

Working with NCF

Ocean Excellence ehf

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Main pointers

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- RARE
- Evolvement of an idea and Conceptual design
- Creation of a teams
- The application process
- The Importance of patience and professionalism
- Experience of working with NCF



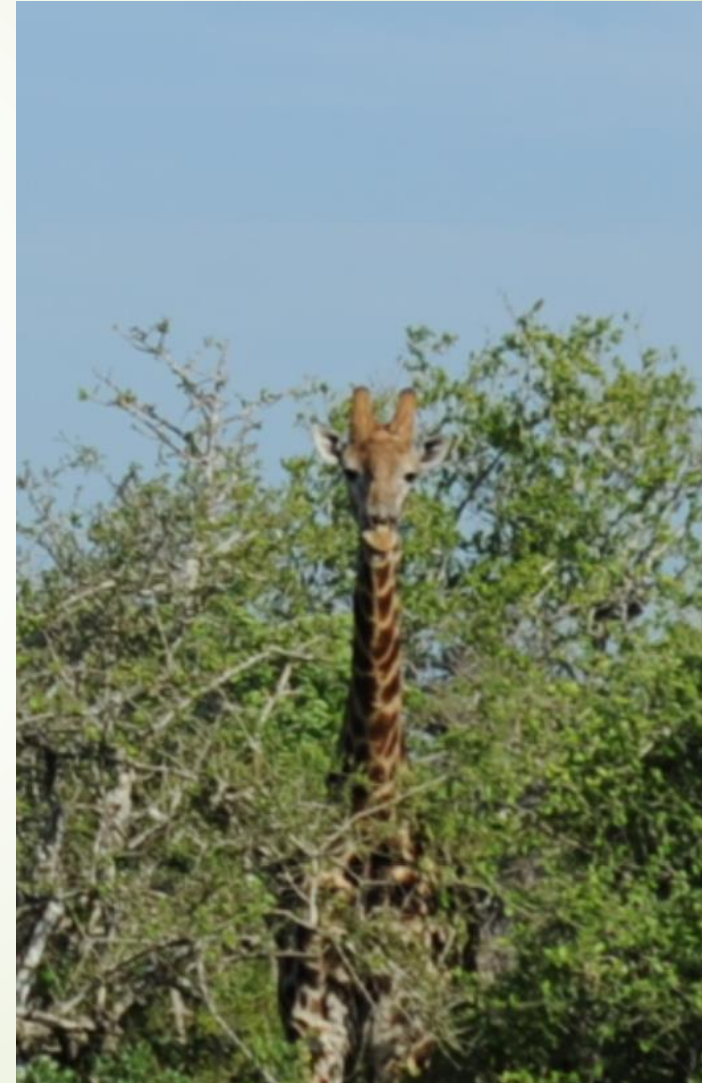
Ocean Excellence ehf

- Established in 2013
- 5 shareholders, equal shareholding:
 - Icelandic Ocean Cluster
 - Mannvit (engineering)
 - Samey (automation and engineering solutions)
 - Haustak/Codland (waste utilization in the fishing industry)
 - Páll Gíslason
- Residing at the Ocean Cluster House, Reykjavík



Personal introduction

- ▶ Education:
 - ▶ BS in Mechanical Engineering from University of Iceland
 - ▶ MS in Industrial Engineering from university of Aalborg, Denmark
- ▶ Working experience of relevance:
 - ▶ Responsible for delivering several "Turn Key" fish processing plants in Greenland and Scotland
 - ▶ Consulting assignments in Chile, Peru, Mauritania, KSA, Iran, Russia
 - ▶ Fleet manager at Tuna Fishing company in Abidjan; Cote Ivorie
 - ▶ Sale of fish products in Moscow, Russia



The challenge

- In the developing world, such as Mozambique, the preservation of fish quality through the value chain is a major challenge.
- The aid organization RARE requested OE to develop and propose a sustainable and “non-grid depending” solution that helps presenting quality of the local fishermen catch along the value chain.





RARE



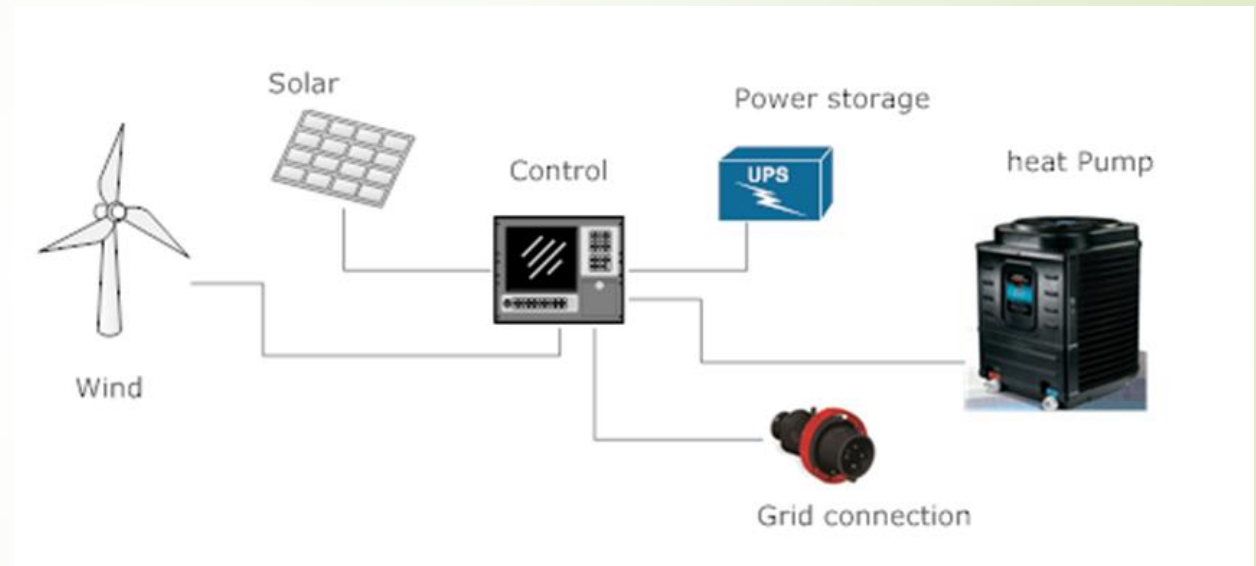
- ▶ Rare is an international conservation organization, ranking amongst largest NGO's on the world
- ▶ The mission of RARE is to help communities adopt sustainable behaviours toward their natural environment and resources.
- ▶ The organization uses marketing techniques and technical interventions to address threats like overfishing, deforestation and unsustainable agricultural practices.
- ▶ Rare's work is founded on the belief that most of the threats faced by the environment are the result of human behaviour, and that changing human behaviour requires appealing to people using both rational and emotional arguments and removing any barriers that might prevent change



Evolution of a concept

► What did we have:

- Development of the heat pump technology
- Usage of heat pumps in drying plants
- Reduced production cost of solar cells
- Experience from super-chilling of fish in Iceland
- Experience in maintain quality of perishable food in insulated boxes



Summary of components needed



Creation of a team – the synergy of combined knowledge

➤ Application:

- OE was working closely with RARE
- Dedicated person with professional skills to compile and complete the process

➤ Delivery:

- Shareholders
- University of Reykjavík
- Key component suppliers





The Application process

- ▶ Three rounds
 1. Call for projects:
 - ▶ Limited to Nordic Applicants
 - ▶ Partnering with non-Nordic entities possible, but the Applicant bears full responsibility towards NCF
 2. First screening
 - ▶ Passing the first screening does not mean that Applicant has qualified for a grant
 - ▶ Further information and argumentations will be needed
 3. Negotiating process
 - ▶ During the negotiation process, will be further scrutiny of the process.
 - ▶ Applicant should expect fair but precise comments on the projects, as a prerequisite of signing a contract.
- ▶ There is no signing ceremony, at the end there is just a receipt of a DHL package, sign and return of the same



Importance of professionalism and patience

- ▶ Applying for a grant with NCF requires high degree of professionalism and experience in compiling a application that meets the expectations and qualifies for the attention of the fund staff
- ▶ It is important from the outset, to be aware of some criteria's of importance:
 - A. Type of project
 - ▶ Mitigation v.s. Adaptation
 - B. Gender impact
 - ▶ Work opportunities
 - ▶ Financial equality
 - C. Criteria's re. environment
 - A. Materials used
 - B. Improvement in resource utilization





Mitigation v.s. Adaptation

- ▶ Mitigation involves reducing the magnitude of climate change subdivided into two alternative strategies:
 - ▶ Emissions reductions
 - ▶ Carbon sequestration
- ▶ Adaptation involves efforts to limit our vulnerability to climate change impacts through various measures not necessarily dealing with the underlying cause of those impacts.

Source: https://www.researchgate.net/post/What_is_the_difference_between_mitigation_and_adaptation_in_climate_change

taken from the web 27.05.18





Working with NCF

- ▶ NCF is not a large organisation, looking back one can say that:
 - ▶ The staff has always been easy to communicate with and usually quick to answer, in their approach they have been helpful, professional and precise.
 - ▶ Their answers are prompt and when applicable, their demands og requests were clear and fair.
 - ▶ During application, screening and contract negotiating, we did no experience any unfair or unrealistic requests.
 - ▶ We did not experience great interest from Icelandic board members for the project, so in essence one can say that the table was fairly cold, which in the hindsight is positive for us.
 - ▶ As we have not yet had the first disbursement, report of our experience ends here.





Many thanks for your attention

