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CLUSTER COLLABORATION
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EU – Taiwan Cluster Matchmaking Event 2019

In the context of the GLOBAL INDUSTRIE trade show

Lyon (France), 6-8 March 2019



The GLOBAL INDUSTRIE trade show was the perfect setting to hold the EU-Taiwan Cluster Matchmaking Event 2019, jointly organised by the European Cluster Collaboration Platform (ECCP) in cooperation with the Chinese National Federation of Industries (CNFI) and the Auvergne-Rhône-Alpes Entreprises (EEN Auvergne-Rhône-Alpes - France), among other European and Taiwanese authorities. This EU-Taiwan event built on the successful results of the previous three editions (Taipei, June 2016; Brussels, June 2017; and Taipei, June 2018).

In this context, 22 representatives of European cluster organisations in different fields (manufacturing technologies, metalworking, mechanical engineering, Information and Communication Technologies (ICT) and other user industries such as cosmetics, energy and energy infrastructure, food industry and photonics) participated in the different sessions, which included a cluster cooperation seminar, matchmaking meetings, a guided tour to the GLOBAL INDUSTRIE trade show, a field visit to INSA Lyon and additional networking activities. The European cluster delegates had some 180 formal meetings with Taiwanese and other European clusters, as well as with companies, in addition to the informal meetings and interactions that took place through the various networking activities included in the agenda. Preliminary feedback has been very positive, with cluster delegates expecting to achieve some tangible results from their participation in this event.

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The European cluster delegation was comprised of 22 cluster organisations from 11 COSME countries, namely Bulgaria, Croatia, France, Greece, Italy, Poland, Portugal, Romania, Serbia, Spain and Ukraine. The cluster working fields were related to the thematic scope of the GLOBAL INDUSTRIE trade show, and encompassed smart industry and connected factory, manufacturing technologies and equipment, mechanical engineering and metalworking, as well as other user industries such as cosmetics, consumer goods, energy and energy infrastructure, food industry, transports and mobility.

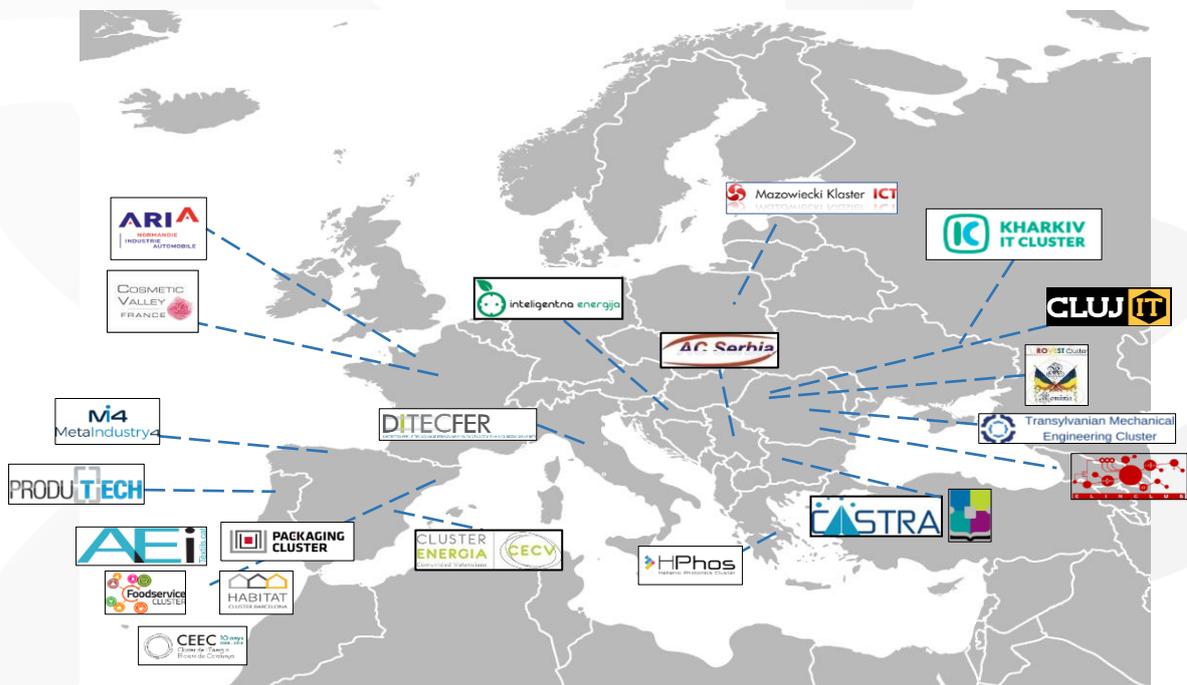


Figure 1. European Cluster Delegation

The agenda of the “EU – Taiwan Cluster Matchmaking Event 2019” was designed to boost contacts and partnership agreements with Taiwanese organisations through the exploration of possible areas of interest for cooperation and complementarities in terms of sectoral, value chain and market focus. In this regard, the Event included a cluster cooperation seminar, cluster-to-cluster (C2C) and cluster-to-business (C2B) meetings, a guided tour to the GLOBAL INDUSTRIE trade show, a field visit to INSA Lyon and additional networking activities.

These activities are further presented below.



