



European Business and Technology Centre



EU-INDIA CLUSTER MATCHMAKING EVENT
Resource Efficiency & Clean Technologies
October 23-25, 2013, Mumbai

Mission Report



An EU initiative promoting international cluster cooperation for SMEs This initiative is supported by the European Commission, Directorate-General Enterprise and Industry and Financed under the Competitiveness and Innovation Framework Programme (CIP)



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1. Executive Summary of the mission

As part of a new policy aimed at promoting international cluster cooperation for the benefit of SMEs, DG Enterprise and Industry of the European Commission has launched in 2012 an initiative that contributes to organise specific cluster matchmaking missions to support cluster organisations and their Small and Medium-sized Enterprises (SMEs) members in their efforts to develop partnerships and business cooperation on global markets.

This action shall facilitate the internationalisation of European SMEs involved in these business match-making events and allow them to access overseas markets and establish technology or business partnerships and therefore increase their innovation capacity and make them more competitive on the global scale. These events shall also contribute to prepare the ground for practical cluster cooperation across borders and make a more strategic use of transnational cluster cooperation on markets outside Europe in areas of strategic interest.

The events take place in countries that have signed Memoranda of Understanding (MoUs) with the European Cluster Collaboration Platform (ECCP) and the organisation of the events is facilitated by a consortium led by the Foundation Sophia Antipolis (FSA) in partnership with Clusterland (Austria), ERAI (France) and inno AG (Germany). A first matchmaking event was held in Japan, on November 2012, focusing on Green Materials and Cleantech sectors. The second event focusing on Biotechnologies has been organised in Brazil, on September 2013 (for further details see at: <http://www.clustercollaboration.eu/match-making-missions>).

The EU-India Cluster Matchmaking event to be held in Mumbai on 23-25 October 2013 is co-organised with the European Business and Technology Centre (EBTC) and allows a European delegation composed of 6 clusters and 6 SMEs associated to these clusters to initiate cooperation with Indian partners in the field of Resource Efficiency and Clean Technologies focusing more specifically on waste management and water efficiency.



Overall, the mission was considered a success by the participants as it helped the European delegation gain a better understanding of the Indian Clean Tech market and establish a first contact and identify cooperation opportunities with clusters and companies in India. We can also outline that synergies were created between the European delegates.

In quantitative terms, 92 meetings were organized by EBTC during the IFAT exhibition, 47 meetings for clusters and 45 meetings for companies

2. The mission

2.1 Objectives

Given that clusters have the ability to establish long term relationship for their SMEs, to identify cooperation opportunities and to provide them with the necessary support to further develop and sustain identified and emerging cooperation, the main objective of this mission was to promote international cooperation between clusters for the benefit of the SMEs members.

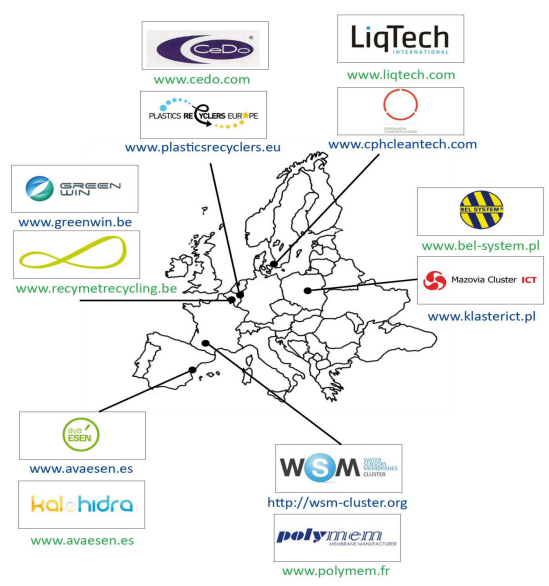
Both clusters and SMEs attending this mission were looking forward to identifying and meeting potential partners and gathering new ideas from India.

For the SMEs, the main objective was to penetrate the Indian market with their products or technologies whereas for the clusters, it was to identify partners for R&D cooperation, technology or knowledge transfer-related activities.

2.2 European Delegation

2.2.1 Selection of the delegation

The 12 participants were selected based on their interest for cooperation with India through an open call for expression of interest launched on June 2013, on the European Cluster Collaboration Platform. 6 European countries were represented including clusters and SMEs active in the field of resource efficiency and clean technologies with Belgium, Denmark, France, Poland, the Netherlands and Spain.



