

# Cross-fertilisation planning

Project title: European Lightweight Cluster Alliance  
Acronym: ELCA

D3.1. Cross-fertilisation planning

Work Package 3. Monitoring and cross-fertilisation

Grant Agreement No 951158

Duration of the project: 1.09.2020 – 31.08.2022

“The content of this report represents the views of the author only and is his/her sole responsibility; it cannot be considered to reflect the views of the European Commission and/or the European Council and SMEs Executive Agency (EISMEA) or any other body of the European Union. The European Commission and the Agency do not accept any responsibility for use that may be made of the information it contains.”



## Table of Contents

<b>1. Objectives of the Work Package 3</b> .....	3
<b>2. Task 3.1. Cross-fertilisation with other partnerships and initiatives</b> .....	3
<b>3. WP3 Performance Indicators</b> .....	4
<b>4. Cross-fertilisation Planning</b> .....	5
4.1 Cluster Organisations and Business Networks .....	6
4.2 Cooperation Agreements .....	8
4.3 Business Agreements .....	11
4.4 Events .....	11
4.5 Matchmaking Meetings.....	13
4.6 Beyond Mobility Sectors.....	13
<b>5. Cross-fertilisation Timeline</b> .....	14



## 1. Objectives of the Work Package 3

The aim of this WP is to ensure that the activities carried out during the intelligence analysis (WP1) and international missions (WP2) are continuously aligned with other lightweight-related initiatives, such as Alliance 4 Materials. The promotion of exchanges with other partnerships and clusters is also pursued to enable cross-fertilisation and mutual learning at different levels (OBJ. 4). Other initiatives funded and/or boosted by the EC (Smart specialization platforms -S3-, Interreg o H2020) will be also linked to establish cross-sectoral collaboration. In the case of S3 platform some of them have been identified already: advanced manufacturing, safe and sustainable mobility, chemicals and advanced manufacturing and energy. The WP also aims to establish a close collaboration with international development and innovation agencies at EU level, also in the targeted countries (OBJ.3). To do so, the WP is integrated by three complementary tasks in which dedicated activities will be scheduled during the interregional workshops and international missions foreseen in the action.

WP leader: MAV

Duration: M6-M18

## 2. Task 3.1. Cross-fertilisation with other partnerships and initiatives

Leader: MAV

Participants: AMZ, POL, BIC, MECH; M6-M18

Taking into account the information retrieved from the relative positioning in T1.1, this task aims to search for linkages with other partnerships in the COSME programme and EU-related initiatives across lightweight-related sectors (e.g. health, energy, building). Linkages with other international oriented EU clusters will be sought too, with the aim of achieving a cross-sectoral participation (complementing WP1). MAV is the task leader, which will identify in the first place those partnerships/initiatives that might be of interest to the partnership. MAV will also assign to each participant (e.g. according to region/interests) the work that would be needed to achieve the objective of the task. This work includes at least 1 regional and 1 international meetings and events for developing cooperation & business agreements with other EU clusters (and SMEs) related to mobility, lightweight and industrial-oriented focus (contacts already established with European Lightweight Cluster Alliance and Alliance 4 Materials). Other EU relevant stakeholders e.g. technological centres will be targeted as well. In some cases, the international meetings might be scheduled at the same time of partnerships meetings.



During the development of T3.1, MAV will establish a strong link with European cluster initiatives in specific aspects e.g. European Cluster Excellence initiative (on best practices and lesson's learned), European Cluster Observatory (on mapping of competences and ongoing experiences), and European Cluster Alliance (ECA) (on cluster policy and cluster development supporting instruments). MAV will also organise at least one meeting with other COSME Go International (all ongoing ones) consortiums to share best practices and activities (at national/international levels).

### 3. WP3 Performance Indicators

The list of performance indicators for WP3 is indicated below.

