

EU-THAILAND CLUSTER COOPERATION AND MATCHMAKING EVENT

organised by the **European Cluster Collaboration Platform**

in cooperation with the **EU Gateway**

and **the Thailand National Science and Technology**

Development Agency

3-day event starting on 5th or 6th of September 2017

Venue: Bangkok (Thailand)

Call for Expression of Interest

Deadline extended until 25th July 2017

Focus areas:

- Healthcare & Medical Technologies, to include:
 - homecare and rehabilitation equipment
 - medical equipment
 - ICT for healthcare
 - telemedicine and remote health monitoring
 - nanotechnology healthcare
 - dental products

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

Objectives

The European Cluster Collaboration Platform (ECCP), in collaboration with the [EU Gateway/Business Avenues Initiative](#)¹ and the Innovation and Technology Assistance Program (ITAP) under the [Thailand National Science and Technology Development Agency](#) (NSTDA), will organise an EU - Thailand Cluster Cooperation and Matchmaking Event over a 3-day period starting on the 5th or 6th of September 2017 in Bangkok (Thailand). The overall objective of the event is to provide EU clusters access to the Thai healthcare market through close cooperation with local-based organisations. Since Europe is the second largest player in the healthcare sector, it is important to keep improving and expanding markets.

Overall objectives for the participants of the event include:

- To promote cluster and network cooperation between cluster organisations and business networks in Europe and Thailand to begin the exploration of common visions and potential partnerships; and
- To initiate discussions that would ultimately result in Letters of Interest, Memorandum of Understanding, and other types of partnership agreements.

This event will take place during the [Medical Fair Thailand](#) 2017 (8th International Exhibition on Hospital, Diagnostic, Pharmaceutical, Medical & Rehabilitation Equipment & Supplies). This is Thailand's top event for the medical and health care industry. The Medical Fair emphasizes products such as accident & emergency equipment, ICT, diagnostics, disinfection & disposal systems, ophthalmic, supplies, rehabilitation equipment, etc.

The Cluster Cooperation and Matchmaking Event will represent a unique opportunity for representatives of European cluster organisations interested in cluster collaboration with Thailand 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 Healthcare & Medical Technologies, such as the following: assistive technologies (homecare and rehabilitation equipment), medical equipment, ICT for healthcare, telemedicine and remote health monitoring, nanotechnology healthcare, dental products, etc.

Clusters applying to this call should be willing and committed to participate in the activities of the EU - Thailand Cluster Cooperation and Matchmaking Event.

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 25th of July 2017 (end of the day)** at the latest to EUmatchmaking@spi.pt.

¹ Funded under the Foreign Policy Instruments of the European External Action Service.

Context

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 GROWTH) is continuing its support of international cluster cooperation through the European Cluster Collaboration Platform. 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 Programme².

Moreover, the EU - Thailand Cluster Cooperation and Matchmaking Event is in line with previous European cluster matchmaking events organised in Belgium, China, France, Germany, Iran, Italy, Mexico, Spain, Taiwan and the United States from 2014 to 2017. 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 European Cluster Collaboration Platform (ECCP) provides a visible framework for this event and for subsequent events. The ECCP is 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.

The ECCP is collaborating with the EU Gateway/Business Avenues initiative in order to provide the European cluster delegation an additional day of interactions with the Thai business community. EU Gateway | Business Avenues is an initiative funded by the European Union helping European companies to establish long-lasting business collaborations in Asia. Selected European companies meeting the [eligibility criteria](#) have the opportunity to participate in a [mission](#) focused on a specific [sector](#) in [Korea](#), [South East Asia](#), [China](#) and [Japan](#). Companies benefit from a range of business support [services](#), which include coaching, logistical, and financial support.

In order to ensure a successful event that will have a high level of participation from Thai organisations, the ECCP has established a collaboration with the Innovation and Technology Assistance Program (ITAP), under the [Thailand National Science and Technology Development Agency](#) (NSTDA). Since 1991, the NSTDA has acted as a bridge between academic research and innovation requirements of industry. In particular, the ITAP-NSTDA is well positioned within the Thai research and industry communities to attract quality and relevant research entities, cluster-like organisations and businesses to the event.

² EU Programme for the Competitiveness of Enterprises and SMEs 2014-2020

Agenda for the EU - Thailand Cluster Cooperation and Matchmaking Event

The EU - Thailand Cluster Cooperation and Matchmaking Event is currently scheduled to be held in Bangkok (Thailand) over a **3-day period starting on the 5th or 6th of September 2017**. The following sets out a **tentative agenda** for the Event:

First Day

	Activities
Morning	Arrival to the venue, registration and delivery of materials
	Clusters Seminar (<i>including ECCP presentation, ITAP-NSTDA presentations, presentation of expert(s), Elevator Pitch</i>)
Afternoon	Thematic discussion groups
	C2C/C2B Matchmaking meetings

Second Day

	Activities
Morning	Briefing Session (<i>organised by EU Gateway</i>)
Afternoon	Matchmaking meetings and/or Company visits
	Debriefing session
	Business Networking Reception (<i>organised by EU Gateway</i>)

Third Day

	Activities
All day	Visit to Medical Fair Thailand 2017

Cluster participants are required to attend the full 3-day agenda above to be eligible for travel reimbursement.

Prior to the event the delegation will have an opportunity to participate in a jointly organised **webinar, introductory session**, with preparation support from the ECCP to ensure effective matchmaking meetings are scheduled.

Who can participate?

This call is addressed to **cluster and network organisations** that are interested in engaging in **collaboration with Thai counterparts** in fields related to Healthcare & Medical Technologies, such as the following: assistive technologies (homecare and rehabilitation equipment), medical equipment, ICT for healthcare, telemedicine and remote health monitoring, nanotechnology healthcare, dental products, etc.

The event is open to cluster and business network organisations **from countries eligible for participating in the COSME programme³**.

Cluster and business network organisations whose SME members are interested in developing business collaborations with Thai companies are highly encouraged to respond to this call.

Participation of **cluster organisations involved in ESCP-4i** (European Strategic Cluster Partnership - Go International) **is strongly encouraged**.

Up to 50% of the places may be available for cluster organisations that are members of a "European Strategic Cluster Partnerships - Go International (ESCP-4i)". Strand 2 ESCP-4i partnerships are required to indicate that Thailand is among their target countries of their internationalisation strategy.

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 the section 1.3 (s) on **'innovation clusters'** in Annex I of the new *"EU Framework for State Aid for Research and Development and Innovation"*⁴;

³ ec.europa.eu/DocsRoom/documents/17143/attachments/1/translations/en/renditions/native

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;)

- 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:

- The cluster has to be active 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 Thailand to better support SMEs and companies in global competition through joint efforts.
- In this context, the participation in COSME funded or non-funded European Strategic Cluster Partnerships – Go International (ESCP-4i) is considered as an asset.

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.

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

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*, up to five nights' accommodation costs for one representative of the cluster or network organisation (for a maximum of 18 clusters and network organisations), with a maximum amount of Euro 1500. The reimbursement will be based on actual expenses related to travel.

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

Attendance to the full 3-day agenda is required to be eligible for the reimbursement of the costs.

In addition, submission of the feedback questionnaire with all fields completed in reasonable detail is required to be eligible for the reimbursement of the costs.

** 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.*

Expression of interest

Expressions of interest should be submitted electronically by the **25th of July 2017** (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;
- 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.