



EUROPEAN
CLUSTER COLLABORATION
PLATFORM .eu

**High-level mission to the U.S. &
cluster matchmaking event
15-19 May 2017**



Mission Proceedings Report

www.clustercollaboration.eu



Table of Contents

1. Introduction and summary of the event.....	3
2. Overview of the European Delegation.....	5
3. Feedback session & questionnaire: analysis summary.....	7
3.1 Overall quality of the event	7
3.2 Relevance towards individual objectives.....	15
3.3 Impact of the event.....	17
3.4 Information about the organisations met during the matchmaking and with whom they plan to keep in touch for further cooperation.....	18
4. Testimonials	27
5. Conclusion.....	32
6. Annexes.....	33
Annex 1 – Agenda	33
Annex 2 – Overall quality of the event.....	39
Annex 3 – Relevance of the event towards individual objectives	40
Annex 4 – Impact of the event.....	41
Annex 5 – Cluster visits reporting BILAT USA 4.0.....	42

Table of figures and tables

Figure 1 Results of the quality of the event.....	8
Figure 2 Countries/Continents of interest	15
Figure 3 Results on the relevance of the event	16
Figure 4 Impact of the event in terms of collaborative projects, agreements & cooperation with organisations.....	17
Table 1 List of European clusters Delegation.....	7
Table 2 List of the events 2017-2018.....	14
Table 3 information about the clusters with whom the participants plan to keep in touch for further cooperation	26



1. Introduction and summary of the event

Event outline

From the 15th to the 19th of May 2017 took place the high-level mission to the U.S & Cluster Matchmaking Event. The event was organised by BILAT USA 4.0 www.euussciencetechnology.eu and the European Cluster Collaboration Platform (ECCP) www.clustercollaboration.eu.

The full-week event included a seminar and cluster-to-cluster matchmaking event (organiser ECCP), a roundtable (organiser BILAT USA 4.0) and cluster visits (organiser BILAT USA 4.0). The full agenda is displayed in Annex 1. The participants appear to have highly appreciated this collaboration between ECCP and BILAT USA 4.0 teams.

This report refers to the “seminar & matchmaking” which were organised by ECCP. The events have enabled learning from peers and exchanging with experts during the roundtable organised on the same day, as well as during the cluster visits. However, activity related to BILAT USA 4.0 are not included here. A report on the debriefing on the clusters visits, prepared by BILAT USA 4.0, is available in Annex 5.

The event gathered a delegation composed of **17 European cluster organisations and 2 cluster members**, with a focus on nanotechnologies, advanced materials and manufacturing, energy and sustainability, electronics and biotech.

The cluster delegation was accompanied by Christophe Guichard, European Commission Official at DG Internal Market, Industry, Entrepreneurship and SMEs (DG GROWTH) in charge of cluster internationalisation, and it was supported by the U.S. Administration through the Department of Commerce, USA.

The event on Tuesday 16th May 2017 started with a **EU-US cluster collaboration seminar where cluster representatives presented good practices and opportunities**, followed by a Knowledge sharing roundtable with EU and US experts (organised by BILAT USA 4.0) focussing on supporting companies to go international for collaborative research and innovation.

During the matchmaking event, organised back-to-back with the TechConnect World Innovation Conference & Expo in Washington, DC, on 16th of May 2017, the participants presented their activity as well as the research and innovation (R&I) stakeholders they represent in almost 100 bilateral/cluster to cluster (C2C) meetings, with 13 U.S. counterparts.

The seminar and round-table were open to the public event where any interested person could attend, the matchmaking C2C meetings where open only to cluster-like organisations. In



addition to the pre-selected participants (thanks to the B2Match tool for the scheduling of bilateral C2C meetings), the event attracted the attention of some US organisations present at the Techconnect World Innovation 2017. Overall, 53 participants attended the seminar out of which some such as Trideum Biosciences and Scienomics joined also part of the matchmaking sessions.

The TechConnect World Innovation Conference & Expo on 17th of May 2017 was the opportunity to gather further insights on the U.S. industry, as well as the R&I environment in the country. Whilst a number of conference sessions had scientific focus, others were discussion fora on US funding instruments (e.g. the SBIR funds) or related to innovation topics such as “pitching” for venture funds or others.

Public information material on the whole event such as a press release and an extensive photo gallery can be found [here](#).

Feedback collection

The project team organised a debriefing session with the EU participants at the end of the day (16th May) to measuring the event’s effectiveness (seminar+C2C meetings) and to gather ideas on follow-up and better aligning future ECCP activities to clusters’ needs and expectations. During the feedback session, each participant provided oral testimonial one by one and a feedback form was distributed to gather written statements.

In order to cover all the aspects of the event, the feedback form covered three main points:

- Overall quality of the event
- Relevance of the event towards individual objectives
- Impact of the event

The feedback form also contains a final section devoted to collecting qualitative information on the organisations the clusters planned to keep further contact with and to briefly specify the cooperation objective/activity explored.

Out of the 19 members of the European delegation, **all the clusters who received financial support through ECCP completed the debriefing form and all gave their feedback in the debriefing session.**

The feedback received orally followed the same line as the written debriefing questionnaires gathered from the participants.

In general, the feedback was positive, highlighting the organisation of the event, the opportunity to meet U.S counterparts and to learn more about collaborating with and making business in the U.S.A. The responses obtained are summarised and analysed in the present document, which also contains several annexes of the feedback data (Annex 2, 3 and 4).



2. Overview of the European Delegation

The European delegation was selected on the basis of a competitive call for expression of interest launched and published on the ECCP, end of February 2017. The clusters were selected based on their relevance, merit and added value to the event. A focus was placed on clusters belonging to the following areas: **Nanotechnologies, Advanced Materials, Biotechnology & Medical, Advanced Manufacturing and Processing, Energy and Sustainability, Electronics & Microsystems, Personal & Home Care, Cosmetics, Foods and other sectors / Key enabling technologies which present opportunities for cross-sectoral collaboration involving NMBP sectors (Nanotechnologies, Advanced Materials, Biotechnology & Advanced Manufacturing and Processing).**

A total of 38 expressions of interest from clusters across Europe were received. As a result of the selection process, which included the verification of the eligibility criteria and the assessment of qualitative criteria, a total of 19 clusters with additional 2 cluster members (universities), from 10 different Member States were selected. Out of these, two clusters were part of an ESCP-4i, with one, Ökoenergie-Cluster/Cleantech Cluster Energy from Austria, being funded by its partnership (Reina Plus) whereas the other one, DSP Valley of the Silicon Europe Worldwide partnership, was evaluated as eligible for ECCP support. It should be noted that one initially selected cluster from Poland could not confirm participation due to internal circumstances and another one selected cluster (from Bulgaria) dropped out right before the event due to medical problems.

The final delegation was thus composed of 17 clusters and additional 2 cluster members (universities which funded themselves their participation), from 9 different Member States (Austria, Belgium, France, Germany, Italy, Poland, UK, Romania, Sweden. (See Table 1).

All the clusters selected were deemed to have a high potential to maximise the opportunities from the matchmaking session and strong willingness to engage in closer cooperation with U.S organisations.

The table below provides an overview of the final EU delegation:

N°	EU Custers	Field(s) of activity	Country
1	ARIA Normandy	automotive industries, industrial production lines and tools, and Research and Development (products and processes).	France



2	Bioenergy for the Region Cluster	Energy, Renewable energy, Sustainability	Poland
3	biosaxony e.V.	Biotechnology, Medical technology, Health Care	Germany
4	Cambridge Cleantech	Cleantech – Energy, Renewables, Smart Buildings, Smart Cities, Water, Waste	UK
5	CAP DIGITAL	Digital Industries	France
6	CBM scrI (+ 1 university representative at own cost)	Biomedicine, Biotechnology, e-Health, and Ambient Assisted Living sectors	Italy
7	Cool Silicon e.V.	micro and nanotechnology industry 4.0, sensor networks, energy efficiency, advanced processing and production, technologies information and communication technologies	Germany
8	DSP Valley	Smart Electronic Systems	Belgium
9	ECDF MKLASTER	ICT, mobile applications and technologies, IoT, augmented reality, M-commerce, Digital signac	Poland
10	Fondazione Torino Wireless	Renewable energy, textile, agro-food, machine building, wood and furniture, electronics and software	Italy
11	iTech Transilvania Cluster by ARIES	IT	Romania
12	Lublin Medicine-Medical & Wellness Cluster	Medical devices, pharmaceuticals inc. biopharmaceuticals, food health supplements and nutraceuticals, e-health and telemedicine, health and medical inbound tourism.	Poland
13	Maritime Technology Cluster FVG (+ 1 university representative at own cost)	Maritime Technology (ship- & boatbuilding, maritime transport, offshore, leisure boating, logistics, shipping services)	Italy



14	Ökoenergie-Cluster/Cleantech Cluster Energy	Renewable energy, energy efficiency	Austria
15	PLASTIPOLIS	Plastics and composite materials	France
16	Sustainable Business Hub	Energy Efficiency Wastewater Treatment, Waste Management System Air Solutions, eco-system services & Green infrastructure, Sustainable Urban Development	Sweden
17	Systematic Paris-Region	Software and Digital Technologies	France

Table 1 List of European clusters Delegation

A “EU clusters booklet” with detailed description of each participant had been prepared separately and used for information to (1) the US clusters of the matchmaking event, (2) the organisations met in the cluster visits and (3) information of all EU participants of the participants in the group.

