



## Key achievements

**ESCP-4i Name and acronym:** *Moving the Future - MOVE*

**Partners:**

- CCTL – Canary Islands Cluster for Transport and Logistics (ES)
- BCT – Bulgarian Cluster Telecommunications (BG)
- NUMELINK – The Creative IT cluster (FR)
- ENVIPARK – Green Building and Hydrogen Technologies (IT)

**Summary of key achievements:**

- Established the “**Moving the future**” **ESCP**, focusing on smart and sustainable transport and logistics (with one visual identity and a partnership agreement).
- Set up strategic **cross-border and cross-sectorial** (transport and logistics, ICT and green technologies) collaborations between the SMEs members of the clusters partner (identification of some new business opportunities between SMEs from the partnership)
- We have favored **the internationalization of SMEs members** of the clusters partners (measurable in the organisation of 3 brokerage events open to EU and other clusters, and some new business opportunities in target markets involving SMEs from the partnership).
- We have developed an **internationalisation strategy plan** aimed at third countries (Morocco and Brazil), including a roadmap for implementation.
- We have developed an **enlargement strategy including a sustainability plan** to widen the partnership to other clusters from Europe and third countries (establishment of cooperation agreements with a 2 new cluster per partner).

**Cluster cooperation achievements:**

**ESCP agreement** signed with at least 4 additional clusters

**Declaration of interest** signed with a cluster from **Morocco**

**Best practices exchange scheme** in place

**Multiple C2C activities** developed not only in formal but also in an informal way

**Way of working approach between clusters** developed and implemented

**Internal and external communication channels** up and running (such as newsletters, Web, logo etc.)

**Several joint activities developed** together such as conferences, infodays or brokerage events.

<p><b>SME cooperation achievements:</b>                  +600 SME's received information, 91 fully interested in internationalization activities and 60% of <b>91 companies expressed interest to go into our two 3rd markets and have been informed and or trained about ongoing internationalization strategy.</b>                  Several contacts during <b>study visits and on line brokerage events</b> in addition to St.Etienne, Sofia, 2nd and 3<sup>rd</sup> brokerage in Bruxelles, SALT in Canarias, B2B Numelink visiting BCT, etc...  <b>Development of an intelligent Centre of routiere in Morocco</b> with a dozen of SME from our clusters ready to be part of this project.  <b>Joint Training simulator</b> for drivers between Spain (Titsa) and Bulgarian public transport company.</p>
<p><b>Testimonials from cluster and SME:</b>                  Lahrech Fouad CGEM - Confederation generale du enterprise du Maroc representative:  <i>« Nous sommes fiers de la signature de la convention de partenariat créée entre le Maroc et l'Espagne, conclue à Tenerife, et signée ce jour à Bruxelles qui est l'épicentre des grands échanges internationaux ».</i>                  The outcome of this project will be <b>the stepping stone of a breakthrough improvement</b> of our SME's through internationalization (Carlos Carrillo Titsa Spain)</p> <p>Fatima Gourma - Logipole Cluster President:  <i>"I want to thank you for introducing us to other team representing various clusters across European Union. This allowed us to enhance our awareness concerning the state of the art in the field of the modern logistics".</i></p>
<p><b>Key recommendation(s) on the future of the "Cluster go International" initiative:</b></p> <ul style="list-style-type: none"> <li>- <b>Ambitious targets</b> should be challenged by the Commission experts before go live in order to avoid overpromising/under delivering situations.</li> <li>- Keep the <b>reporting scheme</b>, really useful as the backbone of the project management</li> <li>- Increase <b>info days and B2B</b> events such as the one in Valencia in November 2017 or in Brussels in December 2017.</li> </ul>

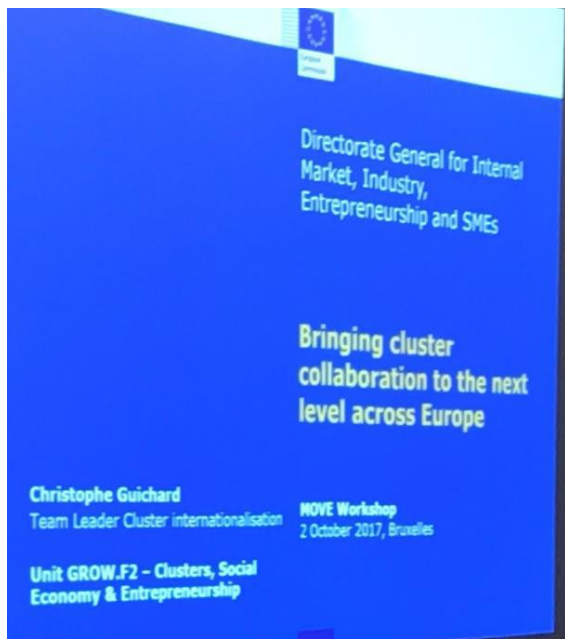
**Please indicate the number of events attended by the partnership by category (preparatory events, C2C events and B2B events):**

TARGET COUNTRIES	EVENTS				
	Preparatory events, e.g. workshop, seminars, visits (excluding C2C and B2B events)	C2C Events	C2C meetings	B2B Events	B2B meetings
Morocco	5	3	3	2	7
Brazil	5	2	2	1	6
Total	10	5	5	3	13

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

**MOVE – Phase 1**

<b>STAKEHOLDERS INVOLVEMENT in the development of activities (excluding surveys and promotion activities) targeting cooperation with 3<sup>rd</sup> markets</b>				
	EU Clusters	EU SMEs	Clusters and other intermediary organisations from 3 <sup>rd</sup> -country	SMEs and businesses in 3 <sup>rd</sup> country
Morocco	7	38	3	89
Brazil	3	15	3	7



# MOVE – Phase 1



**MOVE CONSORTIUM:**

- Cluster Canarias Turística y Logística (CTL) (www.ctl.es) (www.ctl.es)
- Cluster of Smart Manufacturing (CSM) (www.csm.es)
- Cluster of Smart Tourism (CST) (www.cst.es)
- Cluster of Smart Agriculture (CSA) (www.csa.es)
- Cluster of Smart Energy (CSE) (www.cse.es)
- Cluster of Smart Health (CSH) (www.csh.es)
- Cluster of Smart Mobility (CSM) (www.csm.es)
- Cluster of Smart Industry (CSI) (www.csi.es)
- Cluster of Smart Services (CSS) (www.css.es)

**EXPECTED RESULTS:**

- IDENTIFICATION OF NEW BUSINESS OPPORTUNITIES WITHIN THE ECOSPHERE
- FOSTERING OF BUSINESS BONDS AND CROSS-SECTORAL PARTNERSHIPS
- DEFINITION OF SHARING MODELS BETWEEN PARTICIPATING ENTITIES
- DEVELOPMENT OF NEW CAPACITY AND INNOVATION THROUGH DEVELOPMENT OF NEW KNOWLEDGE AND TALENT NETWORKS AND ECOSYSTEMS

MOVE-ESCP-EU

MOVE EUROPEAN STRATEGIC CLUSTER PARTNERSHIP

**MOVING THE FUTURE**

For more information you can visit: [MOVE.es](http://MOVE.es) website: [www.move.es/move](http://www.move.es/move)

And contact MOVE consortium via email: [info@move.es](mailto:info@move.es)

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