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CLUSTER COLLABORATION  
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# **ANALYSIS OF THE CONSULTATION RESULTS FROM THE ESCP-4i PARTNERSHIPS**

**May 2019**

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**European  
Commission**

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## Introduction

The European Cluster Collaboration Platform invited the ESCP-4 International (ESCP-4i) projects to respond to a survey related to the activities of the ESCP-4i partnerships in general, their activities with the ECCP and with a focus on their international activities. This is the third such survey launched by the ECCP towards the ESCP-4i partnership community, after two previous ones undertaken successfully in June 2016 and December 2016 conducted among the first generation of ESCP-4i partnerships (2016-2017). A follow-up survey was launched in May 2019 to further explore the achievements of the ESCP-4i partnerships.

The current generation of ESCP-4i was officially launched by the Directorate-General for Internal Market, Industry, Entrepreneurship and SMEs (DG GROW) and the Executive Agency for Small and Medium-sized Enterprises (EASME) in February 2018 in Brussels with a planned duration of two years.

The survey was shared with the 23 ESCP-4i project coordinators<sup>1</sup>. Out of the 23 projects, **19** responded to the questionnaire representing a response rate of almost 83%. 13 Strand 1 partnerships and 6 Strand 2 partnerships participated in the survey. In total, 68% Strand 1 partnerships and 32% Strand 2 partnerships responded to the survey. The results presented in this report highlight their achievements and forthcoming activities for the year 2019.

The 19 projects which completed the survey were:

- Strand 1: Cosmetics4Wellbeing (C4W), DIA, ELBE, FoodNet, FoodPackLab, GCA, GEO-ENERGY EUROPE, GIVE, IDEEO, MAGIA, PERES, PIMAP, SENTINEL.
- Strand 2: COSMENERG-4i, EC2i, ESCT Go Global, EU-TEXTILE2030, LASER-GO GLOBAL, MobiGoIn-Action, NF4.

Survey and invitations were launched on 29<sup>th</sup> October 2018 and the survey was initially open until 14<sup>th</sup> December 2018. A series of reminders were sent, including individual telephone or e mail exchanges.

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<sup>1</sup> The 2 ESCP-4i projects on dual-use technologies are not covered by this analysis, as they were just launched when the survey was open in October 2018.

## 1. Profile of respondents

The full list of respondents is presented below, including their Strand, sector and the international markets targeted by the partnership.

Strand	Name of ESCP-4i	Sector	Targeted markets outside of Europe
Strand 1	Cosmetics4Wellbeing (C4W)	Cosmetic Industry	To be defined
	DIA	Digital Industry	To be defined
	ELBE	Blue Energy	Canada, China, Japan, Republic of Korea (South Korea), Taiwan, United States
	FoodNet	Food Industry	Algeria, China, India, Iraq, Israel, Japan, Jordan, Kazakhstan, Kyrgyzstan, Morocco, Republic of Korea, Turkmenistan, Uzbekistan
	FoodPackLab	Food Innovation	India, Japan
	GCA	Media	To be defined
	GEO-ENERGY EUROPE	Energy Industry	Canada, Chile, Indonesia, Kenya, Mexico
	IDEOO	Environmental Observatory	Argentina, Australia, Chile, Egypt, Japan, South Africa
	MAGIA	Healthcare	To be defined
	PERES	Railway Innovation	India, United States
	PIMAP	High Tech Industry	Canada, United States
	SENTINEL	Hospitality Sustainable Development	Mexico, Morocco, South Africa, United Arab Emirates, United States
	SpaceWave	Maritime Observation Technologies	Australia, Canada, South Africa, United Arab Emirates
Strand 2	COSMENERG-4i	Renewable Energies	Indonesia, Israel, Jordan, Malaysia, Qatar, Singapore, United Arab Emirates, Viet Nam
	EC2i	Renewable Energies	USA China
	EU-TEXTILE2030	Textile	Colombia, Israel, Japan, South Africa, Taiwan
	LASER-GO GLOBAL	Healthcare	Australia, Canada, Israel, Japan, New Zealand, Republic of Korea, Singapore, United States
	MobiGoIn-Action	Smart Mobility	Canada, China, Singapore, United States

NF4	Food Industry	Brazil, Canada, China, United States
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Table 1 Profile of the respondents

