



EUROPEAN
CLUSTER COLLABORATION
PLATFORM .eu

EU Cluster Matchmaking Event - Brussels

30 November 2016



**Follow up survey report, enriched
with feedback after one year**

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1. Introduction

The EU Cluster Matchmaking Event was organised on the 30th of November 2016 in Brussels by the European Cluster Collaboration Platform (ECCP) on behalf of the European Commission in collaboration with AWEX (the Wallonia Export Support Agency) and the local Enterprise Europe Network team. The event was held in conjunction with the European Cluster Conference “Clusters 4_0” organised by the European Cluster Observatory, an initiative also supported by the European Commission.

In order to measure the on-going impact and the relevance of the event for the participants and to investigate the nature of the relationships that were established and developed between the participants, ECCP sent a follow up online survey, open from 5th April to 30th September 2017 to the 114 EU clusters Delegation.

This follow up online survey comprised 3 major topics to cover all the outcomes of this event:

- Cooperation initiated towards European clusters or firms
- Formal agreements achieved
- Involvement of SMEs in the cooperation activities

The event was a unique opportunity for European Clusters to explore common areas of interest for cooperation and build complementarities in terms of cross sectoral, value chain and market focus. This report allows a to have an overview of the activities led by the Cluster Delegation and their achievements after one year, notably in terms of joint proposals submitted following the event for:

- European Strategic Cluster Partnerships Go International (ESCP-4i)
- H2020 INNOSUP1 projects
- European Strategic Cluster Partnerships for Smart Specialisation Investments (ESCP-S3)

Out of the 114 clusters delegation, only 21 participants completed fully the survey despite several reminders. It should be noted that the long online survey format did not favor many replies (the format for the follow up of future events has been changed on the basis of these results).

Individual emails have been sent to the participants who did not respond to the survey in September to collect more information about their latest achievements. A number of replies can be reported which enrich the information stemming from the online survey responses in this report. In addition, direct exchange has taken place with Alpha-Route des Lasers & des



Hyperfréquences (France) and Triple Steelix (Sweden) and their feedback incorporated into this report.



2. Overview of the EU clusters Delegation

Nb	Organisation	Country
1	AEROSPACE VALLEY	France
2	AFIL	Italy
3	Agri Sud-Ouest Innovation	France
4	AgriFood Capital	Netherlands
5	AgroTransilvania Cluster	Romania
6	Agrupación Empresarial Innovadora del Conocimiento de Asturias / Innovative Knowledge Business Association of Asturias	Spain
7	ALPhA - Route des Lasers	France
8	Amec - Spanish cluster industrial companies	Spain
9	Andalusian Plastic Cluster- Andaltec	Spain
10	AQUIMER	France
11	Arctic Smart Rural Community cluster	Finland
12	ASINCAR-Regional Industrial Association of Meat Industry	Spain
13	Asociación de la Industria Navarra (Navarrese Industry Association)	Spain
14	Asociación Empresarial ETICOM, Clúster de Economía Digital de Andalucía	Spain
15	Axelera	France
16	BalticNet-PlasmaTec	Germany
17	Basque Energy Cluster	Spain
18	Bioindustry Park Silvano Fumero / bioPmed Cluster	Italy
19	Bulgarian Cluster Telecommunications	Bulgaria
20	Canary Cluster for Transports and Logistics (CCTL)	Spain
21	CAP 2020 asbl	Belgium
22	CAP DIGITAL	France
23	Capenergies cluster	France
24	CataloniaBio	Spain
25	CBM - Centro di Biomedicina Molecolare	Italy
26	CHORUS Clean Energy Cluster / CERTH	Greece
27	CLUSTER ANDALUCIA SMART CITY	Spain
28	Cluster andaluz de energias renovables y eficiencia energética	Spain
29	Cluster Biotecnològic i Biomèdic de les Illes Balears (BIOIB)	Spain



