



D5.1 Alliance presentation and identity November 2021



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INTERNATIONAL

The ESECA project has received funding from the European Union's COSME Programme under Grant Agreement 101035882.



ESECA ALLIANCE

What is ESECA?

- European Sustainable Energy Cluster partnership for Africa (ESECA) is a partnership formed by five European clusters (ACE, MEDEE, LE2C, MetalIndustry4 and ECPE) from Spain, France, Italy and Germany. Together, we gather around **550 organizations and 290 SMEs**.
- ESECA project is funded by the European Commission, with a duration of 36 months (starting in September 2021) and approximately 600 k€ of budget. The project aims to contribute positioning European companies from the sustainable energy sector in Sub-Saharan African markets.
- The main goal of ESECA is to intensify business network collaboration among European companies (mostly SMEs) in the renewable energy and electrical power generation, distribution and transmission sectors, in order to develop a joint internationalisation strategy plan with common goals towards Sub-Saharan African markets.

Main objective

(1) Intensify business network collaboration among European companies from the renewable energy and electrical power generation, distribution and transmission sectors ...

(2) ... to develop a joint internationalisation strategy plan ...

(3)... with common goals towards Sub-Saharan African markets.

Specific objectives – 1/3

(1) Intensify business network collaboration among European SMEs from the renewable energy and electrical power generation, distribution and transmission sectors

- Foster clusters & SMEs trans-regional cooperation and partnership building
- Help SMEs identify business and internationalisation opportunities
- Position SMEs into trans-European consortiums

Specific objectives – 2/3

(2) To develop a joint internationalisation strategy plan

- Identify and analyse potential target markets
- Analyse in depth these target markets
- Develop specific market reports
- Define an internationalisation strategy plan
- Organise direct and reverse missions
- Sign Cooperation Agreements with relevant African associations and/or clusters

Specific objectives – 3/3

(3) With common goals towards Sub-Saharan African markets.

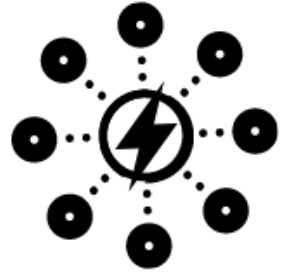
3 pre-identified countries :