## 2. Countries targeted by ESCP-4i for international cooperation

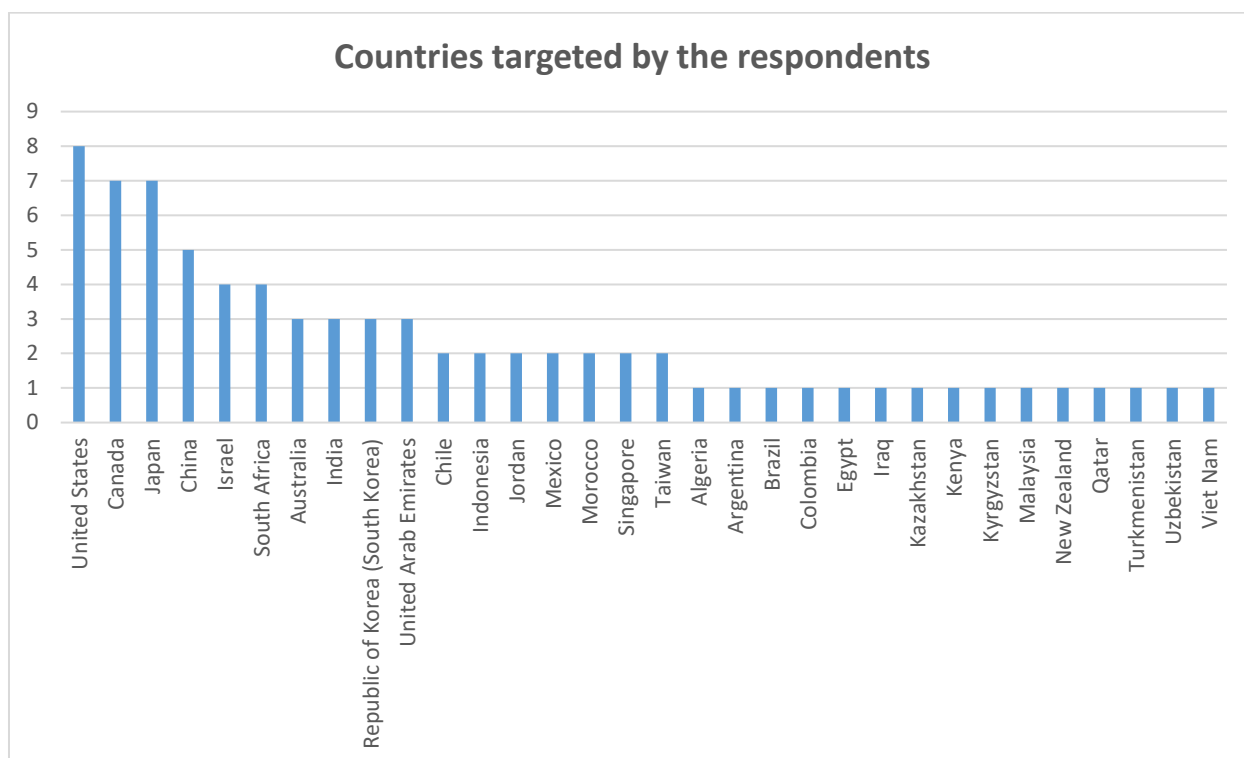


Figure 1 Countries targeted by the respondents for international cooperation\*

\* The scale corresponds to the number of Partnerships targeting the country.

The **United States of America** is the most selected market by the Partnerships for undertaking international activities of the ESCP-4i (8 projects out of 19), and **Canada** is the second most selected market (7 projects out of 19). Asia is also an important market for ESCP-4i, in particular **Japan** (7 projects), **China** (5 projects), **India** (3 projects) and the **Republic of Korea** (3 projects). **Israel** and **South Africa** also appear as important markets (4 projects each). Three partnerships had not yet defined their targeted countries: Cosmetics4Wellbeing (C4W, DIA and MAGIA).

## 3. Selected Activities conducted by ESCP-4i and success stories

### 3.1. Activities implemented by ESCP-4i

Question: Please indicate which kind of activities your ESCP-4i has implemented so far.

### 3.1.1. Strand 1

Strand 1 projects presented a great level of activities related to joint communication actions, and identification of target third countries. Other activities being developed by several Strand 1 projects are intelligence gathering, consultation of cluster members and identification of strategic partners in Europe. Responses have been grouped and are presented in the graph below:

#### Strand 1 Projects - Implemented activities



Figure 2 Activities implemented by Strand 1 projects

### 3.1.2. Strand 2

Strand 2 projects, on the other hand, have developed a larger variety of activities. The most frequent ones are the organisation of events and missions, and the identification of third countries and strategic partners in third countries. They are followed by intelligence gathering and the identification of strategic partners in Europe. Responses are presented in the graph below.

## Strand 2 Projects - Implemented activities



Figure 3 Activities implemented by Strand 2 projects

### 3.2. Achievements and success stories of ESCP-4i

Question: Please indicate which results the cluster organisations in the ESCP-4i have accomplished thanks to their participation in the project.

The activities conducted by the ESCP-4i partnerships to reach international markets had concrete benefits for the project partners. They can be sub-divided into 10 different categories:

- Exchange and sharing of information (12 partnerships)
- Establishment of business contacts among members (10 partnerships)
- Organisation of joint business events (10 partnerships)
- Business Partnerships agreements (5 partnerships)
- Research & Development actions (5 partnerships)
- Technology transfer (3 partnerships)
- Exports/imports (3 partnerships)
- Sales office representation (2 partnerships)
- Soft Landing services (2 partnerships)
- Staff exchange (1 partnership)

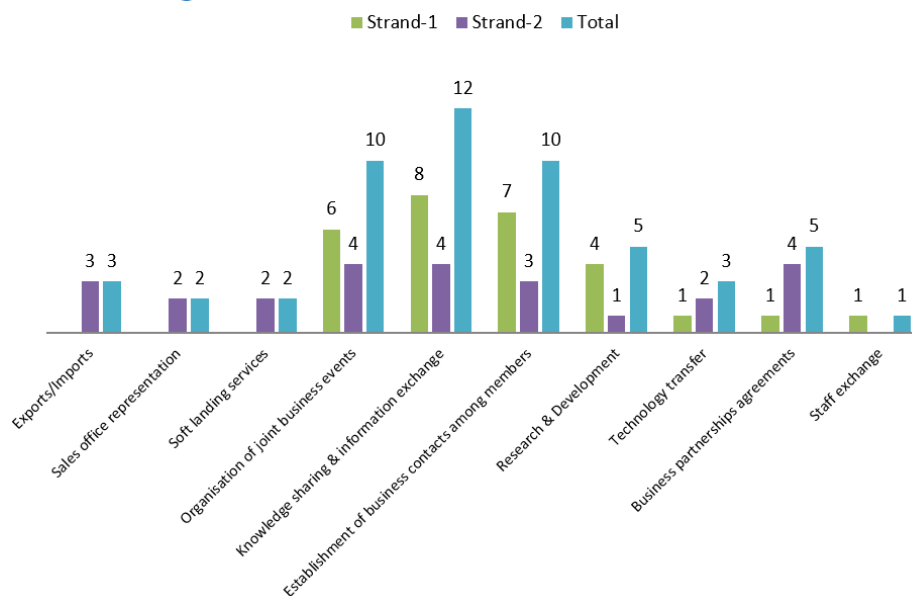


Figure 4 Benefits for ESCP-4I

Strand 1 partnerships (13 projects) mostly carried out initiatives aimed at the consolidation of the linkages among the cluster organisations members of the partnership, while Strand 2 partnerships (6 projects) implemented activities facilitating the establishment of cooperation with international markets.

