

Interreg



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Italia - Malta

Modulo per la ricerca di partner / Partner search form

Avviso pubblico 1/2023 per la presentazione di progetti di cooperazione a valere su tutti gli obiettivi specifici del Programma INTERREG VI – A Italia Malta

Public notice 1/2023 for the submission of cooperation projects falling within all specific objectives of INTERREG VI – A Italia Malta programme

SEZIONE A: CARATTERISTICHE DELL'ENTE CHE RICERCA ALTRI PARTNER / SECTION A: CHARACTERISTICS OF THE ENTITY SEEKING OTHER PARTNER/S.

1. Anagrafica Ente / Entity data

1.1 - Nome e Cognome / Name and Surname	Stephen Abela
1.2 - Nome dell'ente / Name of the organization	Onpoint Ltd.
1.3 - Tipo di beneficiario / Type of beneficiary	<input checked="" type="checkbox"/> Autorità pubblica (locale, regionale o nazionale) / Public Authority (local, regional or national) <input type="checkbox"/> Agenzia Pubblica / Public agency <input checked="" type="checkbox"/> Università o Centro di ricerca / University or Research centre <input checked="" type="checkbox"/> Impresa / Enterprise <input checked="" type="checkbox"/> Organizzazione di sostegno alle imprese / Business support organisation <input checked="" type="checkbox"/> Camera di commercio / Chamber of commerce <input checked="" type="checkbox"/> Cluster / Cluster <input checked="" type="checkbox"/> Incubatore / Incubator <input type="checkbox"/> Living lab / Living lab <input type="checkbox"/> Istituto Tecnico Superiore / Higher Technical Institute <input checked="" type="checkbox"/> Istituto scolastico (di ogni ordine e grado) / Educational institution (of all levels) <input type="checkbox"/> Corpo di protezione civile e servizi di emergenza / Civil protection corp and emergency services <input type="checkbox"/> Organizzazione della società civile / Civil society organisation <input type="checkbox"/> Ente gestore di siti, riserve, parchi, aree protette / Managing body of sites, reserves, parks, protected areas <input type="checkbox"/> Associazione attiva nei settori ambientali / Association active in the environmental sectors <input type="checkbox"/> Associazione attiva nei settori della valorizzazione del patrimonio naturale e culturale / Association active in the enhancement of natural and cultural heritage <input checked="" type="checkbox"/> Ente e/o associazione di promozione della partecipazione attiva di soggetti svantaggiati / Body and/or association promoting the active participation of disadvantaged subjects <input type="checkbox"/> Associazione di consumatori / Consumer association
1.4 - Status giuridico / Legal status	<input type="checkbox"/> Ente pubblico / Public entity <input type="checkbox"/> Organismo di diritto pubblico / Body governed by public law

	<input checked="" type="checkbox"/> Ente privato dotato di personalità giuridica / Private body having a legal personality <input type="checkbox"/> Ente del terzo settore iscritto nel Registro unico nazionale del terzo settore (Runts) / Third sector entity included in the Italian National Register for Third Sector (Runts) <u>oppure / or</u> <input type="checkbox"/> Ente del terzo settore iscritto nel registro del Commissioner for Voluntary Organisations / Third sector entity registered with the Maltese Commissioner for Voluntary Organisations
1.5 - E-mail	sabela@onpointserv.com
1.6 - Website	https://www.onpointserv.com/

