



Cross-regional partnerships for Industrial Modernisation

Some lessons from recent practices

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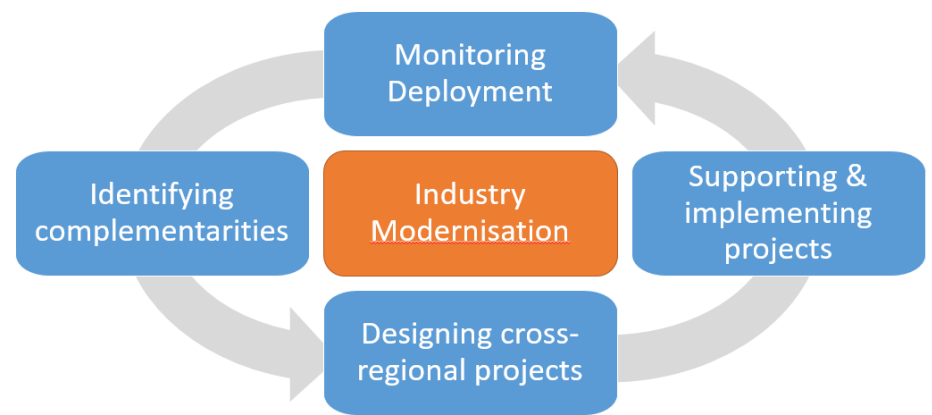


Structure

1. References
2. Common process & methodology
3. Three pre-requisites or 'conditions for success'
 - ▶ Scoping: get the focus of your partnership right
 - ▶ Mapping & Matching: involve the right people at the right moment
 - ▶ Funding opportunities: early & adaptative screening

Recent references in Industry Modernisation

Coordination / Support Cross-regional Partnerships for Industrial Modernisation



- Since 2014: 3 partnerships under the Vanguard Initiative (3D-Printing, Nano-electronics, Bio-mass)
- In 2017-2018: 9 partnerships under the TSSPlatforms on 'Industry Modernisation', 'Agro-Food' & 'Energy' (2016-...) (DG Regio):
 - Industry Modernisation: Industry 4.0, Photonics, Sports Innovation
 - Agro-Food: High-Tech Precision Farming
 - Energy: Smart Grids, Bio-Energy, Marine Renewable Energy, Sustainable Buildings, Solar Energy
- June-Dec 2018: IDEA coordinates 3 other cross-regional partnerships (DG Regio's Pilot actions)

Monitoring Industry Modernisation in the EU & beyond, e.g.

- Monitoring Industrial Modernisation in the EU (2017-2018, DG Grow)
- European Observatory of Key Enabling Technologies (2009-2017, DG Grow) (➔ 2017-2019: in Taiwan)
- Absorption AMT by SMEs in the EU (2016-2017, DG Grow)

Alleviating the constraints, investigating solutions

- "Methodology for facilitating co-financing of joint-demonstration" (2016-2017) (DG Regio-EIB);
- Vanguard Strategic Note "Main Investment Needs of Vanguard Demo-cases" (2017)
- 'The Future of the EU KETs Approach under FP9' (Sept 2017, input to KETs HLG 2017-2018)

Common Process & Methodology for cross-regional partnership: tested & verified ...



Support & co-ordination of cross-regional partnership follows a common methodology that has been tested and validated many times recently.

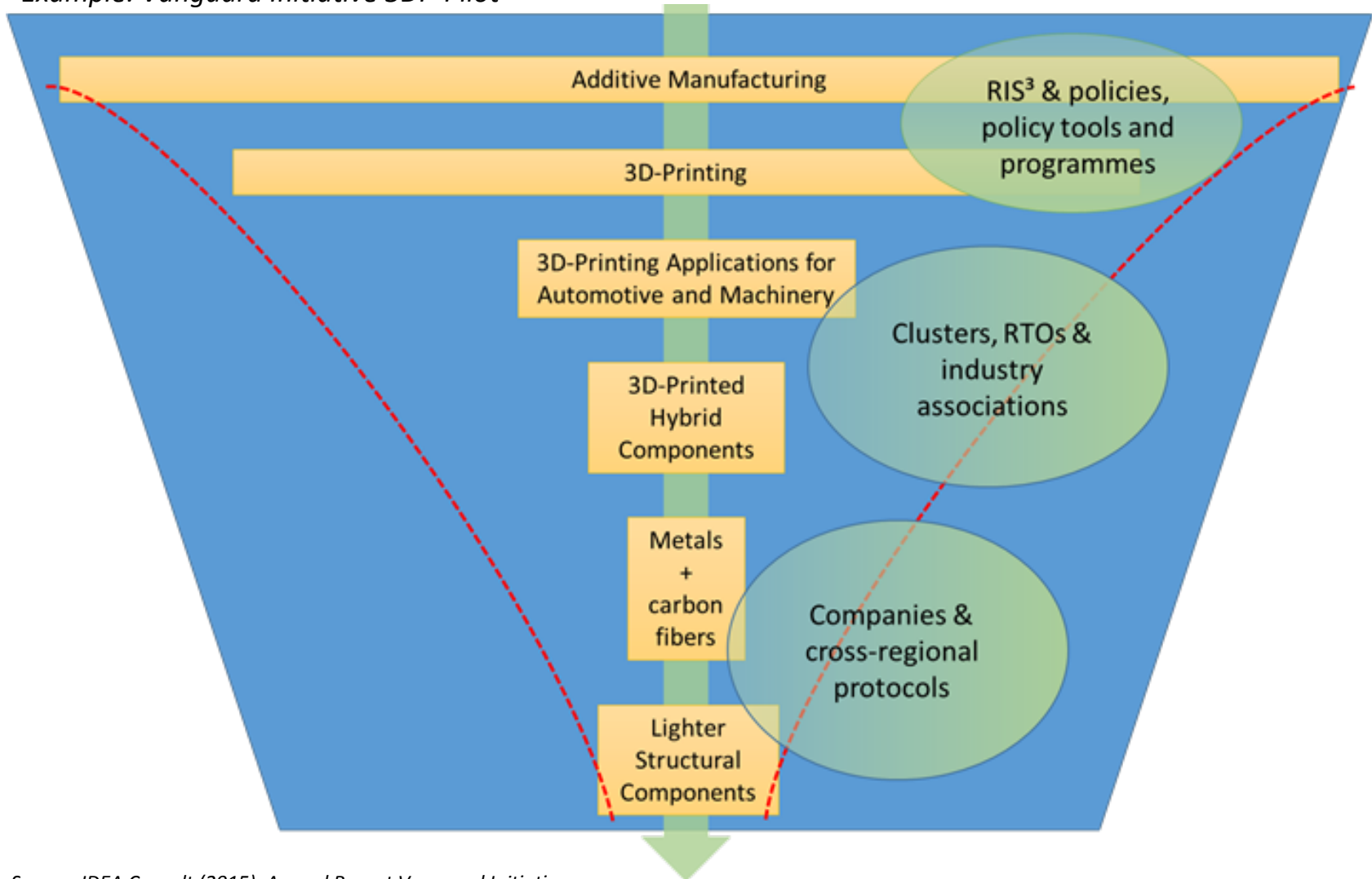
Different steps :

1. Common vision (which 'rationale' and with 'mission statement');
2. Operational scope: which application areas ? '3D-Printing' or 'Industry 4.0' too broad to detect meaningful synergies ...
3. Mapping of regional ambitions / challenges; mapping of regional actors, capabilities, infrastructure, projects, value chains segments, 'missing links' etc.
4. Matching and co-development of cross-regional projects
5. Screening / selection of adequate funding tools
6. Project design and launch

Pre-requisite or 'Condition for Success' (1/3): *Scoping - get the focus of your partnership right*



Example: Vanguard Initiative 3DP-Pilot

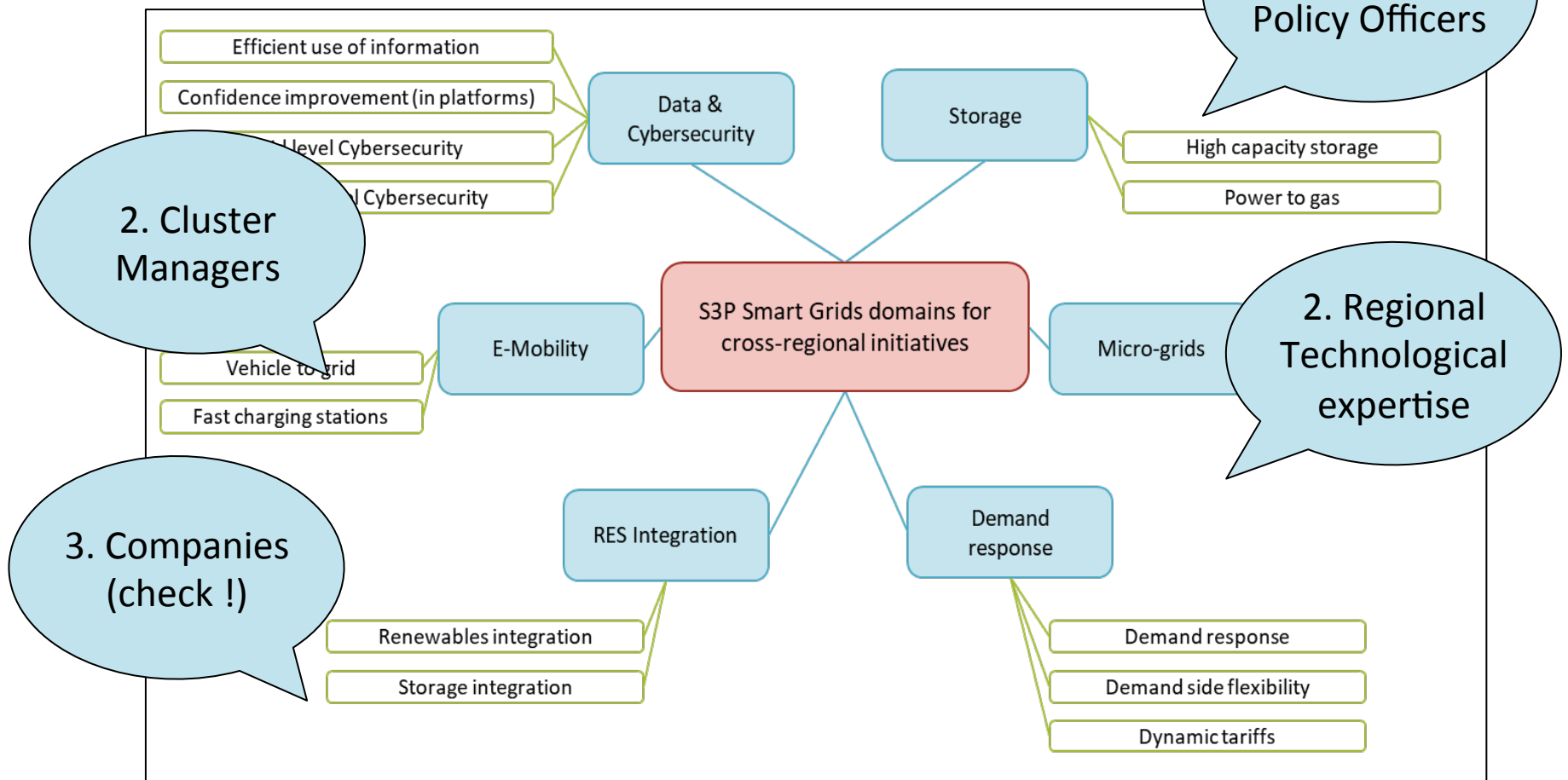


Source: IDEA Consult (2015), Annual Report Vanguard Initiative.

Pre-requisite or 'Condition for Success' (2/3): *Mapping & Matching: involve the right people at the right moment*

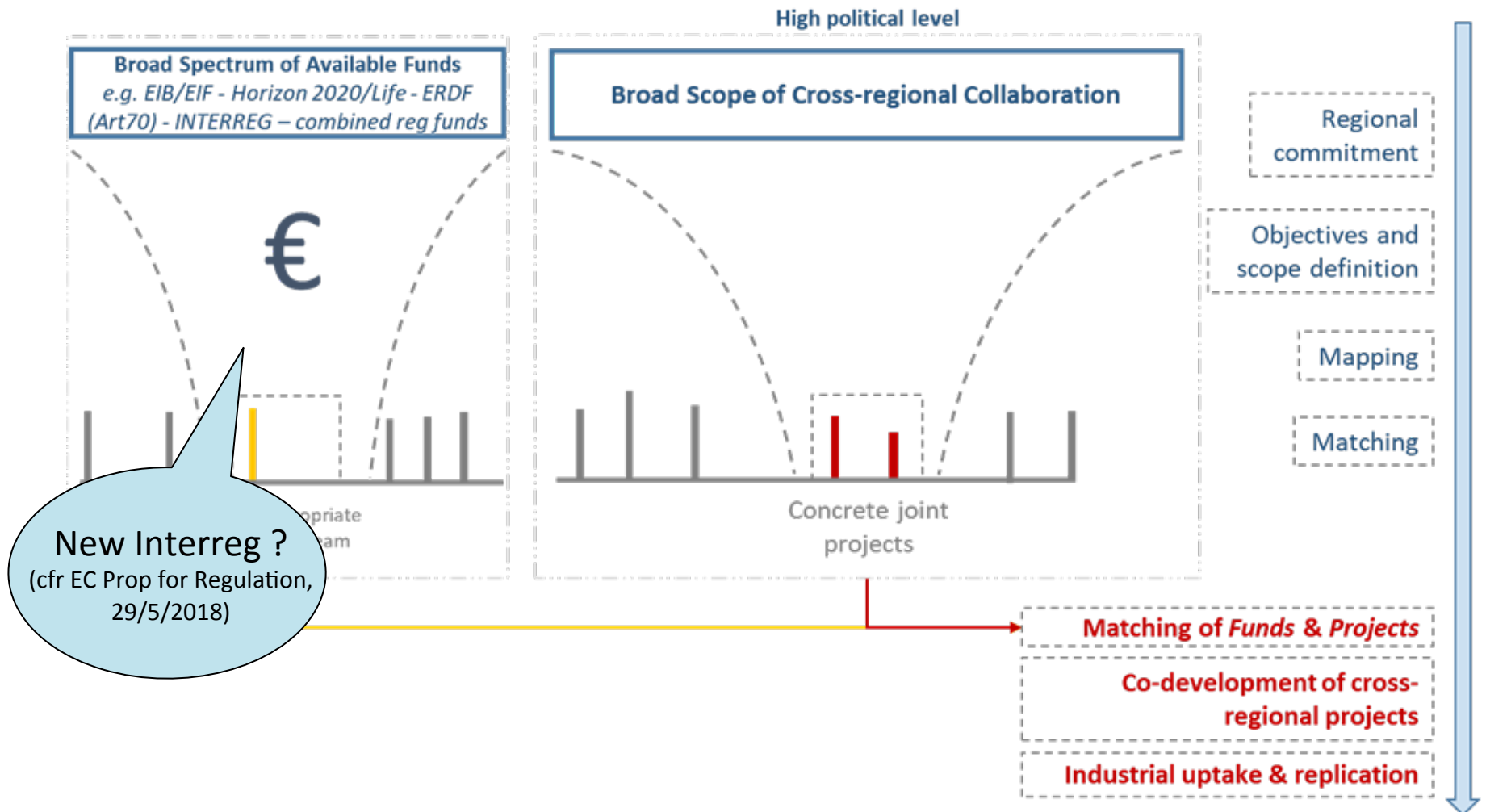


Example: TSSP Energy - Smart Grids Partnership's key areas of interregional synergy



Source: IDEA Consult (2018), JRC-IPTS Report.

Pre-requisite or 'Condition for Success' (3/3): *Funding opportunities – early & adaptative screening*





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