transit containers in Black Sea are:

The need for further investment to improve technologies for secure containers (e.g. equipped with Intrusion Detection Sensors, electronic seals and data device reading capabilities), and

Limited interoperability between sectoral stakeholders and systems, a need to link up networks of heterogeneous sensors.

This EU report concluded by arguing that “These overarching challenges require capabilities and standards to be developed on a technical level as well as on tactical, operational and strategic levels”.

According to a recent study by United Nations Conference on Trade and Development (UNCTAD) (2007) the port related expenditures of the ISPS Code range between about \$1.1 billion and \$2.3 billion initially and \$400 million and \$900 million annually. These expenditures would be equivalent to increases in international maritime freight payments of 1% and 0,5% respectively. This will decrease the competitiveness of the Black Sea ports. Therefore, new and innovative ideas are required based on the internet technologies and practices.

3. Demonstrate the relevance of the joint action to the particular needs and constraints of the target countries and regions and how the results of the joint action shall have a cross border impact on the area.

The adoption of the proposed security processes by the involved port authorities and the usage of the web application will help in real-time identification and tracking of transit containers, reaching new levels of traceability and control. Ports authorities and the Companies (customers of the port authorities) will know at any point in time, where their assets are and all movements at key locations will be recorded for eventual streamlining and optimizations. These will lead to an enhanced security, reduced capital costs and significant overall savings in the run for the involved ports.

Specifically, the proposed project will enable ports authorities, shippers and carriers to: monitor container security and integrity, speed shipments through the supply chain, verify that a container was loaded at a secure loading point. Moreover, significantly reduce the likelihood a tamper event may happen during container transit, gather enough data to conduct a “virtual inspection” in advance of arrival, guarantee that shipping containers meet governmental security regulations and avoid extensive delays in the shipment and receipt.

The above will significantly support the effectiveness and efficiency of the port authorities to provide better services to their customers. This will strengthen the image of the port authorities to the big and multinational companies and thus to increase the number of containers handling. Moreover, the increase in local ports’ efficiency is expected to significantly contribute to the “extroversion” of the region’s enterprises, to the increase of their exports, to the reduction of their logistics costs and thus to the increase of their competitiveness.

4. Where the joint Action is the continuation of a previous Action clearly indicate how the proposed joint Action is intended to build on the activities/ results of this previous Action; refer to main conclusions and recommendations of evaluations that might have been carried out.

This Action is not a continuation of a previous Action instead will contribute to past and



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current EU research initiatives and legislations regarding the security issues of container transit handling.

5. Explain whether your joint Action has links to various policies and initiatives implemented in the Black Sea Region, for example initiatives under DABLAS, Commission for the Protection of the Black Sea against pollution etc.

At global level there are several initiatives that respond to the need of security of containers. The major ones are the International Ship and Port facility Security (ISPS) Code that was endorsed by the IMO and the Code of Practice on Security in Ports as collectively agreed by the IMO & ILO (2003). Other major policies have been port related ISO standards, such as the ISO 20858 and the ISO 28000 (ISO, 2004; 2005), the ILO's (2003) Revised Seafarer's Identity Documents and the 2004 World Customs Organization's Resolution on security and facilitation measures concerning the international trade supply chain.

At Black Sea level there are two main initiatives:

SECCONDD (Secure Container Data Service Standardization) under the 2005 call. Its main objective is the development of a container tracking system based on the scanning of container barcodes (it is worth stated that the data storage interface is yet to be standardized).

IMCOSEC (Integrated approach to Improve the supply chain for COntainer transport and integrated SECurty simultaneously) under the FP7 Security SEC-2009-1.1-01 call. The aim was to identify and characterise gaps in cargo transport security and benefits for logistics, showing possibilities and challenges for an improvement of security and efficiency for the supply chain simultaneously. This project started at April 2010 (no results / findings are available at the moment).

Relative regulations, directives and guidelines regarding the container security at both EU and Global level:

2002: "International maritime security requirements" adopted by The International Maritime Organisation (IMO) under the 1974 SOLAS Convention, and the International Ship and Port Facility Security (ISPS) Code.

2004: "Regulation (EC) No 725/2004" of the European Parliament.

2004: "Council Decision 2004/634/EC" an agreement among EU and USA.

2008: "Commission Regulation (EC) No 324/2008" of the European Commission. Three (3) initiatives have been put in place between local and regional authorities: 1) Euro-Mediterranean, 2) Northern Dimension Policy Framework and the 3) Black Sea Synergy. Black Sea Synergy aims to develop the collaboration between the countries in the Black Sea Region as well as between the region itself and the EU in the areas of maritime surveillance policy, but also energy and the environment. The Commission established a Black Sea Cross-Border-Cooperation programme under the European Neighbourhood and Partnership Instrument (ENPI) focusing on supporting regional level cooperation in Black Sea coastal areas.

6. Where the joint Action is part of a larger programme, clearly explain how it fits or is coordinated with this programme or any other planned project. Specify the potential synergies with other initiatives, in particular from the European Commission.

This Action is not a part of a larger programme.



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2.3.3 DESCRIBE AND DEFINE THE TARGET GROUPS AND FINAL BENEFICIARIES, THEIR NEEDS AND CONSTRAINTS AND HOW THE JOINT ACTION WILL ADDRESS THESE NEEDS

Please provide all the following information:

1. Include a description of each of the target groups and final beneficiaries (quantified where possible), including selection criteria.

The following groups will be benefited from the proposed SETRACON Joint Action:

Port authorities, as well as, Police and Security Authorities (Coast Guard) overall, by providing more efficient and effective government operations and ensuring national security. Specifically, by: 1) consistently monitoring container security and integrity, 2) verifying that a container was loaded at a secure loading point, 3) Guaranteeing that shipping containers meet governmental security regulations, 4) gathering enough data to conduct a “virtual inspection” in advance of arrival or during transportation, 5) reducing environmental effects of freight transport, and 6) reducing congestion and expanded capacity for transportation infrastructure.

Third Party Logistics providers, Forwarders / Carriers (which are the companies / providers of logistics services), overall, by increasing efficiency and productivity. Specifically, by: 1) improving reliability and service quality, as a practice to retain good customers and grow market share and revenue, 2) speeding shipments through the supply chain, 3) improving shipment and container integrity, built around a core of security issues and 4) reducing the likelihood a tamper event may happen during container transit.

Exporters and Importers (as clients of the logistics services), by avoiding extensive delays in the shipment and receipt and receiving better and more reliable services.

Academic institutions specialized at the application of ICT in Logistics and Supply Chain Management, by examining and evaluating in practice both business (security) processes and information systems and technologies in practice and in real life cases.

2. Identify the needs and constraints of each of the target groups and final beneficiaries.

The basic needs of the target groups that the SETRACON will try to effectively confront with are safety of the transit containers, as well as, a real-time monitoring and security surveillance. Moreover, even if there are guidelines and legislatives these are rather generic and they are not focused on the special needs of the port authorities of the Black Sea region. The targeting region is characterized by a number of challenges such as the limited implementation of innovative and advanced technologies, the limited know-how of the standardization of security processes and of course the reluctance to adopt new and advanced practices.

3. Demonstrate the relevance of the proposal to the needs and constraints of the target groups and final beneficiaries and how the joint Action will provide the desired solutions, in particular for the targeted beneficiaries.

For each of the above needs and constraints the SETRACON Joint Action program proposes the following desired solutions:

Needs and constraints	Desired solutions
Safety of the transit containers	• An integrated solution that will enable the



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	immediate and automatic identification and tracking of a sealed container during its transportation between different container terminals
Online monitoring and security surveillance	<ul style="list-style-type: none"> • Web application that monitors the handling of the containers that move across the maritime supply chain of the partners' port authorities
Standardization of security processes	<ul style="list-style-type: none"> • Standardized business processes in a totally alignment with the existed legislations of EU, as well as, the special needs of the involved parties and the necessary resources available
Constraint: limited knowhow, capacities, infrastructure and adoption of innovative and advanced technologies	<ul style="list-style-type: none"> • The proposed platform will require only a secured internet connection • The business (security) processes will demand managerial than technical background by the final users / decision makers
4. Explain any participatory process ensuring the participation of target groups and final beneficiaries.	
<p>SETRACON Joint Action is an integrated research project and all the involved partners are cooperated for the achievement of its main objectives. Specifically:</p> <p>Port authorities, as well as, Police and Security Authorities (Coast Guard).</p> <ul style="list-style-type: none"> - User requirements (both processes and system), Pilot implementation, Evaluation and provision of feedback. <p>Third Party Logistics providers, Forwarders / Carriers (which are the companies / providers of logistics services) and the Exporters and Importers (as clients of the logistics services).</p> <ul style="list-style-type: none"> - User requirements of an application for the monitoring and securing the transit containers. <p>Academic institutions.</p> <ul style="list-style-type: none"> - Design and development of models and web applications. 	

2.3.4 PARTICULAR ADDED-VALUE ELEMENTS

1. Indicate any specific added value elements, in particular promotion or consolidation of public/private partnerships, innovation and best practices, or other cross-cutting issues such as environmental issues, promotion of gender equality and equal opportunities, needs of disabled people, rights of minorities and rights of indigenous peoples.
<p>With the proposed project, port authorities will closely work together with a public university and a research center in order to come up with innovative solutions towards enhancing container shipments' security and traceability in order to significantly increase ports' operational efficiency. Increase in shipments' security and traceability is expected to increase public/private partnerships through the close collaboration of companies and</p>



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local ports. Moreover, the selection of IP-RFID methodology as the most appropriate technology is considered state-of-the-art for tracking shipments since this allows all stakeholders (port authorities, companies, retailers, customers, etc.) to simultaneously have access to the required information, without a need for costly infrastructure. This will contribute to stakeholders' equal opportunities on available information. Last but not least, with the implementation of the developed infrastructure, significant added value is also expected as regards the environmental concerns. Containers transporting toxic, flammable and other hazardous materials need to be scholastically monitored. Thus, increase in their shipment security will add to the minimization of potential environmental deterioration.

The proposed project is not related with gender equality, needs of disabled people, rights of minorities and rights of indigenous peoples. However, within "Management and coordination of the Action" (Group of Activities 4), equal opportunities, gender equality, needs of disabled people, rights of minorities and rights of indigenous peoples will be closely monitored and assessed.



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2.4 DESCRIPTION OF THE JOINT ACTION

2.4.1 DESCRIPTION OF THE JOINT ACTION AND ITS EFFECTIVENESS (MAX 15 PAGES)

Provide a description of the proposed joint Action, including all the information requested below:

- In order to facilitate the management of the joint Action, Applicants are asked to divide the joint Action into thematically diversified components: Groups of Activities interlinked thematically in the joint Action. The joint Action must provide a comprehensive description of the activities and the implementation process planned under each Group of Activities (GA). The description under GAs must be as precise as possible to deliver a clear picture of the planned activities and their outputs and results, to allow for proper assessment of the relevance and necessity of the joint Action, as well as its cost-effectiveness and cross-border impact.
- The last GA must always contain information about the overall *management and coordination of the joint Action* activities and the penultimate GA must always contain information about the *visibility of the joint Action* activities. The remaining GAs (up to 3 thematic GAs) will be defined by the joint Action. First, the joint Action must define the titles of the GAs, describe their aim and purpose (justification), and then provide the description of the GAs as defined below in the GA tables.
- In the tables below, the joint Action must identify and describe each activity to be undertaken in different Groups of Activities to produce the results and which partners are involved in implementing these activities. Also, it must justify the choice of the Groups of Activities, indicating their sequence and interrelation and specifying where applicable the role of each partner (or associates or contractors) in the activities. In this respect, the detailed description of activities must develop the action plan.

The information must be consistent with the contents of the Logical Framework (please see Section 2.4.5 of this Grant Application Form).

Please note that the texts in *blue* are provided only as examples and remember to delete them in the final version of the Grant Application Form.



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1. Background to the preparation of the joint Action

It is well known that containerized shipping is a critical component of international trade. Nowadays, container security issues have become critical, as they deal with the smooth operation of the marine supply chain management.

Container security can be achieved through a wide range of approaches, starting from increased inspections, the use of high security bolt seals or cable seals, the use of ICT technologies, etc.

In order to achieve high levels of security in containers' terminals, the consortium came up with the idea of the identification and prototyping of the business processes involved in the security procedures of containers in each port. It is believed, that this action will increase cooperation levels among port authorities. Moreover, the partners believe that the design and development of a state-of-the art web based system will improve the process of monitoring and examining containers.

2. Describe the key stakeholder groups and any consultation undertaken with them.

The key stakeholders can be classified into three main groups:

- Providers: Port authorities, as well as, Police and Security Authorities (Coast Guard)
- Users: Third party logistics providers, forwarders / carriers, exporters and importers
- Institutions: Academic institutions and regional centers for development.

It can be stated that from consultation it has been reported both from providers and users the need of prototyping of containers handling security processes and the use of real time information regarding security issues.

3. Describe the objectives of the joint Action. Elaborate here on the objectives mentioned in the table in section 2.1 above.

This project proposes a systematic approach and standardized security procedures, as well as, a corresponding web application that will enable the immediate and automatic identification and tracking of a sealed container during its transportation between different container terminals. The terminals are located at the following countries: Greece, Bulgaria.

The proposed systematic approach includes standardized business processes which will be formed in a totally alignment with the existed legislations of EU, as well as, the special needs of the involved parties and the necessary resources available. Furthermore, the web-application will be based on advanced and state-of-the-art technologies (such as IP-RFID) and will require only a secured internet connection and a managerial than technical background by the final users / decision makers.

4. Provide brief information on the types of activities foreseen to be implemented, by grouping them in thematic groups of activities and specify related outputs and results, including a description of linkages/relationships between the groups of activities. Please also briefly indicate the role of the partners in the implementation of the different groups of activities.

The structure of the proposed project is outlined in Figure 1. In brief, the project consists



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of two research Group of Activities (GAs), one GA for the visibility of the proposed project and one GA dealing with the coordination and management of the whole project. The GAs for the visibility and the coordination/management of the whole project will be carried out in parallel to the two research GAs. More specifically, a robust dissemination plan (in the framework of the visibility GA) is designed in order to; communicate the progress of work, disseminate the findings and exchange ideas and know-how for the improvement of the work, create and operate an efficient project web portal, organize special events to disseminate the project outcomes to the widest possible audience (final conference).

Similarly, coordination and management activities are foreseen in order to; monitor and continuously evaluate the project, establish and implement efficient and robust procedures to manage and monitor project progress, timely and efficiently co-ordinate the project's tasks, ensure the financial and technical management of the project, report regularly the technical progress and the financial status of the project to the Black Sea Basin Joint Operational Programme Authorities, ensure the highest quality control and quality assurance of all project deliverables, implement an effective risk management strategy, and identify exploitation opportunities to meet in particular policy and user needs.