2. Esperienza / Experience

2.1 - Settore di esperienza / Field of experience	<input type="checkbox"/> Ricerca e Innovazione / Research and Innovation <input type="checkbox"/> Capitale umano / Human capital <input checked="" type="checkbox"/> Cambiamento climatico / Climate change <input type="checkbox"/> Rischi naturali e antropici / Natural risks and deriving from human activities <input type="checkbox"/> Economia circolare / Circular economy <input type="checkbox"/> Patrimonio naturale e biodiversità / Natural heritage and biodiversity <input type="checkbox"/> Beni culturali / Cultural heritage <input checked="" type="checkbox"/> Inclusione sociale / Social inclusion <input type="checkbox"/> Turismo / Tourism <input type="checkbox"/> Innovazione sociale / Social innovation <input type="checkbox"/> Cooperazione istituzionale e reti di cooperazione / Institutional cooperation and cooperation network
2.2 Competenze dell'ente / Competences of this organisation	<p>Onpoint Ltd. is an international software company, specializing in three specific areas, Accounting software, Reporting software and Task Management software. All three areas are interlinked, ensuring that numbers are recorded in the proper accounting system, reviewed and prepared in a timely manner to be ultimately reported ensuring the right level of checks and automation is in place. We are present in six international offices with multicultural employees yet still collaborating as one team. We believe in the future of innovative business software solutions, which we customize to fit the needs of our clients.</p> <p>Starting off from humble beginnings, onpoint has come a long way to internationalize its vision and express a culture across cultures. Defying distance and barriers,</p>

	<p>the one thing which brings the onpoint team together is the human spirit. Through its engaging work ethic, diversity is not only cherished but also considered an indispensable strength. With over twenty years of experience, onpoint prides itself on the extensive industry background that its employees have, thus ensuring a level of discussion with their clients leading them towards the best-fitting solutions for their needs. Partnering with tech leaders across the globe, below are a few of the solutions offered by onpoint.</p> <p>Finance:</p> <ul style="list-style-type: none"> · Microsoft Dynamics 365 Business Central · Cloud ERP Software · Cloud Accounting Software · Point of Sale (POS) Software · Business Central Verticals · Business Central Add-ons <p>Reporting:</p> <ul style="list-style-type: none"> · Jet Reports · BizView · Microsoft PowerBI · Spreadsheet Server <p>Teams:</p> <ul style="list-style-type: none"> · Jira Software · Jira Work Management · Jira Service Management · Confluence · Opsgenie <p>Through such solutions, we believe that enterprises can manage their business more efficiently. Apart from understanding which products best suit our clients, we believe support throughout the deployment stages is imperative. We also provide training to the employees using the software and remain in close contact to tend to queries.</p>
<p>2.3. - Partecipazione a precedenti progetti del Programma IT-MT / Participation in previous IT-MT Programme projects</p>	<p>No</p>

2.4 - Partecipazione a programmi e progetti finanziati da altri fondi europei / Participation in programs and projects financed by other European funds	No
2.5 – Specificare se l'organizzazione intende svolgere il ruolo di capofila o partner / This organisation is willing to be a Lead Partner or partner in this IT-MT call	<input checked="" type="checkbox"/> Capofila / Lead Partner <i>oppure/or</i> <input checked="" type="checkbox"/> Partner

