

Una manera de hacer Europa



BUENAS PRÁCTICAS

Actuaciones Cofinanciadas

European Regional Development Fund support for SMEs
in Galicia to incorporate innovation into their processes
Chambers of Commerce of Galicia

**Programa Operativo
Plurirregional de España**

Año 2019

Fondo Europeo de Desarrollo Regional

European Regional Development Fund support for SMEs in Galicia to incorporate innovation into their processes

The Chamber of Commerce of Spain, via the Chambers of Commerce of Galicia, has earmarked a line of aid throughout 2017, 2018 and 2019 targeting SMEs to incorporate innovation as a key competitive tool into their strategies. By means of the InnoCámaras programme, work methods have been incorporated into the activity of these small and medium sized enterprises to innovate both their production and management processes.

InnoCámaras is characterised by its approach to the specific demands of SMEs, implementing as it does a mixed method that combines diagnosis, support for the innovation process and knowledge dissemination. This is a nationwide project, albeit with a clear territorial focus through the Chambers of Commerce network, understood as the best system to respond to the particular needs and problems facing SMEs in each region.

An overall budget of €2,710,135 was allocated to Galicia for the aforementioned applications for support, of which €2,168,108 were provided by the European Regional Development Fund (ERDF).

Through this ERDF support, 300 small and medium sized enterprises benefitted from the innovative solutions incorporated into their activity.

Two companies are presented as examples of best practices:

Strelia Electrotecnia is a worker cooperative that designs electronic solutions in the fields of telecommunications, oceanography, earth sciences, industrial control and energy efficiency. Through the aid received from the ERDF under its InnoCámaras programme, it has developed a “humidity meter” prototype. This is an innovative humidity measuring system of vegetable-derived material designed for use in industrial production lines via radio frequency.

Canalis Soluciones Tecnológicas (Canalis Group) is a company that deals in piping inspection, cleaning and renewal services. It has robots equipped with cameras to inspect, clean and cut inside conduits, not to mention a light-based, piping interior renewal system. Thanks to company technology and talent, these robots are capable of renewing up to 300 m piping in a single morning, without causing the traditional traffic jams, noise, works, production stoppages and trenching normally associated with the laying and maintenance of these types of products. On account of the aid received from the ERDF under the InnoCámaras programme they have been able to develop a new and unique camera for its cutting robot that extends its range of action, thereby providing the market with new response times.

We hold that **Strelia and Canalis Group** are examples of best practices because of the:

1. High level of dissemination among the beneficiaries and the general public

Both SMEs meet the goal of disseminating ERDF support among the general public. Furthermore, they comply with the obligation to carry images on their websites accrediting the support received from the European Regional Development Fund:



As per the obligations indicated in the regulation, they have communicated the support received by means of high visibility signage and billboards at work sites and its offices.



Furthermore, the newspaper *La Voz de Galicia* published a report in its issue of 22 November 2019 including references to the InnoCámaras programme, in which it also highlighted the support given by the European Regional Development Fund to **Strelia**.

La Voz de Galicia also published another report in its issue of 26 December 2019 including references to the InnoCámaras programme and highlighting the support given by the European Regional Development Fund to **Grupo Canalis**.



Apoyó a innovación empresarial de Cámaras de Comercio de Santiago. InnoCámaras atiende las demandas específicas de las pymes

Programa InnoCámaras: A empresa STRELIA é unha das historias de éxito desta iniciativa

Este programa de innovación empresarial, financiado polo Goberno de Galicia, a través do Fondo Europeo de Desenvolvemento Regional (FEDER), ofrece apoio técnico e económico a pequenas e medianas empresas que desexan innovar e crecer. A través do programa, as empresas reciben asesoría especializada en materia de innovación, acceso a recursos humanos e técnicos, e apoio financeiro para a realización de proxectos de innovación. O programa InnoCámaras é unha das iniciativas máis importantes do Goberno de Galicia para promover a innovación empresarial e o crecemento das pymes. A través do programa, as empresas reciben asesoría especializada en materia de innovación, acceso a recursos humanos e técnicos, e apoio financeiro para a realización de proxectos de innovación. O programa InnoCámaras é unha das iniciativas máis importantes do Goberno de Galicia para promover a innovación empresarial e o crecemento das pymes.

