



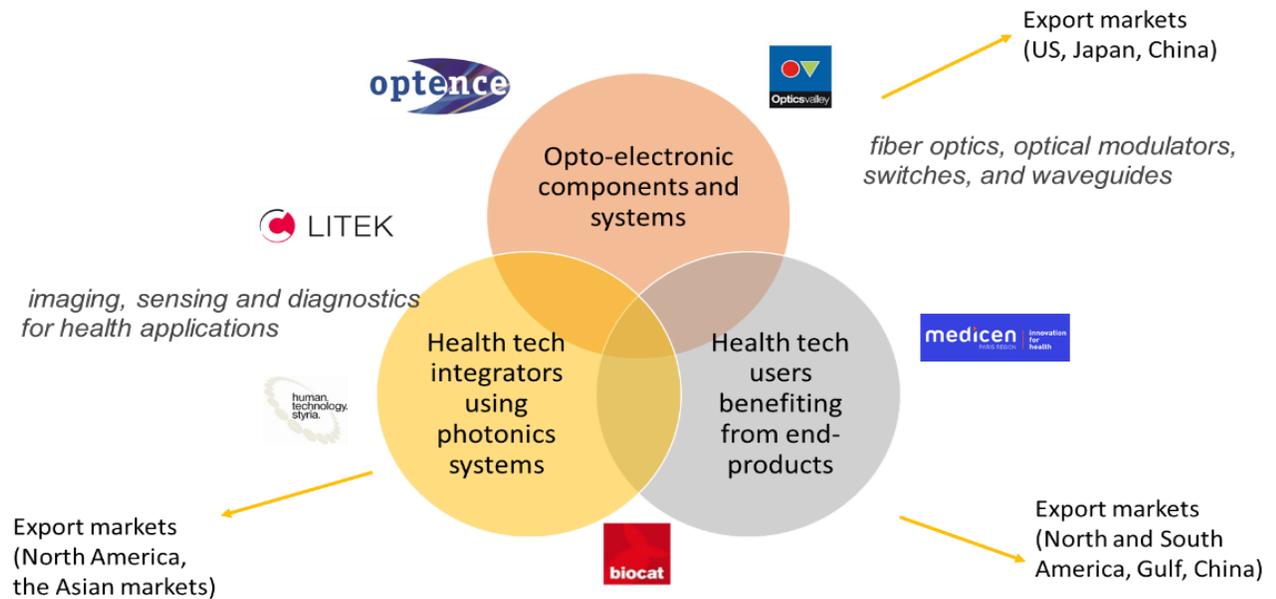
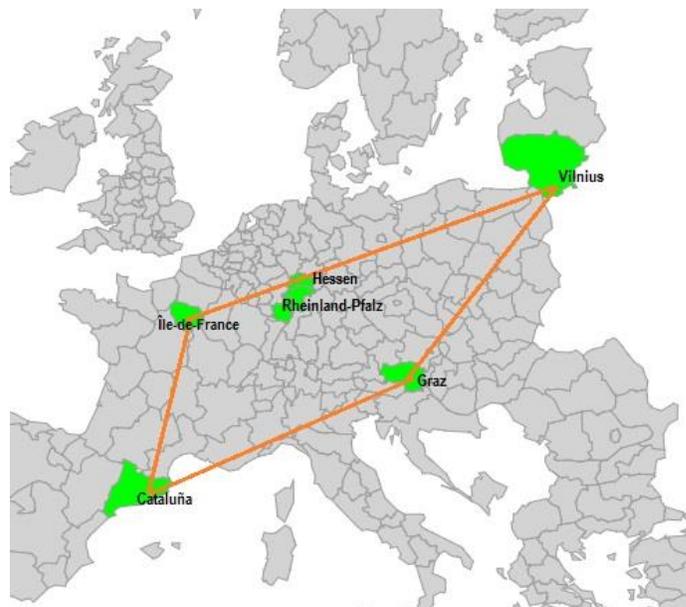
An introduction to the European cluster partnership LASER-GO

Clusters Go International Partnering event, Brussels

21 February, 2018



LASER-GO: European Strategic Cluster Partnership for Photonics for Health, a member of Global Photonics Alliance