The cluster specific activities started in the afternoon of March 6th with the **EU-Taiwan Cluster Cooperation Seminar**. The seminar began with the opening remarks given by Mr. Slawomir Tokarski, (director of Innovation and Advanced Manufacturing of DG Grow, European Commission), Ms. Mei-Hua Wang (Vice Minister of Economic Affairs of Taiwan), Mr. Samy Kefi-Jerome, (representative of Région Auvergne-Rhône-Alpes in charge of digital transformation & e-governance) and Mr. Mark Chang (representative of the Chinese National Federation of Industries-CNFI).



Figure 2. Opening remarks speakers



Figure 3. Group photo during the Cluster Cooperation Seminar

The first session of the seminar was titled “Understanding EU and Taiwan cluster business and research collaboration” had the participation of Dr. Liang-Han Hsieh (Senior Adviser of Industrial Technology Research Institute - ITRI) and Mr. Emilien Oumehdi (European and international partnership promoter at Auvergne-Rhône-Alpes Enterprises). This session allowed the cluster delegates to better understand the policy priorities and actions of the Taiwanese government and the European Commission in relation to business and research collaboration.



Figure 4. Q&A of Session 1

The second session focused on presenting key “Initiatives supporting EU-Taiwan cluster and business cooperation” and included interventions of different organisations offering supportive services for fostering EU-Taiwan cooperation between clusters, for example the ECCP platform and CNFI, and between companies, for example the China IPR SME Helpdesk and TAITRA.



The third session was titled "Building global value chains through clusters in smart manufacturing: trends & challenges" and had the participation of Mr. Pedro Rocha (PRODUTECH - Production Technologies Cluster) and Ms. Chin-An Wang (Smart Machinery Promotion Office). The session aimed to provide an overview on how clusters work at local and global level to



Figure 3. Ms. Chin-An Wang during her presentation

strengthen and facilitate the participation in global value chains. In addition, potential collaboration opportunities between Taiwan and Europe were presented.

The final session, session 4, focused on presenting "Good practices and experiences on EU-Taiwan cluster collaboration"; more specifically, the cooperation between Cosmetic Valley (France) and Taiwan Beauty Valley (Taiwan) was showcased.



Figure 6. Ms. Franckie Béchereau (Cosmetic Valley)



Figure 7. Mr. Eric Tai, Taiwan Beauty Valley

The seminar closed with the European and Taiwanese delegates briefly presented themselves, their cluster activity, and their objectives to be achieved through the Event. The seminar participants then had the opportunity to enjoy a networking cocktail to end the day.

The activities on March 7th started with the **C2B matchmaking** organised by Auvergne-Rhône-Alpes Entreprises (Enterprise Europe Network) in the morning.



After the morning matchmaking session, the cluster delegations participated in a **guided tour to GLOBAL INDUSTRIE trade show**, where they could see and experience the new trends in industrial technologies.

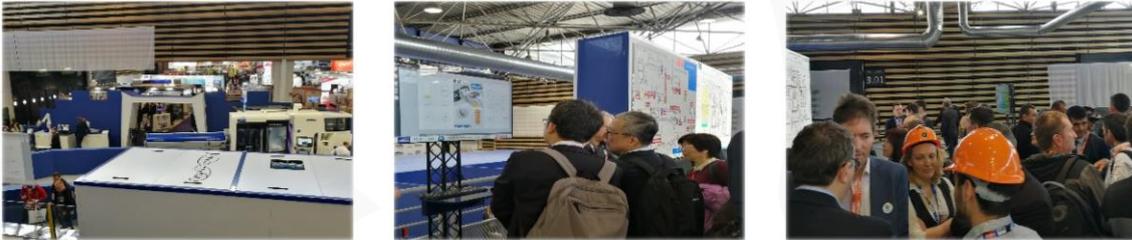


Figure 8. Guided visit to GLOBAL INDUSTRIE

In the afternoon of March 7th the European and Taiwanese cluster delegations participated in the **C2C matchmaking session**. The C2C matchmaking session included the participation of 22 European clusters representing the ECCP delegation and 12 Taiwanese clusters, as well as other invited European clusters and Taiwanese companies.

The session started with the welcome and introductory remarks from Ms. Eva Revilla Policy Officer for Cluster Internationalisation, from Directorate General Internal Market, Industry, Entrepreneurship and SMEs of the European Commission (DG GROW) and Mr. Mark Chang, representative of the Chinese National Federation of Industries (CNFI).



Figure 9. C2C Opening remarks

Over 100 formal meetings were held between the European delegates and the clusters and companies from Taiwan. The first impressions and feedback received indicate that some interesting achievements may result from these initial contacts.



“It has been an opportunity to know and have meetings with several important companies and R&D centres from both Taiwan and Europe. It also provided a great context to foster collaboration and starting different projects and trade opportunities.”

Alejandro Utrera (Foodservice Cluster)

“The event was extremely helpful on understanding the Taiwanese market and the technological and business potential for collaboration. Moreover, the event offered us the opportunity to develop and foster collaboration with partners from Taiwan and Europe.”

Antonios Angelakis (Hellenic Photonics Cluster)

Finally, on March 8th there was a visit to the **“Institut National des Sciences Appliquées” (INSA) Lyon**, where the representatives of INSA Valor gave an institutional presentation about the university and its activities as well as their different spin-offs and organisations.



Figure 10. Group photo at INSA Lyon