O humedectro industrial, a gran aposta de Strelia. A empresa Strelia, especializada en humedectros industriais, é unha das beneficiarias do programa InnoCámaras. A través do programa, Strelia recibiu asesoría especializada en materia de innovación e apoio financeiro para a realización de proxectos de innovación. O programa InnoCámaras é unha das iniciativas máis importantes do Goberno de Galicia para promover a innovación empresarial e o crecemento das pymes.

APOYO A LA INNOVACIÓN EMPRESARIAL DESDE LA CÁMARA DE COMERCIO DE PONTEVEDRA, VIGO Y VILAGARCÍA

El Programa InnoCámaras, financiado por el Fondo Europeo de Desarrollo Regional (FEDER), ofrece apoyo técnico y económico a pequeñas y medianas empresas que desean innovar y crecer. A través del programa, las empresas reciben asesoría especializada en materia de innovación, acceso a recursos humanos y técnicos, y apoyo financiero para la realización de proyectos de innovación. El programa InnoCámaras es una de las iniciativas más importantes del Gobierno de Galicia para promover la innovación empresarial y el crecimiento de las pymes.

El humedectro industrial, la gran apuesta de Strelia. La empresa Strelia, especializada en humidificadores industriales, es una de las beneficiarias del programa InnoCámaras. A través del programa, Strelia recibió asesoría especializada en materia de innovación y apoyo financiero para la realización de proyectos de innovación. El programa InnoCámaras es una de las iniciativas más importantes del Gobierno de Galicia para promover la innovación empresarial y el crecimiento de las pymes.



Likewise, the support received has been communicated over the social networks of beneficiary companies, as well as those of the Chamber of Commerce of Spain, InnoCámaras and regional chambers.

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Ninguna de las cuentas que sigues siguen a este usuario

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GRUPO CANALIS @grupocanalis · 7 ene.

Gracias a la @camarapvv, a la @camarascomercio y al Fondo Europeo de Desarrollo Regional #FEDER por confiar en nosotros. Ser caso de éxito del programa InnoCámaras significa formar parte del éxito de nuestros clientes y esa sigue siendo nuestra motivación en 2020. #GRUPOCANALIS

La Voz de Galicia | 12 de diciembre de 2020 | PUBLICIDAD | 12

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CamaraCompostela @CCompostela

@StreliaElectro : EMPRESA SOCIA da @CCompostela

EMPRESA BENEFICIARIA DO PROGRAMA INNOCAMARAS de @camarascomercio

CASO DE ÉXITO DE BOAS PRÁCTICAS do Programa InnoCámaras en Galicia

PARABÉNS!!!!!!! @StreliaElectro

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In addition to these two specific publications about the companies we present as case studies, other local media have also pointed to the support the InnoCámaras programme offers to SMEs.



2. Innovative elements the action incorporates

The **Strelia** innovation lies in the measurement technique it has designed via radio frequency. It has the benefit of not being intrusive and of enabling precision measurement in real time of the humidity content in processes such as, for example, biomass drying for energy recovery, manufacturing of panels, control of boilers, making of compound feed for cattle, processing of vegetables, seeds and grain, etc.

Meanwhile, **Canalis Group**, by using what is known as “Trenchless Technology” methods to partially rehabilitate piping, has managed to renew defective piping without any need for excavation and other civil works. It thereby avoids noise, cutting off traffic, etc., which results in lower environmental costs and quicker execution times than conventional repair work. At present, it is the only company in Galicia and Portugal with the resources and equipment to undertake the “Trenchless Rehabilitation” cycle or procedure, carrying out inspection, cleaning and partial restoration tasks on piping no matter what its diameter.

3. Match of the results obtained to the objectives set

The measurement technique designed by **Strelia** is based on free hardware elements. Strelia developed the electronic design, the corresponding printed circuit board and three prototypes on which it carried out lab tests. Its working meets the expected goals given it has good prospects for use in industrial control. The value of the investments made through InnoCámaras was a welding station that makes it possible to assemble more accurate prototypes and a field meter that enables the design of new radio frequency communication products.

The **Canalis** objective is to equip a robot with a CCTV camera. This objective was accomplished thanks to InnoCámaras and has led to a profound change in the company's professional practices, improving its service with the robot and enhancing its use as a result of the camera that has been fitted. No other company in the sector in Spain, Portugal or Latin America has such a complete camera, thus making it the only company to provide this service in high definition.