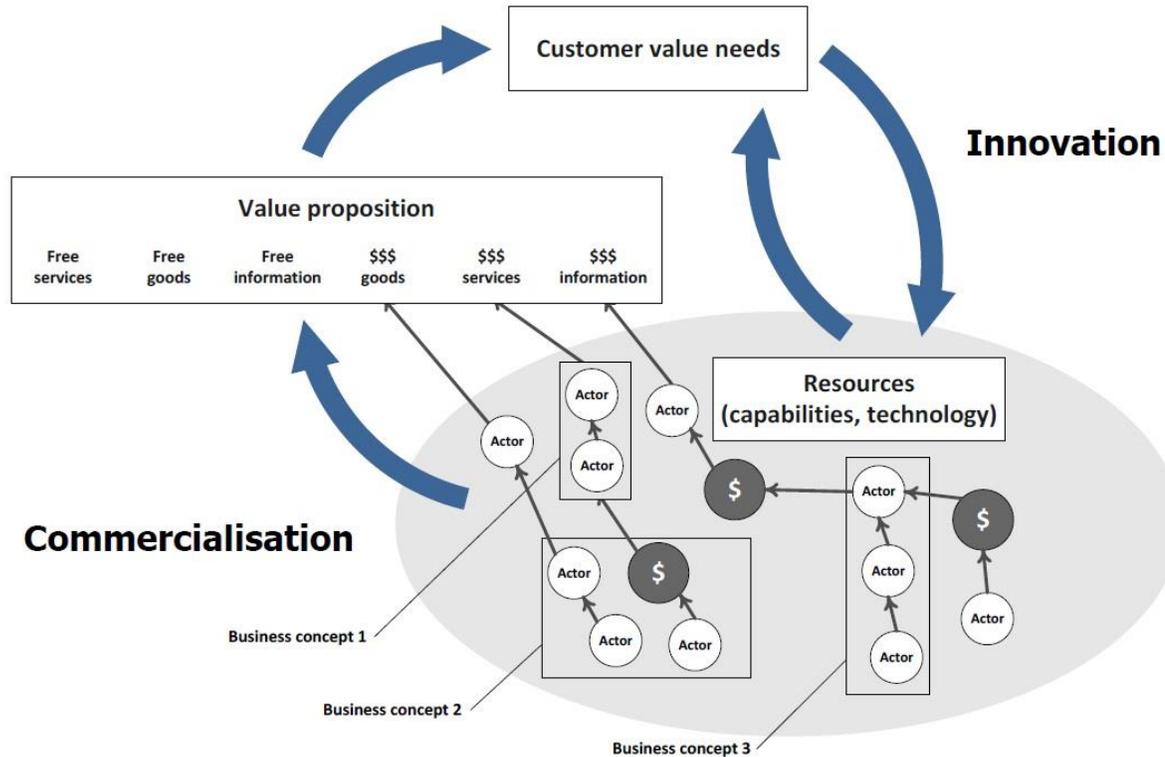


LASER-GO brings together six clusters (having over 1600 cluster company members, of which some 1000 are SMEs) from two main sectors: 1) the photonics sector covering optics, laser technologies, precision engineering and 2) healthcare and health tech sector. The photonics sector clusters (OpticsValley, Optence and LITEK) have access to 342 SMEs and 25 RTOs, the health and health tech clusters (Medicen, Biocat, HTS) have access to some 650 SMEs and 75 RTOs across Europe.