2.2.2 European Participants Profiles

CLUSTERS	SMEs
<p>Valencia Energy Industries (AVAESEN), Spain</p> <p>AVAESEN promotes the rational use of energy, increase energy security and fight against climate change and supports the development and innovation within the renewable energy and clean technologies sectors. Located in Valencia, Spain, AVAESEN represents 170 companies.</p> <p>www.avaesen.es</p>	<p>KALHIDRA, Spain</p> <p>KALHIDRA is a fast growing SME directly challenging water scarcity and CO2 emissions and manufacturing, developing, commercializing technological water efficient solutions. Since its creation in 2010, it has experienced outstanding growth and has developed a great expertise in simple and smart water efficient solutions.</p> <p>http://www.kalhidra.com/</p>

<p>Copenhagen Cleantech Cluster (CCC), Denmark</p> <p>Copenhagen Cleantech Cluster supports research and innovation partnerships between companies and research institutions within the cleantech sector. It is member of the Global Cleantech Cluster Association. Located in Copenhagen, Denmark, CleanTechNRW represents 200 companies.</p> <p>www.cphcleantech.com</p>	<p>LiqTech International A/S, Denmark</p> <p>LiqTech manufactures and markets pilot units and ceramic membranes based on SiC giving us unique capabilities in a broad range of application. We have an extensive knowhow of processes and how our system fit a specific solution.</p> <p>http://www.liqtech.com/</p>
<p>GreenWin, Belgium</p> <p>GreenWin is dedicated to the green economy and sustainable development. Its action is focused on improving product life cycles by saving on materials and energy, through the recycling of wastes and the use of renewable resources. Located in Gosselies, Belgium, GreenWin represents 100 companies.</p> <p>www.greenwin.be</p>	<p>Recymet SA, Belgium</p> <p>Recymet is part of the “Groupe Comet” and has been active in recycling of ferrous and non-ferrous metal scrap since 1992.</p> <p>www.recymetrecycling.be</p>
<p>Mazovia Cluster ICT, Poland</p> <p>Mazovia Cluster ICT is active in the ICT sector and is creating a platform for business collaboration, R&D institutes, local governments and business organisations to effectively and economically implement innovative technologies and solutions in the ICT sector. Located in Warsaw, Poland, Mazovia Cluster ICT represents 80 companies.</p> <p>www.klasterict.pl</p>	<p>BEL SYSTEM, Poland</p> <p>Polish SME specialized in water conditioning systems.</p> <p>www.bel-system.pl</p>
<p>Plastics Recyclers Europe (PRE^o, Belgium</p> <p>Plastics Recyclers Europe was created in 1996 to represent plastics recyclers in Europe. PRE contributes to push plastics recycling by liaising with policy makers, NGOs and industry players. Located in Brussels, Belgium, Plastics Recyclers Europe represents 103 companies.</p> <p>www.plasticsrecyclers.eu</p>	<p>CeDo Recycling B.V., The Netherlands</p> <p>CeDo Recycling is a company recycling plastics waste from various sources such as agriculture films, transport films and bags. As part of the group CeDo, CeDo Recycling is supplying more than 45,000t of plastics recyclates which are used to produce new plastics bags.</p> <p>http://www.cedo.com/</p>
<p>Water Sensors and membranes (WSM), France</p> <p>Water Sensors and Membranes focuses on water treatment. The cluster was built around two technologies: membranes and sensors. WSM federates firms and laboratories working on these technologies to valorize their skills, to create sensors of tomorrow, to innovate in new applications... Located in Labège, France, WSM represents 12 companies.</p> <p>www.wsm-cluster.org</p>	<p>POLYMEM, France</p> <p>Polymem manufactures filtration membranes and modules for water, waste water and fluid treatment in Municipal, Industrial, Commercial and Residential markets.</p> <p>http://www.polymem.fr</p>

3. The European Delegation in action

3.1 Day 1

The first day of the mission was dedicated to the preparation of the delegation representatives to the Indian Clean Tech market, with a session on “Doing Business in India” and an EU-India workshop on the topic: “Fostering and Developing EU & India Cluster Cooperation”. During this first day the delegation met with a number of Indian regional policy makers and business support and export agencies. Site visit was also arranged to Indian Institute of Technology, Bombay. The delegation interacted with Prof. Anil Kumar Dikshit from the Centre for Environmental Science and Engineering, IIT –B. Prof. Dikshit has keen research interest in Water and waste water treatment, environmental management, urban and industrial solid waste management etc. The delegation was briefed by Prof. Dikshit on the research activities carried out by IIT Bombay in the fields of Water, waste water and environment which was followed by an open discussion.

The project workshop between the Indian partners and the participants allowed each group to highlight specific points raised in the presentations. These included:

- The rapid rate of urbanization in India is a favourable environment to deploy EU Clean tech expertise. The growth of the middle class and improved living standards are further important trends;
- Major development initiatives such as the special investment regions in Gujarat have placed a high priority on environmental measures;
- The MSME Foundation is responsible for cluster policy animation and has put in place a cluster observatory (1086 clusters identified to date). Given the limited growth of clusters interclustering actions are still in their infancy. Nevertheless opportunities such as technologies for Indian markets, partnerships for Indian markets and reverse innovation could be developed through cluster partners;
- Export and SME promotion boards represent interesting organizations for preparing trips and organizing visits to Europe;
- Many participants highlighted the need for a long term strategy and not a series of one off export/sales projects.
- Future EU cluster initiatives such as cluster mobility programmes for staff could help develop more inter clustering actions. The ECCP platform can also help develop incoming Indian trade/cluster missions.
- Demonstration projects (showcasing) can be interesting ways to sell technologies and the example of the Danish Government was given.