3. Feedback session & questionnaire: analysis summary

3.1 Overall quality of the event

The results are very positive as all indicators achieved an average to good score (see Figure below). The item of “information shared with the participants” and all other indicators critical to the success of the seminar and matchmaking were deemed good.

As regards the organisation of the overall event and the content of the agenda, the opinions were good.

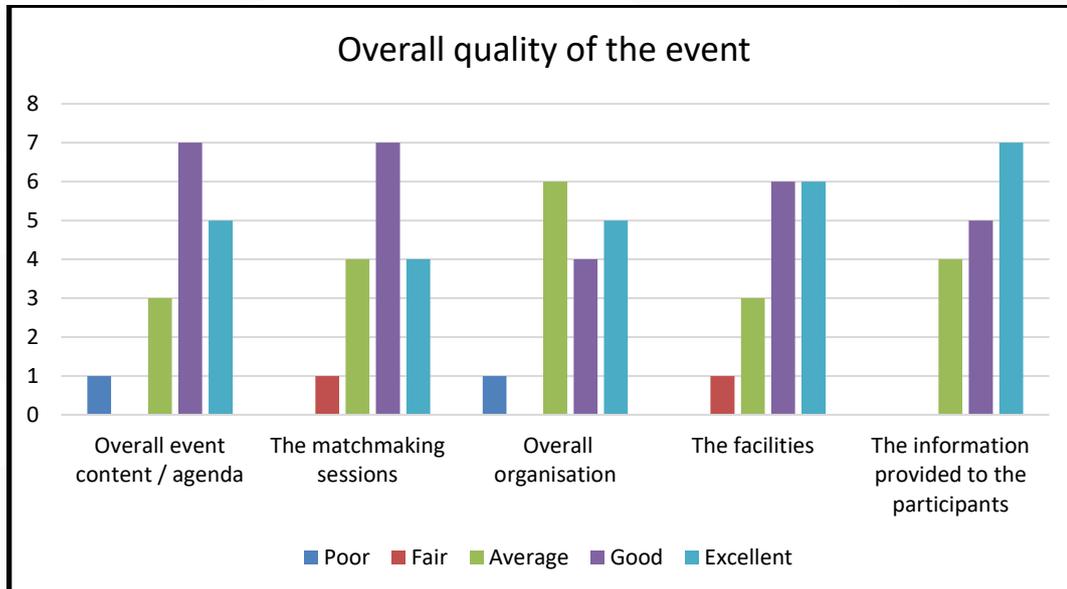


Figure 1 Results of the quality of the event

1. Suggestions to improve the future cluster matchmaking events

The cluster participants were asked to provide their impressions and comments about the event through the debriefing questionnaire and the debriefing session at the end of the session. These observations are listed below and need to be seen not only as direct recommendations to improve certain aspects of future ECCP activities, but also as a way to contextualise and complement the quantitative inputs of the matchmaking feedback form. All feedback is displayed below as direct quotes.

The comments can be divided by four main sections:

Comments on the overall agenda and event

- “The idea of running in parallel with an interesting event was great, but a more proven event could be an improvement.”
- “Better time management for the seminar. Better involvement of US clusters. What is the added value of the co-location with the TechConnect event? The National Harbor is a very nice environment, but also very expensive. Although the very nice environment, the convention center is a 13-in-a-dozen very anonymous shoebox type infrastructure with function rooms without any daylight coming in.”



- “We should have opportunity to visit conference exhibition, most interesting parts of conference were at Monday and Tuesday, we had opportunity to participate only in Wednesday so it was wasting money and we could better use this 500 USD.”
- “It was very positive to get to know the participants via the B2Match-platform, and the organisation of the event was also good. It would have been much better if there were more participants from the US-side.”
- “The conference event was disappointing and didn’t match the quality of the rest of the event.”

Comments on the Seminar

- “Good reminder that there are already established relationships from EU clusters and good to see different models, but was less clear what were real results.”
- “It was confirmed with the presentations that the US concept of a cluster is quite different from the one in Europe; and it is a challenge to cooperate.”

Comments on the Matchmaking Session

- “The matchmaking event was very valuable to have an insight of what is going on in the US.”
- “The people were very open minded and open to explore cooperation – not necessarily on C2C but also for companies. Would have been nice to have more.”
- “It is very valuable to be together with the EU clusters and it is very good to set up informal collaboration.”

Comments on what should be improved?

- “To optimise the organisation & costs with grouped purchasing.”
- “To organise it per smart specialization through a matchmaking digital preparation.”
- “A Networking Cocktail with US participants would be good. As there was a delay in the agenda most participants already left and they were not available for a meeting in the evening. “
- “A working day should not exceed 9h.”
- “The information about partners to meet should be send at least 2 weeks before C2C meeting to give the chance for everybody to prepare to meetings even better.”
- “To foresee a EU clusters meeting prior to the trip for preparing the discussions with international partners and coordinating the overall offer: this could be envisioned the first morning of the trip or with a dedicated meeting in Brussels before the mission.”



- “It is worth to consider to organise, before the matchmaking events abroad, the preliminary e.g. video-matchmaking in order to identify and specify the potential interest of cooperation of the both side of contacts.”
- “Maybe mix it up a bit with speed dating, case solving together, or matching concrete needs and solutions in a more concrete way. The meeting is key when creating an overseas event so more ways/formats to use the setting would be very beneficent. Maybe some short sprints, a case activity and then matching sessions.”
- “It would also be good to create more of a dynamic setting, a better mix of activities to exchange ideas and contacts.”

It can in addition be mentioned here that participants provided feedback and suggestions for a “newt US event in the EU”. Interesting suggestions came up with regards to aspects of the cluster visits (e.g. different formats of visits to be combined). With regards to a sector-focus for a back-to-back event of the matchmaking no clear conclusion could be taken: about half of the participants seemed to suggest a more one-sector focused event, whereas others underline the interest of an event that allowed for trans-sector exchange.

2. What international event (trade fair/conference) do you plan to attend in the next 12 months and would you propose us to organise a matchmaking mission at?

Below are listed the events that members of the EU clusters delegation indicated they planned to attend. The list includes 20 events in 2017 and 3 events in 2018. The table below (table 2) shows in detail all the events in chronological order:



EVENTS YEAR 2017						
N°	Dates	Event	Location	Link	Topic	Cluster
1	29/05/2017	Engaging for impact: the next step in urban transition”	Brussels, Belgium	http://cor.europa.eu/en/events/Pages/Engaging-for-impact-the-next-step-in-urban-transition.aspx	urban transition	Cool Silicon e.V.
2	30/05/2017	“Making cities work” Joint Programming Initiative, Urban Europe	Brussels, Belgium	http://jpi-urbaneurope.eu/event-calendar/jpi-urban-europe-conference-cities-day/	Public authorities as transformation agents	Cool Silicon e.V.
3	8-9/06/2017	Colloquium on KET for the connected and automated vehicle	Berlin, Germany	http://www.minalogic.com/fr/evenement/silicon-europe-colloquium-ket-connected-and-automated-vehicle	KET for the connected and automated vehicle	Cool Silicon e.V.
4	19-20/06/2017	12th Silicon Saxony Day	Dresden, Germany	http://www.silicon-saxony.de/silicon-saxony-day/	future technologies like smart systems for IoT, highly secure software solutions, wearables and smart health innovations.	Cool Silicon e.V.
5	19-25/06/2017	Le Bourget (France) – Aerospace June 2017	Bourget Paris, France	https://www.siae.fr/guide_pratique/dates_et_horaires.htm	Aerospace	PLASTIPOLIS
6	28/06/2017	Business Connection Forum Brussels 2017	Brussels, Belgium	https://www.b2match.eu/2017businessconnectionforumbrussels	Digital technologies	Cool Silicon e.V.



**EUROPEAN
CLUSTER COLLABORATION
PLATFORM** .eu

7	5-8/07/2017	EBN Congress	Enghien-Les-Bains, France	http://www.ebncongress.eu/	Ecosystem for innovation	DSP VALLEY
8	12- 15/07/2017	StartupFestival	Montréal, Canada	www.startupfestival.com/	Network startups	CAP DIGITAL
9	29/08 - 01/09/2017	OpenLivingLab Days 2017, Kraków, Poland	Krakow, Poland	http://www.openlivinglabs.eu/event/ openlivinglab-days-2017	systematic user co- creation approach integrating research & innovation processes	Maritime Technologies
10	21- 22/09/2017	5th Cluster Matchmaking Conference	Stuttgart, Germany	https://www.b2match.eu/cluster- matchmaking-2017	Cluster matchmaking event	CAP DIGITAL



EVENTS YEAR 2017

N°	Dates	Event	Location	Link	Topic	Cluster
11	3-5/10/2017	Business Connection Forum Albany 2017 USA, Canada & Europe	Albany, USA	http://www.minalogic.com/fr/evenement/business-connection-forum-2017-usa-canada-europe	Advanced electronics	Cool Silicon e.V.
12	17-20/10/2017	Fakuma messe	Fakuma, Germany	http://www.fakuma-messe.de/en/	Plastic technology	PLASTIPOLIS
13	30-31/10/2017	Cleantech Venture Day in London on 31st October 2017	London, UK	https://nordicinnovationaccelerator.com/en/blog/save-the-date-cleantech-venture-day-investor-conference-and-global-cleantech-awards-in-london-on-30-31-october-2017	Cleantech investor conference	Cambridge Cleanetch
14	5-13/11/2017	SPTW (Sao Paulo Tech Week) 2017	Sao Paulo, Brazil	http://www.saopaulotechweek.com/	Technologies	iTech Transilvania Cluster by ARIES
15	9-10/11/2017	ICT Proposers' Day 2017, Budapest, Hungary	Budapest, Hungary	https://ec.europa.eu/digital-single-market/en/events/ict-proposers-day-2017	ICT Research & Innovation	
16	13-16/11/2017	MEDICA	Dusseldorf, Germany	https://www.medica-tradefair.com/	Medical industry	CAP DIGITAL
17	14-17/11/2017	Semicon Europa 2017	Munich, Germany	http://www.semiconeuropa.org/	Microelectronics	Cool Silicon e.V.
18	14-17/11/2017	Productronica	Munich, Germany	http://www.productronica.com/index-2.html	Electronics manufacturing	iTech Transilvania



