

Key Achievements

ESCP-4i Name and acronym: *EnW – Energy in Water*

Partners:

- *Anglia Ruskin University (ARU) (representing the Water Cluster), UK (Coordinator)*
- *Asociación Valenciana de empresas del sector de la Energía (AVAESEN), ES*
- *Centre de Création et de Développement des Eco-Entreprises (CD2E), FR*
- *CLEAN, DK*
- *Stichting Water Alliance (SWA), NL*
- *Asociación para el uso eficiente del agua (ZINNAE), ES*
- *EA Éco entreprises Association (EA), FR*

Summary of key achievements:

- Both within and beyond EU:
 - Market screening, including SWOT analysis – this looked at the emerging opportunities and challenges in which the EnW consortium (and its SMEs) could seek to position themselves.
 - Solutions needs analysis – this built on the market screening work in analysing how best to position ourselves moving forward.
 - Challenge response workshop in Amsterdam resulted in connecting an SME to two high-profile water boards for the trialling of a new technological innovation.
- Within EU and, in particular, EnW cluster countries:
 - Evidence review of energy-water nexus priorities – the aim of this strand of work was to review evidence on the state of the energy-water nexus across Europe, both with regard to the (1) existing drivers of change across Europe, and (2) organisations keen to work/collaborate on the nexus.
 - Website database – we produced a free-to-access online database of SMEs and companies working in the energy-water nexus space. The database has been set up in such a way so that people can add themselves and the database can continually grow (including post-project).
- Beyond EU:
 - International trade missions to Morocco and Columbia
 - International Cooperation Agreements signed with China, Morocco, Tunisia and Peru.
 - Challenge response workshop run in Singapore

Cluster cooperation achievements:

- Partnership Agreement signed between all the EnW partner clusters. Priority themes of focus include: agriculture and food; mining and raw materials; oil and gas; smart cities; and water and wastewater.

SME cooperation achievements:

- Involved SMEs in a number of activities, mainly through events connected to our four cluster tours: Leeuwarden; Lyon; Zaragoza; and Amsterdam.
- Highlight #1: Organised and ran an SME innovation pitch competition. Received a number of high-quality entries, with the winning SME accompanying the EnW consortium on its Amsterdam cluster tour.
- Highlight #2: Organised and ran successful Challenge Response Workshops, e.g. Amsterdam workshop led to one SME having EnW-supported meetings with two water-boards regarding their technological innovations.
- Highlight #3: Organised and ran International Dialogue and business brokerage event with over 100 SMEs involved.
- Highlight #4: Organised and ran 7 local events targeted at SMEs.
- Highlight #5: Established an online database of energy-water SMEs and companies, totally around 200 across Europe.

Testimonials from cluster and SME:

[SME testimonials]

Paola Del Chicca, Cognit, Spain:

"The participation of Cognit in the Water Pitch contest has given us great visibility in Spain and a gateway to Europe. The appearance in the media along with the European project "Energy in Water" brings a business vision towards innovation that is of interest to many companies. As an example of media impact, the number of visits on Cognit's website and in networks, such as LinkedIn, increased about 50%.

The EnW visit to Aquatec in Amsterdam has allowed us to know companies with solutions that have not yet arrived in Spain"

[Cluster testimonials]

Dr Chris Foulds, EnW Co-ordinator; Senior Research Fellow, Global Sustainability Institute, Anglia Ruskin University:

"Our involvement through the East of England's Water Cluster in the EnW consortium has ensured a very fruitful two years. Not only have we been able to solidify and further strengthen our existing links to clusters across Europe, we have also been able to work collectively (as a partnership) for the benefit of our constituent SMEs."

Zinnae cluster:

"EnW has supported the consolidation of European clusters and its internationalization activity in the energy and water nexus"

Alex Berhиту, Business Develop, The Water Alliance cluster:

"The EnW project has resulted in a better knowledge, understanding and connections between the associated cluster organizations."

[Other testimonials]

Prof. Nor-Edine ABRIAK, Institut Mines-Télécom, France:

"In May 2017, I participated in the Energy in Water mission to the Eau/Water event in Casablanca, Morocco. It was a great experience, because I had the opportunity of meeting a lot of important people from Morocco and Europe at the event. Following this event, I'm still working with two contacts that I made in Casablanca. I'm very happy about this, because I would not have been able to make the contacts without the support of the Energy in Water project."

Key recommendation(s) on the future of the "Cluster go International" initiative:

- The EU should definitely continue to finance this initiative.
- The projects co-financed by the EU could benefit by focusing more explicitly on incoming/outgoing missions.
- If possible, links between these missions and other initiatives (e.g. MedInvest, EU Gateway, Horizon 2020 projects, etc.) should be encouraged and fostered.
- Technically, it should be possible to have some kind of ‘mission database’ where different projects can announce their missions, so that other interested parties can join them or at least propose to create some synergies.
- ESCP-4i are effective tools to enhance the impact and critical mass of SMEs that are reached in the internationalization activities of European clusters that work in a certain market (i.e. instead of organizing a mission for three to six companies individually in one cluster, ESCP-4i can produce more effective, efficient and targeted driven missions for more companies from different clusters).
- In ‘going international’, all clusters should seek to build on existing relationships, rather than solely establish new ones in an unknown market.
- Unfortunately, the amount of effective connections between the SMEs associated to the cluster organizations has yet been very limited; our recommendation for future cooperation would be to focus more on realizing these successful connections between SMEs, preferably through concrete projects.

Please indicate the number of events attended by the partnership by category (preparatory events, C2C events and B2B events):

TARGET COUNTRIES	EVENTS (Number)				
	Preparatory events, e.g. workshop, seminars, visits (excluding C2C and B2B events)	C2C Events	C2C meetings	B2B Events	B2B meetings
China	1		1		
Peru	4	4	4	2	2
Columbia	2	0	0	1	9
Morocco	5			1	
Tunisia	1			1	
TOTAL	13	4	5	5	11

EnW – Phase 1

Please indicate the number of respective stakeholders (clusters and SMEs in Europe and Third countries) involved directly in the development of the partnership activities

STAKEHOLDERS INVOLVEMENT in the development of activities (excluding surveys and promotion activities) targeting cooperation with 3rd markets (Number)				
	EU Clusters	EU SMEs	Clusters and other intermediary organisations from 3 rd -country	SMEs and businesses in 3 rd country
China	6	3	1	3
Peru	7	8	6	4
Columbia	9	3	2	17
Morocco	1	3	2	
Tunisia	2	1	3	5