



EUROPEAN
CLUSTER COLLABORATION
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EU-Taiwan Cluster Matchmaking Event

26th– 27th of June, 2017 | Brussels, Belgium



Mission Follow-up Report

March 2018

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1 Introduction

The EU-Taiwan Cluster Cooperation and Matchmaking Event took place in Brussels (Belgium) on the 26th and 27th of June 2017, in the context of the 3rd EU-Taiwan Industrial Dialogue. It was organised by the DG Internal Market, Industry, Entrepreneurship and SMEs (European Commission) through the European Cluster Collaboration Platform (ECCP) in collaboration with the Taiwan External Trade Development Council (TAITRA), the Chinese National Federation of Industries (CNFI), and the Royal Flemish Academy of Belgium for Science and the Arts.

Building on the successful EU Innovation Week held in Taipei in 2016, the European and Taiwanese delegations brought together more than 200 organisations, which shared a common agenda aimed at boosting the exchange of knowledge, reinforcing the EU-Taiwan relationship and fostering cooperation in the smart industry, circular economy and 5G fields.

Intended to measure the event's effectiveness and to better align future ECCP activities to clusters' needs and expectations, the project team conducted a debriefing session at the event. The short-term results were presented in detail by the D2.9 Proceedings Report.

Due to the natural tendency of outcomes and perceptions to vary over time, a follow-up survey was conducted three months after the event to gain further knowledge on the event's effectiveness. The follow-up survey covered a wide range of topics, with an emphasis on the cooperation activities and formal agreements established as a result of the EU-Taiwan Cluster Cooperation and Matchmaking Event. In addition, another focus of the survey was to identify the extent to which the event benefited the clusters' SME members.

Out of the 19 clusters that attended the EU-Taiwan Cluster Cooperation and Matchmaking Event as part of the official delegation, 16 completed the three month follow-up survey. Taking into consideration the difficulty associated with getting people to respond to questionnaires, the response rate is noteworthy.



2 Overview of European Delegation



Figure 1 - Origin and composition of the European Cluster Delegation

A total of 19 organisations from 11 countries, namely Belgium, Bulgaria, Croatia, France, Germany, Hungary, Italy, the Netherlands, Poland, Romania and Spain composed the final European Delegation. Some of the participant cluster organisations already had well established relations with Taiwan, primarily built on the EU Innovation Week held in Taipei in 2016, so this was a good opportunity to further deepen the mutual collaboration.

Besides the official delegation, Drone Valley (Belgium) and mi-Cluster (Greece) joined the event for specific activities.



Table 1 - EU cluster delegation

#	Cluster	Field of activity(s)	Country
1	Aria Normandy	Industrial (automotive) sector	France
2	BCT - <i>Bulgarian Cluster of Telecommunications</i>	Telecommunications	Bulgaria
3	BICCnet - <i>Bavarian Information and Communication Technology Cluster</i>	Networked embedded systems, smart city and mobility, cybersecurity, big data, ICT.	Germany
4	Bulgarian ICT Cluster	ICT	Bulgaria
5	Castra	Aerospace technology	Bulgaria
6	Cool Silicon	Micro-nanotechnologies & ICT	Germany
7	DSP Valley	Smart health, vehicles, cities and industry	Belgium
8	SCC Lombardia - <i>Fondazione Cluster Tecnologie per le Smart Cities & Communities Lombardia</i>	Technology solutions for integrated management systems at urban and metropolitan scale	Italy
9	FD & HGMB - <i>Fondazione Distretto Green & High Tech Monza Brianza</i>	ICT & Energy	Italy
10	Gaia	ICT, games and electronics	Spain
11	HTNL – <i>High Tech Netherlands</i>	Micro/nano-photonic, digital technology	Netherlands
12	Inteligentna Energija	Smart and Clean Energy	Croatia
13	Mesap	Embedded and digital systems, robotics control systems, digital representation	Italy
14	Minalogic	Microelectronics, digital technologies, photonics, software	France
15	Rovest	Business services, mobility	Romania
16	Silicon Saxony	Micro/nanoelectronics, ICT, automation	Germany
17	Software Innovation Pole	ICT	Hungary
18	Systematic Paris Region	Telecoms, transport, information systems, factory of the future, digital city, security	France
19	Waste Management & Recycling	Waste management & recycling	Poland



Observations

Despite the efforts of the ECCP team, the following clusters did not respond to the survey: BICCnet, Castra, and the Waste Management & Recycling Cluster. In the first case, the cluster presence was very limited due to the ESCP-4i Silicon Worldwide Europe meeting that was held in parallel to the event and which was coordinated by them.