3.2 Day 2 & 3: IFAT exhibition

3.2.1 General description



B2B, C2C and B2C sessions took place during the IFAT exhibition, on a dedicated booth to the European delegation. **IFAT INDIA** is an annual event and aims at providing an excellent international platform to showcase the full range of environmental technologies and services, with a comprehensive product portfolio from basic to highly sophisticated machinery and environmental solutions both from domestic and international exhibitors. **IFAT INDIA** is one of the most important B2B platforms with a wide coverage of all relevant environmental sectors water, sewage, refuse, recycling and energy conservation management industry in India. More than 10 different nationalities participated in the exhibition: Austria, China, France, Germany, Italy, India, Japan, Switzerland, USA, UK...

A speaking slot was dedicated to the presentation of the EU delegation. Clusters and SMEs had fifteen minutes each to present themselves during the event. This type of presentation represents a real opportunity for the EU delegates because they present their entities in plenary session to all participants, which allows a good visibility and establish contacts that were not necessarily planned.

3.2.2 Some key Figures - B2B, B2C and C2C session summary

Due to the complexity of the India market, most of the delegates have mentioned that a local support is mandatory. In total, ten potential cooperation agreements have been identified by both, clusters and SMEs, in particular the AVAENSEN cluster, Copenhagen Cleantech Cluster and LiqTech International A/S SME (member of CCC). The other EU delegates were satisfied by their individual contacts but they have mentioned that it is too early to speak about the potentiality to sign cooperation agreements. They need more time to better understand the market and develop these first contacts.

Number of contact established by all participants: 92

Number of contact established by clusters: 47

Number of potential cooperation already identified: 10

Number of MoUs signed: 0

3.2.3 Face to face meetings - Detailed table

Clusters meetings

Copenhagen Cleantech Cluster	AVAESEN	Plastics Recyclers Europe	Mazovia ICT Cluster	Water Sensors and Membranes represented by Marc PATTINSON, inno	GreenWin
ABHIRUTU CONSULTANTS	SPML Infra Limited (www.spml.co.in)	Battelle Science and Technology India Pvt. Ltd (www.battelle-india.com)	MECHATRONICA CLUSTER (www.incomech.org)	Netel India (www.netel-india.com)	E-Incarnation Recycling (www.e-incarnation.com)
Ace Consulting Engineers (Nadkarni)	Economic and Commercial Office of Spain (www.spainbusiness.com)	JRK Plastics	Blue & Green Consultants (www.blueandgreenconsultants.com)	Battelle Science and Technology India Pvt. Ltd (www.battelle-india.com)	Mega Ace Consultancy (www.mega-ace.com)
Environmental Management Centre LLP (emcentre.com)	E-Incarnation Recycling (www.e-incarnation.com)	Mega Ace Consultancy (www.mega-ace.com)	Econ pollution control (http://econpollutioncontrol.org/)	MECHATRONICA CLUSTER (www.incomech.org)	Blue & Green Consultants (www.blueandgreenconsultants.com)
E-Incarnation Recycling (www.e-incarnation.com)	Econ pollution control (http://econpollutioncontrol.org/)	Natural Group (www.natgrp.net)	Battelle Science and Technology India Pvt. Ltd (www.battelle-india.com)	Mega Ace Consultancy (www.mega-ace.com)	MECHATRONICA CLUSTER (www.incomech.org)
Amit Khan, Renewable Energy Consultant	Mahindra Lifespace Developers limited (www.mahindralifespaces.com)	Membrane System Specialists India Private Limited (www.prova.co.in) or (www.membranesystem.co.in)	Mahendra Kapadia, Consultant - R E – EPC / Engineering Sector	Mahendra Kapadia, Consultant - R E – EPC / Engineering Sector	Customized Energy Solutions (www.ces-ltd.in)

EU INITIATIVE PROMOTING INTERNATIONAL CLUSTER COOPERATION FOR SMEs

Enerco Energy Solutions LLP (www.econservice.in)	Enieo (www.enieo.com)	Enieo (www.enieo.com)	Mahindra Lifespace Developers limited (www.mahindralifespaces.com)	Membrane System Specialists India Private Limited (www.prova.co.in) or (www.membranesystem.co.in)	Mahindra Lifespace Developers limited (www.mahindralifespaces.com)
Suzlon Energy Ltd. (www.suzlon.com)	Mahendra Kapadia, Consultant - R E – EPC / Engineering Sector	Vrindavan Plastic Industries (www.vrindavanplastics.com)	Customized Energy Solutions (www.ces-ltd.in)		
Customized Energy Solutions (www.ces-ltd.com/)	Amit Khan, Renewable Energy Consultant	SMS Envocare Ltd (www.smsenvocare.co.in)			
Enieo (www.enieo.com)	Blue & Green Consultants (www.blueandgreenconsultants.com)	Nexus Novus (www.nexusnovus.com)			
	Schokhi Industrials Pvt. Ltd. (www.schokhi.com)				

