



Final Conference

Roundtable and Knowledge Exchange Session

Eva Katsaraki

Round table facilitator

Heraklion Development Agency



Co-funded by the
COSME programme
of the European Union

SMEs Selected as Pilot projects

- SPAIN: Rentalmar

Quim Cristia



- ITALY: SEVEN ROOMS & FLAT - VILLA CRI CRI :

Pietro Canducci



- GREECE: Altersail – Nefalo

Nikos Vitsaxakis



- PORTUGAL: BLUEGEO

Joao Ribeiro



- ALBANIA: Albania my way

Eni Koco



RENTALMAR (3rd call)

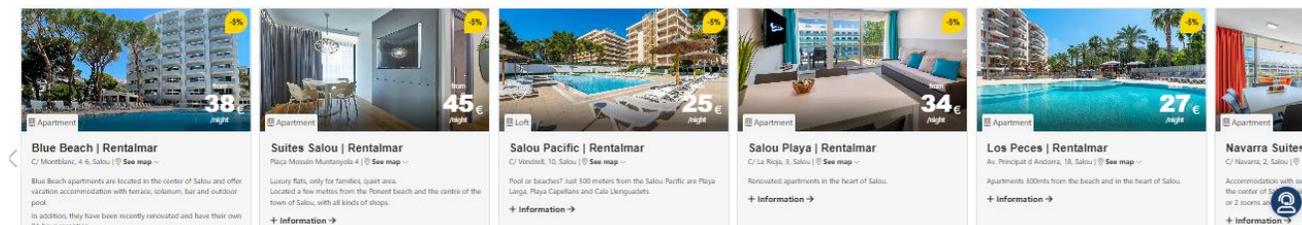
Rentalmar is the leading rental apartment company in Tarragona, managing over 900 apartments

Simplifying our operations and making them more automated will allow us to make our business easier and we will be able to recruit young employees in their first work experience.

Rentalmar is enrolled in a dual program that aims **to introduce students to the real world of a company**. Having an operationally simple business will allow us to offer more **positions to unskilled students** who we can train in their first work experience, fulfilling our objective of training good professionals in the tourism and hospitality sector in our local community.



Top accommodations on the Costa Dorada
Special prices for reservations on our website



RENTALMAR (3rd call)

Improving operations through digitalization

Cleaning: our system allows us to know in real time the status of each apartment. Our cleaning staff can change the status after their work and reception is always up to date with inventory.

Maintenance: all duties are easily reported in our system so that our maintenance team can act and reception is kept up to date in real time about the status of each claim to inform the guest. Our cleaning team can add reports as they see anything that needs action in our apartments so that we can solve the situation before the guest arrives.



SEVEN ROOMS & FLAT - VILLA CRI CRI (1st call)

“Comodo – Eco e Smart”

The goal is to start a process of **continuous improvement** that leads the tourism company towards a **more resilient, innovative, circular, and sustainable** business model also thanks to analysis activities that allows the conscious execution of investments aimed at **reducing consumption.**



HOME STRUTTURA CAMERE THE FLAT Per Prenotare EN IT

Seven Rooms

Comodo, Eco e Smart

Nel cuore di San Benedetto del Tronto, ambienti curati, puliti e totalmente autonomi per brevi e lunghe soggiorni. Aperto tutto l'anno.

Un luogo fuori dagli schemi e dallo stress cittadino, improntato alla riscoperta dei ritmi naturali e del rispetto dell'ambiente.

Richiedi Disponibilità



Who We Are

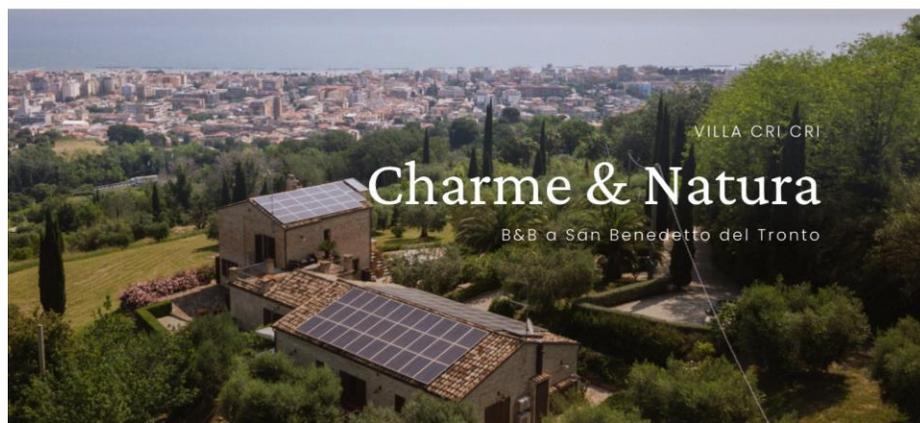
Enterprise: Pietro Caducci

Logo:



VILLA CRI CRI
b & b di charme

Image of the premises:



Gallery



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What We do



Our idea of hospitality is symbiotic with our life philosophy, where respect for the environment and sustainability have always been fundamental values.

