



D. 3.5 – Discussion paper: facilitating policy dialogue on cluster cooperation with Canada

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1. Objective of the report

The aim of this “discussion paper” is to provide an overview on the existing EU-Canada cluster cooperation, related good practices/success stories and highlight opportunities for future cluster-based exchanges, including recommendations for a reinforced EU-Canada cluster policy dialogue.

Another complementary document, the Preparatory briefing on Canada was developed by the European Cluster Collaboration Platform (ECCP) and provided a basis for the analysis and recommendations included in this paper.

The content of this report is based on desk research and selected interviews with relevant local contact points. It is an updated version of the analysis released in October 2017.

2. Existing EU - Canada cluster cooperation

The 10th largest economy in the world, Canada is a strong and reliable partner for the EU. The upcoming implementation of CETA, that applies since 21 September 2017¹, will further reinforce this positive exchange.

As part of its Innovation agenda, the Liberal government of Prime Minister Trudeau made the pledge to “*accelerate economic growth in highly innovative industries*” by setting up a specific financial support instrument for the development of business-led innovation superclusters in Canada². To maximise the benefits for the Canadian economy, the Government has put a particular emphasis on the following highly innovative sectors (chosen for their economic prospects and their strengths relative to global opportunities): advanced manufacturing, agro-food, clean technologies, clean resources, digital industries, health/biosciences, as well as infrastructure and transportation. For the next 5 years, these sectors will be the key innovation priorities in Canada and should be considered a priority of EU clusters for their cooperation with Canadian partners. In 2018, the Canadian government has chosen five superclusters in a competitive process, which will be the figurehead of Canadian clusters. Each of them represents a specific domain, chosen amongst the seven listed above: digital technology, protein industry, advanced manufacturing, artificial intelligence, and blue economy. In

¹ Toute l'Europe, Qu'est-ce que le CETA, <https://www.touteurope.eu/actualite/qu-est-ce-que-le-ceta.html>, consulted on 24/08/2018

² <http://www.ic.gc.ca/eic/site/062.nsf/eng/home>

addition, EU clusters are already active in the sub-mentioned sectors and there already exist numerous examples of cluster to cluster cooperation in these areas (see section 2.2 for instance).

2.1 Support to cluster cooperation

Contrary to the United States, there is no specific cooperation agreement between the EU and Canada about cluster collaboration yet. However, the extent of policy cooperation between the EU and Canada provides a solid ground for cooperation between EU and Canadian clusters both on the research and innovation side as well as on the business side (more information may be found in the separate preparatory briefing on Canada, section 2.2).

In addition, policy support is established through the EU Delegation to Canada (and the Canadian Delegation to the EU).

2.2 Cluster to cluster cooperation

The EU and Canada are strong economic partners, despite the imbalance in their trade relationship (the EU being Canada's second most important partner, but Canada "only" being the EU's 12th most important trading partner). In addition, research and innovation collaborations between Canadian and EU partners are solid. This provides a solid ground for the EU-Canada cluster to cluster cooperation which should be further reinforced once the Canadian "superclusters" are starting their international activities (the winners were announced in February 2018, clusters are setting their operational management and will move towards international activities in a near future).³

There are multiple examples of cluster collaboration activities between the EU and Canada in various economic sectors. According to the data available on the ECCP portal, the main sectors of existing collaboration are⁴:

- Agro-food (food packaging, handling, food processing and manufacturing)
- Biological sciences (medicine, human health, pharmaceutical products)
- Energy (renewable sources of energy, waste to energy, energy efficiency)
- Industrial manufacturing
- Material and transport, including Aerospace technologies
- Transportation and logistics
- Electronics, IT and Telecommunications
- Lighting and electrical equipment
- Electric Power Generation and Transmission

³ Interview with SuperCluster initiative Canada, on 11 march, 2019

⁴ List of ESCP-4i; <https://www.clustercollaboration.eu/escp-list>, consulted on 24/08/2018

Amongst the existing cluster to cluster cooperation initiatives, the following examples may be mentioned:

- **Aerospace sector:**
 - MoU signed between Aéro Montréal and Aerospace Valley in France,
 - MoU signed between the Québec consortium for research and innovation in Aerospace (CRIAQ) and Aerospace Valley in France⁵,
 - MoU signed between Aéro Montréal and Skywin, the Aerospace cluster from Wallonia,
 - MoU signed between the Québec consortium for research and innovation in Aerospace (CRIAQ) and Skywin, the Aerospace cluster from Wallonia⁶,
 - MoU signed between Aéro Montréal and Aviation Valley Association in Poland⁷,

- **Agro-food sector:**
 - Cooperation agreement between the marine niche of excellence of Québec (“Creneau marin d’excellence”) and the French competitiveness cluster Aquimer⁸
 - Collaboration agreement between the Technopole of Sainte Hyacinthe and the French competitiveness cluster Valorial⁹.

- **Biological sciences:**
 - Partnership agreement between Alsace BioValley, a French competitiveness cluster dedicated to therapeutic innovations and MEDTEQ, the Quebec Consortium for Industrial Research and Innovation in Medical Technology¹⁰.

- **Cleantech:**

In the field of clean technologies, the Cleantech Network International (ICN), created in 2009, is another example of cluster-to-cluster collaboration between EU and Canadian clusters but in an international context¹¹. It brings together clusters in Asia, Europe and the United States. The network

⁵ Aerospace Valley, list of cooperation agreements : <http://www.aerospace-valley.com/en/page/cooperation-agreements> , consulted on 24/08/2018

⁶ Press release from Walloon minister, Jean-Claude Marcourt : <https://marcourt.cfwb.be/la-wallonie-sur-orbite-le-secteur-aerospacial-se-renforce-et-se-specialise-dans-des-produits-de-niche-a-haute-valeur-ajoutee/>, consulted on 24/08/2018

⁷ Agreements of cooperation with the HEGAN Basque Aerospace Cluster and the Aéro Montréal <http://www.dolinalotnicza.pl/en/wiadomosci/agreements-of-cooperation-with-the-hegan-basque-aerospace-cluster-and-the-aro-montral,15.html> , consulted on 24/08/2018

⁸ Partnerships, <http://www.poleaquimer.com/en/international/partnership.html> , consulted on 24/08/2018

⁹Competitiveness cluster: Valorial, http://competitivite.gouv.fr/documents/commun/Les_Poles_en_mouvement/Fiche-Valorial.pdf , consulted on 24/08/2018

¹⁰ALSACE BIOVALLEY, pôle de compétitivité Santé français, et MEDTEQ, consortium québécois des technologies médicales, signent un partenariat au bénéfice de l’innovation-Santé http://www.alsace-biovalley.com/wp-content/uploads/2014/04/CP_PARTENARIAT-MEDTEQ-QUEBEC_vSS-et-DC.pdf, consulted on 24/08/2018

¹¹ International Cleantech Network, <http://internationalcleantechnetwork.com/>, consulted on 24/08/2018

is lead by CLEAN in Denmark and at this moment, it has 13 partners including Ecotech Québec in Canada, Tenerdis in France, Clean Tech Delta in the Netherlands, Greentech South in the UK, the Greentech cluster in Austria, Tweed and Flux 50 in Belgium and the Sustainable Business Hub in Sweden. ICN supports networking and opportunities sharing amongst its members, notably between its Canadian and EU members.¹²

3. Good practices / Success stories related to cluster cooperation

This section will focus on two specific success stories of cluster to cluster cooperation between Canada and the EU. The aim is to present in detail how EU and Canadian clusters collaborate and how this benefits their members, in particular SMEs.

These examples really illustrate the importance of continued cluster to cluster cooperation between Canada and the EU. They also provide examples of good practice and may be used as a basis for other European clusters willing to develop similar initiatives.

The success stories include details on the sectors and stakeholders concerned, the process that has led to cooperation, policy support, common activities and an indication of the main outcomes/impacts of the cooperation. However, budget/funding information are not publicly available.

3.1. Success story 1: Skywin and Aero Montreal

Cooperation between Skywin and Aero Montreal	
Partners: <ul style="list-style-type: none"> ▪ Aerospace Cluster of Wallonia (Skywin, BE) ▪ AERO Montreal (Québec’s aerospace cluster, CA) 	
Sectors and sub sectors concerned: <ul style="list-style-type: none"> ▪ Transportation <ul style="list-style-type: none"> ○ Aerospace sub-sector 	
Context:	

¹² ICN 2018 Brochure, <http://internationalcleantechnetwork.com/wp-content/uploads/2018/04/ICN-Brochure-2018.pdf>, consulted on 24/08/2018

- Skywin, the Aerospace Cluster of Wallonia, was created in 2006 by the Walloon government. It is a group of companies, training centres and research units engaged in public and private partnership and aims to build synergies around common and innovative projects¹³.
- Aero Montreal groups all major decision makers in Quebec's aerospace sector, including companies, educational and research institutions, associations as well as unions. Its mission is to support the growth and influence of Québec's aerospace sector on the global stage¹⁴. Created in 2006, Aero Montreal is located in "one of the three world aerospace capitals, along with Seattle and Toulouse".

Type of cooperation: Knowledge and Business sharing

- First signed in 2007, the Memorandum of Understanding between Skywin and Aero Montreal was updated in 2013 when the two partners decided to focus on a specific project: the deployment of the "MACH Initiative" in Wallonia. The "MACH initiative" originally aims to accelerate change within Québec companies (notably SMEs), maximize the performance of the Quebec aerospace supply chain and increase the competitiveness of the Québec Aerospace sector internationally. In 2018, 3 SMEs implemented an internationalisation plan under the MACH initiative.
- In 2018, Skywin attended the International Aeronautic Week in Montreal: Skywin attended the Innovation Forum organised by Aéro Montreal where hundreds of professionals attended lectures, workshops, B2B meetings and technology showroom. Skywin attended the Forum of CRIAQ (Consortium de recherche et d'innovation en aérospatiale au Québec): Skywin pitched five project ideas from their members (on materials and advanced structures). About thirty contacts were made. At this stage 3 out of five ideas are being followed-up.

Objective:

- The overall objective of this agreement is to bring together and facilitate networking between supply chains and industrial clusters of Quebec and Wallonia, and to allow "MACH labelled" SMEs of the two clusters to be known by prime contractors and consequently more easily integrate their value chains.

Policy support:

- The 2013 agreement was signed in the presence of the Minister-President of the Walloon Government, Rudy Demotte, and the Minister of Economy of Quebec, Nicolas Marceau.
- The first phase of this concrete collaboration benefited from the support of the Joint Committee between Wallonia-Brussels and Quebec (for the period between 2013 and 2015).
- The initiative now benefits from a direct funding of the Walloon government.
- AWEX supports the activity of the cluster by organising incoming and outgoing missions.

Results/ outcomes:

- Reinforcement of the competitiveness of Walloon companies, in particular SMEs, on the international stage.
- Opportunities provided to cluster members and cluster managers to exchange and reinforce their collaboration.

¹³ Skywin Aerospace cluster of Wallonia, <http://www.skywin.be/en>, consulted on 24/08/2018

¹⁴ Aero Montréal, la grappe aérospatiale du Québec, <https://www.aeromontreal.ca/home.html>, consulted on 24/08/2018

<ul style="list-style-type: none"> One collaborative projects on-going between Walloon and Quebec SMEs started in 2019
<p>More information:</p> <ul style="list-style-type: none"> Name: David Praet Role: Director International Relations Phone number: +32 (0) 10 48.94.07. E-mail: david.praet@skywin.be

3.2. Success story 2: BioValley France and MEDTEQ

Cooperation between Skywin and Aero Montreal	
<p>Partners:</p> <ul style="list-style-type: none"> BioValley France, a French competitiveness cluster dedicated to therapeutic innovations (FR) MEDTEQ, the Quebec Consortium for Industrial Research and Innovation in Medical Technology (CA) 	
<p>Sectors and sub sectors concerned:</p> <ul style="list-style-type: none"> Healthcare sector 	
<p>Context:</p> <ul style="list-style-type: none"> BioValley France was established in 2005 as part of the French government competitiveness cluster policy. Gathering 147 members (including 94 SMEs), BioValley France gathers experts who provide a range of specific services to Healthcare companies such as: funding assistance for collaborative R&D projects, coaching to fundraising, partner identification, customized relationship.... The cluster is particularly active on the international stage¹⁵. Set up in 2012, MEDTEQ is one of nine consortia of research and innovation supported by the Quebec Province. Its main mission is to accelerate the development of innovative technological solutions to improve patients' health and quality of life. 	
<p>Type of cooperation: <u>Set-up of bilateral projects and Business sharing¹⁶</u></p> <ul style="list-style-type: none"> Signed in 2017, this partnership agreement will run until 2019. It will be centred around 3 objectives: <ul style="list-style-type: none"> Finance bilateral innovative healthcare projects, developed collaboratively by the Quebec partners and the French partners in the Grand-Est Region. 	

¹⁵ <http://www.alsace-biovalley.com/en/>

¹⁶ http://www.alsace-biovalley.com/wp-content/uploads/2014/04/CP_PARTENARIAT-MEDTEQ-QUEBEC_vSS-et-DC.pdf (in French)

<ul style="list-style-type: none"> ○ Facilitate company exchange and startup projects in the healthcare field in both regions. ○ Build a network of mentors who will use their expert skills in various specialist fields to support and advise the development of the companies in each partner's local area.
<p>Objective:</p> <ul style="list-style-type: none"> ▪ The overall objective of this agreement is to reinforce the collaboration between BioValley France and MEDTEQ. It primarily aims to fund joint innovative projects between the cluster members.
<p>Policy support:</p> <ul style="list-style-type: none"> ▪ This partnership agreement is supported by the Eurometropole of Strasbourg. ▪ The agreement was signed on 31 January 2017 during the MEDTEQ annual forum.
<p>Results/ outcomes:</p> <ul style="list-style-type: none"> ▪ Emergence of collaborative projects between the two cluster members and development of partnerships between them (in particular companies). ▪ Close support to companies to integrate the Quebec and French markets. ▪ Co-organiser of the MedFit congress ▪ In 2018, both clusters have launched a call for expression of interest on innovative projects to foster collaboration between Canadian and European SMEs. This call targets partners from both regions, who could implement an innovative project, which could be commercialised in the next 5 years around three main technologies: robotics, artificial intelligence, or virtual reality Fifteen companies from both Québec and Canada have applied. They are currently co-defining projects. Once the projects are mature, both clusters will help them find funding.¹⁷¹⁸
<p>More information:</p> <ul style="list-style-type: none"> ▪ Name: Agnes Legoll ▪ Role: In charge of International Relations ▪ Phone number: +33 (0)3 90 40 57 40 ▪ E-mail: agnes.legoll@biovalley-france.com

3.3 Success story 3: Clean Tech Cluster Energie and Wood Pellet Association of Canada

Cooperation between Clean Tech Cluster Energie and Wood Pellet Association of Canada	
<p>Partners:</p> <ul style="list-style-type: none"> ▪ Cleantech Cluster Energie, Upper Austria, Austria ▪ The Wood Pellet Canadian Association ▪ Province of Québec 	
<p>Sectors and sub sectors concerned:</p>	

¹⁷ Interview with Agnès Legoll, 21/02/2019

¹⁸ Alsace Biovalley, Alsace BioValley et MEDTEQ lancent un AMI pour booster les partenariats innovants entre acteurs des technologies médicales du Grand Est et du Québec, <http://www.alsace-biovalley.com/fr/alsace-biovalley-et-medteq-lancent-un-ami-pour-booster-les-partenariats-innovants-entre-acteurs-des-technologies-medicales-du-grand-est-et-du-quebec/>, consulted on 24/08/2018

<ul style="list-style-type: none"> ▪ Sustainable energy ▪ Energy Biomass 	
<p>Context:</p> <ul style="list-style-type: none"> ▪ Upper Austria is specialised in energy transition and biomass and a European leader in the field. They have a combination of successful policy, highly developed market and innovative companies. ▪ Since many years, Upper Austria runs the European Pellet Conference, the largest conference on biomass. There are always been participants from Canada and from this conference the collaboration with Canada started. The Canadian stakeholders have well identified the cluster as a focal point for expertise in the field. ▪ Canada is also a leading country in the field of Cleantech. Canada has active association, supporting policy and a large market. The Wood Pellet Association of Canada also organises an annual event on the matter. ▪ Collaboration between the two organisations has been on-going for many year but intensified as of 2013-2014. 	
<p>Type of cooperation: <u>Business sharing and technical cooperation</u></p> <ul style="list-style-type: none"> ○ Both parties attend each other events every year. They both contribute actively to the events, by being keynote. ○ Being a keynote in the event has given CTC a high visibility in Canada. The cluster is contacted regularly by Canadian businesses who need information on how to develop their business in Europe, as well as technical information about wood pellet technologies. ○ In addition, for each event, they bring along companies. Therefore, Upper Austrian and Canadian companies have the opportunity to meet twice a year. ○ This strong collaboration has enabled seven Austrian companies to have a presence on the Canadian market. 	
<p>Objective:</p> <ul style="list-style-type: none"> ▪ The overall objective of the partnership is to support the internationalisation activities of the companies by helping them find business partners locally. 	
<p>Policy support:</p> <ul style="list-style-type: none"> ▪ Both structures are supported by public policies: The region of Upper Austria funds CTC and provides special funds for support companies who want to export. ▪ 	
<p>Results/ outcomes:</p> <ul style="list-style-type: none"> ▪ 7 companies with a presence in Canada 	
<p>More information:</p> <ul style="list-style-type: none"> ▪ Name: Christiane EGGER ▪ Role: Manager Cleantech-Cluster Energy ▪ Phone number: T: +43 732 7720 14380 ▪ E-mail: christiane.egger@esv.or.at 	

4. Opportunities/potential for further EU-Canada cluster cooperation: thematic focus

This section analyses the potential for cluster to cluster cooperation, with a specific focus on the highly innovative industry sectors that are at the core of the new Canadian innovation supercluster strategy¹⁹. As detailed in the preparatory briefing on Canada developed by the ECCP (which provides further information on why these specific thematic areas were chosen), the Canadian government has selected five superclusters from highly innovative industry sectors that were pre-identified in terms of their importance in the Canadian economy but also in terms of their economic prospects and their strengths relative to global opportunities. At this stage, the operational implementation of the five superclusters is only starting, and they are starting to design their respective internationalisation strategies.²⁰

As far as existing Canada-EU cluster cooperation is concerned, it is worth noting that Canada is part of the European Strategic Cluster Partnerships – Going International (ESCPs-4i)²¹ target countries. ESCPs-4i are cluster partnerships across Member States that develop and implement a joint internationalisation strategy and support SME internationalisation towards third countries beyond Europe²². In 2018, there are 10 running partnerships which target Canada (5 in strand 1, 5 in strand 2).

This section will focus on ESCPs-4i working in the highly innovative sectors identified in the preparatory briefing: advanced manufacturing, agro-food, clean technologies and clean resources, digital industries as well as health/biosciences²³. The following classification was made to easily identify the ESCP-4is involved in the highly innovative sectors defined by the Canadian government. However, there are examples of ESCPs-4i that could actually fit within several categories (e.g. the “Mobility Goes International” ESCP is presented in the transportation sector but could also fit in the digital industries section, as it targets the development of smart mobility solutions through the use of digital tools).²⁴

- **Agri-food**

¹⁹ <https://www.canada.ca/en/innovation-science-economic-development/programs/small-business-financing-growth/innovation-superclusters/funding-superclusters.html>

²⁰ Interview with Luigi Scarpa de Masellis, Advisor, Trade and Economic Section, Delegation of the European Union to Canada, 27/08/2018

²¹ EU cluster partnerships, <https://www.clustercollaboration.eu/eu-cluster-partnerships>, consulted on 24/08/2018

²² ESCPs-4i : <https://www.clustercollaboration.eu/escp-list> , consulted on 24/08/2018

²³ Only established ESCP-4is are listed here : either in strand 1 (preparatory phase), and strand 2 (implementation phase)

²⁴ More information on the European Strategic Cluster Partnerships can be found in the dedicated section on the European Cluster Collaboration Platform: <https://www.clustercollaboration.eu/eu-cluster-partnerships>

- **“New Frontiers in Food”²⁵** – the 5 European clusters members, Wagralim (B), Vitagora (F), Food Valley (NL), Asociación Clúster Alimentario de Galicia (ES) and Valorial (F), that are active in the field of agricultural food industry sector, aim to develop a joint internationalisation strategy on specific target countries, including Canada;
 - **“AdPack”²⁶** - Future Materials and products for advanced smart packaging. The 6 European cluster members, Packaging Cluster (ES), PlastWin (BE), Nanoprogress z.s. (CZ), Packbridge (SE), Plastiwin (BE) and InnovCluster (PT), decided to join their competences coming from interrelated sectors to focus on the advanced packaging emerging industry. Amongst their objectives, they intend to support the internationalisation of their SMEs in specific target countries via the development of a joint internationalisation strategy. Canada was identified as a target country.
- **Health/Bio-sciences**
- **“LASER-GO Global”²⁷** - European Cluster Partnership in Photonics for Health. The 4 European cluster members, Optence e.V., Kompetenznetz Optische Technologien Hessen/Rheinland-Pfalz (AT), OPTICSVALLEY (FR), Human.technology Styria GmbH (AT) and LITEK (LT) have decided to focus on the application areas related to photonics-enabled technologies in health-related uses. They intend to develop collaborations with clusters from targeted third countries, including Canada. As part of this project, the Paris region high-tech cluster Opticsvalley visited Quebec in February 2017 to initiate further cooperation in the light of the strengthening cooperation between the EU and Canada. Both parties to carry on the discussions on future international cooperation²⁸. Another trade mission to Québec was organised in June 2018. This mission enabled the signature of two MoU: one MoU agreement between MEDTEQ and MEDICEN (Paris region) (on behalf of the LASER-GO GLOBAL consortium) and another one between Optonique and OpticsValley (on behalf of the LASER-GO GLOBAL consortium).
- **Clean technologies and clean resources**
- **“REINA PLUS”** - Renewable Energy Internationalisation ESCP project for European SMEs. The 4 EU clusters, Oekoenergie-Cluster (AT), the Basque Energy cluster (ES), Oy Merinova Ab (FL), and EnergyIN - the Competitiveness and Technology Cluster for Energy (PT), have developed a joint European strategic vision with a global perspective and have also designed an internationalisation strategy. In particular, they aim to support and reinforce the internationalization of European SMEs in selected renewable energy markets, with North America identified as a new potential market.

²⁵ <https://www.clustercollaboration.eu/escp-profiles/new-frontier-food>

²⁶ <https://www.clustercollaboration.eu/escp-profiles/adpack>

²⁷ LaserGO, <https://www.clustercollaboration.eu/escp-profiles/laser-go>, consulted on 24/08/2018

²⁸ LASER-GO: Towards a partnership with North America, <https://www.clustercollaboration.eu/profile-articles/laser-go-towards-partnership-north-america>, consulted on 24/08/2018

- **ELBE**, Europe Leading Blue Energy is an ESCP4i launched in 2018 composed of five clusters: Aberdeen Renewable Energy Group (UK), Flanders' Maritime Cluster (BE), OffshoreVäst (SE), Offshoreenergy.dk (DK) and Basque Energy Cluster (Cluster de Energía) (SP). ELBE conducted an exploratory trip to Canada as well as an in-depth country and market analysis. In October 2018, the ESCP4i went on a three-day trip to Canada and met with eight Canadian organisations from the marine renewable energy sector. This trip enabled the ESCP4i to make preliminary contacts for future mission, as well as complete its Canada market analysis. Canada is the world leader in tidal energy, which is a subpart of marine renewables energies (along with wave-power and wind-floating plants). Collaboration with Canada will only be pursued if the companies express interest in the tidal energy market.
 - **GEO-ENERGY Europe**, Geo-energy for the 21st century is an ESCP'A launched in 2018, composed of eight European clusters: GeoEnergy Celle e.V. (DE), AFGP – GEODEEP (FR), Jeotermal Elektrik Santral Yatırımcıları Derneği (TK), POLE AVENIA (FR), GEOPLAT (SP), Geoscience Ireland (IR), Cluster of Applied Earth Sciences (HU). The ESCP4i has been approached in May 2018 by the Canadian Geothermal Association ([CANGEA](#)) for a partnership. The two parties plan to sign a partnership in June 2019 during the World Petroleum Congress in Calgary. The content of the partnership is yet to be defined.²⁹
- **Electronics, IT and telecom**
 - **PIMAP Partnership**, launched in 2018, the partnership gathers four European clusters: Joensuu Science Park (FI), Triple Steelix 2.0 / Jernkontoret (SE), ALPHA-RLH Route des Lasers et des Hyperfréquences (FR), PRODUTECH - Production Technologies Cluster (PT). The partnership had a meeting with the Canadian Optonique cluster in February 2019 at Photonics West, San Francisco. The PIMAP Partnership aims to support access to the American and Canadian markets for its SMEs. The exchanges with Optonique highlighted strong synergies between the two initiatives and a high interest to cooperate from both sides. The PIMAP Partnership will organise a business mission to Canada in June 2019 and will seek to strengthen its linkages with Optonique by further exploring cooperation opportunities for their members.
 - **Space wave**, launched in 2018, the ESCP4i gathers four European clusters: Distretto Tecnologico Aerospaziale (IT), Marine South East Ltd (GB), Pôle Mer Méditerranée - Business & Innovation Sea Cluster (FR), Aerospace Valley (FR). The project has not yet organised a mission to Canada, but preliminary steps have been taken. Aerospace Valley has presented the Space Wave project to the Québec Port in September 2018 and has hosted a Canadian delegation in October 2018. Space Wave has proceeded to a country analysis, and prepared use cases and taken contacts in order to plan for the next steps.

²⁹ Interview with Emmanuelle Piron, Pôle Avenia, on 04/02/2019

- **DIA**³⁰- European Digital Industry Alliance. This partnership gathers six European Clusters; MITC - Malardalen Industrial Technology Center (SE), GAIA.-Association of Knowledge and Applied Technologies industries in the Basque Country (ES), MESAP Innovation Cluster - Smart Products and Manufacturing (IT), Associação para o Pólo das Tecnologias de Informação, Comunicação e Electronica TICE.PT (PT), BalticNet-PlasmaTec e.V. (DE), Secured Communicating Solutions cluster (FR). Three of the partners belong the Adpack partnerships and have started developing contacts with Canada in the framework of Adpack and Adpack2. One partnership has been initiated with the industrial city of Surrey, in British-Colombia, who is highly specialised in manufacturing and would like to create more synergies with ICT.
- **Transportation and infrastructure**
 - **“MobiGoIn Action”**³¹ - Mobility Goes International. This partnership gathers 4 European clusters: Baden Württemberg: Connected e.V. (DE), MOV’EO (FR), Fondazione Torino Wireless (IT), Media Evolution Southern Sweden (SE). The overall objective is to allow the development of sustainable, smart and safe mobility in metropolitan areas through the implementation of solutions and systems for intelligent and cooperative transport, intermodal and sustainable mobility for the citizens, and sustainable urban freight logistics. Specific countries have been identified for their international activities, with Canada as one of the main target markets. The ESCP-4i organised an event in Paris in November 2018, which includes Canadian partners. The ESCP-4i also intends to organise a mission to the USA and Canada in 2019.³²
 - **“SPACE2IDGO”**³³ - Space Clusters International Industrial Diversification. This project originated from the belief of European space clusters that space data and technologies can provide a major added value and provide efficient solutions in sectors such as mobility, energy, logistics, creative industries and agriculture. The main objective of SPACE2ID is to create a sustainable partnership between European Space Clusters and the key European business clusters involved in the abovementioned sectors (referred to hereafter as “MELCA clusters”). Canada was identified as a target country with a specific potential for space and MELCA services.

The new supercluster entities could become key partners for EU clusters as well as for the ESCP-4is. Indeed, by their scale and range, ESCP-4is could well become primary points of contacts for the Canadian superclusters willing to work with their EU counterparts (and vice-versa). All ESCP-4is that have targeted Canada as a third country might closely monitor the development of the Canadian

³⁰ <https://www.clustercollaboration.eu/escp-profiles/discp>

³¹ <https://www.clustercollaboration.eu/escp-profiles/mobigoln>

³² Interview with Silvana Sanfeliu, Torino Wireless, 28/08/2018

³³ <https://www.clustercollaboration.eu/escp-profiles/space2aid>

innovation supercluster strategy to start working with the relevant supercluster entities when they start their internationalisation activities.

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