- Senegal
- Ghana
- Mozambique

+ 2 additional potential markets to target during the project



Technologies



Distributed Energy Resources



Smart Grids



Solar, Wind & Bio Energy



Energy Storage

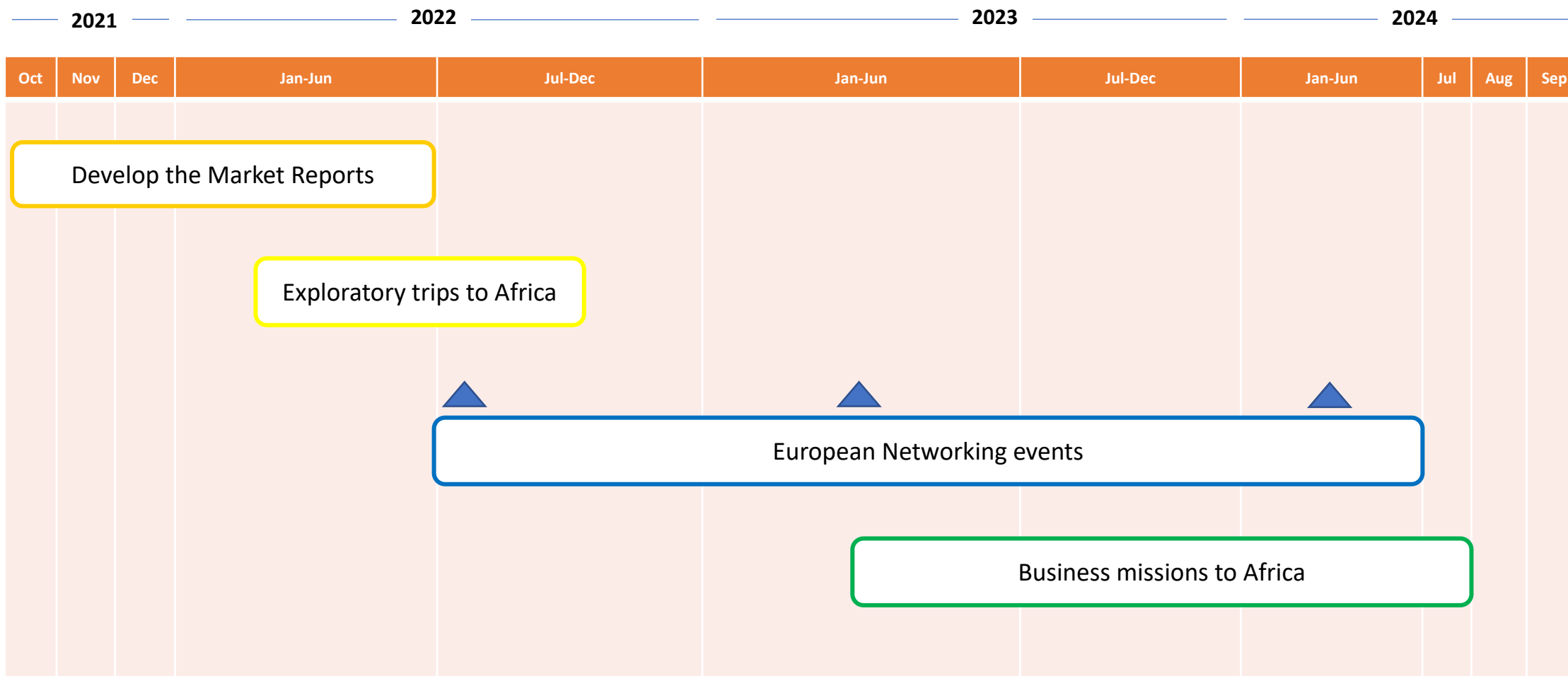


Innovative metering and digital solutions

Activities

- 10 Sub-Saharan countries considered in a high-level report
- 5 In-depth analysis of selected markets introduced during a webinar
- 4 Exploratory trips to establish contact with key stakeholders
- 4 Direct missions with SMEs to the targeted countries
- 1 Reverse mission from targeted countries to Europe
- 3 European Networking Events organized by consortium members
- 4 Cooperation Projects between ESECA Partners and international clusters
- 12 Business agreements signed between European and African SMEs