4. Contribution to solving a problem or weakness detected in the territorial area of execution

As far as **Strelia** is concerned, current solutions failed to meet its sector needs, as they were based on manual sampling or the use of rather inaccurate infrared readings. Accordingly, the precise measuring of the level of humidity directly affects refining of biomass and, therefore, the financial return from the process. This technology also serves to monitor the feed, ensuring that it meets humidity standards and can fully express its nutritional potential.

It is vital for **Canalis** to pursue its activity without having to open trenches, as this is its main value contribution. Having the “best possible eyes” is essential. The inspection camera modification and adaptation process for the milling machine enables them to independently work, move and rotate the robot's arm, thereby offering an unprecedented range and autonomy inside conduits.

Thanks to InnoCámaras and ERDF support, it has been possible offer new response times in the market. Indeed, Canalis employees have been trained in using the milling robot on small jobs that it would not have been possible to tackle until now.

5. High degree of target population coverage

In the case of **Strelia**, the innovation introduced has enabled it to enhance biomass production, panel manufacturing, boiler control, cattle compound feed making, vegetable, seed and grain processing, all of which will benefit a large part of the population.

Canalis Group offers services that are directly related to water cycle management. All maintenance, cleaning, rehabilitation and inspection work that may arise from water collection up to the door of private individuals and industrial networks. Accordingly, it covers all economic sectors that use water either directly or indirectly.

6.- Consideration of the horizontal criteria of equality of opportunities and non-discrimination, as well as social responsibility and environmental sustainability

Strelia articles of association establish that the cooperative shall pursue its corporate purpose always adhering to the following principles and values: the activity must always be committed to, respectful of and favour the environment and environmental sustainability, social peace, gender equality, the dignity of the person and cultural and ethnic diversity.

Furthermore, **Strelia Electrotecnia** is a member of the cooperative business union **EspazoCoop**, practising and applying the values and principles of the International Co-operative Alliance (ICA).

Cooperatives are founded on the values of self-help, self-accountability, democracy, equality, fairness and solidarity. In the tradition of their founders, the co-operative members believe in the moral values of honesty, open mindedness, social responsibility and respect for others.

Lastly, it complies with the lead-free environmental standard **RoHS**, a directive adopted by the European Union in 2003 (2002/95/EC) on the restriction of the use of certain hazardous substances in electrical and electronic equipment.

Canalis Group is a company deeply rooted in its environment and firmly solidarity-based. It is committed to the environment and always pursues excellence and service quality. Among others, it holds the pertinent authorisations issued by the Regional Government of Galicia, such as that related to Waste Hauliers, thereby guaranteeing the proper treatment of waste, not to mention its firm commitment to environment-friendly practices.

Furthermore, **Canalis Group** is a commitment benchmark in Galicia since it made its services available to the community in emergency situations, such as the **As Neves** wildfire at the end of 2017. Indeed, it was the subject of an article in *La Vanguardia* newspaper entitled “Los héroes anónimos de **As Neves**” (The anonymous heroes of **As Neves**).

7.- Synergies with other public intervention policies or instruments

On 25 September 2015, 193 countries signed up to the United Nations 17 Sustainable Development Goals and their compliance by 2030. These goals pursue equality among people, the protection of the planet and the assurance of prosperity for all as part of a new sustainable development agenda.

Strelia is aligned with three of the seventeen goals of the 2030 Agenda for Sustainable Development. Firstly, the goal that refers to affordable and clean energy, the aim of which is to ensure access to affordable, reliable, sustainable and modern energy for all. Secondly it is aligned with the industry, innovation and infrastructure goal that seeks to build resilient infrastructure,

promote inclusive and sustainable industrialisation and foster innovation. And, lastly, as far as the climate is concerned, Strelia takes measures to combat climate change and its impacts.

Moreover, Strelia received backing from the Centro de innovación e servicios Tecnolóxicos da madeira de Galicia – CIS Madeira (Galicia Wood Technology Innovation and Services) in Ourense when developing this product, which conducts endorsement studies on interest in the development of electronic devices for this technology.

Furthermore, Canalis Group action is in keeping with 2030 Agenda goal on clean water and sanitation that seeks to ensure availability and sustainable management of water and sanitation for all, while likewise wishing to do its bit to achieving the goal of making cities and human settlements safe, inclusive resilient and sustainable.

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