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New European Electronics For Global Health and Wellbeing

D5.2 Networking Report

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NE4HEALTH

Networking Report

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V0.1	FIRST DRAFT
V1.0	Approach of the period til 28th Feb 2021 Quality check

LIST OF ABBREVIATIONS

ABBREVIATION	EXPLANATION
B2B	Business to business
EU	European Union
R&D	Research and Development
RTO	Research and Technology Organisation
SME	Small and Medium Enterprise
TTCs	Targeted Third Countries

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EXECUTIVE SUMMARY

New European Electronics for the Global Health and Wellbeing, NE4HEALTH, consolidates a real and practical Partnership among the partners, especially in order to approach internationalization activities to their SME members.

The main aim of the project is to build-up a partnership of world leading clusters to configure a "European Strategic Cluster Partnership – Going International" focused on electronics (printed, embedded…) technologies applied to health and wellbeing sectors, and make EU SMEs on these fields better connected internationally.

One of the main steps to follow to achieve this is to build a strong partnership. To accomplish this goal, contacts and networks are primordial.

This report constitutes a summary of networking activities done by each of the members of NE4HEALTH consortium. It compiles both, the activities carried out to date and those we plan for the coming months. Activities such as: participation in events, from the ECCP or others, internal events or activities from partners, synergies with other projects and with other clusters.

The purpose is to increase the interest in the project and to find as many stakeholders as possible to enlarge the project infrastructure.

INTRODUCTION

This Networking report aims to compiles all the proposals and actions made from the partners with the objective to increase the interest in the project.

Networking is the concept of sharing resources and services. It is a word that is already used on a daily basis in the professional field and that refers to events, both formal and informal, in which you can build a network of contacts that help you generate both, business and work opportunities.

This network of professional contacts with people who have similar interests, allows us to create synergies and business opportunities in the short, medium or long term.

Networking generates new lines of communication and business. It helps to connect ideas with actions, so that they can materialize and jointly promote a certain service or product.

In NE4HEALTH, networking gives visibility to the project in a specific environment helping to discover new possible alliances.

Professional networking is an efficient and dynamic way of keeping the project alive and nourishing itself with the news provided by similar initiatives and experts who will surely contribute to being updated in the materia.

Due to all the reasons mentioned above, NE4HEALTH consortium needs to identify and involve external stakeholders to support its internationalization strategy, by collecting letters of Intent by selected clusters, SMEs and other relevant stakeholders (e.g. technology centres) confirming their readiness to engage with the project, the consortium and in internationalization activities.

This document must compile a list of all events equivalents to the following examples, after the NE4HEALTH grant agreement:

- EUROPEAN CLUSTER MATCHMAKING EVENT (Brussels – Belgium, 22nd February 2018)
- EU CLUSTER WEEKS (Hanover – Germany, 1st to 2nd April 2019)

Last year EUROPEAN CLUSTER MATCHMAKING EVENT, was celebrated online due to the pandemic. A representation of our consortium participated in the event and in the B2B meetings held during the event.

OBJECTIVE

The main goal is to promote the project and to augment the interest in it. That will help to find as many stakeholders as possible to increase the project infrastructure.

The idea of this report is to detail all kinds of events in which we have participated so far and those in which we plan to participate in the near future, and which would be better reflected in the next networking report.

The main objective of organizing this kind of activities is, a), to publicize the general idea of the project, and b) to arouse interest and get companies interested in participating and collaborating. In summary, getting people to join the project.

An important network of contacts will open the door to new opportunities and should facilitate the organization of the missions that we plan to carry out in this project.

NE4HEALTH NETWORKING INSTRUMENTS

One of the key points in this type of events (networking events) is the 'continuity' in the time. Not because the *face-to-face* event ends, means that our networking activity must finalised; there is always an email to send, a project to publicize or a call to do.

In networking events, a basic rule of "reciprocity" prevails, which is, it is important to create solid relationships where **both parties benefit**.

In this report we will find a compilation of the events organized or attended by the different members of the consortium.

As we believe that networking is an **essential activity** for our purposes in the project, most of these activities had to be carried out **online**. Cause establishing links with other entities with functions similar to ours, can benefit us a lot in order to experience a continuous improvement in our activity within the project.

The best approaches to generate networking *moments* are:

- Conferences
- Journeys
- Workshops
- Webinars
- Presentations (brands, products, projects…)
- Matchmaking events
- B2B meetings
- Professional social networks such as LinkedIn or Twitter

In this type of activities, a space of time is always established to facilitate the attendees to interact with each other, chat, get to know each other and expose their common interests. These moments are minutes of relaxation in which we chat naturally with other people and exchange information.

Taking this into account, between September 1, 2020, until today, NE4HEALTH consortium members (FUNCTIONAL PRINT CLUSTER, OES, ROHEALTH, LETERA and INTERIZON) carried out various networking activities, during which the project, was introduced and presented.

The whole consortium also aims to continue these networking and dissemination activities in the future.

Therefore, we will present in the following the activities that have already taken place, as well as the activities that we plan to organize in order to promote the NE4HEALTH project and also to build an European strategic network focused on electronic technologies (printed or embedded) applied to the health and well-being sectors.

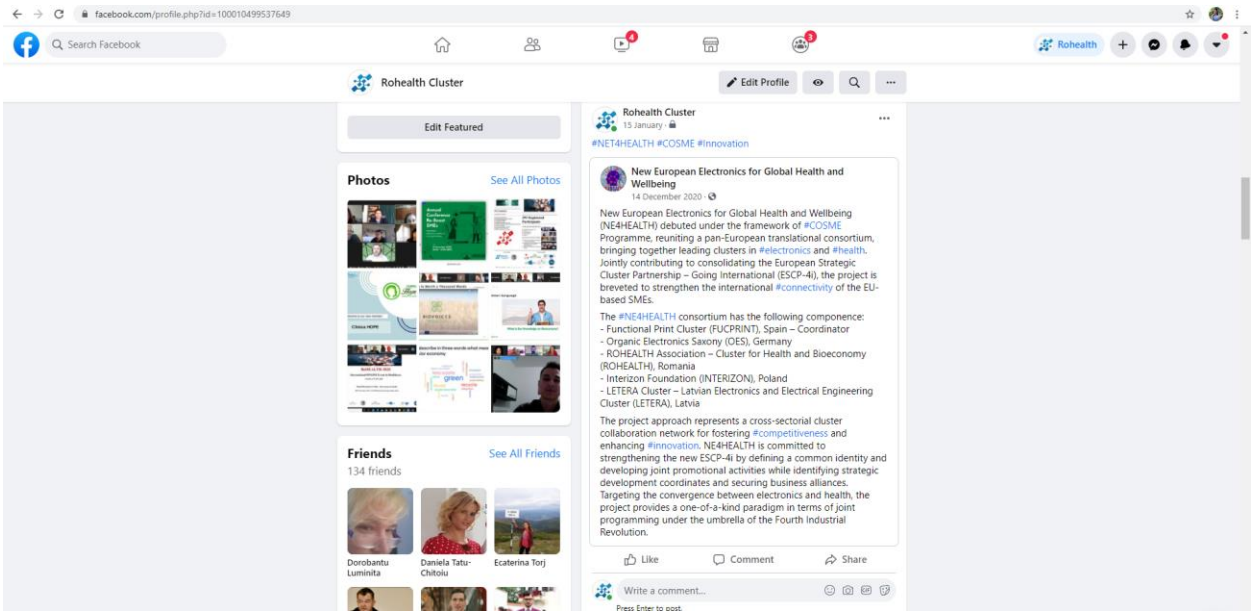
I. Organized networking activities

a) Marketing:

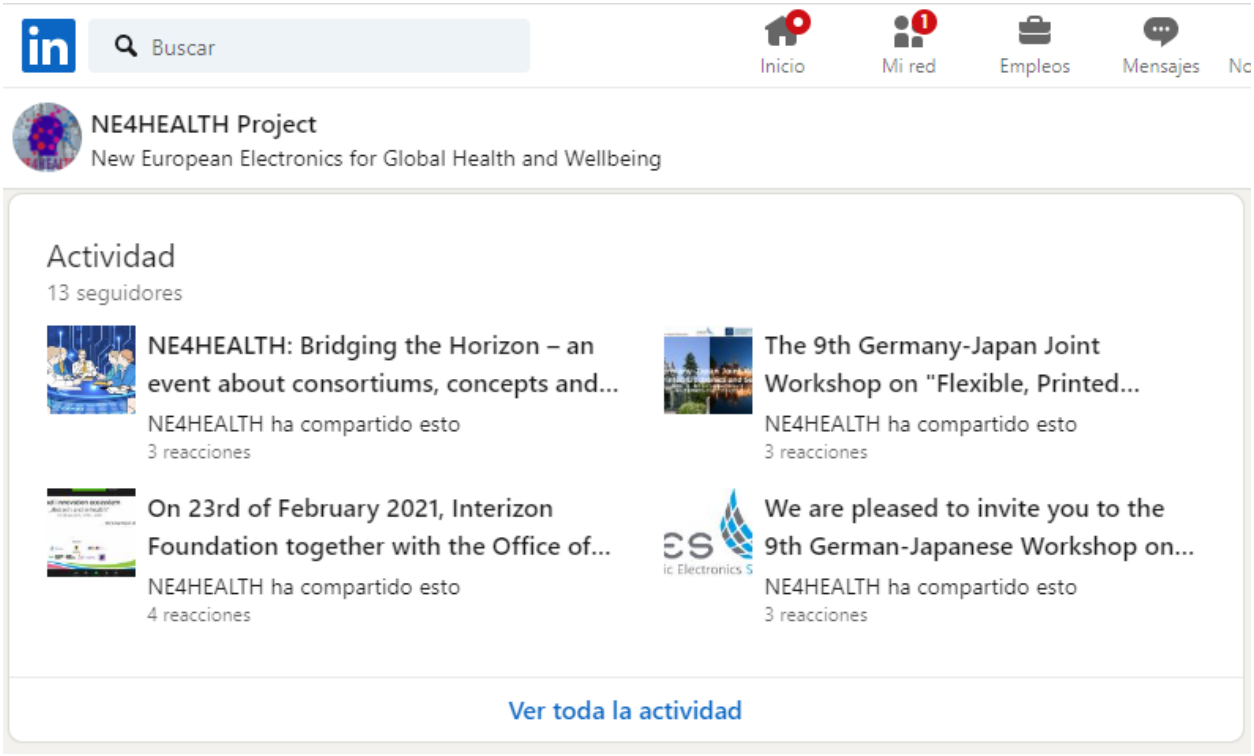
1. News and social media:

Members disseminated on its social medial channels (Facebook, LinkedIn and Twitter), news about the project launching and its activities.

- The reach of the news on Facebook (from N4HEALTH Account) was 24 interactions in total regarding the news about the webinar entitled “Israeli Innovation Ecosystem - Biotech and E-health” and 30 reaches about the project N4HEALTH project launching.



Facebook



LinkedIN

Twitter

2. Newsletters:

Each partner sends out a monthly newsletter in their own language. In some of the mailings we provide information about the implementation of the NE4HEALTH project, targets, tasks, events…

In total we have at least 600 subscribers to our newsletters.

LETERA - aktualitātes 2021/1 (mailchi.mp)

Examples of Newsletters sent from Funct.Print Cluster

3. Landing webpage:

Each one of the clusters webpages are interconnected connected among them with information about the project and the NE4HEALTH network.

For the project, our official webpage is the one provided by the European Cluster Collaboration Platform:
https://clustercollaboration.eu/eu-cluster-partnerships/escp4i/new-european-electronics-global-health-and-wellbeing

And our individual pages related to the project are:

P1: http://functionalprint.com/proyecto-europeo-ne4health/
P2: https://oes-net.de/projekt/ne4health/language/en/
P3: https://rohealth.ro/proiecte-europene/net4health-new-european-electronics-for-global-health-and-wellbeing
P4: https://www.letera.lv/projekts/new-european-electronics-for-global-health-and-wellbeing-ne4health/

4. Emails to cluster members:

Each cluster disseminated information about the implementation of the project by sending e-mails to all cluster members.

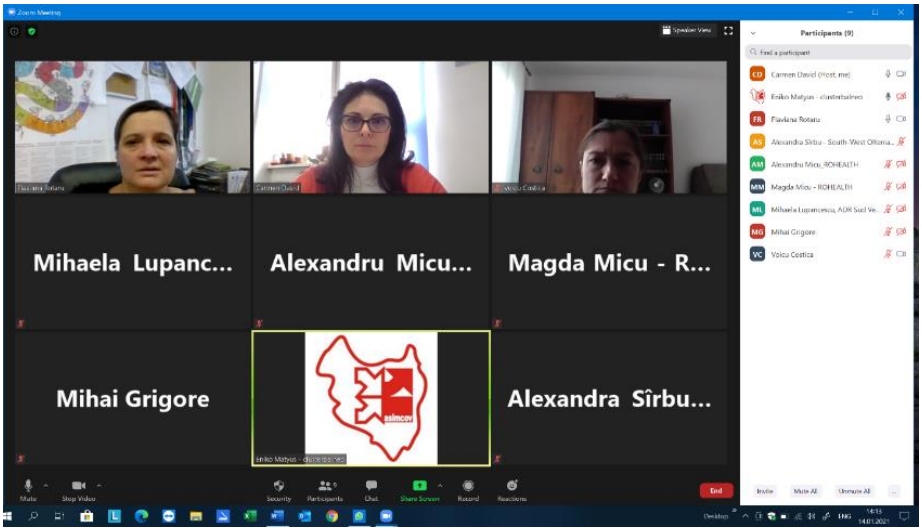
5. Innovation Barometer

Interizon Cluster prepares the document entitled "Innovation Barometer" once every six months. There was (in October 2020) information about the implementation of the NE4HEALTH project.

b) B2B Meetings:

- **Intercluster meetings**. Functional Print is a member of the board directors of the federation of Spanish clusters (http://fenaeic.org/). In these first 6 months already had meetings with Cluster MAV, Modacc, CENFIM, Packaging Cluster, GAIA… presenting the project and looking for synergies, pending the signature of a letter of intent. Also, we had an agreement signed with FENIM (https://www.fenin.es/?locale=en) the Spanish Federation of Healthcare Technology Companies, with the objective to organized joint workshops.

- **MedRo meetings**. ROHEALTH Cluster coordinates the Romanian Network of Clusters in the medical field-MedRo (https://rohealth.ro/medro). During the periodical meetings of the of MedRo Network the NE4HEALTH project was presented and as a result 2 of the members signed a Letter of interest to engage in the project network (South-West Oltenia Regional Development Agency and Transylvania Regional Balneoturistic Cluster).



- Also, **Bilateral meetings with European Clusters**, which materialized by signing the Letters of interest for the project (Cluster Salut Mental Catalunya, AIP Medical Clustering, iED – Institute of Entrepreneurship Development). During the meetings the project was presented and also the opportunities it brings.

c) Memorandum of Understanding (MOU)

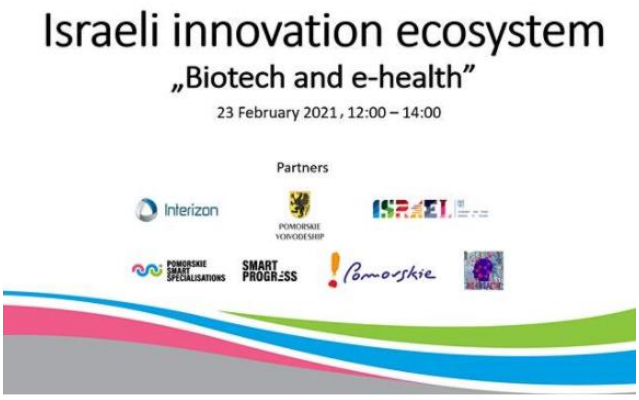
We manage the target of 125 letters of intent among all the consortium partners. 88 from them coming from SMEs and the rest from other stakeholders, such as associations, RTOs, Universities…

The list of the entities that signed and have interest in the project is in the Annex 1.

d) Online Networking Events. Webinars, Brokerages, Matchmaking…

Event	When	What	Who
BeHealth Brokerage (https://rohealth.ro/en/behealth) – Online International Event in Healthcare	27-29th October 2020	The NE4HEALTH project was presented at almost all panels in individual presentation or within general presentations about the electronic sector and the health and wellbeing sectors.The event reunited actors as: Scientific Community, Industry, Civil Society, Policy Makers, and a lot more other stakeholders, from over 31 countries, who act on medical devices, digital health and care markets.	With almost 300 participants and 10 thematic panels.
Workshop: The future of Wearables	28th October 2020	Most of the wearables are focussed on welbeing sectors. NE4HEALTH Project was introduced to assistants.	40 Participants
Workshop: trends in advanced printing for packaging	2nd November 2020	Packaging is applicable to many sectors, Food, wellbeing and Health included. NE4HEALTH project was presented in the workshop	35 Participants
Intra-Clusters Matchmaking Event 2020	11-12 th November 2020	Two virtual inter-cluster matchmaking sessions – an opportunity to network within the European cluster organization community through prescheduled one-to-one virtual meetings.	112 Participants

		The Intra-European Cluster Matchmaking Event is open to cluster and business network organisations from countries eligible for participating in the COSME programme, with published profiles on the ECCP website.	
Health Workshop	19th November 2020	Functional Printing and BioPrinting applications in the Health Sector. It was in Spanish but the project NE4HEALTH was promoted. Next edition we are organicig in English.	55 Participants
Biotech and e-health webinar	23rd February 2021	The primary goal is set to establish cooperation with Israeli entities. This meeting allowed to get acquainted with the biotechnology and health sector in Poland and Israel. We wanted to broaden your horizons in the modern technology industry as well as to provide practical knowledge in the field of products commercialization. Project was presented there.	71 Participants



Examples of networking events in which members of the consortium participated

e) Tradeshows

We identify some fairs and tradeshows to go and promote the NE4HEALTH project. But due to Covid-19 situation and travel restrictions, most of the fairs have been postponed.

II. Future networking activities

Below, the list of events mentioned. We plan to repeat them in the near future. On this report the events are only briefly explained as they will be detailed in the next networking Report, a deliverable planned within 6 months.

a) NE4HEALTH members events:

Consortium partners support, promote and participate in the events of its members, therefore in 2021 there will also be opportunities to present the NE4HEALTH project and its activities during members events.

Below, examples of future events and the information compiled:

Event	When	What	Who
Matchmaking Friday	5th March 2021	Promote NE4Health	RTOs + SMEs / Europe
Web seminar SmartEES	8th March 2021	Promote competences, services or production capacities in flexible and portable electronics	RTOs + SMEs / Europe
Matchmaking Friday	22nd March 2021	Promote NE4Health	RTOs + SMEs / Europe
General Assembly of RoHealth Cluster	25th March 2021	During the event the NE4HEALTH project will be presented.	70 participants (cluster members)

Annual Letera Conference	26th March 2021	Matchmaking, information about project, project members, core competences, business interests in a project etc.	80 participants (at least 60 SMS)
BeHealth 2021	Oct 2021	The annual brokerage in health field, is planning to initiate through its panel's cooperation between stakeholders and SMEs in the field of health, wellbeing, medical devices electronic technologies in health field, etc. It will be an opportunity to disseminate the activities and the results of the project at the moment.	RTOs + SMEs / Europe

b) Get in touch with different stakeholders regarding TTCs:

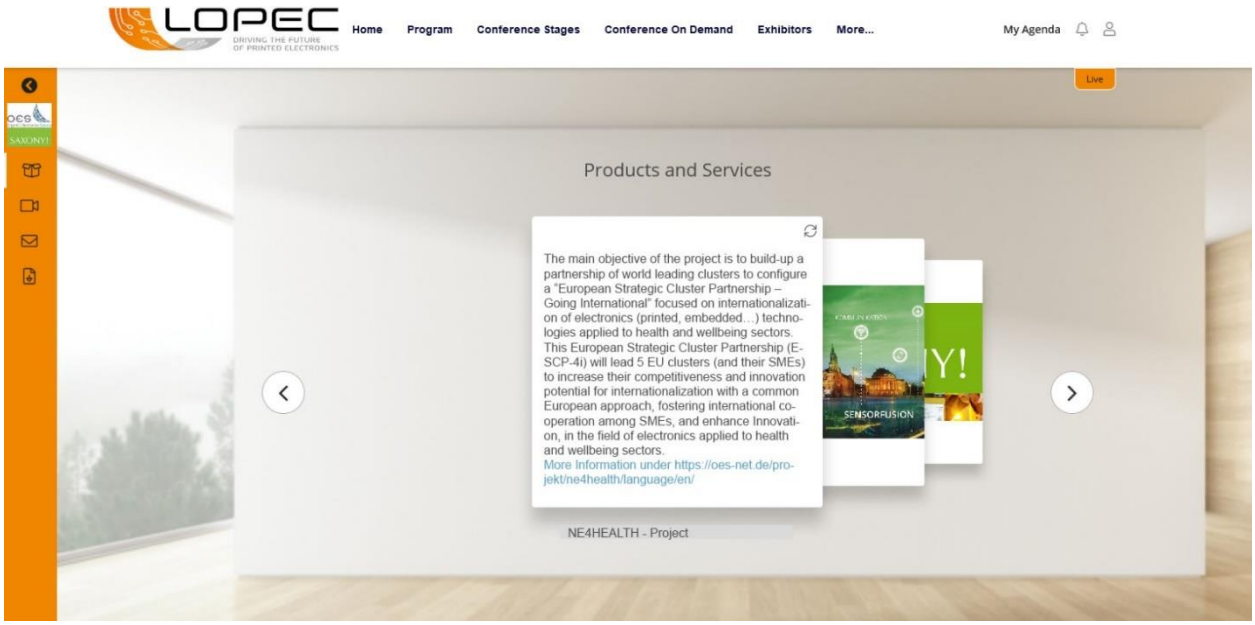
Example of Working sheet for getting in touch with stakeholders in TTCs:

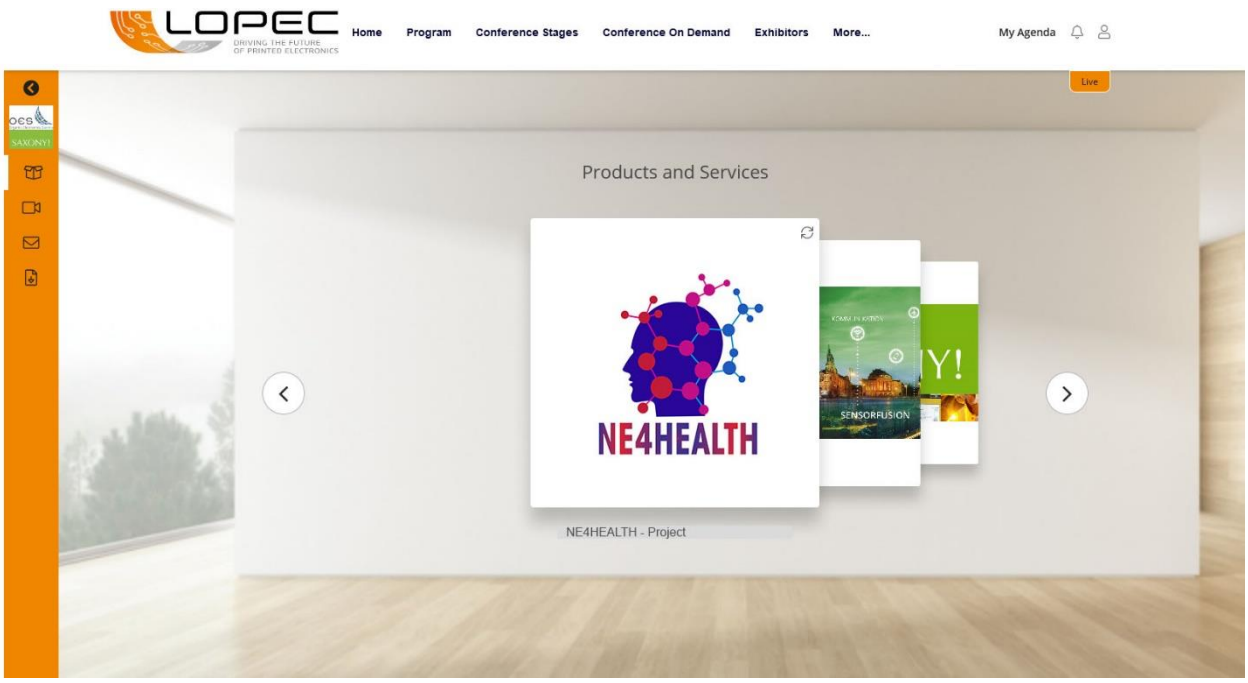
Country	Who	Contact Person	Topic	Date
Japan	Optonet		ask about networking options networking events	
	BioM		ask about networking options networking events	
	WFS		present NE4 Health	
?	highTechstartbahn		present NE4 Health	
	Embassy of the Federal Republic of Germany Tokyo		present NE4 Health ask for contact person	
	Takahashi		present NE4 Health ask for contact person	

	Kentaro		ask about networking options networking events	
	Benjamin Rabe		present NE4 Health ask for contact person	
Israel	IAPP		ask about networking options networking events	
	Oreltech		ask about networking options networking events	

c) Tradeshows

Event	When	What	Who
LOPEC – short for Large-area, Organic and Printed Electronics Convention – leading international platform in the field of printed electronics	March 23-25	Promote NE4Health	OES and its members Functional Print and its members




LOPEC
DRIVING THE FUTURE OF PRINTED ELECTRONICS
Home
Program
Conference Stages
Conference On Demand
Exhibitors
More...
My Agenda
Live
Products and Services
NE4HEALTH
NE4HEALTH - Project
SENSORFUSION

CONCLUSION AND RECOMMENDATIONS

Networking is an important link in the project chain that leads us to achieve success.

It is a tool that will allow us to reorient, redirect and improve the initial strategy established, depending on how we establish contacts to the rest of stakeholders.

Times change and the way of working and interacting too. Adapting to those changes is a key to success. This adaptation will open different doors, lines of work and will give access to a range of international possibilities that, from the outside, we would not have thought at first. The COVID19 outbreak has forced us to make these changes faster, it has forced all entities and companies that want to internationalize to be flexible. The NE4HEALTH consortium and his partners, will continue working in this way to achieve all the expectations and objectives of this project.

In the end, the more stakeholders we have, the greater infrastructure, benefits and opportunities could be achieved with the project. There is strength in numbers and in collaboration.

APPENDICES

Annex 1: Letters of intent signed

NUMBER	SIGNATORY PARTY	STAKEHOLDER	SME
1	BEIA Consult International		X
2	Transylvanian Furniture Cluster	X	
3	Babeș-Bolyai University	X	
4	National Union of Romanian Employers	X	
5	Romanian Textile Concept	X	
6	South-West Oltenia Regional Development Agency	X	
7	Center Regional Development Agency	X	
8	Smart EpiGenetX		X
9	DRIFMAT Distributed Research Infrastructure for Future Materials, Applications and Technology	X	
10	Bionex Consulting		X
11	Bioelectronic		X
12	SPIN OFF HYNAMAT		X
13	BeeCode Software SRL		X
14	Staf Expert		X
15	Inosearch		X
16	Aragon Health Cluster	X	
17	Halstop SRL		X
18	Transylvania Regional Balneoturistic Cluster	X	
19	AIP Medical Clustering		
20	Sana Monitoring		x
21	Life Line - Medical Center SRL		x
22	iED – Institute of Entrepreneurship Development	X	
23	MEPMED LOGISTIC & HEALTY		X
24	Cluster Salut Mental Catalunya	X	

25	Ana Aslan International Foundation	x	
26	Banat Software Cluster by ARIES-TM	x	
27	Cardiopulse SRL		X
28	SLIDE4KIDS		X
29	Aurora Medical Integrated		X
30	Tryamm Trading Consulting		X
31	Laif Computation SRL		X
32	INTEGRA AV Sp. z o.o.		X
33	Inventity Foundation	X	
34	BIOLIFE TECHNOLOGIES Sp. z o.o.		X
35	MEDMETRIC Sp. z o.o.		X
36	POMERANIAN SCIENCE AND TECHNOLOGY PARK IN GDYNIA	X	
37	VRMEDICINE Sp. z o.o.		X
38	POMERANIAN SPECIAL ECONOMIC ZONE Ltd.	X	
39	Pirxon SA		X
40	P-system sp. z o.o. sp. Komandytowa		X
41	QSAR Lab Ltd.		X
42	Sevenet S.A.		X
43	WiRan sp. z o.o.		X
44	Inero Software sp. z o.o.		X
45	CTA.ai		X
46	Institute of Biotechnology and Molecural Medicine		X
47	Fraunhofer-Gesellschaft	X	
48	InnoME Gmbh		x
49	Institute of Textile Machinery and High Performance Material Technology (ITM)	X	
50	Coating Consulting (Tobias Muller)		X
51	pmTUC - Institut für Print- und Medientechnik, Technische Universität Chemnitz	X	
52	Institute of Electronics Packaging IAVT of the TU Dresden	X	
53	Institute for Printing, Processing and Packaging Leipzig	X	
54	InnovationLab Gmbh		x

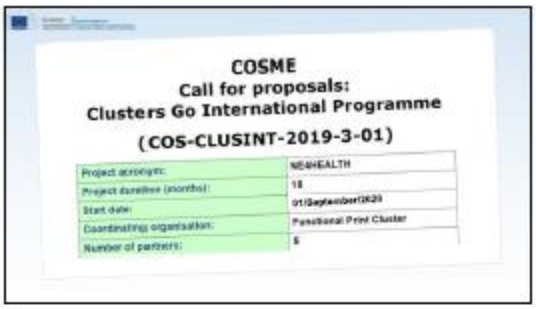
55	3D-Micromac AG		X
56	Accomplast Gmbh		X
57	Adenso Industrial Services Gmbh		x
58	CreaPhys Gmbh	X	
59	CREAVAC Gmbh		x
60	Fraunhofer FEP	X	
61	Dresden Integrated Center for Applied Physics and Photonic Materials (IAPP)	X	
62	Fraunhofer IKTS Institute	X	
63	Inuru Gmbh		X
64	Fraunhofer IVV	X	
65	Fraunhofer Institute for Material and Beam Technology IWS	X	
66	OrelTech Gmbh		x
67	3DMA - Prototypen & Sonderlosungen		x
68	Senorics Gmbh		X
69	WOLFRAM Designer und Ingenieure		x
70	IfP Engineering Incorporation	X	
71	Sensry Gmbh		x
72	Leibniz-Institut für Polymerforschung Dresden (IPF)	X	
73	SmartNanotubes Technologies Gmbh		x
74	Wirtschaftsforderung Sachsen Gmbh	X	
75	Sunic System Co. Gmbh	X	
76	SweepMe!		x
77	Heliatek Gmbh		X
78	BIZ/LAW Rechtsanwalte		x
79	Kundisch Gmbh & Co KG		X
80	Asada Mesh co., Ltd.		X
81	Erabaki 2010 S.L.L.		X
82	Fundacion ADItech	X	
83	Biodonostia Health Research Institute	X	
84	COLFEED4Print S.L.		X
85	DARWIN Biomedical, S.L.U.		X

86	Domotek Ingeniería Prototipado y Formación, S.L.		X
87	Fundación para el desarrollo y la innovación tecnológica (FUNDITEC)	X	
88	GraphenicaLAB (Graphenicalab S.L.)		X
89	Health e Health coorp s.l.		X
90	I MAS D Y EMPLEO SERVICONSULTING S.L.		X
91	IMAZ TECHNOLOGY INNOVATION S.L.		X
92	LEARTIKER S.Coop.	X	
93	Nadetech Innovations		X
94	GRAFICAS PIQUER S.L.		X
95	Electronica SELCO		X
96	Serigrafia Alava S.A. (Tectron)		X
97	Vidorreta Design Ltd		X
98	IDONIAL		X
99	Cyclops		X
100	Rotimpress		X
101	Embeblue		X
102	Cocuus		X
103	Mateprincs		X
104	Ulzama		X
105	Tecnalia	X	
106	Alfa RPAR AS		X
107	Volburg SIA		X
108	SAF Tehnika AS		X
109	ADI SIA		X
110	Dozimetrs SIA		X
111	SIA "EUROLCDS"		X
112	SILMOR, SIA		X
113	LEITC, SIA		X
114	Ventspils Augstskola	X	
115	SMD Baltic, SIA		X
116	Vidzemes Elektrotehnikas fabrika SIA		X

117	LEO Pētījumu centrs, SIA		X
118	EVOLED SIA		X
119	Latvijas Universitāte Cietvielu Fizikas institūts	X	
120	Elektronikas un datorzinātņu institūts	X	
121	Rīgas Tehniskā Universitāte Industriālās elektronikas un elektrotehnikas institūts	X	
122	HansaMatrix AS		X
123	Baltic Scientific Instruments SIA		X
124	Lightspace Technologies SIA		X
125	Smart Meter SIA		X
126	Systems Broker SIA		X
127	SIA EYE roll		X
128	STE Vikan, SIA		X
129	Regula Baltija SIA		X

Annex 2: Slides for presentation

1



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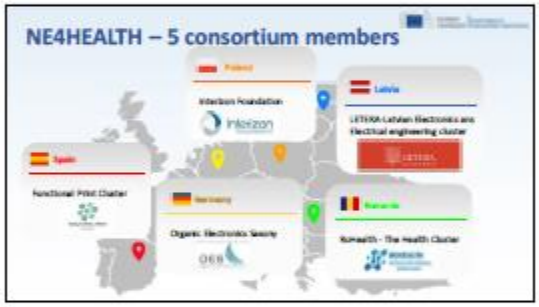

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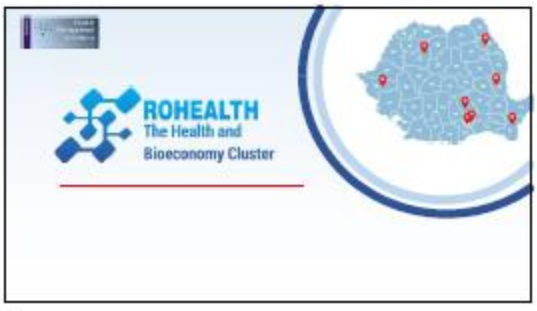

6

MISSION
VISION

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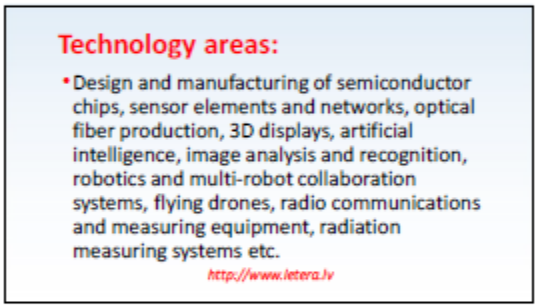
LETERA
Latvian Electrical Engineering and Electronics Industry Association
Founded in 1995
Members : 86
LETERA unites companies, research and educational institutions operating in the fields of electrical engineering and electronics, optical equipment, information technology and telecommunications, defense equipment, aviation and space technology.
http://www.letera.lv

8


Technology areas:
Design and manufacturing of semiconductor chips, sensor elements and networks, optical fiber production, 3D displays, artificial intelligence, image analysis and recognition, robotics and multi-robot collaboration systems, flying drones, radio communications and measuring equipment, radiation measuring systems etc.
http://www.letera.lv

9

Interizon
Polish ICT Cluster

10

Interizon
POMERANIAN ICT CLUSTER

11

Functional Print Cluster
(An innovative alliance off Functional Printing Technologies)
Union of companies, technological and knowledge centers involved in the promotion and development of advanced printing.

12

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14

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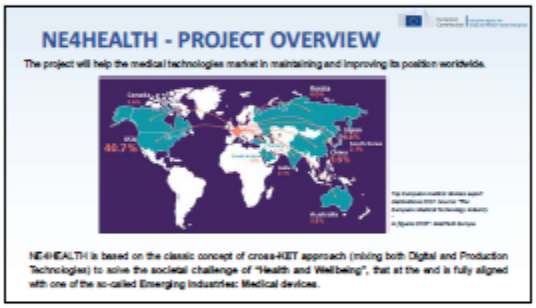

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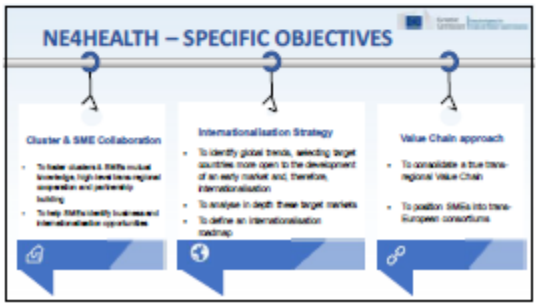

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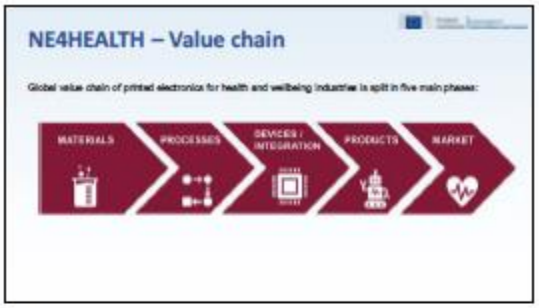

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Slides used for the firstpresentation of the project in BeHealth 2020 event

FUNCTIONAL PRINT
CLUSTER

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ROHEALTH
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