Estimated Chronogram



Consortium



European Sustainable Energy Cluster Partnership for Africa





ESECA consortium

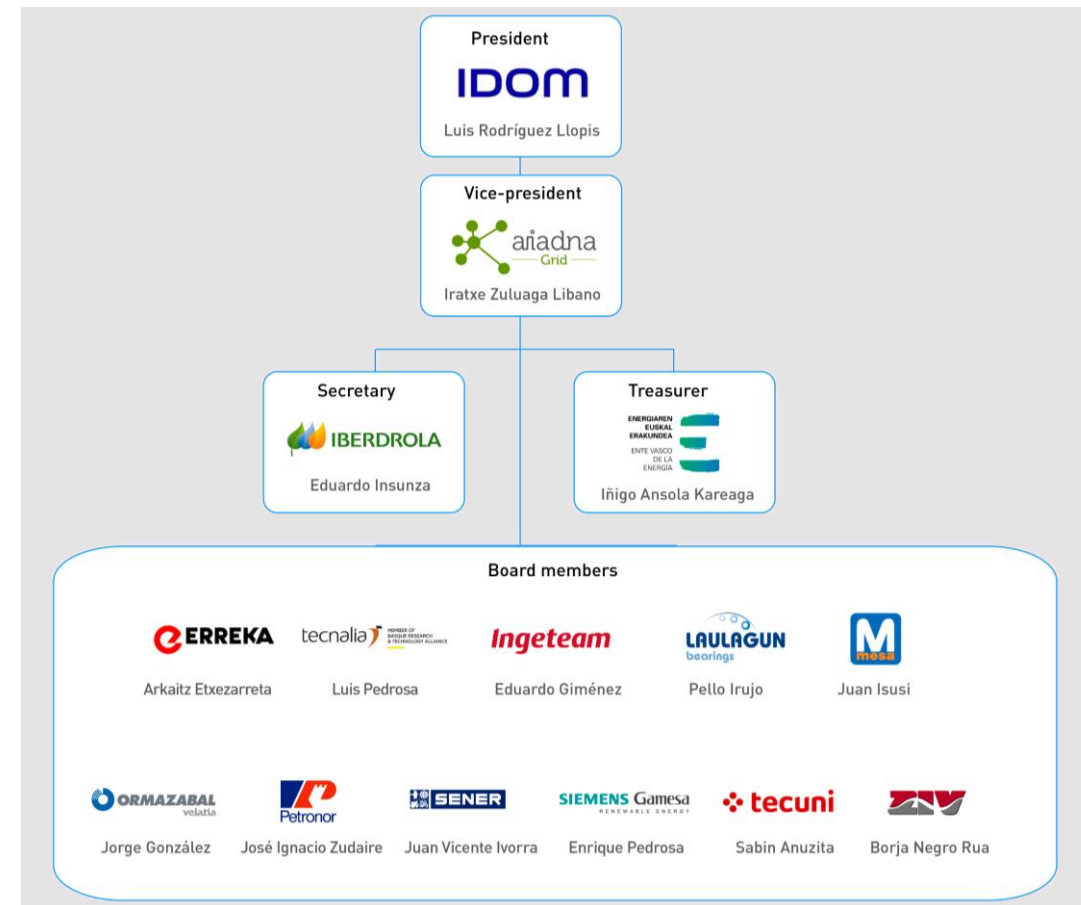
Basque Energy Cluster

The Basque Energy Cluster is a non-profit organisation set up in late 1996 within the framework of the Basque Government's policy to foster competitiveness in the industrial sector.

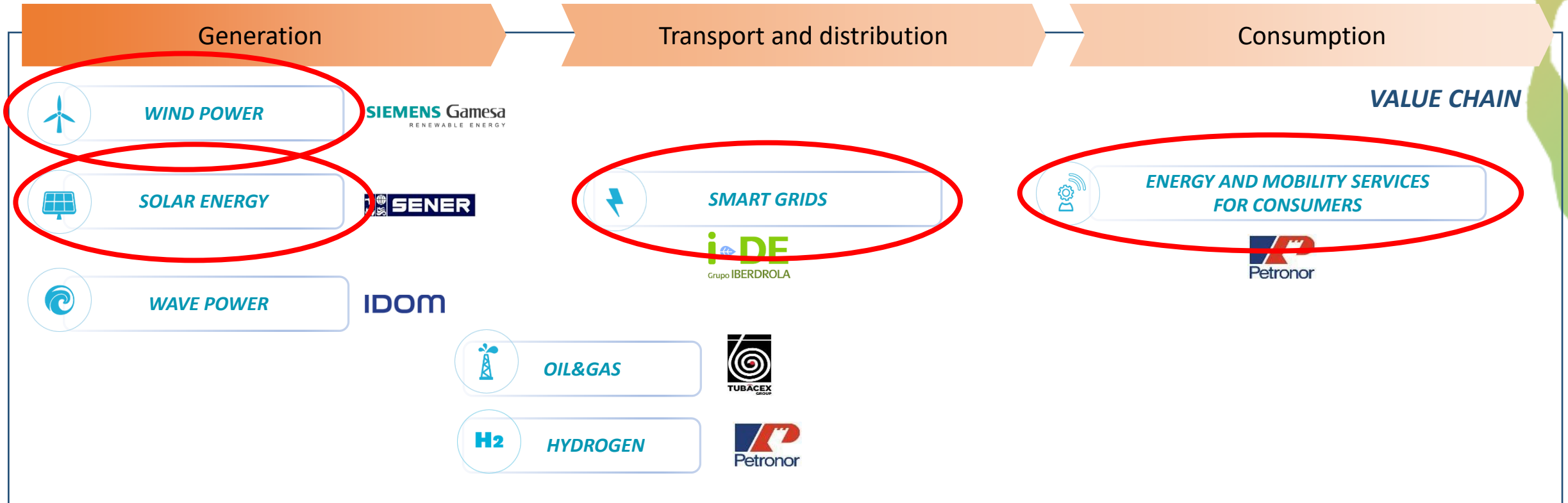
The Cluster currently comprises 180 businesses and agencies: energy sector operators, manufacturers, engineering firms, R&D agents,...

