Keeping up with the Euroclusters:
Achievements and lessons learned

28 June 2023
08:30-09:45 CET
Agenda

1. News from the European Cluster Collaboration Platform
   *Nina Hoppmann*, Team Member, European Cluster Collaboration Platform

2. First feedback and lessons learned for the Eurocluster initiative
   *Valentino Izzo*, Programme Coordination Manager, EISMEA, European Commission

3. Panel debate
   *Giovanni Scaramuzzo*, Project Manager, EXO Ricerca, CREATHRIV-EU Eurocluster
   *Laure de Tassigny*, European Project Officer, Minalogic, Silicon Eurocluster
   *María Luisa Fernández*, Cluster Manager, ZINNAE, CirCInWater Eurocluster
   *Ruben Eiras*, Secretary-General, Fórum Oceano - Portugal Blue Economy Cluster, MedBAN Eurocluster
   *Silvana Sanfeliu*, Senior EU Project Specialist, Fondazione Piemonte Innova, AIBC Eurocluster

4. Funding opportunities
   *Nina Hoppmann*, Team Member, European Cluster Collaboration Platform
Housekeeping rules

Chris Burns, presenter

- Please use the Q&A function to ask questions, and the chat function to comment or share links.
- We invite you to join the debate: Please raise your hand and we will give you the floor.
- Please unmute yourself and activate your camera when you take the floor.
- Please note that the session is being recorded and that the recording will be published on the European Cluster Collaboration Platform.
NEWS FROM THE EUROPEAN CLUSTER COLLABORATION PLATFORM
Feedback to the EU Clusters Talks

• We are constantly looking for ways to improve our ECCP activities to best suit the needs of our community. As such, we kindly ask for your feedback of your experience as an EU Clusters Talk participant, so that we may tailor and improve the future Talks to best reflect your interests.

• **Share your feedback** until 1 August 2023: [https://ec.europa.eu/eusurvey/runner/EUClustersTalks_June2023](https://ec.europa.eu/eusurvey/runner/EUClustersTalks_June2023)
Register for Matchmaking Event in South Africa

• It will take place on-site in Johannesburg, South Africa on 24 October – 26 October 2023
• In the context of Manufacturing Indaba Conference and Exhibition
• Focus areas: agri-food, green industries, chemicals and metals, transport, digital, and textile
• Deadline: 12 July 2023
Register for Matchmaking Event in Singapore

• It will take place on-site in Singapore on 30 October – 1 November 2023
• As part of Singapore Week of Innovation & Technology (SWITCH) and Agri-Food Tech Expo Asia 2023
• Focus areas: agri-food, health care, biomedical tech, digital, smart cities, advanced manufacturing, green tech
• Deadline: 12 July 2023
Data Protection Guide for small business

• The guide provides **practical information** to SMEs about **GDPR compliance**
• It covers various aspects of GDPR, from data protection basics to respecting individuals' rights and measures to secure personal data
Feedback to evaluate COSME programme

• Public consultation for stakeholders and SMEs on COSME, the EU programme for the competitiveness of enterprises and small and medium-sized enterprises that ran from 2014 to 2020 with a budget of 2.3 billion EUR
  • Consultation open until 18 September 2023
  • COSME supported the Enterprise Europe Network, Erasmus for Young Entrepreneurs, projects for tourism and social economy, the IPR Help desks, and projects for cluster internationalisation and cluster excellence
• The results will help the EC to improve future support programmes for SMEs
• Important to receive feedback from clusters
BEFORE WE GET STARTED, OUR QUESTIONS TO YOU...
Join at slido.com
#Euroclusters

Start presenting to display the joining instructions on this slide.
Have you participated in an activity offered by a Eurocluster?
If yes, in which activity have you participated?
As a cluster manager, have you checked the Eurocluster calls to find opportunities for your SME members?
In one word: What do you associate with the Euroclusters?
First feedback and lessons learned for the Eurocluster initiative

