

SUCCESSION STORIES 2014

Estabanell



CREATING SMART GRID TECHNOLOGIES AND NEW BUSINESS CONCEPTS WITH EU FUNDS

Building a Smart Rural Grid for the resilient electricity distribution infrastructures in the countryside

Catalan SME Estabanell is developing a smart rural grid to secure the infrastructure distribution of electricity resiliently through EU grant of EUR 3 million. The company is working in this project jointly with 8 other partners.

Estabanell had previously attempted to apply for EU funding (FP7-ICT call), but it had not been successful. Even though the company had a sound technical expertise and a ground breaking project, it also acknowledged two main constraints: the lack of time to apply for EU funds and find reliable partners to form a consortium. This was the reason why the company got in contact with the EEN ACCIÓ office in Barcelona: "Thanks to the personalized advisory meetings provided by EEN-ACCIÓ, we could enhance our proposal and find additional key partners to strengthen it" says Santiago Martínez, ESTABANELL CEO.

To start off, Estabanell was periodically informed about open calls related to their project. The company attended the Annual Connect-EU info-day (a Local Visibility Action of EEN) organised by ACCIÓ where they received advice in a personalized meeting with officers and NCP within its project topic. Furthermore, Estabanell attended at personalized advisory meetings in ACCIÓ's offices in order to improve its proposal and identify the most suitable partners for it.

Thanks to these services, the company was able to submit a new proposal for EU funds (FP7) which was finally successful.

CATCIM- EUROPEAN ENTERPRISE NETWORK CATALONIA

ACCIÓ- Catalan Agency for Business Competitiveness

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