The mission of the Basque Energy Cluster is to improve competitiveness in the Basque energy sector by means of inter-company cooperation and public-private partnerships. The Cluster brings added value to its members in the fields of technology, internationalisation, talent, innovation and sustainability.

Board of Directors



Thematic areas



The Basque Energy Cluster coordinates the project and leads the Internationalisation Strategy Work Package.

MAIN ROLES

Management

- Ensure efficient coordination and implementation of the project.
- Coordinate activities in other WPs to guarantee similar and identify synergies among them.

Internationalisation
Strategy

- Define an internationalisation strategy with specific actions for each target market and a monitoring scoreboard with verifiable indicators.
- Organise direct missions, reverse missions and other activities to establish first-hand contact with key stakeholders in target markets.
- Sign Cooperation Agreements with relevant international associations and clusters in third countries
- Attend specific needs of SMEs to support their internationalisation efforts.

MetaIndustry4 is a new cluster concept with a multidisciplinary model oriented, mainly, to companies and global value chains related to the advanced manufacturing of metal industry.

The Cluster consists of partners from different areas of the sectoral ecosystem: metal industry, scientific-technological, logistical and institutional agents, ICT enablers and other business agents related to the sectoral value chain or its priorities as a cluster.



Thematic areas



MetaIndustry4 is leader of the partnership development strategy.

MAIN ROLES

- Development of ESECA partnership value chain for the African markets
- Networking and identification of synergies among ESECA partnership members
- Development of collaboration opportunities among ESECA partnership members