Strand 1 partnerships have been particularly involved in:

- **Knowledge sharing and information exchange (8 projects)**
- **Establishment of business contacts among members (7 projects)**
- **Joint business events (6 projects)**

#### Showcase from Strand 1 Partnerships

- **Cosmetics4Wellbeing**

The whole partnership took part in the exhibition Cosmetic 360, in Paris, with companies on October 17th and 18th 2018 organised by the project coordinator, Cosmetic Valley in order to better understand the internationalisation needs of SMEs.

- **PERES**

PERES participated at the world Railway Fair in Europe as a platform to support networking between its members and facilitate the identification of partners located outside of Europe.

- **PIMAP**

The PIMAP Partnership successfully organised a workshop dedicated to SME internationalisation and cross-sectoral collaboration with 10 SMEs from the Partnership. The workshop allowed exchanges on services supporting cross-sectoral cooperation and internationalisation in each cluster ecosystem and identify which ones correspond the best to their needs and expectations.

- **SpaceWave**



SpaceWave organised a business trip to Vietnam and Thailand, jointly with Business France, to allow the SME members of the partnership to engage in the internationalisation process and test market interest/potential.

The activities conducted by Strand 1 partnerships clearly indicate their preparation for future business missions, either as part of their current project activities or in the perspective of a Strand 2. On the other hand, most Strand 2 partnerships have already implemented international activities.

Strand 2 partnerships have been particularly involved in:

- **Business partnerships agreements (4 projects)**
- **Exports/Imports (3 projects)**
- **Technology transfer (2 projects)**

Showcase from Strand 2 Partnerships

- COSMENERG-4i

The partnership is currently discussing the possibility to have a representation office in Israel and Indonesia. The partnership has a central office in Budapest, Hungary.

The partnership can provide soft landing services in some targeted countries through the established network of partners and through the knowledge gathered from country missions and market studies.

- EC2i

EC2i is already exporting cleantech technologies to the United-States and China.

- EU-TEXTILE2030

EU-TEXTILE2030 is collaborating with Ruta N, an innovation and business centre based in Colombia, USA aimed at facilitating technology transfer to industry

### 3.3. Barriers and difficulties faced by ESCP-4i partnerships during the first year of the project implementation

Question: Please select which kind of barriers/difficulties your ESCP-4i faced during the implementation of activities.

ESCP-4i partnerships have encountered several types of difficulties during the first year of the project implementation. The barriers identified by ESCP-4i can be divided into 7 categories:

- **Engagement of SMEs in project activities (8 partnerships)**
- **Collaboration between the cluster members in the European Strategic Cluster Partnerships- Going International (7 partnerships)**
- **Access to relevant potential partners in targeted third-markets (6 partnerships)**
- **Collaboration with other European Strategic Cluster Partnerships- Going International (5 partnerships)**

- **Access to knowledge of relevant third-markets** (5 partnerships)
- **Information/access to complementary funding sources** (4 partnerships)
- **Engagement of regional policy makers** (1 partnership)

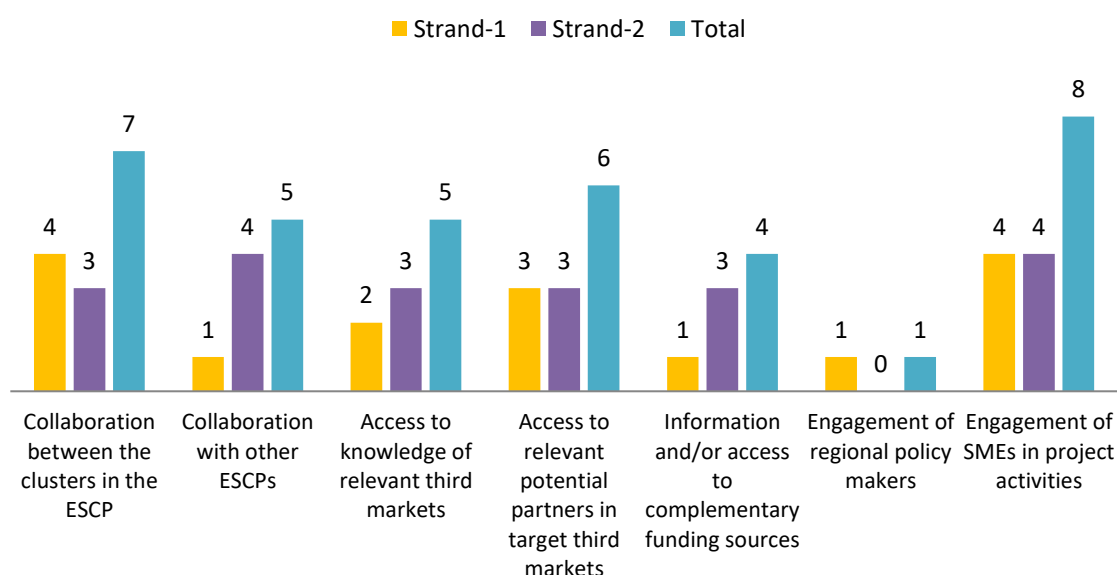


Figure 5 Barriers experienced by ESCP-4i partnerships

The difficulties encountered by ESCP-4i partnerships concern mainly the engagement of SMEs in the project activities, launching the collaboration actions between the cluster project partners and the access to relevant potential partners in countries beyond Europe. The barriers experienced by ESCP-4i partnerships in Strand 1 and Strand 2 are relatively similar. It is important to note that the difficulties faced by Strand 1 partnerships are more focused on the consolidation of the partnership itself and the involvement of SMEs in the project activities, whilst Strand 2 partnerships have experienced more difficulties in the collaboration with other ESCP-4i and ensuring information/access to complementary funding sources.

### 3.4. Achievements and benefits for SMEs

Question: Please indicate which results have been achieved by the ESCP-4i SME members due to their involvement in ESCP-4i activities.

ESCP-4i partnerships act as springboards to help SMEs to reach international markets. The achievements and benefits for SMEs, from both Strand 1 and 2, can be divided in 8 categories:

- Establishment of business contacts among members (10 partnerships)
- Knowledge sharing and information exchange (9 partnerships)
- Organisation of and joint business events (6 partnerships)
- Exports/Imports (2 partnerships)
- Soft Landing services (2 partnerships)
- Research & Development (2 partnerships)

- Technology Transfer (1 partnership)
- Sales office representation (1 partnership)

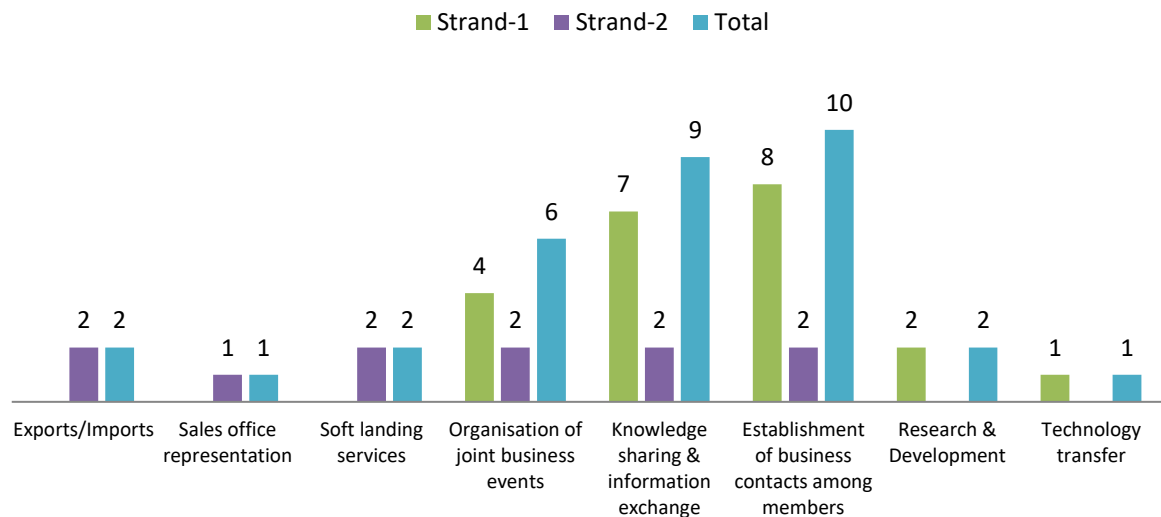


Figure 6 Benefits for SMEs

The involvement of SMEs in ESCP-4i partnerships mainly consists of the establishment of business contacts among members, knowledge sharing and information and exchange, as well as the organisation of international joint business events. The SMEs involved in ESCP-4i partnerships often come from different sectors and have different work cultures. The dialogue between SME members from the different cluster ecosystems therefore appears as a success factor to create new business opportunities.

SME members from Strand 1 partnerships have been mostly involved in:

- **Establishment of business contacts between members (8 projects)**
- **Knowledge sharing and information exchange (7 projects)**
- **Joint business events (4 projects)**

#### Showcase from Strand 1 Partnerships

- Digital Industry Alliance

The first site visit of the Digital Industry Alliance was a joint business event with the IoT4Industry INNOSUP 01 project in Turin in September 2018.

- MAGIA

Thanks to the 4 study visits organised it was possible for the consortium partners to exchange information and good practices. The study visits and working groups have allowed several SMEs to establish relations and contacts with regional, national and international counterparts.

- Space Wave

SMEs got information on some third countries and specific sectors where Earth Observation technologies can be applied to Blue Growth during the cycle of workshops organised by the Partnership.

SME members of ESCP-4i partnerships operating in Strand 2 (6 partnerships) have been strongly involved in:

- **The establishment of business contacts between members**
- **Knowledge sharing and information exchange**
- **Exports/imports**
- **Soft-landing services**
- **Joint business events**

In comparison to Strand 1 Partnerships, Strand 2 Partnerships took part to more international activities such as soft-landing services and export/imports activities.

**Showcase from Strand 2 Partnerships**

- **LASER-GO GLOBAL**  
LASER-GO GLOBAL partners have reached an agreement to provide soft landing services between clusters in their respective countries, as a result of the project activities
- **EU-TEXTILE2030**  
Two companies from EU-TEXTILE2030 will return to Colombia to participate in the next edition of Colombiatex 2019 based on the fact that the products they had previously displayed on the Partnership stand attracted a lot of interest.
- **MobiGoIN-Action**  
MobiGoIN-Action organised a training programme to help SMEs prepare the approach of new markets. Acceleration activities focused on USA and Canada were organised through webinars and workshops with experts to prepare the SMEs to approach the market”

