

EU-TAIWAN CLUSTER MATCHMAKING EVENT 2019

in the context of the GLOBAL INDUSTRIE Trade Show

organised by the European Cluster Collaboration Platform (ECCP) in cooperation with Taiwan's Bureau of Foreign Trade (BoFT), the Chinese National Federation of Industries (CNFI), the Enterprise Europe Network – Auvergne Rhône Alps (EEN), and the Taiwan External Trade Development Council (TAITRA)



Dates: 6th to 8th of March 2019

Location: Lyon (France)

Call for Expression of Interest

Deadline extended until 18 January 2019

Focus areas:

- Manufacturing technologies and equipment
- Mechanical engineering and metalworking
- Smart industry and connected factory: cobotics, augmented reality, predictive maintenance, digitisation of production, Information and Communication Technologies (ICT)
- User industries: aerospace, chemicals, cosmetics, pharmaceuticals, consumer goods, energy and energy infrastructure, food industry, textiles, transports and mobility

The European Cluster Collaboration Platform (ECCP) reserves the right to cancel the Call for Expression of Interest if the European cluster community's response is low.

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1 Objectives

On behalf of the Directorate General for Internal Market, Industry, Entrepreneurship and SMEs (DG GROW) of the European Commission, the [European Cluster Collaboration Platform](#) (ECCP), in collaboration with Taiwan's [Bureau of Foreign Trade](#) (BoFT) - Ministry of Economic Affairs (MOEA), the [Chinese National Federation of Industries](#) (CNFI), [Enterprise Europe Network – Auvergne Rhône Alps](#) (EEN) and [Taiwan External Trade Development Council](#) (TAITRA), will organise an EU-Taiwan Cluster Cooperation and Matchmaking Event from the 6th to 8th of March 2019 in Lyon (France). The overall objective of the event is to provide EU clusters access to the Taiwanese market through close cooperation with local-based organisations.

Overall objectives for the participants of the event include:

- To promote cluster and network cooperation between cluster organisations and business networks in Europe and Taiwan to explore common visions and potential partnerships for the benefit of businesses;
- To initiate discussions that would ultimately result in Letters of Interest, Memoranda of Understanding, and other types of partnership agreements;
- To foster the continuation and follow-up of discussions with Taiwanese organisations started in previous ECCP matchmaking events involving cooperation with Taiwan (Taipei, May 2016; Brussels, June 2017; Taipei, June 2018); and
- To build on the Administrative Arrangement on Cluster Cooperation, signed by the Taipei Representative Office in the European Union (EU) and Directorate-General for Internal Market, Industry, Entrepreneurship and SMEs of the European Commission (DG GROW), on the 6th of June 2018.

This event will take place during the [GLOBAL INDUSTRIE Trade Show](#) (5th - 8th of March 2019). GLOBAL INDUSTRIE is a leading industrial event in France that brings together four complementary shows covering all the industrial value-chain: **SMART INDUSTRIES** (smart manufacturing), **MIDEST** (know-how), **INDUSTRIE** (production technologies and equipment) and **TOLEXPO** (sheet metal, tube and section working).

Focused on the industry of the future, GLOBAL INDUSTRIE features many activities that participants will be able to enjoy, enhancing their overall experience. The activities include conferences that will provide an insight on today's industrial trends, an exhibition that will draw attention to the most innovative developments in the sector, and multiple matchmakings that will boost the chances to meet key actors in the industry across Europe and the rest of the world.

The event will represent a unique opportunity for representatives of European cluster organisations interested in cluster collaboration with Taiwan to explore possible common areas of interest for cooperation and complementarities, in terms of sectoral, value chain, and market focus of their SMEs and other companies. Letters of Intent, Memoranda of Understanding and other types of partnership agreements are expected to be explored with roadmaps on how to initiate and sustain the collaborations.

This call for expression of interest is launched to identify a **European delegation** composed of **representatives of cluster organisations** from fields related to the following **key focus areas**: manufacturing technologies and equipment, mechanical engineering and metalworking, smart industry and connected factory (cobotics, augmented reality, predictive maintenance, digitisation of production). Moreover, clusters with a main core sector related to a user market of the aforementioned key focus areas are invited to apply, e.g.: aerospace, chemicals, cosmetics, pharmaceuticals, consumer goods, energy and energy infrastructure, food industry, textiles, transports and mobility.

Cluster organisations applying to this call should be willing and committed to participate in the activities of the EU-Taiwan Cluster Cooperation and Matchmaking Event. **The submission of an expression of interest indicates an acceptance of the terms stated in this call.**

This call is published on the European Cluster Collaboration Platform (ECCP). Expressions of interest to participate in this event must be **submitted electronically by the 18th of January 2019 (end of the day)** at the latest to EUmatchmaking@spi.pt.

2 Context of the initiative

As part of an approach aimed at promoting international cluster cooperation for the benefit of SMEs, the Directorate-General for Internal Market, Industry, Entrepreneurship and SMEs of the European Commission (DG GROW) is continuing its support of international cluster cooperation through the ECCP. The organisation of specific matchmaking events is carried out in support of cluster organisations in their efforts to develop partnerships and business cooperation in European and global markets, for the benefit of their members. The matchmaking events are currently funded under the EU COSME Programme¹.

Moreover, the EU-Taiwan Cluster Cooperation and Matchmaking Event 2019 is in line with previous European cluster matchmaking events organised in Austria, Belgium, China, France, Germany, Greece, Iran, Italy, Mexico, Spain, Taiwan, Thailand and the United States from 2014 to 2018. These matchmaking events seek to prepare the ground for practical cluster cooperation across borders and to make a more strategic use of transnational cluster cooperation.

The ECCP provides a visible framework for this event and for subsequent events. As the cornerstone of the European strategy in support of SME internationalisation through clusters, the ECCP provides a wide range of information and services to facilitate the interaction between clusters not only within Europe, but also with international partners.

Building on the excellent relations established in recent years, the ECCP is once more closely collaborating with the BoFT, CNFI, EEN and TAITRA, to ensure the organisation of a successful event that helps to deepen and strength cooperation already taking place between EU and Taiwanese organisations, as well as to open new paths for future cooperation.

¹ EU Programme for the Competitiveness of Enterprises and SMEs 2014-2020

In 2019, all these exciting activities will take place in the context of the GLOBAL INDUSTRIE Trade Show. Focusing on the industry of the future, the event is the ideal platform to foster the EU-Taiwan Cooperation Event. The event is also well aligned with President Tsai's core sectors to develop and diversify Taiwan's economy, which include smart machinery with biotechnology, green energy, Internet of Things (Asia Silicon Valley), defence, agriculture and circular economy. More information about the industrial landscape in Taiwan can be found in the Taiwan briefing and discussion paper published on the ECCP: www.clustercollaboration.eu/international-cooperation/taiwan

3 Agenda

The activities foreseen to be attended by the European cluster delegation are concentrated on the 6th, 7th and 8th of March 2019. The following sets out a **tentative agenda** for the mission:

MARCH 6 th	
Morning	International Conference at GLOBAL INDUSTRIE <i>Optional</i>
Afternoon	EU-TAIWAN CLUSTER COOPERATION SEMINAR <ul style="list-style-type: none"> • Welcome • Opening remarks • Understanding EU and Taiwan Business and Research Collaboration <i>Views from Taiwan and EU experts followed by discussion</i> • Building global value chains in smart manufacturing: trends & challenges • Good Practices and Experiences on EU-Taiwan Cluster Collaboration: Q&A • Roundtable presentations <i>2 minutes pitch presentations of European and Taiwanese delegates</i>
Evening	Networking cocktail (TBC)
MARCH 7 th	
EU- TAIWAN CLUSTER MATCHMAKING EVENT	
Morning	Cluster to Business matchmaking and Business to Business matchmaking in the context of the brokerage event of the European Enterprise Network
	Guided visit to fair (TBC)
Afternoon	EU-Taiwan Cluster Matchmaking event
	Debriefing session with the European delegation
Evening	Networking cocktail (TBC)
MARCH 8 th	
TBC	Field visits (optional)

Cluster participants are required to attend all parts of the agenda that are not mentioned as optional in order to be eligible for travel reimbursement.

Prior to the event the delegation will have an opportunity to participate in a jointly organised **introductory webinar**, which will focus on the clusters' preparation for the event and, in particular, the matchmaking as well as other topics.

4 Who can participate?

This call is addressed to **cluster and network organisations** that are interested in engaging in **collaboration with Taiwanese counterparts** in fields related to the following key focus areas:

- Manufacturing technologies and equipment
- Mechanical engineering and metalworking
- Smart industry and connected factory: cobotics, augmented reality, predictive maintenance, digitisation of production

Moreover, clusters with a main core sector related to a user market of the focus areas above are invited to apply, e.g.: aerospace, chemicals, cosmetics, pharmaceuticals, consumer goods, energy and energy infrastructure, food industry, textiles, transports and mobility.

The event is open to cluster and business network organisations **from countries eligible for participating in the COSME programme**². Cluster and business network organisations whose SME members are interested in developing business collaborations with Taiwanese companies are highly encouraged to respond to this call.

Participation of **cluster organisations involved in ESCPs-4i** (European Strategic Cluster Partnerships – Going International) is strongly encouraged.

Strand 2 ESCP-4i are required to identify if Taiwan is among the target countries included in their internationalisation strategy.

² ec.europa.eu/DocsRoom/documents/17143/attachments/1/translations/en/renditions/native

5 Selection criteria

To be selected:

- The cluster or business network organisation shall **be registered in the European Cluster Collaboration Platform (ECCP)** www.clustercollaboration.eu **with a complete profile** (the complete cluster profile of each applicant registered on the ECCP shall be provided together with their application);
- The cluster or business network organisation should comply with the definition given in section 1.3 (s) on **'innovation clusters'** in Annex I of the new *"EU Framework for State Aid for Research and Development and Innovation"*³;
- The cluster or business network organisation has to be involved in offering or channelling **cluster or network support services to SMEs**; and
- The cluster or business network should be identified on the basis of a **legal entity** established in the COSME participating countries.

Applications will be selected according to the following qualitative criteria:

- Cluster activity in the target sectors.
- On the cluster's potential to maximise matchmaking opportunities, through the participation to this event, based on a clear description of the type of partnership the applicant cluster organisation is looking for, and on the potential for establishing tangible cooperation as an outcome of the event. This expression of interest for collaboration shall be clearly articulated in the **cluster questionnaire provided in annex and to be submitted with the application**.
- On the willingness to engage in closer cooperation with other cluster and business network organisations from Taiwan to better support SMEs and companies in global competition through joint efforts.
- For those cluster organisations that took part in previous EU-Taiwan Cooperation and Matchmaking Events, on the quality of the outcomes obtained and the capacity to build on them, which shall be described accurately in the cluster questionnaire.

³ 2014/C 198/01. According to this definition:

('innovation clusters' means structures or organised groups of independent parties (such as innovative start-ups, small, medium and large enterprises, as well as research and knowledge dissemination organisations, non-for-profit organisations and other related economic actors) designed to stimulate innovative activity by promoting sharing of facilities and exchange of knowledge and expertise and by contributing effectively to knowledge transfer, networking, information dissemination and collaboration among the undertakings and other organisations in the cluster;)

See at: [http://eur-lex.europa.eu/legal-content/EN/TXT/PDF/?uri=CELEX:52014XC0627\(01\)&from=EN](http://eur-lex.europa.eu/legal-content/EN/TXT/PDF/?uri=CELEX:52014XC0627(01)&from=EN) with further information available at http://ec.europa.eu/competition/state_aid/modernisation/rdi_framework_en.pdf and http://ec.europa.eu/competition/state_aid/legislation/horizontal.html amending the Community Framework (2006/C 323/01 see at: <http://eur-lex.europa.eu/LexUriServ/LexUriServ.do?uri=OJ:C:2006:323:0001:0026:en:PDF> a reference of section 5.8 of which was included in the COSME Work Programme regarding the "innovation clusters" definition

The decision on the selection of applicants will be based both on the requirements above and qualitative merit of each application. The balanced geographical coverage of the COSME participating countries will, in case of equal merit, be taken into consideration. The selection of the applicants based on the criteria above will be made by the EASME and the European Commission services.

6 Cost and expenses

The selected clusters that are eligible for travel reimbursement in accordance with this call will have the possibility to be reimbursed as follows:

This action covers the travel* and accommodation costs for one representative of the cluster or network organisation (for a maximum of 20 clusters and network organisations), up to 800 EUR. The reimbursement will be based on actual expenses related to travel.

Cluster organisations in the Auvergne Rhône Alps region (France) are encouraged to participate, but are not eligible for reimbursement.

Please note that **local travel costs and meals are not reimbursable.**

* Air travel: economy class fares on the basis of the shortest and most economical fare available at the time of the Notification on the selection.

Clusters are requested to **submit** their **debriefing questionnaire** and **follow up questionnaire** with all fields completed in reasonable detail. The submission of the debriefing questionnaire is a condition to be eligible for the reimbursement of the costs.

7 Expression of interest

Expressions of interest should be submitted electronically by the **18th of January 2019** (end of the day) to Mark Spinoglio and Noelia Dosil at EUmatchmaking@spi.pt.

The expression of interest should encompass:

- a **completely filled out cluster questionnaire (template annexed)** on the cluster or network organisation profile, where the objectives pursued in the event are clearly identified;
- a **proof/ evidence of the legal entity** of the cluster or network organisation;
- a **proof/ evidence of the completed cluster profile** registered in the ECCP;
- a **short presentation** of the cluster organisation in English language, using PowerPoint (3-4 slides only)

Please make sure to provide complete, accurate data and contact details.

8 Opportunities for companies

The activities in the scope of the GLOBAL INDUSTRIE Trade Show offer an excellent chance for European SMEs in the focus areas, to take advantage of business opportunities with their European peers and Taiwanese entities such as cluster organisation, associations and companies. In addition, European SMEs will be able to visit a leading industrial show while attending conferences, debates and master classes and learning about the latest innovations, among many other things. Finally, for those who wish to take full advantage of the visibility provided by GLOBAL INDUSTRIE, it is still possible to be an exhibitor!

The ECCP encourages European cluster organisations to disseminate this opportunity among their members. Furthermore, the ECCP is pleased to open an invitation for those affiliated SMEs or start-ups that wish to participate in the event.

The ECCP DOES NOT provide financial support to companies in the scope of this call for expression of interest.