Apart from the two aforementioned GAs, a GA for the development of the web application for containers' monitoring and securing will be carried out during the first 1,5 year of the proposed project. The outcome of the GA will be a first Release of the Web application, which will present the input for the second GA responsible for the pilot operation and evaluation of the web application for containers' monitoring and securing. During the last semester of the project, the application will be tested in real-world conditions in order to validate its applicability, user friendliness, soundness of results, as well as any other criteria that will arise as critical during the first stages of the project. This process will provide the adequate feedback to the previous GA (Development of the web application for containers' monitoring and securing) in order to implement all required modifications in the application's architecture and functionality before the release of the final version of the web application.

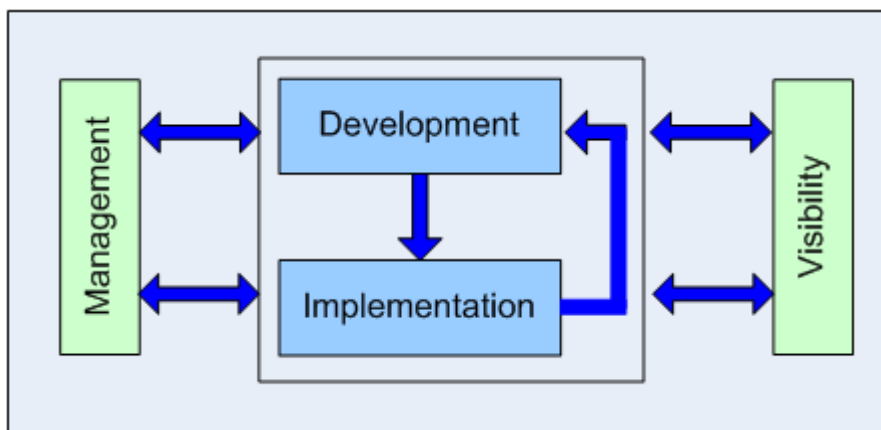


Figure 1: Mapping the Group of Activities and their inter-relationships.

5. Indicate the broad timeframe per group of activities for the joint Action and describe any specific factor that has been taken into account

The milestones per group of activities are the following:



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- Group of Activities 1
 - User requirements (Month 6)
 - State-of-the-art technologies (Month 6)
 - System architecture (Month 8)
 - System development (Month 17)
 - Internal and external validation (Month 18)
- Group of Activities 2
 - Pilot plan (Month 19)
 - Implementation of pilot system (Month 20)
 - Assessment (Month 22)
 - Final release (Month 24)
- Group of Activities 3
 - Communication Plan (Month 2)
 - Development of project web site (Month 6)
 - Production and dissemination of promotional material (Months 8,12,16 & 20)
 - Dissemination of press releases (Month 1 - 24)
 - Organisation of final event (conference) (Month 24)
- Group of Activities 4
 - Project Kick off meeting (Month 1)
 - Steering Committee meeting minutes (Months 5, 9, 13, 17 & 21)
 - Progress Reports and Final Report (Months 4, 8, 12, 16, 20, 24)

6. Explain the partners' relevance for the implementation of the joint Action, their level of involvement and the reasons for which the roles have been assigned to them. Demonstrate the coherence of the partnership and if it involves the appropriate partners to implement the proposed solution.

The SETRACON Action Project introduces an integrated scheme of the following partners:

- ATEI-Thessaloniki (Greece). Alexander Technological Educational Institute of Thessaloniki (ATEI-TH.) has significant experience in ICT, supply chain management, logistics and traceability, policy impact assessment, decision support systems and support tools, sustainable development and sustainable use of resources, and environmental management. In particular, ATEI-TH departments have participated in many national funded projects. Moreover, ATEI-TH has participated as Coordinator in European Projects. The participation in many funded projects has helped academics and researchers from ATEI-TH to gain significant experiences in the examined fields. During the recent years, the Research Committee of ATEI-TH has successfully managed more than 150 national and international research projects and programmes. Following, an indicative list of relevant national and international funded projects in the targeting region, that researchers from ATEI-TH have participated, is presented:



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1) Erasmus Mundus External Cooperation Window for Georgia, Armenia and Azerbaijan Grant Agreement nr 2009-1683 / 001-001-ECW, 2009 -2013, 2) Erasmus Mundus External Cooperation Window LOT5 II, 2008-2012, 3) LE-PEX - In-company learning processes expert (MIS LLP-LDV/TOI/2007/IT/186), 2007-2009, 4) Greek-Albania cooperation project, Application of physicochemical and ecotoxicological analysis for the assessment of water quality at Prespa lakes, 2005 - 2008, 5) Greek-Turkish Joint Research Project, Toxicity evaluation of major discharges in the coastal areas by using various bioassay and biomarker techniques, 2003- 2005, 6) TEMPUS JEP-15007-2000: Enhancing regional co-operation in South-eastern Europe: curriculum updating and adoption for tertiary level hospitality and tourism courses, 2004. ATEI-TH has also a quite sufficient experience in the development of Information Systems and especially of web applications. Moreover, all the Departments that participate from ATEI-TH have talented students and skilled staff internationally recognised with a wide spectrum of scientific specialities. Many researchers have shown increased research activity and their work has appeared in prestigious journals receiving a certain degree of recognition. In terms of participation in European projects, as showed in the above paragraphs, ATEI-TH has been quite active gaining significant experience, a strong research background and a track record of managing research projects and schemes.

- Alexandroupoli Port Authority of (Greece) covers geographically the biggest part of Thrace (Northeast Greece) both commercially and coastally. The advantage of the port of Alexandroupolis is that it is a port of international importance, the position of the port is strategic and it is also at the end of the PanEuropean corridor as a motorway and railway. It is connected with the Egnatia motorway which leads to Igoumentisa, Istanbul and south Bulgaria. The container terminal within the Port is one of the largest in the Mediterranean and this can contribute to become a significant regional gateway port to markets of the Southeast Europe. Therefore, it will help for giving a clear picture about the real needs of security handling of transit containers.
- Port of Burgas (Bulgaria) is a prominent and experienced Bulgarian Port Operator. The available equipment and technology allow all kind of bulk and general cargoes, trailers and containers to be handled, as well as several liquids and liquid chemicals through the dedicated facility. Port's managers and employees will help for giving a clear picture about the real needs of security handling of transit containers.
- Odessa Regional Center for Investment and Development (Ukraine) has a quite satisfactory experience regarding the adoption of innovative IST practices by public and private organisations. It will help for the assessment of the state-of-the-art technologies in order to design and develop the proposed web platform.

7. In case of partners (including the Applicant) registered and located outside the programme area¹⁰, in a joint Action implemented in the eligible area, please provide a substantial justification showing that the joint Action cannot be implemented or would have difficulties in achieving its objectives without that Applicant's/partner's participation.

N/A

¹⁰ This exception will be subject to approval of the JMC in the framework of the Guidelines for Grant Applicants.



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GROUP OF ACTIVITIES 1			
G R O U P o f A C T I V I T I E S 1	Name	Development of the web application for containers' monitoring and securing	
	Responsible partner(P): Applicant	Alexander Technological Educational Institute of Thessaloniki will coordinate GA1 and will be responsible for the or the development of the web application for containers' monitoring and securing	
	Involved partners	Partner 1 will provide with all required data about a) the current situation regarding the container handling of the examined ports, b) the common security threats regarding the container handling procedures, c) the real needs of security handling of transit containers	
	Partner no 1:		
	Partner no 2:	Same as Partner no 1	
	Partner no 3:	Same as Partner no 1	
	Aim and purpose (general description of the GA)	The main aim of the GA 1 is the development of a systematic approach and standardized security procedures, as well as, a web application that will enable the immediate and automatic identification and tracking of a sealed container during its transportation between different container terminals. The proposed systematic approach includes standardized business processes which will be formed in a total alignment with the existing legislations of EU, as well as, the special needs of the involved parties and the necessary resources available. Furthermore, the web-application will be based on advanced and state-of-the-art technologies and will require only a secured internet connection and a managerial than technical background by the final users / decision makers.	
	Activities description		Partners involved
	Activity 1:	Evaluation of the existing container handling processes both at "intra" and "inter" port activities	ATEI-Thessaloniki Port of Alexandroupolis Port of Burgas Odessa Regional Center for Investment and Development
	Activity 2:	Identification of common security threats regarding the container handling procedures	ATEI-Thessaloniki Port of Alexandroupolis Port of Burgas Odessa Regional Center for Investment and Development
Activity 3:	Assessment of users / decision makers requirements regarding the monitoring and securing of containers handling based on the existing EU regulations	ATEI-Thessaloniki Port of Alexandroupolis Port of Burgas Odessa Regional Center for Investment and Development	
Activity 4:	Development of reference models that standardize the required steps of the port activities for the containers' monitoring and securing	ATEI-Thessaloniki	



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Activity 5:	Development of a web application that monitors the handling of the containers that move across the maritime supply chain of the partners' port authorities	ATEI-Thessaloniki
Expected outputs (quantified)		
Months 1-4 <i>Until 1st Progress Report</i>	Report of the current state regarding the container handling of the examined ports (Month 2): Two (2) visits to a corresponding number of the cooperated Port Authorities to collect the required data for the identification of problems and malfunctions regarding the monitoring and security of the containers. Report of security threats regarding the container handling procedures (Month 4): In-depth interviews with 12 key persons who are responsible for the establishment and the management of security procedures of the transit container handling at the ports of the partners	
Months 5-8 <i>Until 2nd Progress Report</i>	Report of user requirements (Month 6): Four (4) in-depth interviews with the IT Managers of the cooperated port authorities. Quantitative analysis based on closed type questionnaires (200-250) to employees of the port authorities and employees of the companies that use the infrastructure and services of ports. Its main objective is the gathering of the requirements of an application for the monitoring and securing the transit containers Report (60-80 pages) including UML diagrams and their documentation (Month 8)	
Months 9-12 <i>Until Interim Report</i>		
Months 13-16 <i>Until 4th Progress Report</i>		
Months 17-20 <i>Until 5th Progress Report</i>	First Release of the Web application and a 40-50 pages manual (Month 18)	
Months 21-24 <i>Until Final Report</i>		
Expected results (listed; if possible, quantified)		
<ul style="list-style-type: none"> • Improved transparency and optimal processing of information related to the monitoring, management and safety of container security • Increased intra-regional cooperation relations in the Black Sea Basin 		



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GROUP OF ACTIVITIES 2			
G R O U P o f A C T I V I T I E S 2	Name	Pilot operation and evaluation of the web application for containers' monitoring and securing	
	Responsible partner (P): Partner no 1	Port Authority of Alexandroupolis will lead GA2	
	Involved partners	The Applicant will gather all the required modifications in the application's architecture and functionality before the release of the final version of the web application and will develop the final version of the system	
	Applicant:		
	Partner no 2:	Partner 2 will test the first release of the web application in real-world conditions (pilot testing) in order to validate its applicability, user friendliness, soundness of results, as well as any other criteria that will arise as critical during the first stages of the project	
	Partner no 3:	Same as Partner 2	
	Aim and purpose (<i>general description of the GA</i>)	GA 2 aims at planning, preparing and executing the pilot trials for the proposed web application, as well as, the modelled business processes under realistic conditions. Additionally, this GA involves the evaluation of the application and business processes' performance and the identification of specific points in the system's operation and philosophy where amendments need to be made	
	Activities description		Partners involved
	Activity 1:	Preparing of a Pilot Plan that consists of the: 1) Design of real life scenarios that simulate security intrusions and security crisis regarding the handling of transit containers, and 2) Identification of Key Performance Indicators (KPI's) for the performance measurement of the proposed monitoring and securing processes	ATEI-Thessaloniki Port of Alexandroupolis Port of Burgas
	Activity 2:	Implementation of the Pilot Plan that includes the assessment and analysis of the pilot observations regarding the monitoring and securing processes and the web application	ATEI-Thessaloniki Port of Alexandroupolis Port of Burgas
Activity 3:	Modifications and redesign of the monitoring and securing procedures	ATEI-Thessaloniki	
Activity 4:	Development of the Final Version of the web application	ATEI-Thessaloniki	
Expected outputs (<i>quantified</i>)			



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Months 1-4 <i>Until 1st Progress Report</i>	
Months 5-8 <i>Until 2nd Progress Report</i>	
Months 9-12 <i>Until Interim Report</i>	
Months 13-16 <i>Until 4th Progress Report</i>	
Months 17-20 <i>Until 5th Progress Report</i>	Report (30-40 pages) of real life scenarios and the corresponding KPI's for the performance measurement of the proposed monitoring and securing processes (month 19) Implementation of pilot system (month 20)
Months 21-24 <i>Until Final Report</i>	Web application and processes evaluation report (40-60 pages) (month 22) Revised monitoring and securing processes Final version of the Web application (month 24)
Expected results (listed; if possible, quantified)	
<ul style="list-style-type: none"> • Create a general framework for collaboration towards containers' monitoring and securing inside the Basin 	

GROUP OF ACTIVITIES 3			
G R O U P	Name	Visibility of the Action¹¹	
	Responsible partner (P): Partner no.2	Port of Burgas will coordinate all project visibility activities implemented in each of the 4 partner-towns from 3 countries and will be directly responsible for project visibility actions in Bulgaria, Yugoiztochen Region	
	Involved partners	Applicant is responsible for all visibility actions in Greece with Partner no.1	
	Applicant:		
	Partner no 1:	Is responsible for all visibility actions in Greece with Applicant	
	Partner no 3:	Is responsible for all visibility actions in Ukraine	
	Aim and purpose (general description of the GA)	The visibility measures of the project will be applied in an equal manner in all participants' countries and will promote the project, its outcomes and EU contribution. This measure will increase the reciprocal understanding between the Basin countries, with direct impact on local communities. Also the visibility of the action will assure a powerful promotion of the "Black Sea SETRACON" network at international level, enabling the network to be expanded in the future.	
		Activities description	Partners involved

¹¹ *Visibility of the joint Action* is compulsory as Group of Activities.



