

1. PUBLISHABLE SUMMARY

Summary of the context and overall objectives of the project (For the final period, include the conclusions of the action)

Partners of the SmartCityTech Partnership developed the ESCT Go Global project. Eight cluster organizations formalized this partnership under a previously funded Cosme Go International Strand 1 project. Currently, this partnership consists out of 10 cluster organizations from 10 regions in Europe, representing more than 3000 triple helix stakeholders exploring technology solutions to solve challenges in urban areas. Internationalization is one of the strategic action lines of the partnership. For that reason, SmartCityTech is actively investing in internationalization towards third regions. The ESCT Go Global project aimed at developing partnerships between EU SmartCityTech stakeholders and stakeholders in Singapore, the USA, and India. This project implemented concrete actions towards Singapore (year 1) and USA (year 2), resulting in business partnership agreements between EU stakeholders and stakeholders from the target regions. During the project, potential collaboration with India was (although very limited) explored. This exploration led to a first collaboration opportunity between the city of Aalborg and India.

During this project, SmartCityTech bootstrapped its 'beachhead' internationalization strategy. A beachhead is a cluster or network organization in a target region. This beachhead is embedded in a local ecosystem and can act as the interface between EU stakeholders and stakeholders in the target region. During the project, the ECST Go Global consortium established collaboration with beachheads in the USA (Necec, Bridge Innovation Partners) and Singapore (IPI Singapore). The project proved the crucial role of beachheads in target regions. Mostly IPI Singapore was instrumental to the result of the ECST Go Global project in Singapore. Through the relationship with IPI, the ECST Go Global consortium contributed to the most successful Eureka Global Stars call ever.

Internationalization is a time-intensive and costly activity for companies. Cluster organizations play a crucial role, as they can pave the way for EU organizations to enter foreign markets. A collective approach of several regional cluster organizations, united under a joint EU partnership such as SmartCityTech, creates a lever for impactful internationalization. The ECST Go Global project allowed to develop the first relationship with crucial partners in the USA and Singapore. As part of the activities of SmartCityTech, the partners will further elaborate on the relationships and broaden the activities towards neighboring countries.

Work performed from the beginning of the project to the end of the period covered by the report and main results achieved so far (For the final period please include an overview of the results and their exploitation and dissemination)

The main activities performed during the ECST Go Global aimed at (1) cooperation building, (2) cooperation development, and (3) preparation for sustainability. Those activities were

(1) To build cooperation with bridgehead partners, a delegation of ECST Go Global went on a fact-finding mission towards Singapore (March 2018) and New York/Boston (October 2018). The objective of the fact-finding mission was to get acquainted with stakeholders in the target regions and to select potential beachhead partners. For the activities towards the USA, ECST Go Global teamed up with another European Strategic Cluster partnership, EC2I. This collaboration was very fruitful and

proved that joined EU activities help create an impact in target regions. The combination of network relationships is just a simple example. It helps to open doors that otherwise would have stayed closed.

(2) To develop cooperation between EU stakeholders and stakeholders in the target regions, the ECST Go Global consortium organized, in collaboration with the bridgehead partners, two outbound missions towards Singapore (Smart City Summit in July 2018, Innovfest Unbound June 2019) and one outbound mission towards the USA (Oktober 2019). The consortium organized several webinars to promote the missions. As internationalization is a two-way street, ECST Go Global took advantage of the yearly Smart City Expo World Congress in Barcelona to organize an inbound mission. During the 2018 and 2019 editions of the congress, the consortium organized workshops in collaboration with stakeholders from the target regions. Participants joined matching activities on the expo booths, and people got further acquainted during cocktail receptions.

(3) The ECST Go Global project was implemented by partners of SmartCityTech. The partners will embed the results of the project in future activities, elaborating on the contacts established with the beachhead partners in target regions. During the project, the consortium defined new services that will be implemented over the coming months. They include workshops to prepare for internationalization, matchmaking for research, innovation and business development, consortium building for international innovation projects, missions, and tours to get acquainted with target regions, fundraising to support collaboration, and training on specific smart city topics related to smart cities.

SmartCityTech secured follow up funding to continue with its internationalization activities towards North America and South East Asia.

Progress beyond the state of the art, expected results until the end of the project and potential impacts (including the socio-economic impact and the wider societal implications of the project so far)

SmartCityTech strives towards concrete collaboration within Europe and with stakeholders on other continents. Regional cluster organizations are instrumental in facilitating interregional and international cooperation. Projects such as ECST Go Global enable European Strategic Cluster partnerships, such as SmartCityTech, to develop support services that can make collective, international value creation more impactful. The activities deployed during the ECST Go Global project impacted 18 regional clusters throughout Europe, led to 4 partnership agreements with fellow cluster organizations or beachhead organizations, created substantial value for 109 SMEs, and resulted in 8 collaboration agreements between EU stakeholders and stakeholders from the target regions. As SmartCityTech succeeded in securing additional funding, the partnership continues on its way to facilitate collaboration in on solutions for urban challenges.

Address (URL) of the project's public website

www.smartcitytech.eu

Smart City Tech Logo

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