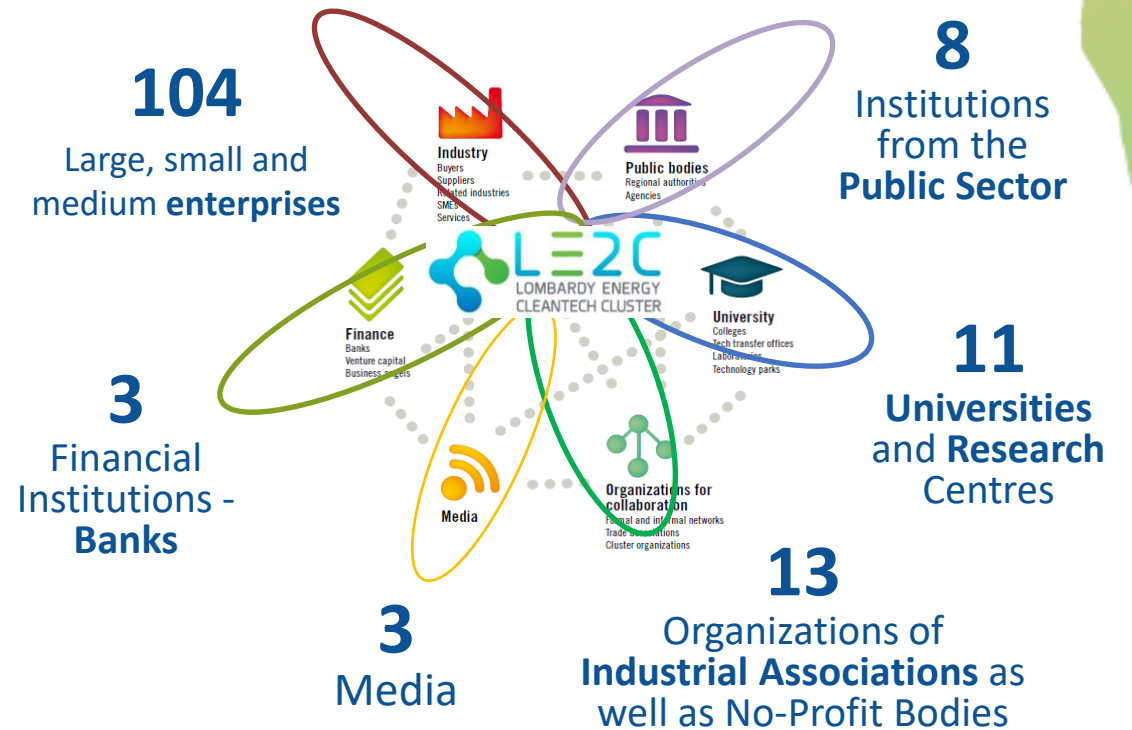
LOMBARDY ENERGY CLEANTECH CLUSTER



MISSION: LE2C supports the growth, innovation and competitiveness of the Lombardy production system in the Energy and Environment sector.

Funded in 2009, the Lombardy Energy Cleantech Cluster is one of the 10 Lombardy Technology Clusters. LE2C was the first Italian cluster to obtain the Gold label awarded by ESCA certifying the excellence of the work done in 2015.

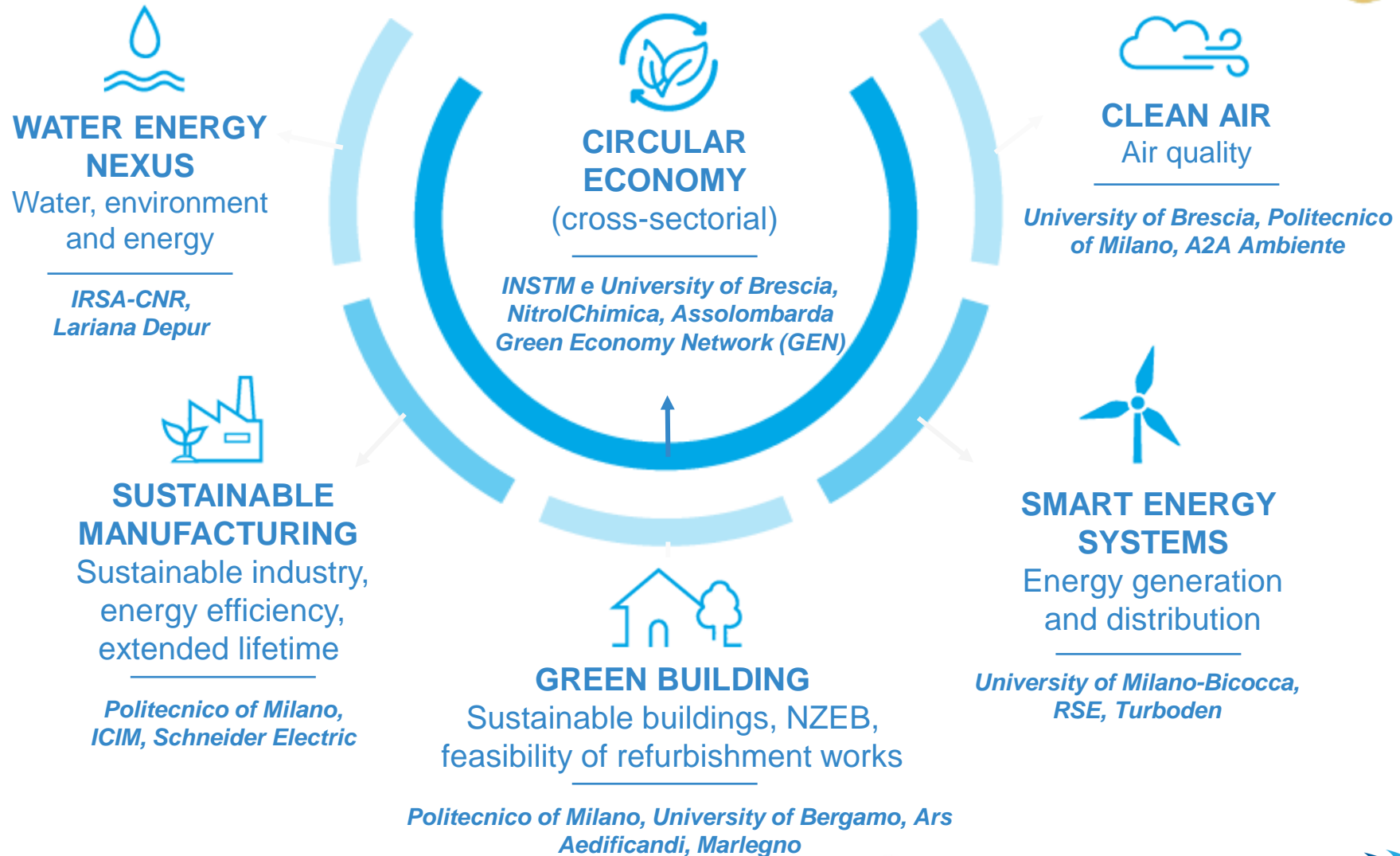
LE2C represents Lombardy's production network for energy and the environment.