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of A C T I V I T I E S 3	Activity 1:	Preparation of the project communication plan for internal and external communication and dissemination activities.	Partner 2 will be responsible for the preparation of communication plan, validated by all partners.	
	Activity 2:	Setting up and regular update of project web site, upload of project outputs by all partners	Applicant will be responsible for the web site development (linked to the web application). All partners will upload project outputs	
	Activity 3:	Visibility on project progress in the media	Each partner will be responsible to send the press releases to relevant media in the region. In each partner region 5- 10 press releases per country will be sent during the project implementation, at milestones.	
	Activity 4:	Production and dissemination of leaflets on the project, outlining the importance of regional cooperation disseminated to general public during the project's events and by all partners. All the promo materials will be translated in all partners languages	Partner 2 will coordinate the production of materials; partners will be responsible for dissemination in each region. Each partner will give feedback on the general structure of the promotion materials. Each partner will translate in its own language the promotion materials.	
		Organisation of final event (conference)	All partners will participate with team representatives. A conference will be organised in Burgas, Bulgaria, with a total participation of 50 persons	
	Expected outputs (quantified)			
	Months 1-4 Until 1st Progress Report	Project Communication plan (Month 3) Dissemination of press releases		
	Months 5-8 Until 2nd Progress Report	Project website (Month 6) Production and dissemination of promotional material (1000 leaflets per partner, in English and translations in national languages) (Month 8)		
	Months 9-12 Until Interim Report	Dissemination of promotional material (1000 leaflets per partner, in English and translations in national languages) (Month 12) Dissemination of press releases		
	Month 13-16 Until 4th Progress Report	Dissemination of press releases		
Month 17-20 Until 5th Progress Report	Dissemination of press releases			
Months 21-24 Until Final Report	One final conference organised in Burgas, Bulgaria. Production of 50 posters (half of them in English and half of them in organising's country national language) (Month 24) Dissemination of press releases			
Expected results (listed; if possible, quantified)				



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	<ul style="list-style-type: none"> • The project is visible to the external environment; • The project's results are disseminated to the general public; • At least 50 participants in the final conference
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GROUP OF ACTIVITIES 4			
G R O U P o f A C T I V I T I E S 4	Name	Management and coordination of the Action¹²	
	Responsible partner (P): Applicant	The applicant will coordinate this GA and be responsible of all management meetings and their agenda. Also the Applicant will host the kick off meeting and one SC meeting	
	Involved partners	Partner 1 will organize one of the management meetings.	
	Partner no 1:		
	Partner no 2:	Partner 3 will organize one of the management meetings.	
	Partner no 3:	Partner 4 will ensure the management of the project on Ukrainian side	
	Aim and purpose (general description of the GA)	The aim of this GA is to ensure the project implementation, through coordinating the cooperation between all partners and subcontractors, and an efficient use of assigned resources. Also, management activities will allow for achieving the proposed objectives by observing the implementation activities and their planning. Following various methods of internal evaluation, corrections will be proposed in order to maximize the efficiency of activities, if not of the whole project impact. This group of activities is undertaken by the cross-border implementation team that organise and use the allocated resources (human, financial, time and material resources), in a structured and controlled manner.	
	Activities description		Partners involved
	Activity 1:	Organization of Project Kick off meeting	The kick off meeting will take place in Applicant's country. All partners will participate
	Activity 2:	Progress and financial reports (6 in total)	Applicant responsible, all partners participate with specific input related to activities carried out locally
	Activity 3:	Organization of Project Steering Committee meetings (on a 6-monthly basis meeting)	Each management meeting will take place in one's partner country (All the partners will participate in physical meetings).
	Expected outputs (quantified)		
	Months 1-4 <i>Until 1st Progress Report</i>	1 kick off meeting minutes 1 progress report (no.1)	
	Months 5-8 <i>Until 2nd Progress Report</i>	1 Steering Committee meeting minutes (month 5) 1 progress report (no.2)	

¹² Management and coordination of the Action is compulsory as a Group of Activities.



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Months 9-12 <i>Until Interim Report</i>	1 Steering Committee meeting minutes (month 9) 1 interim report (no.3)
Months 13-16 <i>Until 4th Progress Report</i>	1 Steering Committee meeting minutes (month 13) 1 progress report (no.4)
Months 17-20 <i>Until 5th Progress Report</i>	1 Steering Committee meeting minutes (month 17) 1 progress report (no.5)
Months 21-24 <i>Until Final Report</i>	1 Steering Committee meeting minutes (month 21) 1 final report (no.6)
Expected results <i>(listed; if possible, quantified)</i>	
Smooth project implementation ensuring that: a) information to all Project Partners is provided right on time; b) coordination of activities to budgets is done in a flexible way; c) solutions to problems that may occur are provided, d) The budget of the project is respected in his details; e) The project is implemented in accordance with the grant contract;	



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2.4.2 METHODOLOGY (MAX 6 PAGES)

Describe in detail:

1. The methods of implementation and reasons for the proposed methodology.

The main aim of SETRACON project is the development of a systematic approach and standardized security procedures, as well as, a web application that will enable the immediate and automatic identification and tracking of a sealed container during its transportation between different container terminals.

In order to achieve the above aims and objectives, the following methodologies are proposed:

- First, a mix of qualitative and quantitative methods will be applied for the identification of user requirements for both processes and the system. Specifically, 1) In-depth interviews with key persons (Operations and / or Security Managers) who are responsible for the establishment and the management of security procedures of the transit container handling at the ports of the partner, 2) In-depth interviews with the Information Technology Managers of the port authorities, and 3) Observation of the daily operation of the security processes of containers handling to the cooperated Port Authorities to collect the required data for the identification of problems and malfunctions regarding the monitoring and security of the containers. Furthermore, quantitative analysis based on closed type questionnaires (200-250) to employees of the port authorities and the companies that use the infrastructure and services of ports. Its main objective is the gathering of the requirements of an application (providers and clients of logistics services) for the monitoring and securing the transit containers
- Second the following techniques may be used alone or combined for the identification of the common security threats and risks: surveys, interviews, risk lists - lessons learned, outputs from risk-oriented analysis, historical information, and critical path templates.
- Third, for the development of system's models the Unified Modelling Language (UML) will be deployed. UML is a graphical language for visualizing, specifying, constructing, and documenting the artifacts of a software-intensive system. It offers a standard way to write a system's blueprints, including business processes and system functions as well as programming language statements, database schemas, and reusable software components. It proposes a number of models. In SETRACON project these models will standardize the required steps of the port activities for the containers' monitoring and securing
- Fourth, the Rapid Application Development (RAD) for the development of the web platform will be applied. This methodology focuses on building systems in a short amount of time involving application prototyping and iterative development. The above are prerequisites for an effective system.

2. Where the joint Action is the prolongation of a previous action, explain how the proposed joint Action is intended to build on the results of this previous action. Give the main conclusions and recommendations of evaluations that might have been carried out.

The proposed joint Action is not a prolongation of a previous action.

3. Where the joint Action is part of a larger programme, explain how it fits or is coordinated with this programme or any other possibly planned project. Please



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specify the potential synergies with other initiatives, in particular from the European Union.

The proposed joint Action is not a part of a larger programme.

4. The procedures for follow up and internal/external evaluation.

In the framework of the proposed project, both internal and external evaluation procedures are in place in order to maximize the possibilities for an efficient, reliable and user friendly end product. More specifically, a Quality Control & Assurance (QAC) Committee is designed for internal validation. Project deliverables will be quality-controlled prior to their submission by the coordinator and each task manager. Criteria will be assessed at an early stage of the project in order to monitor the quality of all main deliverables and ensure that those meet the highest of standards in terms of technical content, completeness, uniformity of coverage, presentation and format. The following sequence will be carried out; Internal release, examination phase, revision, final endorsement by the PMC and the Project Coordinator.

In respect to external validation, a reporting system imposed by the Management Authority, through the grant contract will be in force, consisting in progress reports and reimbursement letters. This activity will be coordinated by the project manager; The participation at the monitoring visits from intermediary organism in order to check the stage of the project's implementation; The final external audit to be performed in the context of the final report.

As regards follow up activities, the web application will be fully operational at the end of the project's duration. There is commitment from the participating ports to continue using the developed infrastructure and possibly even upgrade it in order to cover their security needs. The web application will be public for other ports regionally and/or internationally to use after the completion of the project.

5. The role and participation in the joint Action of the various actors and stakeholders (local partner(s), target groups, local authorities, etc.), and the reasons for which these roles have been assigned to them.

In order to achieve the above aims and objectives, the following steps are proposed:

- Presentation and analysis of the current state (manual monitoring and inspection of container handling). Specifically, this step includes the examination of the existed business processes of container handling both at "intra" and "inter" port activities (development of the corresponding models and simulation based on real-data taken from daily activities of the participated port authorities). Therefore, the Applicant will prepare qualitative and quantitative data gathering tools for the identification of user requirements for both processes and the system. These tools will be applied to the two (2) Ports Authorities.
- Identification of the relative regulations, directives and guidelines regarding the container security at both EU and Global level. For the above step, all the involved parties will cooperate. The partners must take account the following regulations:
 - 2002: "International maritime security requirements" adopted by The International Maritime Organisation (IMO) under the 1974 SOLAS Convention, and the International Ship and Port Facility Security (ISPS) Code.
 - 2004: "Regulation (EC) No 725/2004" of the European Parliament.
 - 2004: "Council Decision 2004/634/EC" an agreement among EU and USA.
 - 2008: "Commission Regulation (EC) No 324/2008" of the European Commission. Three (3) initiatives have been put in place between local and regional authorities: 1) Euro-Mediterranean, 2) Northern Dimension Policy Framework and the 3) Black Sea Synergy. Black Sea Synergy aims to develop the collaboration between the countries in the Black



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Sea Region as well as between the region itself and the EU in the areas of maritime surveillance policy, but also energy and the environment. The Commission established a Black Sea Cross-Border-Cooperation programme under the European Neighbourhood and Partnership Instrument (ENPI) focusing on supporting regional level cooperation in Black Sea coastal areas.

- Identification of common security threats regarding the container handling procedures (especially focusing on seals' and container intrusion issues). These threats are recorded by the port authorities of the partners. Emphasis will be given to the preparation of a matrix to identify the priority of those threats according to specific criteria. These criteria will be identified based on a number of in-depth interviews with key persons of the ports' authorities. Moreover, the corresponding exemption handlings will be identified in case of the execution the container handling activities. For this step, the following techniques may be used alone or combined: surveys, interviews, risk lists - lessons learned, outputs from risk-oriented analysis, historical information, and critical path templates.
- Evaluation of the existed technologies and practices for real time identification and monitoring. Odessa Regional Center for Investment and Development and Applicant will undertake this step in order to examine the appropriateness of the technologies for both the development and the management.
- Development of a number of reference models that describe clearly and standardize the required steps for the monitoring process of the container handling including the activities that take place at the Container yard, the Land transport and the Container terminal. For that reason a number of UML diagrams will be developed. Specifically, both Activity and Sequence Diagrams will be prepared. These diagrams are used primarily to show the interactions between objects in the sequential order that those interactions occur. The proposed diagrams will be used as a reference to the new (redesigned) business / logistics processes. Moreover, the operation (the functional design) of the web application (which is the final outcome of this project) will be developed based in these processes (playing the role of the reference models). The Applicant will undertake this work, as well as, the
- Development of a web application that monitors the handling of the container that moves across the maritime supply chain of the network that forms the partners port authorities. The main feature of the proposed system will be a screen (user interface) that will provide (via the internet) real time information about the status of the seal(s) and the stock (commodities). Data will be exported from a database that maintains real time data about the inventory and the seal(s). It will also maintain cross-verification information for the consistency of the container activities, notes and security procedures. Data will be gathered by RFID tags that for each container will carry a unique identification number, programmed during the manufacturing. A number of readers (equipped with antennas) will read the information contained in the tag. Specifically, the IP-RFID method is proposed that combines the advantages of RFID (Radio Frequency Identification) and USN (Ubiquitous Sensor Network) technologies and minimal IPv6 technology. IP-RFID is a technology intended to ensure wide expandability and mobility by loading IPs on tags in order to maximize the synergy effect of the combination of existing IP infra and USN & RFID infra and to directly manage and control the tags. Moreover, in the existing RFID technology, the tag information is provided in corporation with a specific information system. But, in the IP-RFID technology, the tag information is directly transmitted to the user. That simply means that both ports authorities and their customers can approach the tag directly on the internet to take the necessary information or to revise the tag



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information from the container, if necessary.

- The last step will include the pilot test of the proposed business processes and the web application. Thus, this step includes: 1) a number of simulation of the redesigned (proposed) business processes based on real data, and 2) the usage of the proposed web application in real life situations. All two ports will be involved

6. The organisational structure and the team proposed for the implementation of the joint Action (by function: there is no need to include the names of individuals).

The overall management structure is described below and illustrated in Figure 2. A crucial consideration has been to design the management structure and procedures to enable efficient strategic as well as day to day operational decision-making and implementation of project tasks and activities. While team members will report directly to their GA Leaders, there will be a higher level management and monitoring of project progress and interaction of partners by the GA Leaders. In order to implement efficient operational decisions, the Project Management Committee (PMC) will have specific executive powers to ensure the smooth implementation of the work programme.

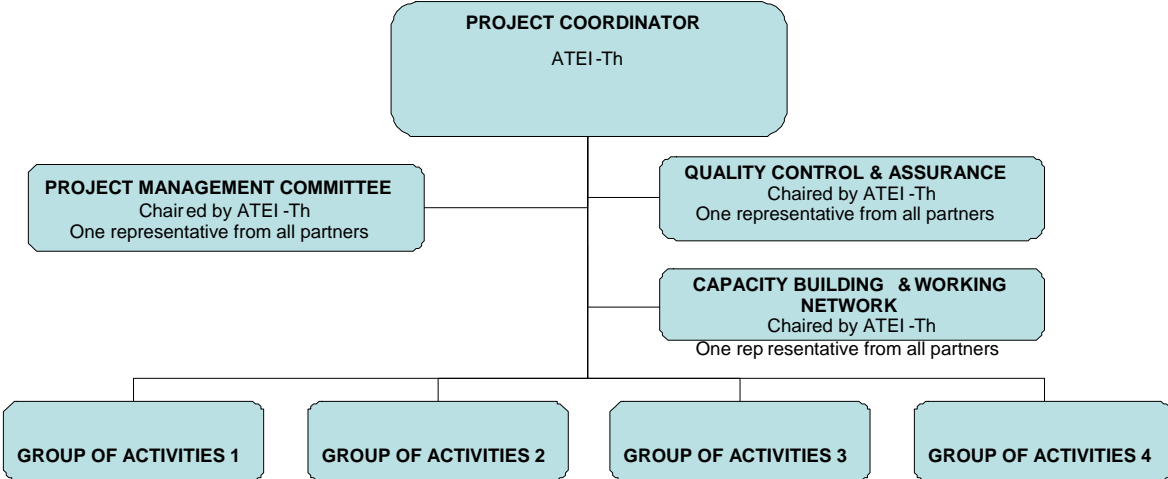


Figure 2: Management and decision-making structure of the project.

Management Structure

The management of the project and its work programme will be implemented within the project through the following organizational levels:

- **Project Management Committee (PMC):** The PMC will be responsible for the day to day coordination. It will have executive powers to take decisions within the agreed limits of the work programme and resources. Although the PMC will assume the day to day responsibility of running the project, there will be direct and regular interaction with GA Leaders. GA Team members will report to and interact with the GA Leaders on an organizational level, as well as their own team partners responsible for the scientific tasks. GA Leaders will regularly communicate and exchange results with the PMC through meetings, email, Skype and teleconferences. The GA Leaders will monitor the progress of the work plan and delivery of the results and communicate these to the PMC. PMC will however maintain a day to day contact with all partners and stakeholders.

The scientific coordination also includes planning, organization, preparation and follow-up of the scientific material as well as supervision and assessment of the organizational duties. Several mechanisms will be setup to ensure the smooth flow of information and knowledge within the project. These mechanisms will also be closely related to



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monitoring progress within the project. These are summarized as follows:

- A kick-off meeting in order to organize all critical issues for the smooth operation during the project's duration (e.g. determination of the members who will participate in the Project Management Committee, quality Control & Assurance, External Validation Board). Additionally, in the kick-off meeting the following shall also be specified: (i) Identification of the role and responsibilities of the partners with a list of the key staff needed for the implementation of the project; (ii) Assignment of task managers for each task who shall be held responsible for the successful completion of the tasks; (iii) Agreement on the communication methods; (iv) Pinpointing of any potential problems or constraints and identification of ways to handle them and (v) Planning of the immediately following tasks of the project.

- All deliverables will be subject to internal peer review.

- Regular project meetings.

- Regular Skype meetings and teleconferences.

Last but not least, PMC will play a critical role in terms of results' exploitation, especially in relation to policy and user needs. Where possible, national and international market opportunities will be identified for exploiting the new knowledge generated within the project. An important part of this task will be to oversee the Intellectual Property Rights (IPR), access right and pre-existing know-how.

- **Quality Control & Assurance (QAC) Committee:** Project deliverables shall be of high standard and commensurate to the budget available for their preparation. Project deliverables shall be quality-controlled prior to their submission by the coordinator and each task manager. However, in order to guarantee high quality results, a QAC Committee will be formed, with the responsibility to establish quality criteria and monitor the quality of all main deliverables to ensure that they meet the highest of standards in terms of technical content, completeness, uniformity of coverage, presentation and format. To that end, an internal quality assurance procedure will be implemented during the project under the responsibility of the QAC. Main element of this procedure will be the sequence of actions towards quality assured reports and deliverables (internal release, examination phase, revision, final endorsement by the PMC and the Project Coordinator). Procedures will be setup to internally review all reports and publications by the GA Leaders and the authorization of the Project Management Committee (PMC).
- **Capacity Building and Working Network (CBWN):** The CBWN will be formed in order to sustain the project's results after the end of the Action. The CBWN will be responsible for formulating and implementing a global dissemination strategy of the project outcomes to all stakeholder groups, as well as for providing opportunities for capacity building and institutional sustainability. International round tables will be organised by CBWN in all involved Black Sea countries in order to share experiences, benefits, shortcomings and challenges in a dynamic manner, after the end of the proposed Action.
- **Group of Activities Leaders (GAL):** Further down on the managerial hierarchy, the project is organized in Group of Activities (GAs), with one responsible partner for each one of them (GAL). GALs are responsible for the accommodation of the actions in each GA. GALs answer to the Project Coordinator as regards all aspects related to the progress of the GA and especially the harmonic set up and the completion of the expected deliverables. The Project Coordinator with the continuous assistance of the GALs will supervise the implementation of the planned tasks and the strict keeping of detailed schedules. Every GAL is responsible for the propulsion of the required collaborations in the GA by taking provision for the necessary meetings. GALs are



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given a major role in carrying out the individual research tasks and coordinating with other GAs. At the end of each task, all partners have the general responsibility to review the research results and make their contributions to the generation of the deliverables. GALs are responsible for the finalization of the deliverables, as well as to forward them to the Project Coordinator for approval. More specifically, in the framework of the project, the following organizations will be GALs respectively:

- GA1 (Development of the web application for containers' monitoring and securing): ATEI-Th
- GA2 (Pilot operation and evaluation of the web application for containers' monitoring and securing): Port of Alexandroupolis
- GA3 (Visibility of the Action): Port of Burgas
- GA4 (Management and coordination of the Action): ATEI-Th

7. The main means proposed for the implementation of the joint Action (equipment, materials, supplies to be acquired or rented, and any in kind contribution).

All partners will contribute to the project implementation, as follows:

- Head offices and offices, also rooms for management meetings and press-conferences
- Computers and peripheral equipments, event specific equipments, communication equipments, phone and internet connections, specific documents and books, cars.
- Data bases with third party logistics providers, forwarders / carriers, exporters and importers (as clients of the logistics services), local media, experts;
- Own websites, printed bulletins, online bulletins;
- Local/regional and national network of partners and actors.
- Equipment to be acquired: Two (2) pcs' per partner (with O/S and licences). Total 8 pcs', two (2) web platform servers, ten (10) OCR readers, Rfid infrastructure

8. The attitudes of all stakeholders towards the joint Action in general and the activities in particular.

All stakeholders already involved in the preparation of the present proposal, as well as external stakeholders contacted are very interested in the project's outcome in order to increase shipment security, which is considered a very critical parameter for ports' efficiency and thus future viability.

9. The planned activities in order to ensure the visibility of the joint Action and the EU funding.

The experiences and know-how generated by the project, resulting in the development and testing of web applications that will enable the immediate and automatic identification and tracking of a sealed container during its transportation between different container terminals, will be widely disseminated through communication and dissemination activities aiming to the continuous publicity of all project's activities & to the dissemination of the Project's outcomes, with a view to ensuring continuity of the Project's results as a whole. The planned activities include:

- Project Communication plan (planning, design & production of communication material & also the organization & promotion of all events to be undertaken under the Project)
- Planning & production of publications/digital communication material:
- Project leaflets;
- Press Releases (before & after each activity's implementation);
- Development of the Project's Portal;
- Organization of event (conference) for the promotion of the specific Project's activities & dissemination of the Project's results;



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2.4.3 DURATION AND INDICATIVE ACTION PLAN FOR IMPLEMENTING THE ACTION

The total duration of the joint Action will be <24> months.

Applicants should not indicate a specific start up date for the implementation of the joint Action but simply show "month 1", "month 2", etc.

Applicants are recommended to base the estimated duration for each activity and total period on the **most probable duration** and not on the shortest possible duration by taking into consideration all relevant factors that may affect the implementation timetable.

The activities stated in the action plan should correspond to the activities described in detail in section 2.4.1. The implementing body shall be either the Applicant or any of the partners, associates or contractors. Any months or interim periods without activities must be included in the action plan and count toward the calculation of the total estimated duration of the joint Action.

The action plan for the first 12 months of implementation should be sufficiently detailed to give an overview of the preparation and implementation of each activity. The action plan for each of the subsequent years may be more general and should only list the main activities foreseen for those years. To this end, it shall be divided into six-month interim periods (NB: A more detailed action plan for each subsequent year will have to be submitted before receipt of new pre-financing payments, pursuant to Article 2.1 of the General Conditions of the Standard Grant Contract).



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The action plan will be drawn up using the following format:

Table 1

Year 1												
	Semester 1						Semester 2					
	Month 1	2	3	4	5	6	7	8	9	10	11	12
GA 1 Development of the web application for containers' monitoring and securing												
Activity 1 Evaluation of the existed container handling processes both at "intra" and "inter" port activities												
Preparation Activity 1: Visits to Port Authorities to collect the required data												
Execution Activity 1: Data evaluation and elaboration of Report the current state regarding the container handling of the examined ports												
Activity 2 Identification of common security threats regarding the container handling procedures												
Preparation Activity 2: In-depth interviews												
Execution Activity 2: Elaboration of Report of security threats regarding the container handling procedures												
Activity 3 Assessment of users / decision makers requirements regarding the monitoring and securing of containers handling based on the existed EU regulations												
Preparation Activity 3: : In-depth interviews												
Execution Activity 3: Quantitative analysis and elaboration of Report of of user requirements												



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2.4.4 SUSTAINABILITY OF THE JOINT ACTION (MAX 3 PAGES)

Provide all information requested below:

1. Describe the expected impact of the joint Action with quantified data where possible, at technical, economic, social, and policy levels (will it lead to improved legislation, codes of conduct, methods, etc.?)

The proposed Joint Action will have a strong impact relevant to the objectives of the Programme. The Joint Action is definitely expected to support, technical, economic, social and policy levels in terms of:

- QA/QC data, infrastructure and processes for port authorities, shippers carriers and exporters/importers, in order to promote and apply improved technical initiatives and policy measures leading to more efficient implementation of governmental and translational policies and better identification of the economic benefits for society and sustainability. On this basis the Joint Action is expected to generate new jobs and significant income in the local economies through the increase of local ports' efficiency and turnover.
- Improved transparency and optimal processing of information related to the monitoring, management and safety of container security and integrity in order to increase the benefits of decisions on marine supply chain and local societies.
- Improved capacity to react to the dynamic global supply chain challenges which will increase the marine supply chain sector reliability in order to attract investors and capital.
- Increased engagement and coordination of all parties which is based on societal consensus and wider use of state-of-the-art information and communication tools resulting in higher potential of innovation concerning interaction of ports authorities with shippers and carriers.

2. Describe a dissemination plan and the possibilities for replication and extension of the joint Action outcomes (multiplier effects), clearly indicating any foreseen dissemination channel

A robust dissemination and exploitation strategy will be followed. A multilayered strategy of involving stakeholders at all levels of the project coupled with plans for exploiting and disseminating the knowledge and information generated during the project will benefit users and policy makers, as well as the research and academic institutions and port/security authorities. The plan for using and disseminating knowledge will involve the following:

- Corporate design: A Logo and Information Flyer in English (each partner will translate in national language) will be designed in the initial phase of the project.
- Web portal: A website with public and restricted pages will be created to aid information management, exchange and global dissemination. The public web pages will inform the partners, the scientific community, stakeholders and the general public about the results of the project. The restricted pages will serve the information flow among the partners (project templates, progress reports, cost statements, work plans, links to project data (e.g. measurement data, concentration-response functions, air quality and exposure model output, application of the developed tool). The website will be also supported by an interactive blog that will be created to facilitate exchange of information and ideas internally and externally. In order to aid management and organization of information and data, a knowledge meta-database



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will be created and will contain links to all significant datasets generated for the project's needs.

- Publicity through press releases to the media: An Advertisement Campaign will be prepared at the initial phase of the project and will address all identified key stakeholders. A project press-conference will be launched at the start of the project. Press releases to the media will be also published regularly. Moreover, brochures will be designed and published for distribution to key stakeholders, especially during the organized events.
- Internal communication will be conducted electronically wherever possible, but these will be supplemented with project meetings, Skype meetings, teleconferences and the project's website will be used for exchange and storage of documents

3. Provide a detailed risk analysis and contingency plan. This should include a list of risks associated for each proposed action, accompanied by relevant mitigation measures. A good risk analysis will include a range of risk types including physical, environmental, political, economic and social risks¹³

An effective risk management approach will be incorporated in the general management of the consortium significantly increasing the chances of success of the project. More specifically, R&D activities require special attention to technical issues to quantify and measure incremental progress, while they are characterised by unknown factors and large uncertainties. Towards this direction, the following steps have been taken within the present proposal:

- Identified priorities, deliverables, milestones and level of effort constraints.
- Scheduled progress meetings, internal technical reviews and external assessments.
- Broken down work to Task level (within the GAs) for better project control.

Indicatively, the following risks are identified from this very early stage of the SETRACON project:

- In respect to the risk of inadequate user requirements, a critical concern lies in the effectiveness in the "simulation" of actual user requirements from the key stakeholders that will be involved. Towards this direction, special emphasis will be given during the initial period of the project in order to produce an as extensive as possible key stakeholders' list. The selected stakeholders will be interviewed in order to come up with realistic web application's user requirements.
- Different stakeholder groups may have different needs and requirements that will have to be reconciled.
- There may be a risk of immature, insecure or non-viable technology given the wish to be in the forefront. The remedies to minimize these risks may be to carefully scrutinise the technological options when making the system development plan and to evaluate cost-benefits as early as possible.
- The web application's platform may become too complex for end-users with no technical expertise. This is expected to be possibly identified after the first release of the application at the end of GA1.
- Differentiation in the processes used within the participating ports and other ports in the area that can become potential end-users of the developed web application. This risk will be minimized by involving also external stakeholders in the user requirements' definition process.

¹³ Please carefully correlate this section with the assumptions and risks presented within the Logical Framework (Annex C).



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Concerning the development of the software, the following risks may be specified:

- Incomplete, dubious or over-ambitious specifications of user requirements. This risk will be minimised by including a member of the system developing team in the process of specifying user requirements. Further, we must ensure communication between participants in GA1 and GA2.
- Immature system development platform. We can minimize this threat by identifying areas in which there exists mature technologies which meet the project requirements.

4. Describe the main preconditions and assumptions during and after the implementation phase.

The main precondition and assumption for the proposed project lies in the fact that the stakeholders involved in the definition of the user requirements can efficiently “simulate” the real end user needs. Similarly, the internal and external validation procedure that will be carried out in the framework of the project is assumed to take into account operational characteristics of any given port in the region and not only those ports participating.

5. Explain how sustainability will be secured after completion of the joint Action. This may include aspects of necessary follow-up activities, built-in strategies, ownership, communication plan, etc. In so doing so, make a distinction between the following dimensions of sustainability:

a. *Financial sustainability:* In order to sustain the project’s results after the end of the Action, a permanent Capacity Building and Working Network (CBWN) will be formed, coordinated by ATEI-Th. A member from each of the involved parties will be appointed at an early stage of the Joint Action. Moreover, CBWN will play a critical role in terms of results’ exploitation, especially in relation to policy and user needs. Where possible, national and international market opportunities will be identified for exploiting the scientific knowledge generated within the present Joint Action, in order to seek potential sources of revenue.

b. *Institutional sustainability:* The CBWN will be responsible for formulating and implementing a global dissemination strategy of the project outcomes to all stakeholder groups, as well as for providing opportunities for capacity building and institutional sustainability. International round tables will be organised by CBWN in all involved Black Sea countries in order to share experiences, benefits, shortcomings and challenges in a dynamic manner, after the end of the proposed Action.

c. *Policy level sustainability:* Policy level sustainability will be ensured under the coordination of CBWN by promoting co-operation memorandums between port authorities and governmental authorities of the involved countries.

d. *Environmental sustainability:* Last but not least, competitiveness and improved environmental protection occur together. Given this, there are “win-win” eco-friendly opportunities available through the promotion of the Joint Action.

6. Explain whether the joint Action is expected to have springboard or multiplier effects, and if so, how these are foreseen to come into action.

The proposed Joint Action will strengthen the coordination of partnerships between the involved ports mainly by establishing standardized security processes and suggesting a common infrastructure for the management of containers. On this basis the process of monitoring and examining containers will be improved, by fully utilizing state-of-the-art ICT tools. The collaboration between partners will multiply their capabilities and will exponentially increase the overall effectiveness of the logistics processes.



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2.4.5 LOGICAL FRAMEWORK

Please fill in **Annex C¹⁴** to the Guidelines for Grant Applicants. The Applicants should start the preparation of the joint Action by filling first in the Logical Framework, and thereafter the Grant Application Form.

2.5 BUDGET FOR THE JOINT ACTION

Fill in **Annex B1 ENPI budget** (all worksheets, for all joint Actions) and **B.2 IPA budget** (all worksheets, for joint Actions containing IPA partners) to the Guidelines for Grant Applicants for the total duration of the joint Action and for its first 12 months (in case of joint Actions with more than 12 months of implementation). For further information see the Guidelines for Grant Applicants (Sections 1.4, 2.1.5 and 2.2.1).

2.6 EXPECTED SOURCES OF FUNDING

Please fill in the Worksheet 4 of the **Annex B1 ENPI budget**, and, if the case, of the **Annex B2 IPA budget** to the Guidelines for Grant Applicants to provide information on the expected sources of funding for the joint Action.

¹⁴ Explanations can be found at the following address:
http://ec.europa.eu/europeaid/reports//index_en.pdf



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3. THE APPLICANT

Name of the organisation	Alexander Technological Institute of Thessaloniki (ATEI-Th.)
---------------------------------	--------------------------------------------------------------

3.1 IDENTITY

Registration Number (or equivalent)	900470740
Date of Registration	KA/679/22.8.96
Place of Registration	Thessaloniki, Sindos, Greece
Official address of Registration	A.T.E.I. of Thessaloniki, P.O BOX 141, GR - 574 00 Thessaloniki, Macedonia, Greece
Country and region of Registration	Greece, Region of Kentriki Makedonia
Branch office in the eligible area of the Programme (if the case)	N/A
E-mail address of the Organisation	kvars@phys.teithe.gr
Telephone number: Country code + city code + number	00302310013102
Fax number: Country code + city code + number	00302310798231
Website of the Organisation	www.teithe.gr
Contact person	Professor Dr. Konstantinos Varsamidis
Name and position of the person(s) who is/are legally authorised to sign the contract	Professor Dr. Konstantinos Varsamidis, Vice President of ATEI-Th.

Any change in the addresses, phone numbers, fax numbers and in particular e-mail, must be notified in writing to the Joint Managing Authority. The Joint Managing Authority will not be held responsible in case it cannot contact an Applicant.



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3.2 PROFILE

Please indicate below the type of legal entity of your organization, as defined in its statute (or equivalent document) and as described in Section 2.1.1 of the Guidelines for Grant Applicants (one choice only)

Legal status	National, regional or local public authority	
	Body governed by public law	√
	Associations formed by one or several national, regional or local public authorities or one or several bodies governed by public law, as defined under paragraphs a-b or other non-profit organization	
	Public undertaking	
	International organization	

3.3 CAPACITY TO MANAGE AND IMPLEMENT ACTIONS

3.3.1 APPLICANT'S EXPERIENCE OF SIMILAR ACTIONS (ONLY FINALISED ACTIONS)

During the recent years, the Research Committee of ATEI-TH has successfully managed more than 150 national and international research projects and programmes. Following, an indicative list of international funded projects, that researchers from ATEI-TH have participated, is presented.



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Title of the Action :		E-LAMP: Spotlight on Learning, Access, Methodology and Pedagogic in E-learning			
Location of the Action	Cost of the Action (EUR)	Beneficiary (Lead Partner) or partner	Donors to the action (name)¹⁵	Amount contributed (by donor)	Dates (from dd/mm/yyyy to dd/mm/yyyy)
Slovakia	15.000€	Academia Istropolitana Nova	GRUNDTVIG	15.000€	01/10/2007 - 30/09/2009
Objectives and results of the action		<p>The project activities included:</p> <ul style="list-style-type: none"> - distribution and evaluation of questionnaires for evaluation of experience in methodology of e-learning - SWOT analysis of education processes in participating institutions - Recommendations for e-courses - Project meetings in the countries of partners <p>The project results were a source of inspiration and information for several target groups such as teachers and tutors of adult education, authors of study texts, managers of adult education, people with special needs, unemployed</p>			

Title of the Action :		Erasmus mundus external cooperation window for Georgia, Armenia and Azerbaijan (Specific Grant Agreement Number - 2007-1243/001-001 MUN-ECW)			
Location of the Action	Cost of the Action (EUR)	Beneficiary (Lead Partner) or partner	Donors to the action (name)¹⁶	Amount contributed (by donor)	Dates (from dd/mm/yyyy to dd/mm/yyyy)
Georgia, Armenia and Azerbaijan	2.813.500€	Alexander Technological Educational Institute of Thessaloniki	European Union - Erasmus Mundus	2.813.500€	01/09/2007 - 31/12/2009
Objectives and results of the action		<p>The overall objectives of the project were:</p> <ul style="list-style-type: none"> • To give the opportunity for mobility to beneficiaries from all levels of higher education between Europe (EU) and South Caucasus (SC) and offer them contemporary training programmes, qualifications and experience, thus, contributing to their educational, managerial and cultural enhancement, as well as to the amelioration of their socioeconomic environment • To provide education, access to new technologies and support of every kind to disabled students, as well as to vulnerable groups • To enhance the international cooperation capacity and human resources development of the S. Caucasian partner Universities • To create sustainable educational, cultural and economic links among the Institutions and countries of Europe and S. Caucasus • To contribute to long term sustainable development in S. Caucasus and offer assistance towards the improvement of the local economies. 			

15 If the Donor is the European Union or an EU Member State, please specify the EU budget line, EDF or EU Member State.

16 If the Donor is the European Union or an EU Member State, please specify the EU budget line, EDF or EU Member State.



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Title of the Action :		Older people in Europe: new needs (OPENN)			
Location of the Action	Cost of the Action (EUR)	Beneficiary (Lead Partner) or partner	Donors to the action (name) ¹⁷	Amount contributed (by donor)	Dates (from dd/mm/yyyy to dd/mm/yyyy)
Greece	35.714€	Alexander Technological Educational Institute of Thessaloniki	Erasmus Intensive Programmes (IP)	35.714€	14/06/2010 - 31/08/2011
Objectives and results of the action		Objectives: 1) To provide an innovative forum for students and staff to find solutions to improve/maintain the health status of elderly European citizens. 2) To encourage the exchange of innovative educational practises between teachers and students and share these with a multi-national classroom. 3) To be able to work and study not only at a multi-national level but in a truly cross-cultural learning environment.			

Title of the Action :		ICT and Media Convergence Training CD_JEP-34015-2006 (JO)			
Location of the Action	Cost of the Action (EUR)	Beneficiary (Lead Partner) or partner	Donors to the action (name) ¹⁸	Amount contributed (by donor)	Dates (from dd/mm/yyyy to dd/mm/yyyy)
Greece	211.252€	Alexander Technological Educational Institute of Thessaloniki	European Commission - Programme Tempus	211.252€	01/09/2007- 31/12/2009
Objectives and results of the action		The objectives of the programme are: -To create skilful human resources capable of dealing with converged networks and services in the MEDA countries by developing new curriculum for ICT and media convergence training. -To develop new courses in ICT and media convergence. -To train Egyptian and Jordian trainers to instruct new courses.			

17 If the Donor is the European Union or an EU Member State, please specify the EU budget line, EDF or EU Member State.

18 If the Donor is the European Union or an EU Member State, please specify the EU budget line, EDF or EU Member State.



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Title of the Action :		Powering the Future with Zero Emission and Human Powered Vehicles			
Location of the Action	Cost of the Action (EUR)	Beneficiary (Lead Partner) or partner	Donors to the action (name) ¹⁹	Amount contributed (by donor)	Dates (from dd/mm/yyyy to dd/mm/yyyy)
Spain	60.711€	Alexander Technological Educational Institute of Thessaloniki	Erasmus LLP	60.711€	01/11/2010 - 31/08/2011
Objectives and results of the action		<p>The Intensive Programme (IP) "Powering the Future with Zero Emission and Human Powered Vehicles" was an effort to bring the academic and industrial communities together to discuss with and report to undergraduate students the most recent developments concerning Zero Emission Vehicles and their Supporting Technology. The main activities of the programme were:</p> <ul style="list-style-type: none"> • theoretical and laboratory courses on zero emission vehicles and alternative drive systems • simulation courses • workshops • visits to laboratories, automotive relevant companies and research institutes. 			

Title of the Action :		Building a knowledge repository for occupational well-being economics research - ROWER			
Location of the Action	Cost of the Action (EUR)	Beneficiary (Lead Partner) or partner	Donors to the action (name) ²⁰	Amount contributed (by donor)	Dates (from dd/mm/yyyy to dd/mm/yyyy)
Greece	369.523€	Alexander Technological Educational Institute of Thessaloniki	7th Framework Programme	369.523€	01/08/2008 - 31/12/2010
Objectives and results of the action		<p>The main goal was to boost the research on Occupational Health and Safety (OHS) Economics by supporting its first steps through a structured and supported "incubation period", where the fundamental basis of OHS Economics will be agreed and set, in order to let new researchers to build upon. Further, ROWER aimed at attracting new researchers and facilitating them in the beginning of their research by providing a complete and continuously updated on-line handbook and a thesaurus of related research papers and developments.</p>			

19 If the Donor is the European Union or an EU Member State, please specify the EU budget line, EDF or EU Member State.

20 If the Donor is the European Union or an EU Member State, please specify the EU budget line, EDF or EU Member State.



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3.3.2 EXPERIENCE IN PROJECT MANAGEMENT

Please provide a detailed description of actions managed by your organisation over the past three years.

Title of the Action :		Erasmus mundus external cooperation window for Georgia, Armenia and Azerbaijan (Specific Grant Agreement Number - 2007-1243/001-001 MUN-ECW)			
Location of the Action	Cost of the Action (EUR)	Beneficiary (Lead Partner) or partner	Donors to the action (name)²¹	Amount contributed (by donor)	Dates (from dd/mm/yyyy to dd/mm/yyyy)
Georgia, Armenia and Azerbaijan	2.813.500€	Alexander Technological Educational Institute of Thessaloniki	European Union - Erasmus Mundus	2.813.500€	01/09/2007 - 31/12/2009
Objectives and results of the action		<p>The overall objectives of the project were:</p> <ul style="list-style-type: none"> • To give the opportunity for mobility to beneficiaries from all levels of higher education between Europe (EU) and South Caucasus (SC) and offer them contemporary training programmes, qualifications and experience, thus, contributing to their educational, managerial and cultural enhancement, as well as to the amelioration of their socioeconomic environment • To provide education, access to new technologies and support of every kind to disabled students, as well as to vulnerable groups • To enhance the international cooperation capacity and human resources development of the S. Caucasian partner Universities • To create sustainable educational, cultural and economic links among the Institutions and countries of Europe and S. Caucasus • To contribute to long term sustainable development in S. Caucasus and offer assistance towards the improvement of the local economies. 			

²¹ If the Donor is the European Union or an EU Member State, please specify the EU budget line, EDF or EU Member State.



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Title of the Action :		ICT and Media Convergence Training CD_JEP-34015-2006 (JO)			
Location of the Action	Cost of the Action (EUR)	Beneficiary (Lead Partner) or partner	Donors to the action (name) ²²	Amount contributed (by donor)	Dates (from dd/mm/yyyy to dd/mm/yyyy)
Greece	211.252€	Alexander Technological Educational Institute of Thessaloniki	European Commission - Programme Tempus	211.252€	01/09/2007-31/12/2009
Objectives and results of the action		The objectives of the programme are: -To create skillfull human resources capable of dealing with converged networks and services in the MEDA countries by developing new curriculum for ICT and media convergence training. -To develop new courses in ICT and media convergence. -To train Egyptian and Jordian trainers to instruct new courses.			

Title of the Action :		Powering the Future with Zero Emission and Human Powered Vehicles			
Location of the Action	Cost of the Action (EUR)	Beneficiary (Lead Partner) or partner	Donors to the action (name) ²³	Amount contributed (by donor)	Dates (from dd/mm/yyyy to dd/mm/yyyy)
Spain	60.711€	Alexander Technological Educational Institute of Thessaloniki	Erasmus LLP	60.711€	01/11/2010 - 31/08/2011
Objectives and results of the action		The Intensive Programme (IP) "Powering the Future with Zero Emission and Human Powered Vehicles" was an effort to bring the academic and industrial communities together to discuss with and report to undergraduate students the most recent developments concerning Zero Emission Vehicles and their Supporting Technology. The main activities of the programme were: <ul style="list-style-type: none"> • theoretical and laboratory courses on zero emission vehicles and alternative drive systems • simulation courses • workshops • visits to laboratories, automotive relevant companies and research institutes. 			

22 If the Donor is the European Union or an EU Member State, please specify the EU budget line, EDF or EU Member State.

23 If the Donor is the European Union or an EU Member State, please specify the EU budget line, EDF or EU Member State.



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Title of the Action :		Building a knowledge repository for occupational well-being economics research - ROWER			
Location of the Action	Cost of the Action (EUR)	Beneficiary (Lead Partner) or partner	Donors to the action (name)²⁴	Amount contributed (by donor)	Dates (from dd/mm/yyyy to dd/mm/yyyy)
Greece	369.523€	Alexander Technological Educational Institute of Thessaloniki	7th Framework Programme	369.523€	01/08/2008 - 31/12/2010
Objectives and results of the action		The main goal was to boost the research on Occupational Health and Safety (OHS) Economics by supporting its first steps through a structured and supported “incubation period”, where the fundamental basis of OHS Economics will be agreed and set, in order to let new researchers to build upon. Further, ROWER aimed at attracting new researchers and facilitating them in the beginning of their research by providing a complete and continuously updated on-line handbook and a thesaurus of related research papers and developments.			

