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PITER Brussels Final seminar *How to promote the internationalisation of Clusters*

- The role of **TACTICS** -a consortium of 7 partners developing world class cluster policies -and coordinated by **OSEO**
- - national and regional agencies
- - Support of a Reflection Group
- - Coordination and Animation of the *European Cluster Alliance*



1. OSEO innovation –France



2. VINNOVA-Sweden



3. TMG –Austria



4. NWDA- UK



5. IWT- Belgium



6. PAED – Poland



7. Veneto Innovazione-Italy



- 7 partners,
- national and regional agencies
- Support of a Reflection Group
- Animation of the **European Cluster Alliance**



OSEO mission

- Support **growth** of SMEs in France

Facilitate

Innovation
Investments
Internationalisation

OSEO-Three Businesses

- **Guarantee** of bank loans
- **Financing** of company development in partnership with banks
- **Innovation** support

Oseo involvement in cluster policies

- Management of the interministerial fund for «Pôles de compétitivité»: 2 calls for proposals / year via a secured Extranet
 - Collaborative projects of R&D, private or public companies/partners
 - Label given to R&D projects
 - Grants through an interministerial fund: OSEO supports SMEs in clusters' projects

What is the European Cluster Alliance (ECA)?

- ➔ An open platform fostering trans-national cooperation between policy makers to improve cluster policies for the benefit of companies launched by DG Enterprise and Industry.
- ➔ But also to jointly develop and test new initiatives and incentives for cluster excellence and internationalisation.

Objectives

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To share the experience gained so far in cluster policies

- by public authorities at national and regional level in order to fine-tune existing, or develop new and better cluster policies in the future;

To go beyond the identification of good cluster policies

- and to facilitate a true policy dialogue between those who wish to jointly advance the European cluster agenda in areas of common interest;

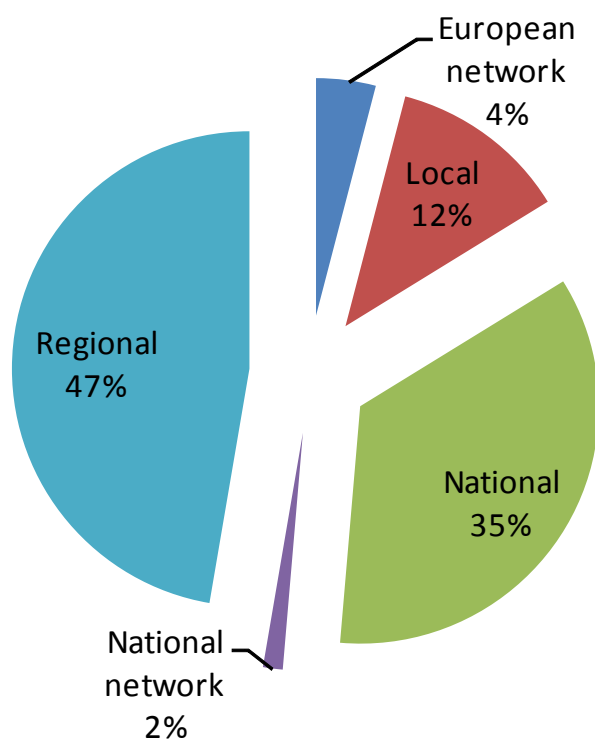
To become the “place” at the EU level

- for elaborating and exchanging new ideas and practical tools, new funding initiatives for improving cluster policies in Europe and for fostering European cooperation at policy level;