#	Title	Description	Total
1	Number of <b>Cluster organisations</b> and business networks from different COSME participating countries having benefited from the supported actions	This performance indicator will allow to measure the number of partnerships and related initiatives that will be linked to the action, either coming from the lightweight domain or cross-sectoral.	12
2	Number of <b>Cluster Cooperation Agreements</b>	Number of cooperation agreements that partners will sign during the execution of WP2/WP3 with other clusters and related organizations and SMES	12
3	Number of <b>Clusters/Consortiums and Intermediary Organizations Cooperation Agreements</b>		6
4	Number of <b>SMEs Cooperation Agreements</b>		20
5	Number of <b>SMEs Business Agreements</b>	Amongst SMEs in COSME countries and international SMEs, related to T3.1.	10
6	Number of <b>National workshops with SMEs</b>	To carry out T3.1 and T3.2, different events will be organized, at national and international levels (including meetings with other clusters, companies, intermediary organizations and government agencies). This includes international events with clusters not initially included in the consortium. International meetings might be scheduled at the same time of partnerships meetings, interregional workshops and exploratory visits.	10
7	Number of <b>International meetings with other clusters, international companies, intermediary organisations or governmental organisations</b>		6
8	Number of other <b>international events</b> with clusters not initially included in the Consortium		6
9	Number of <b>cluster &amp; business matchmaking meetings supported</b>	This performance indicator is related to T3.1. At least one per country in WP3.	5
10	Number of <b>other sectors involved beyond mobility</b>	Number of sectors beyond mobility that were involved in the action through T3.1	3

## 4. Cross-fertilisation Planning

On the following pages, there is described the proposed planning that the ELCA COSME partnership will stick to in order to achieve the necessary linkages, agreements, relations, meetings and workshops with organizations, Clusters, SMEs and other relevant stakeholders and initiatives during the WP2 and WP3 with the aim of enabling cross-fertilisation and achieving a cross-sectoral participation in the project.

To do so, there have been elaborated different tables according to the KPI's that the partnership has to achieve during the period M6-M18. The different tables have a similar structure for each action, as detailed below:

- Type of action that needs to be accomplished
- Name of the organization/cluster/SME/etc involved in the action
- Cluster partner responsible of carrying out the action
- Description of the organization involved in the action
- Dates and location of the action
- Results and expectation of the action

Each cluster partner is responsible to achieve their own objectives. On the same way, the leader of the task (MAV) will make sure that the objectives are being accomplished on a successful manner and on time.

The next sections of the document include a brief description of the action to be done and the related tables to describe and monitor the different actions.



## 4.1 Cluster Organisations and Business Networks

First, the cluster partners identified different cluster organisations from the five participating countries (from lightweight domain and cross sectoral) that can benefit from the supported actions during the project lifetime. Those partnerships and related initiatives (Table 1) will be involved in different activities during the project: events, involvement of experts, participation at international exploratory missions, etc. Those networks will be contacted before the exploratory missions to inform them about the project and every time that the consortium believes there is an activity that can be interesting for both them and for the ELCA COSME.

In general, the purpose of the connections between other clusters or business networks is to involve them into the project activities as for example: joint information events, involvement of experts, participation at missions.

Clusters and Business Networks from participating countries 12 in total	Responsible	Description	Planned Activities Dates / Location
Composites United E-Germany (DE)	AMZ	German-wide network of developers, producers and manufacturing companies, which focus on new composite materials.	AMZ will meet CU in July 2021 and start official contacts and co-operation with ELCA, invitation to participate actively at meetings and missions
SenSa Sensor network	AMZ	Sensor technology innovation cluster in Saxony.	AMZ to link with SENSEA, kick-off of a series of meetings in October 2021, invitation to join ELCA activities and missions
C3 Network	AMZ	Carbon Concrete Composite Consortium in Germany	AMZ to meet C3-actors in September 2021, discussion of opportunities of ELCA-project and invitation to join the activities
OES Organic Electronics Network	AMZ	Saxony Cluster on Organic Electronics	AMZ to meet the cluster managers in July 2021 and to present the project, its aim and opportunities to benefit and contribute for OES
Rail Cluster Saxony	AMZ	Rail technology cluster in Germany	AMZ to schedule a meeting with the cluster managers in September 2021 ( 03.09.21) presentation of the project and exchange of experience about the implementation of