European Sustainable Energy Cluster Partnership for Africa



Thematic areas



European Sustainable Energy Cluster Partnership for Africa



Role in ESECA



LE2C is leader of the «Market studies and intelligence gathering» Work Package.

MAIN ROLES

Market studies of pre-identified target countries;

Market studies to identify and analyse new target countries;

Exploratory trips and identification of opportunities for SMEs.



European Sustainable Energy Cluster Partnership for Africa



Mi4
MetalIndustry4



Cluster
Power electronics



Bavarian Power Electronics Cluster




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The Team in Nuremberg is running 2 power electronics networks on both regional and European level.

The networks are driven by industry and foster collaboration with scientific organisations and other stakeholders.

Bavarian Power Electronics Cluster




Cluster Power electronics

- Established in 2006
- 129 Companies
- 42 Scientific organisations

Cluster Offensive Bayern
Im Rahmen Cluster-Offensive Bayern gefördert von der Bayerischen Staatsregierung.


go-cluster EXZELLENZ VERNETZT!

Cluster Management Excellence



The European Power Electronics Network

- Established in 2003
- 104 Companies
- 107 Competence Centres



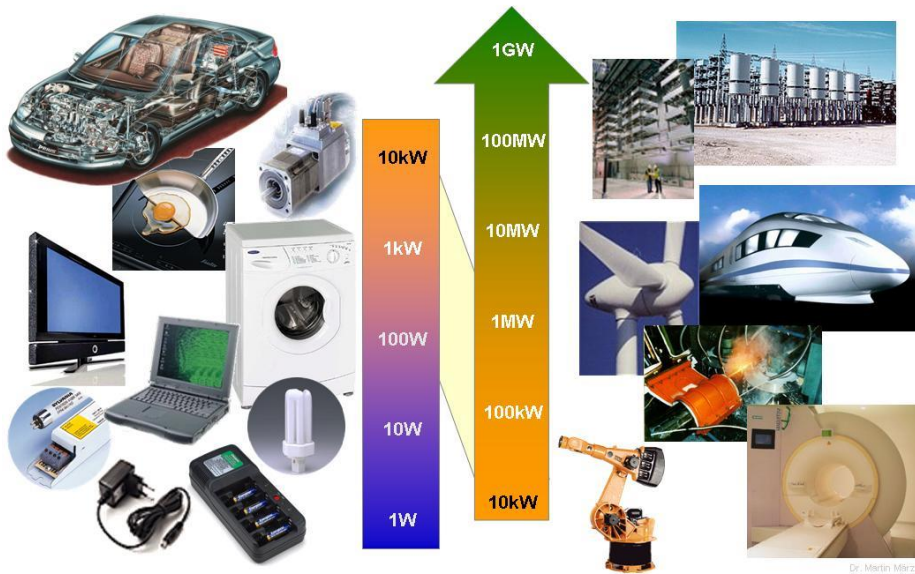
Main activities

- Education & Advanced Training
- Research and Innovation
- Networking
- Public Relations & Lobbying for Power Electronics

Thematic areas

Power Electronics

The task of power electronics is to convert electrical energy into the required form as efficiently as possible with the help of semiconductor components and by controlling the power flow.