Companies meetings

LiqTech International A/S	KALHIDRA	CeDo Recycling B.V.	Bel System Ltd.	POLYMEM represented by Marc PATTINSON, inno	RECYMET SA
Awatech Solutions (www.awatech.in)	SPML Infra Limited (www.spml.co.in)	Battelle Science and Technology India Pvt. Ltd (www.battelle-india.com)	MECHATRONICA CLUSTER (www.incomech.org)	Netel India (www.netel- india.com)	Kumud Metal Foundry (www.kumudmetal.com)
Membrane System Specialists India Private Limited (www.prova.co.in) or (www.membranesystem.co.in)	Economic and Commercial Office of Spain (www.spainbusiness.com)	JRK Plastics	Blue & Green Consultants (www.blueandgreenconsultants.c om)	Battelle Science and Technology India Pvt. Ltd (www.battelle-india.com)	Orlov Metals
Thermax (www.thermaxindia.com)	E-Incarnation Recycling (www.e-incarnation.com)	Mega Ace Consultancy (www.mega-ace.com)	Econ pollution control (http://econpollutioncontrol.org/)	MECHATRONICA CLUSTER (www.incomech.org)	S & J Granulate Solutions (www.sjgranulate.com)
Blue & Green Consultants (www.blueandgreenconsultant s.com)	Econ pollution control (http://econpollutioncontrol.or g/)	Natural Group (www.natgrp.net)	Battelle Science and Technology India Pvt. Ltd (www.battelle- india.com)	Mega Ace Consultancy (www.mega-ace.com)	Amit Khan, Renewable Energy Consultant
Mahendra Kapadia, Consultant - R E – EPC / Engineering Sector	Mahindra Lifespace Developers limited (www.mahindralifespaces.co m)	Membrane System Specialists India Private Limited (www.prova.co.in) or (www.membranesystem.c o.in)	Mahendra Kapadia, Consultant - R E – EPC / Engineering Sector	Mahendra Kapadia, Consultant - R E – EPC / Engineering Sector	

EU INITIATIVE PROMOTING INTERNATIONAL CLUSTER COOPERATION FOR SMEs

Battelle Science and Technology India Pvt. Ltd (www.battelle-india.com)	Enieo (www.enieo.com)	Enieo (www.enieo.com)	Mahindra Lifespace Developers limited (www.mahindralifespaces.com)	Membrane System Specialists India Private Limited (www.prova.co.in) or (www.membranesystem.co.in)	
Econ pollution control (http://econpollutioncontrol.org/)	Mahendra Kapadia, Consultant - R E – EPC / Engineering Sector	Vrindavan Plastic Industries (www.vrindavanplastics.com)	Customized Energy Solutions (www.ces-ltd.in)		
Ion Exchange (www.ionindia.com)	Amit Khan, Renewable Energy Consultant	SMS Envocare Ltd (www.smsenvocare.co.in)			
ESK Ceramics GmbH (www.esk.com)	Blue & Green Consultants (www.blueandgreenconsultants.com)	Nexus Novus (www.nexusnovus.com)			
	Schokhi Industrials Pvt. Ltd. (www.schokhi.com)				

Debriefing session

A debriefing session was organised on the last day of the conference to get concrete feedbacks regarding the overall appreciation of the mission from the participants and make a first evaluation of the event.

The main message was one of satisfaction with the visit and the quality of the meetings and the persons met. Partners stated that they had more meetings than initially planned although the pre-arranged meetings did not always take place but the dynamics of the event, general networking and the location of the stand attracted additional contacts to the participants.

Another key message underlined by participants was the apparent openness and willingness of Indian partners to establish some form of business cooperation and some such as the Polish partners indicated that they expect to sign MOUs (as they did following the Japan visit)..

SMEs met with a variety of other businesses, consultants and industry representatives that could provide concrete business opportunities. Cluster organisations however said it had been difficult to meet with similar organisations/clusters during this event but other types of contacts and market information will be of use to their cluster members. The EC representative also suggested that given the infancy of cluster policies in India it would take some time before strong inter-clustering actions took place. The Copenhagen cluster highlighted the work they have already undertaken with EBTC as part of an ongoing project (Moshi River). They can recommend the EBTC team to others.

The need to develop a series of partners to cover the whole water treatment system for examples was highlighted. For example water treatment facilities are often part of wider infrastructure or industrial projects and partners need to be found in both the specific field and in the wider project management field.

Some interesting contacts amongst Indian companies seeking to enter EU market and cluster networks may be able to help these companies.