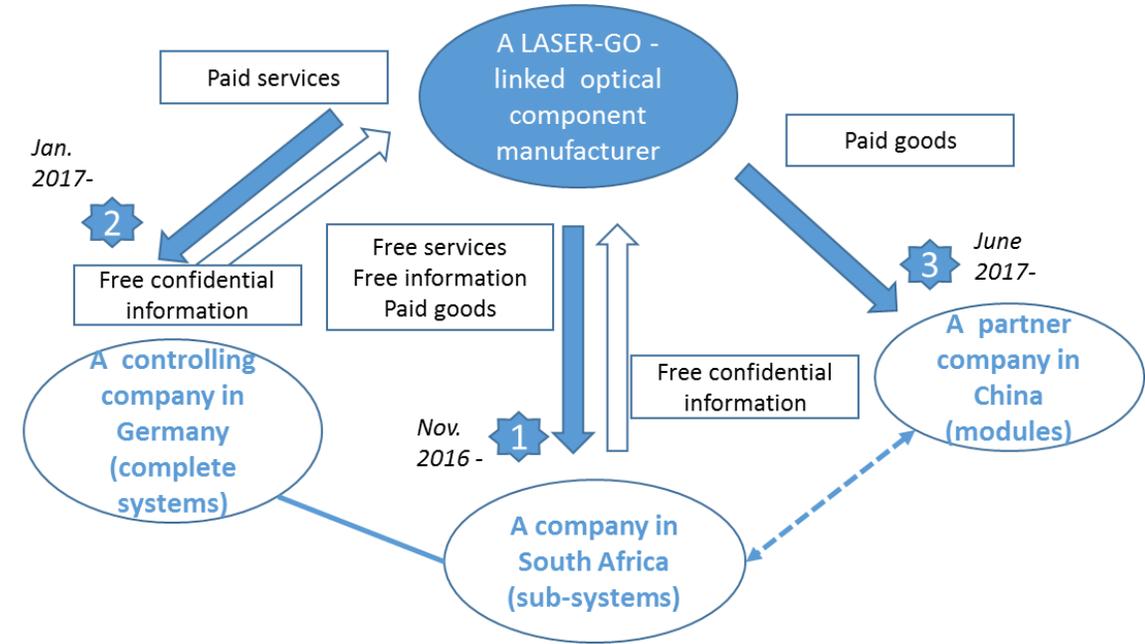
The focus of LASER-GO

- The LASER-GO GLOBAL partnership is focused primarily but not exclusively to tap the following areas where the cluster members have the identified sources of value:
 - Photonics for diagnostics and interventional imaging, including photonics microscopy, imaging, infrared spectroscopy;
 - Photonics for medical and environmental sensing applications, including the fiber optics for sensing, monitoring, data acquisition;
 - Photonics for regenerative medicine and biomaterials, including laser additive manufacturing of biomaterials.

LASER-Go business model



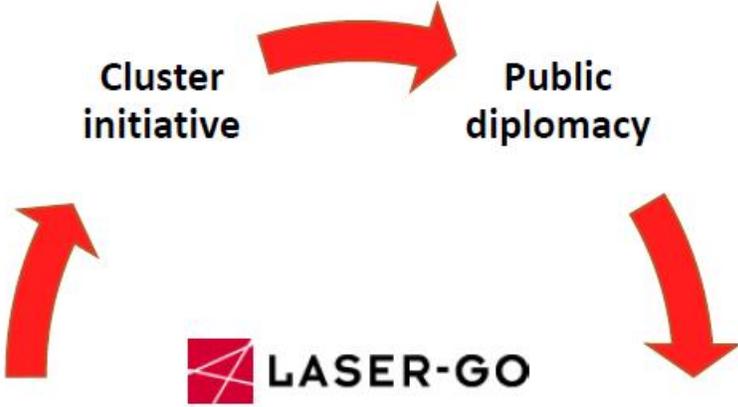
A theoretical, conceptual framework*



A real-case example from LASER-GO

* - Global Value Networks, New Zealand Institute of Economic Research, 2015

LASER-GO approach



Mission

Partnering

Lead generation



Project team



Team building



Figure 1: LASER-GO team members at the kick-off meeting in Palaiseau, 28-29 January



Figure 2: LASER-GO team members at the project meeting in Graz, 8 June

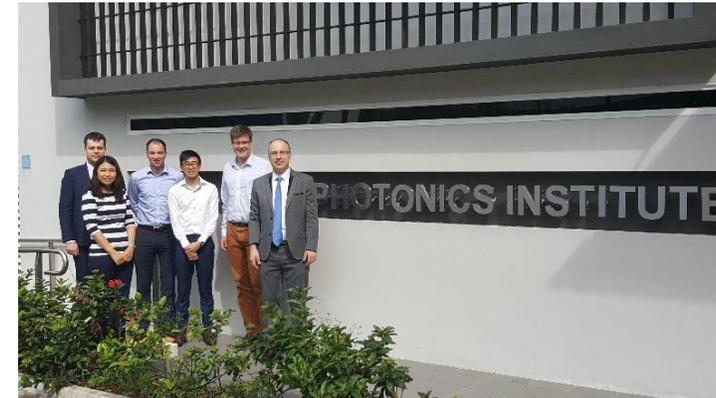


Figure 5: LASER-GO team members in Singapore, 5 April



Figure 3: LASER-GO team members at the project meeting in Vilnius, 13-14 September



