



Key Achievements

ESCP-4i Name and acronym: *Wiintech2020 - WIINTECH* (www.wiintech.eu)

Partners:

- *PLASTIPOLIS (F)*
- *AVEP (ES)*
- *POOLNET (PT)*
- *BUSINESS UPPER AUSTRIA (A)*
- *CCIS - Chamber of Commerce and Industry of Slovenia (SI)*
- *Proplast (IT)*
- *Kunststoff-Institut Lüdenscheid (DE)*

Summary of key achievements:

- 1 international strategy with countries selection and building of partnerships with foreign clusters
- 6 Study trips and 8 International clusters delegation visits in Europe
- 5 MOUs negotiation and signing

Ongoing and next steps:

- Focus on 4 key international partners in priority countries
- Fostering the pilot actions and design and implementation of intensified cooperation agreements
- Setting of joint actions with involvement of project cluster members, in particular SMEs (25 in fact findings missions and 100 registered in B2B platform)
- Starting of 1 international office in USA and 2 foreign offices in Europe (Japan, USA)
- 2 B2B collaborative online platforms with India and Brazil
- Action plans coordinated with the 7 regional smart Specialization Strategies (S3) of cluster partners

Cluster cooperation achievements:

The main goal of WIINTECH 2020 is to foster the most promising cooperations that have been started within the pilot project WIINTECH in the field of **new materials, advanced manufacturing and clean technologies** and to establish intensified partnerships with the objective of ambitious technology and business impacts.

Memorandums of Understanding (MOUs) have been signed from 2013:

- MISSISSIPPI POLYMER INSTITUTE (USA) with a focus of the cooperation on waste management & recycling, green transportation and renewable energies,
- OHIO BIOPRODUCTS INNOVATION (USA) with a focus of the cooperation on waste management & recycling, green transportation and renewable energies,

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- PLASTINDIA FOUNDATION (India), with a focus of the cooperation on water/air treatment, waste management & recycling and renewable energies,
- FEDERATION OF INDUSTRIES OF THE STATE OF RIO GRANDE DO SUL (Brazil) with a focus of the cooperation on clean processes and renewable energies,
- NAGANO TECHNO FOUNDATION (Japan) with a focus of the cooperation on waste management & recycling, green transportation renewable energies.

Country	Name	Link
United States	MPI	http://www.thepolymerinstitute.com/
Japan	Nagano Techno Foundation	https://www.tech.or.jp/english/
Brazil	FIERGS	http://www.fiergs.org.br/en
India	Plastindia Foundation	http://www.plastindia.org/

SME cooperation achievements:

Japan:

- Lifco Industrie has participated to the mission partnership in Japan in November 2012, organised in the context of WIINTECH. The main opportunities from this mission have been: 1) connection with leading European cluster delegation, 2) capability to enter new markets and develop its technology and business offers.
 - 2014:
 - business meetings at Micronora fair (Micro-technologies event in Besancon, France) with a booth presenting the DTF (Desktop Factory) research consortium and their micro Factory production line.
 - Japanese delegation at Plastipolis Forum and Plastics meetings business convention in Lyon
 - 2015:
 - Clusterland also hosted a delegation from Nagano Techno Foundation in February 2015 and organized a meeting with members and the speaker of the Smart Plastics Initiative.
 - In November 2015, Plastipolis has been part of a delegation of French SMEs in the process to develop business activities in Japan.

USA:

- Group of 10 French SMEs present with Plastipolis at the NPE trade show – March 2015 (Orlando)
- Poolnet has been also very active by developing business cooperations with US partners and by being present at different major events such as:
 - NPE 2015
 - Plastec East 2016
 - Plastec New England 2016
 - Automotive Meetings Detroit 2016
 - EU-US CLUSTER COOPERATION SEMINAR & MATCHMAKING EVENT - Hannover Messe 2016
 - AMERIMOLD 2016

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Testimonials from cluster and SME:

NPE 2015 in the US with EU SMEs: <https://www.youtube.com/watch?v=k9EkQ-rQKF8>

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

The main benefit from WIINTECH was the support to the creation of an effective European network of clusters in the field of clean technology. This creates favourable conditions to send a group of companies outside Europe, speaking with one voice, under a joint strategy, and with joint financing. What remains to be ensured is the joint funding from the respective funding agencies for each of these clusters.

It is important that regional/national agencies in charge of support to cluster and internationalisation (regional agencies, chambers of commerce, embassies...) are indirectly involved in a project such as WIINTECH (e.g. the national agency in the UK brought its good contacts with Brazil). This becomes most important after the project, when actions need to be funded on a regional/national rather than the EU basis.

There is some ambiguity in the design of this ECI programme. The message was that the project was about creating cluster-to-cluster meetings and partnerships, not business-to-business. Hence few companies participated to international missions, which were organised with a purpose fitting with cluster managers' expectations, not firms'. But it is difficult for the cluster to replace the company: at some point, the companies themselves need to be on the front. This is the purpose of the next phase, after the WIINTECH project.

After the end of WIINTECH, when the MoU will produce their concrete effects, the real benefits for, and involvement of SMEs will become visible. The WIINTECH network effect is expected to last, but it will be difficult to continue the types of actions without EU funding: "the EU funding is necessary as a lever to ensure legitimacy needed to maintain the metacluster cohesiveness and the pressure on national and regional agencies to ensure funding. Only Europe can give this label.

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
USA		3	2		
Japan		3	2		
India		1	1		
Brazil		1	1		
Total		8	6		

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

STAKEHOLDERS INVOLVEMENT in the development of activities (excluding surveys and promotion activities) targeting cooperation with 3rd markets (Number)				
	EU Clusters	EU SMEs	Clusters and other intermediary organisations from 3 rd -country	SMEs and businesses in 3 rd country
USA	5	10		
Japan	5	10		
India	4	2		
Brazil	4	2		