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This session will be recorded!



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REMOBILISE

REgrouping MOBILity clusters to develop Skills and Exchange

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REMOBILISE



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Agenda – consortium building

- Short introduction
- Themes & Topics
- Fishing for Business
- Partners and content
- Writing Agency
- Role of clusters in Project
- Conclusion



Relevance

- **Why are we doing this?**
- Importance of a consortium
- Importance of the steps taken to make a consortium successful



Themes & Topics

- It all starts with content (e.g. Automotive Roadmap, zero emission, accidents, congestion) → from big themes to detailed content)
- Where is the pain / are the needs
- Funding opportunities



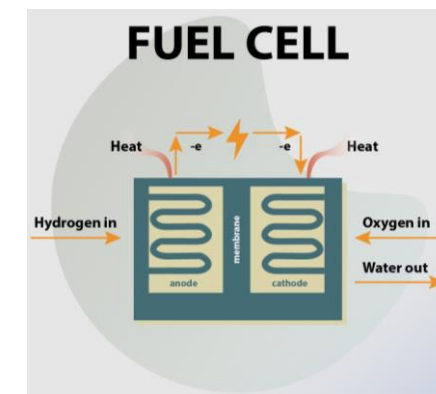
Fishing for Business



Starting strong

- Pain / needs
- More pain / needs → x2 x3 x4
- Calls

Companies seeking new methods to innovate in order to grow towards into the future **E.g. (Bosal)**



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Partners & Content



Key factors for successful collaboration

- Timing
- Key partners - leaders
- Add partners at certain moments
- Governance structure
- Money
- Capacity
- Balanced team (competitors / diversity)





























Framework

WP structure



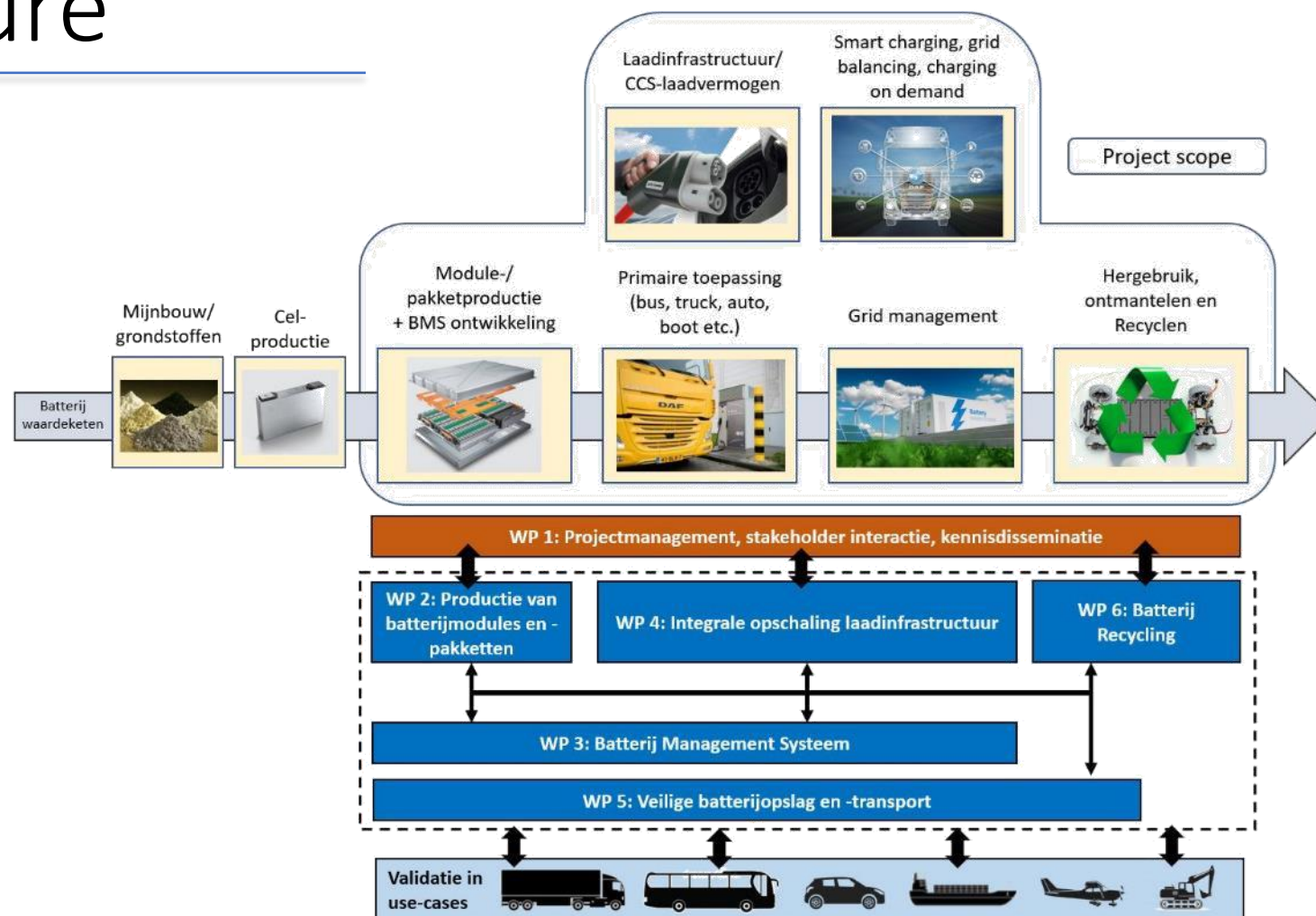
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WP Structure

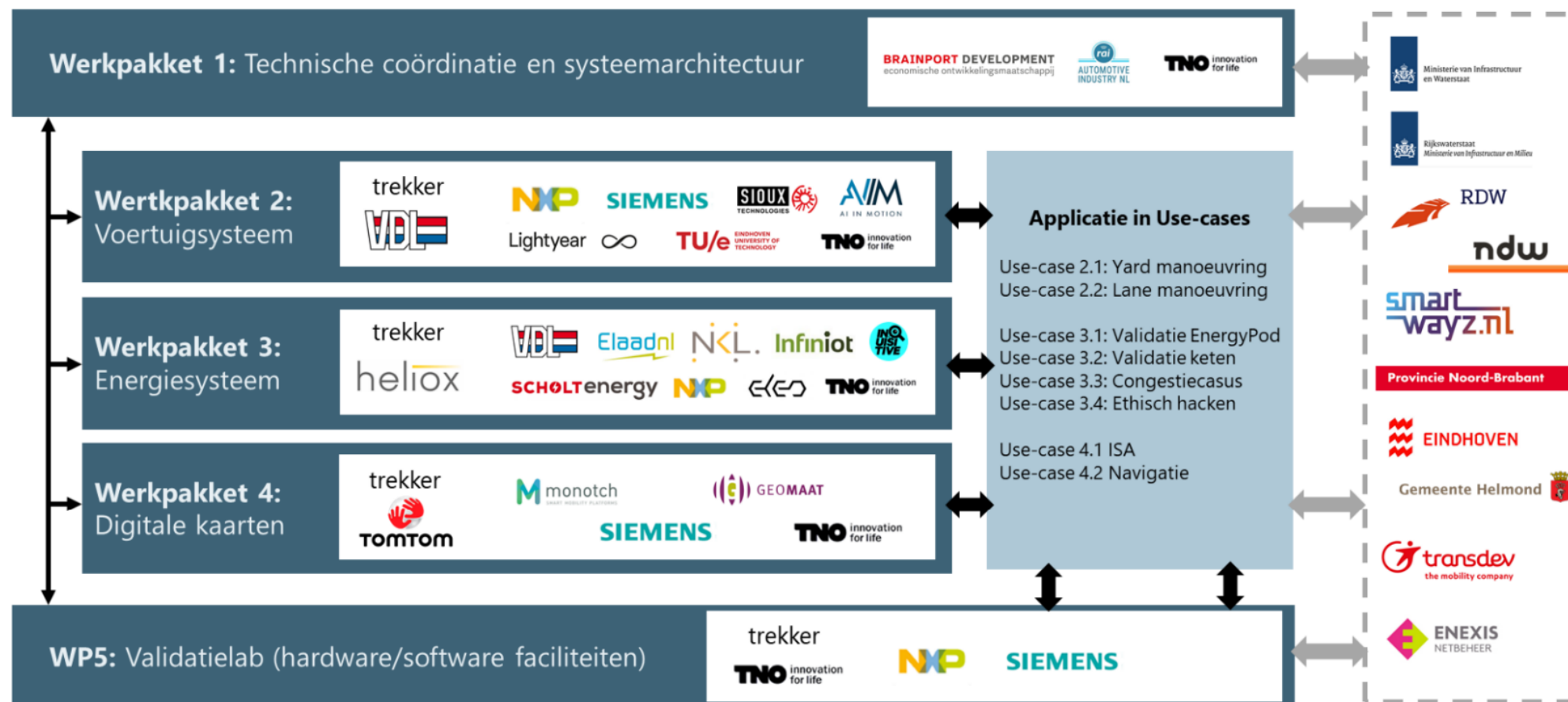
WP	Title	
1	Project management and knowledge dissemination	   
2	Retrofit of automotive and marine hydrogen HPDI engines	 
3	Development of hydrogen combustion engine for heavy-duty trucks	  
4	Development of hydrogen combustion engine for inland vessels	  
5	Development of hydrogen power core with integrated Hydrozine reformer.	  
6	Development of Solid Oxide Fuel Cell (SOFC) and investigation of dynamic behaviour of a Proton Exchange Membrane Fuel Cell (PEMFC) in (off-road) heavy transport	       
7	Research of the infrastructure of a hydrogen tank	     