To raise the level of excellence and efficiency of cluster policies in Europe

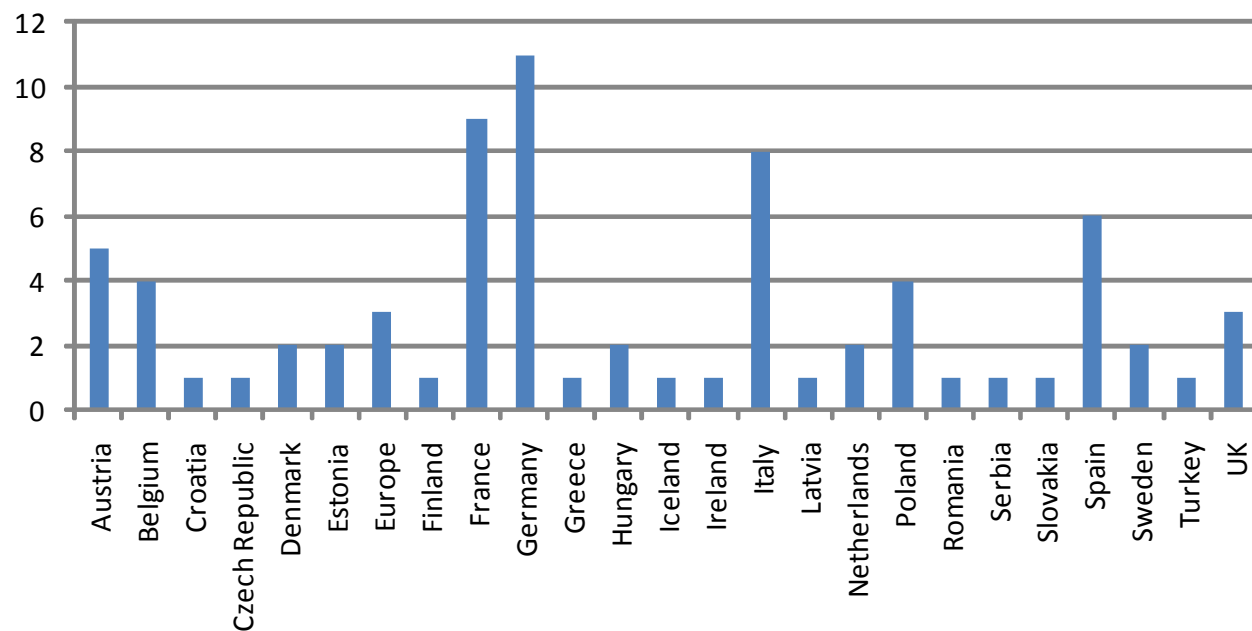
- which will result in the creation of more competitive world-class clusters in Europe, as proposed by the Commission Communication on clusters.

Current ECA Membership: Breakdown by partner type



- A network of almost 80 member organisations with more than 160 individuals representing 24 countries
- A majority of regional and national agencies

Current ECA Membership: Breakdown by country

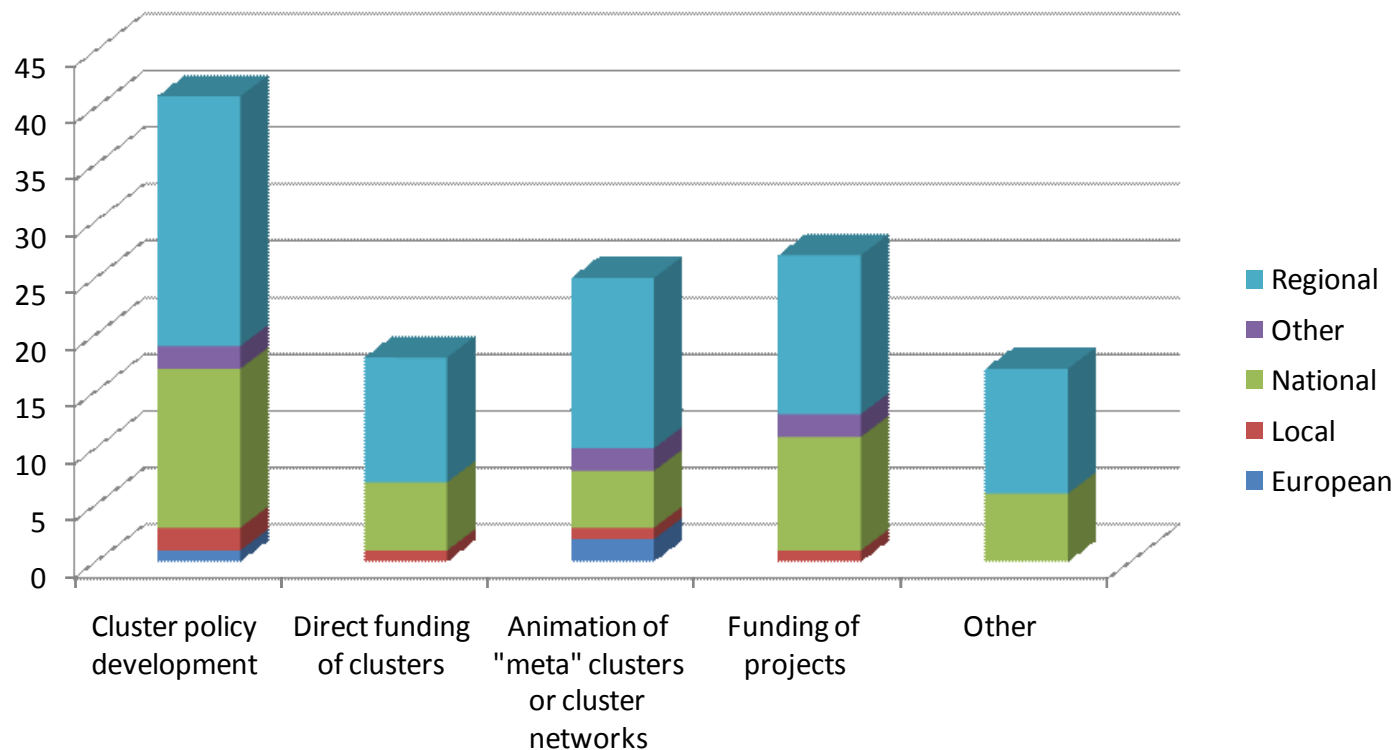


- A high proportion of German, French, Italian and Spanish organisations

Results of member survey (Spring 2010)

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Main functions by partner type



Many members are active in direct cluster funding and the funding of projects

Results: Number of answers

Targetted members

- ✓ National/regional ministries/agencies policy making bodies supporting innovation/clusters through **funding** programmes/actions in Europe and neighbouring countries (e.g: Mediterranean Basin)
- ✓ Regional authorities involved in Regions of Knowledge initiatives
- ✓ But also
 - ✓ Trans-national networks between clusters (meta-clusters)
 - ✓ International/national cluster associations dealing with animation/networking of clusters at an international level



ECA Achievements 2010

- Renewal of membership (80 members), produce regular newsletters and update of web site (www.proinno-europe.eu)
- Member survey and targeting of Regions of Knowledge and Interreg cluster projects
- Organisation of dedicated workshops (Brussels July and September on theme of internationalisation;
- Participation in other cluster events supporting ECA members (Spain, Belgium, Croatia);
- Networking with other organisations/networks interested in cluster policies : TAFTIE, ERRIN and countries such as Canada/Montreal....



ECA Achievements 2010 (continued)

- Dissemination of cluster reports and EU innovation strategies via web site and e-mail
- Support launch of TACTICS pilot project: INNOVATION Express **2nd call now open** (other pilot projects to follow);
- Developing links with other cluster initiatives (Europe INNOVA, ROK and ECO2 and Cluster Excellence Initiative);
- Supporting networking between ECA members and organising speaking opportunities for members;

Value added benefits to ECA members

- + Early access to EU cluster policy consultation documents and other reports
- + Participate in the « ECA only » regular thematic workshops to exchange and develop better practices
- + Test and implement cooperation actions with other cluster funding organisations (via TACTICS)
- + Promote « your cluster policies » via the ECA, the web site and the newsletter

But in return members must ...

- + Participate in the workshop activities
- + Respond to policy consultation requests
- + Participate in ECA surveys/questionnaires
- + Be willing to test pilot mechanisms
- + Contribute material to the web site the news letters etc.
- + Participate in dedicated EU calls when launched

- + But above all be active !!!