A number of partners (Spanish and Belgium clusters) stated that they would be revisiting and bringing more SMEs/partners to business events in India (Eco Building conference and Industrial Exporters conference), which indicates that India is an interesting market. Reverse visits have also been organised and the Indian mecatronics cluster will be visiting Poland.

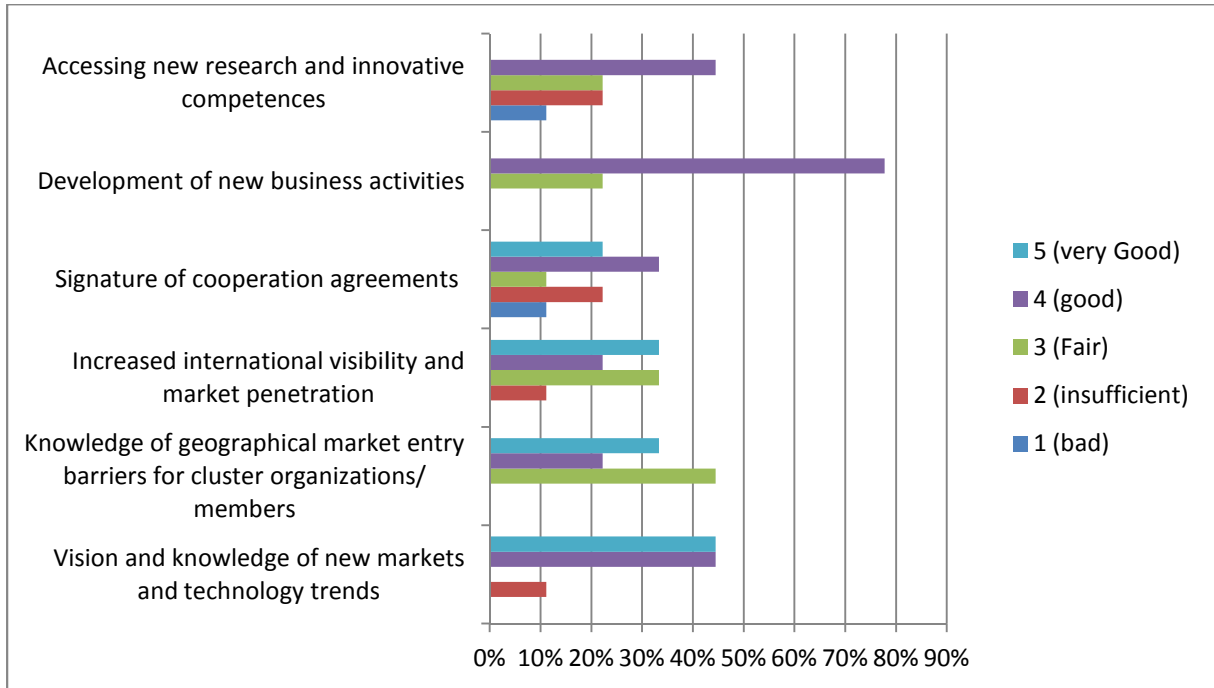
A number of participants requested that EBTC should play a role in helping them in developing follow up activities.

A number of suggestions for improving similar events were also provided. These included:

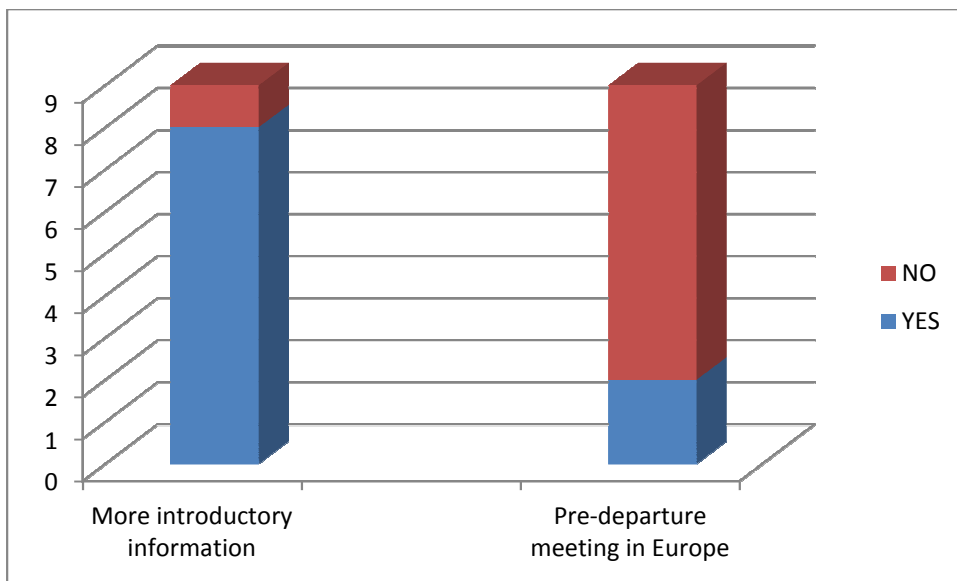
- Some partners suggested that day one should have included more preparatory sessions, such as how to do business in India and Indian business culture and less site visits.
- Earlier planning of the visit would enable partners to elaborate more detailed agendas/meeting schedules and be more proactive in targeting exhibition delegates rather than adopting a passive position waiting to be contacted.