## **4. Cooperation activities established by ESCP-4i Partnerships during their first year of implementation**

### **4.1. Cooperation agreements signed by ESCP-4i Partnerships**

**Question: Has your ESCP-4i signed any cooperation agreements or memorandum of understanding (MoU)?**

#### *Cooperation agreements established by ESCP-4i partnerships*

Cooperation agreements are highly strategic activities for ESCP-4i Partnerships, as it allows them to structure and engage in new cooperation activities, either back-to-back with other ESCP-4 partnerships, or with other outside stakeholders. The majority of cooperation agreements were signed by ESCP-4i partnerships operating in Strand 2. In total 21 cooperation agreements have been signed by the following ESCP-4i partnerships:

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- IDEEO (Strand 1)
- COSMENREG-4i (Strand 2)
- EC2i (Strand 2)
- Laser-Go Global (Strand 2)
- MobiGoIn-Action (Strand 2)
- NF4 (Strand 2)

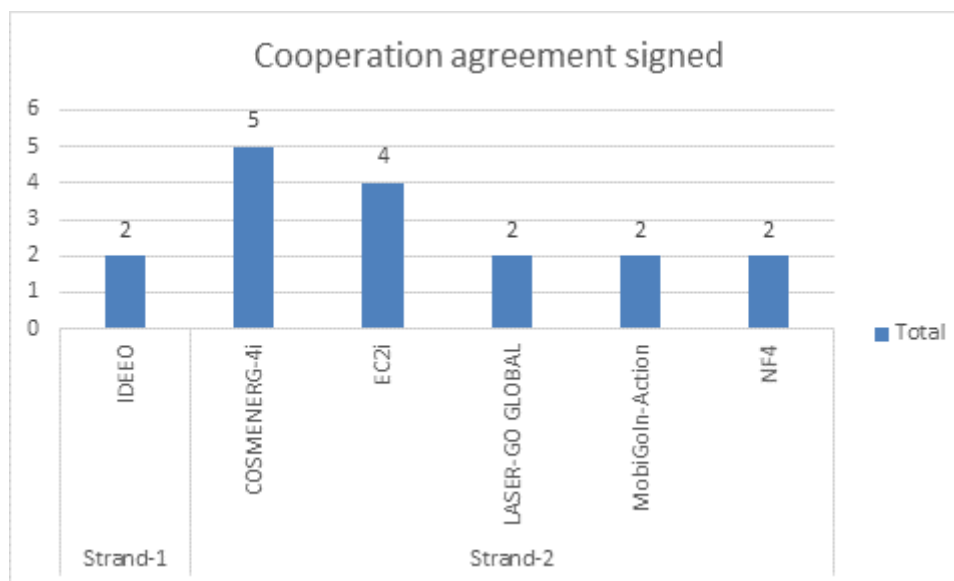


Figure 7 Cooperation agreements signed by ESCP-4i partnerships

5 out of 6 Strand 2 Partnerships have signed at least 2 cooperation agreements (83%) against 2 out of 13 for the Partnerships operating in Strand 1 (15%).

More than half of ESCP-4i Partnerships have established cooperation agreements with cluster organisations. Out of twenty-one cooperation agreements, twelve have been signed with clusters. 3 cooperation agreements have also been signed with research actors.

#### **Showcase from Strand 1 and Strand 2 Partnerships**

- IDEEO (Strand 1)

IDEEO has signed 2 cooperation agreements, with

- Frontiers-SI, in the geospatial sector
- EuroChile, on cross-cutting opportunities

- COSMENERG-4i (Strand 2)

COSMENERG-4i has signed 5 cooperation agreements, with

- The Jordan National Research Centre, on Research and Development
- The High Council for Science and Technology, on Research and development
- The Israel Smart Energy Association, on Smart Energy
- The Green Tech Malaysia, on Renewable Energy
- The Indonesia Renewable Energy Society, Renewable Energy

- EC2i (Strand 2)

EC2i has signed 4 cooperation agreements, with

- Cluster Smart City Tech, on Smart Cities
- Urban Future Lab, on Clean Energy
- Hodgson Ross, on market intelligence
- Umore Consulting Group, on partner search

- **LASER-GO-GLOBAL (Strand 2)**

LASER-GO-GLOBAL has signed 2 cooperation agreements, with

- MEDTEQ, on health tech
- OPTONIQUE, on photonics

- **MobiGoIn-Action (Strand 2)**

MobiGoIn-Action has signed 2 cooperation agreements, with

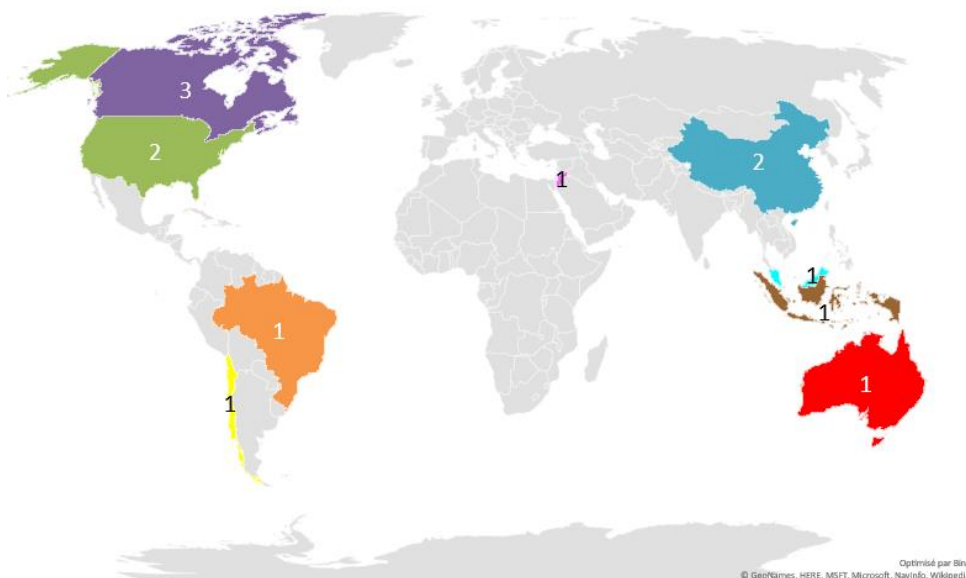
- Tianjin Beichen Economic and technological Development Zone, on information technology and big data, intelligent manufacturing, biomedicine, and e-commerce logistics industries
- IMPACT <Connected Car>, on connected cars (INNOSUP 01)

- **NF4 (Strand 2)**

NFA has signed 2 cooperation agreements, with

- FIEP, on food products
- NPC, on agrofood

The map below presents the geographical origin of the counterparts with whom European Strategic



Cluster Partnerships have signed cooperation agreements. North America and Asia are confirmed as two important international markets for ESCP-4i.

