Internal Market, Industry, Entrepreneurship and SMEs

What can clusters do to help SME access to markets?

"Improving access to markets for SMEs: European Entrepreneurial Regions experience"

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Clusters matter in Europe

- **3043 strong clusters** account for more than 54 million jobs
- **Gazelles** in strong clusters employ 35 staff compared to 24 elsewhere
- **Wages** in strong clusters are 3% higher than elsewhere
- 40% of activity in **emerging industries** concentrated in 20% of regions

European Cluster Panorama 2016
Cluster collaboration & intelligence tools

Finding partners/cluster organisations (partner search, matchmaking etc)

- Mapping over 800 cluster organisations
- 320 clusters having 1400 meetings with internat. partners & 500 with EU partners
- 10,000 monthly visitors to the website
- 4,500 subscription to newsletters and digests
- over 1000 news items published
- 600 events promoted

• Regional Ecosystem (12 pilot regions in industrial transition)
• Scoreboard Cluster trends report
• Cluster Policies in Member States
• Trends reports, priority sector reports & smart guides including on entrepreneurship support

http://www.cluster collaboration.eu

http://ec.europa.eu/growth/smes/cluster/observatory
Cross-regional cooperation matters...

Because it:
- breaks regional **silos**
- **mobilises** around common smart specialization strategies
- encourages **strategic use of tools** to support development of new industrial value chains and industrial modernisation
- may offer **further funding opportunities** for possible collaboration ideas (optimisation of resources)
- may trigger **complementary support** via linking sectors & partners to smart specialisation priorities
- favours **exchange** of best practices and lessons learnt
Strategic cross-regional collaboration: Role of regions in Smart specialisation Platform on Industrial Modernisation

http://s3platform.jrc.ec.europa.eu/industrial-modernisation
European Strategic Cluster Partnerships for smart specialisation investments (COSME 2017)

Implementation of **9 cluster partnerships** to boost collaboration and investments linked to smart specialisation & industrial modernisation.

Partnership shall:
1. Develop and implement a joint strategy and vision
2. Undertake preparatory actions
3. Implement joint activities to mobilise inter-regional collaboration & investments and provide business/growth support
4. Test joint activities to strengthen cluster cooperation, to gather SME feed-back and to build concrete linkage with other initiatives

→ **€3.1 million** with 346.000 €/projects – starting this October!
'EU Clusters Go International' action

Promoting cluster cooperation for industrial leadership in global markets through
European Strategic Cluster Partnerships for Going International (ESCP-4i)

- 25 Cluster partnerships
  (6.84+0.4 mio €)

- 130 cluster organisations representing over 17,000 SMEs

- Supporting joint international strategies and collaboration with partners in third countries for the benefit of SMEs
Upcoming International Cluster Match-making Events

2018

- **EU-Korea Cluster Matchmaking Event**, European Utility Week, Vienna, **6-8 November 2018**
  - Energy
  - Cleantech
  - Smart city
  - Transport (electric mobility)
  - Enabling technologies used to develop innovations in clean energy products, services and solutions, such as light weighting, composites, additive manufacturing, nanotechnology, ICT

- **EU-Western Balkan countries Policy Learning & Matchmaking Event**, Zagreb, **22-23 Nov. 2018**
  - Agro / Food, IT, Manufacturing / Automotive, Tourism / Maritime, Textile / apparel / footwear, Pharma / chemicals, Energy

https://www.clustercolaboration.eu/event-calendar/eu-korea-cluster-matchmaking-event

https://www.clustercolaboration.eu/event-calendar/eu-western-balkans-cluster-policy-learning-and-matchmaking-event
Other cluster-related activities

- **INNOSUP-1** to develop new industrial value chains & foster emerging industries across EU by supporting cross-sectoral & cross-regional innovation in SMEs through clusters (with 75% of budget to support innovation in SMEs)

  ➔ 9 ongoing projects (2015-2017) reaching out to > 3,000 SMEs & supporting nearly 500 SMEs directly, e.g. through innovation vouchers

  ➔ during 2015-2020, aims to support 2,000 SMEs directly

- **European Cluster Excellence Programme** to strengthen cluster management excellence and strategic interregional partnering + foster cluster capacity building and SME competitiveness.
  - Enlarged focus that goes beyond benchmarking, training, coaching and learning
  - New "Erasmus for Clusters" mobility pilot open to cluster organisations as well as technology centres and SMEs (=>1000 matched exchanges, SMEs to benefit directly)

- **European Cluster Weeks** awareness-raising and engagement campaign on clusters to support efforts across the EU's regions and Member States.
  - Call for application will be launched for organisations wishing to host national/regional cluster events under EU Cluster Weeks umbrella between November 2018 and April 2019.
  - Details on ECCP and through Commission's and the Platform's social media accounts. The campaign will also gather feedback about main challenges and needs for action.
Towards Joint Cluster Initiatives

- Industry-focused actions guided by joint strategies of **specialised SME intermediaries**
- Thematically targeted, with **cross-regional and cross-sectoral outreach to SMEs**
- Channelling scale-up support to groups of SMEs to boost **industrial transformation**

**Building EU value chains, industrial modernisation & capacity building**

*Partnership activities of*
- Cluster organisations
- Specialised technology centres
- Specialised incubators and accelerators

**Skills upgrading, talent attraction & entrepreneurship acceleration**

*Partnership activities of*
- Cluster organisations
- Specialised Technology centres
- Specialised incubators and accelerators
- Vocational institutions

**Boosting internationalisation & access to global value chains**

*Partnership activities of*
- Cluster organisations
More information

EU Cluster Portal:
http://ec.europa.eu/growth/smes/cluster/

European Strategic Cluster Partnerships
http://www.clustercommission.eu/eu-cluster-partnerships

European Cluster Collaboration Platform
http://www.clustercommission.eu/

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Questions?
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Thank you for your attention!