

ACTION

European Cluster Excellence Programme

ClusterXchange

### **PROJECT**

REgrouping MOBILIty clusters to develop Skills and Exchange Midterm report on the implementation of (joint) activities regarding ClusterXchange

GRANT AGREEMENT NUMBER 101037876

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D5.1







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Abstract (for dissemination)	This report will show the advancement of REMOBILISE ClusterXchange exchanges after one year of implementing the actions: activities, matching relationships, problems encountered, solutions implemented, and resources spent. This report will especially seek to show the alignment with the ClusterXchange methodology, from the promotion of the program to the follow-up after the exchanges, including the enrolment of participants, the exchanges preparation and the exchanges themselves.
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### Abstract

This report will show the advancement of REMOBILISE ClusterXchange exchanges after one year of implementing the actions: activities, matching relationships, problems encountered, solutions implemented, and resources spent. This report will especially seek to show the alignment with the ClusterXchange methodology, from the promotion of the program to the follow-up after the exchanges, including the enrolment of participants, the exchanges preparation and the exchanges themselves. This report will be used as a periodic validation of the activities and provide the opportunity to improve the scheme if needed.

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# **Executive Summary**

Work Package 5 is all about the ClusterXchange program. The ClusterXchange program supports short-term exchanges to better connect Europe's industrial ecosystems. The general objective of ClusterXchange is to encourage and facilitate transnational, cross-regional, sectoral and cross-sectoral cooperation between clusters and their members to boost their learning and innovation-oriented activities with the view to increase the competitiveness of European SMEs. ClusterXchange is already in its 4<sup>th</sup> Generation (2020) in term of European Strategic Cluster Partnerships. One of these partnerships is ours: REMOBILISE. With this project we have access to the ClusterXchange program and we offer to all of our partners the opportunity to join and to broaden their horizon within Europe.

This report will show the advancement of REMOBILISE ClusterXchange exchanges after one year of implementing the actions: activities, matching relationships, problems encountered, solutions implemented, and resources spent. This report will especially seek to show the alignment with the ClusterXchange methodology, from the promotion of the program to the follow-up after the exchanges, including the enrolment of participants, the exchanges preparation and the exchanges themselves. This report will be used as a periodic validation of the activities and provide the opportunity to improve the scheme if needed.

This report is divided in multiple sections. In chapter one we discuss our experiences concerning ClusterXchange from the perspective of the five different clusters within REMOBILISE. Subsequently, in chapter two we discuss which activities have been carried out for the promotion of ClusterXchange and the ClusterXchange IT tool. Then, we discuss the next steps until the end of our project (M24) we will perform to communicate and work with ClusterXchange and its tool towards our SMEs, scale-up supporting organizations and other cluster organizations. Finally, our measurable significant results will be communicated.



## **Issues and Problems**

The ClusterXchange programme is not new to this consortium. REMOBILISE is a continuation of the initial RECiPE4Mobility partnership (ESCP-4x). During the period of this partnership, a lot of experience was gained with ClusterXchange, the CXC Support Office and the CXC IT tool. Mainly because of COVID-19, there have been many issues with the implementation of the support program. However, considering the time that was left after COVID-19 back then, we were able to end the RECiPE4Mobility partnership with 27 exchanges in total within a timeframe of less than a year. Therefore, the REMOBILISE partnership embarked on ClusterXchange with great confidence from past experience.

But the REMOBILISE partnership believes that the initial ClusterXchange IT tool is not user friendly and it takes a lot of effort and time to fill in all the necessary steps in order to start and create an exchange between an HO and VO. Therefore, asking external companies to create profiles and fill it out might be too demanding unless we provide something in exchange for their efforts.

But on 20 September 2022, we received notification from the CXC Support Office that a new CXC IT tool has been launched. This can only be accessed if you are an administrator. It is them who create the exchanges and, once they have filled in the information about the HO and VOs, the HO and VO administrators will have access to the CXC IT Tool. We think this is a huge step in the right direction. It saves a lot of time, especially for the HO and VO, and it gives the REMOBILISE partnership a more significant role as 'coordinator' until exchanges are set up.

However the exchanges encoded in the 'old' CXC IT Tool have not been transferred to the new one. This was unfortunate, because in our case we had to re-enter a number of exchanges. A small effort for the greater good. In addition, we were told on 30 September 2022 that there are still some bugs in the new tool. In particular, this has to do with linking the IT tool to the ECCP website. There were also problems with saving draft (group) exchanges. The CXC Support Office was actively contacted about both problems. However both problems unfortunately could not be resolved in the short term. It resulted in us organising most of the REMOBILISE exchanges without the IT tool. On the advice of the CXC Support Office, we therefore shared the Commitment to Quality, Financial Agreement and Final Activity Report documents by email with the HO and VO parties involved. This was very much helped by the CXC Support Office. So it also means that these exchanges did not get a unique ID from the IT tool. An overview of all exchanges can be found in the appendix on page 20.

So unfortunately, we have gained minimal experience from the new IT tool. This is unfortunate. But at the same time, despite the problems with the tool, we have found a good way to realise as many exchanges as possible. Hopefully, the tool will be operational in the second year of the REMOBILISE partnership so that we can gain experience with the new tool.

#### **CXC Satisfaction Survey**

This survey intends to measure the satisfaction of the European Cluster Partnerships | Excellence with the ClusterXchange programme and, more specifically, the CXC Support Office (CXC SO)'s performance. The REMOBILISE partnership successfully submitted the survey on 15 December.



# **Digital Promotions**

#### Online Promotions

ClusterXchange and the ClusterXchange IT tool have been promoted online by:

- ClusterXchange is listed on the REMOBILISE website https://remobilise.eu/clusterxchange/
- 2. ClusterXchange can be found on all websites of the five partners:

https://www.raivereniging.nl/artikel/nieuwsberichten/2022-q1/20220303-the-remobilise-project-has-just-started.html

https://www.mobilitylogistics.de/mobility/nachhaltige-mobilitaet/projekt-remobilise

#### https://mobinovptpt-

my.sharepoint.com/personal/isabel\_oliveira\_mobinov\_pt/\_layouts/15/onedrive.aspx?id=%2 Fpersonal%2Fisabel%5Foliveira%5Fmobinov%5Fpt%2FDocuments%2FPDFs%20SITE%20MO BINOV%2FREMOBILISE%2D%2D%2D%2D%2Epdf&parent=%2Fpersonal%2Fisabel%5Foliveira %5Fmobinov%5Fpt%2FDocuments%2FPDFs%20SITE%20MOBINOV&ga=1

https://nextmove.fr/en/about/europe-connexions

https://zonecluster.eu/en/2022/03/03/the-remobilise-project-has-just-started/

3. ClusterXchange is promoted through the Twitter and LinkedIn pages of REMOBILISE: <a href="https://twitter.com/REMOBILISE2/status/1600866385353011200?s=20&t=vUGWcTQoqHKcOmYvIAX3Ag">https://twitter.com/REMOBILISE2/status/1600866385353011200?s=20&t=vUGWcTQoqHKcOmYvIAX3Ag</a>

https://www.linkedin.com/posts/remobilise\_opportunity-europe-collaboration-activity-7006631316376940544-KYmV?utm\_source=share&utm\_medium=member\_desktop

- 4. These messages were shared on both platforms by all accounts of the five partners;
- 5. Contacts have been made to other clusters and members.

### Promotion via Digital Events

An exclusive presentation regarding ClusterXchange and the ClusterXchange IT tool was given to five employees of the office for economic development of the City of Regensburg on the 4th of April 2022. On the next page you'll find a selection of slides from the presentation explaining the ClusterXchange program and the ClusterXchange IT tool.





# **Brief introduction ClusterXchange**

#### What it is supported?

 Short-term exchanges (three working days to one month) for transnational cooperation, learning, networking and innovation-oriented activities between the participants

#### Use

- · Learn from actors in another cluster
- · Explore growth opportunities in new markets
- Take up new technologies
- · Invest in strategic interregional collaboration.

#### **Main Requisites:**

- All participants to come from COSME participating countries
- All exchanges to be cross-border: host and visiting organisations registered in two different eligible countries
- Each eligible organisation may benefit from the scheme only once as a visiting organisation per generation.
- The amount of financial support per third party (visiting organisation) must not exceed the threshold per host country.
- Host & visiting organisation distance ≥ 200 km



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# ClusterXchange participants



#### Visiting organisation

- Cluster organisations and business network organisations
- SMEs from a COSME participating country that is a cluster member (EU definition: <250 employees, turnover <50M€ or Total annual balance sheet <43M€)</li>
- Scaling-up support organisations that is a cluster member (technology centre, research institute, fab-lab, resource-efficiency service provider, [digital] innovation hub, creative hub, incubator or accelerator)

#### Host organisation

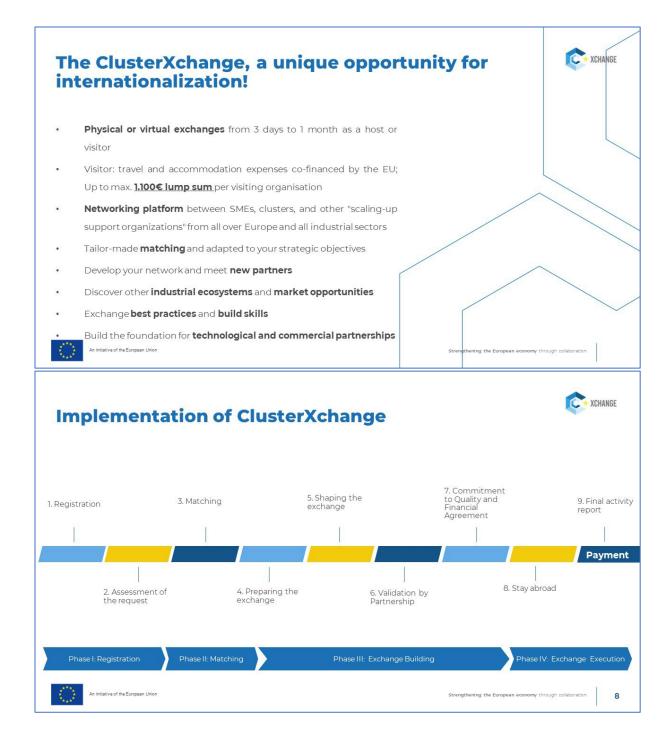
- Cluster organisations and business network organisations
- SMEs
- Scaling-up support organisations
- Training providers
- · Large companies
- Public authorities at both regional and city/administration levels that are active in a cluster



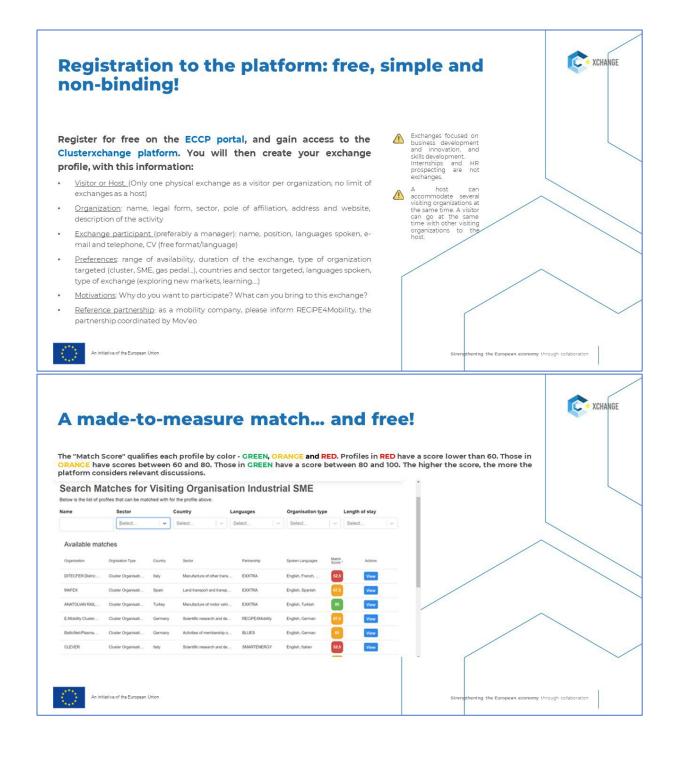
Strengthening the European economy through collaboration

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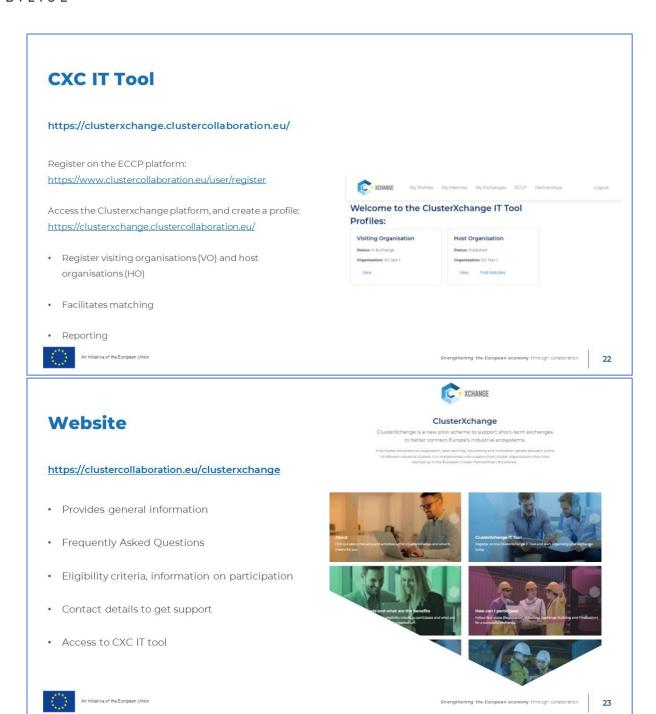














### Promotional events

Furthermore Cluster Mobility & Logistics also gave a presentation about the REMOBILISE partnership and ClusterXchange during the Bayerischer Innovationskongress. 33 participants were present. This local event was the opportunity to present all the opportunities that REMOBILISE will offer throughout the project, including ClusterXchange and the CXC IT tool as the photo and slides below illustrate.





## Internationale Zusammenarbeit im Mobilitätssektor

#### REMOBILISE und RECIPROCITY - zwei europäische Mobilitätsprojekte

mit dem Ziel Herausforderungen wie Urbanisierung, Klimawandel und Digitalisierung in internationaler Zusammenarbeit anzugehen

und damit den Entwicklungs-& Implementierungsprozess von innovativen Mobilitätslösungen zu beschleunigen.



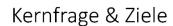
"Replication of innovative concepts for peri-urban, rural or inner-city mobility"



"REgrouping MOBILItyclusters to develop Skills and Exchange"



REMOBILISE







Stärkung unserer Clusterfähigkeiten

Anbieten neuer Dienstleistungen für das städtische Mobilitätsökosystem





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# REMOBILISE Aktivitäten



- 27 Interviews mit Clustermitgliedern
  - Gesamtbild des städtischen Mobilitätsökosystems
  - Evaluierung unserer Clusterservices



 Zertifizierung der Cluster mit dem European Cluster Excellence Label (bronze-gold)



- Einbindung von Clustern, KMUs, Service Providern etc. im ClusterXchange "ERASMUS für Organisationen" (Zuschuss bis 1100€)
  - Cluster Mission Paris, Nov 22









# Beispiel CXC: IAA 2021 in München



- Topic: Safe and Sustainable Urban Mobility
- Duration: 7<sup>th</sup> 9<sup>th</sup> September 2021
- Area concerned: German state of Bavaria
- Main objective: Networking

Niederländische Delegation am Cluster Mobility & Logsitcs Stand



Furthermore in an attempt to add more registrations to ClusterXchange there have been a seperate meeting with a delegation of ten participants of Pilsen, Czech Republic (Twinning programm) which was held on the 25<sup>th</sup> of July 2022. The slides were roughly the same as the ones that were presented during the Bayerischer Innovationskongress. Therefore the photo below represent as evidence:



### Fast & Curious video

The ClusterXchange Support Office is remodelling the ClusterXchange promotion strategy that includes a new approach towards certain Fast & Curious video interviews. This is a 90-second video that was shared via the official ECCP channels such as the newsletter, social media and the ClusterXchange website.

In December 2022, the REMOBILISE partnership took part in the Fast & Curious interviews: <a href="https://youtu.be/oXSBh7sibB8">https://youtu.be/oXSBh7sibB8</a>



## **Next steps**

Our goal is to use ClusterXchange to register during the remaining two Cluster Missions in Portugal (Porto) and Hungary (Boedapest). Also, we want to make use of the ClusterXchange program for bigger international fairs such as the JEC in Paris and the Solutrans fair in Lyon. Furthermore we will still remain to promote ClusterXchange and the ClusterXchange IT tool via our newsletters, mailings to cluster-member and introducing it at other events. Hopefully this will increase the numbers of registrations.

# Significant results

In the table below you will find our targets in term of number of exchanges specified in our Grant Agreement on the left and on the right the status after M12 (January 2023).

Targets in Grant Agreement	Status
80 exchanges	42
20 outside partnership	19
5 cluster organisations	13
40 SME's	18
10 scaling-up support organisations	2
15 large companies	5
10 public authorities	4

At the time of writing this report we are also finalizing a group exchange which started on the 15<sup>th</sup> of November end ended on the 17<sup>th</sup> of November in Barcelona. The group exchange consists of one HO from Spain and five VOs. So that means we are actually at 47 exchanges. But since these are not yet fully completed, we are not counting them in the official interim report.

Exchange no.	НО	VO	VO Type of entity	Inside/outside partnership	(Group) exchange	Status	Remarks
	NextMove	AGORIA	cluster organisation	Inside	Cluster Mission in Paris	Completed, but without the IT tool	
	NextMove	Agricultural ICT Cluster (AgroIT Nonprofit Ltd.)	cluster organisation	Inside	Cluster Mission in Paris	Completed, but without the IT tool	
	NextMove	Automobiliski klaster Srbije	cluster organisation	Inside	Cluster Mission in Paris	Completed, but without the IT tool	
	NextMove	AVIA Valencia	cluster organisation	Inside	Cluster Mission in Paris	Completed, but without the IT tool	
	NextMove	Business Tampere	cluster organisation	Inside	Cluster Mission in Paris	Completed, but without the IT tool	
	NextMove	Eastern cluster ICT	cluster organisation	Outside	Cluster Mission in Paris	Completed, but without the IT tool	
	NextMove	FME	cluster organisation	Inside	Cluster Mission in Paris	Completed, but without the IT tool	
	NextMove	NGO	cluster organisation	Outside	Cluster Mission in Paris	Completed, but without the IT tool	
	NextMove	SAMS Norway	cluster organisation	Inside	Cluster Mission in Paris	Completed, but without the IT tool	
	NextMove	Strategische Partnerschaft Sensorik e.V.	cluster organisation	Inside	Cluster Mission in Paris	Completed, but without the IT tool	
	NextMove	Ukrainian Automotive and Mobility Cluster	cluster organisation	Inside	Cluster Mission in Paris	Completed, but without the IT tool	
	NextMove	Axxor	SME	Inside	Equip Auto	Completed, but without the IT tool	
	NextMove	Carwei	SME	Outside	Equip Auto	Completed, but without the IT tool	
	NextMove	Ganzeboom	SME	Outside	Equip Auto	Completed, but without the IT tool	
	NextMove	Inalfa	large company	Inside	Equip Auto	Completed, but without the IT tool	
	NextMove	NRF	large company	Inside	Equip Auto	Completed, but without the IT tool	
	NextMove	Sekisui Europe B.V.	large company	Inside	Equip Auto	Completed, but without the IT tool	
	NextMove	Trescal	large company	Inside	Equip Auto	Completed, but without the IT tool	
	NextMove	WK Automotive	SME	Inside	Equip Auto	Completed, but without the IT tool	
	ARIA Hauts-de-France	Automotive Campus	scaling-up support organisation	Inside	Innovation Mission Hauts-de-France	Completed, but without the IT tool	
	ARIA Hauts-de-France	Brainport Development	scaling-up support organisation	Inside	Innovation Mission Hauts-de-France	Completed, but without the IT tool	
	ARIA Hauts-de-France	Delft IMP	SME	Outside	Innovation Mission Hauts-de-France	Completed, but without the IT tool	
	ARIA Hauts-de-France	Kalpana Systems B.V.	SME	Outside	Innovation Mission Hauts-de-France	Completed, but without the IT tool	
	ARIA Hauts-de-France	SALD by	SME	Outside	Innovation Mission Hauts-de-France	Completed, but without the IT tool	
	ARIA Hauts-de-France	Sorama B.V.	SME	Inside	Innovation Mission Hauts-de-France	Completed, but without the IT tool	
	ARIA Hauts-de-France	TNO	public authority	Inside	Innovation Mission Hauts-de-France	Completed, but without the IT tool	
	ARIA Hauts-de-France	TU/e	public authority	Inside	Innovation Mission Hauts-de-France	Completed, but without the IT tool	
EG927FA8	NextMove	Aniform	SME	Outside	JEC Paris	Completed	
EG771TA6	NextMove	Brightlands Material Centre/TNO	public authority	Outside	JEC Paris	Completed	
EG299XA6	NextMove	Cato Composites	SME	Outside	JEC Paris	Completed	
EG900FA3	NextMove	CompositesNL	cluster organisation	Inside	JEC Paris	Completed	
EG784VA3	NextMove	Donkervoort	SME	Inside	JEC Paris	Completed	
EG877HA3	NextMove	DSM	large company	Outside	JEC Paris	Completed	has not made use of the lump sum
EG623SA9	NextMove	DTC	SME	Outside	JEC Paris	Completed	
EG398HA2	NextMove	Fontijne Presses	SME	Outside	JEC Paris	Completed	
EG784PA8	NextMove	Indupol	SME	Outside	JEC Paris	Completed	
EG501FA3	NextMove	InHolland	public authority	Outside	JEC Paris	Completed	
EG549YA6	NextMove	KVE Composites Group	SME	Outside	JEC Paris	Completed	
EG570BA3	NextMove	Plasthill/Oerlemans	SME	Outside	JEC Paris	Completed	
EG50WA1	NextMove	Polyworx	SME	Outside	JEC Paris	Completed	
EG630VA0	NextMove	TPY	SME	Outside	JEC Paris	Completed	
EG134TA2	Basque Mobility and Logistics Cluster, MLC ITS Euskadi	NextMove	cluster organisation	Inside	Mission to the Basque Country	Completed	
	Instituto Aragones del Fomento	CIL4Sys Engineering	SME	Inside	Smart City Expo Barcelona	Waiting for Final Activity Report	Established without IT tool
	Instituto Aragones del Fomento	Nextérité	SME	Inside	Smart City Expo Barcelona	Waiting for Final Activity Report	Established without IT tool
	Instituto Aragones del Fomento	UTAC	large company	Inside	Smart City Expo Barcelona	Waiting for Final Activity Report	Established without IT tool
	Instituto Aragones del Fomento	WISP Solutions	SME	Inside	Smart City Expo Barcelona	Waiting for Final Activity Report	Established without IT tool
	Instituto Aragones del Fomento	YoGoKo	SME	Inside	Smart City Expo Barcelona	Waiting for Final Activity Report	Established without IT tool
	-						



### Remobilise Partners











**NextMove (France):** Since 2006 NextMove brings together and supports mobility players in the Normandy and Paris area regions: manufacturers or service companies, SMEs, start-ups, public institutions, territories, research and training players. With more than 600 members, NextMove is one of the largest French communities in product and service innovation in the field of mobility. Their objective: foster the funding of R&I projects and collaborative business for their members and build the "Mobility Valley", a European and International reference of innovative and responsible mobility for the future.

Cluster Mobility and Logistics (Germany): In the age of electromobility and IT logistics, the cluster works with their partners and members to find intelligent answers to upcoming social and technological challenges. Through broad networking, mediation of project partners, contacts to international networks and the initiation and promotion of research projects, they sustainably shape the innovation fields of mobility and logistics. The Cluster Mobility & Logistics based in the TechBase Regensburg is managed by R-Tech GmbH, a subsidiary of the city of Regensburg.

**Zone Cluster (Hungary)**: Created in 2018, Zone Cluster is a recent cluster which aims to become a significant European professional base for the future mobility solutions and infrastructures development. The activity of the cluster is focused on Hungary, but with involving regional (Hungary, Austria, Croatia, Slovenia) countries and European Union countries as well. It has encountered a major success being part of the EIT Urban Mobility.

RAI Automotive Industry NL (Netherlands): Created in 2011, since 2020 part of the RAI Association. Cluster organisation RAI Automotive Industry NL is the leading authority in Dutch automotive manufacturing and supply chain industry, focusing on global automotive and mobility solutions by joining forces with industry members and stakeholders and acting as a catalyst in the fields of innovation and education.

**Mobinov (Portugal)**: Created in 2016, Mobinov is an automotive cluster aiming to foster the growth of the national automotive sector through mobilizing initiatives and projects that enhance competitiveness, innovation, and increased added value for its members. It has 69 members, including 32 SMEs.