Valentino Izzo
Programme Coordination Manager, EISMEA, European Commission
Joint Cluster Initiatives (Euroclusters)

First feedback and lessons learned

Valentino IZZO
Programme Coordination Manager
EISMEA, Unit I.02.03
Agenda

• What are the «Euroclusters»?
• Focus on the cascading calls:
  • what opportunities are there for SMEs?
  • what challenges are there for Euroclusters?
Pan-European Partnerships of cluster organisations and other actors of the industrial ecosystem

Funded under the SMP Programme and managed by EISMEA

20 Euroclusters work on concrete initiatives in specific industrial ecosystems

10 Euroclusters work across several industrial ecosystems

https://clustercollaboration.eu/euroclusters
Euroclusters help cope with challenges

EU’s Industrial Policy

- Strengthen Single Market resilience
- Accelerate the twin green and digital transitions

Specific Objectives
1. Network
2. Innovate
3. Adopt
4. Train
5. Internationalise
What are the Euroclusters? In numbers …

• On 1 of September 2022, 30 Euroclusters have been launched: they are composed of 171 partners overall and cover 23 different countries (of which 22 are EU Member States) and all 14 industrial ecosystems.

• Duration: Projects’ implementation range from 24 to 36 months.

• Total budget for the first Euroclusters call: 42 million EUR (from the Single Market Programme)

• Cascading calls for SMEs: At least 75 % (around 32 million EUR) of the grant must go directly to SMEs
Cascading calls: What is there for SMEs?

• Between February and June 2023, 21 out of the 30 SMP Euroclusters awarded projects **published 32 cascading calls** to financially support SMEs.

• In total these first calls will award around **17 million euro** (more than 50% of the 31.5 million expected in total) to **around 1500 estimated SMEs**.

• **18 calls have been closed** by now (with deadlines between 21 April and 27 June)

• **14 are still ongoing** (3 closing within a week between 30 June and 2 July).

• More FSTP Calls are expected to be published soon.
Cascading calls: What is there for SMEs?

<table>
<thead>
<tr>
<th>Type of grant</th>
<th>Lump-sum per Application</th>
<th>Number of calls (out of 32 published)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Advisory services / Consultancy</td>
<td>1 400 - 10 000</td>
<td>9</td>
</tr>
<tr>
<td>Innovation grants (this includes prototyping, testing, demonstration, etc.) - TRLs 2-8</td>
<td>15 000 - 180 000</td>
<td>19</td>
</tr>
<tr>
<td>Internationalisation grants (this includes travel grants, as well as grants for activities linked to trade missions such as matchmaking, marketing, booth costs, etc.)</td>
<td>250 - 15 000</td>
<td>13</td>
</tr>
<tr>
<td>Training grants</td>
<td>250 - 5 000</td>
<td>11</td>
</tr>
<tr>
<td>Other (Includes prizes, participation to events, etc.)</td>
<td>10 000 - 20 000</td>
<td>3</td>
</tr>
</tbody>
</table>
Cascading calls: looking back (first results)

<table>
<thead>
<tr>
<th>Category</th>
<th>Number</th>
<th>Range</th>
</tr>
</thead>
<tbody>
<tr>
<td>N° of applications</td>
<td>1 143</td>
<td>21 – 217</td>
</tr>
<tr>
<td>N° of SMEs</td>
<td>1 071</td>
<td>21 - 211</td>
</tr>
<tr>
<td>N° of countries involved</td>
<td>27</td>
<td>6 - 24</td>
</tr>
</tbody>
</table>

Distribution of SMEs per country (when known)

[Graph showing distribution of SMEs per country with bar heights and labels for countries such as Belgium, Bulgaria, Denmark, Finland, France, Hungary, Italy, Netherlands, Romania, Slovenia, Spain, Sweden, Turkey, Poland, Greece, Portugal, Ireland, Malta, Croatia, Cyprus, Germany, Lithuania, Luxembourg, Norway, Estonia, Austria, Latvia, with bars indicating number and percentage of SMEs.]
### Cascading calls: looking ahead (the ones still open)