						Cluster by ARIES
19	29-30/11/2017	NEM Summit 2018	Madrid, Spain	https://nem-initiative.org/		PLASTIPOLIS
20	Not defined yet	Enterprise Europe Network 2017 Annual Conference	Not defined yet	https://www.b2match.eu/eenconf2016	Network	iTech Transilvania Cluster by ARIES

EVENTS YEAR 2018						
N°	Dates	Event	Location	Link	Topic	Cluster
1	6-8/03/2018	JEC World 2018	Paris, France	http://www.jeccomposites.com/events/jec-world-2018	Composites	PLASTIPOLIS
2	13-15/03/2018	London Oceanologie conference	London, UK	https://www.foiresinfo.fr/Oceanology-International-M9877/Londres.html	Oceanology	Biosaxony
3	7-11/05/2018	NPE 2018	Orlando, USA	http://www.npe.org/about-npe2018	Plastic technology	PLASTIPOLIS

Table 2 List of the events 2017-2018



3. What countries are you interested in collaborating with (EU and worldwide)? Would the organisation of a matchmaking event related to these countries be helpful to you (in the EU or the specific country)?

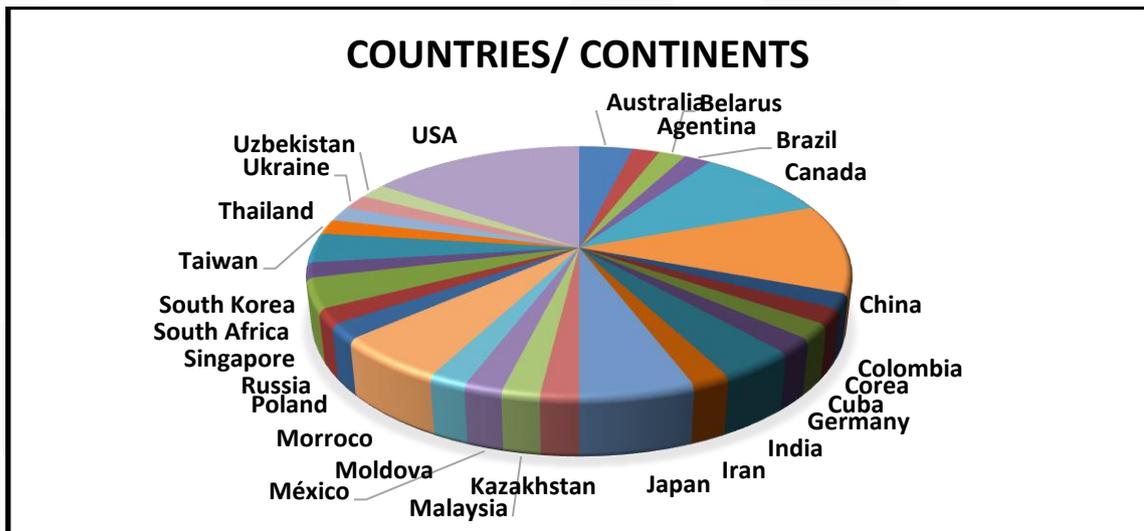


Figure 2 Countries/Continents of interest

The countries/continents that concentrate the major interest of the clusters are USA, China Canada and Japan.

3.2 Relevance towards individual objectives

1. Relevance of the event

Figure 3 below indicates the relevance of the event with regards to possible specific objectives of the participants. The event seemed to be extremely relevant for sharing knowledge of market entry barriers for cluster organisations/members, the vision and knowledge of new markets and technology trends and the development of new business activities.

The signature of cooperation agreements was assessed differently by the delegates. An average trend emerges but unlike the other variables, the answers seem to be more divided, indicating that not all clusters had the same experience. While for some participants the signature of agreements was very positive, others valued it poorly because 1/3 of the clusters declared it is a too early stage to get agreements right after the meetings. This is an observation that comes up regularly after each matchmaking event.



Lastly, the knowledge of geographical market and entry barriers received a good rating.

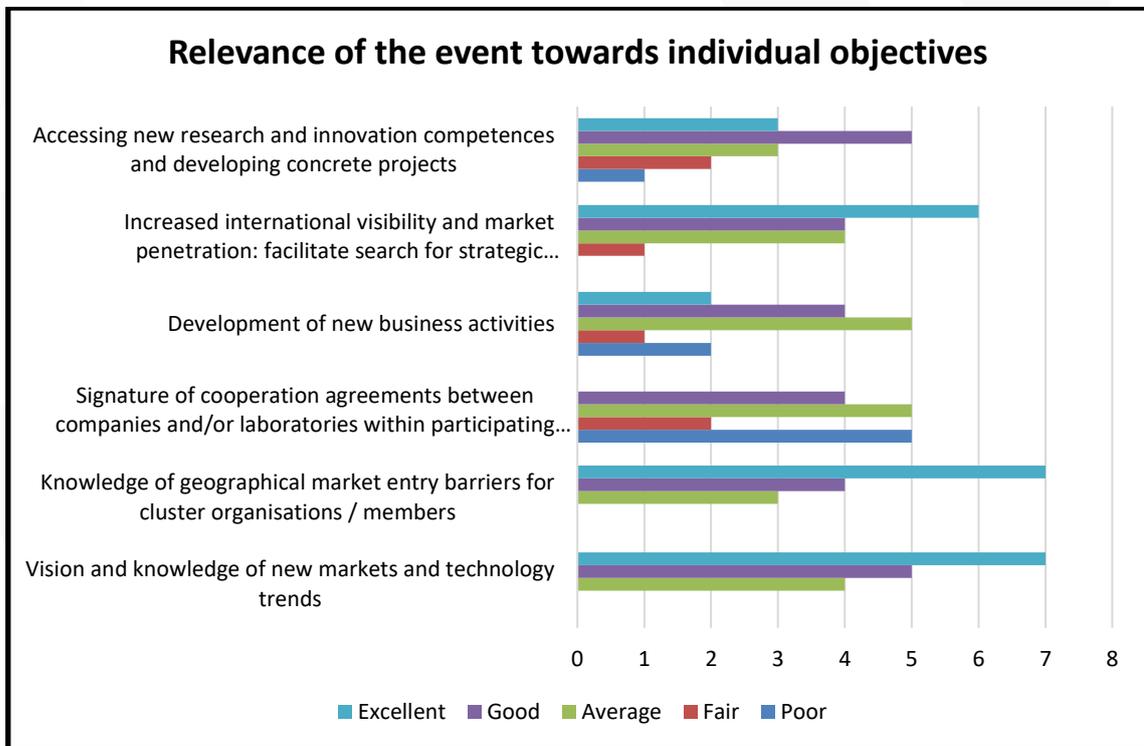


Figure 3 Results on the relevance of the event

2. Meetings of the matchmaking session

The booking of the meetings was made through the tool B2Match. It should be noticed that it was left with the US Administration to mobilise US clusters. Actual registration timing by US clusters on the B2Match tool proved difficult for the EU participants to schedule bilateral meetings with their peers. Thanks to specific efforts by the organisation team, an adequate number of US clusters could finally attend the event – some even through onsite promotion the day before the matchmaking. This situation nevertheless brought on some difficulties for scheduling the EU delegation meetings and other practicalities which should be kept in mind when assessing feedback received on the matchmaking.

Despite this situation, over 100 meetings could be scheduled via B2Match and practically all the bookings were maintained (97/112). In addition, a number of spontaneous meetings took place onsite: The EU participants were on average able to organise 1 more spontaneous meeting during the matchmaking event.



3.3 Impact of the event

The impact of the event was analysed on several aspects, as dealt with in the feedback form namely through such questions as: number of cooperation agreements/letters of intent your cluster has initiated or plans to establish with clusters/businesses/RDI actors/business network/facilitators you met at the event; number of clusters/businesses you plan to keep further contact with to establish cooperation and the number of collaborative project ideas that have emerged from the C2C meetings.