*Figure 8 Cooperation partners in countries beyond Europe*

#### 4.1. Cooperation agreements signed by SMEs as part of the ESCP-4i partnership activities

**Question: Has any SME member signed a cooperation agreement/memorandum of understanding?**

To date, no SME has signed a cooperation agreement in the framework of an ESCP-4i project. Further investigation will be carried out in the second survey launched in May 2019 to explore the benefits of ESCP-4i partnerships for SMEs in terms of cooperation agreements.

#### 4.2. Cooperation between ESCP-4i partnerships

**Question: Has your ESCP initiated any dialogue/collaboration with other ESCPs?**

Eleven ESCP-4i Partnerships (58%) indicated that they have initiated dialogue/collaboration with other partnerships.

The share between groups of the Strand 1 and Strand 2 is relatively well-balanced, although the Partnerships operating in Strand 1 seem to have more engaged in dialogue and discussions (7 out of 11 partnerships operating in Strand 1). The different exchanges between ESCP-4i partnerships are presented below:

- Cosmetics4Wellbeing (C4W) (Strand 1): PIMAP, FoodpackLab, Laser Go Global
- MobiGoIn-Action (Strand 2): NF4, EC2i
- LaserGoGlobal (Strand 2): C4W, MAGIA
- Foodpack Lab (Strand 1): FoodNet, Cosmernerg
- IDEEO (Strand 1): SpaceWave

Most discussions between ESCP-4i partnerships regarded:

- The exchange of good practices of collaboration practices: on dissemination, on best ways to build their ESCP activities.
- The opportunity to organise joint business missions

## 5. ESCP-4i upcoming activities

### 5.1. Attendance to events in Europe

**Question: Which European trade fairs, cluster conferences, events, visits and missions is your ESCP-4i planning to attend or organize in the next 12 months?**

The majority of ESCP-4i partnerships, 16 out 19 partnerships, indicated that they plan to attend to European events in the next 12 months.

#### 5.1.1. Attendance to events in Europe by Strand 1 partnerships

Partnership	Name of the event	Sector	Location	Date
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<b>Cosmetics4Wellbeing</b>	Closing conference Cosmetics4Wellbeing	Cosmetic Industry	Barcelona, SPAIN	May 9th and 10th 2019
	Cosmetic 360	Cosmetic Industry	Paris, FRANCE	October 16th and 17th 2019
	Cosmetics Clusters Rendez-vous	Cosmetic Industry	Paris, FRANCE	October 17th 2019
<b>DIA</b>	2nd Study visit	Digital Industry	Greifswald - Mecklenburg-Vorpommern Region, GERMANY	March 2019
	Regional Event and Workshop	Digital Industry	Sophia Antipolis, FRANCE	June 2019
	3rd Study Visit	Digital Industry	Vasteras/Svealand Region, SWEDEN	September 2019
	Trustech Cannes	Digital Industry	Cannes, FRANCE	November 27-29th 2018
	MWC 2019	Digital Industry	Barcelona, SPAIN	February 25th - 29th 2019
	<b>ELBE</b>	ELBE event #2	Blue Energy	Flanders, BELGIUM
ELBE event #3		Blue Energy	SWEDEN	May 2019
WindEurope		Blue Energy	Bilbao, SPAIN	April 2019
<b>FoodNet</b>	Workshop "FoodNet Strategy Impact on target audience"	Food Industry	Riga, LATVIA	April 15th - 17th 2019
	AGRARIA	Food Industry	Cluj, ROMANIA	April 2019
	EU Cluster Weeks	Food Industry	Bucharest, ROMANIA	November 25th - 29th 2018
	The 4th Transylvanian International Clusters Conference	Food Industry	Cluj, ROMANIA	October 10th - 12th 2019
	Transport & Logistics Fair	Food Industry	Munich, GERMANY	To be defined
<b>FoodPackLab</b>	CONAMA 2018	Food Innovation	Madrid, SPAIN	November 26th - 29th 2018
	CFIA 2019	Food Innovation	Rennes, FRANCE	March 12th - 14th 2019



