

EU – Taiwan ICT Cluster Matchmaking Event, Taipei

Organised in the context of the European Innovation Week and COMPUTEX in Taiwan 2016

A delegation of EU cluster representatives participated in a Cluster Matchmaking Event organised in the context of the European Innovation Week of the European Commission in Taiwan, back to back to COMPUTEX, Asia's largest ICT Exhibition, which took place in Taipei from May 30th to June 3rd, 2016. The event aimed to promote collaborations between European and Taiwanese clusters, business associations and companies; thus, creating greater possibilities for European SMEs to go international towards the Taiwanese market and in global value-chains.

The delegation consisted of 23 cluster representatives from 11 different EU Member States (Belgium, Bulgaria, France, Germany, Greece, Hungary, Italy, Netherlands, Poland, Romania and Spain). These cluster organisations represented a range of ICT domains, such as micro- and nano-electronics, digital technologies, aerospace, telecommunications, automotive, and energy.



During the European Innovation Week, the cluster representatives had the opportunity to participate in a series of informative and networking activities:

- Cluster Introduction Session;
- Matchmaking Session;
- Several seminars;
- Guided tour to COMPUTEX;
- Welcome Reception; and
- Company visits.

The Cluster Introduction Session, organised in the afternoon of May 31st, included the European delegation of 23 clusters and 9 Taiwanese business association executives. In this session, each participant had the opportunity to briefly present their organisation and their interests for establishing collaborations. Therefore,



the session aimed to prepare the ground for further one-on-one discussions between clusters and business associations to identify potential synergies and collaborations. It showed that the Taiwan ICT industry seems to present a good match opportunity for the European wide-ranging innovative applications as both Taiwan and EU industry representatives appear complementary in value chains. Taiwan clusters and business associations were invited to perform technology scouting in Europe.

Topics such as factory of the future, energy efficiency in ICT, smart cities with turnkey solutions and sustainable buildings, smart mobility, logistics, virtual reality and e-games, space applications (including focussing on start-ups, incubators), joint-ventures, and vertical solutions were largely discussed.



During the afternoon of June 1st, the European cluster delegation participated in C2C and C2B matchmaking meetings, where they discussed collaboration and partnership opportunities. Overall, the cluster participants conducted more than 120 one-to-one meetings with Taiwanese organisations, including business associations, companies and governmental agencies.

Some EU cluster representatives also covered a few European Strategic Cluster Partnerships - Going International (ESCP-4is), of whom the [Silicon Europe Worldwide](#) played a central role in organising together with DG GROWTH of the European Commission the entire European Innovation Week agenda. Silicon Europe Worldwide supported under COSME covers in particular micro and nano-electronics and a number of ICT application domains and is targeting Taiwan in its internationalisation strategy. Other ESCP-4is took part in this mission including representatives from [Space2ID](#), [MobiGoln](#), [SmartCityTech](#), [REINA PLUS](#), [CROSSCUT](#) and [GIVE](#).

In order to gain insight into the Taiwan ICT business eco-system, the cluster representatives participated in four seminars focused on different topics: a) smart health; b) smart mobility; c) Taiwan-EU Horizon 2020; and d) smart industry. In this regard, several of the European cluster representatives participated as speakers in some of the seminars. Ms Cristina Murillo (GAIA), Mr Paolo Piccinelli (Distretto HTMB) and Mr Peter Statev (ICT Cluster) participated in a session titled *“Industry of the future: European clusters perspectives”*, moderated by Mr Ben van der Zon (High Tech Netherlands). In this session, the clusters had the opportunity to express their views regarding the future of smart industry. In particular, the session discussed the role of standards in the new digital market, the momentum towards Internet of Everything and how this requires SMEs to define new business models, and the starting of global companies following an open outsourcing approach towards innovative ICT SMEs and start-ups.



Moreover, Ms Vinciane Meroux (Mov'eo) and Mr Sergio Saiz (Basque Energy Cluster, Tecnalia) participated in the Taiwan-EU Horizon 2020 seminar. The seminar emphasised the possibility for

Taiwanese partners to join the consortia of Public Private Partnerships and large scale pilots made available under Horizon 2020 on ICT. Several relevant domains were identified that included: components and systems, cloud computing, future internet, big data, robotics & autonomous systems, KETs such as photonics and micro & nano electronics, factories of the future, digital security, and entrepreneurship support.

The smart health seminar, with focus on medical electronics and related personalised medicine opportunities, showed numerous chances under Horizon 2020 for EU-Taiwan collaboration to take place, especially in areas where joint R&D is already being performed through FP7 support. In addition to discussing relevant information with regard to the future trends of ICT and its applications, the seminars provided the European cluster representatives an opportunity to interact with relevant speakers and participants from the ICT sector in Taiwan.

On May 31st, the European cluster representatives participated in a guided tour of the COMPUTEX Taipei Fair and attended a Welcome Reception. This Reception provided further opportunities for informal networking between the European delegation and Taiwanese relevant participants, including business associations. Last but not least, all European cluster representatives had the opportunity on June 2nd to visit one or more of three very interesting companies - Fair Friend Group (FFG), Advantech and Gogoro.



A full report will be made available soon on the European Cluster Collaboration Platform.

The delegation was supported by the Directorate-General for Internal Market, Industry, Entrepreneurship and SMEs of the European Commission (DG GROWTH) of the European Commission in the framework of an initiative promoting international cluster cooperation for SMEs, and was organised by a consortium coordinated by Sociedade Portuguesa de Inovação (SPI).