3 Cooperation activities initiated at the matchmaking event

3.1 Type of organisation and cooperation

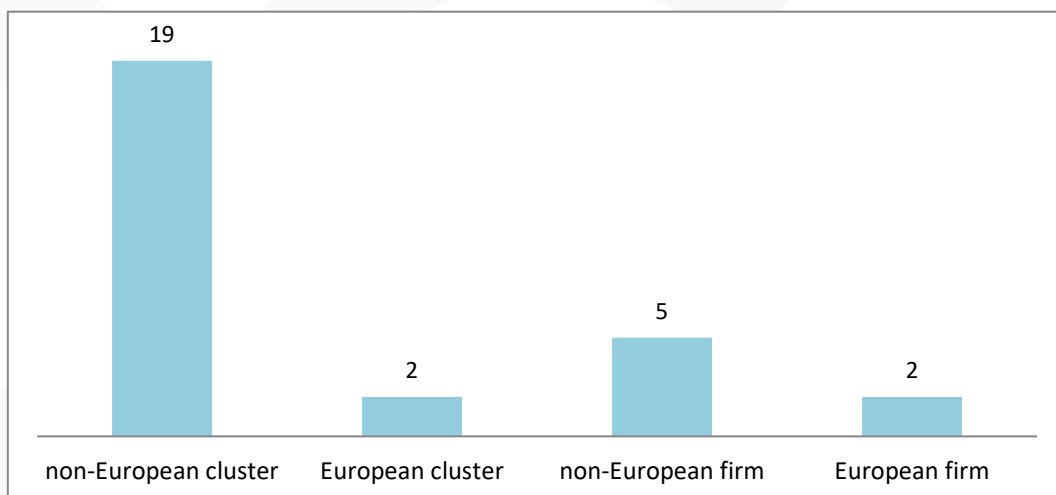


Figure 2 - Type of organisations with which clusters reported cooperation

A total of **28 cooperation cases** were reported through the EU-Taiwan Cluster Cooperation and Matchmaking Event follow-up survey. Compared to the 57 cooperation opportunities registered shortly after the event¹ and taking into account the significant number of collaborations that normally do not continue over time, this outcome is quite impressive.

¹ D2.9.EU-Taiwan Cluster Matchmaking Event: mission proceedings report.



Figure 2 shows the significance of the cooperation established with non-European clusters, which accounts for 68% of the total. The remaining 32% is represented by cooperation with non-EU firms and EU organisations, both clusters and firms.

