

# Summary of intermediate results of work package 3 – Knowledge

Preparation for the working days in Kiel, 12.12.17

## Summary for discussion part one: Clusters – paving the way to transnational innovation cooperation with concrete measures

### Intermediate results:

- SMEs:
  - Most of the cluster firms are SMEs
  - special services to support SMEs: no special tools, but some good examples: services 1 to 1 matchmaking between SMEs; services with consortiums to screen for SMEs to help interaction; physical visits to companies and a focus on their needs; Business to Business matchmaking; improving the dialogue between cities and enterprises (cities are available to enterprises as a test bed); one on one guidance (For example: an SME could get 2 days of financing support);
- Diversity of all firms in the different sub-sectors of renewable energies: Most of the clusters are starting to work or are already working across sectors: logistic and mobility, district heating and cooling (system solutions) and aerospace and port industries
- Diversity of the different parts of the energy value chain in the different clusters: nearly all clusters include firms covering the whole range of the value chain; only law and finance are less frequented; special areas in politics, communications, media, charities.
- Potential best cluster matches in:  
Activity themes:
  - Strong activities in the fields “R&D” and “International Activities”
  - Other additional activity fields include Consultancy, policy development, education, round table discussions with

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politicians and companies, B-to-B seminars, small workshops  
for business at universities

Different parts of the value chain:

- Members have the most activities in the value chains Operation and Services and Operating Companies and Sales
  - Members have the fewest activities in the value chain Law and Finance
  - Other additional value chain areas are policy and finance, forest energy and the maritime sector, consulting, communications, charities, the media
- Cluster tools to initiate cooperation:
    - Knowledge meetings
    - Company visits
    - One-on-one matchmaking
    - cluster "stair cases"
    - meet the buyer events
    - innovation collaboration SME and universities
    - matchmaking
    - consultant for internationalization
    - Technology scouting dedicated events

**Discussion:** Cluster activities with best potential for transnational collaboration:

1. "meet the buyer" events
2. C-to-C visits
3. Matchmaking and B-to-B events
4. R&D Construction

- ⇒ Which of these tools/aspects could be tested in a transnational cooperation?
- ⇒ One obstacle towards internationalization lies in economic aspects and not only in awareness

## Discussion part two: Public sector – paving the way with framework conditions

### Intermediate results:

- Challenges mentioned by the clusters (frequency listed mostly at first):
    - the lack of interaction or connection between what should be done in theory and what is actually realized: Lack of/too little interaction between clusters and between clusters and strategies/policies, which lead to difficulties in network creation and unclear actors' role in such networks;
    - Lack of/not enough funding opportunities, which limits the ability of clusters to experiment with innovative solutions;
  
  - Other challenges:
    - General low level of internationalization in strategies/policies;
    - Low level of information and awareness and lack of best-practices, among clusters and administrations; no interest, too many actors that offer the same or similar services, creating confusion;
    - Lack of a global vision and
    - Projects in this field are too difficult and complicated to be implemented.
- ⇒ **For the partners it is really important to learn from each other and create a common knowledge basis: this attitude is a signal of the will of partners to be open to collaboration.**
- Competitiveness and cooperation – the interconnected challenges of smart specialization:
    - Know-how transfer of best practices through a common platform which is able to provide support (technical and theoretical) to clusters with the aim of moving towards a digitization of energy markets for 100% renewable energy in the EU and a system of progress monitoring; the activation of collaborations with companies able to organize events can facilitate the ability of knowledge to be transferred;
    - Improve international collaboration, pointing especially on to bringing SMEs on the international field and on fostering cross-sector linkages; aims could be the creation of global innovation hubs;

- The capacity of attracting international talents/investments/knowledge should be improved; a help-desk for clusters' members responsible for this topic be creation of a Human Resources allocation agency might be created to increase international competitiveness;

⇒ **Which of these challenges could be supported by cities and regions?**

**Discussion:**

- Sub-sectors of renewable energies:
  - "Best of the best" approach, promoting joint cluster activities in strong energy subsectors (wind, solar, biomass, bio-gases, energy storage solutions)
  - "Filling the gap" approach, promoting joint cluster activities in weak energy subsectors (aerothermal, geothermal, hydrothermal and ocean energy, hydropower, landfill gas)

⇒ **Which of these strong or weak sub-sectors could be developed via transnational cooperation in the future?**

- Questions for transnational cooperation between cities and regions in named key-challenges:
  - How to let internationalization grow in firms?
  - How to create jobs in neighboring regions?
  - Co-funding: public entity and partnerships?
- Cluster topic in the future – which of them could be interesting for cities and regions and for a joint development:
  - cross sector working: connection between energy and transport sector, marine and automotive sector, minerals and waste for energy industrial symbioses and in food industry
  - Strengthen cooperation between business, knowledge institutions, education and government
  - Increasing the involvement of citizens.
  - Better use of the possibilities of big data and IT

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