

**EU-Korea Cluster Matchmaking Event in the context of  
the European Utility Week, 6 – 8 November, Vienna  
organised by**

**the European Cluster Collaboration Platform**  
*Financed under the COSME Programme<sup>1</sup>*

**6-8 November 2018**

**Call for  
Expression of Interest**

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<sup>1</sup> EU Programme for the Competitiveness of Enterprises and SMEs 2014-2020

## Objectives

This Cluster Matchmaking Event is organised within the context of [the European Utility Week](#) with a delegation from Korea to the EU, as well as opportunities for Intra-European matchmaking. The aim is as such to allow cluster organisations for information exchange and networking opportunities with counterparts from Korea and in parallel to present a platform for exchange among European cluster organisations.

The Korean Delegation visit to the EU and matchmaking event seeks to support cluster cooperation for strategic business partnerships building upon the [Administrative Arrangement](#) signed on Cluster Cooperation by the Korean Ministry of Trade, Industry and Energy and the Korea Industrial Complex Corporation of the Republic of Korea and the European Commission's DG Internal Market, Industry, Entrepreneurship and SMEs (DG GROWTH) in May 2018.

As part of this mission, a Seminar on EU-Korea Cluster Cooperation, a Matchmaking Event and cluster visits will be organised at European Utility Week in Vienna with the aim to facilitate linkages between European and Korean clusters, support intra-European cluster collaboration and help SMEs find strategic partners.

### The objectives of the planned mission are:

- To enhance **cluster cooperation for the benefit of their members**. Korea will be the special guest country for the Matchmaking Event, including a delegation of Korean clusters and research and technology organisations. European and Korea cluster organisations will identify potential areas of common interest for cooperation and synergies, in terms of the sectoral, value chain, and market focus of their SMEs and other companies, in view of setting actions of cooperation. The mission envisages to include cluster visits, the cluster matchmaking event, as well as the cooperation seminar where cooperation on cluster activities could be discussed;
- To strengthen **intra-European cluster cooperation in Cleantech, Clean Energy, Smart city/Transport and Enabling technologies used to develop innovations in clean energy products, services and solutions**, notably through the cluster matchmaking event and visit to the European Utility Week;

- To enhance EU-Korea industry and academia-industry collaboration in **Research, Development and Innovation through clusters**. The clusters will identify potential areas of RDI cooperation for their members (academia, research organisations, industries...), notably through the cluster visits as well as the cluster matchmaking event;

This call for expression of interest is launched to identify a European delegation composed of representatives from cluster organisations from different **industry sectors such as Energy, Cleantech, Smart city, Transport (electric mobility), Enabling technologies used to develop innovations in clean energy products, services and solutions, such as lightweighting, composites, additive manufacturing, nanotechnology, ICT** that are willing and committed to participate in the participate in a EU- Korea Cluster Matchmaking Event back-to-back with the **European Utility week**.

This call is published on the European Cluster Collaboration Platform (ECCP) <http://www.clustercollaboration.eu/> Please, see below for more information on the mission, the eligibility criteria and how to register to the event.

The expressions of interest to participate in this mission must be **submitted electronically by midnight (CET) on the 21<sup>th</sup> of September 2018** at the latest to [c.rottee@inno-group.com](mailto:c.rottee@inno-group.com)

More information on the mission and how to submit your expression of interest can be found further below. Applying clusters will be informed in the best delays on the results (8<sup>th</sup> of October 2018) of the selection and an official confirmation on the business trip and details will follow.

## Context and approach

This mission will take place in the context of the European Cluster Collaboration Platform (ECCP) activities.

The present **series of activities** focuses on **opportunities for cluster cooperation** and benefits to their Small and Medium-sized Enterprises (SMEs), their research actors, as well as innovation projects.

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 to international cluster cooperation through the European Cluster Collaboration Platform ([ECCP](#)) including by

organising specific cluster matchmaking missions and policy development actions. This is carried out to support the efforts of cluster organisations to develop partnerships and business cooperation in European and global markets, for the benefit of their members, and it is currently funded under the EU COSME Programme.

The European Cluster Collaboration Platform provides a visible framework for cluster collaboration and for subsequent events. The ECCP is the cornerstone of the European strategy in support of SME internationalisation through clusters. It provides a wide range of information and services to facilitate the interaction between clusters not only within Europe but also with international partners.

The organisation of this matchmaking event is facilitated by the European Cluster Collaboration Platform.

**The EU-Korea Cluster Matchmaking Event is organised in conjunction with the European Utility Week (<https://www.european-utility-week.com/>) that takes place in Vienna on 6-8 November 2018.** Participants will have the opportunity to attend part of the Conference programme.

The European Utility Week brings together 12,000 of Europe's thought leaders and visionaries behind the world's most successful utilities and solution providers. It is a unique opportunity for companies to showcase brand and services in the global smart energy market.

At the exhibition floor, visitors can explore innovations and technologies helping to transform the utility landscape and where they can meet fellow utility leaders & professionals showcasing projects, intelligence and insights into future solutions.

# Agenda

The following sets out a preliminary draft agenda for the event; this programme is provisional and still subject to change.