Main Applications



Role in ESECA

MAIN ROLES

Organize a Networking Workshop

Support Internationalisation strategy

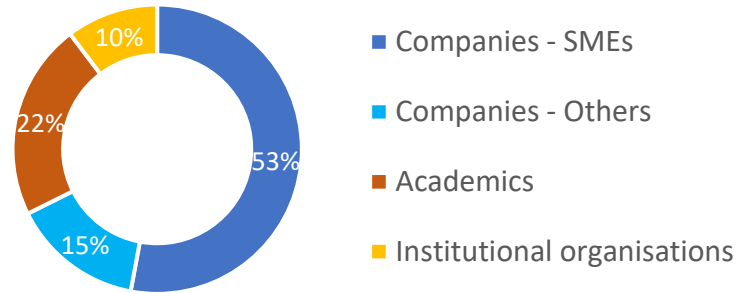
Dissemination activities

Facilitate direct missions, reverse missions and other matchmaking activities

Facilitate cooperation and business agreements

Since 2010, MEDEE promotes R&D&I projects between companies and academics in electrical engineering in the Hauts-de-France Region.

68 members



As a research cluster, MEDEE provide access to **advanced skills** and technology platforms. The cluster has a joint governance between companies and academics in its board of directors and scientific committee.

Since 2017, MEDEE develops a specific strategy to support collaborative projects between its members and African stakeholders to promote concrete energy projects on the continent.

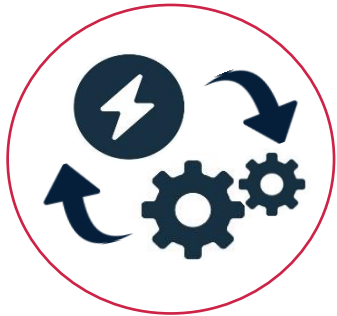
29 supported projects, 15 already funded in 12 countries
+ 90 stakeholders involved on both continents



Thematic areas



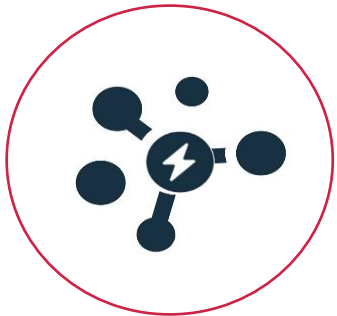
Target markets



Energy efficiency



Renewable Energies



Smartgrids



Mobility

Research Areas



Area 1 – Materials and Innovative Components for Electrical Engineering

Area 2 – Smart Energy Converters



Area 3 – Electrical Energy Management and Storage

Transversal Area

Digital Tools & Methods

MEDEE is leader of the Communication and Sustainability Strategy.

MAIN ROLES

- Define a joint identity and promote ESECA activities (**Communication Plan**)
- Gather experience on past COSME projects (**Learning Strategy**)
- Prepare a long-term strategy for the ESECA alliance (**Partnership Agreement**)

Contact us!



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European Sustainable Energy Cluster Partnership for Africa



Logo

ESECA Alliance logo



This logo has been created as an identity for communication and dissemination purposes of ESECA Alliance.

The logo will be present at all the dissemination material of ESECA.



