TRAns-national Collaboration Empowering Key European Industries TRACE-KEI project

EASME Inter Consortia Meet
Brussels, 24th October 2018

Giovanni Scaramuzzo
Project coordinator
g.scaramuzzo@exo-ricerca.it
A discovery process

What’s the solution?
The importance of CMOs

We worked throughout the project a lot in order to understand how to bridge our clusters’ gaps and we found some solutions.
Good practices

Visiting more experienced clusters helped us have a benchmark for our activities.
Good practices

The labelling process helped reflect about the **nature** of the clusters and improved their **reputation**.

Labelled clusters see the possibility to follow on the «**excellence ladder**»
Good practices

Focus on the clusters strategy, involve associates and try to design and adapt services that better respond to theirs needs.
Good practices

This process of self-discovery was reinforced by the mentoring programme.
Good practices

Networking → Partners managed to improve their international presence and find interesting opportunities for cooperation.

Other projects

INCluSilver

natureef
And so on

It helped a lot in starting the cluster development process and define new services. Two different modules organized, both rated high in terms of managers’ satisfaction. However the programme would have probably needed more time.
A lot to do

Policy support

- Policy makers are not always keen on supporting clusters and sometimes they underestimate the clusters’ associate policy. Policy support measures exist but are not implemented

Cluster Strategy

- The strategy definition process are sometimes marginal in CMOs

Portfolio diversification

- Adding revenues streams (e.g. fee-based services) in order to prevent any financial problem
THANKS FOR YOUR ATTENTION!

Follow us @
https://www.linkedin.com/company/17936797/
https://www.clustercolaboration.eu/eu-initiatives/cluster-excellence/trace-kei-trans-national-collaboration

Giovanni Scaramuzzo
Project coordinator
g.scaramuzzo@exo-ricerca.it