CLUSGRID

Clusters for Smart Grid
Main Objectives

- Strengthen clusters' management
- Provide top quality services for the members
- Provide top quality support for SMEs to grow through cross-sectoral cooperation and innovation
- Provide support for SMEs to find international partners
- Assist on IPR protection for SMEs
- Develop more world class clusters in the EU
Task 1.1. Participation in the benchmarking activities

Task 1.2. Audit
The Eastern Cluster ICT obtained the bronze label after successfully passing the audit on January 16, 2017.

Task 1.3. Lessons learnt and analysis of benchmarking reports
Comparative analysis of benchmarking indicators for each cluster.
WP 1 Performance Indicators

<table>
<thead>
<tr>
<th>Title</th>
<th>Brief Description</th>
<th>Target</th>
<th>Achieved</th>
</tr>
</thead>
<tbody>
<tr>
<td>Benchmarked participants</td>
<td>Number of participants who were benchmarked and gained a bronze label after the benchmarking exercise.</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td>Benchmarking reports – analyzed</td>
<td>Number of analyzed benchmarking reports from the ESCA benchmarking.</td>
<td>6</td>
<td>6</td>
</tr>
</tbody>
</table>

Milestones

M2 Recruiting benchmarking expert from ESCA

M3 Benchmarking final report

M4 Analysis of the benchmarking report – summary meeting

Deliverables

D1.1. Benchmarking report

D1.2. Report including conclusions from benchmarking reports
**Task 2.1. Selection of trainers for stationary and online training**
Lauching an open call for recruiting 2 training experts

**Task 2.2. Stationary trainings**

Task 2.2. Online Trainings
5-week online training (July / August 2017)- Henri Varlet from European Foundation for Cluster Excellence. The Case-Based Teaching Method.

Task 2.3. Lessons learnt, proposals of new case studies and strategies review
Analysis of two clusters (ICS and SECPhO)
### WP 2 Performance Indicators

<table>
<thead>
<tr>
<th>Title</th>
<th>Brief Description</th>
<th>Target</th>
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</tr>
</thead>
<tbody>
<tr>
<td>Number of trained cluster managers</td>
<td>Number of managers (1 from each participant) trained on the program based on the framework of the European Cluster Excellence Initiative, case studies, tasks, virtual meetings and who taken part in the lessons learnt Exchange.</td>
<td></td>
<td>6</td>
</tr>
<tr>
<td>Number of trainings lessons learnt reports</td>
<td>Report elaborated by the task leader at the end of trainings</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td>Number of new case studies proposed after trainings</td>
<td>New case studies proposed by participants for specific issues based on the manager’s experience</td>
<td></td>
<td>2</td>
</tr>
<tr>
<td>Number of reviewed cluster strategies</td>
<td>The cluster strategies will be reviewed and relevant changes will be made.</td>
<td></td>
<td>6</td>
</tr>
<tr>
<td>Added-value tools</td>
<td>Added-value tools related to cluster management and skills enhancement</td>
<td></td>
<td>6</td>
</tr>
</tbody>
</table>

### Milestones

- **M6** Selecting and recruiting training experts
- **M7** Cluster managers trained
- **M9** Changes in clusters strategy and case studies
- **M20** Participation in the events organised by regional, national policy makers

### Deliverables

- **D2.1** Trainings lessons learnt report
- **D2.2** Description of proposed 2 new case studies
- **D2.3** Report from cluster strategies review
- **D2.4** Strategic plan for the clusters
- **D2.5** Consolidated strategy
- **D2.6** Value-chains/market analyses for partner clusters
Task 3.1. Recruiting the ESCA expert

Task 3.2. Identification of services provided to members

WP 3

**Identification of services and study visits**

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**Task 3.3. Identification and mapping other cluster organizations**

Analysis of services offered by other leading clusters in EU to enable of building good practices database for the Participants of the Project and strengthening their offers to the members. **2 new services added to clusters’ portfolio. Propria via – common service.**

**Task 3.4. Study visits and lessons learnt exchange**

SOLARTYS – Barcelona

Pole SCS – Sophia Antipolis/Niece
<table>
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<th>Brief Description</th>
<th>Target</th>
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</tr>
</thead>
<tbody>
<tr>
<td>Number of reports of identification and description about consortium participants services offered and required for SMEs</td>
<td>Number of reports prepared by the task leader after the identification and description about consortium participants services offered and required for SMEs</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td>Number of reports of identification and mapping other cluster organizations from COSME participating countries, that are providing similar services in a professional way</td>
<td>Number of reports prepared by the task leader after the identification and mapping other cluster organizations from COSME participating countries, that are providing similar services in a professional way</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td>Number of cluster management members in the study visits</td>
<td>Number of cluster management members participating in the study visits</td>
<td>6</td>
<td>6</td>
</tr>
<tr>
<td>Number of cross-consortia meetings</td>
<td>Number of cross-consortia meetings in Brussels concerning cross-cluster learning</td>
<td>3</td>
<td>3</td>
</tr>
<tr>
<td>Number of New services to SMEs launched by participants</td>
<td>Number of new services to SMEs that will support them in a cooperation with SMEs from other countries especially focused on providing new Smart Grid solutions</td>
<td>12</td>
<td>13</td>
</tr>
<tr>
<td>Number of study visits lessons learnt reports</td>
<td>Number of lessons learnt reports prepared by the task leader after the summary meeting at the end of study visits</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td>Number of surveyed cluster members from each Cluster</td>
<td>Number of surveyed cluster members from each Cluster on the first stage of WP and at the end of WP, questions about quality of services</td>
<td>120</td>
<td>126</td>
</tr>
<tr>
<td>Bilateral/multilateral partnership agreements signed</td>
<td>Number of bilateral/multilateral partnership agreements signed</td>
<td>12</td>
<td>12</td>
</tr>
</tbody>
</table>
Milestones

M10 Recruiting an expert from ESCA
M11 1 Clusters services survey
M13 Study visits 2 days in 2 organisations
M14 Launching new services to SMEs by every cluster
M15 2nd clusters services survey

Deliverables

D3.1. Report of consortium participants’ services offered and required for SMEs
D3.2. Report of identification and mapping other cluster org. From COSME countries providing similar services
D3.3. New services to SMEs launched by participants
D3.4. Study visits lessons learnt report
D3.5. Report of actual assessment about consortium services offered to SMEs
WP 4

Dissemination, impact assessment and follow up activities

LIDER - SOLARTYS

Task 4.1. Impact assessment
Ex-ante survey for 126 members

Task 4.2. Production of dissemination materials
CLUSGRID website on the ECCP platform, logos, brochures, roll-ups.

Task 4.3. Workshops and other dissemination activities
News on websites, accounts on Tweeter and LinkedIn; project presentations at intra-cluster meetings and international conferences: Paris, Stuttgart, Valencia, Brussels; national and international workshops for regional authorities and members.
<table>
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<th>Target</th>
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</tr>
</thead>
<tbody>
<tr>
<td>Number of SMEs reached by the dissemination activities</td>
<td>It will be taken into account the data base existing in all the clusters involved</td>
<td>300</td>
<td>450</td>
</tr>
<tr>
<td>Number of workshops performed</td>
<td>Several workshops will be conducted at regional and international level to disseminate the results of the projects</td>
<td>7</td>
<td>7</td>
</tr>
<tr>
<td>Number of workshops reports</td>
<td>Report prepared by participants conducting workshops, one report from each workshop elaborated by One participant</td>
<td>7</td>
<td>7</td>
</tr>
<tr>
<td>Number of workshops lessons learnt reports</td>
<td>Report elaborated by Communications manager after the summary meeting at the end of the workshops task</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td>Number of media appearances</td>
<td>Reached through press releases, social media publications, etc.</td>
<td>50</td>
<td>75</td>
</tr>
<tr>
<td>Other clusters informed about the project results</td>
<td>Number of other clusters to be informed about the project results and the cluster excellence process via domestic and international network</td>
<td>20</td>
<td>35</td>
</tr>
<tr>
<td>Improvement of SMEs satisfaction from the services offered</td>
<td>Increased percentage of SMEs satisfied with the services offered by comparing the results of final and ex-ante evaluation;</td>
<td>40%</td>
<td></td>
</tr>
<tr>
<td>Meetings with regional/national/European policy makers to propagate the results of the project</td>
<td>Number of meetings hold by the participant clusters to increase awareness of the project results and the cluster excellence process</td>
<td>12</td>
<td>14</td>
</tr>
<tr>
<td>Project page at the ECCP</td>
<td>Creation of the CLUSGRID project page at the ECCP in order to increase awareness of the project and spread the cluster excellence initiative to wide audience (clusters from Europe)</td>
<td>1</td>
<td>1</td>
</tr>
</tbody>
</table>
**WP 4**

**Milestones**
- **M16** 7 workshops celebration
- **M18** CLUSGRID project page uploaded at the ECCP
- **M19** Final dissemination report

**Deliverables**
- **D4.1.** Ex-ante evaluation
- **D4.2.** Evaluations questionnaire
- **D4.3.** Electronic presentation for workshops in relevant languages
- **D4.4.** 7 Workshops lessons learnt report
- **D4.5.** Final Dissemination report
- **D4.6.** Communications plan
Task 5.1. Coordination of the project
Virtual consortium meetings - once a month
Virtual meetings of the Steering Committee - once every 6 months; reports

Task 5.1. Management and quality of the project
Document templates; communication rules; activity planning
WP 5 Performance Indicators

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</thead>
<tbody>
<tr>
<td><strong>Steering Committee reports</strong></td>
<td>Reports will be elaborated after each Steering Committee meeting and will measure the coordinating implementation of the project and management and coordinating Work Package. Reports will be prepared at the beginning of the project, after every action ended and at the end of the project.</td>
<td>2</td>
<td>2</td>
</tr>
</tbody>
</table>

**Milestones**

- **M1** 1st Steering Committee meeting
- **M5** 2nd Steering Committee meeting
- **M8** 3rd Steering Committee meeting
- **M12** 4th Steering Committee meeting
- **M17** 5th Steering Committee meeting

**Deliverables**

- **D5.1.** First six-month technical management report
- **D5.2.** Second six-month technical management report
- **D5.3.** Third six-month technical management report
- **D5.4.** 1st Steering Committee report
- **D5.5.** 2nd Steering Committee report
Thank You!

Contact person/coordinator:
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