



EUROPEAN CLUSTER  
COLLABORATION PLATFORM

# Call for Expression of Interest

EU – Singapore Matchmaking Event 2022

*An initiative of the European Union*





# Call for Expression of Interest Clusters

The banner features a background image of a city skyline with a large building. Overlaid on this is a semi-transparent blue and yellow graphic with hexagonal patterns. The text on the banner includes the event title, dates, location, and logos of the organizing institutions.

**EUCLUSTERS MATCHMAKING EVENTS**

**EU-Singapore**  
In the context of the Industrial Transformation ASIA-PACIFIC event (ITAP)

**18-20 OCTOBER 2022**

**SINGAPORE**

Logos at the bottom: European Commission, Enterprise Singapore, MTI (Ministry of Trade and Industry Singapore), European Cluster Collaboration Platform, and Enterprise Europe Network.

## EU – Singapore Matchmaking Event

In the context of the Industrial Transformation ASIA-PACIFIC - a HANNOVER MESSE event 2022

18-20 October 2022



## OBJECTIVES

The European Commission (EC) will organise the EU – Singapore Matchmaking Event in the context of the [Industrial Transformation ASIA-PACIFIC - a HANNOVER MESSE event \(ITAP\)](#) which will be held on 18-20 October 2022.

The **EU – Singapore Matchmaking Event** itself will take place on-site in Singapore on 19 of October 2022. The event will be jointly organised by the European Commission and Enterprise Singapore (ESG) - with the support of the EU Delegation to Singapore and the Singapore Ministry of Trade and Industry, and facilitated by the European Cluster Collaboration Platform (ECCP) and the Enterprise Europe Network (EEN).

The EU-Singapore Matchmaking Event will bring together cluster organisations and SMEs from the European Union (EU), non-EU COSME countries, and Singapore. It will provide participants an excellent chance to promote Cluster to Cluster (C2C), Cluster to Business (C2B), and Business to Business (B2B) collaborations. The event will be held on-site at the Singapore Expo, as a side event of Industrial-Transformation ASIA-PACIFIC event.

The overall objective of the event is to promote information exchange and networking opportunities for European cluster organisations and their members with counterparts from Singapore. The objectives for the participants include:

- Strengthening EU-Singapore cluster cooperation for the benefit of their members, including through a seminar, a cluster matchmaking event, and visits;
- Identifying potential areas of common interest for cooperation and synergies, in terms of the sectoral, value chain, and market focus of their SMEs and other companies;
- Through clusters, improving EU-Singapore industry and academia-industry collaboration in research, development, and innovation. For its members, the clusters will identify possible areas of RDI collaboration (academia, research organisations, industries...).

This call for expressions of interest is being launched to identify a European delegation made up of representatives from cluster organisations from various industry sectors ([please see section “Who can participate” below](#)) who are willing and committed to participate in an EU-Singapore Matchmaking Event in the context of the Industrial Transformation ASIA-PACIFIC - a HANNOVER MESSE event (ITAP).

This call is published on the ECCP website. Expressions of interest to participate in this event must be **submitted electronically by 17 July 2022, 23:59 Brussels time** at the latest through <https://ec.europa.eu/eusurvey/runner/ClustersCallforExpressionofinterestEUSingaporeMatchmakingEvent>

Cluster organisations and business network organisations that apply to this call must be willing and committed to engage in the EU-Singapore Matchmaking Event's activities. **By submitting an expression of interest in response to this call, you are indicating your acceptance of the call's terms.**

Further details about the event, the eligibility requirements, and how to submit an expression of interest can be found below. Clusters that apply will be notified of the selection results with the shortest possible delay. Participants who are selected will receive an official confirmation and extra information.

**This call is targeting only cluster organisations and business network organisations. A separate call exists for SMEs. So, if you are an SME you should respond to the call that is available at <https://clustercollaboration.eu/content/eu-singapore-matchmaking-event-call-expressions-interest-smes>**



## CONTEXT OF THE INITIATIVE

The Event will take place in the context of the ECCP activities. The European Commission facilitates international cluster cooperation through the ECCP including the organisation of specific cluster matchmaking events and policy development actions. The objective is to support cluster organisations to develop partnerships and business cooperation in European and global markets, for the benefit of their members, especially of SMEs. The events are currently funded under the EU Competitiveness of Enterprises and SMEs Programme (COSME). As the cornerstone of the European strategy in support of SMEs' 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.