For this reason, since 2010, our business model has been based on Eco-Tourism and the creation of the first sustainable small hotels in the Marche Region: Seven Rooms & Flat and Villa Cri Cri B&B di Charme.

The aim is to offer tourists a sustainable choice, an experience entirely centered on a modern concept of hospitality that respects the environment, with low impact, supported by renewable energy (solar and photovoltaic), the provision of organic and local products, recycling, the reuse of ancient materials and that constantly encourages the use of alternatives to cars to reach our beautiful city (the train, for example).

Since 2021, moreover, Seven Rooms & Flat has been a completely automated hotel: technology applied to Sustainability.

Another pioneering and successful choice.



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What We have done thanks to RESETTING

To address the EU decision and understand our position regarding the mandatory and optional requirements contained in the decision.

To develop an environmental management system .

To verify and improve, also from an organizational and structural standpoint, the position of our tourist facilities in relation to the mandatory and optional requirements of the EU decision.

To define control indicators that will allow us to monitor the improvement of environmental performance over time, implementing the improvement plans We have decided to undertaken the impacts related to my service.

Soon, by acquiring some residual certifications and information, We will be ready to submit my application for the Ecolabel to the Italian Ecolabel Committee.

This has been made possible thanks to the Resetting project.



Altersail (2nd call)

“A day in the sea is a day well lived!”

The aim is to **expand partnerships** and strengthen

sustainability and business viability and to adopt practices

and programs for better management of resources, taking into

account the needs of local communities as well.

We need to **understand our customers better**, to

achieve healthy partnerships, to strengthen the bonds both

internally and outside the company.

OUR CRUISES

A day in the sea is a day well lived!

Our cruises range from one day semi private or private adventures to explore beautiful beaches or admire the sunset to multi day trips that will take you on an adventurous and natural journey around Crete or the Cyclades. Enjoy the sea, learn new information around sustainability, share fun activities under the sun and let yourself take in this once in a lifetime experience.

Discover



SUSTAINABILITY AND ECO FRIENDLY SAILING

About altersail

Altersail is all about experiencing the magic of sailing in crystal blue waters, discovering new destinations

ALTERSAIL

ABOUT US CRUISES BOOK A TRIP CUSTOM TRIPS CONTACT



Altersail (2nd call)

The company

2010: Purchased the first sailboat

2012: Obtain Yacht broker certification

2018: Travel Agency certification for both land and sea activities

2022: +3500 happy customers

2023: Own and manage 7 yachts, minivan fleet and +6500 happy customers

Our services

Focus in integrating **ecology, culture and local population** in land and sea activities

Leisure **day sail activities** from different ports in Crete

Design and implement **team bonding and team building** activities for larger groups and companies all over Greece

Yacht charter in Greece



Altersail (2nd call)

The need: operation - commercial - accounting

Large operation and data to be processed **after** the booking is completed

Resource management (personnel, yachts, minivans, local producers, partners and providers)

Streamline and optimise the **booking/commercial handling/billing process**

Networking and partnership with smaller PC/official bodies and keep track

Understand our customer better

The solutions:

Advisory services for mapping the needs of our SME company

Purchased and customised a commercial management system (**ERP**)

Integration through **API** our central booking platform and ERP

Market research and **Flight Plan**.



Altersail (2nd call)



How RESETTING was important to us.

SMEs need simplicity

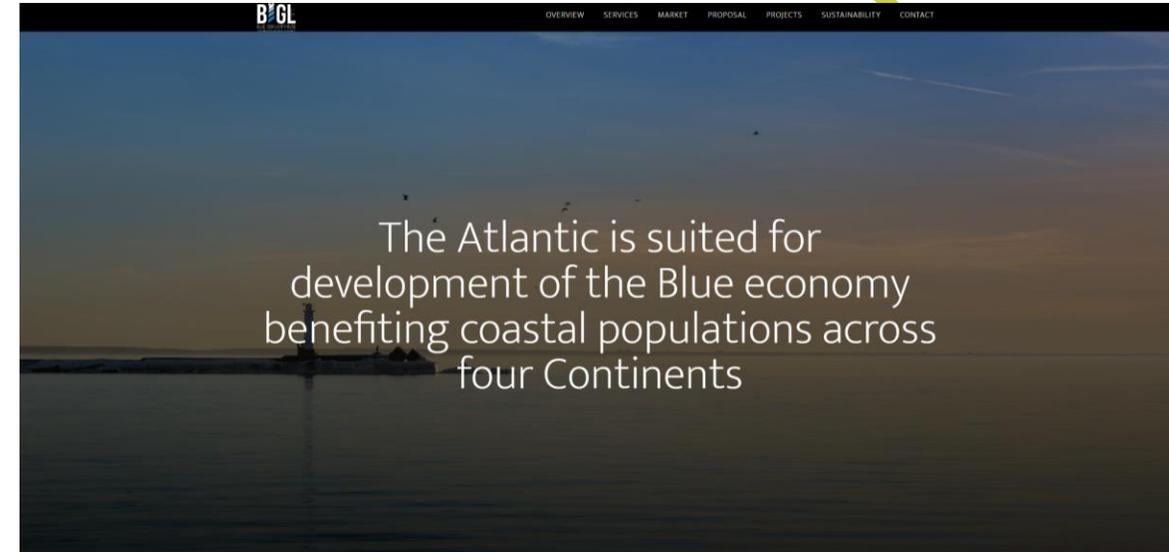
- Flexible tool
- Direct access to micro funding
- 75% deposit.
- Simple process without heavy bureaucracy



BLUE GEO (1st call)

“Ambitious goals in marine scientific tourism and adventure will only be made possible if proper knowledge of the environment is acquired and tackled”

BiGLE intends to implement a project addressing the capacity building of human resources in integrating and using **drone platforms in the provision of operational nautical tourism services involving scuba diving.**



Nautical Scientific Tourism



Drone-based sustainable tourism tours in marine remote locations

Supports tourism scuba diving expeditions/tours with advanced recce & survey for marine life at shallow depths, providing guiding the boat close to observation and diving spots

Provides monitoring information for scientific purposes

Increases safety at sea for crews and passengers

Supports the integration of these tools on board ER LIBRIES and provide training for its crew members

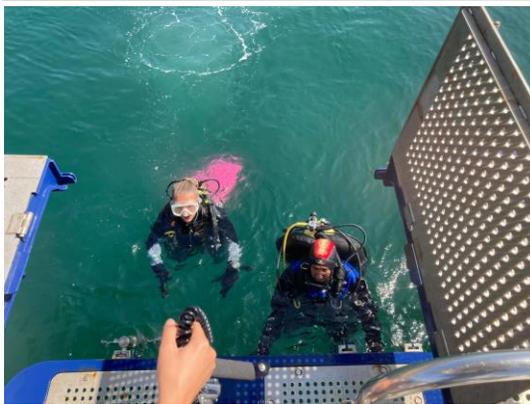
Provides proof-of-concept by implementing an experimental pilot-activity

Contributes to Resetting Project through a transnational cooperation approach in digitalization and innovative new technologies in smart tourism which can be disseminated with international partners



Nautical Scientific Tourism

Drone-based sustainable tourism tours in marine remote locations



Ms. Eni Koco



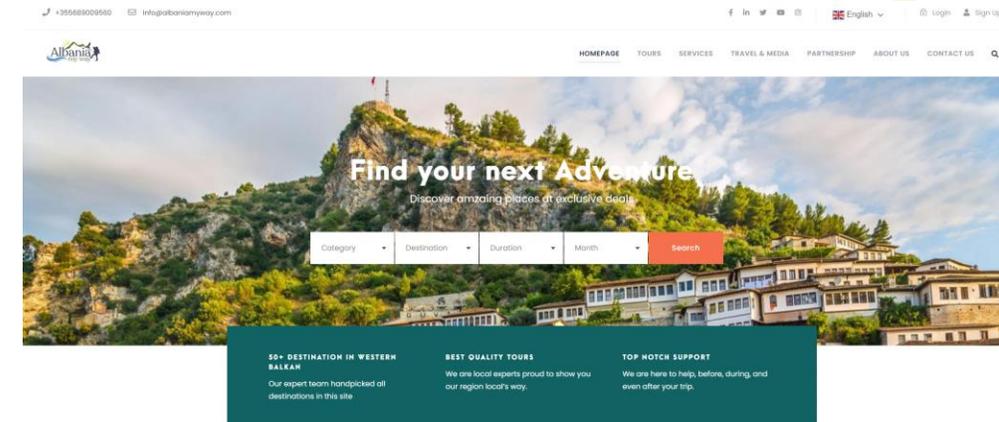
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ALBANIA MY WAY (3rd call)

“Albania’s Nature in 1 Click”

Albania My Way is an endeavor started by **a small group of local travel experts**, aiming to provide travel solutions with world-class hospitality and local flavors to tourists across the globe.

With quality as its prime concern, Albania My Way offers you to **see and feel our country our way!**



Popular Destinations

ALBANIA MY WAY (3rd call)

"Albania's Nature in 1 Click"

- Tourism in Albania is increasing with a **high rate of over 30%** for the last 3 years.
- Visitors in Protected Areas and National Parks have increased **only by 10% each year**.
- We notice a **lack of information**, lack of **accessibility** and **security** in these areas.
- We want to be from the first ones to enter in these areas with a **dedicated digital platform**.



ALBANIA MY WAY (3rd call)

"Albania's Nature in 1 Click"

One dedicated Platform to all national parks and natural monuments in Albania.

Added Value and why its Unique:

- Filling a gap of a missing service
- Involving the local partners.
- No other **functional platform** in Albania, dedicated to Protected Areas and Natural Parks,
- Aiming to **protect and develop** them using the principles of **sustainable tourism**.



Marketplace
Social Media
Plattform Awards
AR / VR Tools
Trainning programs
Promotion campaigns on - line
Certification of eco tours and units
RESELYTICS Staff and external expertise
Applications
Kwoledge sharing
Communities
Travelling On line sessions
Seminars Workshopss
ERP - CRM



www.resetting.eu



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RESETTING



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Thank you!



With the support from:



Diputació Tarragona

A project coordinated by:

