



*COSME Programme 2014  
Call for proposals "Cluster Go International"  
COS-CLUSTER-2014-3-03*

# **WIINTECH 2020**

## **Technical Annex - Digest**



Worldwide Intercluster Initiative for New  
Materials and Processes focused on Clean  
Technologies

<b>Project acronym:</b>		<b>WIINTECH 2020</b>
Project duration (months):		24
Start date:		October 2015
Coordinating organisation:		PLASTIPOLIS
Number of partners:		7

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## Summary

WIINTECH stands for “Worldwide Intercluster Initiative for New materials and processes focused on clean TECHNOLOGIES”.

This initiative has been supported within a pilot project funded by the EC in 2012 and 2013. It enabled to set up and pilot a common international strategy established focusing on a selected number of countries (USA, Brazil, Japan and India) and well-defined set of partners: with whom MOUs have been signed:

The WIINTECH 2020 project aims to foster the most promising international cooperations that have been started within the pilot project in the field of new materials, advanced manufacturing and clean technologies and to establish intensified partnerships with the objective of ambitious technology and business impacts.

The focus of WIINTECH 2020 will be a

- USA
- Japan
- India
- Brazil

The project is proposed with the strand 2 of the EC call 2015“CLUSTER GO INTERNATIONAL” (REF: COS-CLUSTER-2014-3-03) aiming at supporting the first implementation, testing and further development of European Strategic Cluster Partnerships and contributing to develop concrete activities supporting cooperation with strategic partners at international level.

The WIINTECH 2020 project is gathering a group of seven European clusters from different countries:

- France
- Austria
- Portugal
- Italy (2 partners)
- Spain
- Slovenia

## A. Project description

### 1. Main objectives of the project

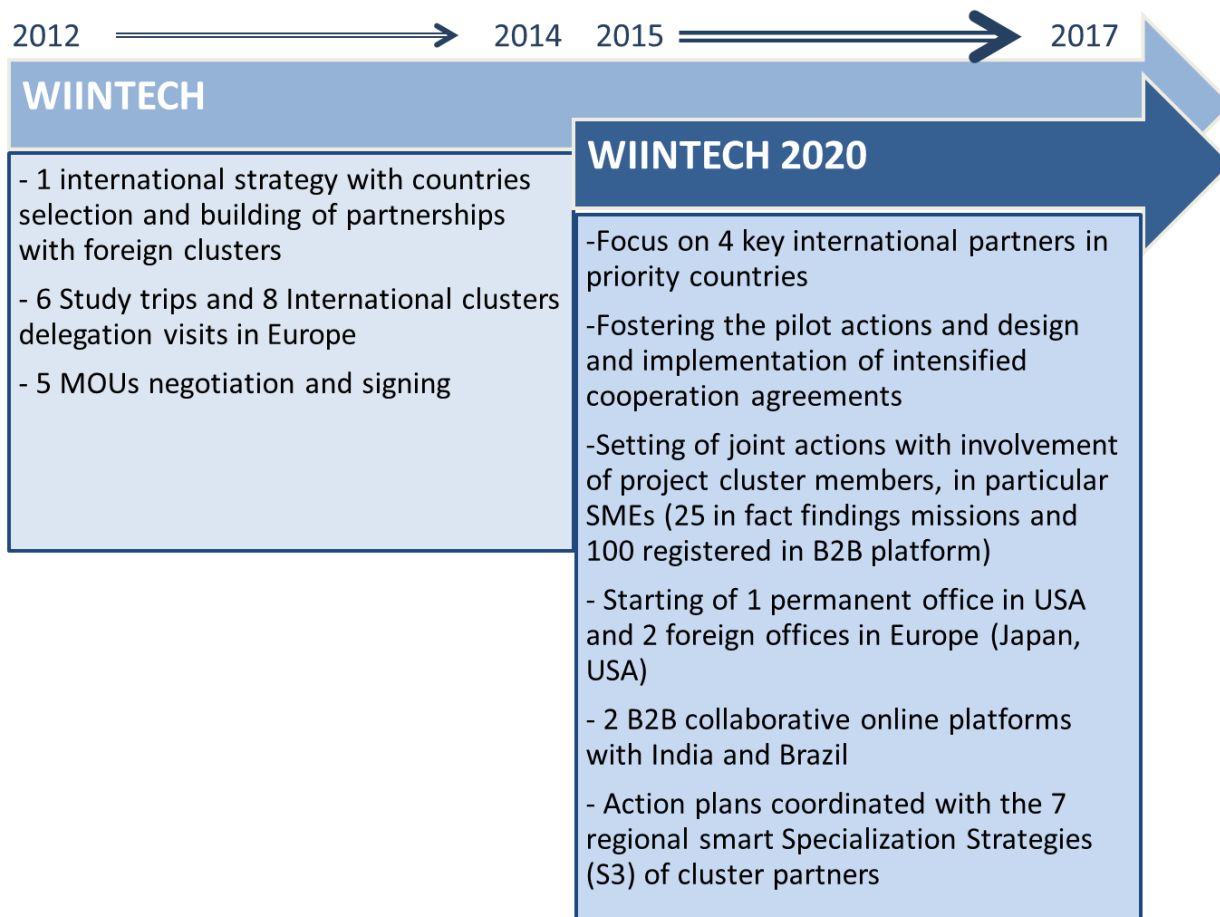
The main goal of WIINTECH 2020 is to foster the most promising cooperations that have been started within the pilot project WIINTECH in the field of **new materials, advanced manufacturing and clean technologies** and to establish intensified partnerships with the objective of ambitious technology and business impacts.

The project will aim at supporting the implementation of the WIINTECH pilot actions with developing concrete cooperative activities with strategic partners in third countries.

This goal will be based on long term strategic partnerships established between the WIINTECH clusters and with key international partners. A major indicator will be the benefit to the businesses, and especially the SMEs, of the reinforcing brand reputation of WIINTECH to increase **technology cooperations and business development in new markets on a global scale**.

The WIINTECH 2020 will aim at obtained results and impacts with key international partners in **four major industrial countries**:

- USA
- Japan
- India
- Brazil



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## **2. Methodology and tools**

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The main tools that are considered to be used and developed within the project are:

- Mobility of experts and ambassadors
- Fact findings missions
- Business matchmaking events
- Business development and matchmaking (B2B) platform
- Permanent contact points or international offices in international countries
- Foreign partners' offices in Europa

In particular, the main focus in each selected country and with the identified partners will be:

- Re-shaping and expansion of the original WIINTECH partnership agreements with the objective of developing both business and innovation oriented cooperation activities,
- Definition of updated work plan with the different international partners with shared impact objectives,
- Involvement of WIINTECH clusters' members, and in particular SMEs, in the work program carried out with the international partners,
- Promotion and monitoring of the joint activities in particular with an annual European event showing the learning and monitoring activities carried out by the conducted partnerships.

An additional approach to foster the different partnerships and share experiences with others Europe international cooperation program will be the organization of cross sectorial exchanges and workshops. A specific initiative is foreseen to be carried out with the textile industry and with the TEXTILE 2020 program conducted in the same EC program (CIP and COSME). A mutual learning and monitoring activity between the two projects and meta-clusters will be conducted including a peer review and best practices exchange that will take place between M12 and M18 of the project and that will focus on two common interest countries: Japan and India.

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## **3. Selection of key international partners**

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According to the experience of the pilot project, the selected key partners in priority countries are the following:

- Japan:
  - Key partner: Partner :Nagano Techno Foundation
  - Cooperation's focus:: Technology and business cooperations on micro and nano technologies
- Brazil:
  - Key partner: FIERGS
  - Cooperation's focus: Technology and business cooperations in the field of bio-based materials

- USA:
  - Key partner: Mississippi Polymer Institute (MPI)
  - Cooperation's focus: business cooperations (matchmaking, business platform) I the field of polymer's advanced processes
- INDIA: :
  - Key partner: PlastIndia Foundation
  - Cooperation's focus: business cooperations on green material technologies thanks to the PlastWin matchmaking platform ([www.plastindia.org/plastwin](http://www.plastindia.org/plastwin))

The four selected key partners have been identified and approached during the WIINTECH projects and have been then regularly in contact with the project partners to pilot and implement cooperations tasks. The MOUs that have been signed with them during the original WIINTECH project will be updated within the WIINTECH 2020 program.

Country	Partner	Short description
USA	Mississippi Polymer Institute <a href="http://www.thepolymerinstitute.com">www.thepolymerinstitute.com</a>	Established in 1993 with a goal of growing high-tech polymer and polymer-related industries, MPI serves as the outreach arm of the School of Polymers & High Performance Materials at The University of Southern Mississippi. MPI uniquely leverages resources within the School of Polymers and High Performance Materials to assist existing industry and entrepreneurs alike. From electron microscopes and thermal analysis to tensile strength testing, MPI offers access to a wide range of scientific equipment and the expertise to support business developments. Having produced thousands of prototyped parts, MPI has a customer list that includes some of the most prestigious manufacturing companies in the world.
Japan	Nagano Techno Foundation <a href="http://www.tech.or.jp">www.tech.or.jp</a>	Nagano techno foundation aims to contribute to the revitalization and independence of Nagano Prefecture's regional economy by promoting innovation-based industrial upgrading and the creation of new industries while leveraging on Nagano's local industrial resources. Its technology focuses are: <ul style="list-style-type: none"> <li>• Smart Devices</li> <li>• Organic and inorganic materials-based Smart Devices</li> <li>• Advanced Nanocarbon</li> </ul>
India	PlastIndia <a href="http://www.plastindiafoundation.org">www.plastindiafoundation.org</a>	PLASTINDIA FOUNDATION is the Apex body of major Associations, Organisations, and Institutions connected with plastics, with common objectives to promote, the development of plastics industry and to assist

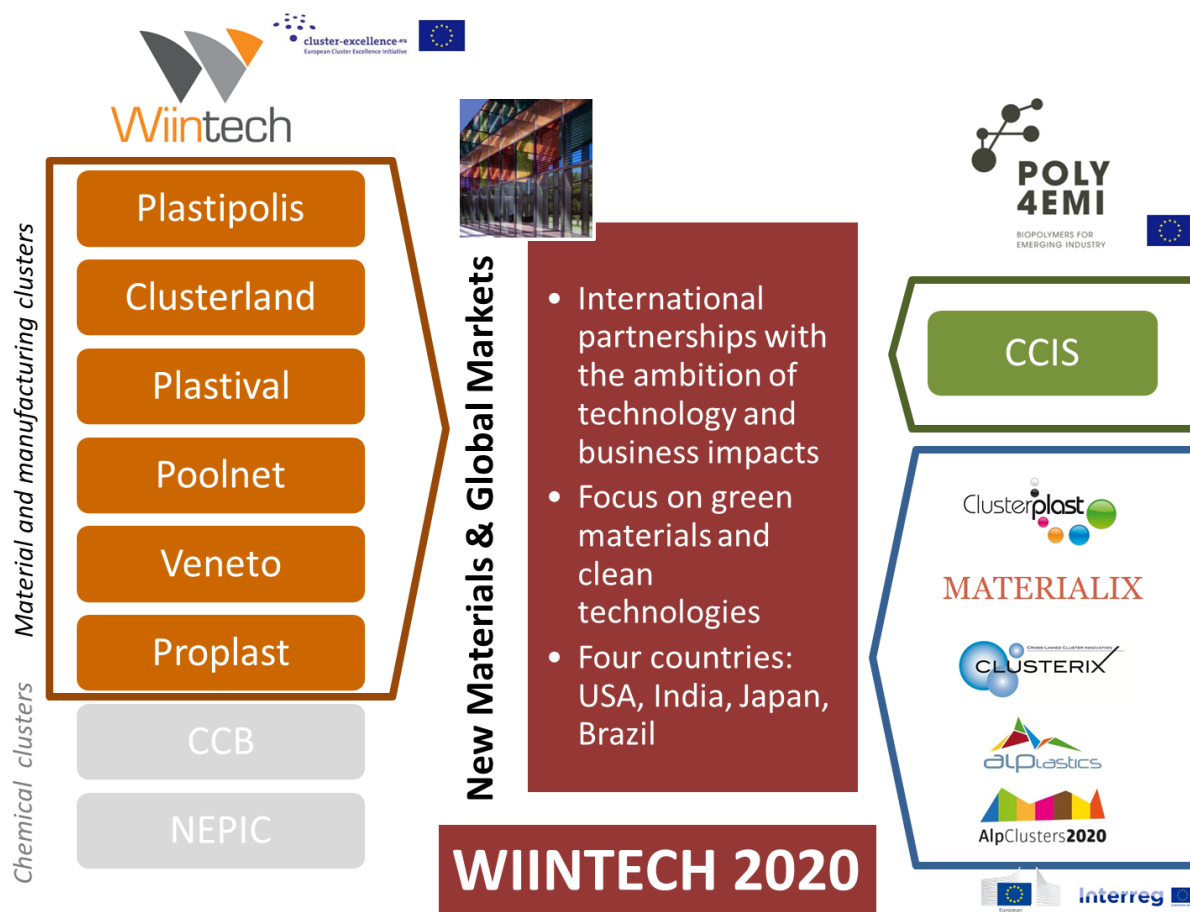
		<p>the growth of plastics and related materials and their products. The FOUNDATION is dedicated to the national progress through plastics.</p> <p>Plastics – One of the fastest growing industries in India has a very vital role to play in Indian economy. The next two decades will witness an unprecedented, explosive growth in all sectors of Plastics Industry the demands clear, long term constructive goals and a time bound action programme</p>
Brazil	<p>FIERGS  <a href="http://www.fiergs.org.br/en">www.fiergs.org.br/en</a></p>	<p>The Federation of Industries of Rio Grande do Sul (FIERGS) was founded in 1937 congregating the first organized Federations in Brazil, namely Rio Grande do Sul, São Paulo, the Federal District and Minas Gerais.</p> <p>FIERGS has a unique background and is today part of the Industrial System of Rio Grande do Sul, which also includes Social Services for Industry (Sesi/RS), the National Service for Industrial Training (Senai/RS) and the Euvaldo Lodi Institute (IEL/RS).</p> <p>FIERGS currently has 115 member trade unions and CIERGS has 2000 members. As a mark of their origins based on union, the two organizations also have the same president. Together they represent all of the 47,000 factories in operation in Rio Grande do Sul, which directly employ 680,000 people.</p>

For each key partner, a specific field of cooperation has been identified to concentrate the efforts for improved and consolidated cooperations. The selection has been done according to the WIINTECH results and to the further discussions and contacts carried out in 2014 and 2015.

Country	Partner	Field of cooperation	Main actions
USA	MPI	<ol style="list-style-type: none"> <li>1. New energies (e.g. Photovoltaic)</li> <li>2. Lightweight materials / Composites</li> </ol>	<ul style="list-style-type: none"> <li>• European permanent representation in US</li> <li>• Matchmaking events in USA and Europe</li> <li>• Hosting US office in Europe</li> </ul>
Japan	Nagano	<ol style="list-style-type: none"> <li>1. Micro and nano technologies</li> <li>3. Advanced manufacturing</li> </ol>	<ul style="list-style-type: none"> <li>• Ambassadors / experts mobility</li> <li>• Fact finding missions</li> <li>• Hosting Nagano office in Europe</li> </ul>
India	Plastindia	<ol style="list-style-type: none"> <li>1. Renewable chemicals and materials</li> <li>2. Advanced manufacturing</li> </ol>	<ul style="list-style-type: none"> <li>• Matchmaking events</li> <li>• Fact findings missions</li> <li>• B2B platform (PlastWin)</li> </ul>
Brazil	FIERGS	<ol style="list-style-type: none"> <li>1. Bio-based materials and composites</li> <li>2. Green transportation</li> </ol>	<ul style="list-style-type: none"> <li>• Ambassadors / experts mobility</li> <li>• Fact finding missions</li> <li>• B2B platform Europe-Brazil</li> </ul>

## B. Presentation of WIINTECH 2020 partners

The WIINTECH 2020 consortium is composed by the different partners that have been part of the WIINTECH project and of the Poly4EmI project. This consortium gathers seven European clusters that have been and are deeply involved in European cluster management excellence programs.



### 1. Plastipolis

Plastipolis is the only competitive cluster of plastics engineering in France. Located in Oyonnax, in the so-called Plastics Vallée of France, it brings together all the operators in the sector (companies, R&D centres, training centres, and institutional entities) in the Rhône-Alpes and Franche-Comté regions. Its aim is to promote the expertise of French plastics engineering companies on a European and international level. As a leading Technology Cluster for Polymer Industry in France, Plastipolis now regroups more than 320 members (210 companies).

The main missions of Plastipolis are:

- The stimulation of innovation within the plastics industry with connecting technologies and business applications



- The support of small and medium companies in the plastics industry in new developments
- The improvement of the cooperations between industrial and academic entities and the establishments of partnerships

In particular, Plastipolis has built its innovation strategy across different strategic technology domains that have been defined in connection with trends and challenges of the major business markets: construction, transportation, medical, packaging sector, energy and environment, sport and consumer goods.

In 2013, Plastipolis has just awarded the Gold label, the highest European award in cluster performance evaluation. This label is the result of the work achieved and recognizes excellence in the services offered by the cluster to its members. Delivered by ESCA (European Secretariat for Cluster Analysis) and set up following a complex and demanding process, it acknowledges the cluster's quality relatively to service offering (collaborative projects set up, collective training programs, and international missions), innovation promotion and development, field strategy and networking activities. This label is an overall recognition of the cluster's dynamics put in place since 2005 and of the collaborative work lead between companies, universities and research laboratories. This is the assurance of a reaffirmed position in Europe and outside of Europe for Plastipolis and its members.

## 2. Proplast

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Created 1997, Proplast is a R&D and training center linking about 100 enterprises and a list of universities all involved in the polymer business.

It can be considered today the biggest Italian R&D source in the plastic processing industry. Based in Piedmont, Proplast works at national and international level, with a particular interest in the Italian/French cooperation.

Proplast has some major objectives:

- R&D,
- Training,
- local (regional) development

Proplast activities are in the following technical/scientific fields:

- polymer materials
- product and process engineering
- transformation processes
- micro and nanocomposite Materials
- innovative polymers
- bio-polymers
- sensorial properties of plastics

## 3. Veneto Nanotech

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Veneto Nanotech – the Italian high tech Nanotech Cluster - is a non-profit research organization established in 2003 by the Universities of Padua, Venice and Verona as well as by the Veneto Region in cooperation with the Italian Ministry of University and Research (MIUR), numerous public institutions and private companies, aiming at coordinating the initiatives and at unifying the strategic vision of the Italian Nanotechnology high tech Cluster. Its successful implementation in Veneto region is enhanced by the numerous real application opportunities and the nation's highest number of per capital businesses, which translates into a high concentration of industries potentially interested in nanotechnology.

Veneto Nanotech work to foster transferability of nanotechnology research products to innovative and high tech companies, and to support the development of nanotechnology-based startups. Veneto Nanotech is also active in the formation of young and talented researchers and in the organization of courses for entrepreneurs and companies' staff in order to demonstrate the potential applications of nanotech. It acts as a mediator at institutional level for enterprises and research centers interested in creating new products with high technology content. Great part of Veneto Nanotech's mission is dedicated to support R&D activities, to strengthen the existing infrastructure and to leverage the present regional competences as well as foster new international networks.

#### 4. Plastival

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Plastival was created in December 2010 as a Regional and Sectorial Cluster located in the region of Valencia (Spain) focus on Plastic Convertors value chain Companies. Plastival was promoted by la Regional Association AVEP (Valencian Plastic Association) and nowadays is formed by 50% companies in the region, Technology Centers and Universities.

Its goals are:

- serve as a forum for the generation of ideas and detection of business needs of the Valencian plastics industry;
- enhance its innovative culture supporting the participation of plastic industry companies in activities of R+D+i;
- boost competitiveness and the expansion and diversification of the commercial offer of companies of the sector.

#### 5. Poolnet

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The Portuguese Engineering and Tooling Cluster, which incorporates the Moulding, Special Tools and Plastics industries, was officially recognised by the Portuguese Government in 2009, and is legally represented by the association Pool-Net – Portuguese Tooling Network, whose comprises 73 members, being businesses (77%), Universities and R&D Centres (17%), Training Centres (1%), Trade Associations (4%) and Public Bodies (1%). Last year, Pool-Net has been awarded with the Bronze Label of the European Cluster Excellence Initiative and is working to obtain the Gold Label.

The main goal of Pool-Net is to manage and coordinate initiatives, projects and dynamise corporate cooperation, in view to implement the strategic plan established for the Engineering and Tooling Industry and place it in top5 at worldwide label. To carry out its mission, Pool-Net has key partners in specialised training, R&D +I&T and business development.

In the last years, the cluster was deeply involved in R&D and innovation projects, studies and other initiatives towards the sustainable development of the industry, promoting product development in strategic areas (aeronautics, automotive, medical devices, packaging, electronics, energy and environment) enhancing their competitiveness and international positioning. Pool-Net works to stimulate innovative activities by promoting interactions, the sharing of facilities and the Exchange of knowledge and expertise, as well as contributing to technology transfer, networking and information dissemination.

The Cluster has a deep knowledge of the international environment and is fully aligned with the European Tooling Technology RoadMap (2014-2020), developed within the EUROPEAN TOOLING PLATFORM (MANUFUTURE SUB-PLATFORM) and geared towards the opportunities of HORIZON 2020, thereby taking advantage of the most advanced technologies which will be a feature of the "Factories of the Future" recommended by the EU.

Pool-net provides a portfolio of support services for its members: such as access and inclusion in international innovation network; expand visibility through promotion of the international campaign and brand Engineering & Tooling from Portugal; use a collective brand; access to events and meetings which disseminate knowledge, tools and the best practices in relevant areas; reports following the business trips or interclustering trips, support and technical advice in funding and setting up innovation projects.

## **6. Business Upper Austria Ltd. - Clusterland**

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Business Upper Austria Ltd., Department Clusterland covers seven cluster organisations and two cross-sectorial networks encompassing all together more than 1,850 companies. Most cooperation projects are dedicated primarily to the development of new technologies and products.

Our slogan "Innovation through cooperation" can be underpinned by the following statistical data: 390 submitted, current and concluded projects with more than 1,650 Participating companies. In total, 1,770 events were organised, attracting approximately 66,800 participants.

By implementing Cross-sectorial networks it turned out that a positive impact on the competitiveness and competence of a company are not or not entirely specific to a particular industry. Companies from one sector will often benefit from experience and knowledge gained within other sectors. Consequently various topical networks spanning several industries were set up, for instance in the fields of human resources and energy efficiency. They focus on key issues for entrepreneurial success, in particular on non-technological innovations.

The main focuses of the Plastics Cluster for example are:

- Smart Plastics
- Light Weight Materials, composites
- Wood Plastic Composites
- Biopolymers
- Plastics for Renewable Energies (Green Tech)
- Management of cooperative projects

## **7. Chamber of Commerce and Industry of Slovenia (CCIS)**

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The Chamber of Commerce and Industry of Slovenia (CCIS) provides essential services for enterprises operating in Slovenia, and it is the ideal local partner for foreign investors. The CCIS was founded more than 160 years ago and now has around 9,000 member companies of all sizes and from all regions. It is a non-profit, non-governmental, independent business organization representing the interest of its members and is Slovenia's most influential business association. CCIS unites under its roof 25 branch associations representing all sectors of Slovenian Economy. CCIS operates a network of 13 regional chambers.

CCIS is involved in numerous national and international projects related to research and development, business and entrepreneurship, internationalization, social issues (equal opportunities, social dialogue ...) as well as training and education.

The CCIS is working hard to enhance Slovenia's business sector and to create more opportunities which will attract foreign direct investment, particularly in high value added activities. It will continue to serve as the partner of choice for Slovenia based companies.

From 2014, CCIS is partner of the project Poly4emi that aims to foster new value chains and cross-sectorial spill-over in the field of biopolymer industry. CCIS is responsible for connecting the main industrial and cross-sectorial associations (companies, researchers, innovative groups), for communication of project activities and results towards entrepreneurial and other public. CCIS is responsible for the analysis of key barriers and success factors for cross-sectorial spill-overs; for development and testing of new business support services and for developing and testing of the voucher system/approach.

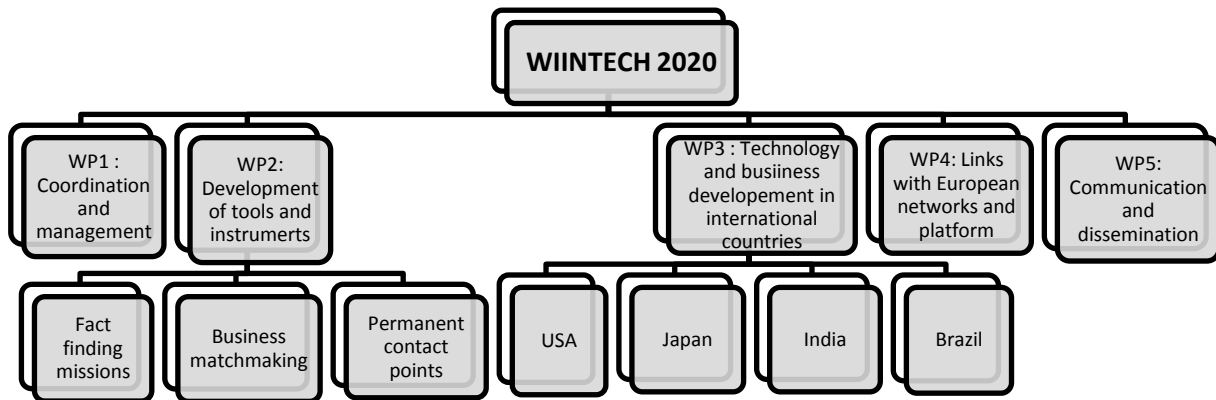
## C. Activities description

The project is organised with the following tasks:

- Organization of tailored fact-finding missions in international countries:
  - Technology brokerages
  - Business meetings
- Tailored identity shaping and joint promotional activities such as
  - Establish permanent contact points in third countries (e.g. legal advice, identification of a permanent representative);
  - Study on the feasibility of establishing a representation in Europe for WIINTECH partners' international delegations.
- International matchmaking activities involving the cluster SME members such as
  - Organisation of international cluster matchmaking missions in third countries and in Europe, facilitating C2C (cluster-to-cluster) and B2B tailored meetings;
  - Setting of missions focusing on economic impact for companies, with B2B programmes

WP	contents	WP leader
1	Coordination and management	Plastipolis
2	Tools and instruments development	Clusterland
3	Cooperation development in each country	Plastipolis
3.1	USA	Poolnet
3.2	Japan	Veneto
3.3	India	Proplast
3.4	Brazil	Plastival
4	Links with European networks and platforms	CCIS
5	Communication and dissemination	Proplast

The activity breakdown of the project is presented here after:



## D. Timeframe

WP	Main tasks and milestones	2015	2016				2017	
WP1	Coordination and management	▲ KO meeting	▲ Wiitech 2020 partnership agreement		▲ Updated MOUs			▲ Final event
WP 2	Development of tools and instruments	■ Overall review et analysis		▲ Toolbox per country			▲ Handbooks and guidelines for SMEs	
WP 3	USA	◆ Contacts and information to international partners	▲ EU office in US	■ B2B mission		▲ US office in EU	} Synthesis Workshop	
	Japan		▲ Plastic Japan	▲ Japan office in EU	■ B2B mission			
	India		■ PlastWin platform		▲ Plastasia	■ B2B mission		
	Brazil			■ B2B mission	▲ Feiplastic			
WP 4	Links with European networks and platforms	■ RIS3 analysis		▲ Workshop DG Growth Brussels		▲ Joint workshop with Textile 2020		
WP 5	Communication and dissemination		▲ JEC Europe	▲ Plastipolis Forum	▲ Meetings at K fair	▲ JEC America	▲ Plant based summit	