

Europass Curriculum Vitae

Personal information

First name(s) / Surname(s)	FRANCISCO ESTEVAN VÍTORES		
Address	C/ Gran Vía Marqués del Turia, 39, 7 - 46005 Valencia (Spain)		
Telephone(s)	00 34 628 088 229	00 34 329 59 99	
E-mail(s)	festevan@innsomnia.es		
Nationality	Spanish		
Date of birth	15/11/1975		
Gender	Male		

Work experience **Business consultant and expert in Economy and Innovation**

Dates	Present
Occupation or position held	<p>Since 2015: Founder and CEO of INNSOMNIA ACCELERATOR: Business Accelerator and Digital Innovation Hub located in Spain with more than 30 years of experience working with innovative SMEs and start-ups to foster their innovation capacities and promote digital transformation, business growth, access to finance.</p> <p>Insomnia is DIH under HORIZON 2020 and the Smart Specialisation (S3) Platform of the European Commission; member of EIT Climate KIC and EIT Digital.</p> <p><u>Digitisation areas:</u> Fintech, InsurTech, LegalTech, Industry 4.0 (shoe, metalurgy, ceramics, automotive), AgroTech, Green and Cleantech. NavalTech, etc.</p> <p><u>Technologies:</u> Industry 4.0, Artificial Intelligence, Big Data, 5G, Robotics, Cloud, HPC, IoT, IoT, Virtual/ Augmented reality, 3D printing, New materials, etc.</p> <p><u>Main partners:</u> Bankia, Reale Seguros, Santa Lucía, CESCE, ICEX, Howden, Informa, Equifax, Ports of Spain, GSK, Michelin, etc.</p> <p><u>Model:</u> open-innovation, equity-free. B2B and B2B2C models.</p> <p>More than 1.000 startups scouted and analyzed worldwide and more than 100 startups and innovative companies supported and accelerated.</p> <p>Leader of Business Accelerators in Spain according to Forbes: Press note</p> <p>Regular columnist in El Mundo Newspaper at sections: “Pymes and Roll” and “Incertidumbres y Utopías”.</p> <p>Francisco Estevan web site: https://franciscoestevan.com/</p> <p>Since 2011: Founder of TUFINANZIACION.COM: IT company focused on the promotion of access to public and private financing by SMEs and entrepreneurs using new technologies.</p> <p>Since 2008: Founder of LocalEurope Consulting: European consultancy firm focused on the design and management of European programmes and projects for public and private agents, training on European matters and international cooperation programmes.</p>

Main activities and responsibilities

120 M€ of European funds managed for the development of the Spanish economy mainly for Public Administrations and Companies.

More than 5.000 SMEs, startups and entrepreneurs supported.

Main Corporate Acceleration and Digitalisation Programs

- **Bankia Fintech by Innsonnia** [2016-ongoing]: 1st Fintech Accelerator in Spain. 4 editions. More than 40 Fintech startups worldwide accelerated. Corporate involved: Bankia. (<http://www.bankiafintech.com>)

- **Puertos 4.0. Innovation Plan in the Spanish Port Sector** [ongoing]: Digital Transformation of the whole public infrastructure of the Ports of Spain acting in 15 ports: Valencia, Barcelona, Cartagena, Málaga, Vigo, etc. Promotion, advice, mentoring, incubation, acceleration, finance, Digital Platform 4.0.

- **H2020 Digital Innovation Hub [2017 - 2021]**: Innsonnia is DIH under H2020 being responsible for the digitisation of industrial SMEs and Start-ups. We manage cascade funding open calls. HPC and Cloud technologies.

- **Open Insurtech Hub** [2018-ongoing]: Acceleration Program for InsurTech. Corporates involved: Santa Lucia Seguros, CESCE, Howden Iberia, Informa and Logaly.

- **TALENT ROUTE**: international network of accelerators and venture builders worldwide to attract start-up / scale-up talent, which could be an asset for ICT-33 as we could enlarge the scope to other EU countries, as well as Israel and LATAM and attract start-ups from those country to the project activities.

- **Tufinanziacion**: access to public, private and alternative financing for SMES, startups and entrepreneurs. Corporates involved: Santander Bank, Cajamar, Bankia.

- **Industry 4.0 Acceleration Program**. Corporates involved: Michelin, Aranda.

- **AgroDIH**: 1st DIH in Spain for the Agriculture sector. Corporates involved: Spanish agriculture associations and corporates of the Agro sector.

- **Digital Immersion Program**: Training Program addressed at CEO and Executives from SMEs to help them face the challenges of digitisation and industrialization. More information: <http://www.innsonnia.es/programa-inmersion-digital-empresarial>

- **Digital Training School**: Digital assessment for companies' employees learning code. More information: <http://www.innsonnia.es/digital-training-school>

Other Start-Up & Digital Programs: Valencia Region Digitisation Map (start-up panel within the regional productive sectors); Digital Challenge for Industry 4.0 (selection of start-ups to provide solutions to industrial corporates); Agrotech Start-up Program. Valencia Fair Trade Digitisation; Digital Immersion Programs (digital transformation program at CEO and high executive level; +300 companies invoicing +5M€).

Main EU-financed Projects and Programmes:

- **Erasmus for Young Entrepreneurs**: [co-financed by EU COSME. 2016 - 2023]: supporting entrepreneurship and start-up creation in Europe by matching and funding 2-6 months exchanges between new entrepreneurs and host entrepreneurs from different EU countries. Innsonnia is Intermediary Organization under COSME EYE.

- **BLOCKPOOL** [H2020-INNOSUP. 2018 - 2021]: support for start-ups developing

BLOCKCHAIN technologies in all sectors of the economy. Selection of blockchain experiments driven by start-ups through cascade funding open calls.

- **CloudiFacturing** [H2020. I4MS. FOF. 2017-ongoing]. Support for SMEs and Start-ups to assume the challenge of digitisation and select and fund through cascade funding open calls experiments driven by industrial SMEs that test Cloud/HPC technology in a real environment.

- **DLT4ALL** [co-financed by Erasmus+ KA2 Sector Skill Alliances]: design and implementation of a master degree on blockchain and DLT technologies in cooperation with Universities from Cyprus, Italy, Germany, Belgium.

- **Writing of Regional Operational Programmes 2014 – 2020**: preparation of different proposals for the Regional Operational Programmes of different regions of Spain for the period 2014 – 2020: Valencia region, Andalucía, Extremadura and Murcia, for a total amount of 160 million Euros. 2014.

- **APRENDE A FINANCIARTE**: Comprehensive service to facilitate SMEs and entrepreneurs access to financing. The program is managed by the High Council of Chambers of Commerce of Spain and up to date (December 2014) it has been implemented in Andalucía, with a future expansion into other regions of Spain in 2015. During the first six months of implementation Aprende a FinanciarTE has provided services to around 3,000 companies from Andalucía. The Programme is cofunded by the ERDF 2007 – 2013. <http://www.aprendeafinanciarTE.com/>. 2014.

- **ECOFUNDING**: Comprehensive service of financial resources that link investors and entrepreneurs and include all the EU financial engineering mechanisms and provides innovative financing solutions concerning venture capital, private investment and the creation of public-private cooperation structures. INTERREG MED Programme. 2012.

- **PYME FINANCE**: Financing management system to access public and private financing for SMEs and entrepreneurs developed in the frame of the Regional Operational Program (ROP) of the Valencian Community 2007 – 2013. The service addresses: public and private aids, self-diagnosis, ratio self-evaluation system, e-accounting, financial simulators, financial dictionary, management tools, blog, interest links, forum, etc. <http://www.pymefinance.es/>. 2010 – 2014.

- **EASY FINANCE**: Simplification of access to finance and investment opportunities for SMEs and response to the need to increase the competitiveness of SMEs. INTERREG MED Programme. 2009.

- **REINPO RETAIL**: Improvement of regional policies to incorporate innovation in the retail sector and the services in the Mediterranean, focusing on research and technological development capacity, entrepreneurship support, development of new businesses and innovative initiatives. INTERREG MED Programme. 2009.

- **InnoNauTICs**: Generation of the first network at transnational level to encourage the development of nautical tourism, a key sector for the Mediterranean island's economy, through competitive effort and access to innovative companies in the sector. INTERREG MED Programme. 2009.

- **EnerInTur**: Creation of the Energy Agency of the Province of Alicante. Efficient energy management in the tourism and residential industry; increase of awareness among the population and visitors on the responsible energy use; energy efficiency by improving the management and rationalization of the energy demand. CIP - INTELLIGENT ENERGY FOR EUROPE Programme. Approval year: 2008.

- **InnoPark**: Project for the urban, social, economical and environmental regeneration of the Industry Area of Canastell. Regional Operational Programme of the Valencia Region 2007 – 2013 (ERDF). 2009

- **PAC CALP**: Design of the Business Action Plan for the municipality of Calpe. Regional Operational Programme of the Valencia Region 2007 – 2013 ERDF. 2009.
- **GREEN COMMERCE**: Minimization of the environmental impact in the retail sector, offering small business information and access to knowledge, research and technology mechanisms. LIFE+ Programme. 2008.
- **Euro-PE Encuentro**: promotion of the European Parliament among Spanish citizenship. Project cofinanced by the DG Communication of the European Parliament. 2009.
- **PIDETRANS**: Design and implementation of transnational activities in favour of the economical growth of the territory. INTERREG POCTEP Programme. 2007.
- **ESF BADAJOZ**: Management of the European Social Fund Programmes of the Chamber of Commerce of Badajoz. 20014 – 2015: Guide, training and information service on the European Funding Programmes 2014 – 2020; Definition of a Road Map of Opportunities for the Chamber and its branch offices and the region of Extremadura. 2014.
- **FIREMED**: Approaching Local/Regional Authorities and Financial Operators in charge to support energy sector SMEs development, proposing innovative financial instruments for the Local Development plans, innovative services and improving matching between SMEs request of financial means and Investors. INTERREG MED Programme. 2013.
- **GRASP** - GReen procurement And Smart city suPport in the energy sector: Strengthen the position of smart cities in adopting innovative solutions in the energy sector in Mediterranean regions and to increase their potential at transnational level by developing a specialized e-procurement system instrument. INTERREG MED Programme. 2012.
- **CUSTOM MED**: Improving the goods circulation between the Middle East and the EU by networking and adopting shared procedures and technologies. ENPI CBC MED Programme. 2011.
- **IDEB**: International Development of Eastern Black Sea Region. CIVIL SOCIETY DIALOGUE - EU-TURKISH CHAMBERS FORUM-II. 2011.
- **WINE CLUSTER**: Creation of a wine cluster through the transfer of expertise and know how to help wine producer SMEs to institutionalize and internationalize their productions contributing to regional development through competitiveness and innovation. CIVIL SOCIETY DIALOGUE - EU-TURKISH CHAMBERS FORUM-II. 2011.
- **Perspective**: Gender equality. DAPHNE Programme. 2010.
- **OPTIMAGRID**: Definition, design, development and implementation of intelligent control systems that enable power management in real-time micro-grid power applied to an industrial area with high penetration rate of renewable energy. INTERREG SUDOE Programme. 2010.
- **Culture-Led**: Urban revitalization through Culture-Led Programmes. Culture Programme. 2010.
- **IP-SMEs**: Consolidation of a full-service innovative tool in the field of intellectual property rights and redesigning the current range of services to SMEs. INTERREG MED Programme. 2009.
- **R&D Industry**: Efficient technology and knowledge transfer from Universities to industries for economic growth. INTERREG MED Programme. 2009.

- **HIDDEN:** Design of a new innovation model on three sectors: agrofood, tourism and handcraft, creating synergies and public-private transnational networks (Wine Route). INTERREG MED Programme. 2009.
- **INNOVATE MED:** Development of common strategies between territorial authorities and the business community to support innovative clusters for internationalization (shoe and oil sectors). INTERREG MED Programme. 2008.
- **CHORD:** Cultural Heritage: exploiting Opportunities for Rural Development. INTERREG MED Programme. 2008.
- **SHIFT:** Experimentation of strategies to foster sustainable tourism in Mediterranean fragile coastal areas and islands through a transnational partnership proposing an IQM model to optimize supply. INTERREG MED Programme. 2008.

Events and lobby actions at European level:

- **BRUSSELS REINPO RETAIL 2013:** Organization of the final event of the European project REINPO RETAIL (MED Programme) in the European Parliament in Brussels during a breakfast sponsored by a Spanish EMP and presentation of the Green Paper on Retail Innovation.
- **BRUSSELS COVENANT OF MAYORS 2013:** Organization of the participation of the County Council of Alicante in the European Commission in Brussels. The County Council of Alicante was invited as special guest and speaker during the annual event.
- **BRUSSELS ALICANTE GREEN LAND 2013:** Organization of the working sessions with the DG Energy and DG Environment of the European Commission for the presentation of the Programme Alicante Green Land, an 80M€ Programme to turn Alicante into a Green region in 2014 – 2020.
- **BRUSSELS OPEN DAYS 2012:** Organization of several visits to attend the OPEN DAYS in Brussels in the frame of different European projects such as REINPO RETAIL and HIDDEN projects.
- **LUXEMBOURG ADT 2011:** Visit to the European Investment Bank in Luxembourg for the technical presentation of the ADT Project for the negotiation of an EIB loan.
- **BRUSSELS ADT 2010:** Presentation of the ADT Project (Alicante Regional Development) in the European Parliament sponsored by a Spanish EMP and attended by other EMPs and European policy authorities.
- **EURO-PE ENCUESTRO 2009:** Organization of 10 local events and the two big opening and final events of the project counting on the attendance and participation of members of the European Parliament from the offices in Spain and Brussels and other political authorities, as well as citizens.
- **BRUSSELS ENERINTUR 2009:** Visit to the DG Energy of the European Commission for the presentation of the strategy of the province of Alicante in the energy field.
- **BRUSSELS COVENANT OF MAYORS 2009:** Visit to the office of the Covenant of Mayor in Brussels for the conclusion of the signature of the County Council of Alicante as Supporting Entity to encourage the signature of the Covenant of Mayors by the municipalities of the province.
- **BRUSSELS ALICANTEEN EUROPE 2009:** Study visit to the European Parliament for 15 Youth Councilors and Mayors including training workshops on the European Youth Policies and the Youth in Action Program, as well as visits to the Committee of

the Regions, participation in fairs and training sessions.

- **BRUSSELS CAMEUROPA 2008 – 2009:** Study visits in 2008 and 2009 to the European Parliament in Brussels for the presentation of the CAMEUROPA programme for a group of 33 young people and leaders of youth associations from the province of Alicante. www.cameuropa.net

European initiatives taken by Francisco Estevan:

- **TALENT ROUTE:** international network of accelerators and venture builders worldwide to attract start-up / scale-up talent from EU countries, as well as Israel and LATAM.

- **EUROPEAN ALLIANCE FOR CONSULTANCY COMPANIES:** Creation of the 1st Alliance of Consultancy Firms at European Level, composed by 7 founding members of 6 different Mediterranean European countries for the cooperation and know – how exchange of European experts.

- **COVENANT OF MAJORS:** Technical assistance to local corporations for the elaboration of their SEAP Reports - Sustainable Energy Action Plans – to promote the fulfilment of the goals of the Covenant of Mayors.

- **INNOVATION CHAMBER POINT:** Promotion of innovation to the SMEs of the Valencian Community through the establishment of innovation promotion points in the premises of the 5 Chambers of Commerce of the Valencian Community. REGIONAL OPERATIONAL 2007 – 2013.

- **BLUE REGION:** Biological water treatment system of sewage waters in order to test the treatment degree of this innovative technology that is a cheap and highly efficient solution to the untreated water waste and the high transport and water treatment costs and the lack of water for the irrigation of gardens and streets.

- **BIOGAS HISPANIA:** Development of an ITC system that allows the optimization in the resource management of pilot biogas plants in Spain. Projection, execution and exploitation of a 10Mw Biogas plant in Spain.

- **VES (Valencia Energy and Sustainability):** Energetic development designed for the region of Valencia that aims mainly at identifying projects in high added value areas in the fields of the energy and the sustainability.

- **GREEN TOURISM:** Implementation of a comprehensive strategy in a cross-cutting way of a green brand in relation to the tourist sector. LIFE+.

- **TURIA NATURA:** Transformation of the fertile regions adjacent to the Turia River into a productive, profitable, sociable, sustainable, formative, fun and attractive space for its citizens and visitors, able to generate employment, promote social insertion, fair trade and a responsible consumption making known the traditional cultures and their cultural and intergenerational value. LIFE+ Programme.

Technological platforms on European matters developed by Francisco Estevan:

- **TUFINANZIACION:** access to public, private and alternative financing for SMES, startups and entrepreneurs. Corporates involved: Santander Bank, Cajamar, Bankia.

- **PYME FINANCE:** Technological platform to promote access to financing by SMEs and entrepreneurs. More than 5.000 users have been technically supported up to date. www.pymefinance.es. 2011 – 2014.

- **FONDOSEUROPEOS.EU:** comprehensive information and consultancy service

on European matters addressed at public and private agents: project database; call search; Infodays; Funding programs; Diagnosis of European Financial Opportunities; Analysis of project viability; Online assistance, etc. www.fondoseuropeos.eu. 2009 – 2014.

- **EUROPEAN Training CLUB:** comprehensive training plan for public and private entities on European policies and European programme and project design and management. Training provided in person, online or blended through the LocalEurope's training platform. *Detailed training list in the corresponding training section. 2009 – 2014.

- **EuroJUV Programme:** European Resource Centre for Youth. Events, courses, projects, youth Policy; European youth programs, citizenship and learning. <http://cre.ladipu.com/europa/eurojuv/index.html>. 2009 – 2014.

- **LADIPUEUROPA:** Platform of European matters for a Regional Public Authority: European news; European newsletters; training guides; project area; European CV; Cities4Europe Network; European library. <http://cre.ladipu.com/EUROPA/>. 2013.

- **ADT:** platform for the project Alicante Territorial Development for the management of the project submission methodology followed for the request of a loan application to the European Investment Bank. <http://cre.ladipu.com/adt/>. 2012.

- **PIC:** Window for the management of the Innovation Points of the Chambers of Commerce in line with all parameters of the Operational Programme of the Valencia Region 2007-2013. <http://www.puntodeinnovacioncameral.org>. 2011.

- **PUNTOS EUROPA, SEIMED Project, EEN Network:** Platform of the Chambers of Commerce of Valencia co-financed under the SEIMED program, European Enterprise Network, to give support to SMEs on internationalization, innovation and technology transfer. <http://www.puntoseuropa.eu/>. 2010 – 2013.
International Projects:

- **TOURISM DEVELOPMENT PERU:** Training Programme for the Hotel Sector in Perú funded by AECI.

- **LABB:** LATIN AMERICAN BUSINESS BUREU.

- **CLUSTERING MED:** Promotion of the shoe and leather clusters in the North and South territories of the Mediterranean. ENPI CBC MED.

Awards received by Francisco Estevan:

- **2017 Entrepreneurs Award by Valencia Plaza** for Bankia Fintech by Innsomnia Project.

- **2015 GIKA Awards – Global Innovation and Knowledge Awards.** Finalist for the MED 3.0 Project: Map of entrepreneurship dreams.

- Best LIFE Project **“Bests of the Bests LIFE Project 2014”** for the GREEN COMMERCE Project, financed by the LIFE Program.

- **Best European Innovation Project** of the Valencia Region 2013 for the REINPO RETAIL Project, financed by Interreg Med Program, under the European Regional Development Fund (ERDF).

- **EURO AFIC Network Award** (Agencies to promote business innovation). 2011.

Dates 2009 → 2010

Occupation or position held	Evaluator of the ROP CV 2007-2010
Main activities and responsibilities	Regional Operational Program of the Community of Valencia. Evaluation of the projects to be financed with different funding lines of the operation program (ERDF funds for innovation and business development for a total budget of 6 million Euros). Development of a methodology for the comprehensive management and evaluation of the programme.
Dates	12/2004 → 2008
Occupation or position held	Director of the European Union Service
Name and address of employer	Council of Chambers of Commerce of Valencia.
	<u>Projects managed:</u>
	- AL-INVEST : initiatives of cooperation with Latin America. Business cooperation projects EU-Latin America. Promoting the Spanish network Eurocentres COOPECO American (November 2005).
	- INNOCOMERCE : Project Coordinator-Innovation of Commerce for the Ministry of Enterprise and Innovation Regional Government of Valencia. Interreg III Initiative C-SOUTH (2003-2006).
	- KUTAP TCDP I/ CAP Kusadasi I and KUTAP TCDP II/ CAP Kusadasi II : coordinator for the European Project CAP Kusadasi (Turkey), under a project funded by the European Commission for the development of Turkish Chambers of Commerce (2002 -2005).
	- CIUMED : Promoter of the Network for the Promotion of Medium Towns in South West Europe for the promotion of a polincentral and balanced system of cities able to transfer economical development and social welfare values. INTERREG III B-SUDOE Programme.
	- GECOMED : European Group of Mediterranean Cooperation. Evaluator and coordinator of the design of a Business Plan of Action for the Mediterranean through a network of Euro-Mediterranean Chambers of Commerce. INTERREG IIIB MEDDOC Programme.
Dates	10/2002 - 03/2003
Occupation or position held	Representative of the Council of Chambers of Valencia in the Spanish delegation of the Council of Spanish Chambers in Brussels
Main activities and responsibilities	Area SMEs (Lisbon) and foreign policy - Latin America and relations with Mediterranean countries.
Name and address of employer	Spanish delegation of the Council of Spanish Chambers in Brussels.
Dates	05/2001 - 09/2002
Occupation or position held	Intern
Main activities and responsibilities	Fellow of the Council of Chambers of Valencia for the monitoring of EU legislation and international cooperation programs.
Name and address of employer	Council of Chambers of Valencia.

Education and training

Dates	2005
Title of qualification awarded	DEA
Principal subjects / occupational	Diploma of Advanced Studies (DEA) in International Law Public.

skills covered

Dates 2002 - 2005

Title of qualification awarded **Ph.D. Public International Law**

Principal subjects / occupational skills covered Ph.D. from the Department of Public International Law at the University of Valencia. Specializing in Foreign Policy of the European Union.

Name and type of organisation providing education and training University of Valencia

Dates 1999 - 2000

Title of qualification awarded **Master of Institutions and EU Policies.**

Name and type of organisation providing education and training University of Valencia

Dates 1994 - 1999

Title of qualification awarded **Law degree**

Name and type of organisation providing education and training University of Valencia

Personal skills and competences

Other language(s) Mother tongue: **Spanish**

Self-assessment
European level (*)

English
French
Italian

Understanding				Speaking				Writing	
Listening		Reading		Spoken interaction		Spoken production			
C1	Proficient user	C1	Proficient user	C1	Proficient user	C1	Proficient user	C1	Proficient user
C1	Proficient user	C1	Proficient user	C1	Proficient user	C1	Proficient user	C1	Proficient user
A2	Basic User	A2	Basic User	A2	Basic User	A2	Basic User	A2	Basic User

(*) [Common European Framework of Reference \(CEF\) level](#)

Computer skills and competences High level in Windows (Office, Power Point, Excel etc).
Knowledge of the Internet as a regular user.

Driving licence(s) B

Additional information

More than **50 training courses** related to the European Union policies and the obtaining and management of European Funds. **More than 2.000 people trained** from public authorities and private sector.

Teaching activities in University and other formal education plans related to European Union policies and cooperation.

European Parliament of Enterprises 2014: Participation of Francisco Estevan in the European Parliament of Enterprises organized by Eurochambres and invited by the Chambers of Commerce of Spain as expert on European Consultancy and access to finance. 2014.

European Economic and Social Committee. Access to Finance Committee. "Presentation of the Programme Aprende a Financiar". 2014.

A detailed list of the courses, seminars and conferences given by Francisco

Estevan can be consulted in Annex 1.

Publications, studies and collaborations:

- F. Estevan. *Industria FUTURE: Digitalisation, Technologies, Startups and Public Aids in the Valencia Region*. 2018.
- F. Estevan, Pymes and Roll Colum. *Permanent by weekly collaborator*. El Mundo Journal. 2015- 2019.
- F. Estevan, *Emprender como el Quijote (Enterpreneuring like the Quixote)*. Amazon. 2018.
- F. Estevan, *Green Book on EU Financing: Europe in the Laberythm of Growth*. 2015. V-1372-15.
- F. Estevan, *Impact of European funds in the Valencia Region in 2007 – 2013*. Analysis of the impact and return rate of European Funds in the Valencia Region during the period 2007 – 2013. 2014.
- “*The future of European financing*”. El Mundo Journal. 2014.
- “*Impact of European funds in the Valencia Region in 2007 – 2013*”. Study conducted to analyze the impact and return rate of European Funds in the Valencia Region during the period 2007 – 2013, both for fund managed directly by the Government of Valencia and the European Funding Programmes. 2014.
- “*FEADER Financial Instruments 2014 – 2020*”. Study on the existing financial instruments for Local Action Groups in 2014 – 2020 for the regions of Murcia and Andalucía. 2014.
- “*Green Paper on Retail Innovation*”. Draft and presentation before the European Parliament of a Green Paper for the promotion of innovation in the retail sector and the creation of a future European Observatory of the Retail Sector in Valencia. 2013.
- “*Internationalization Strategy for the Oil and Shoe Clusters in the Mediterranean Space*”. 2012.
- “*Alicante Regional Development Investment Portfolio*”. Sustainable development and creation of employment through the development of infrastructures in the fields of energy, transport, innovation and sustainability. 2011.
- “*Políticas europeas: programas de financiación para el desarrollo urbano*”. Published by University Enterprises Foundation. Valencia, 2005. The full text can be located at the following website: www.adeit.es.
- “*Cláusulas de condicionalidad política en las relaciones euromediterráneas*”. Thesis within the framework of the PhD Program in Public International Law at the University of Valencia. Unpublished. Valencia, 2005.
- “*The legislative framework for the management of urban centers in Spain: problems and challenges*”. Published by the Fundación Universidad Empresa de Valencia. Valencia, 2005. The full text can be located at the following website: www.adeit.es
- Co-author of “*Development in the special case of Turkey: Kusadasi tourist as destination*”. Publication funded by the European Commission under the TCDP program. Brussels, 2003.

- Co-author of the book *"Space for Social Participation"* publication co-funded by the EU through the ERDF. Valencia, 2004.
- Co-author of *"Urban fonctions predioagnosis in the EU"*, publication co-funded by the EU through the ERDF. Valencia, 2004.
- Other published studies: *"Estrategia Euromediterránea de la UE: la Política de Vecindad de la UE"*; *"The new trading strategy with MERCOSUR"*; *"Technical cooperation from the EU executive development: the functioning of the Europe Office –Aid"*.
- Regular contributor to the Journal of the Center for Political and Social Agora. Valencia.
- Coordinator of the Electronic Journal Bimonthly, *"the Cameras and Europa"*.
- Partner and member of the Forum for the Future of Europe organized by the Institute for Autonomy of Catalonia. Presentation of two articles to the pillars of work Regional Policy and Foreign Policy.
- Journal-regular contributor to the Levant. Politics and Economics of the European Union.

Annex 1. Training courses and conferences given by Francisco Estevan.Training courses:

- Chamber of Commerce of Badajoz. "5 Steps to participate in European projects". Extremadura. 2014.
- Chamber of Commerce of Badajoz. "European grants for SMEs through EuropeAid". Extremadura. 2014.
- Chamber of Commerce of Cáceres "EU financing for SMEs in 2014 – 2020. Extremadura. 2014.
- Provincial Council of Lugo. "European resources for youth". 2014.
- Chamber of Commerce of Badajoz. "Management of European projects". Extremadura. 2013.
- High Council of Chambers of Commerce of Spain. "European Funds and International Management". Madrid (2 editions) 2012 – 2013.
- Chamber of Commerce of Castellón. "Financial aid of the European Investment Bank". Castellón. 2012.
- Provincial Council of Lugo. "European Funds and International Management". 2012.
- Provincial Council of Alicante. "Workshop how to manage your European project". Alicante. 2012.
- Provincial Council of Alicante. "Design and management of European project". Alicante. 2012.
- Chamber of Commerce of Alicante. "European programmes of internationalization and external cooperation". Alicante (3 editions). 2011 – 2013.
- Chamber of Commerce of Castellón. "European funds on energy and sustainability for SMEs, a new opportunity for companies". Castellón. 2011.
- Provincial Council of Alicante. "Workshop on how to manage your European project". Alicante. 2011.
- Provincial Council of Alicante. "European programme and international management". Alicante. 2011.
- Public Administration School of Castilla y León. "European project development: news technologies and cooperation". Castilla y León (4 editions). 2010 – 2014.
- Municipality of Teulada. "Design and management of European project for local entities". Alicante. 2010.
- High Council of Chambers of Commerce of Spain. "European programmes and international management". Madrid (2 editions). 2010.
- Provincial Council of Alicante. "Development of European projects: new technologies and methodologies for international cooperation". Alicante. 2010.
- Chambers of Commerce of the Valencia Region. "Management of European projects in the frame of the Intelligent Energy for Europe Programme. Alicante. 2010.
- Provincial Council of Alicante. "Design and management of European project for local entities". Alicante. 2010.
- Chambers of Commerce of Spain. "I am a SME, what aid can I benefit from?" (11 editions all over Spain). 2009 – 2012.
- Provincial Council of Alicante. "Draft your European project". (4 editions). 2009 - 2010.
- Mediterranean Bank CAM. "Youth in Action and European tools for young people". Alicante. 2009.
- AFIC Network - Agencies for the Promotion of business Innovation in the Valencia Region. "European Financial Opportunities". Valencia. (2 editions). 2009.
- Chambers of Commerce of the Valencia Region. "Update and use of SEIME Tool". Valencia. 2009.
- High Council of Chambers of Commerce of Spain. "New financial opportunities through the participation in European projects". Madrid. 2009.
- Municipality of Petrer. "Design and management of European project for local entities". Alicante. 2009.
- Chambers of Commerce of the Valencia Region "European funds of energy and environment". Alicante. 2009.
- Municipality of Paterna. "European projects for local entities". Valencia. 2009.
- Provincial Council of Alicante. "Design and Management of European projects for local administrations". Alicante. 2009.
- Mediterranean Bank CAM. "European youth policies and tools". Alicante. 2009.

- AFIC Network - Agencies for the Promotion of business Innovation. "General Frame of European information sources for retail development". Valencia. 2009.
- Eurochambres Academy, "Strategies for economical Enterprises Development through cooperation". Brazil, 2005.
- II Conference with Representatives from the European business community and civil society, academic community on the EU-Chile Association EU-Mercosur and Negotiations. Brussels, 2003.
- European Commission: "From Lisbon to Barcelona: Towards a more Competitive Europe". Brussels, 2002.
- European Commission: "Making the best use of the Structural Funds in the Sectors of Commerce and Tourism". Brussels, 2002.
- Seminar on advice and consulting in the business environment in the EU. Valencia, 1998.
- Seminar on Community policies and institutions. Brussels, 1997.

Teaching activities:

- Menendez y Pelayo University. "Financial support and aid from the European Union to the company". Huesca. 2010.
- Academy of Chambers of Commerce. "New financial opportunities through the participation in European projects. Alcalá de Henares, Madrid. 2009.
- Professor of "Diploma Management and Marketing Urban Center ", University of Valencia.
- Professor in the Master of Internationalization of Alicante Chamber of Commerce (December 2006).
- Professor of European training network funded by the European Commission and managed by the Mediterranean Institute for European Studies at the University of Valencia.
- Director of the European Training School AFIC (Agents for the promotion of Innovation and Trade).
- Professor of "Regional Marketing in a Global World", within the framework of international training program Eurochambres Academy.
- Teacher Course "Investment Attraction: best practices locally" within the framework of the Latin American Academy run by Eurochambres.
- Master-Teacher in the Internationalization of the Chamber of Commerce of Castellón (May 2004).

Participation in seminars and international conferences:

- International Business Forum IMEX. Chamber of Commerce of Sevilla. 2014.
- International Business Forum IMEX. Chamber of Commerce of Castellón. 2014.
- European Active Employment Days. Provincial Council of Alicante. 2014.
- European Economic and Social Committee. Access to Finance Committee. "Presentation of the Programme Aprende a Financiar". 2014.
- European Parliament of Enterprises: Participation of Francisco Estevan in the European Parliament of Enterprises organized by Eurochambres and invited by the Chambers of Commerce of Spain as expert on European Consultancy and access to finance. 2014.
- General Directorate of European Funds and Projects of the Valencia Region. "*Forum Intelligent growth, preparatory work for the programming of 2014 – 2020 Structural Funds*". 2013.
- Smart Cities Congress Elche. "*European financing opportunities for SMART CITIES*". Elche. 2012.
- Smart Cities Congress Alicante. "*European Funds for SMART CITIES*". Alicante. 2011.
- "*Internationalization for the Canarian company and the promotion of the R+D+i*". Santa Cruz de Tenerife. 2010.
- "*Internationalization for the Canarian company and the promotion of the R+D+i*". Las Palmas de Gran Canarias. 2010.
- Energy Efficiency Congress Alicante 201. "Efficient management of energy: towards a sustainable future". Alicante. 2010.
- Presentation of the European Resource Centre of Alicante and LADIPUEUROPA. Alicante. 2010.
- Presentation of the European Resource Centre of the High Council of Chambers of Commerce. Madrid. 2010.

- Council of Chambers of the Valencia Region “*Programas de Financiación para el Desarrollo Urbano, Curso de gestión y márketing de centros urbanos*”. 2009.
- Congreso Ibi Innovación, “La Innovación son las personas” Alicante, 2005
- “Life quality through medium-sized cities”, 2005
- Open Days Conference organized by the Committee of the Regions and managed by the Fundación Comunidad Valenciana - European Region, Brussels, 2005.
- Reflection Workshops organized under the European project TOCEMA about European funding opportunities Unit Urban Management Centre, Gothenburg, Sweden, May 2005.
- Open Days Conference organized by the Committee of the Regions and managed by Region of Liguria, Italy, Brussels, October, 2004.
- “Innovation and SME financing”, Italy, 2004.
- “Learning from Europe: the future of city marketing in NRW”, Germany, 2003.