



### Latest News



### The ECCP world of matchmaking

One of ECCP's main goals is to create and bring closer to the cluster organisations and their SMEs opportunities to connect and initiate collaboration in numerous high-level events in Europe and targeted third countries. The ECCP matchmaking events offer an interactive and innovative format and with dedicated financial support to participate in the C2C/C2B meetings.

The ECCP team was busy over the last months preparing a diverse programme of upcoming matchmaking events in [Iran \(17-18 Oct\)](#), [Mexico \(25-27 Oct\)](#), [Brazil \(30 Nov-1 Dec\)](#) and [Brussels \(30 Nov\)](#).

For this EU cluster matchmaking event more than 100 cluster organisations from Europe shall benefit and explore common areas of interest for cooperation and build complementarities in terms of sectoral, value chain and market focus. Registration is now open - Secure your place by [registering here!](#)

### ECCP strenghtens its European and international presence

We can optimally develop our services for the cluster organisations if we are close to them and understand their needs. Since the launch in March 2016, ECCP team participated at 13 cluster-related events in Europe including the [4th Cluster Matchmaking event in Warsaw](#), the [Transylvanian Cluster Conference in Cluj](#) and the [7th Balkan Black Sea Days of Clusters in Ohrid](#).

We are preparing for the [19th TCI 2016 Global Conference in Eindhoven](#) and of course, for the [European Cluster Manager of the Year 2016 Award](#) shall be awarded. Through all these interactions we could reach out to more than 1000 cluster organisations.

As a platform supporting cooperation, ECCP has a natural collaborative approach with other cluster-related platforms and networks in Europe and beyond, opening sharing information and opportunities to exchange.



### UPCOMING EVENTS



#### [The European Cluster Conference 2016](#)

01/12/2016



#### [BioWin Day](#)

08/12/2016



#### [World Sustainable Energy Days 2017](#)

01/03/2017

### OPEN CALLS

#### [Towards European Strategic Cluster Partnerships for smart specialisation investments](#)

Deadline: 31/12/2016

#### [Nanotech cluster & SME mission to Japan in 2017](#)

Deadline: 27/10/2016

#### [BSR Innovation Express 2016 Call](#)

Deadline: 31/10/2016

### ECCP AT A GLANCE

Watch the [ECCP video presentation](#)



## European Strategic Cluster Partnerships – Go International



You can now follow the international activities of the current 24 ESCP-4i partnerships on ESCP-4i news and ESCP-4i events and use all the available information as inspiration for the next generation of partnerships to be developed in the near future. The call for the expression of interest for the ESCP-S3 closes on 31.12.2016 and we invite you to use the platform's partner search facility to build your partnership.

**Upcoming :** The challenge for the European Strategic Cluster Partnerships – Go International Award. More information available soon through the ECCP communication channels!

## Cluster Achievements

### Internationalisation is the key to exploitation of SME potential – Clusters can make it happen!

The message is crystal clear when you ask Jacob Mogensen, Manager of The Danish Innovation Network for Biomass (INBIOM), how European SMEs can succeed internationally and whether it is something clusters and networks should be involved in. "National markets are relatively small for most SMEs compared with the cost of developing new technologies. Foreign involvement increased the demand of new technologies – but just as important – also already existing ones. Clusters can be the missing link in terms of facilitating the process and essential to the success of SMEs".



Since 2011 Jacob Mogensen has been in charge of INBIOM and the cluster focused on helping Danish SMEs to establish contacts and do business in China. INBIOM succeeded in technology and knowledge transfers, concrete orders, and even establishment of new common companies across Danish and Chinese stakeholders. The secret behind INBOM's success is a long, focused effort combined with the right partners both in Denmark and in China.

[Watch the full success story here.](#)

## News from the cluster community

### Interesting insights into business models of cluster management organisations

The business model development for cluster management organisations was intensively investigated in the Masters thesis of Nadja Dehne from Silicon Saxony. Besides literature analysis, a survey was made among 55 cluster management organisations.

It turned out that their differentiation happens first and foremost at the level of services that also play an increasing role in the financing of the organisation itself. The survey revealed that in fact services contribute by 20% in average to the revenues of a cluster organisation.

[For more information read here](#)



### Cluster Mentality

Dr. Stan Higgins, Cluster Manager of the Year 2014 reflects on his findings while meeting clusters from around the world during the last 2 years.

[Read the whole article here](#)

## Cluster Organisations

We are almost reaching the number of 400 cluster organisations introducing the international cluster audience relevant information about their organisations, members and activities. Since summer, ECCP is open not only to the European, but to all cluster organisations in the world.

Those who decide to go for the extra mile in their communication efforts and upload on their profile news, events and documents benefit visibility in the section <http://www.clustercollaboration.eu/cluster-organisations-news> as well as promotion in the ECCP WEEKLY DIGEST. The countries with the most profiled cluster organisations are Spain, France and Romania. Follow their example: put your cluster organisation on the map and promote your activities internationally.

## ECCP Tools

Have you already used the PARTNER SEARCH Tool of the ECCP? Posted your interests for cooperation and offers of your services (or those of your members)? It only takes a few minutes to let the cluster community know what you offer or what you are looking for.

Simply check in at:  
<http://www.clustercollaboration.eu/partner-search>

### Dialogue with users

We are eager to learn what you like or think we could do better. Use the feedback button on the ECCP or simply tell us, like Orsolya Szaplonczay from the INNOSKART ICT Cluster in Hungary did in an email:

*"What I appreciate especially is your content-full weekly newsletter! The best collection of information about "cluster world" every week in the mailboxes!"*



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