²⁴ If the Donor is the European Union or an EU Member State, please specify the EU budget line, EDF or EU Member State.



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3.3.3 RESOURCES

- **Financial data**

Please provide the following information, on the basis of the balance sheet of your organisation (compulsory) and also on the basis of the profit and loss account (if the case) - amounts in thousand Euros

Year	Turnover or equivalent	Net earnings or equivalent	Total balance sheet or budget	Shareholders' equity or equivalent	Medium and long-term debt	Short-term debt (< 1 year)
2010	20666864,08	-	20666864,08	-	-	-
2009	30168300,82	-	30168300,82	-	-	-
2008	42801079,5	-	42801079,5	-	-	-

- **External audit report (N/A FOR BODIES GOVERNED BY PUBLIC LAW)**

Where the ENPI grant requested exceeds EUR 500 000, please provide the references of the **external audit report** established by an approved auditor for the last financial year available. This obligation does not apply to international organizations.

Year	Name of approved auditor	Period of validity
N		From dd/mm/yyyy to dd/mm/yyyy
N - 1		From dd/mm/yyyy to dd/mm/yyyy
N - 2		From dd/mm/yyyy to dd/mm/yyyy

- **Number of staff**

Members of the team of the joint Action should be directly employed by the Beneficiary's and/or partner(s)' organisation(s) on the basis of a regular work contracts (or orders of appointment in case of civil servants²⁵) between themselves as employees and the Beneficiary's and/or partner(s)' organisation(s) as employer(s).

The employee(s) could work full-time or part-time for the joint Action.

Where the Applicant's and/or partner(s)' organisation(s) do(es) not have the adequate professionals to perform the tasks related to the joint Action, external experts may be employed/contracted for these tasks.

²⁵ According to national provisions.



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Total number of staff		Number of staff which could be used for joint Action implementation		Number of external experts contracted ²⁶	
<i>Full-time</i>	<i>Part-time</i>	<i>Full-time</i>	<i>Part-time</i>	<i>Full-time</i>	<i>Part-time</i>
382	289		1project coordinator 1project manager 2senior researchers 1financial manager 1technical assistant 1secretariat	1senior researcher 1technical assistant	2junior researchers

²⁶ If it is the case.



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3.4 DECLARATION BY THE APPLICANT

The Applicant, represented by the undersigned, being the authorised signatory of the Applicant, and in the context of the present Grant Application Form, representing any partners in the proposed joint Action, hereby declares that

- The legal status of our organisation falls within the following category²⁶ (compulsory to choose one category a-e)²⁷:

b. body governed by public law²⁸, other than legal entities defined under paragraph a, established for the specific purpose of meeting needs in the general interest (needs not having an industrial or commercial character) and which fulfils at least one of the following conditions:

- i. be financed, for the most part, by the national, regional or local authorities, or other bodies governed by public law or
- ii. be subject to management supervision by those bodies or
- iii. have an administrative, managerial or supervisory board, more than half of whose members are appointed by the national, regional or local authorities, or by other bodies governed by public law;

(E.g.: state/regional owned institute, state owned university);

-
- The Applicant has the sources of financing and professional competence and qualifications specified in Section 2 of the Guidelines for Grant Applicants;
- Our organisation can hold a dedicated bank account for the Action²⁹ and it has the legal capacity to transfer funds to foreign countries.
- The Applicant undertakes to comply with the obligations foreseen in the Partnership Statement of the Grant Application Form and with the principles of good partnership practice;
- The Applicant is directly responsible for the preparation, management and implementation of the joint Action with its partners, and is not acting as an intermediary;
- The Applicant and its partners are not in any of the situations excluding them from participating in contracts which are listed in Section 2.3.3 of the Practical Guide to contract procedures for EU external actions (available from the following Internet address:
http://ec.europa.eu/europeaid/work/procedures/implementation/index_en.htm.

²⁶ As described in the Guidelines for Grant Applicants, section 2.1.1.

²⁷ Either keep the correct category and delete the others or mark the correct category.

²⁸ Bodies governed by public law as defined in Article 1(9) of Directive 2004/18/EC of the European Parliament and of the Council of 31 March 2004 on the coordination of procedures for the award of public works contracts, public supply contracts and public service contracts (<http://eur-lex.europa.eu/LexUriServ/LexUriServ.do?uri=OJ:L:2004:134:0114:0240:EN:PDF>) and in compliance with the national legislation of each participating country.

²⁹ Bank accounts in EUR are strongly recommended, due to high currency exchange risks.



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Furthermore, it is recognised and accepted that if we participate in spite of being in any of these situations, we may be excluded from other procedures in accordance with Section 2.3.4 of the Practical Guide;

- The Applicant and each partner are in a position to deliver immediately, upon request, the supporting documents stipulated under Section 2.4 of the Guidelines for Grant Applicants;
- The Applicant and all partners are eligible in accordance with the criteria set out under Sections 2.1.1 and 2.1.2 of the Guidelines for Grant Applicants;
- If recommended to be awarded a grant, the Applicant accepts the contractual conditions as laid down in the Standard Grant Contract annexed to the Guidelines for Grant Applicants (Annex F);
- The Applicant and its partners are aware that, for the purposes of safeguarding the financial interests of the European Union, their personal data may be transferred to internal audit services, to the European Court of Auditors, to the Financial Irregularities Panel or to the European Anti-Fraud Office.
- We are aware that the proposals for substantial changes to the joint Action (for example activities, partners, etc.) should be agreed by the partners before being submitted to the Joint Managing Authority. Where no such agreement can be reached, the Applicant/Beneficiary must clearly indicate this when submitting changes for approval to the Joint Managing Authority.
- Our organisation will assume responsibility in the event of any irregularity in the expenditure which our organisation has declared, and will repay the Joint Managing Authority any amount unduly paid.
- The total ENPI/IPA budget of our organisation within the joint Action amounts to **EUR 325.000,00**. In the event of approval of the joint Action applying for assistance from the Joint Operational Programme "Black Sea Basin 2007-2013", we hereby commit to participate in the joint Action and provide as a partner **EUR 32.500,00** as a co-financing to the budget of the joint Action.

Please choose:

- a) Our organisation is **not** entitled to recover any paid VAT (Value Added Tax) by whatever means, and therefore all Action related expenditure to be reported will include VAT.

The following Grant Application Forms have been submitted (or are about to be submitted) to the European Institutions, the European Development Fund and the EU Member States in the last 12 months:

- N/A

Our organisation is fully aware of the obligation to inform without delay the Joint Managing Authority to which this proposal is submitted if the same proposal for funding made to other European Commission departments or Union institutions has been approved by them after the submission of this Grant Application Form.



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Signed on behalf of the Applicant (legal representative of the organization)

Name	Prof. Constantinos Varsamidis
Signature and stamp	
Position	Vice President, President of the Research Committee
Date	29-09-2011



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4. IPA FINANCIAL LEAD BENEFICIARY

No Turkish partner is involved in the project



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5. PARTNERS OF THE APPLICANT PARTICIPATING IN THE JOINT ACTION

5.1 DESCRIPTION OF THE PARTNERS

This section must be completed for each partner organisation within the meaning of section 2.1.2 of the Guidelines for Grant Applicants. Any associates as defined in the same section need not be mentioned. You must make as many copies of this table as necessary to create entries for more partners.

	Partner 1
Full legal name	Port Authority of Alexandroupolis
Date of Registration	25/9/2001
Place of Registration	Alexandroupolis - Greece
Legal status ³¹	Public undertaking operating in the water, energy and transport services sectors
Official address of Registration ³²	Makras Gefyras 2, 68100 Alexandroupolis, Greece
Branch office in the eligible area of the Programme (if the case)	N/A
Country and region of Registration	Greece, Region of Anatoliki Makedonia and Thraki
Contact person	Skevas Christos
Telephone number: country code + city code + number	0030 25510 26251
Fax number: country code + city code + number	0030 25510 26485
E-mail address	ola@otenet.gr

³¹ Please specify the type of legal entity of your organisation, as defined in its statutes (or equivalent document) and as described in Section 2.1.1 in the Guidelines for Grant Applicants.

³² If not in one of the countries listed in section 2.1.1 of the Guidelines, please justify its location



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Number of employees	7
Other relevant resources	Head offices and offices, also rooms for management meetings
Experience of similar actions, in relation to the role in the implementation of the proposed joint Action	The Port Authority of Alexandroupolis participates as partner in the project “Watermode” - Transnational Network for the promotion of the water-ground multimodal transport. The project is funded by EU in the framework of the South East Europe Transnational Cooperation Program.
History of cooperation with the Applicant	NONE
Role and involvement in preparing the proposed joint Action	<ol style="list-style-type: none"> 1. Provision of information about the current situation in the container monitoring and security procedures in the Port of Alexandroupolis. 2. Provision of all the relevant documentation and information regarding the Port.
Role and involvement in implementing the proposed joint Action	<p>The Port Authority of Alexandroupolis will contribute to the SETRACON project as a case study port. The pilot application will provide a valuable feedback regarding the pros and cons of the whole project, enabling the elaboration of potential applications throughout the transport industry.</p> <ol style="list-style-type: none"> 1. Evaluation of the existed container handling processes both at “intra” and “inter” port activities Identification of common security threats regarding the container handling procedures; 2. Identification of common security threats regarding the container handling procedures 3. Assessment of users / decision makers requirements regarding the monitoring and securing of containers handling based on the existed EU regulations 4. Preparing of a Pilot Plan that consists of the: 1) Design of real life scenarios that simulate security intrusions and security crisis regarding the handling of transit containers, and 2) Identification of Key Performance Indicators (KPI’s) for the performance measurement of the proposed monitoring and securing processes <p>Pilot observations regarding the monitoring and securing processes and the web application</p>



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Financial data: *Please provide the following information, on the basis of the balance sheet of your organisation (compulsory) and also on the basis of the profit and loss account (if the case) - amounts in thousands EUR*

Year	Turnover or equivalent	Net earnings or equivalent	Total balance sheet or budget	Shareholders' equity or equivalent	Medium and long-term debt	Short-term debt (< 1 year)
2010	567,19	-5,35	1.179,82	1.354,74	491,46	265,71
2009	548,74	-115,63	1.123,54	1.354,74	543,39	114,25
2008	683,72	-69,35	1.254,53	1.354,74	703,80	103,40

	Partner 2
Full legal name	Port of Burgas JSC
Date of Registration	1991
Place of Registration	Burgas, Republic of Bulgaria
Legal status³³	Public undertaking operating in the water, energy and transport services sectors
Official address of Registration³⁴	1, Prince Al. Battenberg Str. 8000 Burgas, Bulgaria
Branch office in the eligible area of the Programme (if the case)	Not applicable
Country and region of Registration	Bulgaria, NUTS II regions of Yugoiztochen
Contact person	Stoycho Iv. Dimov
Telephone number: country code + city code + number	00359 56 822 345
Fax number: country code + city code +	00359 56 822 156

³³ Please specify the type of legal entity of your organisation, as defined in its statutes (or equivalent document) and as described in Section 2.1.1 in the Guidelines for Grant Applicants.

³⁴ If not in one of the countries listed in section 2.1.1 of the Guidelines, please justify its location



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number	
E-mail address	headoffice@port-burgas.com ; st_dimov@port-burgas.com
Number of employees	998
Other relevant resources	<ol style="list-style-type: none"> 1. The Port of Burgas has introduced QMS (quality management system) certified with ISO 9001:2004 and ISO 9001:2008 where there are documents regulating the procedures of handling and stocking of containers in the field but STIF container terminal. The QMS provides operational quality procedures, work instructions on quality, technological instructions and work maps, etc. 2. The Port of Burgas is using a software product developed by the IT professionals in the corresponding department for moving the container on the terminal from the time of its arrival until its departure. The software allows monitoring and statistics on various criteria (types of containers, full /empty; special; ways of processing). This system does not allow on-line distant tracking.
Experience of similar actions, in relation to the role in the implementation of the proposed joint Action	<ol style="list-style-type: none"> 1. Port of Burgas has a department for analysis and statistics, where system statistics is led for all types of cargo passed through the gate. 2. Currently the Port of Burgas applies for finance for the introduction of the EMS integrated with the existing quality management system, and also the introduction of an ERP is in order to increase its effectiveness.
History of cooperation with the Applicant	None
Role and involvement in preparing the proposed joint Action	<ol style="list-style-type: none"> 3. Provision of information about the current situation in the container monitoring and security procedures in the Port of Burgas. 4. Provision of all the relevant documentation and information regarding the Port.
Role and involvement in implementing the proposed joint Action	<ol style="list-style-type: none"> 1. Evaluation of the existed container handling processes both at “intra” and “inter” port activities 2. Identification of common security threats regarding the container handling procedures 3. Assessment of users / decision makers requirements regarding the monitoring and securing of containers handling based on the existed EU regulations 4. Preparing of a Pilot Plan that consists of the: 1) Design of real life scenarios that simulate security intrusions and security crisis regarding the handling of transit containers, and 2) Identification of Key Performance Indicators (KPI's) for the performance measurement of the proposed monitoring and securing processes 5. Pilot observations regarding the monitoring and securing processes and the web application



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Financial data: *Please provide the following information, on the basis of the balance sheet of your organisation (compulsory) and also on the basis of the profit and loss account (if the case) - amounts in thousands EUR*

Year	Turnover or equivalent	Net earnings or equivalent	Total balance sheet or budget	Shareholders' equity or equivalent	Medium and long-term debt	Short-term debt (< 1 year)
2010	12,365	(6,834)	30,611	2,819	29,229	15,630
2009	13,716	(2,605)	33,288	2,819	24,490	16,212
2008	22,159	(3,879)	36,291	2,819	27,497	13,607

	Partner 3
Full legal name	Odessa Regional Centre for Investment and Development
Date of Registration	21.01.2009
Place of Registration	Odessa region, Ukraine
Legal status³⁵	Regional public authority
Official address of Registration³⁶	1, Bazarnaya street, Odessa, Ukraine, 65014
Branch office in the eligible area of the Programme (if the case)	N/A
Country and region of Registration	Odessa, Ukraine
Contact person	Vladimir Semashko
Telephone number: country code + city code + number	+3 8 (048)799-81-35 +3 8 (093) 600- 95-95
Fax number: country code + city code + number	+3 8 (048)780-19-86

35 Please specify the type of legal entity of your organisation, as defined in its statutes (or equivalent document) and as described in Section 2.1.1 in the Guidelines for Grant Applicants.

36 If not in one of the countries listed in section 2.1.1 of the Guidelines, please justify its location



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E-mail address	orcir@ukr.net
Number of employees	12
Other relevant resources	<p>There are partners of Centre in Odessa region:</p> <ul style="list-style-type: none"> • State authorities (ministries, departments, Centres of Excellence); • Social organizations; • International organisations • Leading universities of Autonomy. <p>Odessa Regional Centre for Investment and Development is the regional administrator of transfer technology network "INDEV"</p>
Experience of similar actions, in relation to the role in the implementation of the proposed joint Action	Associated member of EU project 'Support of knowledge intensive and innovative enterprises and Technology Transfer of business in Ukraine'
History of cooperation with the Applicant	NONE
Role and involvement in preparing the proposed joint Action	Provision of all the relevant documentation and information regarding the project
Role and involvement in implementing the proposed joint Action	<ol style="list-style-type: none"> 1. Evaluation of the existed container handling processes both at "intra" and "inter" port activities Identification of common security threats regarding the container handling procedures; 2. Identification of common security threats regarding the container handling procedures 3. Assessment of users / decision makers requirements regarding the monitoring and securing of containers handling based on the existed EU regulations

Financial data: *Please provide the following information, on the basis of the balance sheet of your organisation (compulsory) and also on the basis of the profit and loss account (if the case) - amounts in thousands EUR*

Year	Turnover or equivalent	Net earnings or equivalent	Total balance sheet or budget	Shareholders' equity or equivalent	Medium and long-term debt	Short-term debt (< 1 year)
2010	68,4	0	-	-	-	-
2009	82,8	0	-	-	-	-



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2008	-	-	-	-	-	-
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* For presented data 1EUR=10.9564 UAH exchange rate of the National Bank of Georgia on 15.09.2011.

Important: This Grant Application Form must be accompanied by a signed, stamped and dated Partnership Statement from each partner, in accordance with the model provided.



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Partnership Statement

Joint Action title and acronym:	SEcuring TRAnsit CONtainers (SETRACON)
Name of the legal entity applying for funding as partner or IPA Financial Lead Beneficiary ¹ :	Port Authority of Alexandroupolis
Country and region of Registration:	Greece, Region of Anatoliki Makedonia and Thraki

A partnership is a relationship of substance between two or more organisations involving shared responsibilities in undertaking the joint Action contracted by the Romanian Ministry of Regional Development and Tourism (Joint Managing Authority). To ensure that the joint Action runs smoothly, the Joint Managing Authority requires all partners to acknowledge this by agreeing to the principles of good partnership practice set out below.

By signing this Partnership Statement, the above named legal entity applying for funding from the Joint Operational Programme “Black Sea Basin 2007-2013” as partner or IPA Financial Lead Beneficiary² (hereafter referred to as “organisation”) hereby declares:

The legal status of our organisation falls within the following category³ (please choose only one category a-e)⁴:

d. public undertaking⁵ operating in the water, energy and transport services sectors, undertakings over which the legal entities defined under paragraphs a-c may exercise directly or indirectly a dominant influence by virtue of their ownership of it, their financial participation therein, or the rules which govern it; a dominant influence on the part of the entities defined under paragraphs a-c shall be presumed when these entities, directly or indirectly, in relation to an undertaking:

- i. hold the majority of the undertaking’s subscribed capital or
- ii. control the majority of the votes attaching to shares issued by the undertaking or
- iii. can appoint more than half of the undertaking’s administrative, management or supervisory body.

Our organisation has read the Grant Application Form and understood what our role in the joint Action is before the proposal is submitted to the Joint Managing Authority.

¹ If it is the case.

² If it is the case.

³ As described in the Guidelines for Grant Applicants, section 2.1.1.

⁴ Either keep the correct category and delete the others or mark the correct category.

⁵ Public undertaking as defined in Article 2(1)b of Directive 2004/17/EC of the European Parliament and of the Council of 31 March 2004 coordinating the procurement procedures of entities operating in the water, energy, transport and postal services sectors

(<http://eur-lex.europa.eu/LexUriServ/LexUriServ.do?uri=OJ:L:2004:134:0001:0113:EN:PDF>).





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- ❑ Our organisation got acquainted with the joint operational programme, has read the Guidelines for Grant Applicants and the Standard Grant Contract and we understand and accept what our obligations under the Standard Grant Contract will be if the grant is awarded. We authorise the Applicant⁶ to sign the Grant Contract with the Joint Managing Authority and represent us in all dealings with the Joint Managing Authority in the context of the joint Action's implementation.
- ❑ Our organisation has sufficient human, financial and administrative capacity to implement the joint Action activities which were assumed by our organisation. Our organisation will be able to maintain sufficient financial liquidity to implement the respective joint Action activities.
- ❑ The activities that our organisation will carry out in the joint Action are in line with the Union and national legislation and policies and with the rules of the Programme, in particular, on requirements for public procurement, environmental impact and sustainable development, equal opportunities, and non-discrimination.
- ❑ Our organisation is not in any of the situations excluding them from participating in contracts which are listed in Section 2.3.3 of the Practical Guide to contract procedures for EU external actions (available from the following Internet address: http://ec.europa.eu/europeaid/work/procedures/implementation/index_en.htm). Furthermore, it is recognised and accepted that if we participate in spite of being in any of these situations, we may be excluded from other procedures in accordance with Section 2.3.4 of the Practical Guide;
- ❑ We are aware of our obligation to sign a Partnership Agreement with the Applicant as a prior condition for the signature of the Grant Contract between the Applicant and the JMA, and we will sign the above agreement, which specifies our obligations in the joint Action, with the Applicant in due time.
- ❑ We are aware of the Applicant/Beneficiary's obligation to consult our organisation and other partners regularly and keep us fully informed of the progress of the joint Action.
- ❑ We have agreed with the Applicant/Beneficiary that it is obliged to send us and the other partners the copies of the reports - narrative and financial - made to the Joint Managing Authority.
- ❑ We are aware that the proposals for substantial changes to the joint Action (for example activities, partners, etc.) should be agreed by the partners before being submitted to the Joint Managing Authority. Where no such agreement can be reached, the Applicant/Beneficiary must clearly indicate this when submitting changes for approval to the Joint Managing Authority.

⁶ According with ENPI Implementing Regulation, the body which signs a grant contract with the Joint Managing Authority and which assumes full legal and financial responsibility for project implementation vis-à-vis that authority is called 'Beneficiary'. Until the grant contract is signed, any body that submits a proposal is called 'Applicant'.



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- Our organisation will inform the public about Union assistance received from the Programme to implement the joint Action in compliance with External Aid Visibility Guidelines and the Black Sea Basin Visual Identity Manual.
- Our organisation has not received or will receive either in whole or in part, any other Union funding for any of the activities scheduled in the proposal.
- Our organisation will assume responsibility in the event of any irregularity in the expenditure which our organisation has declared, and will repay the Joint Managing Authority any amount unduly paid.
- Our organisation will keep available all documents related to the joint Action in accordance with the programme requirements on the availability of documents.
- The total ENPI/IPA budget of our organisation within the joint Action amounts to **EUR 95.000,00** In the event of approval of the joint Action applying for assistance from the Joint Operational Programme "Black Sea Basin 2007-2013", we hereby commit to participate in the joint Action and provide as a partner **EUR 9.500,00** as a co-financing to the budget of the joint Action.

Our organisation is entitled to recover any paid VAT (Value Added Tax), and therefore all Action related expenditure to be reported will not include VAT.

I have read and approved the contents of the Grant Application Form submitted to the Joint Managing Authority. I undertake to comply with the principles of good partnership practice.

Signed on behalf of the Partner (legal representative of the organization):

Name	Cristos Skevas
Signature and stamp	
Position	Managing Director
Date	27/9/2011



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5.2 PARTNERSHIP STATEMENT

Joint Action title and acronym:	SEcuring TRansit CONTainers (SETRACON)
Name of the legal entity applying for funding as partner or IPA Financial Lead Beneficiary ⁴⁶ :	Port of Burgas JSC
Country and region of Registration:	Bulgaria, NUTS II Yugoiztochen Region

A partnership is a relationship of substance between two or more organisations involving shared responsibilities in undertaking the joint Action contracted by the Romanian Ministry of Regional Development and Tourism (Joint Managing Authority). To ensure that the joint Action runs smoothly, the Joint Managing Authority requires all partners to acknowledge this by agreeing to the principles of good partnership practice set out below.

By signing this Partnership Statement, the above named legal entity applying for funding from the Joint Operational Programme "Black Sea Basin 2007-2013" as partner or IPA Financial Lead Beneficiary⁴⁷ (hereafter referred to as "organisation") hereby declares:

The legal status of our organisation falls within the following category⁴⁸ (please choose only one category a-e)⁴⁹:

a. national, regional or local public authority (E.g.: ministry, regional/county council, local council, municipality);

b. body governed by public law⁵⁰, other than legal entities defined under paragraph a, established for the specific purpose of meeting needs in the general interest (needs not having an industrial or commercial character) and which fulfils at least one of the following conditions:

- iv. be financed, for the most part, by the national, regional or local authorities, or other bodies governed by public law or
- v. be subject to management supervision by those bodies or
- vi. have an administrative, managerial or supervisory board, more than half of whose members are appointed by the national, regional or local authorities, or by other bodies governed by public law;

(E.g.: state/regional owned institute, state owned university);

⁴⁶ If it is the case.

⁴⁷ If it is the case.

⁴⁸ As described in the Guidelines for Grant Applicants, section 2.1.1.

⁴⁹ Either keep the correct category and delete the others or mark the correct category.

⁵⁰ Bodies governed by public law as defined in Article 1(9) of Directive 2004/18/EC of the European Parliament and of the Council of 31 March 2004 on the coordination of procedures for the award of public works contracts, public supply contracts and public service contracts (<http://eur-lex.europa.eu/LexUriServ/LexUriServ.do?uri=OJ:L:2004:134:0114:0240:EN:PDF>) and in compliance with the national legislation of each participating country.



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c. associations: formed by one or several national, regional or local public authorities or one or several bodies governed by public law, as defined under paragraphs a-b or other non-profit organization (E.g.: Euro regions, NGO's, EGTC);

d. public undertaking⁵¹ operating in the water, energy and transport services sectors, undertakings over which the legal entities defined under paragraphs a-c may exercise directly or indirectly a dominant influence by virtue of their ownership of it, their financial participation therein, or the rules which govern it; a dominant influence on the part of the entities defined under paragraphs a-c shall be presumed when these entities, directly or indirectly, in relation to an undertaking:

- iv. hold the majority of the undertaking's subscribed capital or
- v. control the majority of the votes attaching to shares issued by the undertaking or
- vi. can appoint more than half of the undertaking's administrative, management or supervisory body.

e. international organisation.

- ✓ Our organisation has read the Grant Application Form and understood what our role in the joint Action is before the proposal is submitted to the Joint Managing Authority.
- ✓ Our organisation got acquainted with the joint operational programme, has read the Guidelines for Grant Applicants and the Standard Grant Contract and we understand and accept what our obligations under the Standard Grant Contract will be if the grant is awarded. We authorise the Applicant⁵² to sign the Grant Contract with the Joint Managing Authority and represent us in all dealings with the Joint Managing Authority in the context of the joint Action's implementation.
- ✓ Our organisation has sufficient human, financial and administrative capacity to implement the joint Action activities which were assumed by our organisation. Our organisation will be able to maintain sufficient financial liquidity to implement the respective joint Action activities.
- ✓ The activities that our organisation will carry out in the joint Action are in line with the Union and national legislation and policies and with the rules of the Programme, in particular, on requirements for public procurement, environmental impact and sustainable development, equal opportunities, and non-discrimination.
- ✓ Our organisation is not in any of the situations excluding them from participating in contracts which are listed in Section 2.3.3 of the Practical Guide to contract procedures for EU external actions (available from the following Internet address: http://ec.europa.eu/europeaid/work/procedures/implementation/index_en.htm). Furthermore, it is recognised and accepted that if we participate in spite of being in

⁵¹ Public undertaking as defined in Article 2(1)b of Directive 2004/17/EC of the European Parliament and of the Council of 31 March 2004 coordinating the procurement procedures of entities operating in the water, energy, transport and postal services sectors

(<http://eur-lex.europa.eu/LexUriServ/LexUriServ.do?uri=OJ:L:2004:134:0001:0113:EN:PDF>).

⁵² According with ENPI Implementing Regulation, the body which signs a grant contract with the Joint Managing Authority and which assumes full legal and financial responsibility for project implementation vis-à-vis that authority is called 'Beneficiary'. Until the grant contract is signed, any body that submits a proposal is called 'Applicant'.



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any of these situations, we may be excluded from other procedures in accordance with Section 2.3.4 of the Practical Guide;

- ✓ We are aware of our obligation to sign a Partnership Agreement with the Applicant as a prior condition for the signature of the Grant Contract between the Applicant and the JMA, and we will sign the above agreement, which specifies our obligations in the joint Action, with the Applicant in due time.
- ✓ We are aware of the Applicant/Beneficiary's obligation to consult our organisation and other partners regularly and keep us fully informed of the progress of the joint Action.
- ✓ We have agreed with the Applicant/Beneficiary that it is obliged to send us and the other partners the copies of the reports - narrative and financial - made to the Joint Managing Authority.
- ✓ We are aware that the proposals for substantial changes to the joint Action (for example activities, partners, etc.) should be agreed by the partners before being submitted to the Joint Managing Authority. Where no such agreement can be reached, the Applicant/Beneficiary must clearly indicate this when submitting changes for approval to the Joint Managing Authority.
- ✓ Our organisation will inform the public about Union assistance received from the Programme to implement the joint Action in compliance with External Aid Visibility Guidelines and the Black Sea Basin Visual Identity Manual.
- ✓ Our organisation has not received or will receive either in whole or in part, any other Union funding for any of the activities scheduled in the proposal.
- ✓ Our organisation will assume responsibility in the event of any irregularity in the expenditure which our organisation has declared, and will repay the Joint Managing Authority any amount unduly paid.
- ✓ Our organisation will keep available all documents related to the joint Action in accordance with the programme requirements on the availability of documents.
- ✓ The total ENPI/IPA budget of our organisation within the joint Action amounts to **EUR 70000,00**. In the event of approval of the joint Action applying for assistance from the Joint Operational Programme "Black Sea Basin 2007-2013", we hereby commit to participate in the joint Action and provide as a partner **EUR 7000,00** as a co-financing to the budget of the joint Action.

