

## D.5.4. - Capitalization Agreement

Responsible Beneficiary:

CHAMBER OF SMALL & MEDIUM SIZED INDUSTRIES OF  
THESSALONIKI (Lead Beneficiary)

with the contribution of:

PB2: SMALL ENTERPRISES' INSTITUTE OF THE HELLENIC CONFEDERATION  
OF PROFESSIONALS CRAFTSMEN AND MERCHANTS  
PB3: GREEK ASSOCIATION OF SUPPLY CHAIN MANAGEMENT

<https://agrofficiency.eu>

The views expressed in this document do not necessarily reflect the views of the European Union, the participating countries, the Managing Authority, and the Joint Secretariat of the Programme.



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## 1. The members of Agrofficiency project:

### LEAD BENEFICIARY

1. Chamber of Small & Medium Sized Industries of Thessaloniki, Aristotelous 27 Str, 546  
24 Thessaloniki

Represented by: *Anastasios Kapnopolis*

### and the PROJECT BENEFICIARIES

2. Small Enterprises' Institute of the Hellenic Confederation of Professionals Craftsmen and Merchants, Aristotelous 46 Str, 10433, Athens  
Represented by *Georgios Kavvathas* in its capacity as Project Beneficiary No. 2
3. Greek Association of Supply Chain Management, Sarantaporou 17, 54640, Thessaloniki  
Represented by *Dimitrios Vlachos* in its capacity as Project Beneficiary No. 3
4. Regional Chamber of Commerce and Industry - Blagoevgrad, 23, Todor Alexandrov Str., Fl. 6  
Represented by *Romeo Alexandrov Shatev* in its capacity as Project Beneficiary No.4
5. Renewable Energy Sources Cluster, 23 Todor Alexandrov Str, Fl.6, Office 61  
Represented by *Atanas Stoyanov Pashaliev* in its capacity as Project Beneficiary No.5

## 2. Background:

Within the framework of the Project “Enhancing the Competitiveness and Sustainable Growth in the Agrofood Sector through the promotion of Circular Economy” with Acronym AGROFFICIENCY which is implemented under the 6th Call of Cooperation Programme “Interreg V-A Greece-Bulgaria” 2014-2020 during the period 2021-2023, the members mentioned above agree to disseminate the results of the project to other local organizations, regions and countries in addition to the consortium ,as well as to continue supporting and promoting the pilot actions of the project to the already involved actors.

### 3. Objectives:

The signing of this Capitalization Agreement is aimed at the objectives and capitalization actions of Agroefficiency project, as are described below:

- Strengthening partnerships with businesses, organizations and professional associations
- Business needs investigation in CB area
- Research and search for opportunities in the private sector
- Strengthen partnerships with supporting structures in Greece and abroad
- Establishment of the BSC 's profile
- BSC Know-How Sale
- Creation of digital presence

### 4. Means/ Tools for capitalization:

In order the above goals to be achieved, partners are committed to use the deliverables and tools developed during Agroefficiency project implementation:

- Educational programmes and material
- Circularity Strategies for SMEs Handbook
- E-Support Platform
- Network of local actors
- Continuance of project's pilot actions and establishment of an annual awards event
- Project's web-site
- Awareness events and promotional material.

### 5. Evaluation:

The partners are committed to provide information on

- Number of new customers in support services
- Number of partnerships with Greek bodies (training seminars, events etc.)
- Number of partnerships with foreign bodies (training seminars, events etc)
- Number of partnerships with businesses, organizations and professional associations.

- Number of guest speakers from enterprises, organizations and professional associations (events, workshops etc.).
- Number of deliverables in cooperation with public bodies.
- Number of deliverables in cooperation with private entities.
- Number of know-how transfer partnerships.
- BSC Profile Deliverable.
- The creation and operation of website and accounts on social media, for the BSC.
- Number of ongoing and completed partnerships with Private Sector Entities.

The results of capitalization strategy will be evaluated from the lead Beneficiary of the project and will be promoted – if necessary/ acceptable from the partnership – for future funding.

This Capitalization Agreement will not impede the parties from being able to carry out cooperation with third parties in the areas agreed.

## 6. Duration:

It is essential that this Capitalization Agreement creates a continuous relation between the parties. To this purpose the duration of this agreement will continue until the parties decide to end it up, via written form. In order to ensure the validity and pertinence of this agreement, the Capitalization Agreement will be able to be revised and modified in any moment of mutual agreement by the parties.

PARTNER 1:

**ANASTASIOS KAPNOPOLIS**

President of Chamber of Small and Medium Sized Industries of Thessaloniki

Signature:



PARTNER 2:

**GEORGIOS KAVVATHAS**

President of Small Enterprises' Institute of the Hellenic Confederation of Professionals  
Craftsmen and Merchants

Signature:

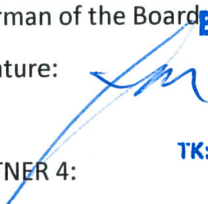


PARTNER 3:

**DIMITRIOS VLACHOS**

Chairman of the Board of Greek Association of Supply Chain Management

Signature:



**ΕΛΛΗΝΙΚΗ ΕΤΑΙΡΕΙΑ LOGISTICS**  
**ΒΟΡΕΙΟΥ ΕΛΛΑΔΟΣ**  
ΕΠΙΣΤΗΜΟΝΙΚΟ ΣΩΜΑΤΕΙΟ  
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ΑΦΜ: 099812931 - ΔΟΥ: Δ ΘΕΣ/ΝΙΚΗΣ

PARTNER 4:

**ROMEO ALEXANDROV SHATEV**

Chairman of Regional Chamber of Commerce and Industry Blagoevgrad

Signature:



PARTNER 5:

**ATANAS STOYANOV PASHALIEV**

Chairman of the Board of Renewable Energy Sources Cluster

Signature:

