



PITER Final Seminar

Brussels, 14 December 2010

ROK CLUSTER EXPERIENCE: THE RESGEN PROJECT

Johan Wasberg
Development Director
Merinova Technology Center
Vaasa, Finland



The Project

- Consortium regions
- Strategy and results

The Experiences up to Date

- Regional experiences
- How to promote internationalization of clusters?



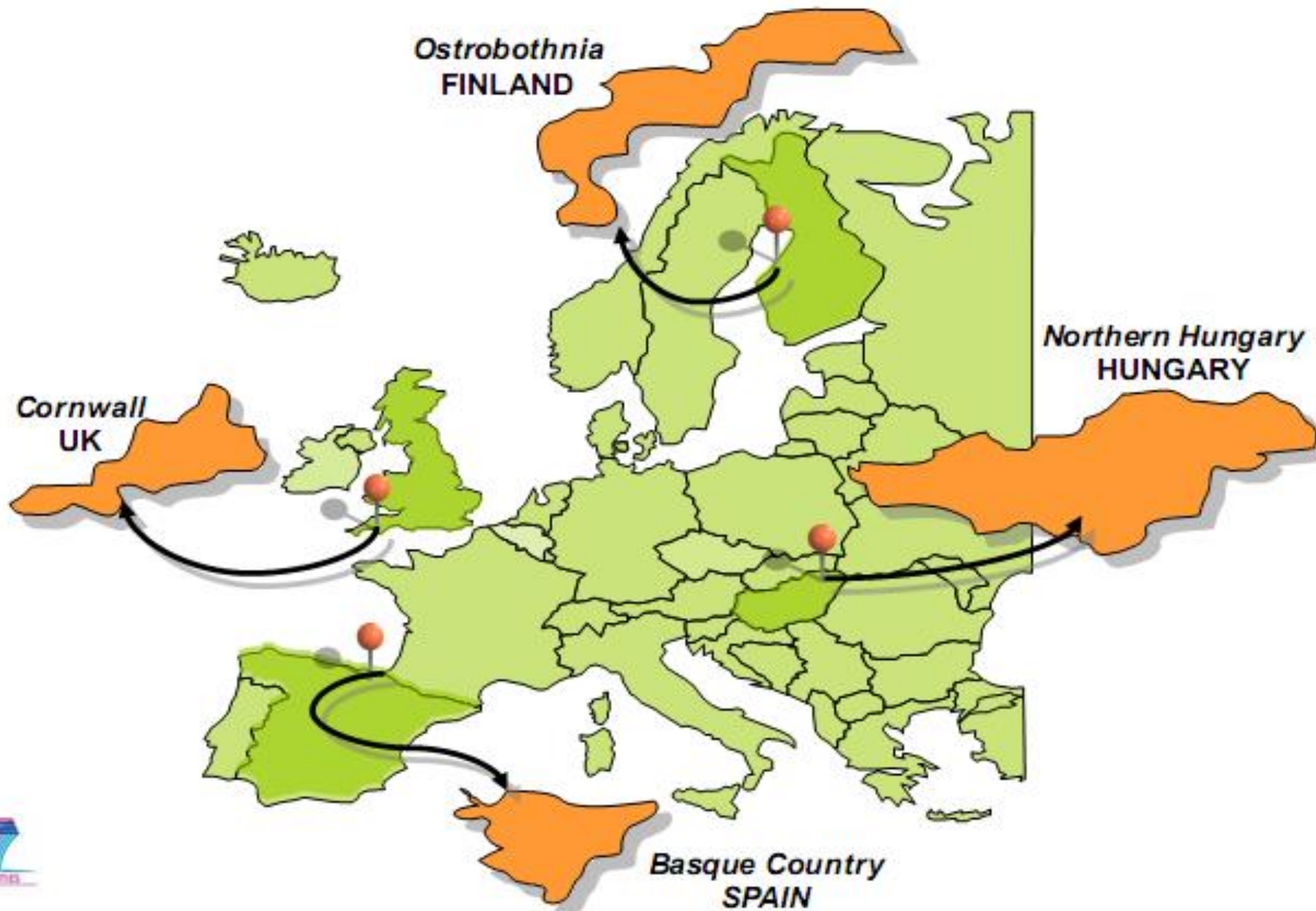
Objective



*“The overall **objective** of RESGen is to create realistic grounds and practical tools for developing **regional energy self sufficiency** capacity by strengthening, utilising and optimising the regional research infrastructures and potential as well as supporting innovative **regional research driven clusters** across the EU”.*



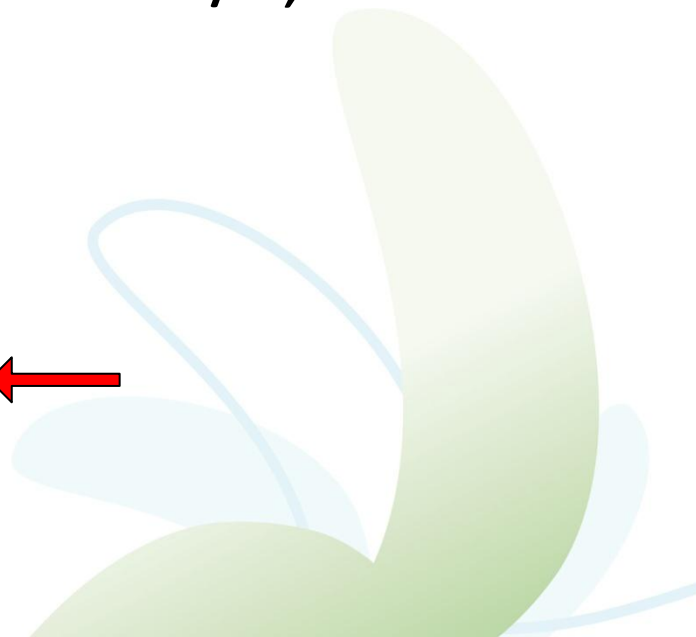
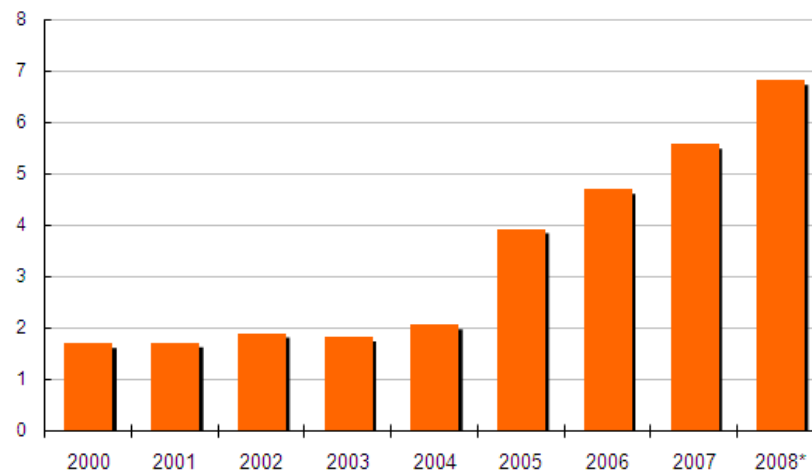
The Consortium Regions





Some key data on the energy technology cluster in Ostrobothnia

- Over 126 companies with more than 10.000 employees
- Focus on electricity generation and transmission
- Excellent growth prospects
- Cluster turnover in the region 4 billion Euros/a, estimated 10 billion Euros/a in 2020



For more information on the cluster:



energyVaasa - Energybranschens portal i Vasaregionen - Portalen energyVaasa - Mozilla Firefox

http://www.energyvaasa.fi/sv/document.aspx?docID=6346&smi=1&tcid=1

energyVaasa.fi

Energiteknologi av världsklass

Första sidan | Energikluster | Fakta | För medier | Invest in | Studier och arbete

Suomeksi | In English

Första sidan
 Kontaktuppgifter
 Aktuellt

Portalen energyVaasa
 är en dörr till Energiklustret i Vasa, som i sin tur är en koncentration av energiteknologi i världsklass.
 Via portalen hittar du fakta om de företag i Vasa som verkar inom energiteknologiområdet, om olika stödorganisationer och om de högskolor och institut som utbildar arbetskraft för energiföretagen. Portalen ger den färskaste informationen om energiklustret i Vasaregionen.
 Välkommen till energyVaasa!

Det största energiklustret i Norden
 Antal företag: över 100
 Anställda: 10 000
 Omsättning: 4 miljard €
 Exportandel: 70%
 Företagen producerar och utvecklar bl.a. följande produkter:
 - dieselmotorer
 - gasmotorer
 - elmotorer
 - kraftverk
 - system för elöverföring och -distribution
 - frekvensomriktare
 - lösningar för vindkraftsindustrin
 - tekniska planerings- och konsulteringstjänster åt den globala energisektorn

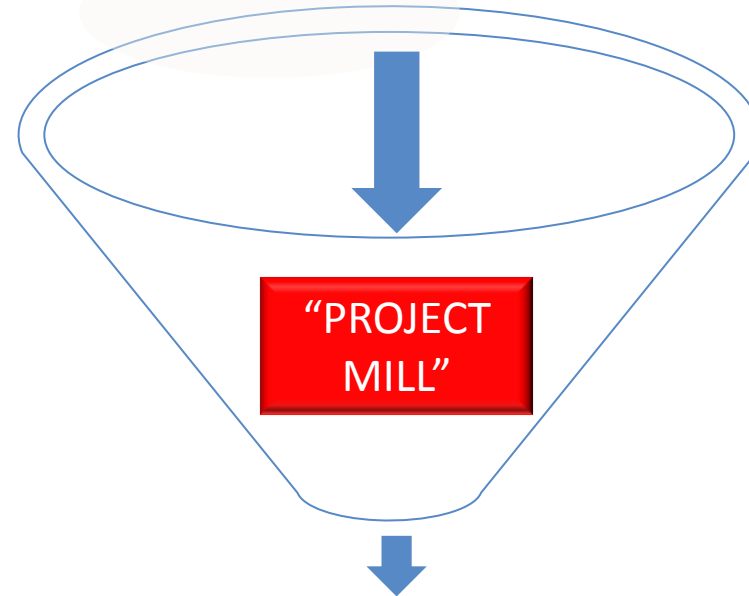
Aktuellt
28.1.2010
 Vindkraftseminarium i Vasa 17.2.2010
27.1.2010
 Merinova och VASEK söker en marknadsföringsdirektör för ett gemensam projekt
15.12.2009
 Förhandsinbjudan: Energi- och miljöseminarium i Vasa 19.4.2010

Skriv ut sidan

Project Flow Chart



Source and copyright: Prof. Erkki Anttila, Faculty of Technology, University of Vaasa, 2008.



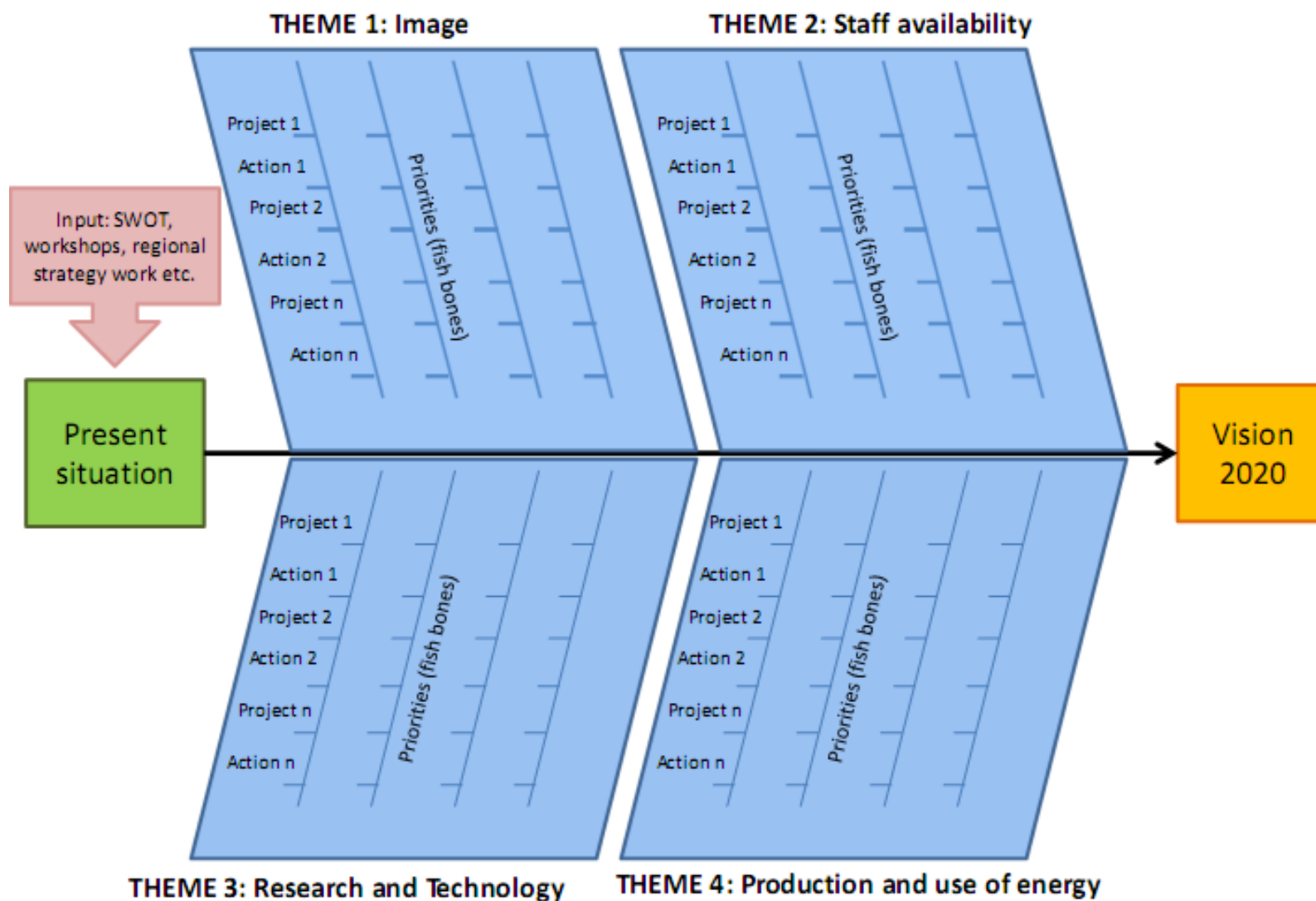
REGIONAL ROAD MAP PREPARATION PROCESS IN OSTROBOTHNIA

DRAFT VISIONS AND PRIOTITY ACTIONS

SCORING AND RANKING BY THE 70 KEY PERSONS

FINAL VISIONS AND PRIOTITY ACTIONS F OR THE ROAD MAP

Example: Ostrobothnia



Examples of research infrastructure needs (Ostrobothnia)

- Establishment of **robot factory** (for research and education - in order to achieve reduction of labour costs). *“ If the labour costs are over 8 % of the total production costs, the manufacturing will be moved to low-cost countries”*
- Establishment of a **research and training laboratory** for the new IEC 61850 digital communication standard for electricity grid protection appliances.
- Establishment of **geothermal laboratory**



Experiences at regional level (Ostrobothnia)

Unexpectedly difficult to agree on common visions.

Some key priority areas identified.

- Availability of skilled and trained staff.
- Automation training and research.
- Infrastructure for export: ports, roads, logistic centres..
- Wind power (the most potential region in Finland)
- Replacement of coal in large power plants.
- Slow planning procedures bottle-neck for new RES plants.





How to promote internationalization of clusters ?

- Established large multinational companies rarely need assistance with internationalization. Focus on SMEs.
- The regional Road Maps are a very good basis for cooperation and internationalization, i.e., from regional priority areas and actions to internationalization and a joint action plans (JAP).
- The importance of personal contacts and trust is not to be underestimated.
- Requires time, does not happen overnight.



How to promote internationalization of clusters

New innovations and market potential are good driving forces for companies. Example: A new 700 kW heat exchanger for watercourses.





Some cooperation and mentoring areas identified in ResGen up to date.

- Biodiesel research and production
- Ocean energy
- Smaller scale biomass-based CHP
- Geothermal energy
- Wind power
- Electric vehicles
- Green procurement
- Attraction of young people to study natural science subjects





Some means of implementing cooperation and internationalization in ResGen

- Project mentoring events and workshops
- Study tours - including company and innovation presentations
- Promotion of B2B cooperation e.g. assembly factories and branch offices in the wind power sector)
- Promotion of university and research institution cooperation
- Joint R&D projects and the JAP
- Staff exchange, student and staff recruitment (?)



Thank you for your attention !

For more information:

johan.wasberg@merinova.fi

jerker.johnson@obothnia.fi