Please choose:

a) Our organisation is **not** entitled to recover any paid VAT (Value Added Tax) by whatever means, and therefore all Action related expenditure to be reported will include VAT.

b) Our organisation is entitled to recover any paid VAT (Value Added Tax), and therefore all Action related expenditure to be reported will not include VAT.

c) Our organisation is entitled to **partially** recover the paid VAT (Value Added Tax), and therefore the respective Action related expenditure to be reported will not include VAT. For the **partially** non-recoverable paid VAT (Value Added Tax) by whatever means, the respective Action related expenditure to be reported will include VAT.





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I have read and approved the contents of the Grant Application Form submitted to the Joint Managing Authority. I undertake to comply with the principles of good partnership practice.

Signed on behalf of the Partner (legal representative of the organization):

Name	Port of Burgas JSC
Signature and stamp	Dian Valkov Dimov 
Position	Executive Director of Port of Burgas JSC
Date	21 Sept 2011





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5.2 PARTNERSHIP STATEMENT

Joint Action title and acronym:	Securing Transit Containers (SETRACON)
Name of the legal entity applying for funding as partner or IPA Financial Lead Beneficiary:	Odessa Regional Center for Investment and Development
Country and region of Registration:	Ukraine, Odessa Region

A partnership is a relationship of substance between two or more organisations involving shared responsibilities in undertaking the joint Action contracted by the Romanian Ministry of Regional Development and Tourism (Joint Managing Authority). To ensure that the joint Action runs smoothly, the Joint Managing Authority requires all partners to acknowledge this by agreeing to the principles of good partnership practice set out below.

By signing this Partnership Statement, the above named legal entity applying for funding from the Joint Operational Programme "Black Sea Basin 2007-2013" as partner or IPA Financial Lead Beneficiary (hereafter referred to as "organisation") hereby declares:

The legal status of our organisation falls within the following category

a. national, regional or local public authority (E.g.: ministry, regional/county council, local council, municipality);

- Our organisation has read the Grant Application Form and understood what our role in the joint Action is before the proposal is submitted to the Joint Managing Authority.
- Our organisation got acquainted with the joint operational programme, has read the Guidelines for Grant Applicants and the Standard Grant Contract and we understand and accept what our obligations under the Standard Grant Contract will be if the grant is awarded. We authorise the Applicant to sign the Grant Contract with the Joint Managing Authority and represent us in all dealings with the Joint Managing Authority in the context of the joint Action's implementation.
- Our organisation has sufficient human, financial and administrative capacity to implement the joint Action activities which were assumed by our organisation. Our organisation will be able to maintain sufficient financial liquidity to implement the respective joint Action activities.
- The activities that our organisation will carry out in the joint Action are in line with the Union and national legislation and policies and with the rules of the Programme, in particular, on requirements for public procurement, environmental impact and sustainable development, equal opportunities, and non-discrimination.
- Our organisation is not in any of the situations excluding them from participating in contracts which are listed in Section 2.3.3 of the Practical Guide to contract procedures for EU external actions (available from the following Internet address: http://ec.europa.eu/europeaid/work/procedures/implementation/index_en.htm).
Furthermore, it is recognised and accepted that if we participate in spite of being in any

of these situations, we may be excluded from other procedures in accordance with Section 2.3.4 of the Practical Guide;

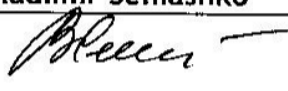
- We are aware of our obligation to sign a Partnership Agreement with the Applicant as a prior condition for the signature of the Grant Contract between the Applicant and the JMA, and we will sign the above agreement, which specifies our obligations in the joint Action, with the Applicant in due time.
- We are aware of the Applicant/Beneficiary's obligation to consult our organisation and other partners regularly and keep us fully informed of the progress of the joint Action.
- We have agreed with the Applicant/Beneficiary that it is obliged to send us and the other partners the copies of the reports - narrative and financial - made to the Joint Managing Authority.
- We are aware that the proposals for substantial changes to the joint Action (for example activities, partners, etc.) should be agreed by the partners before being submitted to the Joint Managing Authority. Where no such agreement can be reached, the Applicant/Beneficiary must clearly indicate this when submitting changes for approval to the Joint Managing Authority.
- Our organisation will inform the public about Union assistance received from the Programme to implement the joint Action in compliance with External Aid Visibility Guidelines and the Black Sea Basin Visual Identity Manual.
- Our organisation has not received or will receive either in whole or in part, any other Union funding for any of the activities scheduled in the proposal.
- Our organisation will assume responsibility in the event of any irregularity in the expenditure which our organisation has declared, and will repay the Joint Managing Authority any amount unduly paid.
- Our organisation will keep available all documents related to the joint Action in accordance with the programme requirements on the availability of documents.
- The total ENPI/IPA budget of our organisation within the joint Action amounts to **EUR 45.000,00**. In the event of approval of the joint Action applying for assistance from the Joint Operational Programme "Black Sea Basin 2007-2013", we hereby commit to participate in the joint Action and provide as a partner **EUR 4.500,00** as a co-financing to the budget of the joint Action.

Please choose:

a) Our organisation is not entitled to recover any paid VAT (Value Added Tax) by whatever means, and therefore all Action related expenditure to be reported will include VAT.

I have read and approved the contents of the Grant Application Form submitted to the Joint Managing Authority. I undertake to comply with the principles of good partnership practice.

Signed on behalf of the Partner (legal representative of the organization):

Name	Vladimir Semashko
Signature and stamp	
Position	Director
Date	26.09.2011



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6. ASSOCIATES OF THE APPLICANT/PARTNERS PARTICIPATING IN THE JOINT ACTION

No Associate is participating in the Joint Action



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7. CHECKLIST FOR THE GRANT APPLICATION FORM

ADMINISTRATIVE DATA	<i>To be filled in by the Applicant:</i>
Name of the Applicant	Alexander Technological Institute of Thessaloniki (ATEI-Th.)
Country, region and date of registration	Greece, Region of Kentriki Makedonia, 22/8/1996
Legal status:	Body governed by public law
Name of Partner 1	Port Authority of Alexandroupolis
Country, region and date of registration:	Greece, Region of Anatoliki Makedonia - Thraki, 25/9/2001
Legal status:	Public undertaking operating in the water, energy, and transport services sectors
Name of Partner 2	Port of Burgas JSC
Country, region and date of registration:	Bulgaria, Region of Yugoiztochen, 1991
Legal status:	Public undertaking operating in the water, energy, and transport services sectors
Name of Partner 3	Odessa Regional Centre for Investment and Development
Country, region and date of registration:	Ukraine, Odessa Region, 21.01.2009
Legal status:	Regional public authority



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BEFORE SENDING YOUR PROPOSAL, PLEASE CHECK THAT EACH OF THE FOLLOWING POINTS IS COMPLETE AND RESPECTS THE FOLLOWING CRITERIA:	To be filled in by the Applicant	
	Yes	No
Title of the Proposal: SEcuring TRansit CONtainers (SETRACON)		
PART 1 (ADMINISTRATIVE)		
1.The present Checklist and the annexes are filled in and sent with the Grant Application Form	X	
2.The correct Grant Application Form, published for this call for proposals, has been used	X	
3.The Grant Application Form is typed and is in English (except for dates and signatures)	X	
4.One original and 2 copies are included	X	
5. A complete electronic version of the Grant Application Form, all annexes and all supporting documents is enclosed	X	
6.The Declaration by the Applicant has been filled in, signed, stamped and dated and is enclosed	X	
7.The Declaration by the IPA Financial Lead Beneficiary (if the case) has been filled in, signed, stamped and dated and is enclosed	N/A	
8.Each partner (including the IPA Financial Lead Beneficiary) has completed, signed, stamped and dated the Partnership Statement, and all statements are enclosed	X	
9.The Budget (Annex B1 for ENPI funds and B2 for IPA funds, all worksheets) is presented in the format requested, is expressed in EUR and is enclosed	X	
10.The Logical Framework has been completed and is enclosed	X	
11.Latest annual accounts (as full unofficial translation(s) into English) has/have been enclosed (this obligation does not apply to public authorities)	X	
12. External Audit Report(s) for the Applicant where the ENPI grant requested exceeds EUR 500,000 and for the IPA Financial Lead Beneficiary (if it is the case) where the IPA grant requested exceeds EUR 500,000 (as full unofficial translation(s) into English) has/have been enclosed, (this obligation does not apply to public authorities, bodies governed by public law and international organisations)	N/A	



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13. The joint Action's activities will be implemented in the eligible area of the programme	X	
14. The requested ENPI grant under Priorities 1 and 2 is equal to or higher than EUR 100,000 (the minimum allowed) and is equal to or lower than EUR 700,000 (the maximum allowed)	X	
15. The requested ENPI grant under Priority 3 is equal or higher than EUR 50,000 (the minimum allowed) and is equal to or lower than EUR 300,000 (the maximum allowed)	N/A	
16. The requested ENPI grant for joint Actions implemented mainly or entirely in a single participating-country but having a cross-border impact is equal to or higher than EUR 50.000 (the minimum allowed) and is equal to or lower than EUR 250.000 (the maximum allowed)	N/A	
17. The requested IPA grant under Priorities 1 and 2 is equal to or higher than EUR 50,000 (the minimum allowed) and is equal to or lower than EUR 700,000 (the maximum allowed)	N/A	
18. The requested IPA grant under Priority 3 is equal to or higher than EUR 50,000 (the minimum allowed) and is equal to or lower than EUR 300,000 (the maximum allowed)	N/A	
19. The requested IPA grant for joint Actions implemented mainly or entirely in a single participating-country but having a cross-border impact is equal to or higher than EUR 50.000 (the minimum allowed) and is equal to or lower than EUR 250.000 (the maximum allowed)	N/A	
20. The initial planned duration of this joint Action requesting an overall grant (ENPI/ENPI+IPA) of Eur 50,000 up to Eur 100,000 does not exceed 12 months;	N/A	
21. The initial planned duration of this joint Action requesting an overall grant (ENPI/ENPI + IPA) equal to or over Eur 100,000 up to Eur 1,400,000 does not exceed 24 months	X	
22. The rate of co-financing is equal to or higher than 10% of the estimated total eligible costs of the ENPI part of the joint Action (minimum percentage required)	X	
23. The rate of co-financing is equal to or higher than 10% of the estimated total eligible costs of the IPA part of the joint Action (minimum percentage required)	N/A	
24. The joint Action includes at least 1 partner from Member State and 1 partner from Partner Country	X	



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25. The joint Action with Turkish partner(s) includes also at least 1 partner from Member State and 1 partner from Partner Country	N/A	
26. The joint Action falls under one of the eligible project types (integrated project; symmetrical project; project implemented mainly or entirely in a single participating-country but having a cross-border impact)	X	
27. The joint Action has a cross border character as it fulfills at least 2 of the following criteria: joint developing, joint implementation, joint financing, joint staffing	X	
PART 2 (ELIGIBILITY)		
28. The Applicant represents one of the eligible legal entities.	X	
29. The Applicant is registered and located in the eligible programme area	X	
30. The Applicant is registered and located outside the programme area - but has a branch office in the eligible area	N/A	
31. The Applicant is registered and located outside the programme area - in this case a justification for exclusive competence is provided	N/A	
32. The IPA Financial Lead Beneficiary (if it is the case) represents one of the eligible legal entities (national, regional or local public authority, body governed by public law, association formed by one or several national, regional or local public authorities, or one or several bodies governed by public law, or other non profit organizations, public undertaking, international organization)	N/A	
33. The IPA Financial Lead Beneficiary (if it is the case) is registered and located in the eligible programme area	N/A	
34. The IPA Financial Lead Beneficiary (if it is the case) is registered and located outside the programme area - but has a branch office in the eligible area	N/A	
35. The IPA Financial Lead Beneficiary (if it is the case) is registered and located outside the programme area - in this case a justification for exclusive competences is provided	N/A	
36. All partners represent eligible legal entities (national, regional or local public authority, body governed by public law, association formed by one or several national, regional or local public authorities, or one or several bodies governed by public law, or other non profit organizations, public undertaking, international organization)	X	



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37. The partners are registered and located in the eligible programme area	X	
38. The partners are registered and located outside the programme area - but have branch offices in the eligible area	N/A	
39. The partners are registered and located outside the programme area - in this case a justification for exclusive competence is provided	N/A	



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8. INDICATORS OF THE PROGRAMME

The joint Action (project) will contribute to the following programme output indicator(s) with the following:

Output indicators:

PRIORITY 1	Specify the quantity
OUT 1: Number of cross border partnerships ⁵⁰ for local development projects created	3
OUT 2: Number of entrepreneurs / economic agents involved in project activities	8
OUT 3: Number of training / innovation promotion initiatives for entrepreneurs initiated	-
OUT 4: Number of local administrations involved in initiatives for capacity building	-
OUT 5: Number of new researched and/or established links of information, communication, transport and trade	8
PRIORITY 2	
OUT 6: Number of environmental training and/or research initiatives carried out	
OUT 7: Number of agencies / associations involved in project activities	
OUT 8: Number of research / education institutions assisted / involved in project initiatives	
OUT 9: Number of trainings initiatives begun in environmental protection	
OUT 10: Number of inhabitants of natural areas participating in awareness events	
PRIORITY 3	
OUT 11: Number of partnerships created for cultural and educational initiatives	
OUT 12: Number of media products produced and distributed by the project	
OUT 13: Number of cultural agencies / associations participating in project activities	
OUT 14: Number of education institutions assisted in project initiatives	
OUT 15: Number of citizens / students participating in events and activities implemented in the project	

⁵⁰ Partnerships are defined as two or more organisations acting together by contributing their diverse resources in pursuing of a common vision that has clearly defined goals and objectives.



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The joint Action (project) will contribute to the following programme result indicator(s) with the following:

Result indicators:

PRIORITY 1	Specify the quantity
RES 1: Number of project partnerships establishing permanent economic relations between the economic actors from different countries after the end of project activities	1
RES 2: Number of entrepreneurs adopting innovations and starting new production after involvement in projects	-
RES 3: Number of entrepreneurs / economic agents completing activities and achieving new skills and competencies	-
RES 4: Number of new permanent joint products or partnerships in the area of tourism	-
RES 5: Number of local administrations and organizations activating new types of services or new ways of providing existing services	4
PRIORITY 2	
RES 6: Number of partnerships contracts / agreements establishing permanent relations among institutions / agencies active in the environmental sector	
RES 7: Number of entrepreneurs / technicians / researchers completing activities and achieving new skills and competencies	
RES 8: Number of institutions active in environmental protection adopting innovations developed by projects.	
PRIORITY 3	
RES 9: Number of permanent cultural and educational networks established after the implementation of projects	
RES 10: Number of citizens completing cultural projects and achieving educational / cultural objectives	
RES 11: Number of students completing an internship or training in partner countries	