30	Cluster Eco-construction	Belgium
31	Cluster Innovatieve Coatings	Belgium
32	Cluster Lombardo Scienze della Vita	Italy
33	Cluster Microelectronics and Embedded Systems	Bulgaria
34	Cluster Montagne	France
35	Cluster of advanced manufacturing of metal industries in Asturias	Spain
36	Compare	Sweden
37	Confartigianato Imprese Bergamo	Italy
38	Construction cluster of Slovenia (CCS)	Slovenia
39	Digipolis - Arctic Industry and Circular Economy	Finland
40	DITECFER District for Rail Technologies, High Speed, Safety & Security	Italy
41	Domotys	Spain
42	DSP Valley	Belgium
43	EIT Climate-KIC	Germany
44	Elastopole	France
45	EMC2	France
46	EnergyIN - Competitiveness and Technology Cluster for Energy	Portugal
47	EPSI	Belgium
48	EUROBIOMED	France
49	EXTREMADURA ENERGY CLUSTER	Spain
50	FEMAC	Spain
51	Flanders' Bike Valley	Belgium
52	Fondazione Cluster Tecnologie per le Smart Cities & Communities Lombardia	Italy
53	Foundation" Cluster Information and Communication Technologies"	Bulgaria
54	gi-Cluster	Greece
55	HELICE CLUSTER	Spain
56	Hellenic Biocluster (HBio)	Greece
57	High Tech NL	Netherlands
58	i-Care Cluster	France
59	Imaginove	France
60	INFOPOLE Cluster TIC	Belgium
61	InovCluster- Associação do Cluster Agro-Industrial do Centro	Portugal
62	Irish Software Innovation Network	Ireland
63	iTech Transilvania Cluster by ARIES	Romania



64	Jurinis klasteris	Lithuania
65	Lombardia Aerospace Cluster	Italy
66	Lombardy Cluster Technologies for Living Environments	Italy
67	Lombardy Energy Cleantech Cluster	Italy
68	Lombardy Green Chemistry Association	Italy
69	MACES	Macedonia
70	MATERIALIA	France
71	Matikem	France
72	MESAP Innovation Cluster	Italy
73	Midlands Aerospace Alliance	United Kingdom
74	MINALOGIC	France
75	MOV'EO	France
76	NEPIC	UK
77	Normandie AeroEspace	France
78	North-South Logistics@Transport Cluster	Poland
79	Nova CHILD	France
80	NUMELINK	France
81	OMNIPACK First Hungarian Packaging Technology Cluster	Hungary
82	OÖ Energiesparverband/Ökoenergie-Cluster	Austria
83	OTIR2020 - NEXT TECHNOLOGY TECNOTESSILE	Italy
84	Packaging Cluster	Spain
85	Paper Province	Sweden
86	Photonics cluster OPTITEC	France
87	PIMEC Cluster of Supply Chain & Logistics (Region of Catalonia)	Spain
88	Plastipolis	France
89	PLASTIWIN	Belgium
90	Pôle Mer Bretagne Atlantique	France
91	Pôle Véhicule du Futur	France
92	PRODUTECH - Production Technologies Cluster	Portugal
93	RETE DI IMPRESE LUCE IN VENETO	Italy
94	SAFE CLUSTER	France
95	Secured Communicating Solutions cluster	France
96	Silicon Europe	Belgium
97	SmartCityTech	Belgium



98	Software Innovation Pole Cluster (DEAK Plc.)	Hungary
99	Sustainable Habitat Cluster	Portugal
100	SYSTEMATIC PARIS REGION	France
101	Systematic Paris-Region	France
102	TECHTERA	France
103	Transylvania Energy Cluster	Romania
104	Transylvanian Furniture Cluster	Romania
105	Transylvanian Mechanical Engineering Cluster	Romania
106	Triple Steelix	Sweden
107	Turistec	Spain
108	TWEED - Energy Cluster in Belgium (Wallonia/Brussels)	Belgium
109	University of Lapland	Finland
110	Uzupis Creative Cluster	Lithuania
111	VEGEPOLYS	France
112	VITAGORA	France
113	Vojvodina ICT Cluster – VOICT	Serbia
114	Water Alliance	Netherlands

Table 1 - Overview European Cluster Delegation

3. Cooperation activities initiated or established at the matchmaking event

The EU –Brussels Seminar and Cluster & Business Matchmaking Event allowed the Clusters Delegation to initiate cooperation activities with counterparts from 21 European countries. The following sections report on activities, including numbers as specified by the online survey respondents (see List of respondents in Annex 1) and the clusters who have provided additional information; it cannot be seen as result of the overall 114 members cluster delegation.