SEZIONE B: IDEA PROGETTUALE / SECTION B: PROJECT IDEA

3. Campo di interesse della candidatura e ricerca Partner / Field of Interest of the Application and partner search

<p>3.1 - Priorità e Obiettivo Specifico/ Priority and Specific Objectives</p>	<p>PRIORITÀ 1 - Un'area di cooperazione più intelligente per promuovere la ricerca e l'innovazione e lo sviluppo delle competenze per la specializzazione intelligente / PRIORITY 1 – A smarter area of cooperation to promote research and innovation and the development of skills for smart specialisation</p> <p><input type="checkbox"/> OS 1.1 - Sviluppare e rafforzare le capacità di ricerca e di innovazione e l'introduzione di tecnologie avanzate nell'area transfrontaliera / SO 1.1 – Developing and enhancing research and innovation capacities and the uptake of advanced technologies in the cross-border area</p> <p><input checked="" type="checkbox"/> OS 1.2 - Sviluppare le competenze per la specializzazione intelligente, la transizione industriale e l'imprenditorialità dell'area transfrontaliera / SO 1.2 - Develop skills for smart specialisation, industrial transition and entrepreneurship in the cross-border area</p> <p>PRIORITÀ: 2 - Un'area di cooperazione resiliente, che rafforza la protezione e la preservazione della natura anche attraverso l'uso efficiente delle risorse / PRIORITY 2 - A resilient cooperation area, which strengthens the protection and preservation of nature also through the efficient use of resources</p> <p><input type="checkbox"/> OS 2.1 - Promuovere l'adattamento ai cambiamenti climatici, la prevenzione dei rischi di catastrofe e la resilienza dell'area transfrontaliera / SO 2.1 – Promoting climate change adaptation, disaster risk prevention and resilience in the cross-border area</p> <p><input type="checkbox"/> OS 2.2 - Promuovere la transizione verso un'economia circolare dell'area transfrontaliera – SO 2.2 - Promoting the transition to a circular economy in the cross-border area</p> <p><input type="checkbox"/> OS 2.3 - Rafforzare la protezione e la preservazione della natura, la biodiversità, le infrastrutture verdi e</p>
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	<p>ridurre l'inquinamento dell'area transfrontaliera / SO 2.3 - Enhancing the protection and preservation of nature, biodiversity, green infrastructure and reducing pollution in the cross-border area</p> <p>PRIORITÀ 3 – Un'area di cooperazione efficiente in capitale sociale attraverso il ruolo della cultura e del turismo sostenibile nello sviluppo economico / PRIORITY 3 - An area of efficient cooperation in social capital through the role of culture and sustainable tourism in economic development</p> <p><input type="checkbox"/> OS 3.1 - Rafforzare il ruolo della cultura e del turismo sostenibile dell'area transfrontaliera nello sviluppo economico, l'inclusione sociale e l'innovazione sociale / SO 3.1 - Enhancing the role of culture and sustainable tourism in the cross-border area in economic development, social inclusion and social innovation</p> <p>PRIORITÀ 4 – Un'area di cooperazione con una migliore governance tra l'Italia e Malta / PRIORITY 4 - An area of cooperation with better governance between Italy and Malta</p> <p><input type="checkbox"/> OS 4.1 - Aumentare l'efficienza e l'efficacia della cooperazione nell'area transfrontaliera / SO 4.1 - Enhance the efficiency and effectiveness of cooperation in the cross-border area</p>
<p>3.2 - Breve descrizione dell'idea progettuale / Brief description of the project idea</p>	<p>This project introduces an innovative academy model aimed at facilitating collaboration between startups in Malta and Italy, leveraging the resources offered by the onpoint platform.</p> <p>The primary objective of this initiative is to create a platform for startups from both regions to exchange experiences and insights, particularly in utilising the onpoint academy resources. Through this collaboration, startups will have the opportunity to share their journeys, challenges, and successes, fostering a rich exchange of knowledge and expertise.</p> <p>This project marks a significant milestone in our ongoing efforts to support the growth and development of startups across borders. By providing a platform for knowledge-sharing and collaboration, we aim to empower startups to accelerate their growth trajectories and maximise their potential and facilitate networking. We believe that by facilitating collaboration and knowledge exchange, we can drive innovation and create lasting value for the startup ecosystems in both Malta and Italy.</p>

SEZIONE C: CARATTERISTICHE DEL PARTNER RICERCATO / SECTION C: CHARACTERISTICS BEING SOUGHT IN OTHER PARTNER/S.