	FoodPackLab event 2	Food Innovation	Paris, FRANCE	April 2019
	FoodPackLab event 3	Food Innovation	Barcelona, SPAIN	October 2019
<b>GEO-ENERGY EUROPE</b>	The German Geothermal Congress DGK	Energy Industry	Essen, GERMANY	November 27th - 29th, 2018
	Geotherm 2019	Energy Industry	Offenburg, GERMANY	February 14th - 15th, 2019
	EAGE Annual Convention 2019	Energy Industry	London, UNITED KINGDOM	June 3rd -6th, 2019
	European Geothermal Congress	Energy Industry	The Hague, NETHERLANDS	June 11th -14th, 2019
	GeoEnergy Days	Energy Industry	Pau, FRANCE	June 25th - 27th, 2019
<b>IDEEO</b>	ESA atlantic	Marine Observation	Southampton, UNITED KINGDOM	Jan 23rd 2019
<b>MAGIA</b>	MEDICA trade fair	Healthcare	Dusseldorf, GERMANY	November 12th 2018
	Council of European Bioregions annual meeting	Healthcare	To be defined	to be defined
<b>PERES</b>	PERES Suppliers' Day	Railway Innovation	Belgrade, SERBIA	End January 2019
	PERES Closure Event	Railway Innovation/Closure	FRANCE	June 2019
<b>PIMAP</b>	EMAF	HighTech Industry	Porto, PORTUGAL	November 21st - 24th, 2018
<b>SENTINEL</b>	InteriHotel	Hospitality Sustainable Development	Barcelona, SPAIN	October 20th 2018
	Iwater	Hospitality Sustainable Development	Barcelona, SPAIN	November 15th 2018
	World sustainable energy days	Hospitality Sustainable Development	Wels, AUSTRIA	March 1st 2019
<b>SpaceWave</b>	Atlantic From Space Workshop	Maritime Observation	Southampton, UNITED KINGDOM	January 23th - 25th 2019
	Final Meeting of the SpaceWave project	Maritime Observation	Brussels, BELGIUM	March 2019

	Consortium meeting of the project	Maritime Observation	Athens, GREECE	December 12th - 13th 2018
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### 5.1.2. Attendance to events in Europe by Strand 2 Partnerships

Partnership	Name of the event	Sector	Location	Date
<b>EU TEXTILE2030</b>	Bootalps 2018	Textile	Milano -ITALY	December 18th 2018
	TECHTEXTIL	Textile	Frankfurt- GERMANY	May 14th - 17th 2019
	ITMA	Textile	Barcelona -SPAIN	June 20th - 26th 2019
<b>LASER-GO GLOBAL</b>	MEDICA	Healthcare	Dusseldorf, GERMANY	November 12th - 15th 2018
	EU Industry Days	Healthcare	Brussels, BELGIUM	February 5th - 6th 2019
	Laser World of Photonics	Healthcare	Munich, GERMANY	June 24th - 27th 2019
<b>MobiGoln-Action</b>	MobiGoln-Action EU Matchmaking Event	Smart Mobility	Paris, FRANCE	November 19th 2018
	Imagine Mobility Meetings	Smart Mobility	Paris, FRANCE	November 20th 2018
	MobiGoln-Action EU Matchmaking Event	Smart Mobility	GERMANY (to be defined)	Summer 2019
<b>NF4</b>	Future food techno	Connected food	Not announced	Not announced

Table 2 Participation of Strand 2 partnerships to events in Europe

A major part of the events organised in Europe will take place in France (10 out of the 47 events identified so far). Spain and Germany will host some events as well (respectively 8 and 9 events that represent 17%). In total, France, Germany and Spain will host half of events related ESCP-4i partnership activities in 2019. It is also important to highlight that FoodNet project took advantage of the EU Clusters Weeks label to showcase the activities conducted by the Partnership on the European stage by organising labeled event in Bucharest in November 2018, thus leveraging its visibility.

### 5.2. Attendance to events beyond Europe

Question: Which trade fairs, cluster conferences, events, visits and missions beyond Europe are you planning to attend or organize in the next 12 months?

13 out of 19 ESCP-4i indicated their intention to attend events located outside Europe within the next 12 months.

#### 5.2.1. Attendance to events beyond Europe by Strand 1 Partnerships

Partnership	Name of the event	Sector	Location	Date
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<b>Cosmetics4Wellbeing</b>	1st Exploratory Mission	Cosmetics Industry	MEXICO	1st quarter 2019
<b>FoodNet</b>	TransRussia 2019	Food Industry	Moscow, RUSSIA	April 15th - 17th 2019
	Economic mission in Iraq	Food Industry	Sulaimany, IRAQ	April 2019
	Economic mission in Vietnam	Food Industry	Hanoi, VIETNAM	November 25th - 29th 2018
	China International Logistics Fair	Food Industry	Shenzhen, CHINA	October 10th - 12th 2019
<b>GEO-ENERGY EUROPE</b>	GRC Meeting & Expo 2019	Energy Industry	Reno (Nevada), USA	September 15th -18th 2019
<b>IDEEO</b>	GEO	Marine Observation	AUSTRALIA	October 2019
<b>MAGIA</b>	Mission to China	Healthcare	Shangai (tentative), CHINA	March 2018 (tentative)
	Mission to USA	Healthcare	Minneapolis, Chicago (tentative), USA	April 2018 (tentative)
<b>PERES</b>	PERES Mission to USA	Railway Innovation	East Coast/USA	February 2019
<b>PIMAP</b>	Photonics West	HighTech Industry	San Francisco, USA	February 2nd -7th 2019
	Photonics North	HighTech Industry	Quebec, CANADA	May 21st - 23rd 2019

Table 3 Attendance to events beyond Europe by Strand 1 partnerships

### 5.2.1. Attendance to events beyond Europe by Strand 2 Partnerships

Partnership	Name of the event	Sector	Location	Date
<b>COSMENERG-4i</b>	IGEM	Renewable Energies	Kuala Lumpur, MALAYSIA	Not announced
	Abu Dhabi Sustainable Week	Renewable Energies	Abu Dhabi, EAU	January
	ASEAN Energy forum	Renewable Energies	Bangkok, THAILAND	Not determined
	Indonesia Renewable Energy Forum	Renewable Energies	Jakarta, INDONESIA	Not determined

<b>EC2i</b>	Smart Cities NYC	Renewable Energies	New York, USA	May 13th - 15th 2019
<b>EU-TEXTILE2030</b>	ATF EXPO	Textile	Cape Town - SOUTH AFRICA	November 20th - 22th 2018
	TITAS	Textile	Taipei - TAIWAN	October 16th - 18th 2019
<b>LASER-GO GLOBAL</b>	Photonics West 2019	Healthcare	San Francisco, USA	February 2nd - 7th 2019
	Laser, Optics and Photonics	Healthcare	SINGAPORE	March 12th - 20th 2019
	Bio Korea	Healthcare	Seoul, KOREA	April 17th - 19th 2019
	MIXiii-BIOMED	Healthcare	Tel Aviv, ISRAEL	May 14th - 16th 2019
	BIO Convention	Healthcare	Philadelphia, UNITED STATES	June 3rd - 6th 2019
<b>MobiGoIn-Action</b>	MobiGoIn-Action International Mission WR1	Healthcare	USA	January -February 2019
	MobiGoIn-Action International Mission WR2	Healthcare	CHINA/SINGAPORE (not determined)	Summer 2019
<b>NF4</b>	Mission to Chicago	Connected Food	Chicago,USA	March 19th 2018

*Table 4 Attendance to events beyond Europe by Strand 2 partnerships*

Partnerships expect to attend a total of 27 events outside of Europe in the next twelve months. The survey shows that most of the ESCP-4i projects which answered this survey are planning to attend or organise international events within the next year. The 2 main continents targeted by ESCP-4i are North America (11) and Asia (10) which is in line with the countries targeted by ESCP-4i for cooperation.

### 5.3. Use of the ESCP-4i forum on the ECCP for cooperation purposes

Question: Do you use the ESCP-4i forum on the ECCP?

The [ESCP-4i forum](#) was created to encourage exchanges between the different partnerships funded under the Cluster Go International call. Three ESCP-4i partnerships out of 19 declared that they use the forum: DIA, FoodNet and PIMAP (all in Strand 1). The forum on the ECCP was used mainly for dissemination purposes and for the promotion and exchange of good practices between ESCP-4i.

The responses gathered in the survey indicate 3 main reasons why the forum is not commonly used by ESCP-4i partnerships:

[www.clustercollaboration.eu](http://www.clustercollaboration.eu)

- A lack of time from the managers
- A lack of communication around it
- Pre-existence of effective communication tools (social media) and preference for direct contacts.

Several reasons can explain the low use of the forum. The ECCP already provides the coordinator contacts of all ESCP-4i project partners, thus allowing for easy and personal exchange by email or by phone. ESCP-4i projects also had the opportunity to meet personally during the Partnering Events in February 2018 and October 2018. Most of the exchanges between ESCP-4i therefore take place outside of the forum, as shown in the section “dialogue between ESCP-4i Partnerships”, the communication flow seems to run correctly between the ESCP-4i partnerships.

Several recommendations have been formulated by ESCP-4i partnerships to improve the usefulness of the Forum and encourage more frequent usage:

• Name of the ESCP-4i	Please briefly indicate how the forum could be improved.
<b>LASER-GO GLOBAL</b>	most of the communication is happening via social media; a website forum is not the most efficient way of reaching out and exchanging information with the cluster managers who have limited time to follow up the updates on the forum, let alone post them
<b>MAGIA</b>	We are still in the process of testing out its functionalities.
<b>MobiGoIn-Action</b>	I don't use it mainly because of lack of time. Emails work too, More communication about the forum could be helpful
<b>PERES</b>	I didn't know it existed, though I visit regularly the ECCP
<b>SENTINEL</b>	We know about the forum but we didn't use it regularly. It could be improved by: - Becoming a market intelligence repository targeted by country and sectors. It could be public information from EC and other international entities but well-ordered and continuously updated . - Promoting their use for the second strand consortiums publishing good practices and others relevant results
<b>SpaceWave</b>	Communication around this forum could be implemented or improved, in order for us to use more often this forum.

*Table 5 Recommendations to improve the ESCP-4i forum*

The recommendations formulated by ESCP-4i on the use of the ECCP forum will be considered by the ECCP Team to improve the delivering of its services and better fit the needs of the partnerships.

## Conclusions

The analysis of the consultation launched among the European Strategic Cluster Partnerships – Going International (ESCP-4i) highlights the activities conducted and planned by Strand 1 and Strand 2 projects. This report summarizes the actions implemented by ESCP-4i partnerships to reach international markets and their foreseen international business missions.

The main countries targeted for cooperation by the European Strategic Cluster Partnerships are mainly located in North America (United-States, Canada), and Asia (Japan, China, India and the Republic of Korea). A majority of Strand 2 Partnerships have organised business missions and established business contacts. A total of 21 cooperation agreements have been signed by ESCP-4i partnerships that responded to this consultation, during their first year of implementation. Most partnerships indicated that they will conduct business missions to countries beyond Europe for their second year of implementation, with the objective to find business partners. Partnerships plan to attend some 27 events outside Europe in the next twelve months.

Initial efforts for the engagement of SMEs directly by the Partnerships in their activities have commenced and these are expected to intensify in Year 2. There are already a number of “show case” experiences that have been delivered by the Partnerships, which can be promoted and used to illustrate their successes and help other Partnerships design their internationalisation strategies.

The ECCP can support the interactions between the Partnerships by identifying cooperation opportunities, via the Forum on the ECCP website, the social media tweets/comments and e mail connections. This can result in the organisation of joint missions and/or sharing market information around country targets or common value chains. The role of the Forum also needs to be reviewed as it is currently not exploited to its full potential.

The ECCP can also build upon its actions to ensure the ESCP-4i Partnerships play an active part in ECCP supported matchmaking missions and their experiences are used to illustrate and update the country reports delivered as part of WP3.

A second survey was launched by the ECCP in May 2019 to further explore the activities conducted by ESCP-4i partnerships and monitor their achievements.