Figure 4: LASER-GO team members in Pretoria, South Africa



Figure 6: LASER-GO team members at LASER World of PHOTONICS, 29 June Munich

Achievements to-date

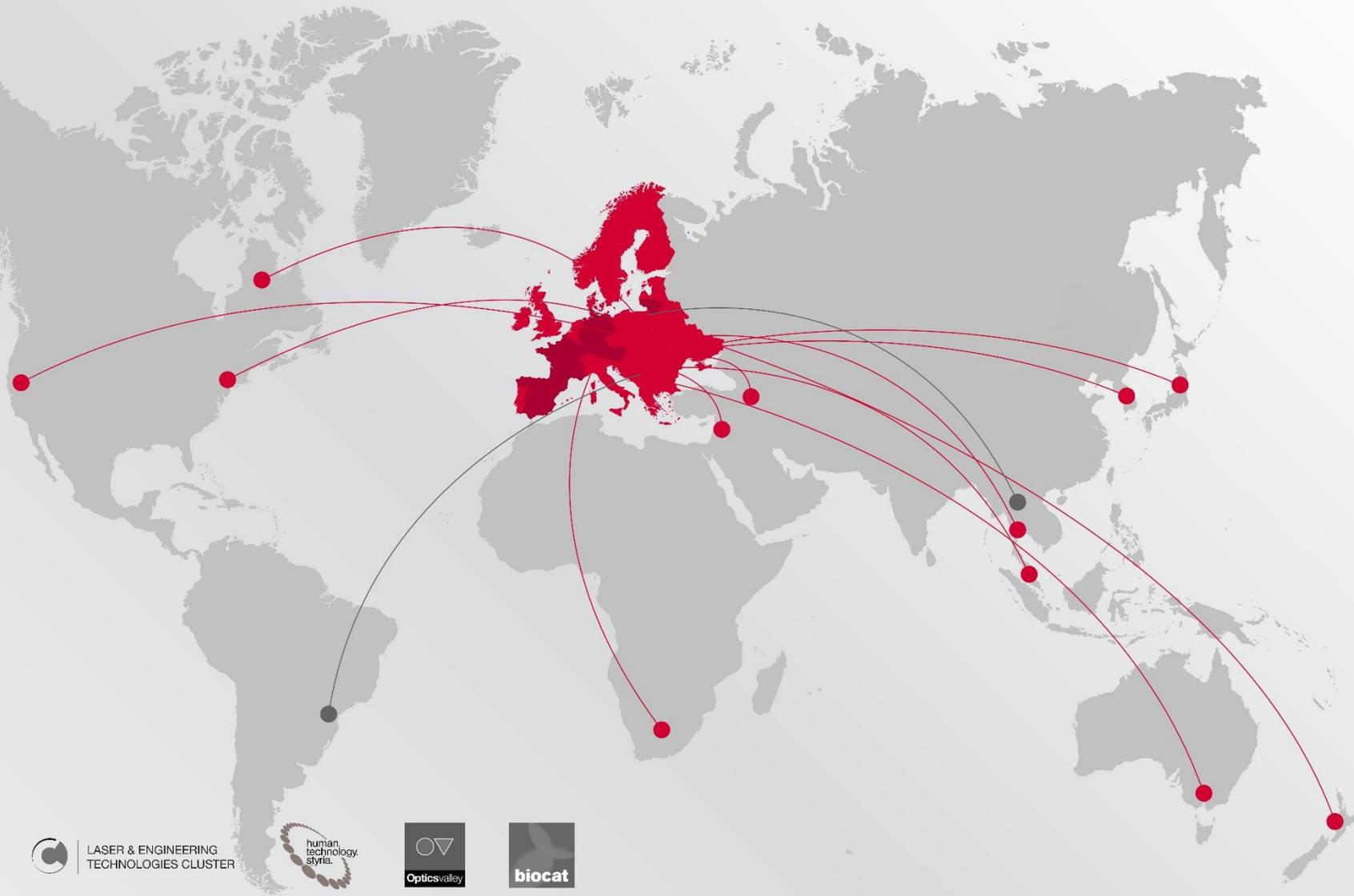
- Created a network with a pool of 1600 high-tech companies, of which 120 innovation champions developing high-end products in photonics
- Created a brand recognition in the targeted markets and among the targeted stakeholders: decision makers, industry associations, chambers of commerce, diplomatic services, regional authorities
- Developed a structured approach to a global cluster networking based on the entrepreneurial opportunity search and identification
- Direct contacts established with 32 business network and/or cluster organisations across North America and Southeast Asia.
- Generated leads for companies which resulted in contracts and further agreements on collaboration: on average 2-3 leads per 3 hrs of direct contacts during the engagement activities with the counterparts in the targeted markets



LASER-GO

Laser-Go overseas missions:

- Iran
- Singapore
- South Africa
- Australia and New Zealand
- USA (Boston)
- USA (San Francisco)
- Canada (Quebec)
- Israel
- Malaysia
- South Korea
- Japan





Contact:

Linas Eriksonas

LASER-GO Project Coordinator

Linus.Eriksonas@litek.lt

+370-61410640

<https://www.linkedin.com/in/eriksonas/>