

Local facilitators and regional tutors training

Eco-NautiNET Project

WORKSHOP MATERIALS AND PRESENTATIONS



Wamblee

CNA Nautica Workshop

Daniele Banfi
CEO

Wamblee s.r.l.
Italy

3/7/2018

Who we are

- It designs and manufactures radio devices for the maritime and aeronautical field.
- Our business:
 - we develop devices for maritime and aeronautical safety like shipwreck locators or radiolocators for plane crashes (Epirb, ELT, PLB, MOB and so on).
 - Professional radio devices.
- Starting from 2007.
- Formed by 7 collaborators, 3 of which dedicated to research and development and 1 collaborator in the field of quality (age <35 years)

Who we are

- It designs and manufactures radio devices for the maritime and aeronautical field.
- For the nautical field we design and produce emergency radiolocator devices like Epirb and MOB, that is, devices able to signal a serious and imminent danger for the people on board (like a shipwreck for example). Such distress signals are received by MRCC and SAR stations, which then coordinate the rescue operations.



Relationships between company and research

- Maritime is only that of mechanics ?
- Sometimes we seem to have noticed a certain distance between the company's needs and the research.
- The skills do not always equal the expectations.
- Times of responsiveness.
- Costs and subsidies for research.
- Skills

Relationships between company and institutions

- Well-known difficulties of doing business in Italy.
- Great bureaucracy in access to facilities.
- There is a lack of a regional level team for access to European calls, which helps small businesses access these resources and is not limited to communication only.

Conclusion

- Team is important, but remember...
 - Need concrete support for EU calls.
 - Maritime is not only mechanics.
 - Take care that in Italy 95% of companies is made up on less of 10 employees.

Thank you

This document has been produced with the financial assistance of the European Union. The content of the document is the sole responsibility of CNA RAVENNA and can under no circumstances be regarded as reflecting the position of the European Union and/or ADRION programme authorities