



Linking fisheries businesses with science & research

“Boosting business along the fishery supply chain”

19-20 October 2016,

Thessaloniki, Greece



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dbio departamento de biologia
1976. 2016 a formar cidadãos biólogos



cesam

universidade de aveiro
centro de estudos do ambiente
e do mar



Why Work with Scientists?

New and/or better catching and/or aquaculture techniques

Better resource management

Optimising the process from boat and/or fish farm to plate and back

New products and markets
(food and non-food)



From Theory to Practice (how can we make this happen?)

Involving research institutes

Mapping of relevant research

Mapping of relevant funding



Associating relevant institutes with the FLAG partnership

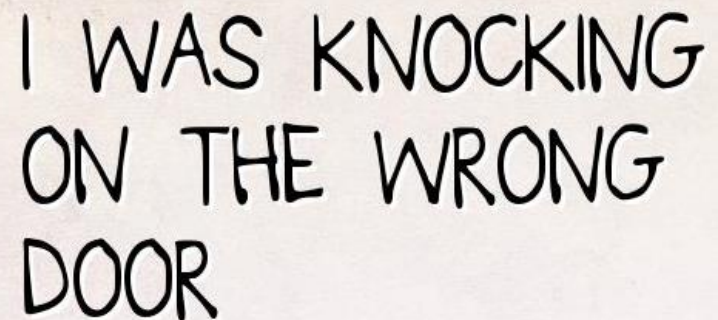
From Theory to Practice (how can we make this happen?)

Putting businesses in contact with research

Supporting pilot actions and give them the visibility

Promoting uptake and knowledge transfer

Sea Technology Platform
@ University of Aveiro
(Portugal) as a case study



I WAS KNOCKING
ON THE WRONG
DOOR

Ensuring Research is

Relevant for the seafood sector and local community

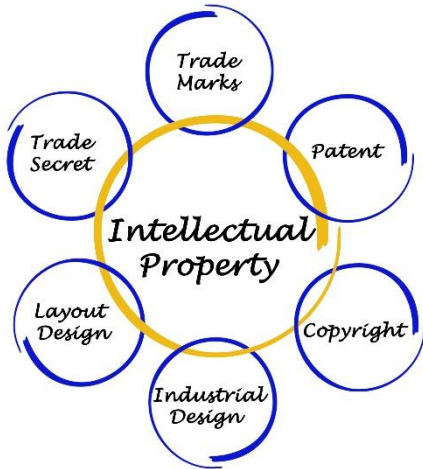
Well understood and clearly perceived as relevant by the local community

Market driven

Project RASTREMAR



Managing Expectations



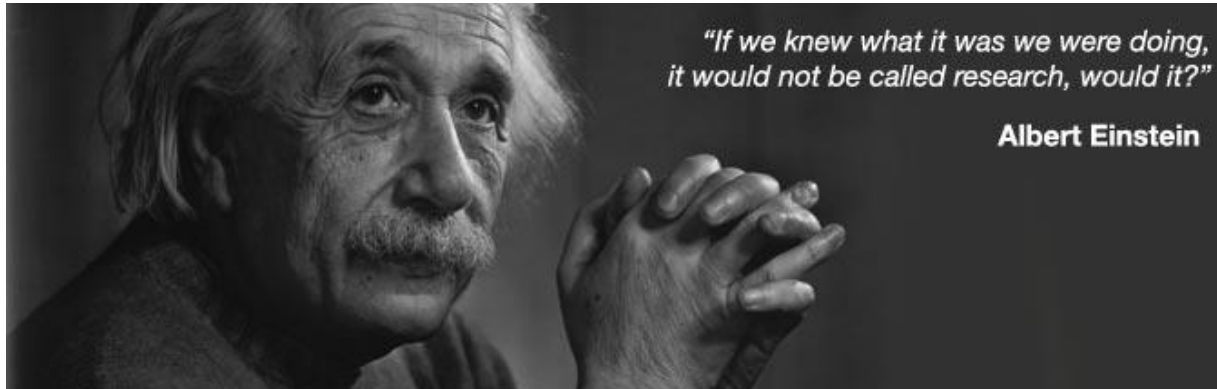
Safeguarding Everyone's Interests
Making it a win-win
(Intellectual property)

Promising Only What You Can Deliver

Promise only
what you can
deliver
Then deliver
more than you
promise

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Clearing out that:



Talking About Previous Failures

Saves Time and Money

Builds up Trust between Partners





**KEEP
CALM
AND
ASK
QUESTIONS**