



## Key Achievements

**ESCP-4i Name and acronym: SPACE2ID – Space Clusters International Industrial Diversification**

### **Partners:**

- *LOGISTICS IN WALLONIA (BE)*
- *AEROSPACE VALLEY- COORDINATOR (FR)*
- *Fondazione Parco Tecnologico Padano (IT)*
- *SOSTENIBILIDAD Y ENERGIAS RENOVABLES ASOCIACION (ES)*
- *ATHINA-EREVNITIKO KENTRO KAINOTOMIAS STIS TECHNOLOGIES TIS PLIROFOFORIAS, TON EPIKOLNONION KAI TIS GNOSIS (GR)*
- *SKYWIN WALLONIE ASBL (BE)*
- *Tecnologie per le Osservazioni della Terra ed i Rischi Naturali (IT)*
- *ASOCIACION MADRID PLATAFORMA AERONAUTICA Y DEL ESPACIO (ES)*
- *MPAEKLASTER INTELIGENTNYCH SYSTEMOW TRANSPORTOWYCH (PL)*

### **Summary of key achievements:**

SPACE2ID (Space Clusters International Industrial Diversification) aims to be the very first cluster-led collective action for Space Service Providers and Application Developers to jointly go international. SPACE2ID project brings together European Space Clusters and other key European business clusters, referred to hereafter as MELCA<sup>1</sup> clusters, from their areas of operation:

SPACE2ID consortium is proud to have fulfilled 3 major achievements that are both structuring for their future, and with a high impact for cluster members.

1. The project managed to concretely foster cross-fertilization between space and relevant non-space cluster members through a precise mapping of existing strengths (176 projects, a community of more than 200 stakeholders in SPACE or MELCA sectors, more than 300 contacts...) the organisation of 10 workshops in Europe, 5 taking place at the beginning of the project, and 5 additional at the end of the project (for a total of more than 150 participants) and the starting of several sme-level collaborations.

2. After a market study and various cluster-level exchanges, the partnership agreed on a joint internationalisation strategy plan with common target countries, market segments. From 15 countries of joint interest, 5 top priority countries have been selected and are the object of the common implementation roadmap that will guide Space2ID Strand 2: China – UAE – Canada – Chile – Colombia.

3. Finally, the third main achievement of the project can be observed through the signature of the Partnership Agreement, a long-term common strategy that ties the destinies of the 10 clusters around joint values to develop internationalisation, innovation or training. This Partnership is named Space4Globe and is chaired by Aerospace Valley.

<sup>1</sup> MELCA stands for Mobility, Energy, Logistics, Creative industries and Agriculture

**SPACE2ID – Phase 1**

Space2ID is the first strand of a bigger process to foster the internationalisation of European SMEs. It aims at preparing the strategy and the plan to support these actors to go international. In this sense, the natural continuation of this project will be the Strand2, where the concrete actions and the Joint Internationalisation Plan will be implemented.

**Cluster cooperation achievements:**

- 5 cross cluster workshops have been organised during the project duration: Space4Mobility, Space4Agriculture, Space4CreativeIndustries, Space4Energy, Space4Logistics, which permitted to create links
- A final project meeting permitted to bring together consortium clusters and European networks such as Nereus, EARS, ESA, and European Commission

**SME cooperation achievements:**

- 208 SMEs have been involved in the SPACE2ID project through participation in cluster workshops and events
- The project has mapped relevant SMEs in Europe and their internationalisation needs, fostered the beginning of several SME-level collaborations, and created links with existing European initiatives supporting the business development of SMEs in or out of Europe (NEPTUNE and ACTIVATTE projects from INNOSUP programme)

**Key recommendation(s) on the future of the "Cluster go International" initiative:**

- To implement the SPACE2IDGO Joint Internationalisation Plan composed of cluster visits, SME delegations, soft landing opportunity analysis and consulting to foster the emergence of new business and collaboration in answer to abroad based challenges and businesses.
- Continue to foster inter-cluster collaborations via the Space4Globe initiative

**Please indicate the number of events attended by the partnership by category (preparatory events, C2C events and B2B events):**

TARGET COUNTRIES	EVENTS (Number)				
	Preparatory events, e.g. workshop, seminars, visits (excluding C2C and B2B events)	C2C Events	C2C meetings	B2B Events	B2B meetings
Italy	1			2	
Belgium		1		5	
France				3	
Greece				2	
Taiwan				1	
<b>TOTAL</b>	<b>1</b>	<b>1</b>		<b>13</b>	

*Please indicate the number of respective stakeholders (clusters and SMEs in Europe and Third countries) involved directly in the development of the partnership activities*

<b>STAKEHOLDERS INVOLVEMENT in the development of activities (excluding surveys and promotion activities) targeting cooperation with 3<sup>rd</sup> markets (Number)</b>				
	EU Clusters	EU SMEs	Clusters and other intermediary organisations from 3rd-country	SMEs and businesses in 3rd country
France	1			
Spain	2			
Belgium	2			
Greece	2			
Italy	2			
Poland	1			

SPACE2ID – Phase 1

TARGET COUNTRIES		OVERVIEW OF COOPERATION CASES BY EUROPEAN CLUSTERS (eg. Collaborative project initiated, MoU signed, other initiatives)				
		Cooperation case (name/nb)	Brief description	Types of cooperation objectives (select category numbers in table below)	Sector / Technology	3 <sup>rd</sup> -country Partner name
		1) Collaboration project (e.g. exchange visits), 2) Formal agreements (e.g. MoUs) 3) Representation office/role appointed by the consortium 4) Other				
		<b>Type</b>	<b>Nb.</b>			
Taiwan	1)	1	SPACE2ID delegation visit to the European Innovation Week & Taipei in Taiwan in May 2016. The delegation followed many B2B, B2C and C2C matchmaking meetings, examined business and investment opportunities and establish contacts with local associations' government agencies and companies. Taiwanese and European clusters came together for business and research cooperation talks.		health, mobility, industry, 5G, nano-electronics, ICT	Silicon Europe Worldwide, GNSS.asia, Department of Industrial Technology (DOIT) of Taiwan, EEN Taiwan (coordinated by TAITRA), the European Chamber of Commerce in Taiwan (ECCT), the Industrial Technology Research Institute (ITRI)
<b>TOTAL</b>		<b>1</b>				

OVERVIEW OF COOPERATION CASES BY EUROPEAN SMES (eg. Collaborative project initiated, MoU signed, other initiatives)					
	Cooperation case (e.g. business project, innovation test, visit) (name/Nb.)	Brief description	Types of cooperation objectives (select category numbers in table below)	Sector / Technology	3 <sup>rd</sup> -country Partner type of organisation (and name if not confidential)

**SPACE2ID – Phase 1**

	Name	Nb.			
Taiwan		1			
TOTAL		1			

***Type of cooperation objective: see***

Type of cooperation objective (select one):	
<input type="checkbox"/> Research & Development (1)	<input type="checkbox"/> Staff exchange (9)
<input type="checkbox"/> Technology transfer (2)	<input type="checkbox"/> Academic (10)
<input checked="" type="checkbox"/> Exports (3)	<input type="checkbox"/> Foreign Direct Investment(s) (FDIs): Inward/outward (11)
<input type="checkbox"/> Imports (4)	<input type="checkbox"/> Organisation of joint business events (12)
<input type="checkbox"/> Sales office representation (5)	<input type="checkbox"/> Knowledge sharing & information exchange (13)
<input type="checkbox"/> Joint venture (6)	<input type="checkbox"/> Establishment of business contacts among members (14)
<input type="checkbox"/> Merger and Acquisition (7)	<input type="checkbox"/> Other (specify):
<input checked="" type="checkbox"/> Soft Landing services (8)	