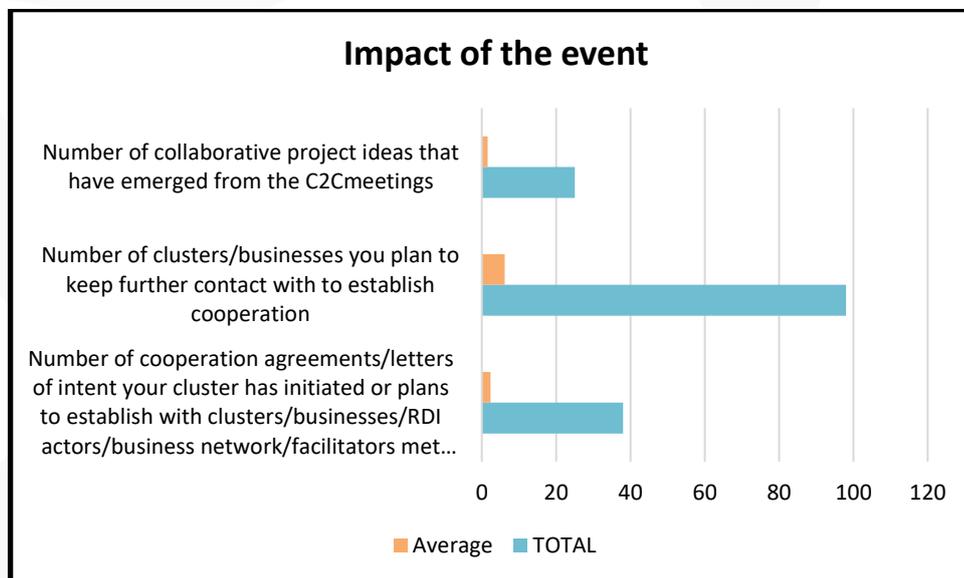


Figure 4 Impact of the event in terms of collaborative projects, agreements & cooperation with organisations

A total of 38 cooperation agreements and 25 collaborative project ideas were mentioned in the feedback forms (Figure 4). This represents an average of 2 cooperation agreements and 1 collaborative project idea per European cluster were initiated with organisations that participated in the matchmaking event. Those numbers demonstrate a positive impact of the event.

In addition, each of the European cluster participants plans to continue contacts with an average of 6 organisations from the event. Therefore, this figure is also positive and indicates that European clusters, however signing agreements may be low, found out organisations that fit their needs and interests to continue talks in the future.



3.4 Information about the organisations met during the matchmaking

This section specifies information about the organisations the EU participants met during the matchmaking and with whom they plan to keep in touch for further cooperation. The details regarding meetings are collected in Table 3 below. Some of the participants did not fill in this question and the table is therefore indicative of the trend only. In addition, some participants also included follow up action plans with peers they met during the cluster visits; not every outcome could be clearly attributed to one or the other event though (some US organisations were part of the cluster visits and the matchmaking event), yet outcomes are valid and acknowledged.



EU Cluster Delegation	Cluster / Sector	Cooperation objective/Action envisaged/Next steps
ARIA Normandy	University of Colorado	Training cooperation.
	Marine Industries Science & Technology Cluster	Research cooperation on new materials.
	PureBlue	Connected cars and electrical cars.
Bioenergy for the Region Cluster	Ben Franklin	Reach and contact the textile company, associated with Ben Franklin, with the member of B4R cluster, the Polish smart textile company, in order to textronics technology transfer.
	Singh Center for Nanotechnology	Plan to establish research cooperation between Research and Innovation Center Pro-Akademia, TUL and Singh Center in area of nanotechnology of new membrains for the MFC & development of graphene material in energy utilisation.
	SRI International	Cooperate with the SRI International in innovation and creativity issues, especially in context of energy, specific for Poland. As the SRI is engaged in process of establishing in Poland the new agency, similar to DARPA, we are interested to participate in this activity.



	PureBlue	Explore the opportunities to collaborate and to accelerate innovation in the Water-Energy-Food Nexus, because we and the Pure Blue Organization see water innovations as fundamental to economic vitality, sustainability and quality of life. We are very interested to learn of water technology developments in the USA for our cluster's members.
	k-Team Boston	Plan to cooperate with the k-Team in order to disseminate the idea of market exploration and start-ups development program within the members of the Bioenergy for the Region Cluster.
	StandX	The company offers a new technology solution, interesting for the members of our cluster. We plan to contact the owner of the company and negotiate the conditions of the future cooperation.
biosaxony e.V.	Lublin medicine	Start German-Polish Collaboration on medtech. Knowledge and technology exchange. Joint events with companies.
Cambridge Cleantech	MASSTLC	We will explore the idea of reciprocal membership and soft landing services with MASSTLC.
	UK Foreign Commonwealth Office (Boston)	We are exploring the chance to support a US academic / economic stakeholder delegation to the UK to explore the policy and commercial landscape linked to smart grids.
	Metro Atlanta Cluster	We are exploring (I have been invited to a Metro Atlanta London event) soft landing services that would create access to the Cambridge Technology cluster for Metro Atlanta's international team.



	MassCEC	We will explore working with MassCEC around the Smart Grid exchange project with a view to creating a longer lasting relationship focused around sharing emerging energy technologies.
CAP DIGITAL	Digital health accelerators	Soft landing of EU startups in Contents & Media, e-Health, IoT, Robotics, Smart Data for Market, exploration, Market, assessment, Market entry.
CBM scri	Georgia Innovation Crescent	Regarding Georgia Innovation Crescent's mission, we explored how to cooperate in order to offer to the Smart health Cluster EU companies their support to find potential partners, sites and facilities, which can help their business grow in the U.S.
	City of Lublin coordinator of Lublin medicine-medical Wellness Cluster &	Regarding their medical and clinic sectors, we are going to establish a cooperation agreement in order to activate partnerships between Italian and Polish companies and research groups. One of the main goal is focuses on developing new products in the functional food and probiotics sectors.
	biosaxony e.V	Regarding their biotechnology and biomedical sectors, we are going to establish a cooperation agreement in order to activate partnerships between Italian and German companies and research groups. One of the main goal is focuses on developing new products in personalized medicine, e-health and big data sectors. In addition, we are interested to participate together to Horizon 2020 programme and others European Cluster programmes.



	DSP Valley	Regarding their micro/nano-electronic and digital technologic sectors, we are going to establish a cooperation agreement in order to activate partnerships between Italian and Belgian companies and research groups. The potential partnerships between the two Clusters will be based on the multidisciplinary interface between different key enabling technologies developed by the companies. In addition, we are interested to participate together to Horizon 2020 programme and other European Cluster programmes.
Cool Silicon e.V.	Singh Center for Nanotechnology (University of Pennsylvania)	Connection with some of our cluster members regarding Nanotechnology and research.
	Cambridge Innovation Center / kTeams	Connection with cluster members, planning to start a business in Boston/Mass.
	MassTLC	Connection of robotics/automation players; Connection of IoT players; Maybe some R&D.
	MassCEC	Technology and service transfer, wind energy technology (testing); Connecting to partner cluster "EnergySaxony".
DSP Valley	NJIT (New Jersey)	Explore smart city cooperation. Invite for participation at Silicon Europe event in October in Upstate New York (Albany).
	TeamNEO	Explore cooperation for flexible electronics and for ultra-low power electronics for wearable or implantable medical devices. Exchange keynote speakers for events.



	The REDI Zone Ohio	Explore cooperation for specific cluster members on medical imaging sensors and ultra-low power electronics for medical devices (they currently have some strong links with Switzerland; Belgium could offer excellent alternative sourcing).
	Systematic	Explore for new cluster-to-cluster cooperation opportunities, for developing new cluster services to start-ups in incubators. Explore cooperation in cybersecurities and/or in smart cities.
ECDF MKLASTER	OHIO MEDICAL UNIVERSITY	Testing new technologies/solutions from medical sector, exporting IT services, outsourcing IT specialists, looking for EU-Funded projects.
Fondazione Torino Wireless	Georgia Innovation Crescent	We both share an interest in smart cities and communities. They have contacts within Atlanta with different associations, R&D centers and cities that could be interested in collaborations with European networks in fields such as: serious gaming, smart cities, traffic issues, last mile optimisation, bike sharing, automotive hubs, etc. We have companies within our network that address all these subjects.
	New Jersey Innovation Institute @ NJIT	They have living lab approaches regarding hospitals and smart health solutions, one of our domains within the cluster of technologies for smart communities.
	The Maritime Alliance	The interest with them regards mainly the cities from our cluster interested in smart ports and the companies working on that subject.



iTech Transilvania Cluster by ARIES	ARIA NORMANDY	We want to find new collaboration opportunities for the cluster entity and also for our member companies. We are interested to collaborate in research and innovation area in order to create innovative projects with major impact on the community.
	Cap Digital	We want to find new collaboration opportunities for the cluster entity and also for our member companies. We are interested to collaborate in research and innovation area in order to create innovative projects with major impact on the community.
	CASTRA - Cluster for AeroSpace Technologies Research and Applications	During years, iTech Transilvania Cluster by ARIES T developed projects in order to create collaborative projects between companies, universities, research institutions, local authorities and various service entities for developing the business environment of Cluj-Napoca. Since October 2016, we implement a project named ClimLab Earth Observation (EO ClimLab), funded by ESA (European Space Agency). The aim of this project is to stimulate the development of new services and products based on the use of open data and Copernicus services, all of which are combined with local data. We want to collaborate and made exchange of best practices in aerospace field with CASTRA cluster.
	CBM Smart Health Cluster Friuli Venezia Giulia	iTech Transilvania cluster by ARIES strives to develop new links with other clusters from heath fields of activity in order to initiate new trans sectoral projects and collaboration.
Lublin Medicine- Medical & Wellness Cluster	Clinical trials	Framework of cooperation has been defined & visits in Poland have been planned.



Maritime Technology Cluster FVG	Maritime Alliance	Interest to join the Blue Tech International Cluster.
	Maritime industries science and technology cluster	Possibility to evaluate interest of respective stakeholders to develop business together.
	Plastipolis	Possibility to develop R&D projects.
	PureBlue	Possibility to develop R&D projects.
	CleanTech	Possibility to develop joint collaboration projects.
PLASTIPOLIS	Ben Franklin TP	To consolidate previous discussions regarding the involvement of Plastipolis SMEs that are already developing business in the US but that are interested to build up a US office. BFTP can be a very interesting partner for such SMEs according to its soft-landing facilities and also funding programs for innovation projects.
	Marine Industries Science and Technology Cluster	This cluster is very interesting for Plastipolis as being application oriented but very much connected to the Polymer department of the Southern Mississippi University and its business accelerator: http://theaccelerator.ms/
	Neo Team	This organization is focused on some strong areas of interest for Plastipolis: additive manufacturing, smart devices. They are mainly located in the Cleveland area but are covering Ohio with a specific interest for us with the University of Akron that is one of the most famous university in the world for polymer science.



	Cambridge Innovation Center (Venture Café)	This organization is impressive by the number of SMEs and start-ups involved (1000+) and by the tools they have been developing to promote entrepreneurship (e.g. Venture Café). In addition, they have a specific training program devoted to foreign (e.g. European) companies that want to develop business in the US.
	Mass TLC	This organization from the Boston area has developed very performant approaches and tools to organize and stimulate an innovation eco-system by promoting crosslinks between sectors and exchanges of experiences and practices between small and large companies.
	Singh Center for Nanotechnology	This Center is one of the leading in the world with regard to material science and nanotechnologies. One particular of interest for Plastipolis is the area of printed electronics and smart plastics.
Sustainable Business Hub	PureBlue	We agreed that I will put PureBlue in connection with Swedish water companies within our cluster. The aim is to create a link between the US-market and their need for water innovation with Swedish clean tech solutions.
	MetroAtlanta	MetroAtlanta will presumably visit Sweden and we will be in contact in order to set up a meeting if possible to get to know the exchange possibilities more. One possibility is for them to bring a delegation to our region in Sweden in order to benchmark sustainable solutions in urban environments.
Systematic Paris-Region	MetroAtlanta	Looking further into Atlanta's French companies
	The Maritime Alliance	search of commercial integration US partner for one of our companies on the telecom space

Table 3 information about the clusters with whom the participants plan to keep in touch for further cooperation



4. Testimonials

After the event all participants were asked to provide a short testimonial that could be used by ECCP for publication on the website or other means. Most participants have in the following provided a short paragraph – which of course englobes the whole event. The testimonials provide valuable insight on participants' "highlights" and are a powerful means to determine the success of the event, in combination with the feedback received in oral and written form and displayed above.

The testimonials are displayed below in the order of receipt with no whatsoever classification of importance or priority.

Laura Cerni, cluster manager CBM srl, Italy: “My cluster is active in the fields of Biomedicine,



Biotechnology, e-Health and Ambient Assisted Living, so the cluster visits in Philadelphia, PA, which is a hub for life sciences, were of particular interest to me. It was very useful to understand the research and innovation landscape in the USA thanks to the presentations, meetings and visits, as it differs from the system we know from Europe. I am glad I can bring specific information home to my cluster's member companies: indeed, I could already schedule a concrete appointment for one company that is visiting Boston next week with the group in charge of the Biomanufacturing Program at MIT, and with the Fraunhofer Center for Manufacturing Innovation, two of the organisations met in Boston during our cluster visit.”

Peter Simkens, cluster manager of DSP Valley, Belgium: “The matchmaking event in Washington,



DC, was efficient for me, as I could discuss some opportunities of collaboration for our cluster and our members. As for the visits, I would be interested to learn more about the access opportunities and mechanisms for European companies to the Manufacturing America program that was presented to us. When visiting the Cambridge Innovation Center in Cambridge, MA, I realized that a number of our cluster's member companies have already used the incubation and consulting services which were a great information mechanism for them and allowed them to enter the US market for sales whilst growing steadily in the EU. Their testimonials could be a great inspiration for others.”



Carlo Kraskovic, Project Manager, Mare FvG, Italy: “The mission has represented a great



opportunity to getting aware about innovation and technology development framework in the USA, providing information on several actors with different competences and roles. Since our cluster is involved in the maritime technologies sector, during the matchmaking event we had the possibility to meet three American cluster focused on different maritime and marine topics. The meetings helped us understand what they do and gave us the possibility to get more details on maritime topics that we could develop in the future.”

Marzena Strok-Sadło, Lublin Medicine Cluster, Poland: “EU Cluster Mission to USA has been



significantly important to further Lublin Medicine - Medical and Wellness Cluster development. During five days, thanks to good organization of the mission we had the opportunity to meet a number of key market and research players. We have gained the knowledge about the US system supporting economic and scientific development. We could also discuss the business model of our potential partners.

Matchmaking meetings in Washington allowed us to introduce our cluster directly to US and European organizations. The scope of potential cooperation has been defined. In two cases, we have already decided on signing the agreement on cooperation in the nearest future. Meetings in Philadelphia and Boston besides very professional presentations gave us an opportunity to meet personally people who are in charge of well-recognized US institutions. After being back to Poland and Lublin we have started to work on individual bases with partners we had met, structuring our initial ideas for cooperation.”

Silvana Sanfeliu, Business Analyst, Fondazione Torino Wireless, Italy: “The mission was helpful



to understand how the innovation and acceleration services work in the USA. We got to meet different kind of entities and organisations that can be approached when searching for partners to support companies in their internationalisation processes, whether it is to open an office, analyse the market, develop joint projects or search for potential investors. The visits held in both Philadelphia (PA) and Boston (MA) gave us clusters a good perspective on the interest and goals of the US’ organisations we met and allowed us to start a dialogue that can lead to collaboration and cooperation with them. The matchmaking B2B meetings, in Washington DC, were effective, having more time to get to know the entities and have a deeper insight of how we can collaborate together. Torino Wireless manages 2 clusters



that address ICT applied to different fields and sectors, with a particular emphasis in Smart Cities and Communities solutions, so, even if some of the meetings were centred in a specific sector (for example life sciences, biotech, etc.), I found interesting potentialities for ICT as an enabling solution.”

Madlen Schiller, biosaxony e.V., Germany: “biosaxony is the association of life sciences



industries in the Free State of Saxony (Germany). Our focus areas are biotechnology, medical devices and health. With over 110 members we are active in site marketing, technology transfer and business development. The cluster mission to the U.S. was a great opportunity for biosaxony to start collaboration with US clusters and business development agencies. The support services for soft landing and technology transfer of Ben Franklin Technology Partners in Philadelphia and the Cambridge Innovation Centre

in Boston were particular interesting for us. The trip was well organized and we had the opportunity to talk to different stakeholders from universities, development agencies, cluster associations and start-up incubators.”

Patrick Vuillermoz, PLASTIPOLIS, France: “The US cluster mission including the matchmaking



event during the TechConnect Conference has been very fruitful by giving the opportunity to better understand the way American clusters are acting and developing their innovation eco-systems. This enabled to get leading edge practices in the combination of technology and business oriented communities for the benefit of start-ups and innovative companies. For our particular interest, we have been able to build up promising connections with

cluster or economic development organizations in Pennsylvania such as Ben Franklin Technology Partners, or in Ohio such as Team Neo, as well as Mass TLC in Massachusetts. As complementary, the TechConnect annual conference in Washington brought us some key insights in technology trends related to our fields of interest such as material technologies, printed electronics, 3D printing or advanced manufacturing.”



Ewa Kocharńska, Research and Innovation Center Pro-Akademia, Poland: "It was a very



interesting, useful visit for our cluster from the point of view of companies as well as research institutions. We could collect a lot of good examples of bridging industry and academia, rules of conducting research projects for companies, we could get familiar with and understand the American approach to interactions between science and industry, even if it is not called "cluster interactions". The lesson learned will be taken to Poland in order to implement the American model of thinking: Technology and demonstration + Training and education. We plan to find the complementary area of cooperation with the USA market, e.g. with regards to energy efficiency and energy saving technology, small scale RES technology, RES technology for e-mobility or waste-to energy technologies."

Stefan Uhlig, Cool Silicon e.V., Germany: "During the High-Level US-Cluster-Missions, I gathered



lots of useful information and even more contacts for our cluster and the members, respectively. The learnings for our cluster regarding the remarkable entrepreneurial and seed-capital as well as VC ecosystem in Philadelphia (PE) and Boston/Cambridge (MA) will help our members, once they start their business in these regions. For R&D opportunities the Singh Center for Nanotechnology in Philadelphia was a very promising visit to connect with some of our research institutes. The meetings with MasTLC and MassCEC in Boston showed outstanding opportunities on the C2C-basis and furthermore some of our members in the wind turbine branch may conduct new businesses in the near future."

Vincent Civita, ARIA Normandy, France: « The European mission was a very fruitful event for us.



From one part, the program exploring the US East Coast provided us a good picture of the innovation and economical practices, which is very different compared to the well-known Silicon Valley. We met very open-mindset counterparts, with a real willingness to build collaborative projects with European entities. Also, we discovered different organizations involved in the local economy: Ben Franklin organisation helping the companies to set up in Pennsylvania, Navy Yard organizing economic and social life, Fraunhofer centers innovating in US, Manufacturing USA supporting US industry to be more competitive with a national and specialized projects with laboratories (like our Factory Of Future, Industry 4.0), Singh Center (University of Pennsylvania) with huge R&D portfolio, ... and an amazing "start-up push" process (Community innovation Collaboration) bearing the American entrepreneurship spirit."



Sam Goodall, Cambridge Cleantech, UK: “Thanks to everyone involved in the EU-US Bilateral



Cluster Mission. I can't speak highly enough of what a fantastic opportunity it was for Cambridge Cleantech as a technology cluster. I met over 70 potential collaborators and since returning have already followed up with 3 potential partner organisations with concrete next step actions, (two meetings scheduled in London and an outline for a US-EU Summit on Smart Grid Technology). Participating on the mission with over 20 other EU technology clusters was also extremely valuable and has exponentially grown our international network with other technology clusters in Europe within the space of just a few days. Likewise, this has already led to a concrete joint bidding activity for cluster collaboration. I was impressed with the work and activity of the European Cluster Collaboration Platform before this mission but now I'm positively evangelical; active participation in international cluster collaboration is hugely valuable for our members – particularly those who are looking for international research and collaboration opportunities - and the ECCP is a fantastic source of information and resources for us to support them in doing this. Thanks again to everyone who was involved and organised such a fantastic mission – I can't stop telling people about it and it was a real privilege to be involved :).

Marcin Paradowski, ECDF mKlaster, Poland: “The High-level EU Cluster Mission to the US was a



great opportunity to understand how the innovation ecosystem works there. We had an opportunity to exchange experiences with different kind of entities, from business support institutions, through R&D institutions, up to the VC ecosystem. It was a fruitful set of C2C matchmaking meetings and direct visits at local institutions. We came back with promising contacts and knowledge about the wide range of services offered by the US organisations what let us develop further cooperation. As an ICT cluster we are very satisfied that we confirmed during this meetings that there is a need for better collaboration between the US business environment and the European ICT sector as well as we get concrete tools to make this collaboration possible.”



Helena Eriksson, Sustainable Business Hub, Sweden: "Sustainable Business Hub represent 100+ triple helix members in Sweden with solutions and ambitions to create a more sustainable society. For us the EU-US cluster mission was valuable in many different ways, from knowledge exchange to concrete contacts. Collaboration across borders and sectors is key when it comes to sustainable development. The concept of the delegation made it easy to access information about, and connections at, research centers and clusters in the US. We could in this way link some of our members directly to these connections. The EU-US cluster mission was also a great way to share best practice and ways to improve cluster organisations. The discussions and exchange between the representatives from the 19 European clusters has created a great platform for further collaboration in our sense. We look forward to inform 12 of our Swedish cluster partners within the Swedish innovation program Vinnväxt about these connections as well as the up-coming cluster missions."



5. Conclusion

The questionnaires analysed represented 100% of the total European delegation that was supported by the ECCP. According to the overall assessment of the feedback received, it can be concluded that the objective of the EU-US Matchmaking Event was achieved. Participants gained knowledge on the opportunities, potential and challenges of the different US markets and established the first contacts with their counterparts from the country. The event also succeeded in creating a good number of cluster contacts and many inter-sectoral relationships have been established (see table 4).

But there are 2 critical points that were highlighted for this event: the trade event chosen, Techconnect World Innovation, did not correspond to most participants' expectations – even though a few find it highly interesting. The major criticism also related to the fact that the fee for the event was rather expensive, in spite of the price negotiated by the ECCP team in comparison to the normal entry fee, and that the exposition had already closed the day after the matchmaking event when participants had more time available for visits.

Also, in regard to the visit of the expo, it would have been more judicious to plan it for the day before the ECCP event for making first contacts with relevant US organisations and to bring them to the seminar and C2C meeting for further exchange.

The overall outcome of the event was seen as quite positive by the participants. The follow – up survey (+ 3 months after the event) will provide more insights on how fruitful the event was for the European cluster participants over the long-term.



6. Annexes

Annex 1 – Agenda



High-level EU Cluster Mission to the USA

15 to 19 May 2017

including a U.S. – EU Cluster Cooperation and Matchmaking Event at the TechConnect World Innovation Conference, Washington DC
& Cluster visits to Boston, Philadelphia and Washington DC



MONDAY 15th MAY PHILADELPHIA

ALL DAY : CLUSTER VISITS

For EU clusters only

- 08.10** *All participants meet in front of Philadelphia Downtown Marriot (1201 Market St, Philadelphia)*
- 09.00** **Ben Franklin Technology Partners of Southeastern Pennsylvania**
- 10.45** **Penn State at the Navy Yard**
- 11.45** **Navy Yard Tour with Philadelphia Industrial Development Corporation**
- 12.30** *Working Lunch - Urban Shop 543 Cafe*
- 13.00** **U.S. Economic Development Agency Philadelphia Regional Office & Office of International Business Development, Department of Community and Economic Development, Commonwealth of Pennsylvania**



- 14.00** Science Center
- 14.45** Life Sciences Pennsylvania
- 15.30** The Wistar Institute of Anatomy and Biology
- 16.30** Singh Center for Nanotechnology at the University of Pennsylvania

EVENING

Individual train travel to Washington (from 18.00)

TUESDAY 16th MAY WASHINGTON – TechConnect event

*Address TechConnect event (including Seminar and Matchmaking session)
Gaylord National Hotel & Convention Center
201 Waterfront Street
National Harbor, MD 20745*

Public event

MORNING – TechConnect event, National Harbor Room 10

Cooperation Seminar & roundtable on sharing of good practices

08.30 Registration & networking coffee

09.00 Welcome and Introductory Remarks

- ✓ *Svetlana Klessova, Director, inno TSD*
- ✓ *Christophe Guichard, Team Leader Cluster internationalisation, DG GROWTH, European Commission*
- ✓ *Tshanda Kalombo, Senior International Trade Analyst, Department of Commerce, USA*

09.15-10.45 EU-US cluster collaboration seminar: good practices and opportunities

09.15 Understanding Transnational Business-Academia Collaboration: A View From the US, *Roland Stephen, Director, SRI, USA*

09.25 Tools and initiatives supporting transatlantic cluster cooperation: the European Cluster Collaboration Platform (ECCP) *Eva Fadil, ECCP project manager, inno TSD*



09.35 Good Practices and Experiences on Transatlantic Cluster Collaboration - Presentations + Q&A, moderated by Eva Fadil, ECCP project manager

- ✓ *Brief introduction providing an overview of good practices/ success cases, Eva Fadil, ECCP project manager*
- ✓ *Blandine Chantepie-Kari, Vice President, University & Entrepreneurship - Soft Landing Programs European American Enterprise Council, USA*
- ✓ *Peter Simkens, Managing Director of DSP VALLEY (micro-nano electronics cluster), Belgium*
- ✓ *Michael Jones, CEO of The Maritime Alliance (ocean & water tech cluster), San Diego/USA*
- ✓ *Vincent Civita, Director Aria Normandy (automotive cluster), France*
- ✓ *John Woodward, Senior Director, Foreign Investment, Economic Development, Metro Atlanta Chamber, USA*

Questions for discussion, indicatively:

- How have you succeeded to establish collaboration with counterparts (from the EU / from the US respectively)?
- What are major outcomes and impacts you could observe thanks to this cooperation?
- What are your lessons learnt – what would you recommend to others?

10.45 Networking coffee break

**11.00-12.30 Knowledge sharing roundtable:
supporting companies to go international for research and innovation
collaboration**

11.00 Presentation of the panelists, Jessica Avery, SRI

11.05 Introductory presentation on “Supporting companies to go international for research and innovation collaboration”, Svetlana Klessova, inno TSD, BILAT USA 4.0

11.15 Knowledge sharing round table. Panelists from the EU and the US:

- Stefan Uhlig, Senior Project Manager, Cool Silicon e.V., Germany
- Carlo Kraskovic, Project Manager, Mare TC FVG, Italy
- Christiane Egger, Deputy Manager, Cleantech-Cluster Energy, Austria
- Scott N. Paul, President, Alliance for American Manufacturing (AAM), USA



- David M. Hart, Director, Center for Science and Technology Policy at George Mason University; and Nonresident Senior Fellow, Metropolitan Policy Program at the Brookings Institution, USA
- Andrew Steigerwald, Senior Advisor, Advanced Manufacturing Office, U.S. Department of Energy, USA

Moderation by Roland Stephen, SRI, BILAT USA 4.0

Questions for discussion, indicatively:

- Experiences to share: examples of how to help companies to engage in international RDI collaboration with transatlantic partners
- Main pitfalls/challenges
- From MoU between clusters to concrete RDI collaboration between companies and research organisations
- How clusters have or can have impact on EU-US research and innovation collaboration
- Needs for support...
- Q&A from the audience

12.20 Summary & closing, *Svetlana Klessova, inno TSD*

12.30-13.30 Networking lunch (for participants to the Matchmaking session)

AFTERNOON – TechConnect event, National Harbor Room 11

For EU and US
clusters only

13.30-18.00 C2C Matchmaking session

- ✓ Each C2C matchmaking meeting will last 25 minutes with 5 minutes to move between meetings.
- ✓ Coffee/tea/refreshments provided.

