

# EU-TAIWAN CLUSTER COOPERATION AND MATCHMAKING EVENT 2018

in the context of the European Innovation Week  
and COMPUTEX TAIPEI

organised by the **European Cluster Collaboration Platform (ECCP)**  
in cooperation with **Taiwan External Trade Development Council (TAITRA)**,  
**the Chinese National Federation of Industries (CNFI)** and  
**the Bureau of Foreign Trade (BoFT)**

*Dates: 4<sup>th</sup> to 6<sup>th</sup> of June 2018*

*Location: Taipei (Taiwan)*

## Call for Expression of Interest

***Deadline extended until 10<sup>th</sup> of April 2018***

### Focus areas:

- Circular economy
- Information and Communication Technologies (ICT)
- Renewable energy: special focus on offshore wind
- Smart cities & smart mobility
- Smart manufacturing

The European Cluster Collaboration Platform (ECCP) reserves the right to cancel the Call for Expression of Interest if the European cluster community's response is low.

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## Objectives

The European Cluster Collaboration Platform (ECCP), in collaboration with [Taiwan External Trade Development Council](#) (TAITRA), the [Chinese National Federation of Industries](#) (CNFI) and the [Bureau of Foreign Trade](#) (BoFT) - Ministry of Economic Affairs (MOEA), will organise an EU-Taiwan Cluster Cooperation and Matchmaking Event from the 4<sup>th</sup> to 6<sup>th</sup> of June 2018 in Taipei (Taiwan). The overall objective of the event is to provide EU clusters access to the Taiwanese market through close cooperation with local-based organisations.

Overall objectives for the participants of the event include:

- To promote cluster and network cooperation between cluster organisations and business networks in Europe and Taiwan to begin the exploration of common visions and potential partnerships;
- To initiate discussions that would ultimately result in Letters of Interest, Memorandum of Understanding, and other types of partnership agreements; and
- To foster the continuation and follow-up of discussions with Taiwanese organisations started in previous ECCP matchmaking events involving cooperation with Taiwan (Taipei, May 2016; Brussels, June 2017).

This event will take place during the European Innovation Week 2018 (4<sup>th</sup> – 7<sup>th</sup> June 2018) and [COMPUTEX TAIPEI](#) tradeshow (5<sup>th</sup> – 8<sup>th</sup> June 2018). COMPUTEX is a leading global ICT and IoT show with a complete supply chain and ecosystems, which based upon Taiwan's ICT clusters, covers the whole spectrum of ICT industry from established brands to start-ups. With strong R&D, manufacturing capabilities and IPR protection, Taiwan is a strategic destination for foreign companies and investors looking for partners in global technology ecosystems.

The event will represent a unique opportunity for representatives of European cluster organisations interested in cluster collaboration with Taiwan to explore possible common areas of interest for cooperation and complementarities, in terms of sectoral, value chain, and market focus of their SMEs and other companies. Letters of Intent, Memoranda of Understanding and other types of partnership agreements are expected to be explored with roadmaps on how to initiate and sustain the collaborations.

This call for expression of interest is launched to identify a **European delegation** composed of **representatives of cluster organisations** from fields related to: circular economy, Information and Communication Technologies (ICT), renewable energy (special focus on offshore wind), smart cities and smart manufacturing.

Clusters applying to this call should be willing and committed to participate in the activities of the EU-Taiwan Cluster Cooperation and Matchmaking Event. **The submission of an expression of interest to this call indicates an acceptance of the terms stated in this call.**

This call is published on the European Cluster Collaboration Platform (ECCP). Expressions of interest to participate in this event must be **submitted electronically by the 10<sup>th</sup> of April 2018 (end of the day)** at the latest to [EUmatchmaking@spi.pt](mailto:EUmatchmaking@spi.pt).

## Context of the initiative

As part of an approach aimed at promoting international cluster cooperation for the benefit of SMEs, the Directorate-General for Internal Market, Industry, Entrepreneurship and SMEs of the European Commission (DG GROWTH) is continuing its support of international cluster cooperation through the ECCP. The organisation of specific matchmaking events is carried out in support of cluster organisations in their efforts to develop partnerships and business cooperation in European and global markets, for the benefit of their members. The matchmaking events are currently funded under the EU COSME Programme<sup>1</sup>.

Moreover, the EU-Taiwan Cluster Cooperation and Matchmaking Event 2018 is in line with previous European cluster matchmaking events organised in Belgium, China, France, Germany, Greece, Iran, Italy, Mexico, Spain, Taiwan, Thailand and the United States from 2014 to 2017. These matchmaking events seek to prepare the ground for practical cluster cooperation across borders and to make a more strategic use of transnational cluster cooperation.

The ECCP provides a visible framework for this event and for subsequent events. As the cornerstone of the European strategy in support of SME internationalisation through clusters, the ECCP provides a wide range of information and services to facilitate the interaction between clusters not only within Europe, but also with international partners.

Building on the excellent relations established in recent years, the ECCP is once more closely collaborating with TAITRA, the CNFI and the BoFT to ensure the organisation of a successful event that helps to deepen and strength cooperation already taking place between EU and Taiwanese organisations, as well as to open new paths for future cooperation. All of this will happen in a very enriching context provided by COMPUTEX and the European Innovation Week, which can enhance the opportunities available for all the participants.

## Taiwan industrial context

In 2016, President Tsai announced the promotion of seven major innovative industries, namely: biotechnology, green energy, Internet of Things (Asia Silicon Valley), smart machinery, defence, agriculture and circular economy. The main aim is to develop and diversify Taiwan's economy to make it more modern, innovative and energy-efficient. The current situation of the main sectors relevant for this call for expression of interest is outlined below:

### ***Green energy***

In 2017, Taiwan imported 98% of its energy from abroad. The energy transition is, therefore, crucial from an environmental perspective and to improve energy independence. The government has set the goal of having 20% of its electricity (estimated at 27 GW) coming from renewable energies by

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<sup>1</sup> EU Programme for the Competitiveness of Enterprises and SMEs 2014-2020

2025. Thus, Taiwan plans to invest mainly in solar and wind power, while using natural gas as an interim energy source.

Taiwan is especially looking to the EU in creating offshore wind power capabilities. Furthermore, Taiwan is the second largest producer of solar panels and is looking to move up the value chain to avoid price competition with China, the world's largest producer. The Taiwanese government has also initiated a plan for creating better energy conservation by developing a nation-wide smart grid with 3 million smart electricity consumption meters to be installed by 2026.

### ***Internet of Things (Asia Silicon Valley)***

Building on the strengths of computer hardware, Taiwan plans to promote the software industry, which requires talent and capital. The National Development Fund is supporting start-ups by offering more than €3bn in funding. To expand the domestic talent pool, the government has also opened up new institutions such as the newly inaugurated AI Academy. Furthermore, foreign talents are to be attracted with special entrepreneurship visas and potential joint deals with Taiwanese counterparts. Multinationals such as Microsoft, Qualcomm and Amazon are all opening new R&D centres on the island.

### ***Smart machinery***

Smart machinery is one of Taiwan's strongest assets, as it combines existing capabilities in ICT and machinery. The industry's output was estimated to break the \$28bn mark for the first time in 2017. President Tsai has been encouraging European companies such as Siemens to establish research centres in Taiwan. Furthermore, the government is seeking to use industrial parks and clusters as drivers for the sector. One such cluster in Taichung is planned to be completed by 2019 and attract €2bn in investment.

### ***Circular economy***

Taiwan is a global champion of resource recycling, only surpassed by Germany. Taiwan aims to achieve 61% of resource recycling rate by 2020, becoming a "hub for Asia's circular economy". Taiwan cooperates closely with the EU in order to achieve this goal. Potential collaboration between the EU and Taiwan has been outlined in the areas of recycling plastics, kitchen waste, electronic, biomass, as well as in management of waste from construction sites.

## Agenda

The activities foreseen to be attended by the European cluster delegation are concentrated from the 4<sup>th</sup> to 6<sup>th</sup> June 2018. Furthermore, other interesting activities will take place on the 7<sup>th</sup> of June. The following sets out a **tentative agenda** for the mission:

4 <sup>th</sup> of June	Activities
	<i>Venue: Taipei International Convention Center - TICC</i>
09:00-10:00	European Innovation Week Opening
10:00-12:00	<b>Circular Economy Seminar</b>
	<b>Smart Manufacturing Seminar</b>
	<b>Smart Mobility Seminar</b>
12:00-14:00	Lunch reception hosted by European Economic and Trade Office in Taiwan (EETO)
14:00-17:00	<b>Circular Economy Seminar</b>
	<b>Smart Manufacturing Seminar</b>
	<b>Smart Mobility Seminar</b>
	<b>Wind power cluster and companies presentations</b>

5 <sup>th</sup> of June	Activities
	<i>Venue: Taipei Nankang Convention Hall</i>
10:00-11:00	<b>Opening of Computex</b>
11:00-12:30	<b>Cluster Cooperation Seminar</b>
12:30-13:00	Lunch
13:00-14:00	<b>Computex VIP Tour</b>
14:00-17:00	<b>EU – Taiwan Matchmaking Event</b>
17:00-17:45	<b>European Cluster Debriefing Session</b>
-	Reception organised by TAITRA ( <i>tbc</i> )

6 <sup>th</sup> of June	Activities
	<i>Venue: Taipei International Convention Center, TICC</i>
09:00-10:00	InnoVex Opening
10:00-12:00	<b>H2020 Seminar</b>
	<b>Networking at EETO booth</b>
12:00-14:00	Lunch
14:00-17:00	<b>H2020 Seminar</b>
	<b>Medical devices workshop</b>

Site Visits	
09:00-14:00	Asia Silicon Valley site visit
09:00-17:00	Circular economy site visit to three waste management companies

**Optional activities on 7<sup>th</sup> of June:**

7 <sup>th</sup> of June	Activities
	<i>Venue: Taipei International Convention Center, TICC</i>
09:00-17:00	5G Seminar

**Cluster participants are required to attend the full agenda on 4<sup>th</sup> and 5<sup>th</sup> of June to be eligible for travel reimbursement. Attendance on the 6<sup>th</sup> is optional.**

Prior to the event the delegation will have an opportunity to participate in a jointly organised **webinar, introductory session**, with preparation support from the ECCP to ensure effective matchmaking meetings are scheduled.

## Who can participate?

This call is addressed to **cluster and network organisations** that are interested in engaging in **collaboration with Taiwanese counterparts** in fields related to: circular economy, Information and Communication Technologies (ICT), renewable energy (special focus on offshore wind), smart cities, and smart manufacturing.

The event is open to cluster and business network organisations **from countries eligible for participating in the COSME programme<sup>2</sup>**. Cluster and business network organisations whose SME members are interested in developing business collaborations with Taiwanese companies are highly encouraged to respond to this call.

Participation of **cluster organisations involved in ESCP-4i** (European Strategic Cluster Partnership – Going International) is strongly encouraged.

Strand 2 ESCP-4i partnerships are required to identify if Taiwan is among the target countries included in their internationalisation strategy.

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<sup>2</sup> [ec.europa.eu/DocsRoom/documents/17143/attachments/1/translations/en/renditions/native](https://ec.europa.eu/DocsRoom/documents/17143/attachments/1/translations/en/renditions/native)

## Selection criteria

To be selected:

- The cluster or business network organisation shall **be registered in the European Cluster Collaboration Platform (ECCP)** [www.clustercollaboration.eu](http://www.clustercollaboration.eu) **with a complete profile** (the complete cluster profile of each applicant registered on the ECCP shall be provided together with their application);
- The cluster or business network organisation should comply with the definition given in section 1.3 (s) on '**innovation clusters**' in Annex I of the new "*EU Framework for State Aid for Research and Development and Innovation*"<sup>3</sup>;
- The cluster or business network organisation has to be involved in offering or channelling **cluster or network support services to SMEs**; and
- The cluster or business network should be identified on the basis of a **legal entity** established in the COSME participating countries.

Applications will be selected according to the following qualitative criteria:

- Cluster activity in the target sectors.
- On the cluster's potential to maximise matchmaking opportunities, through the participation to this event, based on a clear description of the type of partnership the applicant cluster organisation is looking for, and on the potential for establishing tangible cooperation as an outcome of the event. This expression of interest for collaboration shall be clearly articulated in the cluster questionnaire provided in annex and to be submitted with the application.
- On the willingness to engage in closer cooperation with other cluster and business network organisations from Taiwan to better support SMEs and companies in global competition through joint efforts.

The decision on the selection of applicants will be based both on the requirements above and qualitative merit of each application; the balanced geographical coverage of the COSME participating countries will, in case of equal merit, be taken into consideration. The selection of the applicants based on the criteria above will be made by the EASME and the European Commission services.

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<sup>3</sup> 2014/C 198/01. According to this definition:

('innovation clusters' means structures or organised groups of independent parties (such as innovative start-ups, small, medium and large enterprises, as well as research and knowledge dissemination organisations, non-for-profit organisations and other related economic actors) designed to stimulate innovative activity by promoting sharing of facilities and exchange of knowledge and expertise and by contributing effectively to knowledge transfer, networking, information dissemination and collaboration among the undertakings and other organisations in the cluster)

See at: [http://eur-lex.europa.eu/legal-content/EN/TXT/PDF/?uri=CELEX:52014XC0627\(01\)&from=EN](http://eur-lex.europa.eu/legal-content/EN/TXT/PDF/?uri=CELEX:52014XC0627(01)&from=EN) with further information available at [http://ec.europa.eu/competition/state\\_aid/modernisation/rdi\\_framework\\_en.pdf](http://ec.europa.eu/competition/state_aid/modernisation/rdi_framework_en.pdf) and [http://ec.europa.eu/competition/state\\_aid/legislation/horizontal.html](http://ec.europa.eu/competition/state_aid/legislation/horizontal.html) amending the Community Framework (2006/C 323/01 see at: <http://eur-lex.europa.eu/LexUriServ/LexUriServ.do?uri=OJ:C:2006:323:0001:0026:en:PDF> a reference of section 5.8 of which was included in the COSME Work Programme regarding the "innovation clusters" definition

## Cost and expenses

The selected clusters that are eligible for travel reimbursement in accordance with this call will have the possibility to be reimbursed as follows:

This action covers the travel\*, up to four nights' accommodation costs (based on the days of attendance) for one representative of the cluster or network organisation (for a maximum of 18 clusters and network organisations), with a maximum amount of Euro 1500. The reimbursement will be based on actual expenses related to travel.

Please note that **local travel costs and meals are not reimbursable**.

*\* Air travel: economy class fares on the basis of the shortest and most economical fare available at the time of the Notification on the selection.*

**Attendance to the full 2-day agenda (4<sup>th</sup> & 5<sup>th</sup> of June) is required to be eligible for the reimbursement of the costs.**

Clusters are requested to submit their debriefing questionnaire and follow-up questionnaire with all fields completed in reasonable detail. The submission of the debriefing questionnaire is a condition to be eligible for the reimbursement of the costs.

## Expression of interest

Expressions of interest should be submitted electronically by the **10<sup>th</sup> of April 2018** (end of the day) to Mark Spinoglio and Noelia Dosil at [EUMatchmaking@spi.pt](mailto:EUMatchmaking@spi.pt).

**The expression of interest should encompass:**

- a **completely filled out cluster questionnaire (template annexed)** on the cluster or network organisation profile;
- a **proof/ evidence of the legal entity of the cluster or network organisation**;
- a **proof/ evidence of the completed cluster profile** registered in the ECCP;
- a **short presentation** of the cluster organisation in English language, using PowerPoint (3-4 slides only).

Please make sure to provide complete, accurate data and contact details.

## Opportunities for companies

The activities in the scope of the European Innovation Week and COMPUTEX TAIPEI tradeshow offer great opportunities for European SMEs in the focus areas, to exploit business opportunities with Taiwan. The ECCP encourages European cluster organisations to disseminate this opportunity among their SMEs.

Additionally, **cluster organisations applying to this call have the opportunity to propose an affiliated start-up to apply for a subsidy from TAITRA and European Economic and Trade Office in Taiwan (EETO) and participate in [InnoVEX](#) (6-8 June)**. InnoVEX is a feature exhibit of COMPUTEX TAIPEI for innovative start-ups working on ICT/IoT applications.

TAITRA and the EETO will provide subsidies for 3 to 5 start-ups (including one round trip flight ticket and four-night accommodations for one person per start-up). Start-ups must have been funded after 1<sup>st</sup> January 2016. They should preferably work in the fields of artificial intelligence, internet of things, autonomous vehicles or blockchain. Furthermore, companies should be planning to strategically collaborate with Taiwanese companies.

Start-ups proposed by cluster organisations applying to this ECCP call for expression of interest will be analysed by TAITRA/EETO in the scope of this potential subsidy for start-ups.

The ECCP encourages European cluster organisations to identify those start-up members that could be interested in this opportunity to disseminate the information.

**The ECCP DOES NOT provide financial support to companies in the scope of this call for expression of interest.**