Vision for ECA

- *The Vision for the European Cluster Alliance (ECA) is that by the end of the TACTICS project (in August 2012,) the ECA will be a thriving, self-sustaining network of cluster policy makers and funding bodies drawn from across Europe.*
- For this to happen a number of actions and proposals will be implemented in 2011



Actions for 2011

- Create opportunities for enhanced cluster policy interaction and cooperation between ECA members:
 - Participate in TACTICS pilot initiatives (such as INNOVATION Express) and support development of innovative transnational financing mechanisms
 - Strengthen links with TACTICS reflection group activities (internationalisation , channeling RDI, cluster branding, user driven, lead markets etc.);
 - Continue to exchange best practices, for example on funding SMEs collaborations via clusters ...



Actions for 2011

- Develop a policy communication and feedback activity:
 - Communicate and disseminate latest cluster policy documents to ECA members (ECPG report);
 - Develop responses to EU cluster and innovation strategies on behalf of ECA members. For example Innovation Union, new CIP proposals and other consultation papers...
 - Contribute to the definition of new EU cluster cooperation programmes and funding calls.
 - Help define the future direction of cluster policy development and funding support for clusters.



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Actions for 2011

- **Enhance ECA visibility and develop networking activities to build up trust and opportunities for collaboration**
 - Organise dedicated ECA only Workshops on topical issues of interest to members ;
 - Opportunity to participate in final TACTICS Task Force Reflection Group meetings;
 - Support EU Presidential events linked to cluster initiatives (ex: WIRE 2, June, Hungary);
 - Participate in other EU or national cluster events, for example Paris Region interclustering cooperation event Dec 2010;
 - Create other “non meeting” based networking opportunities for example via web tools, social networking sites ...
 - Organise regional meetings ...

Actions for 2011

- Develop skills base of ECA members
 - Organise members survey to identify HR and skills needs of cluster policy makers;
 - Identify suitable providers of training or other methods to deliver policy excellence;
- Participate in cluster policy maker mobility schemes, possibly linked to new EU calls;



Actions for 2011

- Consolidate and develop ECA membership
 - Ensure all EU national cluster/innovation organisations are active members;
 - Identify other key policy actors at a regional/national level
 - Work with other international networks such as TAFTIE;
 - Cooperate with other EU cluster programmes (ROK, individual Interreg Projects ...) and other initiatives such as Research Innovation Partnerships..
 - Secure greater benefits from the critical mass (force de frappe) of the ECA members ! (ex. Identify cluster programme budgets managed by ECA members...)



Actions for 2011

- Support non-EU cluster best practice policy dialogue, exchanges and internationalisation activities
 - Korean policy cluster actors (24th of November 2010)
 - EU-Japanese events
 - TCI annual events and workshops
 - Others ...;
- With the aim to create a framework for future business collaborations

ECA business plan and governance proposals

- An important priority for the ECA and the current TACTICS partners in 2011 concerns the need to:
 - Develop a strategic business plan to identify how the ECA will be developed in the future;
 - Develop appropriate governance proposals to take the ECA forward ;
 - Identify the organisational structure that will need to be put in place to oversee and implement the future strategy;



The “Innovation Express” initiative

- A call for proposals
- Supporting transnational interclustering for the benefit of SMEs
- Funded by national/regional innovation agencies
- As **flexible** as possible: each partner maintains its own regulations and procedures at National/Regional level, but the call is organised in common



The “Innovation Express” initiative

- Beneficiaries: SMEs **and/or** clusters (governances/legal entities) depending of each partner funding rules, but always for the benefit of SMEs
- **Cluster organisations** need to prepare and submit the proposals
- The call is open to **all sectors** of activity

Expected activities to be funded

- Identification of strategic opportunities for cluster/SMEs to cooperate with a targeted cluster
- Definition of technology roadmaps
- Organisation of matchmaking activities linked to RDI
- From identification to building strategic sustainable partnerships