18.30 – 19.15

- ✓ Debriefing on the Cluster Matchmaking session (European clusters only)

Informal get together in the evening at Belvedere Lounge Bar, Gaylord National Resort & Convention Center



WEDNESDAY 17th MAY WASHINGTON

Public event

ALL DAY

TechConnect event

08.30 – 15.30

- ✓ TechConnect event participation (individual agenda/visit for each participant)

LATE AFTERNOON or EVENING

Travel to Boston (individual travel)

THURSDAY 18th MAY BOSTON

For EU clusters only

ALL DAY

07.30 All participants meet in front of Omni Parker House (60 School St, Boston, MA)

08.30 Massachusetts Institute of Technology (MIT) Center for Biomedical Innovation, Innovation Initiative, & Industrial Performance Center (*tentative*)

10.30 Fraunhofer Center for Manufacturing Innovation

12.00 Lunch - Eataly

13.30 Massachusetts Office of International Trade and Investment (*identification required*)

15.00 Fraunhofer Center for Sustainable Energy Systems

15.30 Northeast Clean Energy Council & NECEC Institute

17.00 Cambridge Innovation Center and Venture Café

FRIDAY 19th MAY BOSTON

For EU clusters only

MORNING

09.00 All participants meet in front of Omni Parker House (60 School St, Boston, MA) with luggage



10.00 Mass Technology Leadership Council, Inc. (*identification required*)

11.30 Lunch – Faneuil Hall Marketplace

13.00 Massachusetts Clean Energy Center

AFTERNOON (14.00-16.00)

14.00 Debriefing session on the cluster visits

15.30 Depart for Logan International Airport

Flight back to Europe from Boston (starting 7pm)



Annex 2 – Overall quality of the event

OVERALL QUALITY OF THE EVENT						
NB	EU CLUSTER	Overall event content / agenda	The matchmaking sessions	Overall organisation	The facilities	The information provided to the participants
1	ARIA Normandy	5	5	5	5	5
2	Bioenergy for the Region Cluster	5	3	5	5	5
3	biosaxony e.V.	1	3	1	4	3
4	Cambridge Cleantech	4	4	4	5	4
5	CAP DIGITAL	4	4	3	2	4
6	CBM srl	5	4	3	3	3
7	Cool Silicon e.V.	4	2	3	4	4
8	DSP Valley	3	4	3	3	3
9	ECDF MKLASTER	3	3	3	5	5
10	Fondazione Torino Wireless	4	5	3	4	4
11	iTech Transilvania Cluster by ARIES	5	5	5	5	5
12	Lublin Medicine- Medical & Wellness Cluster	5	5	5	5	5
13	Maritime Technology Cluster FVG	4	4	4	4	3
14	PLASTIPOLIS	4	4	5	4	5
15	Sustainable Business Hub	3	4	4	3	4
16	Systematic Paris-Region	4	3	4	4	5
	TOTAL AVERAGE (score 0-5)	3,9	3,9	3,8	4,1	4,2
	<i>Total votes for 5</i>	5	4	5	6	7
	<i>Total votes for 4</i>	7	7	4	6	5
	<i>Total votes for 3</i>	3	4	6	3	4
	<i>Total votes for 2</i>	0	1	0	1	0
	<i>Total votes for 1</i>	1	0	1	0	0
	<i>Total votes for 0</i>	0	0	0	0	0



Annex 3 – Relevance of the event towards individual objectives

RELEVANCE OF THE EVENT TOWARDS INDIVIDUAL OBJECTIVES										
N°	EU CLUSTER	Vision and knowledge of new markets and technology trends	Knowledge of geographical market entry barriers for cluster organisations / members	Signature of cooperation agreements between companies and/or laboratories within participating clusters/regions/countries	Development of new business activities	Increased international visibility and market penetration: facilitate search for strategic alliances/partners	Accessing new research and innovation competences and developing concrete projects	Number of meetings planned for the matchmaking event	Number of meetings maintained during the matchmaking event	spontaneous meetings during the matchmaking event
1	ARIA Normandy	5	5	4	4	4	4	6	6	0
2	Bioenergy for the Region Cluster	5	5	3	3	5	5	1	1	5
3	biosaxony e.V.	3	4	1	3	3	2	6	7	1
4	Cambridge Cleantech	5	5	3	4	5	5	11	10	0
5	CAP DIGITAL	4	4	0	1	1	0	7	5	3
6	CBM srl	3	3	4	5	5	3	7	5	1
7	Cool Silicon e.V.	4	4	1	2	3	4	10	8	4
8	DSP Valley	4	2	0	3	3	1	10	8	0
9	ECDF MKLASTER	5	5	3	4	4	4	5	3	0
10	Fondazione Torino Wireless	3	3	3	3	4	3	6	5	2
11	iTech Transilvania Cluster by ARIES	5	5	0	0	5	4	10	10	0
12	Lublin Medicine- Medical & Wellness Cluster	5	5	4	5	5	5	10	9	1
13	Maritime Technology Cluster FVG	4	4	3	3	4	3	7	5	0
14	PLASTIPOLIS	5	5	4	4	5	4	8	8	0
15	Sustainable Business Hub	4	2	0	2	2	2	3	3	3
16	Systematic Paris-Region	3	3	0	0	3	1	5	4	1
TOTAL AVERAGE (score 0-5)		4	4	2	3	4	3	7	6	1
Total votes for 5		7	7	0	2	6	3			
Total votes for 4		5	4	4	4	4	5			
Total votes for 3		4	3	5	5	4	3			
Total votes for 2		0	2	0	2	1	2			
Total votes for 1		0	0	2	1	1	2			
Total votes for 0		0	0	5	2	0	1			



Annex 4 – Impact of the event

PLEASE QUALIFY THE FOLLOWING ASPECTS RELATED TO THE IMPACT TO THE EVENT				
N°	EU CLUSTER	Number of cooperation agreements/letters of intent your cluster has initiated or plans to establish with clusters/businesses/RDI actors/business network/facilitators met at the event	Number of clusters/businesses you plan to keep further contact with to establish cooperation	Number of collaborative project ideas that have emerged from the C2Cmeetings
1	ARIA Normandy	0	3	3
2	rgy for the Region Cluster	0	3	3
3	biosaxony e.V.	3	5	1
4	Cambridge Cleantech	20	4	3
5	CAP DIGITAL	0	3	1
6	CBM srl	3	1	0
7	Cool Silicon e.V.	0	4	2
8	DSP Valley	0	7	0
9	ECDF MKLASTER	1	19	0
10	Fondazione Torino Wireless	3	7	0
11	iTech Transilvania Cluster by ARIES	0	20	0
12	Medical & Wellness Cluster	2	10	5
13	Maritime Technology Cluster FVG	1	3	1
14	PLASTIPOLIS	2	2	3
15	Sustainable Business Hub	0	2	2
16	Systematic Paris-Region	3	5	1
	TOTAL	38	98	25
	Average	2,38	6,13	1,56



Annex 5 – Cluster visits reporting BILAT USA 4.0

Below are displayed some extracts of the (non-public) BILAT USA 4.0 report regarding the cluster visits.

EVENT REPORTING

Name of the Event: High-level EU Cluster Mission to the USA 15 to 19 May 2017, including a U.S. – EU Cluster Cooperation and Matchmaking Event at the TechConnect World Innovation Conference, Washington DC & Cluster visits to Boston, Cambridge and Philadelphia

Joint event between BILAT USA 4.0 and European Cluster Collaboration Platform (ECCP). This report corresponds only to the part of the event regarding the cluster visits; a separate report is provided by SRI regarding the roundtable, the other activities (seminar, matchmaking event) being organised under the responsibility of ECCP.

The event included visits and meetings with representatives of the following organisations:

Philadelphia, Pennsylvania

- Ben Franklin Technology Partners of Southeastern Pennsylvania
- U.S. Economic Development Administration (EDA) Philadelphia Regional Office
- Life Sciences Pennsylvania
- The Navy Yard
- Office of International Business Development, Department of Community and Economic Development, Commonwealth of Pennsylvania
- Penn State at the Navy Yard
- Philadelphia Industrial Development Corporation
- Science Center
- Singh Center for Nanotechnology
- The Wistar Institute of Anatomy and Biology

Boston and Cambridge, Massachusetts

- Cambridge Innovation Center
- Fraunhofer Center for Manufacturing Innovation
- Fraunhofer Center for Sustainable Energy Systems
- Massachusetts Clean Energy Center
- Massachusetts Institute of Technology (MIT) Center for Biomedical Innovation
- MIT Innovation Initiative



- Massachusetts Office of International Trade and Investment
- Mass Technology Leadership Council, Inc. (MassTLC)
- Northeast Clean Energy Council
- NECEC Institute

Summary of the event



Group photo of the cluster delegation and organisers

From the 15th to the 19th of May 2017, a delegation visit of 19 European cluster organisations from 9 EU countries to the United States (U.S.) was organised by BILAT USA 4.0 www.euussciencetechnology.eu and the European Cluster Collaboration Platform (ECCP) www.clustercollaboration.eu in the framework of a **High-level EU Cluster Mission to the USA.**



Organising team from BILAT USA 4.0, ECCP and European Commission responsible

The full-week event included a rich programme including a seminar and cluster-to-cluster matchmaking event (organisation responsibility of ECCP), a roundtable (organisation responsibility BILAT USA 4.0, partner SRI and inno) and cluster visits (organisation responsibility BILAT USA 4.0, partner SRI and inno).

The delegation was accompanied by Christophe Guichard, European Commission Official at DG Internal Market, Industry, Entrepreneurship and SMEs (DG GROWTH) in charge of cluster internationalisation, and it was supported by the U.S. Administration through the Department of Commerce, USA.

One of the main objectives of the High-Level EU Cluster Mission to the U.S. was to support transatlantic cluster cooperation for strategic business partnerships building upon the EU-U.S. Cooperation Arrangement on Clusters signed between the U.S. Department of Commerce and the European Commission's DG GROWTH in April 2015, and to support European cluster organisations in the internationalisation of their and their members' activities, specifically focused on business cooperation, research and innovation.



