



**PIMAP Partnership newsletter #1**

**Focus on intercluster workshops**



The PIMAP Partnership is led by four clusters to support the adoption of photonics and microwaves technologies for the development of advanced manufacturing and related industrial applications

The PIMAP Partnership will help drive the industrial modernisation process in Europe and will provide a springboard for cluster SMEs to internationalise and support regional actions through the leverage of photonic technologies in key emerging industries. The inter-clustering actions will help match photonics / Technology solutions with market applications to ensure cluster ecosystems linkages are strengthened.

Cross-sectoral cooperation acts as a main driver for innovation among the different cluster ecosystems.

As part of the PIMAP Partnership, a series of four intercluster workshops were organised in each cluster ecosystem, in Finland, Portugal, France and Sweden.



## Successful PIMAP SME Workshop organised in Finland in the framework of the Optics and Photonics Days 2018

The PIMAP Partnership successfully organised its first workshop dedicated to SME internationalisation and cross-sectoral collaboration in the framework of the [Optics & Photonics Days 2018](#) in Jyväskylä, Finland. The event gathered all cluster partners from the PIMAP Partnership ([Alpha-Route des Lasers et des Hyperfréquences](#), [Joensuu Science Park](#), [Triple Steelix](#) and [PRODUTECH](#)) as well as over 10 SMEs from the Partnership.

The workshop allowed to strengthen the links between the members of the Partnership and their SMEs, as part of the mutual learning activities conducted in the framework of the project. The discussions between the participants highlighted real opportunities for cross-sectoral cooperation activities between SMEs operating in photonics and advanced manufacturing.

The event also represented the chance for the participants to exchange on services supporting cross-sectoral cooperation and internationalisation in each cluster ecosystem and identify which ones correspond the best to their needs and expectations. They also explore opportunities to organise joint business missions to the United-States and Canada, as part of the PIMAP project.

The European Technology Platform Photonics 21 also engaged in the discussions thanks to the participation of [Photonics Finland](#) and [Photonics Sweden](#) (Nordic Workgroup) and provided valuable insights based on their experience.

The project partners took advantage of the Optics and Photonics Days 2018 and attended to the opening of the conference. They listened to a speech delivered by Prof. Jyrki Saarinen (University of Eastern Finland) on new perspectives for photonics at the age of the Industry 4.0. The day of event ended with a get together cocktail with the participants of the Optics and Photonics Days 2018.



## Great perspectives for cooperation at the PIMAP workshop in Porto

A PIMAP-project workshop has been organised over November 21-23, 2018, in Porto among a series of events that directly benefited of its members and placed within the framework of EMAF, the International Fair of Machinery, Equipment and Services for Industry.

On the first day of the event, the whole consortium attended to the Joint Initiative FORUM PRODUTECH & Annual Conference PRODUTECH SIF, held at the EMAF. The event gathered over 50 participants and provided very interesting insights for the perspectives of advanced manufacturing and production systems at the European level. The PIMAP partners took advantage of their participation to this event to present the project to the audience and invite the attendees to take part to the project upcoming activities such as the international business missions in 2019 to the United-States and Canada. All partners delivered a presentation of their respective cluster, including collaboration opportunities with companies operating in production systems.

On the second day of the event, in the morning, the PIMAP partners gathered at PRODUTECH offices for their consortium meeting. The meeting allowed fruitful discussions between the project partners on the different main activities of the project: market study, communication strategy, business missions and consolidation of the partnership. On the afternoon, PIMAP organised a workshop dedicated to SMEs. The PIMAP project was presented to the audience and including several incentives to encourage SMEs to take part to the project activities. The event gathered 9 SMEs from the PIMAP-project. During the whole discussion, synergies and cooperation between production systems SMEs and photonics / advanced steel have been pursued. The outcomes of the discussion highlighted a real potential for cross-sectoral cooperation in the framework of PIMAP.

On the last day of the event, all the partners were hosted by several facilities of the PRODUTECH facilities and had real insights on its ecosystem: laboratories, institutes, technology transfer centres, research centres.

Following this 3-day events, the PIMAP partners engaged themselves to pursue and deepen their cooperation for the benefits of their SMEs. In the coming weeks, the project will publish information on its business missions to the United-States and Canada. Stay tuned!





## The PIMAP Partnership is supporting its companies to access international markets

On January 9<sup>th</sup> 2019, ALPHA-RLH organised a workshop in Talence (Nouvelle-Aquitaine) dedicated to internationalisation towards the North-American market. The event gathered around 25 persons, including representatives from the Nouvelle-Aquitaine Region, the Chamber of Commerce and Industry as well as companies from the ALPHA-RLH clusters.

The workshop allowed fruitful discussions on internationalisation support mechanisms provided at the regional and European level, knowledge exchange with an expert and former entrepreneur of the Silicon Valley, Jyrki Saarinen and testimonials from companies of the ALPHA-RLH cluster. The conclusions of the day highlighted the importance of market knowledge and availability of the companies to access international markets.

The PIMAP Partnership will organised its first business mission to San Francisco, USA on the 4-6 February 2019, with participation of several companies from the consortium, to support their growth on the American market. A second mission will be organised by the project in Canada before summer 2019.



## Insights on the needs of the steel industry at the PIMAP SME workshop in Sweden

Triple Steelix hosted one of the planned workshops in the Project. A seminar and workshop were held at Domnarvsgården in Borlänge, Sweden on April 11, 2019. Focus was to discuss possibilities with photonics applications in the steel industry. Among many existing and potential uses are actuators, sensors and gauges connected to process control systems, QA/QC, safety and surveillance, material and product development and characterisation, digitalisation, VR/AR, IoT and AI, lasers for metal working, marking, just to mention a few.

Saed Moussavi, SSAB and Jan Kokk, Sandvik, gave good insights in what challenges there are within the steel industry and an outlook into future developments. Better process and product control are of outmost importance. Even though many applications already exist, there is a need for better accuracy, faster systems and higher reliability. There may also be possibilities with the help of new photonics sensors development to measure and control process parameters that until now have been inaccessible.

Other participants like RISE (Research Institutes of Sweden), Shapeline (laser based shape and flatness) and SME's like Radarbolaget (radar technology for through-furnace-wall slab temperature) and Proximion (Bragg grating optical fibers) presented possible photonics based solutions.

About 25 persons attended the seminar and workshop and were informed about the internationalisation opportunities available through the PIMAP Partnership network and activities.

PIMAP was also represented at a seminar and workshop in Skellefteå, North Sweden, at an event arranged by PhotonicSweden under the Photonics21 PPP, "Photonics 4 Recycling Waste Material & Metals Processing" on April 3-4.