			COSME-Cluster development projects, definition of actions where RailSaxony could be involved and is interested to contribute
Aerospace network Saxony-Thuringia	AMZ	Network of aerospace companies in Saxony and Thuringia	AMZ will meet the cluster managers in September 2021, presentation of the project and invitation to join the actions and to participate
Saxony Economic Development corporation	AMZ	Government Development corporation	AMZ to inform the Saxony Development Corporation about the project and its strategic objectives, definition of actions, from which the project and WFS could leverage its actions mutually September 2021
Cleantech Initiative East Germany	AMZ	Initiative of the Federal Ministry of Economy	Meeting the project coordinator in July 2021, agreement on continuous collaboration and related schedule for regular working contacts and linkages
RAILGRUP (Railway Cluster)	MAV	The railway cluster that represents the sector at all levels in Spain	Meeting cluster representatives in September 2021
CIAC (Cluster of the Automotive Industry of Catalonia)	MAV	The Cluster of the Automotive Industry of Catalonia (CIAC) links the automotive sector based in Catalonia (Spain)	Schedule a meeting with cluster managers and companies, which are interested in lightweight business cases for September 2021
HEGAN (Aeronautics and Space Cluster Association)	MAV	HEGAN is an association that brings together the aeronautics and space sector in the Basque Country (Spain)	Dedicated meeting with the cluster managers in September 2021
RIGHTWEIGHT	POL	Network initiated by RIGHTWEIGHT Project	Meeting with co-ordinator and partners of the Rightweight-project, discussion of opportunities and measures to leverage the projects and to reach out all partners of both projects in August 2021
Aviation Valley	BIC	Polish cluster of aerospace industry	BIC to invite the cluster managers to discuss the

			opportunities and interest to join the project activities in July 2021
Art-ER	MECH	Non-profit agency fostering region's sustainable growth by developing innovation and knowledge, attractiveness and internationalisation	MECH to hold continuous contacts with ART-ER to align the project activities with the strategic cluster development of Emilia-Romagna, first initial meeting in September 2021
Clust-ER Green Tech	MECH	Energy and sustainable development cluster of Emilia-Romagna	Meeting with cluster managers in September 2021, discussion of strategic involvement of the cluster members into project activities and further development of the marketing strategy "Lightweight, made in Europe"

Table 1. Clusters and Business Networks from participating countries

## 4.2 Cooperation Agreements

As a result from the supported actions and in order to involve other clusters, business networks, consortiums and SMEs to the project, a total of 38 cooperation agreements will be signed during the execution of WP2 (exploratory visits) and WP3 (cross-fertilisation events) between ELCA COSME partners and relevant organizations.

Cluster MAV, as leader of the WP3, will prepare a cooperation agreement template and provide it to the rest of partners. The template will be delivered in August 2021. Each partner will be responsible to contact and interact with the identified clusters, SMES and other organizations to obtain the cooperation agreements with them.

The main purpose of developing Cooperation Agreements is to make tangible the exploratory visits during the WP2.

The following tables (Table 2 and Table 3) compiles the planned signature Cooperation Agreements between clusters and relevant organizations from our countries and other countries. Please note that some planned agreements could change according to the interests for the international exploratory missions.

Clusters Cooperation Agreements (from our countries) 12 in total	Responsible	Description	Expected date of signature
Composites United E-Germany (DE)	AMZ	German-wide network of developers, producers and manufacturing companies, which focus on new composite materials.	October 2021



SenSa Sensor network	AMZ	Sensor technology innovation cluster in Saxony, one focus on functionalisation of lightweight materials (smart lightweight materials)	November 2021
C3 Network	AMZ	Carbon Concrete Composite Consortium in Germany	November 2021
Rail Cluster Saxony	AMZ	Rail technology cluster in Germany, part of ERCI (European Rail Clusters Initiative)	October 2021
Aerospace network Saxony-Thuringia	AMZ	Network of aerospace companies in Saxony and Thuringia	September 2021
RAILGRUP (Railway Cluster)	MAV	The railway cluster that represents the sector at all levels in Spain	November 2021
CIAC (Cluster of the Automotive Industry of Catalonia)	MAV	The Cluster of the Automotive Industry of Catalonia (CIAC) links the automotive sector based in Catalonia (Spain)	November 2021
HEGAN (Aeronautics and Space Cluster Association)	MAV	HEGAN is an association that brings together the aeronautics and space sector in the Basque Country (Spain)	November 2021
RIGHTWEIGHT	POL	Network initiated by RIGHTWEIGHT Project	November 2021
Aviation Valley	BIC	Polish cluster of aerospace industry	November 2021
Art-ER	MECH	Non-profit agency fostering region's sustainable growth by developing innovation and knowledge, attractiveness and internationalisation of the region	November 2021
Clust-ER Green Tech	MECH	the energy and sustainable development cluster of Emilia-Romagna	November 2021