- ½ day seminar, followed by ½ day of matchmaking event
- ½ day visit of the European Utility week, followed by ½ day of cluster visits

Day		Option 1
<b>Day 1: 7/11/18</b>	<i>morning</i>	<p>Opening by KICOX, MOTIE and EC/DG GROW (tbc)</p> <p><b>Seminar on EU-Korea and collaboration: good practices and opportunities</b></p> <ul style="list-style-type: none"> <li>• <b>Understanding EU – Korea Business-Academia Collaboration: A view from Korea</b> (Speaker tbc)</li> <li>• <b>Tools and initiatives supporting EU-Korea cluster cooperation: the European Cluster Collaboration Platform</b> – Marc Pattinson, ECCP</li> <li>• <b>Good Practices and Experiences on EU – Korea Cluster Collaboration - Presentations + Q&amp;A</b>, moderated by Marc Pattinson, ECCP (Panellists tbc)</li> </ul> <p><i>Questions for discussion, indicatively:</i></p> <ul style="list-style-type: none"> <li>- <i>How have you succeeded to establish collaboration with counterparts (from the EU / from Korea respectively)?</i></li> <li>- <i>What are major outcomes and impacts you could observe thanks to this cooperation?</i></li> <li>- <i>What are your lessons learnt – what would you recommend to others?</i></li> </ul>
	<i>afternoon</i>	<p>Matchmaking sessions</p> <p><i>30-min. bilateral face-to-face meetings between Korean clusters and European cluster organisations; Face-to-face meetings between European cluster organisations</i></p>
	<i>Dinner</i>	Cocktail networking (tbc)
<b>Day 2 : 8/11/18</b>	<i>morning</i>	<p>Debriefing session with the cluster delegation</p> <p>Visit of the European Utility week (guided tour tbc)</p>
	<i>afternoon</i>	Cluster visit to location 1 (tbc)

		Cluster visit to location 2 (tbc)
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## Who can participate?

This call is addressed to cluster and network organisations that are interested in engaging in cluster collaboration with Korea in industry sectors such as:

- **Energy**
- **Cleantech**
- **Smart city**
- **Transport (electric mobility)**
- **Enabling technologies used to develop innovations in clean energy products, services and solutions, such as lightweighting, composites, additive manufacturing, nanotechnology, ICT**

Participation of cluster organisations involved in ESCP-4i (European Strategic Cluster Partnership–Going International) is strongly encouraged. Strand 2 ESCP-4i partnerships are required to identify if Korea is among the target countries included in their internationalisation strategy.

**The event will support the funded participation of 20 to 25 representatives. More participants can be accepted upon confirmation and at their own cost. Local participants are not financially supported.**

## Eligibility and selection criteria

### To be selected:

- The cluster or business network organisation must be registered in the European Cluster Collaboration Platform (ECCP) <http://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”<sup>2</sup>

**Each cluster or business network organisation** has to be involved in offering or channelling cluster or network support services to businesses and should be identified on the basis of a **legal entity** established in the EU, H2020 associated country in the COSME country, and from countries eligible for participating in the COSME programme.

**Cluster organisation:** (1) cluster from the EU, H2020 associated country in the COSME country or COSME participating countries, (2) with a will to engage in EU- Korean cluster cooperation, (3) active in the Energy, Cleantech, Smart city, Transport (electric mobility) and Enabling technologies used to develop innovations in clean energy products, services and solutions, ICT, or presenting opportunities for collaboration with this sector (4) with an important component dedicated to RDI activities / innovation support.

**Participant:** cluster manager, responsible for internationalisation or for RDI support – 1 participant per cluster.

**Applications will be selected according to the following qualitative criteria:**

- The potential to maximise matchmaking and collaboration opportunities through the participation to this mission, based on a clear description of the type of partnership the applicant cluster organisations are 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 questionnaire provided in the annex, and is to be submitted with the application;
- The willingness and readiness to engage in closer cooperation with other cluster and network organisations from Korea to better support SMEs, larger companies and research actors in global competition through joint efforts, and to help them initiate new projects.
- Clusters operating outside the fields indicated should extensively motivate their application towards a reserve list to be decided in due time.

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<sup>3</sup> 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](http://ec.europa.eu/competition/state_aid/modernisation/rdi_framework_en.pdf) and [http://ec.europa.eu/competition/state\\_aid/legislation/horizontal.html](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

- In this context, the participation in a COSME funded or non-funded European Strategic Cluster Partnership is considered as an asset. For further information visit the following link: <http://www.clustercollaboration.eu/>

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 EU, H2020 associated countries the COSME country and COSME participating countries will, in case of equal merit, be taken into consideration.

Participants are expected to attend to the Seminar, the Matchmaking Event and the Cluster Visits. The selection of the applicants based on the criteria above will be made by the EASME and the European Commission services.

## Cost and expenses

- **Travel home-event venue (without local transport), 2 nights of accommodation** will be funded as 100% of the real costs but up to the limit of 800€/participant for the selected EU participants.

## Application

To apply for this event, clusters and network organisations should keep the following dates in mind:

Please submit your expression of interest **by 21st of September 2018 midnight (CET)** to:

- Clémence Rottee, [c.rottee@inno-group.com](mailto:c.rottee@inno-group.com)  
And/or Marc Pattinson, [m.pattinson@inno-group.com](mailto:m.pattinson@inno-group.com)

### The expression of interest should encompass:

- a **filled in questionnaire (template annexed)** on the cluster organisation with proof/ evidence of the legal entity;
- the print screen/link to the completed **cluster profile** registered on the ECCP;
- a **short presentation** of the cluster organisation in English language, using PowerPoint (1 slides only, using the template provided).

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

**Visit ECCP** for further information on cluster collaboration and support:

<http://www.clustercollaboration.eu/>