A total of 50 cooperation activities have been initiated or established at the matchmaking event based on the responses received to the survey. An average of 3 cooperation activities have been pursued per cluster, hiding strong discrepancies between the respondents. Indeed, only 2 clusters, Clúster Andalucía Smart City (Spain) and ICT Cluster (Bulgaria) reported having pursued more than 5 cooperation activities.

All cooperation initiated or established occurred between European clusters, except one led by Jurinis klasteris (Lithuania) which mentioned cooperation activities with a European firm operating in the automotive industry.



The cooperation activities initiated or established by the Clusters Delegation are mostly concentrated in the seven following fields.

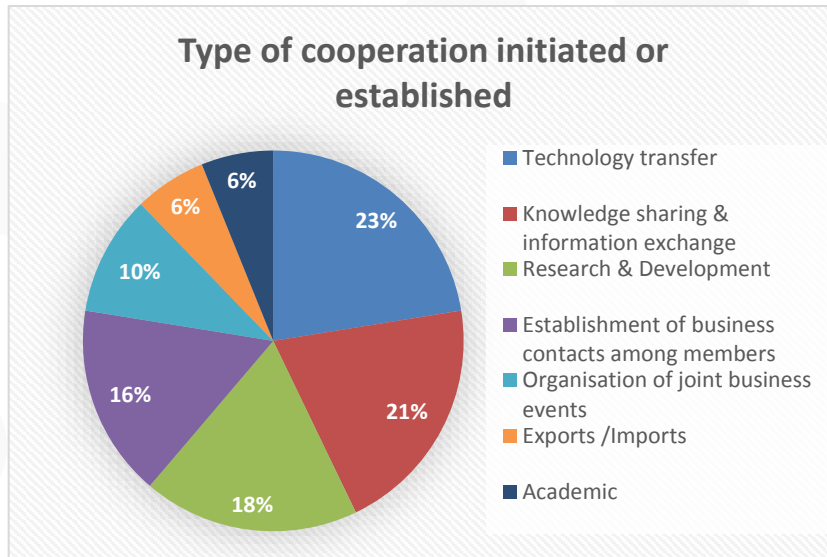


Figure 1: Type of cooperation initiated or established

The clusters Delegation also specifically mentioned:

- Joint Venture (2 cooperation cases)
- Staff Exchange (2 cooperation cases)
- Collaborative projects (2 cooperation cases)
- Sales office representation (1 cooperation case)
- Foreign Direct Investment (FDI): Inward/outward (1 cooperation case)



Among the respondents to the online survey, 18 clusters specified the sectors represented in their cooperation activities:

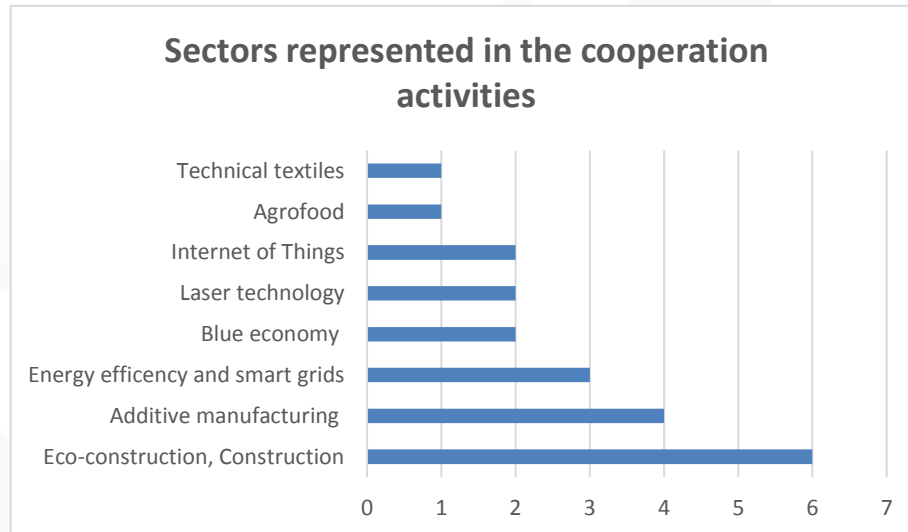


Figure 2: Sectors represented in the cooperation activities

Construction Cluster of Slovenia indicated that 4 cooperation activities have been established in the field of construction, thus leading to an overrepresentation of this sector in the responses. Cooperation activities in the additive manufacturing sector include concrete industrial applications such as electric vehicles and packaging. Cooperation activities in the energy efficiency and smart grids sectors also cover applications related to smart cities (smart buildings, smart transportation and safety). Cooperation activities in the blue economy refer to marine energies as well as microalgae and aquaculture. Cooperation activities in the laser technology sector include photonics and plasma technology.