The analysis focuses on the seven questionnaires that we have received, to date. We are waiting for three questionnaires. This represents a total of 10 questionnaires. Indeed, a couple cluster/SME (France) has not been able to participate in the mission because they have not got their visa. During the mission, they were represented by Marc Pattinson, inno TSD, member of our consortium.

Relevance of the mission towards individual objectives



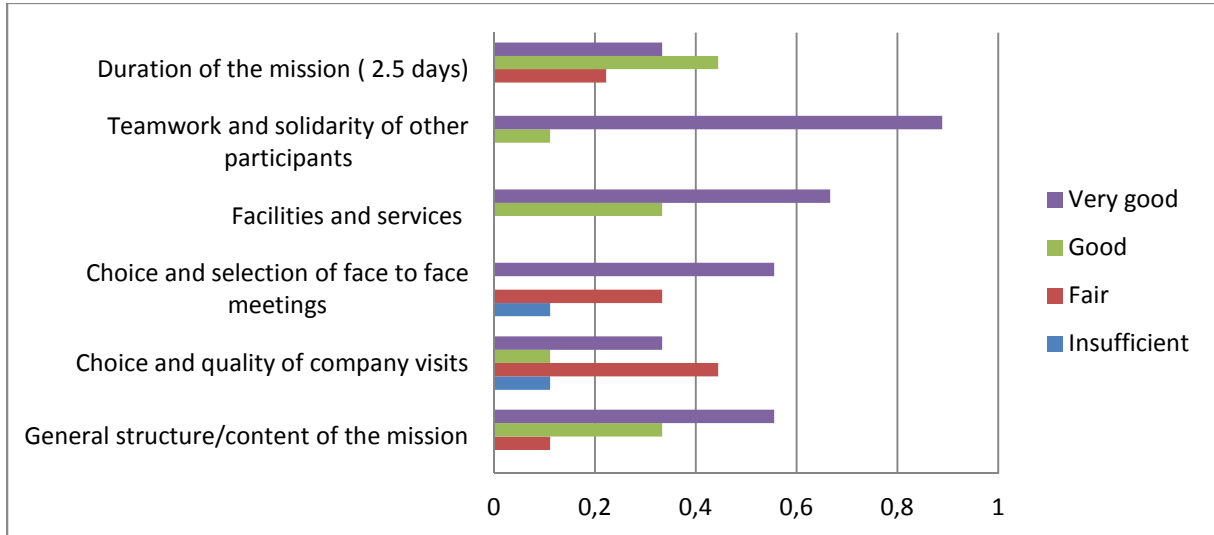
Needs before mission departure



As the Japan and Brazil missions, the delegates do not think that a pre-departure meeting in Europe is required. However, some have mentioned the interest of a conference call.

Most of the delegates would like to receive more information before the departure, not really market information, but information about the BtoB meetings in order to have time to prepare all meetings in advance.

Execution of the mission



On average, the level of satisfaction with the organization/management of the mission was good. This mission has allowed highlighting the interest of site visits during this type of mission. However, these visits should be targeted and meet the demand of the delegation. As delegates have said: “Better to focus on quality than quantity for both site visits and face to face meetings”.

4. To sum-up

The objective of the mission was achieved: the European delegation has established the first contacts with Indian entities and it has laid the foundations of future business and cooperation opportunities with them, indeed three of the participants have already planned follow up visits.

- Attractiveness of India and the potential of the environmental/clean tech sector

Despite recent deceleration in GDP growth, India continues to be one of the fastest growing economies in the world and has the potential to become one of the three largest global economies by 2050. India's growing population, rising per capita income levels, rapidly expanding manufacturing and services sectors, and the associated infrastructure and natural resources requirements make it a potential tremendous market. Energy is a fundamental underpinning for India's economic boom. With a population of 1.2 billion and a rapidly expanding economy, India is already the fourth largest energy consumer in the world and the trend is going to increase. Although much of this demand will be met from fossil fuel, energy security, infrastructure bottle necks and environmental concerns mean that clean technologies and alternative sources of energy will be essential and would play a critical role in the Indian growth story. The size of the global Cleantech sector is more than USD 5 trillion providing employment to more than 40 million people, according to an industry analysis of 2010 by Innovas Solutions and Kmatrix. To unlock this large economic potential, coordinated strategic interventions are required at the Governmental level to create the conditions for growth in Cleantech adoption and applications and to nurture and support a dynamic, private sector led expansion of economic activity. International competitiveness in Cleantech cannot be achieved without government support. Indian Government has taken a number of policy initiatives to promote renewable energy, energy efficiency, pollution abatement, and waste management and provide the framework for transition to clean technologies.