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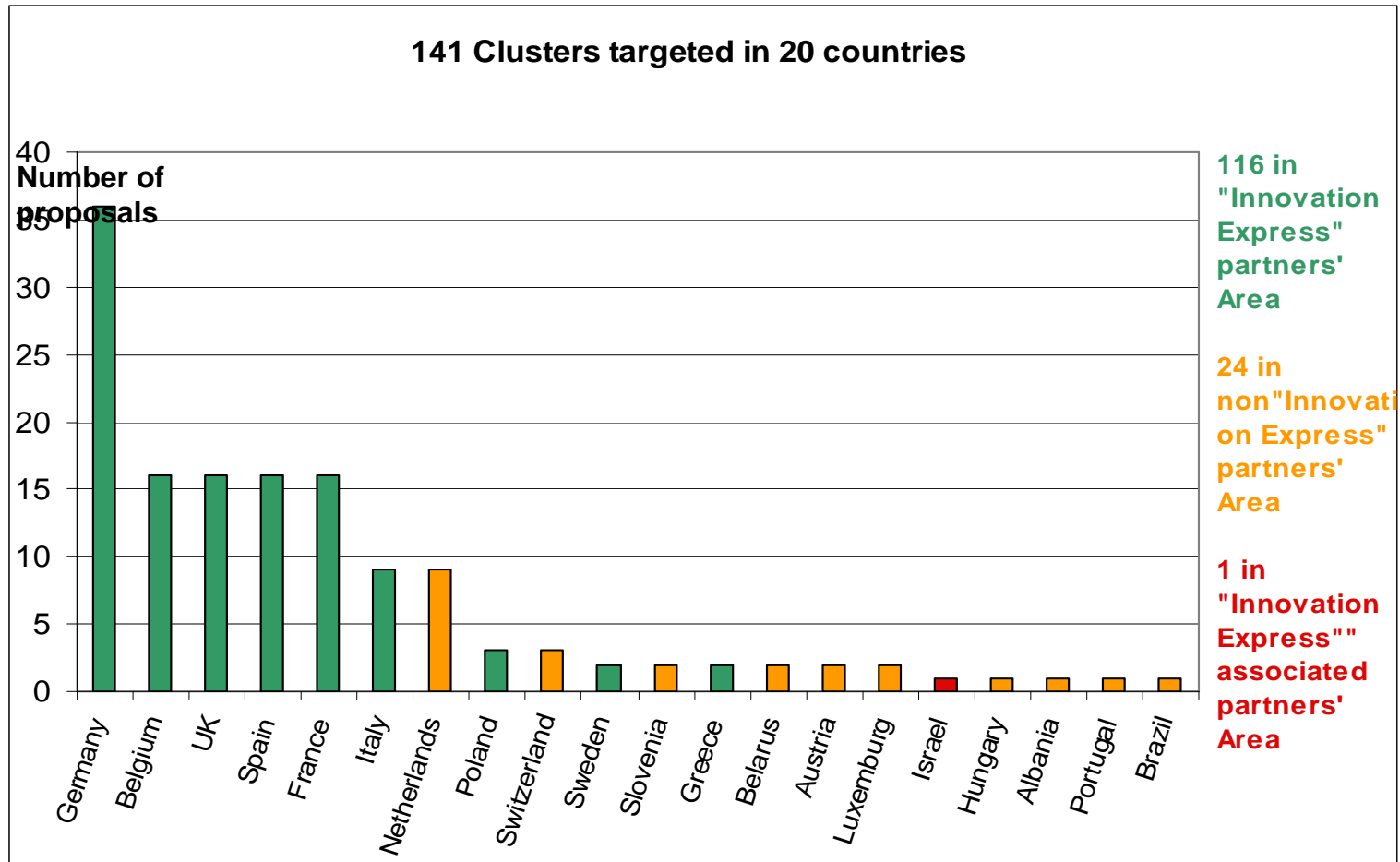
Expected activities to be funded

- Preparation of technology transfer, RDI collaborative projects, technology based business cooperations etc.
- Dissemination and promotion of the inter-cluster cooperation
- Training/Mentoring activities
- Mobility :to consolidate partnerships and common RDI activities involving other targeted cluster members

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“Innovation Express” first results

141 Targeted clusters in the 70 proposals www.proinno-europe.eu/tactics



Thank you & Key Contacts

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