4. Caratteristiche del partner ricercato / Characteristics of the entity being sought

<p>4.1 Tipologia di partner ricercato tra quelli elencati al punto 1.3 / Type of partner being sought among the ones listed in point 1.3</p>	<p>We are actively seeking partners who share our vision and commitment to supporting startup ecosystems. Specifically, we are looking for strategic partners who can contribute expertise, resources, and networks to enhance the impact and reach of this project such as:</p> <p>Government Agencies or Economic Development Organisations: Collaborating with local or regional government agencies or economic development organisations can provide access to infrastructure, and regulatory support for startups participating in the project.</p> <p>Universities and Research Institutions: Partnering with universities and research institutions can offer access to academic expertise, research facilities, and talent pipelines. These institutions may also be interested in supporting entrepreneurship and innovation initiatives.</p> <p>Corporate Incubators or Accelerators: Working with corporate incubators or accelerators can provide startups with access to mentorship, industry networks, and potential corporate partnerships or investments.</p> <p>Industry Associations or Chambers of Commerce: Partnering with industry associations or chambers of commerce can facilitate connections with established businesses, industry experts, and potential customers or collaborators.</p> <p>Venture Capital Firms or Angel Investors: Collaborating with venture capital firms or angel investors can provide startups with access to mentorship, and strategic guidance to fuel their growth and expansion.</p> <p>Technology Providers or Service Providers: Partnering with technology providers or service providers, such as cloud computing providers, software vendors, or marketing agencies, can offer startups access to essential tools, resources, and expertise to support their operations and growth.</p> <p>Nonprofit Organizations or Social Impact Organizations: Collaborating with nonprofit organisations or social impact organisations can support startups focused on addressing social or environmental challenges, providing access to resources, networks, and potential funding</p>
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	opportunities.
<p>4.2 - Competenze richieste del partner ricercato / Requested competence of the sought partner</p>	<p>The requested competencies of potential partners would vary based on the objectives and needs of the project. However, some common competencies that partners might be expected to possess include:</p> <p>Industry Expertise: Partners should have a deep understanding of the industries relevant to the startups participating in the project. This expertise can include knowledge of market trends, regulatory requirements, and emerging technologies.</p> <p>Networks and Connections: Partners should have extensive networks and connections within their respective industries or regions. These networks can provide valuable opportunities for startups to access mentors, potential customers, investors, and collaborators.</p> <p>Mentorship and Guidance: Partners should be able to offer mentorship, guidance, and support to startups, drawing on their own experiences and expertise to help startups navigate challenges and capitalise on opportunities.</p> <p>Technical Expertise: Partners with technical expertise in areas such as software development, engineering, or data analytics can provide valuable support to startups developing innovative products or technologies.</p> <p>Commitment to Collaboration and Impact: Partners should be committed to collaborating with other stakeholders involved in the project and to supporting the overall success and impact of the initiative.</p>
<p>4.3 - Attività che dovrebbero essere realizzate dal partner ricercato / Activities that should be carried out by the sought partner</p>	<p>The activities that sought partners could engage in to support the project and the participating startups might include:</p> <p>Providing Mentorship and Guidance: Partners could offer mentorship and guidance to startups, sharing their expertise and insights to help startups navigate challenges, make strategic decisions, and capitalise on opportunities.</p> <p>Facilitating Access to Networks and Connections: Partners could facilitate introductions and connections for startups to potential customers, investors, collaborators, and industry experts within their</p>

networks.

Offering Access to Resources and Infrastructure:

Partners could provide startups with access to resources and infrastructure, such as funding, office space, equipment, tools, and specialised facilities or services.

Hosting Workshops and Training Sessions:

Partners could organise workshops, training sessions, or educational programs to help startups develop specific skills, knowledge, or capabilities relevant to their growth and success.

Supporting Market Validation and Customer Acquisition:

Partners could assist startups in validating their market assumptions, refining their value propositions, and acquiring their first customers through pilot programs, beta testing, or market research.

Providing Access to Funding and Investment Opportunities:

Partners could provide or facilitate access to funding for startups through direct investment, grants, loans, or introductions to potential investors or funding sources.

Promoting Collaboration and Synergies:

Partners could facilitate collaboration and synergies among startups participating in the project, encouraging knowledge sharing, resource sharing, and potential partnerships or collaborations.

Offering Technical Assistance and Expertise:

Partners with technical expertise could provide assistance and guidance to startups in areas such as software development, engineering, data analytics, or technology adoption.

Monitoring and Evaluation:

Partners could participate in monitoring and evaluating the progress, impact, and outcomes of the project, providing feedback and insights to inform future iterations or scale-up efforts.

Advocating for the Initiative:

Partners could advocate for the initiative within their networks, industries, or communities, raising awareness and generating support for the project and its objectives.

Inviare la scheda compilata all'indirizzo stc.italia-malta@regione.sicilia.it. Il Segretariato Congiunto provvederà a pubblicare la scheda di ricerca partner sul sito del programma www.italiamalta.eu.

Please, send the fulfilled template to stc.italia-malta@regione.sicilia.it. The Joint Secretariat will publish the partner search form on the programme website www.italiamalta.eu.