WP Structure



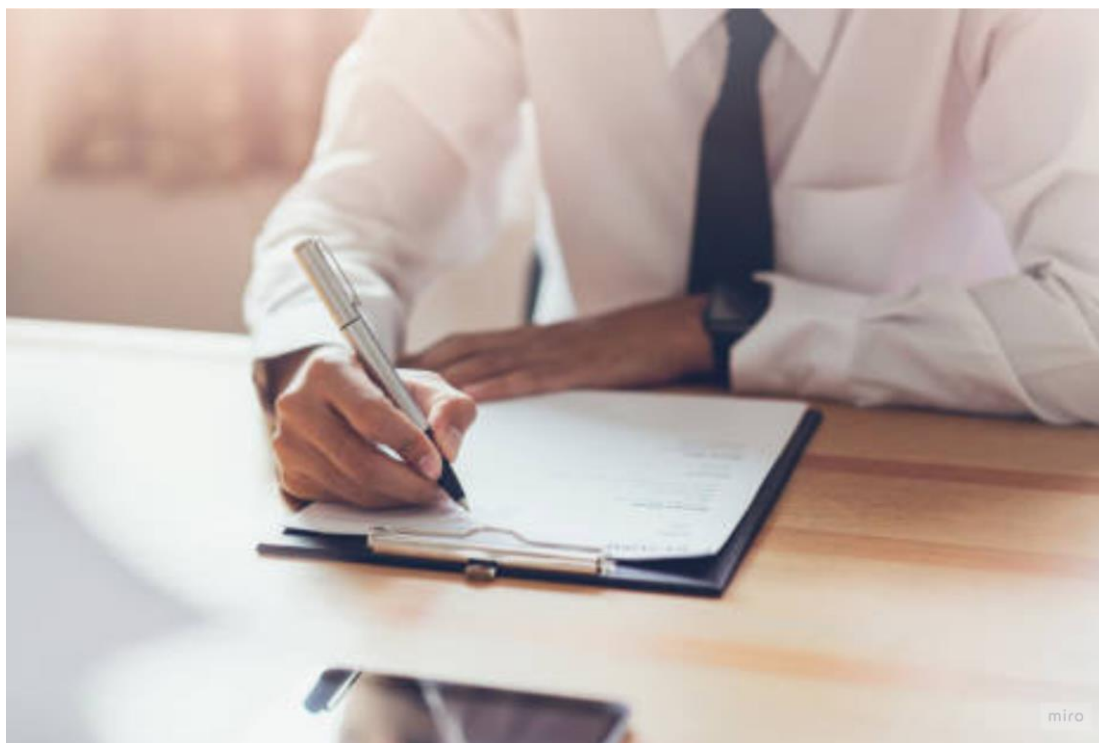
WP Structure



Figuur 5: Overzicht werkpakketten en betrokken (associated) partners



Writing Agency



Writing Agency

- Who Pays
- To do's (cluster cooperation with the writing agency)
- Fine tuning
- Style / formulation
- Impact of project on the region



Role of Clusters during proces



Cooperation Agreement

- IP
- Role's
- Governance
- Signatures
- Legal

Lobbying

- Government
- Letters of intent / Letters of support
- Clients



Role of Clusters in project



- Partner
 - Content
 - Communication
 - Project management
- Lead partner
- Support
- External PM



Assignment

- Think of the content!
 - What is your project about?
- Think about what (European) call you want to use for this?
 - Google is your friend in this!
- What 3 pains and 3 needs do you see within your content?
 - To make things more concrete
- Which partners do you need?
 - Anything is possible!
- Start build a consortium imagine
 - Like you have seen in the examples earlier in this training!
- And what role do you yourself as a cluster take in this?



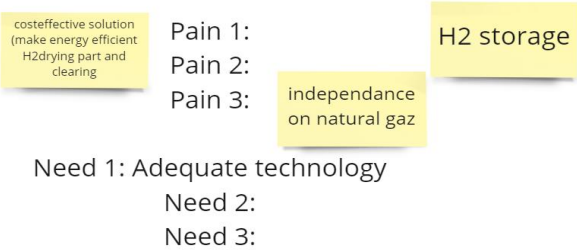
H2 drying

1. Think of the content! What is your project about?

2. Think about what (European) call you want to use for this? Horizon Europe? COSME? IPCEI? Interreg? National fund? Google is your friend in this!

Horizon Europe, IPCEI, InvestEU

3. What 3 pains and 3 needs do you see within your content? To make things more concrete

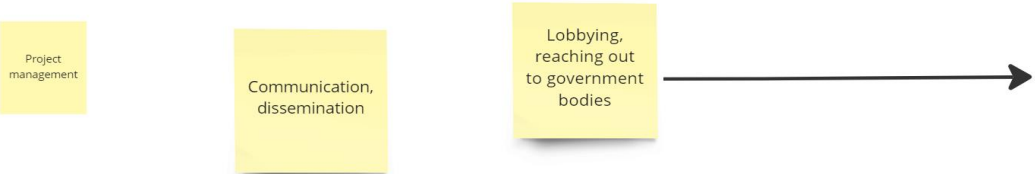


4. Which partners do you need? Anything is possible!

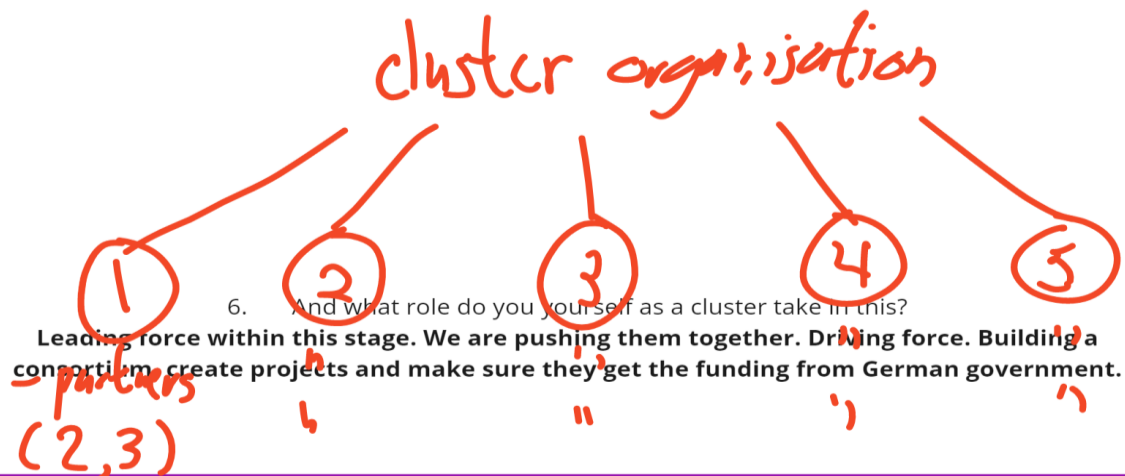
experts Retailers, pilot company, government

5. Start build a consortium imagine. Like you have seen in the examples earlier in this training!

6. And what role do you yourself as a cluster take in this?



1. Think of the content! What is your project about?
Transition for the Automotive Industry towards digitalization and e-mobility
2. Think about what (European) call you want to use for this? Horizon Europe? COSME? IPCEI? Interreg? National fund? Google is your friend in this!
It's a national call in the Bavarian area. Regional calls. But it is funded by the German government.
3. What 3 pains and 3 needs do you see within your content? To make things more concrete
- Pain 1: **don't know how to adapt**
Pain 2: **what about the new workforce? Lack of qualified employees**
Pain 3: **lack of funding for new transitions in general**
- Need 1: **SME need to adapt to new value change and supply chains.**
Need 2: **suppliers also need to create new and more electronically parts**
Need 3: **education and qualification to new employees, or retraining existing employees**
4. Which partners do you need? Anything is possible!
Big OEMs like Daimler, BMW, Audi, Porsche, they are all in the Bavarian region.
SMEs: automotive suppliers at tier 1 and tier 2
Working together with other clusters and cities within the Bavarian region
5. Start build a consortium imagine. Like you have seen in the examples earlier in this training!



Group 3: Green Group

1. Think of the content! What is your project about?

Zero Emissions

2. Think about what (European) call you want to use for this? Horizon Europe? COSME? Interreg?

IPCEI? National fund? Google is your friend in this!

HORIZON-CL5-2023-D5-01-03: Frugal zero-emission vehicles concepts for the urban passenger challenge (2ZERO Partnership)

3. What 3 pains and 3 needs do you see within your content? To make things more concrete

Pain 1: Electric steps - cause a lot of accidents and injuries

Pain 2: Infrastructure of cities (parking, safety, charging)

Pain 3: Business model

Need 1: measures to protect users and others

Need 2: Build solutions "marketable"

Need 3: Consider the whole topic (cities' policies, infrastructure availability)

4. Which partners do you need? Anything is possible!

Car manufacturer / Start-up doing battery swapping solutions / Local authorities / R&D center on crashes / On user acceptability : cluster and/or association of citizens

And build this ecosystem in different EU cities

5. Start build a consortium imagine. Like you have seen in the examples earlier in this training!

6. And what role do you yourself as a cluster take in this?

Not all clusters see a role in this. And for those who do : project management, dissemination, collaboration with users and other industrial players

1. Think of the content! What is your project about?

2. Think about what (European) call you want to use for this? Horizon Europe? COSME? IPCEI? Interreg? National fund? Google is your friend in this!

3. What 3 pains and 3 needs do you see within your content? To make things more concrete

Pain 1:
Pain 2:
Pain 3:

Need 1:
Need 2:
Need 3:

4. Which partners do you need? Anything is possible!

5. Start build a consortium imagine. Like you have seen in the examples earlier in this training!

6. And what role do you yourself as a cluster take in this?

2. NextMove/SAMS Norway
HORIZON-CL-5-2023-D6-01-01:
User-centric development of
vehicle technologies and
solutions to optimize the on-
board experience and ensure
inclusiveness (CCAM
partnership)
RIA

3. Need1. trust and safety
of autonomous vehicles
Need 2. Ability of the
system to identify and to
accomodate for the needs
of the passengers

4. Partners;
Research institutes
on SSH and
Transportation,
OEMs and partners
from Japan etc
according to the call

Pain 1. Ecosystem
of tech levels not
mature
Pain 2. Lack of
inclusiveness in
current solutions

Thank you for your attention



<https://remobilise.eu/>



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