As part of the High-level EU Cluster Mission to the USA, 20 visits to cluster-like organisations in Philadelphia (PA), Boston and Cambridge (MA) were organised.

In addition, the participants presented their activity and the research and innovation (R&I) stakeholders they represent in more than 90 bilateral cluster to cluster (C2C) meetings during a matchmaking event with 13 U.S. counterparts in Washington, DC. The TechConnect World Innovation Conference & Expo on 16th of May 2017 was the opportunity to gather further insights on the U.S. industry. The business trip enabled also to learn about the Research and Innovation (R&I) environment in the U.S., to meet peers and exchange with experts during a seminar & roundtable organised during the conference.

[Separate reports on the matchmaking event, as well as the seminar and roundtable will be available in due time.]

The European delegation was comprised of 19 cluster organisations in the fields of nanotechnologies, advanced materials and manufacturing, energy and sustainability, electronics and biotech seeking cooperation with clusters and the stakeholders of the R&I ecosystem in the United States. The EU cluster delegation participants were selected through a transparent process thanks to a call for Expression of Interest, published both by BILAT USA 4.0 and the ECCP for which 38 applications had been received.

The following EU countries were represented: Austria, Belgium, France, Germany, Italy, Poland, Romania, Sweden, United Kingdom.¹

The cluster-like hosting organisations and representatives met in the different U.S. locations during the cluster visits were selected to match the interests of the EU participants in terms of sector-focus and activity; they represented equally the U.S. R&I ecosystem in a well-balanced way: R&I networks, business networks, technology umbrella organisations, economic development organisations, research institutes, universities, investors/venture capitalists/business angels, incubators, etc. Some of the EU participants reported having met over 70 potential collaborators thanks to the delegation visit.

¹ A selected participant from Bulgaria unfortunately had to cancel his participation due to health problems.



The EU delegation firstly visited Philadelphia, PA, on the 15th of May 2017, welcomed by the Economic Development Agency (EDA) Philadelphia Regional Office and the Philadelphia Industrial Development Corporation in the Navy Yard. Delegates met some of the main economic development, research and innovation actors, such as Ben Franklin Technology Partners of Southeastern Pennsylvania, Life Sciences Pennsylvania, Science Center, Penn State, The Wistar Institute of Anatomy and Biology and the Singh Center for Nanotechnology. A presentation of the local research and innovation ecosystem and the collaboration opportunities for the European organisations were at the heart of the discussions. The European delegation appreciated the “*discovery of Philadelphia’s and Pennsylvania’s life sciences hub*”.



Presentation in front of a UPenn building in the Navy Yard (Philadelphia) designed according to energy efficiency aspects

[On 16th and 17th of May took place the seminar & roundtable, as well as the cluster-to-cluster matchmaking event in Washington, DC. Below is displayed a short summary for completeness, but separate reports on these activities will be available in due time.]

On the 16-17th of May 2017, the European delegation attended the TechConnect World Innovation Conference in Washington, DC. On 16th of May a cooperation seminar and knowledge-sharing round table was organised to present experiences on existing EU-U.S. cluster collaboration and to exchange on good practices. The presentations included an overview of the U.S. R&I ecosystem in comparison to the cluster landscape in the EU which enabled the clusters and the audience to share a common understanding on cooperation opportunities.



Panelists at the roundtable and audience during seminar and roundtable



The seminar and roundtable were followed by a half-day matchmaking session to which 13 U.S. cluster-like organisations were invited to meet with the European delegation. Some 90 bilateral EU-U.S. meetings took place between clusters and research and innovation organisations. A number of EU participants were able to share concrete ideas for collaboration with their U.S. counterparts either as a cluster organisation or on behalf of their members. The 17th of May was dedicated to the participation at the TechConnect World Innovation Conference which offered sessions both on scientific and business & innovation related topics.



Matchmaking event with bilateral meetings

The following days (18-19th of May) were dedicated to the visits in the lively tech and innovation hubs of Boston and Cambridge, MA. Massachusetts is living up to its reputation as the “Leading Technology State” in federal expenditure for academic and non-profit R&D in the U.S., and one of the global leaders in biotechnology, clean energy, digital health, IoT and some other topics.



Presentation at MIT, Cambridge

The EU clusters were hosted by U.S. organisations active in the same fields and interested in research and innovation cooperation. In total, the European delegation had 12 top-quality meetings with intense exchanges – e.g. with the Massachusetts Institute of Technology (MIT) Center for Biomedical Innovation, the MIT Innovation Initiative, the Fraunhofer Center for Sustainable Energy Systems and the Fraunhofer Center for Manufacturing Innovation, as well as the NorthEast Clean Energy Council, the NECEC Institute, Mass Technology Leadership Council, Inc., and some others.



Participants at the Fraunhofer Center for Sustainable Energy Systems, Boston

The participants appreciated the possibility of meeting with representatives of the local innovation ecosystem, ranging from research-oriented institutions to incubators and investors, as well as technology umbrella organisations.

Direct contacts have likewise been made in the informal setting at the Venture Café, organised by Cambridge Innovation Centre on Thursday evenings. It was the opportunity for the EU participants to be introduced to local entrepreneurs, start-ups, scientists and stakeholders of



the dynamic ecosystem. Overall, the High-level EU Cluster Mission to the USA can be considered a great success as confirm the very positive testimonials collected among the participants.



Group photo at the Navy Yard, Philadelphia

Overall evaluation of the event

The information displayed below is based on feedback gathered in the feedback forms (one at the end of each day), as well as received in the oral exchange with the participants in the “debriefing session” that took place at the end of the event.

Have the cluster visits overall been useful? Which have been interesting aspects, generally?

- Information on “understanding the U.S. model regarding the interaction of research and innovation/ science and industry” and information on “how the ecosystem works”
- Understanding that in the U.S. there is no “equivalent cluster organisation landscape” as in the EU, but that different R&I stakeholders take over activity that is comparable to activity of EU cluster organisations
- Seeing the “U.S. way”, e.g. of organising the interaction with members, of setting up activities with external stakeholders, etc.
- Seeing diverse models of organisations (some of which claim themselves “clusters”) and good opportunity to benchmark management of innovative ecosystems / revenue stream practices, as well as services to members
- Information on technology trends
- Seeing good examples of connection between academia and industry
- Information on rules for companies on conducting research projects
- Meeting with world class organisations, high-level (senior) representatives and at renown places
- Potential synergies and collaboration opportunities for members with U.S. contacts met
- Good exchange also among the EU participants



Which are the “top 3” most interesting visits and why?

- Cambridge Innovation Center / K-Team / Venture Café (Cambridge): as a lighthouse model of start-up support; high involvement in the local innovation ecosystem; contact to venture capitalists, offer of space and services – as a way for companies to explore the US ecosystem and be emerged in the ecosystem; interesting “training” offer (also in the EU); interesting venture café concept [12 votes]
- Ben Franklin Technology Partners (Philadelphia): early state seed capital, technology and innovation partners, and activity includes also mentoring and stakeholders’ meetings. Interesting companies in their eco-system and interesting fablab support initiative [10 votes]
- MIT Innovation Initiative and MIT Center for Biomedical Innovation (Cambridge): model of thinking including technology and demonstration, as well as education and training; trend scanning, cutting edge research; Manufacturing USA initiative, potential research collaboration [9 votes]
- MassTLC (Boston): great activities and approach involving the local ecosystem and focus on value for members [7 votes]
- Fraunhofer Center for Manufacturing Innovation (Cambridge): possibilities for research collaboration [3 votes]
- Singh Centre for Nanotechnology (Philadelphia): as a research partner for research institutions that are member of EU clusters [3 votes]
- Massachusetts Office of International Trade and Investment (Boston): Information on the local business environment; potential for collaboration between organisations [3 votes]
- Massachusetts Clean Energy Center (Boston): collaboration for member companies and institutes, possibly soft landing collaboration [2 votes]
- Northeast Clean Energy Council & NECEC Institute (Boston): Bootcamp offer of interest to some cluster company members [1 vote]
- Penn State University (Philadelphia): collaboration partners [1 vote]
- Office of International Business Development, Department of Community and Economic Development, Commonwealth of Pennsylvania (Philadelphia): information on the ecosystem and state support [1 vote]

What are your lessons learnt?

- The US “cluster” being different to the EU system, it is more difficult to identify suitable partners for cluster-to-cluster (C2C) collaboration. C2C will take time but is essential to develop a framework for members (e.g. SMEs) to collaborate.
- Be inspired and possibly take over good practices, including models / activities / services seen at different host organisations (e.g. venture café event; networking practices; exclusive licensing instead of patenting...) and also their capacity to “promote themselves”.



- The US ecosystem is often ego-centred (focus on national production and generation of knowledge), but direct contacts can facilitate access to companies and organisations with interest in exchange with Europeans.
- Applied research matters and investment in making technology transferable is key. Innovation through start-ups – exchange between incubation programmes, pooling of mentors, etc.
- Close relation to the ecosystem, including incubators, accelerators, etc. is key.
- The Greater Philadelphia Region represents an interesting ecosystem and hotspot, notably for the life sciences sector.
- Scaling out of start-ups can work through joining a consortium for soft-landing in the U.S. (facilitated through large corporations already customers in the EU).
- Information on US Federal programmes, notably regarding industry 4.0 / advanced manufacturing, SBIR.