3.1 Cooperation objectives and next steps

The EU Cluster Matchmaking Event allowed important networking activities between the participants and exchanges on future cooperation opportunities. Furthermore, a small share of participants specifically mentioned the upcoming EU calls relevant for clusters, facilitating therefore the emergence of new project ideas. The cooperation objectives of the participants can be split into 4 categories:

- The building of project proposals



- The organisation of events
- The exchange of information
- The access to new markets

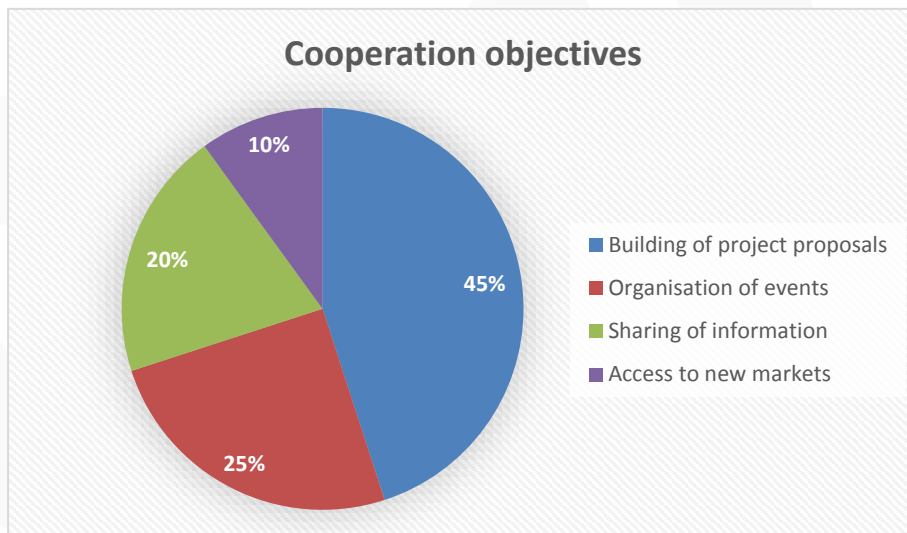


Figure 3: Cooperation objectives

A clear majority of the respondents indicated that they were willing to build common project proposals. 4 clusters specifically mentioned the call Cluster Go International launched in the framework of the COSME Programme in March 2017:

- Basque Energy Cluster (Spain), to build a Cluster Go International proposal in marine energies
- ALPHA-Route des Lasers et des hyperfréquences (France), operating in Photonics
- Triple Steelix (Sweden), operating in the steel industry
- Construction Cluster of Slovenia, to support the internationalisation of SMEs towards third-countries. Targeted countries indicated are: Mexico, China, United Arab Emirates, Algeria, Morocco, India.



ALPHA – Route des Lasers et des Hyperfréquences (France) and Triple Steelix (Sweden) met at the EU Cluster Matchmaking Event. Together they decided to build a consortium with Joensuu Science Park (Finland) and Produtech (Portugal) to submit a strand 1 proposal for the call “Cluster go International”. ALPHA – Route des Lasers et des Hyperfréquences had already worked previously with Joensuu Science Park and PRODUTECH was found thanks to the ECCP mapping tool. A meeting was held in Paris in May 2017 between project partners. The joint proposal was successfully submitted and selected by the European Commission / EASME.

The proposal, called the “PIMAP Partnership” (Photonics for Industrial Market Applications) aims to support the 4 clusters and their regional ecosystem in photonics and technology solutions to develop concrete market applications through internationalisation actions towards the United-States and Canada. The project will be launched in the first weeks of 2018.

3 clusters also specifically referred to the INNOSUP call launched in January 2017 in the framework of Horizon 2020:

- METAINDUSTRY4 (Spain), operating in additive manufacturing
- Construction Cluster of Slovenia, to develop new value chains in the field of circular economy
- Basque Energy Cluster (Spain), to build a proposal on smart grids

The Basque Energy Cluster, operating in the energy sector, submitted a stage 1 INNOSUP proposal along with MOVEO, another cluster in the automotive industry which took also part in the EU –Brussels Seminar and Cluster & Business Matchmaking Event. Together they built a consortium led by MOVEO and submitted a common proposal on smart grids. The objective defined in the proposal is to provide services to SMEs (through clusters, third-party experts and companies) to help them establish the right connections and design products, services & Business Models to meet the demands of the Smart Grids New Value Chain. Those services are expected by the applicants to leverage the actual development of collaborative innovation projects in these fields.

Eventually, the Construction Cluster of Slovenia initiated collaboration activities with RETE DI IMPRESE LUCE IN VENETO and prepared the elaboration of a proposal for the Expression of Interest call for ESCP S3 launched in May 2017 by the European Commission. The focus area of the proposal was the smart building sector, and more specifically lighting.

Regarding the organisation of joint events, the respondents indicated that they were seeking to organise common B2B events, workshops, conferences as well as study visits.



Regarding the exchange of information, the respondents expressed their interest in sharing good practices on how to develop R&D projects and in participating together to future events in Europe and internationally.

Regarding the objective to access to new markets, the respondents indicated that they were seeking to build project proposals and organise business missions towards international markets.

4. Involvement of SMEs in the cooperation activities

5 clusters, Basque Energy Cluster (Spain), PLASTIWIIN (Belgium), Jurinis klasteris (Lithuania), Andalusian Plastic cluster (Spain) and Software Innovation Pole Cluster (Hungary) have specifically surveyed their SMEs to identify their needs and how they could benefit from future cooperation activities.

Moreover, PLASTIWIN (Belgium), Software Innovation Pole Cluster (Hungary), Triple Steelix (Sweden), BalticNet-PlasmaTec (Germany) and Solartys (Spain) developed a specific SME agenda to pursue cooperation activities. According to these indications, in total, 103 SMEs have been involved in a dedicated agenda, with an average of 20 SMEs by cluster.

SMEs have also been involved in the cooperation activities initiated or established at the EU Cluster Matchmaking Event. According to the survey replies, a total of 109 SMEs directly benefited from the participation of their cluster to the event, with an average of 3 SMEs directly benefiting from the cooperation activities. A maximum of 15 SMEs has simultaneously benefited from a cooperation activity led by Software Innovation Pole cluster (Hungary) with the Construction Cluster of Slovenia on Cooperation Smart building, maintenance, and energy solutions.

The respondents indicated that over 325 SMEs could benefit in the future of the cooperation activities initiated or established at the EU Cluster Matchmaking Event. The share is almost the same for direct and indirect benefits: 323 for direct benefits and 325 for benefits.

Following the event, a business mission has been organised between MOVEO (France) and the Basque Energy Cluster (Spain). 6 Companies of the Basque Energy Cluster operating in the electric vehicle value chain visited MOVEO to learn from their companies and identify potential customers and partners. The companies from the Basque Energy Cluster gained knowledge on the electric vehicle deployment in France from different viewpoints: technology, regulation, interoperability. Cooperation opportunities have also been identified under the Horizon 2020 Programme.



5. Formal agreements achieved at the matchmaking event

The respondents indicated that 15 cooperation agreements have been signed at the EU Cluster Matchmaking Event, with a maximum of 6 for Solartys (Spain). It is important to note that questions on formal agreements have a relatively low response rate. Indeed, only 7 clusters answered this section, therefore leading to an underrepresentation of answers regarding formal agreements actually achieved by the participants.

In the formal agreements detailed by the participants, 50% were signed with Spain and Portugal (4 cooperation agreements– each country mentioned twice). The remaining cooperation agreements were signed with Romania, Hungary, Croatia and Belgium (4 cooperation agreements – each country mentioned once).

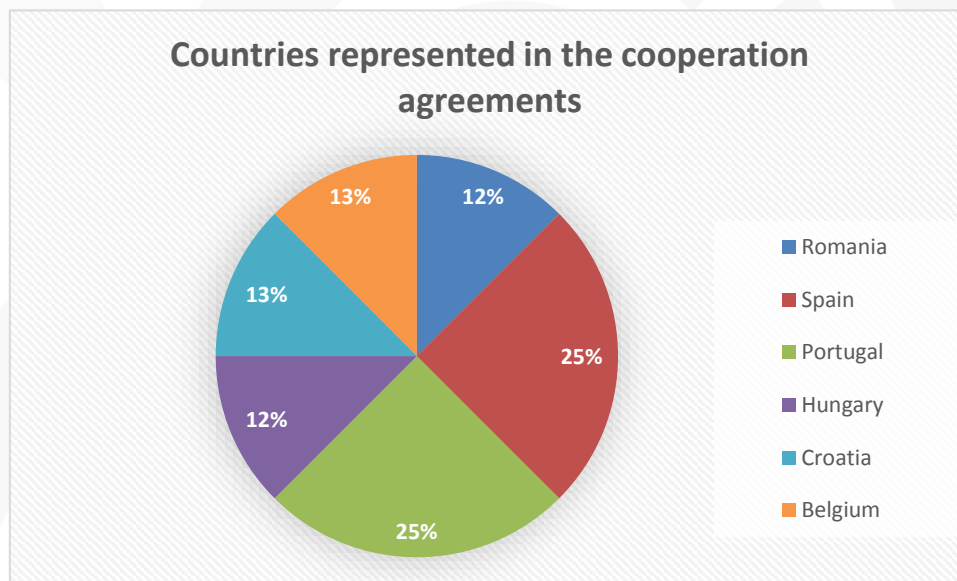


Figure 4: Countries represented in the cooperation agreements

SYSTEMATIC PARIS-REGION (France) has signed a business-driven cooperation agreement with the Alliance Smart City Tech (ESCP S3) where Belgium, Denmark, Spain, Germany and France are represented. This agreement supports cooperation activities between SYSTEMATIC PARIS-REGION and the Alliance Smart City Tech. This agreement is not included in the graphic above to avoid confusion.

According to respondents, cooperation agreements signed at the EU Cluster Matchmaking Event have the following expected results:



- A better positioning in bilateral and global value chains
- Networking and sharing opportunities
- Joint proposals and projects (INNOSUP and ESCP-4i)

6. Conclusions

The overall feedback on the EU Cluster Matchmaking Event is very positive. The matchmaking sessions organised by the European Cluster Collaboration Platform and the informal networking opportunities allowed the participants to gather contacts for future collaborative projects and activities.

This report, drafted a year after the event, provides an overview of the cooperation activities led by the participants, including concrete realisations and benefits for the Clusters Delegation and their ecosystems, especially SMEs. Nevertheless, it can only be seen as illustration of collaborative activity engaged or developed thanks to the matchmaking event, as response rates to the underlying online survey were unfortunately low and thus not representative.

The outcomes resulting from the EU Cluster Matchmaking Event are closely linked to the opportunities offered by the publication of EU calls targeting clusters by the European Commission and its related agencies, namely:

- Cluster go international (COS-CLUSINT-2016-03-01), published in March 2017 by EASME for the establishment of European Strategic Cluster Partnerships towards countries outside of Europe
- INNOSUP (INNOSUP-01-2016-2017), published by the European Commission for the development of new industrial value chains
- ESCP S3 (Call for Expression of Interest), published in May 2017 by the European Commission to support the establishment of European Strategic Cluster Partnerships for smart specialisation investments

A year after the event, almost half of the participants indicated their intention to submit joint proposals to the EU calls mentioned above. The Clusters Delegation acknowledged the relevance and benefits of the event to build consortia and facilitate partner search. Thanks to the event, 8 joint proposals have been submitted by the respondents to the online survey and it can be assumed that a number of additional proposals have been elaborated on the basis of exchange taken place at the matchmaking event.

More importantly, the building of proposals also allowed participants to strengthen their links through meetings or visits organised before the submission of the proposal. This was the case



for Alpha-Route des Lasers et des Hyperfréquences, Triple Steelix, Joensuu Science Park and PRODUTECH which built together a consortium and submitted a successful proposal to the call Cluster go international. MOVEO and the Basque Energy had also the opportunity to meet for a business mission involving SMEs and companies from each cluster before to submit a common proposal to the INNOSUP call on electric vehicles. Those developments demonstrate the fact that the submission of common proposals, successful or not, allows participants to develop further contacts and deepen relationships. Therefore, cooperation activities initiated at the EU Cluster Matchmaking Event have a strong growth and innovation potential for the development of the European cluster ecosystem, with benefits to observe not only a year after the event, but also in the coming years to follow the outcomes of the successful proposals.