The Plastics Recyclers Europe cluster has specified that India represents potentially a major market opportunity for waste management, for them self and their members. The population is important, increasing and consuming more and more. Therefore, waste generation and the end-of-life products is a growing matter. The LiqTech International A/S SME, member of Copenhagen Cleantech Cluster, Denmark, said that India is currently facing a lot of problems with pollution and lack of drinking water; this is a field where the SME can help with. It is therefore interesting to investigate if the SME could find partners to work with locally so the SME could make system solutions that were adapted to the Indian Market.

- Next steps in India

All the participants plan to continue exploring the India market after the mission and follow-up the contacts made. They would be interesting in participating in another mission in India. Four clusters and one SME are planning a new travel to India, in the 12 months. The GreenWin cluster will be part of the Governmental mission in India, end of November 2013. The AVAESSEN cluster will attend the India Engineering Exhibition on January 22-24, 2014, in Mumbai with ten cluster companies.

Some delegates have suggested some attractive topics for future missions: green economy, ICT, renewable energy and eco-building.

- Expected support at EU-Level

All the delegates have underlined that the participation of the EC representative was important and of high value. The participants are looking support at EU level to facilitate the identification and the matching of clusters and companies. They need support to find the relevant partners, peer organisations in order to develop partnerships and give the opportunities to the cluster members to develop R&D and innovation projects with India. They would like also to get more information about the India business environment (applicable legislation, information on public tender, financing...).

The atmosphere between all participants of the delegation was very good. As for the previous missions organized in Japan and Brazil, it created synergies between these different clusters and SMEs, and most of them are planning to implement joint activities and projects in Europe. Even if it was not the main objective of the mission, it turns out to be a very positive output.

5. Annex

5.1 The European Delegation

	Country	Name	Entity
Cluster	Denmark	Morten Kildahl SORENSEN	Copenhagen Cleantech Cluster (CCC)
SME		Finn HELMER	LiqTech International A/S
Cluster	Spain	Bianca DROGOMIR	AVAESEN
SME		José María NIETO	KALHIDRA
Cluster	Belgium	Antonio FURFARI	Plastics Recyclers Europe
SME	Netherlands	Ton EMANS	CeDo Recycling B.V.
Cluster	Poland	Mariusz STACHNIK	Mazovia ICT Cluster
SME		Jarosław MARTYNIUK	Bel System Ltd.
Cluster	France represented by Marc PATTINSON, inno	Mylène DESMONTS	Water Sensors and Membranes (WSM)
SME		Isabelle DUCHEMIN	POLYMEM
Cluster	Belgium	Gilles COLSON	GreenWin
SME		Frédéricq PEIGNEUX	RECYMET SA
	France	David DORNBUSCH	European Expert
	France	Marc PATTINSON	inno
	Belgium	Christophe GUICHARD	European Commission
	Belgium	Octavian STAMATE	European Commission

5.2 Programme

Date & Time	Activity	Remarks
Tuesday, October 22		
Arrival of the EU delegation		
DAY 1 Wednesday, October 23 at Federation of Indian Export Organisations (FIEO) office		
09.00 - 09.30	Briefing: "Doing Business in India" Mr. Shrikar DOLE, Regional Manager, EBTC Mumbai.	FIEO Conference Room Limited to: EBTC, DG Enterprise/ Environment, EU Clusters
09.30 - 09.45	Registration	
	WORKSHOP "Fostering and Developing EU & India Cluster Cooperation"	FIEO Conference Room
09.45 - 10.15	Introductory remarks <ul style="list-style-type: none"> • Mr. Poul V. JENSEN, Director, European Business and Technology Centre • Mr. Christophe GUICHARD, Policy Officer, DG Enterprise and Industry, European Commission. • Mr. Octavian STAMATE, India Desk, DG Environment, European Commission • Address by Government of India (tbc) 	Each speaker is limited to 5 minutes
10.15 - 10.30 10.30 - 10.45 10.45 - 10.50	Expert Presentations <ul style="list-style-type: none"> • <i>Theme Presentation:</i> "Trends and Opportunities for EU-India Cluster Cooperation" Mr. David DORNBUSCH, President, Clean Tuesday • <i>Theme Presentation:</i> "An Indian Perspective: Potential for EU-India Cluster Cooperation" Mr. Mukesh GULATI, Exec. Director, Foundation for MSME (tbc) • ECCP - Marc PATTINSON, Managing Director, Inno TSD 	
10.50 - 11.35	Presentations by Clusters and companies EU Delegation Indian Delegation	