<table>
<thead>
<tr>
<th>Targeted</th>
<th>Ecosystems</th>
<th>Targeted 3rd Countries</th>
<th>Total grant</th>
<th>Number of SMEs expected to receive a grant</th>
<th>Lump-sum per Application</th>
<th>Number of calls (out of 14 open calls)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Advisory services / Consultancy</td>
<td>Agrifood; energy-intensive industries; Aeronautics, Space, Defence; ICT</td>
<td></td>
<td>522 000</td>
<td>170</td>
<td>2 000 - 4 000</td>
<td>3</td>
</tr>
<tr>
<td>Innovation grants (this includes prototyping, testing, demonstration, etc.) - TRLs 2-8</td>
<td>Construction; Health; Energy Intensive Industries; Digital Industries; Mobility, transport and automotive</td>
<td></td>
<td>4 397 000</td>
<td>96</td>
<td>15 000 - 180 000</td>
<td>6</td>
</tr>
<tr>
<td>Internationalisation (this includes travel grants, matchmaking, activities linked to trade missions such as marketing or booth costs, etc.)</td>
<td>Automotive, transport and mobility; Construction; Agrifood; Health; Energy Intensive Industries; Digital Industries</td>
<td>Japan, Canada, Mexico, Saudi Arabia, Singapore, Kenya and all</td>
<td>347 500</td>
<td>133</td>
<td>250 - 15 000</td>
<td>7</td>
</tr>
<tr>
<td>Training</td>
<td>Construction; Energy Intensive Industries; Mobility, transport and automotive; Digital Industries</td>
<td></td>
<td>225 000</td>
<td>140</td>
<td>250 - 5 000</td>
<td>5</td>
</tr>
<tr>
<td>Business Continuity Plan</td>
<td>Agrifood</td>
<td></td>
<td>272 000</td>
<td>16</td>
<td>17 000</td>
<td>1</td>
</tr>
</tbody>
</table>
Where to find published calls

- Enterprise Europe Network: https://een.ec.europa.eu/
- Funding and Tenders Portal: link to Euroclusters open calls
- Euroclusters’ consortia own websites & social media channels
## Cascading calls: success factors?

<table>
<thead>
<tr>
<th></th>
<th>One call</th>
<th>Multiple calls</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Calls per “Eurocluster”</strong></td>
<td>One call</td>
<td>Multiple calls</td>
</tr>
<tr>
<td><strong>Objectives / Challenges addressed</strong></td>
<td>One per call</td>
<td>multiples per call</td>
</tr>
<tr>
<td><strong>Deadline</strong></td>
<td>multiple cut-offs</td>
<td>single stage</td>
</tr>
<tr>
<td><strong>Applicants</strong></td>
<td>individual SMEs only</td>
<td>SMEs or consortia</td>
</tr>
<tr>
<td><strong>Lump sum amount</strong></td>
<td>Small lump sum to reach many SMEs</td>
<td>Bigger amounts to fewer SMEs</td>
</tr>
<tr>
<td><strong>Grant form</strong></td>
<td>Fixed amount</td>
<td>Maximum lump sum</td>
</tr>
<tr>
<td><strong>Award</strong></td>
<td>Award criteria</td>
<td>1st come - 1st served</td>
</tr>
<tr>
<td><strong>Evaluation</strong></td>
<td>Internal</td>
<td>External or 2 steps approach (Internal and then external)</td>
</tr>
<tr>
<td><strong>Payment schedule</strong></td>
<td>1 final payment</td>
<td>pre-financing and/or interim payments</td>
</tr>
</tbody>
</table>
Cascading calls: what the main challenges are?

2. What are the main challenges you had or are having with the cascading calls?

- drafting the call and call docum... 9
- reaching out to SMEs, SMEs in c... 4
- receiving sufficient number of p... 3
- receiving quality proposals 3
- managing the submission envir... 5
- managing the evaluation of the ... 5
- assessing whether applicants ar... 5
- ensuring a low financial risk for ... 6
- All of the above 1
- Other 4
Cascading calls: what the main challenges are?

6. What would be your best advice to another consortium now working on a new cascading call?
Cascading calls: what the main challenges are?

7. What support would you expect from the European Commission to help launching calls?
We want to hear your voice now!

Aligning

• ECCP International matchmaking events 2024-2025
• Euroclusters trade missions / international activities
• Cascading calls to support International activities of SMEs
Thank you for your attention

Stay tuned!

ECCP: [www.clustercollaboration.eu](http://www.clustercollaboration.eu)

[Twitter](https://twitter.com/Clusters_EU)

[LinkedIn](https://www.linkedin.com/company/eccp)

ECCP profile
Panel debate

Giovanni Scaramuzzo, Project Manager, EXO Ricerca, CREATHRIV-EU Eurocluster
Laure de Tassigny, European Project Officer, Minalogic, Silicon Eurocluster
María Luisa Fernández, Cluster Manager, ZINNAE, CircInWater Eurocluster
Ruben Eiras, Secretary-General, Fórum Oceano - Portugal Blue Economy Cluster, MedBAN Eurocluster
Silvana Sanfeliu, Senior EU Project Specialist, Fondazione Piemonte Innova, AIBC Eurocluster
FUNDING OPPORTUNITIES
'Innovate to transform' support for SME's sustainability transition

- Projects are expected to contribute to the following outcomes:
  - Support **objectives** of the European Green Deal and of the EU SME Strategy for a sustainable and digital Europe;
  - **Increased resilience of SMEs**, by fostering technological and social innovation in SMEs to support their transition to more sustainable business models and more resource-efficient and circular processes and infrastructures;
  - **Increased competitive sustainability of SMEs** through the uptake of advanced technologies;
  - Stronger **innovation support ecosystems** supporting the green, social and economic transition of SMEs, by leveraging synergies between existing EU networks and SME support initiatives
- This action will consist in **advisory services and financial support in the form of ‘third party financing’**
- Opening date: 19 September 2023
- HORIZON-CSA HORIZON Coordination and Support Actions; TOPIC-ID: HORIZON-CL4-2024-RESILIENCE-01-41
- Published on [Funding & Tenders Portal](#EUClustersTalks)
Accelerating uptake through open proposals for advanced SME innovation

- Projects’ results are expected to contribute to some or all of the following outcomes:
  - Development of a **mature technological solution** addressing EU security policy priorities in the areas addressed by the Cluster 3 work programme.
  - Facilitated **access to civil security market** for small and medium innovators and enhanced links between suppliers and public buyers;
  - Improved **cooperation between public buyers and small supply market actors** for a swifter uptake of innovation in response to short to mid-term needs;
  - **Stronger partnerships** between small and medium EU security industry and technology actors to ensure the sustainability of the EU innovation capacity in the civil security domain and increase technological sovereignty of the EU in critical security areas.

- Opening date: 29 June 2023
- HORIZON-IA HORIZON Innovation Actions; TOPIC-ID: HORIZON-CL3-2023-SSRI-01-02
- Published on [Funding & Tenders Portal](#)
Implementing co-funded action plans for connected regional innovation valleys

• This action is intended to create connected regional innovation valleys across the European Union (EU), involving regions with lower innovation performances, by building on strategic areas of regional strength and specialisation (defined in their smart specialisation strategies), in support of key EU priorities.

• The aim is to foster the creation of efficient, open, inclusive and interconnected European innovation ecosystems in line with the New European Innovation Agenda, notably in thematic/technological areas (including deep tech) that will be critical for EU value chains.

• The topic is primarily focused on the regional aspects of innovation and targeted at national and/or regional innovation authorities. Other relevant entities should participate in the consortia as associated partners (such as research institutions, public authorities, universities, companies, clusters, innovation intermediaries, etc.).

• Deadline: 17 October 2023

• HORIZON-COFUND HORIZON Programme Cofund Actions; TOPIC-ID: HORIZON-EIE-2023-CONNECT-03-01

• Published on Funding & Tenders Portal
Opportunities for SMEs: Calls from Euroclusters

- **AEC EUROCLUSTER**: Project innovation, Technology Adoption, and Training for **SMEs from architecture, engineering and construction**; deadline 30 June 2023
- **AEC EUROCLUSTER**: Internationalisation support to establish business relations with non-EU partners for **SMEs from architecture, engineering and construction**; multiple cut-offs; first deadline 30 August 2023
- **AIBC EUROCLUSTER**: Call for participating in **international events** related to **Artificial Intelligence & Blockchain** technologies; deadline 5 September 2023
- **AIBC EUROCLUSTER**: Training in **Artificial Intelligence & Blockchain** for SMEs from the **manufacturing, mobility, logistics and energy sectors**; deadline 5 September
- **AIBC EUROCLUSTER**: Call for projects for piloting and/or demonstrating **new or improved digital and environmentally friendly products** and services that use **Artificial Intelligence and/or Blockchain**; deadline 5 September
- **B-Resilient**: Support for Business and continuity plan, innovation, or internationalisation for SMEs SMEs intending to optimise their use of **biomass** via digital and sustainable tool solutions; deadline 1 July 2023
- **BioMan4B2**: Business transformation, support for travel to explore markets in other countries, and resilience plans for SMEs in **life sciences** and **medical technologies** sector; deadline 2 July 2023
- **CirClInWater**: Lump sums to access training or consultancy services for **water-smart solutions**, especially for the agrifood & energy-intensive industries; deadline 2 October 2023
Opportunities for SMEs: Calls from Euroclusters

- **FRIEND CCI**: Call for providers offering solutions in **digitalisation, greening, and internationalisation** to collaborate with Creative and Cultural SMEs for the realization of funded projects; deadline 1 August 2025
- **GEMSTONE**: Financial support for training related to **Green Manufacturing**; deadline 31 December 2024
- **INGENIOUS**: **Innovation** grants for SMEs operated in **energy intensive industry** towards green and digital transition and resilience; deadline 31 July
- **INGENIOUS**: **Internationalisation** grants SMEs operated in **energy intensive industry** for business opportunities in Africa, Asia, North America and Latin America; deadline 30 September 2023
- **INGENIOUS**: **Training** grants to help SMEs improve their digital skills, green transition, resilience preparedness and reskilling and upskilling of the workforce; deadline 14 February 2025
- **METASTARS**: Call for **innovation services** for green technology development, digitalisation, upskilling and reskilling, internationalisation, and information security systems for SMEs from the aeronautics, space, defence and ICT sectors; deadline 31 December 2023
- **RE-CENTRE**: Financial support for SMEs from furniture and living sector, IT sector, and green/circular economy sector in the development of innovation projects and new business models; deadline 27 June 2023
- **RESIST**: **Networking and Marketing** FSTP for SMEs from the Automotive – Mobility – Transport ecosystem; deadline 20 December 2024
- **All calls here**: [https://clustercollaboration.eu/open-calls](https://clustercollaboration.eu/open-calls)
Register for the next Talks

12 July 2023 30 years and counting: Clustering in the EU Single Market

Summer break

Back on 6 September 2023
Register on the European Cluster Collaboration Platform!
https://clustercollaboration.eu/

Strengthening the European economy through collaboration

The European online hub for industry clusters
Strengthening the European economy through collaboration

Find partners per country, region, sector or industrial ecosystem
THANK YOU