Participants had also the opportunity to exchange with current European Strategic Cluster Partnerships to learn from their experience and to eventually implement cooperation activities, as this was the case between SYSTEMAIC PARIS-REGION and the Alliance Smart City Tech.

Regarding the online survey, only 18% of the Clusters Delegation provided feedback on the achievements made since the EU Cluster Matchmaking Event. Some respondents also indicated that the survey was taking too much time, therefore leading to a relatively low response rate and a lack of responses for the last sections. Qualitative feedback from Alpha-Route des Lasers et des Hyperfréquences and Triple Steelix has been collected to highlight the success of their proposal “PIMAP partnership” to the open call Cluster go international.

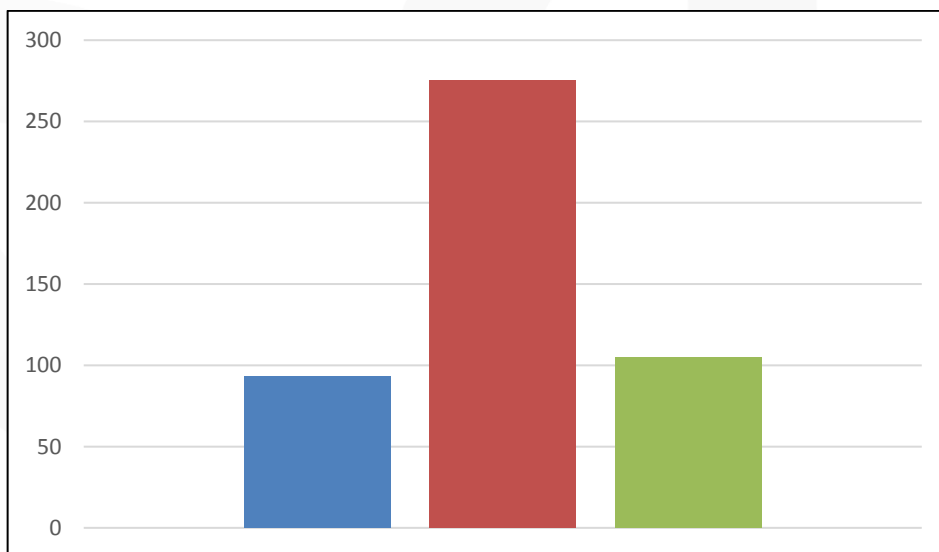


Annex 1 – List of respondents the survey

NB	Organisation	Country
1	Cluster lombardo scienze della vita	Italy
2	Lombardia Aerospace Cluster	Italy
3	Industrial Transformation Cluster ain	Spain
4	VITAGORA	France
5	Jurinis klasteris	Lithuania
6	Midlands Aerospace Alliance	UK
7	Minalogic	France
8	ICT Cluster	Bulgaria
9	METAINDUSTRY4	Spain
10	Triple Steelix	Sweden
11	Compare Karlstad	Sweden
12	ASINCAR Agrofood Cluster	Spain
13	BalticNet-PlasmaTec	Germany
14	LE2C LOMBARDY ENERGY CLEATENCH CLUSTER	Italy
15	ALPhA - Route des Lasers	France
16	Numélink	France
17	Pole Véhicule du Futur	France
18	CLUSTER ANDALUCIA SMART CITY	Spain
19	Transylvanian Mechanical Engineering Cluster	Romania
20	CAP 2020	Belgium
21	Software Innovation Pole Cluster	Hungary



Annex 2 – Impact in terms of collaborative projects, agreements & cooperation with organisations, measured directly after the event



- Total number of cooperation agreements/letters of intent organisations have initiated or plan to establish with clusters/businesses/RDI actors/business network/facilitators met at the event
- Total number of clusters/businesses organisations wish to keep further contact with to establish cooperation
- Total number of collaborative project ideas that have emerged from the C2C meetings

Figure 5: Impact of the event in terms of collaborative projects, agreements & cooperation with organisations

A total of 93 intentions to sign cooperation agreements and 105 collaborative project ideas were mentioned in the debriefing questionnaire right after the Matchmaking Event¹. This represented an average of 3 cooperation agreements and 3 collaborative project ideas per European cluster that were initiated with organisations that participated to the matchmaking event.

¹https://www.clustercollaboration.eu/sites/default/files/event_calendar/brussels_proceeding_report_vf2.pdf