European Sustainable Energy Cluster Partnership for Africa



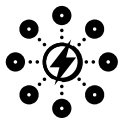


Brochure

OBJECTIVE

Intensify business network collaboration among European companies from the renewable energy and smart grids sectors to develop a **joint internationalisation strategy towards Sub-Saharan African markets.**

TECHNOLOGIES



Distributed Energy Resources



Smart Grids



Solar, Wind & Bio Energy



Energy storage



Innovative metering and digital solutions

2021 - 2024

ACTIVITIES

Three countries were pre-identified to foster collaborations among European and African SMEs: Senegal, Ghana and Mozambique.

10

African countries considered in a high-level report

5

In-depth analysis of selected sub-saharan markets

3

European networking Events organized by consortium members

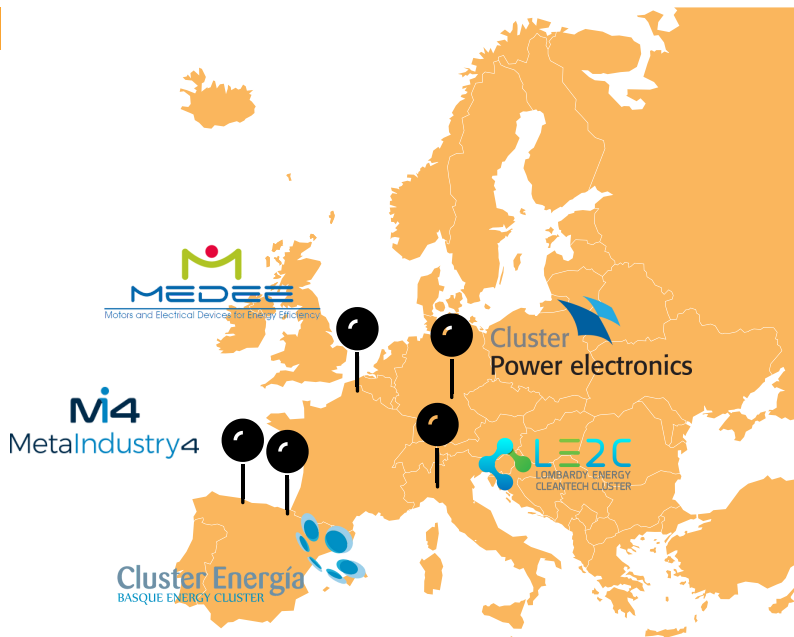
4

Direct missions with SMEs to the targeted countries

5 Clusters

550 Organizations

290 SMEs



The Basque Energy Cluster integrates the main companies in the energy sector value chains located in the Basque Country, currently comprising 183 organisations (energy sector operators, manufacturers, engineering firms, R&D agents,...). Our most relevant value chains are wind energy, smart grids and solar energy, all of them critical for ESECA target countries.



MetalIndustry4 is the facilitating cluster for the digital transformation of the advanced industry in Asturias. It brings innovation and global opportunities into the industrial network, working with its members on advanced technologies, sustainability and constant changes of renewable energies, oil & gas, steel industry and green hydrogen value chains.



The Lombardy Energy Cleantech Cluster (LE2C) was born in 2009 and in 2015 it was the first Italian cluster to obtain the Gold Label to certify the excellence of the work done. It fosters the cleantech and energy sector and creates synergies among its 140 members to improve innovation, technology transfer and competitiveness of the Lombardy productive system.



The European Center for Power Electronics with its Bavarian Power Electronics Cluster is an industry driven research network to promote education, innovation, science, research and technology transfer in the area of power electronics. The Cluster has initiated many projects focusing on the efficient and safe integration of renewable energy into the grid.



MEDEE brings together companies and academics of the Hauts-de-France Region around collaborative Research & Development & Innovation projects in electrical engineering. Since 2017, MEDEE develops a specific strategy to support collaborative projects between its members and African stakeholders to promote concrete energy projects on the continent.



[company/eseca](https://www.linkedin.com/company/eseca)



[@ESECA_COSME](https://twitter.com/ESECA_COSME)

Find us on the [European Cluster Collaboration Platform](#)

This brochure is part of the ESECA project (Grant Agreement 101035882), which has received funding from the European Union's COSME Programme (2014-2020).



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