## ACTIVITIES & AGENDA

The EU – Singapore Matchmaking Event will include the following activities:

- **Preparatory Webinar** – an opportunity to receive information on doing business in Singapore and guidance on how to participate successfully in the planned event.
- **Technical Webinar** – a session helping future participants of the matchmaking event to make the most of their profiling in B2Match and explain the procedures to optimise the booking of meetings.
- **Site visits** (18 October)
- **Seminar** on knowledge exchange to foster EU-Singapore cooperation. (19 October)
- **Matchmaking meetings** between cluster organisations and SMEs from EU (and non-EU COSME) countries and Singapore. (19 October)
- Debriefing session to collect feedback from cluster participants
- **Participation at the Industrial Transformation ASIA-PACIFIC** - a HANNOVER MESSE event (ITAP) (18 and 20 October, free of charge)

## WHO CAN PARTICIPATE?

This invitation is addressed to cluster and business network organisations interested in collaborating with Singaporean counterparts in the following areas:

- Aerospace
- Automotive
- Chemical
- Consumer Goods Manufacturing
- Electrical & Electronics
- Energy
- Food & Beverage
- Infrastructure & Facilities
- Logistics & Supply Chain Management
- Oil & Gas
- Pharmaceutical & Biotechnology
- Semiconductor
- Urban Solutions

The event will support funded participation of up to 20 representatives. More participants can be accepted upon confirmation and at their own cost.



## SELECTION CRITERIA

To be selected:

- The cluster or business network organisation must be registered in the **European Cluster Collaboration Platform** (ECCP) ([www.clustercollaboration.eu](http://www.clustercollaboration.eu)) (or have requested to be registered until one week prior to the Call for EOI<sup>1</sup>) **with a complete profile** (a link to the complete cluster profile of each applicant (registered) on the ECCP should be provided through the application: <https://ec.europa.eu/eusurvey/runner/ClustersCallforExpressionofInterestEUSingaporeMatchmakingEvent>)
- The cluster or business network organisation must be engaged in providing or channelling cluster or network support services to SMEs and certify that it meets the description of 'innovation clusters' in Annex I of the "EU Framework for State Aid for Research, Development, and Innovation"; and
- The cluster or business network organisation must be a legal entity established in a European Union Member State or other COSME country. See the list of Non-EU participants in the COSME programme here: <http://ec.europa.eu/docsroom/documents/27019>

Applications will be evaluated qualitatively using the following criteria:

- Cluster activity in the target sectors;
- The potential to maximise matchmaking and collaboration prospects via participation in this mission, as shown by a detailed explanation of the sort of partnership sought by the applicant and the likelihood of developing practical cooperation as a result of the event. This declaration of interest in cooperating must be concisely stated in the questions in the application form.
- The desire and capacity to collaborate more closely with other Singaporean cluster and network organisations in order to better support SMEs, larger firms, and research actors in global competitiveness via collaborative efforts, as well as to assist them in initiating new projects.
- Clusters operating beyond the stated fields should extensively motivate the argument for their application to a reserve list that will be determined in due time.

The selection of applications will be based on both the parameters outlined above and the qualitative merit of each application; in cases of equal merit, the balanced geographical coverage of the EU and COSME participating countries will be considered. The EISMEA and European Commission services will choose applications based on the criteria outlined above. Attendance at the seminar, the matchmaking event, the debriefing session, and the visits is required.

**Cluster and Business Network Organisations selected to participate in the Event must send a commitment e-mail agreeing to attend the preparation webinar, the on-site seminar, conduct at least four meetings, and engage in the final 30-minute debriefing session.**

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<sup>1</sup> Deadline: before midnight on 17 July 2022 Brussels time.



## COSTS AND REIMBURSEMENT OF EXPENSES

- **Return flight to Singapore** (without local transport), will be compensated based on actual costs but **up to the limit of 950€/participant** and up to the cost of the economy fare for the selected EU participants. Any upgrade on the fare will be at the cost of the participant.
- **Maximum of 3 nights** will be funded as 100% of the actual costs but up to the limit of 125€/night for the selected EU participants.

The organising team will take every care to inform duly selected participants on agreed discounted rates for accommodation, as well as available airline offers.

Essential requirements to qualify for reimbursement of expenses:

- Attendance throughout the whole of the two-day agenda (18th & 19<sup>th</sup> of October 2022)
- Completing at least four meetings
- Attending local on-site visits
- Submitting a debriefing questionnaire at the event's debriefing session and a follow-up questionnaire provided as an online survey to assess follow-up activities four months following the event, with all areas filled in a sufficient amount of detail.

**Covid-19:** It is the responsibility of the participants to follow the latest entry regulations to Singapore. Uncompleted travels due to Covid-19 will not be compensated.

## EXPRESSION OF INTEREST

Expressions of interest should be submitted before midnight on 17 July 2022 Brussels time, through the following link:

<https://ec.europa.eu/eusurvey/runner/ClustersCallforExpressionofinterestEUSingaporeMatchmakingEvent>

The expression of interest should include the following:

- A fully completed Cluster questionnaire on the profile of the cluster.
- Proof/evidence of the cluster profile being finished and registered in the ECCP (link to your cluster profile)

Please ensure that you submit full, accurate, and up-to-date information and contact information.

Please note that this event is completely free. Should you have any queries, do not hesitate to contact the ECCP team at [eumatchmaking@clustercollaboration.eu](mailto:eumatchmaking@clustercollaboration.eu).

For further information about cluster cooperation and assistance, please visit the [ECCP Website](#).

**Your personal data** is processed in accordance with **Regulation (EU) No 2018/1725** on the protection of individuals with regard to the processing of personal data by the Union institutions, bodies, offices and agencies and on the free movement of such data.