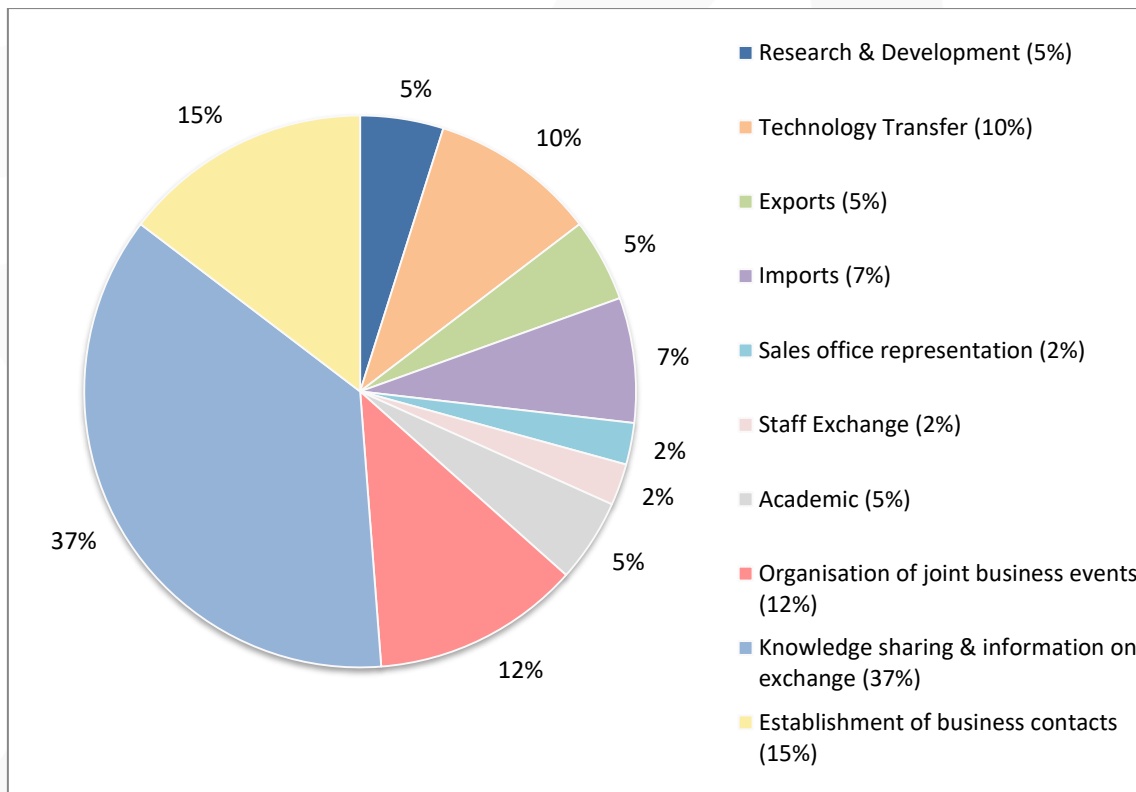


Figure 3 - Type of cooperation established during the event

Knowledge sharing and information exchange (37%) was the most common type of cooperation by far. Second in relevance was the establishment of business contacts among members (15%); followed by the organisation of joint business events (12%) and technology transfer (10%). On the contrary, staff exchange (2%) and sales office representation (2%) were the least popular, Figure 3. Finally, six clusters mentioned “other” activities such as exploring collaboration opportunities, European projects and organisation of fairs.



3.2 Cooperation objectives and next steps

Table 2 presents an overview of the specific cooperation established and the next steps envisaged through the EU-Taiwan Cluster Cooperation and Matchmaking Event.

Table 2 - Cooperation objectives and next steps

Cluster organisations	Organisation	Cooperation objectives & Next steps	SME(s)	Involvement & Benefits
ARIA Normandie	Taiwan Association of Machinery Industry - TAMI	Cooperation initiated		
Bulgarian ICT Cluster	Institute for Information Industry – III	Consideration of know-how and experience for Intelligent transport management system. Transfer of know-how, experience and cooperation with cluster members.	Smartcom Bulgaria AD, Loren Networks AD	Potential future commercialisation of III know-how through projects in Bulgaria
	Delta, through Eltek	Boosting sales of Delta/Eltek products in Balkan region (Bulgaria, Macedonia); initiation of Pan Balkans e-car charging station assessment project. ICT cluster will provide comprehensive analysis of potential needs for charging station for e-cars, based on its Balkan & Black Sea ICT cluster network. There is interest demonstrated by Canadian investment fund.	Loren Networks AD, Smartcom Bulgaria AD, Smart LAB, Multiplex	Commercial contract for sales and support of Delta/Eltek products in the region.
Bulgarian Cluster Telecommunications	Yoda Communications	Cooperation to establish operational contact and share product portfolio information, PoE, IP HDMI, VDSL, T1/E1, Mondis. Clarify potential collaboration model and partnership.	Loren Networks AD, Smartcom, Bulgaria AD	Clarifying potential project, extend the market share of the companies.



Cluster organisations	Organisation	Cooperation objectives & Next steps	SME(s)	Involvement & Benefits
	Aker Technology Co, LTD.	To verify the possibility and import professional frequency equipment.		
	Industrial Technology Research Institute (ITRI)	Broadband wireless technology, networks sensors and intelligent digital life. Next meetings, workshops.	Loren Networks AD, Smartcom-Bulgaria AD, TU Sofia	Share info and clarify regulations, standards and national strategies.
Intelligentna Energija	Green building	Partnership agreement signed. Mutual projects		
Cluster SCC	Hardware, ICT Semiconductors	Initial introduction of SMEs, belonging to two clusters, exchange of knowledge.		
Cool Silicon e.V.	TAITRA	Joint business missions and next steps to be defined.		
	Semi Taiwan	Joint booth (Silicon Europe) on Semicon Taiwan.	Fabmatics, Semsysco, HSEB	Participation on booth.
DSP Valley	TAIROA	TAIROA can support a company mission to Taiwan. European SME's is offered the opportunity to meet larger application companies in the area of robotics.		
	Green Trade Project Office, MoEA	The GTPO can support a company mission organised to Taiwan. EU SME is offered the opportunity to meet larger application companies in renewables, smart grids and all "green" areas where smart electronics is used.		
	Taiwan Aerospace Industry Association	TAIA can support a company mission to Taiwan. European SME's is offered the opportunity to meet larger application companies in the area of aerospace.		



Cluster organisations	Organisation	Cooperation objectives & Next steps	SME(s)	Involvement & Benefits
Fondazione Distretto Green & HTMB	ITRI	Member Company of Distretto engaged as partner within R&D Project (5G-CORAL). Project started effectively Set 2017; Distretto member company active on it. Distretto not directly involved.	A Distretto member is involved in the project directly.	Member company is developing 5G technology in the frame of V2X application domain.
	Electronics Goods WW supplier	Inclusion in the Distretto Network (member company) to access Distretto contacts, exploration of Italian Market. Cooperation with the company in searching potential prospect. Contacts with Energy Storage Company set.	System Integrator and Retail for product distribution.	Potential cooperation with a second SME on Energy Storage project. Increasing contacts and potential cooperation.
GAIA	Industry 4.0	We will try first to help our companies to reach the Taiwanese market, so, in cooperation with this company we will try to participate in joint events. First we will try to do it in Taiwan, then try to replicate in Europe. We have to research and know which of our companies are interested.		
High Tech NL	TEEMA	Collaboration opportunities will be explored as to how members on both sides can be brought together for innovation or business activities. For now, mainly mail exchange, physical meeting at Remicon Taiwan 2018.		
	Robotics association	Exploration of opportunities for companies on both sides for collaborative innovation or business. For now, mainly mail exchange, physical meeting at Remicon Taiwan 2018.		



Cluster organisations	Organisation	Cooperation objectives & Next steps	SME(s)	Involvement & Benefits
MESAP - Innovation Cluster	Cluster mechatronics	Collaboration between our members.		
	Government agency	To organise a business mission to Taiwan for our companies. Conference call to see if there are opportunities for financial aid to the mission.		
	Research Centre	Collaborations in research projects.		
Minalogic	MIRDC	Mutual exchange of information to the benefit of our members. Not clear yet. A MoU was already signed before this event.	Confidential	Business opportunities for our member with MIRDC members.
Rovest	Aeronautics	Broadband wireless technology, networks sensors and intelligent digital life. We have to go to Taiwan as guests for one or more events organised by partner. Next meetings, workshops.		
	IP	Intellectual property. Visits, staff exchanges, knowledge.		
Silicon Saxony	TAIROA	As soon as we have a need to get in closer cooperation, we will follow up on that.		
	MIRDC			
Software Innovation Pole Cluster	Taiwan IoT Technology and Industry Association	Sharing information about IoT projects.		
Systematic Paris Region	DSP Valley	The cooperation is a European Alliance of clusters to facilitate the internationalisation of SMEs. Apply to a Call for proposal in 2018.		



4 Formal agreements achieved at the matchmaking event

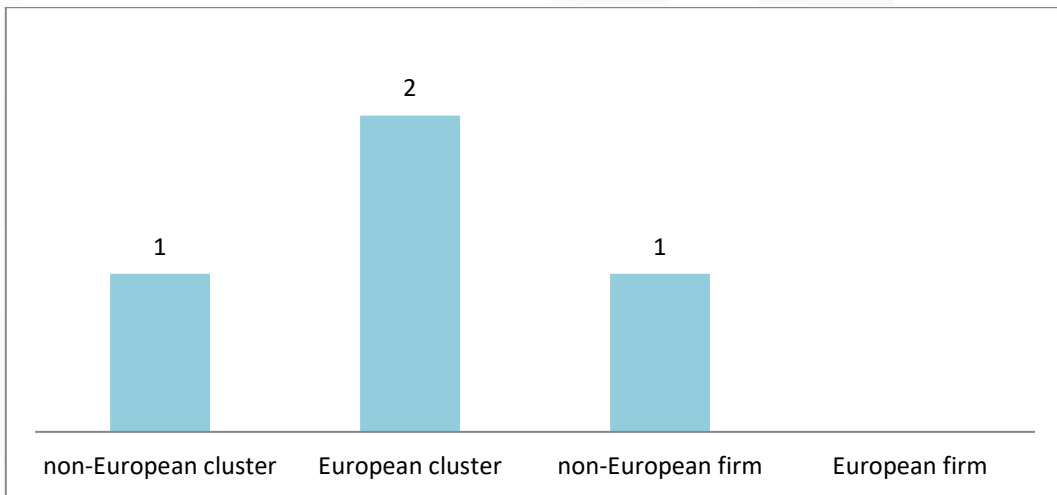


Figure 4 - Formal agreements signed by the clusters

The EU clusters reported to have signed four formal agreements in the mid-term, Figure 4. Half of them were established with European clusters, while the other half with non-European organisations. The main purpose of the formal agreements is mutual collaboration, but none of the clusters entered into further details.

Each of the formal agreements was signed by a different cluster organisation: Bulgarian ICT Cluster (Bulgaria), Cluster Inteligentna Energija (Croatia), Minalogic (France), and Systematic Paris Region (France).



5 SMEs benefited

More than 30 SME members were reported to have benefited from the EU-Taiwan Cluster Cooperation and Matchmaking Event. Out of the 16 clusters that answered the follow-up survey only three indicated that none of their SMEs obtained any profit or at least they are not aware if they did. In contrast, Bulgarian ICT Cluster and Cool Silicon e.V. stated that more than five SME members enjoyed some advantage from their participation on the event.

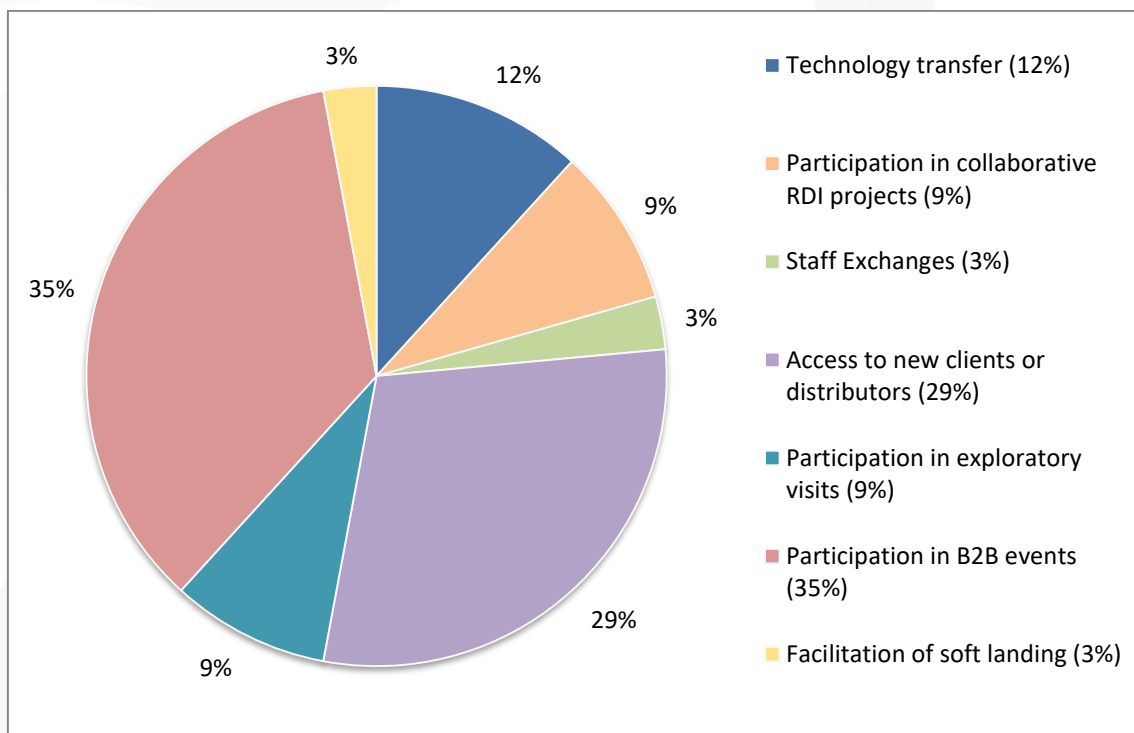


Figure 5 - Type of benefits obtained by SMEs

The participation in B2B events (35%) followed by the access to new clients and/or distributors (25%) were the most listed benefits, accounting for more than a half of the total. Technology transfer (12%) is also worth mentioning, Figure 5. The least listed benefits are the staff exchanges (3%) and the facilitation of soft landing (3%). Table 3 below presents the details of the information reported by cluster organisations regarding the SMEs benefited from this event.



Table 3 - SMEs and their benefits

Cluster organisation	SME name	Describe how the SME benefited
Bulgarian Cluster Telecommunications	Loren Networks AD	New and updated information received, promote its own business activity, potential for extending the market share
	Smartcom-Bulgaria AD	New and updated business information received, promote product portfolio, cluster membership positives
	TU Sofia	Create public interest and positive attitude towards Telecommunications sector
	Multiplex	Raise the competitiveness of the products and services, share information, new clients potential
	Vivacom Ltd.	B2B collaboration potential
Bulgarian ICT Cluster	Loren Network AD	The meeting expands Loren access to new technologies, markets and clients ² .
	Smartcom Bulgaria AD	<i>The meeting expands Loren access to new technologies, markets and clients².</i>
	Multiplex	<i>The meeting expands Loren access to new technologies, markets and clients².</i> ^{iError! Marcador no definido.}
	IPS	Ensures expanding IPS visibility and access to electronic components
	Accelerise OOD	Open the opportunity to partner with Taiwanese vendors of specialised components for Intelligent transport systems.
Cluster Inteligentna Energija	Helb	Learning about projects done in other EU Member States.
	Pro Integris	
	Veski	
	Solar projekt	
	HSZG	
Cluster SCC	All SMEs in the Cluster	Presentation of Taiwanese cluster
Cool Silicon e.V.	See member list	Participation in joint booth Silicon Europe booth
Fondazione Distretto Green & High Tech Monza Brianza	Genport	Participation in exploratory visits
	Britec	Participation in exploratory visits, B2B matchmaking events, access to member company network (new potential clients)

² Bulgarian ICT Cluster provided the same information for three of its SMEs.



Cluster organisation	SME name	Describe how the SME benefited
	AZcom	New technology development, new partnerships through the project
MESAP	Medium Enterprise	Participation in exploratory visits.
Minalogic	I don't know	Minalogic participation to this event was to follow-up on already existing cooperation with MIRDC and TAITRA, mainly in the Silicon Europe Worldwide project. SME members can benefit from these cooperation through: visibility in their networks; invitation to give a speech in their Taiwanese events, and B2B sessions during SEMICON fairs (Taiwan & Europe).
ROVEST	SME 1	RDI connections
	SME 2	IP understandings
Silicon Saxony	Fabmatics GmbH	The company gave a presentation at the automation session and got some new contacts.
Software Innovation Pole Cluster	Abris Ltd.	Access to new clients



6 Feedback

This section presents the impressions, observations and comments of the cluster representatives that participated in the EU-Taiwan Cluster Cooperation and Matchmaking Event.

- **BULGARIAN CLUSTER TELECOMMUNICATIONS**

“Very good quality of support received. These events support development of clusters, support R&D and innovations of the BCT members, raise the competitiveness of the products and services offered by cluster members.”

- **BULGARIAN ICT CLUSTER**

“Unveiled information about Taiwan organization involvement in R&D and commercialization of leading technologies as: 5G, Intelligent transport, Energy efficiency. Created opportunity for building commercial partnership among Taiwanese and Bulgarian companies. Allow ICT cluster and Taiwanese standardization body to plan common activities in field of inclusion of SME into standardization process and its impact over educational process and systems.”

- **CLUSTER INTELIGENTNA ENERGIJA**

“Valuable event, well organized. Information on functioning and financing clusters in EU.”

- **CLUSTER SMART CITIES & COMMUNITIES – LOMBARDIA**

“It should be appropriate to have a better profile to share with SMEs one week before the meetings.”

- **COOL SILICON E.V.**

“Good services, helpful for the internationalisation of our cluster.”

- **DSP VALLEY**

As with most European activities/services a broader alignment is missing. All activities, also the ECCP, are just doing their own thing. The only contacts are happening in case an event is organised. In order to become more efficient in Europe, we should try to align activities much



more. How does the ECCP fit into a broader strategy? How do the ESCP4is fit in the same strategy?"

- **FONDAZIONE DISTRETTO GREEN & HIGH TECH MONZA BRIANZA**

"Good level of services; B2B interesting event. ECCP is a good way to increase level of contacts and visibility for the cluster."

- **GAIA - ASSOCIATION OF KNOWLEDGE AND APPLIED TECHNOLOGIES FROM THE BASQUE COUNTRY**

"I think it was a very good organized event, where we would like to have more implication from our companies. I think that we got some interesting partners but we need to get the interest of our companies now, and is what we have difficulties."

- **MESAP - INNOVATION CLUSTER**

"It is very important to participate in such events to expand their network of contacts and to know new countries where our companies can start interesting collaborations. Our cluster alone could not organise similar events. Thank you ECCP."

- **MINALOGIC**

"ECCP actions are good but they could be more positive and helpful for clusters if they would be organized together with the clusters involved in the COSME GO International projects. The ECCP consortium does not inform the COSME projects about their actions and so are opportunities for synergies lost... And often the same job is done twice... That's a real pity that all actions around clusters are not enough coordinated."

- **SILICON SAXONY**

"The matchmaking event gave our cluster the opportunity to connect with Taiwanese clusters beyond those we have already met in Taiwan. Unfortunately, our presenting members couldn't stay for the B2B."



7 Conclusions

From the 19 cluster organisations that attended the EU-Taiwan Cluster Cooperation and Matchmaking Event, 16 answered the three month follow-up survey. The high response rate can be considered an indicator of the representativeness and reliability of conclusions extracted from the event in the mid-term and which are presented in this document.

The number of cooperation cases is to be highlighted. Each cluster organisation achieved at least one collaboration activity, adding a total of 28 cooperation cases mainly with non-European clusters (approximately 70% of the total). From those, 61% continue to be pursued and four have become formal agreements, a highly optimistic measure of their future sustainability.

The core fields for collaboration were knowledge and information exchange and the establishment of business contacts. This is common in matchmaking events with third countries, since it is the first time that many organisations meet. However, the more elaborate description of the cooperation activities and the concrete definition of next steps envisaged indicate, as previously mentioned, that the collaborations are moving forward.

The SME members also benefited from the event. Over 30 SMEs were reported to have accomplished some positive outcome, especially in what concerns participation in B2B events and access to new clients and/or distributors. Furthermore, many SME members have already been able to materialise the work of the cluster organisation into concrete actions.

In summary, a significant number of cooperation objectives outlined in the mission Proceedings Report had their continuation in the mid-term, through collaboration activities and formal agreements. It can be concluded, the EU-Taiwan Cluster Cooperation and Matchmaking Event was a success, which is supported not only by the figures but also the positive impressions provided by the cluster representatives. To close and as this event illustrates, it is important to mention the relevance of follow-up missions to maintain a certain stability that allows clusters to further build the relationships initiated.