



BLUE ECOMATCH EVENT – Guide for facilitators

The matchmaking workshops will take place in the afternoon, following the morning presentations of the solution providers, and the afternoon conference on European funding opportunities.

To ensure a smooth transition between the conference and the workshop, PMM will set the framework for discussions, clarifies the workshop objectives, and presents the ground rules. This plenary session will set the ground to the four thematic tables:

- 1) Marine bio resources: aquacultures and fisheries
- 2) Offshore marine energy
- 3) Sustainable tourism
- 4) Marine pollution & water and waste management

Example of ground rules:

- ✓ Kindness: value all perspectives.
- ✓ Active listening: ensure balanced participation
- ✓ Right to experiment: share ideas freely
- ✓ Positive mindset: engage constructively.

Your role as facilitator:

- Guide the discussion;
- Ensure equal participation;
- Encourage interaction and collaboration;
- Ensure the timing is respected ;
- Capture key insights and common themes ;
- Support the identification of collaboration opportunities.

The facilitator should also help participants to connect their challenges, needs, and expertise.

➡ Objective reminder: Building an innovative transnational community addressing Blue Economy challenge





WORKSHOP SUGGESTED FORMAT

- 4-5 solution providers + 4-5 facilitators per thematic table
Facilitators: Blue Ecosystem partners and associated partners
- Duration: ~2 hours
- Materials: 4 A1 templates + post-its (1 idea per post-it)

1. Icebreaker - 10 min (14h30 > 14h40)

Photo language activity.

15 photos/images will be displayed on each table.

Each participant (solution provider + guests) will :

- ✓ Selects the images (without taking it physically, so others can choose it too) ;
- ✓ Explains briefly why this image represents their activity.

E.g.: "I choose this image because xxxx. My organisation's mission is to xxx."

This activity will help participants break the ice and start informal interactions.

🕒 1 minute per participant only! This needs to be very quick.

E.G:





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2. Workshop discussions (14h40 > 16h30)

Phase 1- THE SOLUTIONS & SECTOR CHALLENGES – 15 min (14h40> 14h55)

5mn individual reflection +10mn collective sharing

Participants will present:

- ✓ The Mediterranean Blue Economy challenge they address;
- ✓ Their innovative solution and TRL (Technology Readiness Level) (*=> refer to the TRL scale provided*);
- ✓ Key skills, technologies and resources used;
- ✓ Their target market (local, national, European, international).

Phase 1 – TOOL KIT:

- ✓ A1 size format on each table
- ✓ Theme variation of each table :



Table 2 - OFFSHORE ENERGY



Table 3 - SUSTAINABLE TOURISM



Table 4 - MARINE POLLUTION
WATER & WASTE MANAGEMENT

The Solutions & sectors challenges

Blue EcoMatch Event - 28-29 April 2026 - Marseille

15'

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Table 1 - SUSTAINABLE MARINE BIO-RESOURCES

SOLUTIONS						
Your challenge						
Your innovation + TLR level						
Your skills Technologies & Resources						
Your targeted market (Local / national /EU...)						

post-it
note with
the
solution's
name

Each solution
provider will
put a post-it
note with their
answers



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Phase 2 - GAP ANALYSIS & NEEDS – 30 min (14h55> 15h25)

10mn individual reflection +20mn Collective sharing

Participants will identify:

- ✓ Main difficulties or barriers they faced;
What is missing to complete or scale their solution;
- ✓ Their needs in terms of resources and partnerships. By selecting one or more options from:
 - Technologies
 - Regulations
 - Financial
 - Organizational
 - Human
 - Market maturity
 - Other

=> If several participants highlight similar needs, the facilitator is encouraged to initiate a discussion around these common or cross-cutting challenges.

Phase 2 – TOOL KIT:

- ✓ A1 size format on each table
- ✓ Theme variation of each table :



Table 2 - OFFSHORE ENERGY



Table 3 - SUSTAINABLE TOURISM



Table 4 - MARINE POLLUTION
WATER & WASTE MANAGEMENT

Gap Analysis & Needs

Blue EcoMatch Event - 28-29 April 2026 - Marseille

30'

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Table 1 - SUSTAINABLE MARINE BIO-RESOURCES

SOLUTIONS						
Your main difficulty or barrier :						
Technological						
Regulatory						
Financial						
Human ressources						
Organisational						
Market maturity						
Other						
More Details						

post-it note with the solution's name

Check the boxes to indicate your main barriers

A post-it note with the details of the main barrier



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Phase 3 - MATCHING & SYNERGIES – 40min (15h25 > 16h05)

40mn individual reflection and collective sharing & discussions

Participants explore possible collaborations, e.g.: *sharing best practices, contacts, ecosystems, etc.*

Guiding questions:

- ✓ What collaborations could emerge between participants?
- ✓ What can you offer to others (expertise, knowledge, or resources)?

✚ In this phase, facilitators can actively contribute, propose connections, mobilise actors from their own ecosystems and open perspectives beyond Blue Ecosystem project.

Phase 3 – TOOL KIT

- ✓ A1 size format on each table
- ✓ Theme variation of each table :



Table 2 - OFFSHORE ENERGY



Table 3 - SUSTAINABLE TOURISM



Table 4 - MARINE POLLUTION
WATER & WASTE MANAGEMENT

MATCHMAKING

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40'

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Table 1 - SUSTAINABLE MARINE BIO-RESOURCES

SOLUTIONS	1	2	3	4	5
1					
2					
3					
4					
5					

A post-it note when there is a match (+explanations)



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Phase 4 – CONCLUSION AND NEXT STEPS – 20min (16h05 > 16h25)

Participants collectively identify:

- ✓ Next steps: what concrete actions could follow this BLUE ECOMATCH event?
- ✓ One key cross-cutting priority challenge for the sector.
- ✓ An inspirational quote summarizing the spirit or vision of the discussions.

Phase 4 – TOOL KIT

- ✓ A1 size format on each table
- ✓ Theme variation of each table :



Table 2 - OFFSHORE ENERGY



Table 3 - SUSTAINABLE TOURISM



Table 4 - MARINE POLLUTION
WATER & WASTE MANAGEMENT

CONCLUSION

Blue EcoMatch Event - 28-29 April 2026 - Marseille

20'

Table 2 - OFFSHORE ENERGY

Table 3 - SUSTAINABLE TOURISM

Table 4 - MARINE POLLUTION
WATER & WASTE MANAGEMENT

Table 1 - SUSTAINABLE MARINE
BIO-RESOURCES

PRIORITY CHALLENGE

NEXT STEPS

INSPIRATIONAL QUOTE

OTHER COMMENTS?

THANK YOU FOR YOUR PARTICIPATION!

The main
facilitator
writes the
collective
answer of the
group



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3. General wrap-up – 20 min (approx. 5 min per table) (16h25 > 16h45)

Each of the 4 thematic tables will present a short summary, including:

- ✓ Their inspirational quote ;
- ✓ The priority challenge identified ;
- ✓ Key reflections and/or collaboration ideas between attendants.

4. Closing remarks by EER – 15 min (16h45> 17h00)