Date & Time	Activity	Remarks
11.35 - 12.05	<p>Open Roundtable Dialogue</p> <p>EU and India cooperation – Way forward?</p> <p>Moderated by: Marc PATTINSON, Managing Director, Inno TSD</p>	
12.05 - 12.15	<p>Closing Remarks</p> <p>Mr. Denis DAMBOIS, First Counsellor, Head of Research & Innovation, Delegation of the European Union to India</p>	
12.15 - 12.20	<p>Vote of Thanks by FIEO</p>	
12.20 - 13.15	<p>Networking Lunch</p>	
13.15 - 19.00	<p>Site Visits</p> <p>IIT Mumbai</p> <p>Aditya Birla R& D Centre</p> <p>Ministry of Environment / MIDC</p>	Sites visited may vary depending on time available

DAY 2 Thursday, October 24 at IFAT Exhibition

09.30 - 10.00	Inauguration of IFAT	IFAT
10.30 - 12.30	C2C & B2B sessions – EU delegates and India counterparts	Pavilion at IFAT 30 minutes each Have mobile numbers handy
12.30 - 13.30	Lunch Break	
14.00 - 16.00	Speaking slot at IFAT “Presentations by European Clusters & Companies”	Innovation Exchange Forum - IFAT
16.00 - 18.00	C2C & B2B sessions – EU delegates and India counterparts	Pavilion in IFAT
18.00 - 20.00	EBTC Cocktail reception	IFAT (as per time permitted at the venue by IFAT)

DAY 3, Friday, October 25 at IFAT Exhibition

09.00 - 12.00	C2C & B2B sessions – EU Participants and India counterparts	Pavilion in IFAT
12.00 - 13.00	Debriefing session	At IFAT by DG Enterprises +

		EBTC
13.00 -	Own arrangements – at IFAT or elsewhere	
21.30 Late Evening -	Return to Europe	

5.3 Questionnaire template

Name:

Organisation:

Type (cluster / SME/other):

Email:

I. ASSESSMENT OF YOUR CURRENT BUSINESS SITUATION WITH BRAZIL

yes	no	Your current business relationship with India
		My organization is currently engaged in a business relationship with India

Attractiveness and Challenges of doing business in India
Describe the attractiveness of partnering with India for your organization (describe the potential attractive aspects if you are not currently doing business with India):
Explain (in 2-3 sentences) what challenges your organization faces when doing business in India (describe possible future challenges if you are not currently doing business with India):
What EU-level support could/ should be offered to help your organization <u>expand partnership/ start business</u> in India?
What kind of support actions do you require from EBTC to help your organization to develop partnerships and business in India, on a short term and medium term?

II. PROFESSIONAL VALUE OF MISSION EXPERIENCE*(Please tick the applicable box to the left side- multiple choice are allowed)*

Your organization / company's business relations with India	
<input type="checkbox"/>	Participation will immediately improve my organization / company's business relations with India
<input type="checkbox"/>	Participation may improve my organization / company's business in the next 6 months to 1 year
<input type="checkbox"/>	My organization / company's business relations with India will remain the same
<input type="checkbox"/>	Other comments:

How relevant was the mission towards your individual objectives?	1 (bad)	2	3	4	5 (good)
Vision and knowledge of new markets and technology trends					
Knowledge of geographical market entry barriers for cluster organizations/ members					
Increased international visibility and market penetration: facilitate search for and identification of strategic alliances/ partners					
Signature of cooperation agreements between companies and/ or laboratories within participating clusters/ regions / countries					
Development of new business activities					
Accessing new research and innovative competences					

III. Cooperation synergies identified with Indian clusters or companies

→ B2B meetings

	Enterprise met / company name	Possible partnership identification	Expected Results	Next steps in
1				
2				

→ C2C meetings

	Enterprise met / company name	Possible partnership identification	Expected Results	Next steps in
1				
2				

→ C2B meetings or BtoC meetings

	Company name	Possible partnership identification	Expected Results	Next steps in
1				
2				

IV. Cooperation synergies IDENTIFIED WITH MISSION PARTICIPANTS (if relevant)

	Company name	Possible partnership identification	Expected Results	Next steps in
1				
2				

V. MISSION PREPARATION AND EXECUTION

(Please tick the applicable box)

Yes	No	Mission Preparation
		I would have appreciated more general introductory information before departing to India
		I consider it important to hold a pre-departure meeting in Europe
		Other comments:

Execution of the mission				
	Very Good	Good	Fair	Insufficient
General structure/content of the mission				
Choice and quality of <u>company visits</u>				
Choice and selection of <u>face to face meetings</u>				
Facilities and services				

Teamwork and solidarity of other participants				
Duration of the mission (2.5 days)				
If too long, or too short, what appropriate mission duration would you recommend?				
Other comments:				

VI. FUTURE CLUSTER MISSIONS

Yes	No	Suggestions for improvement of future missions
		Would you be interested in joining a future mission in India?
		What do you believe the most attractive topic(s) would be for a future Cluster Mission? (please comment):
		What do you suggest as a topic or visit to be included for a future Cluster mission in India?

Do you plan a new travel to India in a short term range? (yes/no, explain)

What have you found (general impression)?

If you have any comments/remarks, thank you for letting us know

Date: