

MOLDOVA AUTOMOTIVE CLUSTER



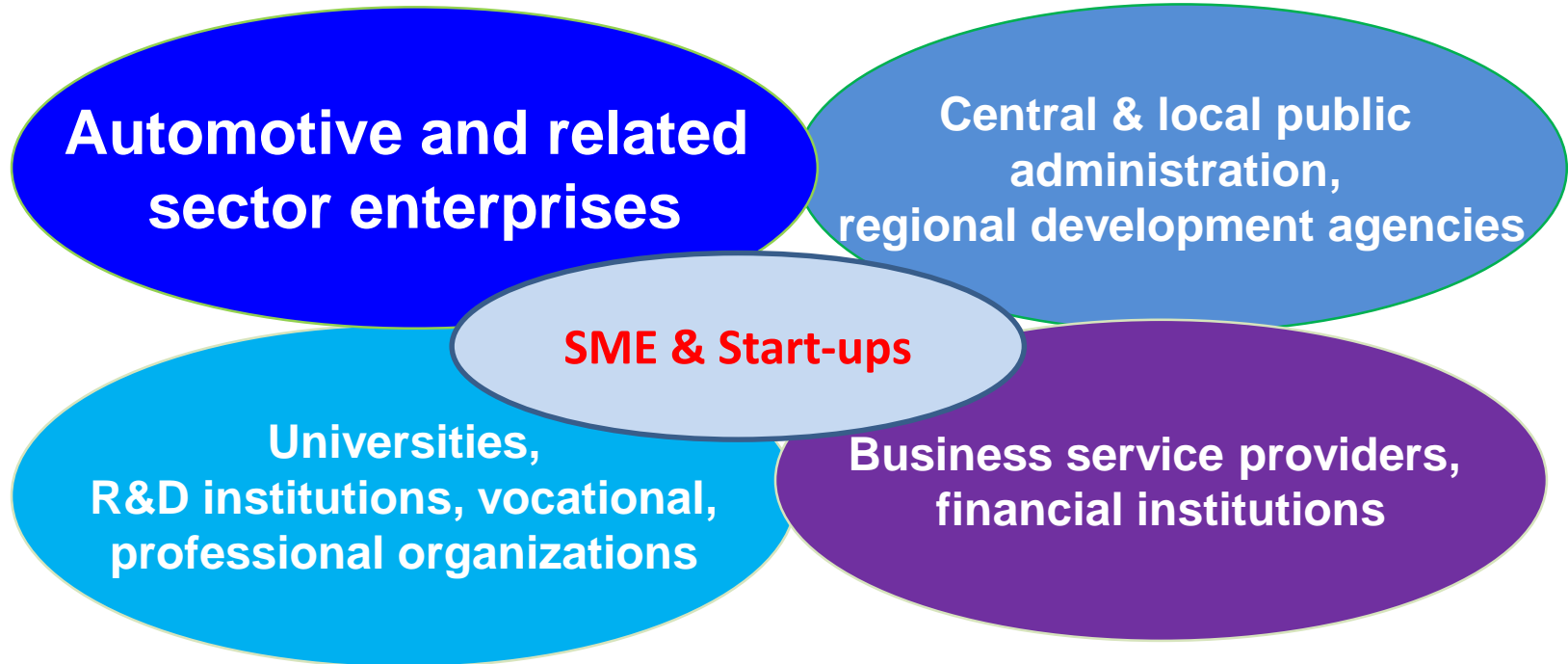
I. What is Moldova Automotive Cluster (MAC)

II. MAC members

III. Services for the MAC members

IV. MAC activities

I. What is MAC?



II. MAC members

1. "INTROSCOP" SA
2. "ZORILE" SA
3. "AviaTehnologie" SA
4. "MOLDAGROTEHNICA" SA
5. CAAN SA
6. "MARSHARCON" SRL
7. ÎCS "GG Cables & Wires EE" SRL
8. ÎCS "Electromanufacturing" SRL
9. "RĂUT" SA
10. ÎCS "Grip Engineering" SRL
11. ÎCS "STRABAG" SRL
12. ÎCS "LEAR Corporation" SRL
13. "Gradalogistic" SA
14. Zona Economică Liberă "BĂLȚI"
15. Emipanel SRL
16. ÎCS "La Triveneta Cavi Development" SRL
17. ÎCS "Draexlmaier" SRL
18. Klampfer Building Services SRL
19. Pan Construct SRL
20. Altessa City SRL
21. Sumitomo Electric Bordnetze
22. Coroplast Harness Technology SRL
23. Turboenergy Power SRL
24. USBA S.A.
25. Macon S.A.
26. Lokmera SRL
27. Sammy Cablaggi SRL
28. Mașrut S.A.
29. Zona Economică Liberă "Ungheni-Business"
30. IndustrieBau SRL
31. WHETEC SRL
32. Primaterax Nord SRL
33. Fritzmeier Cahul SRL

33 companies (local & international) from the automotive and related industries, accounting for more than 12% of the total no. of employees from the industry of Moldova

II. MAC members

33 companies from the automotive and related sectors (logos)

Cluster
Automotive


DRAXLMAIER

 Gebauer & Griller

 STRABAG


INTROSCOP

Elektromanufacturing



 Free
Economic
Zone

 CAAN
INDUSTRIAL PARK

 SEBN

акционерное общество

администрирующее
предприятие Промышленного
Парка "Рәүт"

Grip Engineering

Thumler GmbH

 LTC
LA TRIVENETA CAVI

 MOLDAGROTEHNICA

Coroplast

 TEP | TURBOENERGY®
POWER


FRITZMEIER

Lokera

industrieBAU

 G. KLAMPFER
ELEKTROTECHNIK

 WHETEC
international

 Marsharcon
TOT CE ÎNTE DE CONSTRUCȚIE

 grada
LOGISTIC

 Kab-lem
GROUP

II. MAC members (universities, BSO, public authorities)

Universities, R&D, vocational, professional organizations

USARB

Alec Russo State University Bălți

UTM

Technical University of Moldova

ASEM

Academy of Economic Studies of Moldova

USBPH

Bogdan Petriceicu Hașdeu State University Cahul

CI

Engineering College Straseneni

CITT

Innovation and Technology Transfer Centre

DRA

Drăxlmaier Group Product Development Centre

CDPP

Personal and Professional Development Centre

IREC

Institute for Economic Reforms&Competitiveness

BĂLȚI

CHIȘINĂU

CHIȘINĂU

CAHUL

STRĂSENI

BĂLȚI

CHIȘINĂU

CHIȘINĂU

CHIȘINĂU

Management of cluster



Represents 32 automotive and related sector enterprises

Business service providers/catalysts

CCI

Chamber for Commerce and Industry of Moldova

NIKA

NIKA Generation Association

Public authorities, regional development agencies (RDA)

MEI

Ministry of Economy&Infrastructure

RDA NORTH

Regional Development Agency North

RDA CENTRE

Regional Development Agency Centre

RDA SOUTH

Regional Development Agency South

LPA

Local public authorities

www.automotive-cluster.md

III. Services for the MAC members

- Shaping policy proposals, developing strategic documents&action plans aiming to improve the business and macroeconomic environment;
- Education&training – offering educational/training facilities & programs to develop/upgrade the necessary skills for cluster member employees;
- Stimulation of research and innovation in the sector through the provision of specialized equipment & laboratories, modernization of R&D infrastructure;
- Strengthening of the value chain and the partnerships between members;
- Increasing international presence, expansion into new markets through participation in exhibitions, business events, etc.

IV. MAC activities

On-going projects&activities:

1. The College of Engineering from Strășeni
2. The Local Supplier Development Program
3. The Innovation and Technology Transfer Centre from the North Development Region (Bălți)
4. The Research and Development Centre in Engineering from Chisinau
5. Elaboration of the country's Industrial Strategy 2020-2030
6. Policy advocacy&lobby for cluster members

College of Engineering Strășeni

Taught specialties corresponding to the needs of the cluster members:

1. Industrial equipment and accessories; 2. Mechatronics

- ☞ Well equipped renovated classrooms
- ☞ Workshop with modern equipment and CNC machines (circa 1000 m²).



- ☞ Modern dormitory with rooms 40 students
- ☞ Laundry and canteen
- ☞ Administrative offices

College of Engineering Strășeni



Partners of the college (dual education system)



Gebauer & Griller



SUMITOMO
ELECTRIC

Coroplast



RENARD ENTERPRISES



BLACKSEA-EMS



College of Engineering Strășeni

Hosting the first HAAS training center in Moldova



College of Engineering Strășeni

Partners of the HAAS training center:

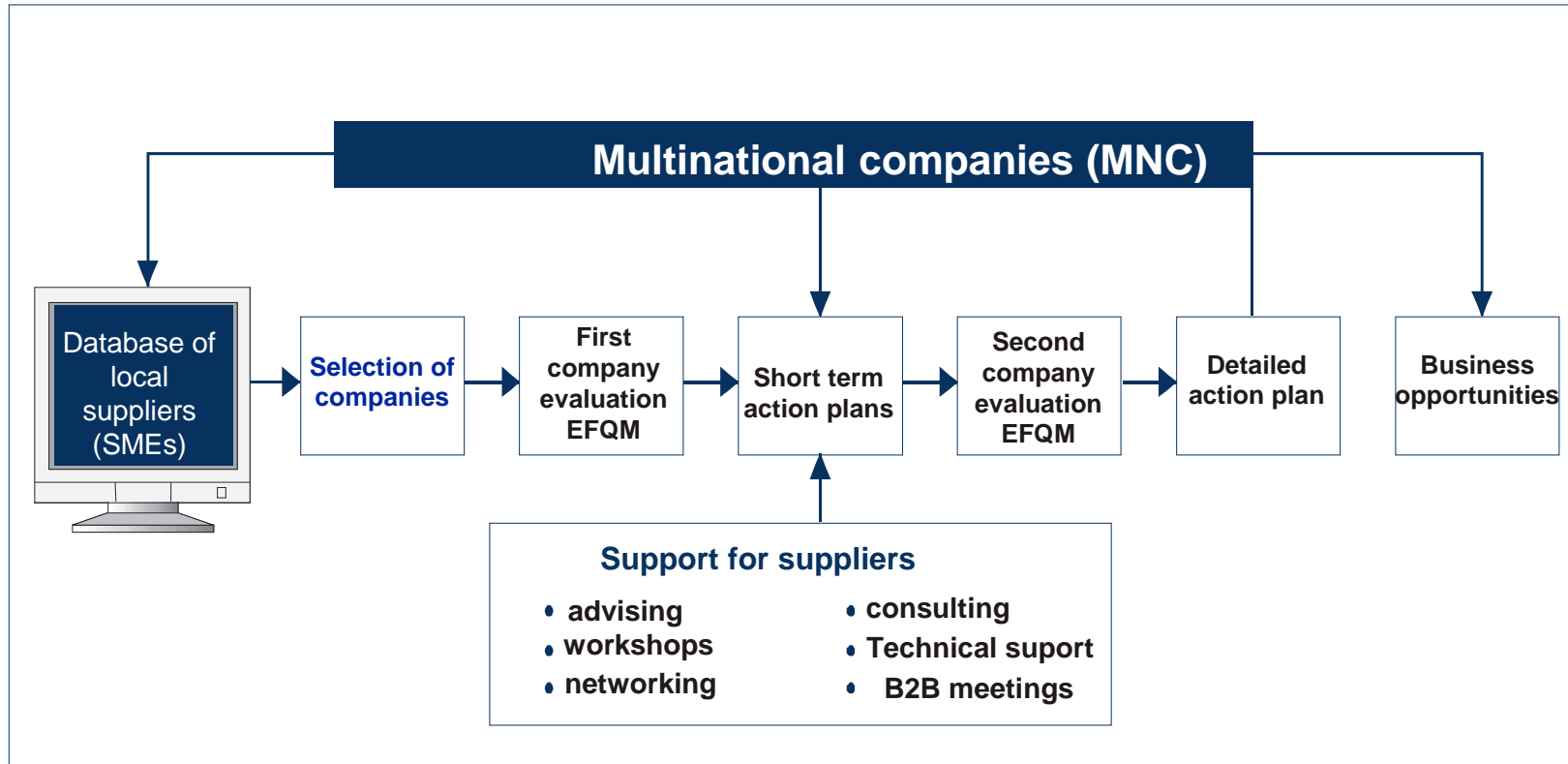


The local supplier development Program



- replicating the Czech experience in Moldova;
- argumentation: share of local inputs in the automotive sector less than 1%;
- objective: help local firms (SMEs) meet the quality/reliability requirements of MNCs;
- results: TA & training support for 50 SME to become MNC suppliers;
- results: 1:1 mentoring support for 20-25 SME in setting linkages with MNC;
- Supplier development support: mentoring, action workshops, networking, consultancy, support, meet-the-buyer events.

The local supplier development Program



The local supplier development Program

Suppliers

Give resources to the program.
Have commitment to self improvement. Potential to meet MNC supply requirements

MNCs

Support the program. Give advice and guidance. Place orders with companies in the programme.

**APIP
coordinates**

Universities

Faculties of Engineering,
Business & Economics
Provide expertise not normally available to smaller SMEs

BSOs/Consultants

Provide on going support to companies and help identify expert assistance required from Universities
Mix of local/ international

The Innovation and Technology Transfer Centre from NDR (Bălți)

General objective

Increase economic competitiveness through the promotion of research, development, innovation and technology transfer in the North Development Region (NDR).

Specific objectives

1. Development and promotion of research, innovation and technology transfer infrastructure in NDR.
2. Support the development of start-ups in innovative businesses.

Products and results

1. Centre (building) with total area of 6054 m²) renovated and connected to electricity, water, sewage, Internet and other communication networks.
2. About 10 start-ups initiated annually.



The Research and Development Centre in Engineering from Chisinau

Activities:



Custom software application development – customer oriented development



Editing others software products



Research & Development on natural sciences and engineering



Research & Development on nanotechnology



Electronic components manufacture



Post-production activities of film, video and television programs



Specialized design activities



Industrial Strategy 2020-2030



- Developed by the Association of Employers from the Manufacturing Industry (APIP)
- Financed by the German Agency for International Cooperation (GIZ)
- Provides for horizontal and vertical interventions to enhance the competitiveness, productivity, employment and technological sophistication in the sector
- Horizontal interventions:
 - Improving business climate
 - Matching the offer of the educational system to the market requirements
 - Investment attraction and better financing in the sector
- Vertical interventions:
 - Creation/stimulation of industrial poles: free economic zones, industrial parks&platforms
 - Development/stimulation of clusters
 - Decreasing of regional disparities in industrial development

Shaping and promoting policy proposals



Policy advocacy and lobby for the cluster members is being promoted by APIP as member of several consultative platforms:

- Competitiveness Council (for the implementation of the National Development Strategy “Moldova 2030”, Roadmap for improving the competitiveness of Moldova)
- Economic Council by the Prime minister of Moldova
- Sectorial committee for entrepreneurship of the Chamber of Commerce and Industry
- Working group for the coordination of activities of the 3rd component “Internal and External Markets and Opportunities” in the frame of the EU project: “Support to Quality Infrastructure Framework within a DCFTA context in the Republic of Moldova”.

Shaping and promoting policy proposals



Legislative and regulatory amendments

- Amendment of the Law on the approval of the Combined Nomenclature of goods no. 172 of July 25, 2014 (diminishing some import duties) – > *brings annual savings of approx. 1 million 100 thousand euros for companies in the automotive sector.*
- Amendment of art. 7 of Law no. 440/2001 on free economic zones (FEZ); art. 63 of Law no. 209/2016 regarding waste; art. 20 of the Customs Code of the Republic of Moldova - > *solved the "waste problem" in the FEZ; FEZ residents can remove now the waste accumulated on the territory of FEZ on the rest of the customs territory of the country or abroad.*
- Identification of viable mechanisms for putting into practice the Regulation on subsidizing job creation (Government Decision no. 1145 from 20.12.2017) - > *improved the mechanism for subsidizing job creation by companies from the cluster.*
- Amendment of Law no. 1540 of 25.02.1998 on payment for environmental pollution - > *removed FEZ residents from the provisions of the Law, for the goods placed under the FEZ customs destination for processing or consumption within the territory of FEZ.*

Shaping and promoting policy proposals



- Amendment of art. 7 paragraph (3) of Law no. 440 of 27.07.2001 regarding FEZ -> *gave the possibility to place the domestic goods from the rest of the customs territory of the Republic of Moldova in the FEZ without the need to submit customs declarations.*
- Establishing in the Law no. 244 of 23.11.2017 of derogatory rules for sectoral committees in the field of manufacturing - > *facilitated the creation of sectoral committees for vocational training in the field of manufacturing.*
- Amendment of art. 7 paragraph (42) of Law no. 440 of 27.07.2001 regarding FEZ; completing art. 28 of the Law no.1380-XIII of 20.11.1997 regarding the customs tariff; the completion of para. (2) art. 91 of the Customs Code no. 1149-XIV of July 20, 2000 "- > *ensured equality between the conditions of import of the goods in the rest of the customs territory of the country and those initially placed in the FEZ and subsequently, in the composition of the goods that have not been sufficiently processed, placed on the rest of the customs territory of the country.*
- Elaboration of specifications and interventions that *allowed companies from the manufacturing industry to export the production residues (ferrous and non-ferrous metals).*