Table 2. Clusters Cooperation Agreements

<b>Other Clusters or Consortiums &amp; Intermediary Organizations Cooperation Agreements</b> 6 in total	<b>Responsible</b>	<b>Description and actions</b>	<b>Expected date of signature</b>
ACMA	BIC	Automotive Components Manufacturers Association, exploratory meetings started in May 2021 Joint workshop/webinar in May 2021, roadmap to develop strategic co-operation	November 2021
Automotive Cluster Detroit	AMZ	Automotive Association in Detroit Digital meeting to explore the collaboration motivation and interests, agreement on potential joint meetings and actions,	October 2021

		validation of strategic market opportunities and preparation of the mission 1, Meeting at the cross-cluster roadshow of the German-American Business Chamber	
PolymerOhio	POL	Association dedicated to growth, competitiveness, and innovation in Ohio's polymer industry.	December 2021
Austrian Advanced LightWeight Technology (A2LT)	AMZ	Association of Austrian companies and research centres about lightweight part of Elca (European Lightweight Clusters Alliance) AMZ to invite them to the project activities, particularly in fields of circularity and sustainability, digital meeting with cluster managers and Austrian stakeholders in Nov. 21	November 2021
Moravian Silesian Automotive Cluster (MSAK)	MAV	MAV to up a meeting with MSAK to present the ELCA project and to invite them to join the project activities of ELCA, Automotive Cluster of Czech Republic part of INNOSUP AMULET project and Elca (European Lightweight Clusters Alliance)	November 2021
LIGHTer Arena	AMZ	Initiation of a Hello-meeting and discussion of opportunities to leverage the project activities mutually and to open doors to E-LASS, the Pan-European Cluster for Lightweight solutions in the maritime sector, Swedish multi-sectorial lightweight cluster part of Elca (European Lightweight Clusters Alliance), presentation of the project at the Annual Assembly of E-Lass in Nantes/France( if possible, physical attendance)	November 2021
Cluster Automotriz de Nuevo León	MECH	MECH to contact the cluster managers, set up a meeting/workshop to validate the findings o the analysis (WP 1) and to agree on steps towards the mission to Latin America/Mexico Mexican cluster for the development of automotive sector in the Nuevo Leon region	December 2021

Table 3. Clusters/Consortiums & Intermediary Organizations Cooperation Agreements

Each of the five partners will also seek to develop Cooperation Agreements with 4 SMEs each one during the exploratory visits.

## 4.3 Business Agreements

The ELCA COSME Consortium will seek to develop 10 Business Agreements. The Business Agreements will be signed between SMEs from the ELCA COSME consortium and SMEs from other international countries according to the missions.

Cluster MAV will prepare a cooperation agreement template and provide it to the rest of partners. The template will be delivered in August 2021. Each partner will be responsible to contact and interact with the identified SMES to obtain the business agreements with them.

Please note that the SMEs still need to be identify according to the interests for the international missions.

## 4.4 Events

A total of 38 different events will be organized by ELCA COSME partnership. Those meetings will be at national and international level and will include meetings with other clusters, companies or government agencies, workshops with SMEs, international events and meetings, etc.

In order to prepare the exploratory visits to the different targeted countries, each partner will organize 2 workshops with national SMEs (10 in total). Please note that the workshops will be planned during the preparation of the missions.



At least 12 international meetings and events with other cluster, intermediary organizations, etc. will be realized before and during the missions to promote and present them and to exchange experiences and best practices. (Table 4)

International meetings 6 in total	Responsible	Description	Dates & Location	Expectations & Results
E-LASS European network for Lightweight applications at Sea	AMZ	Network of 521 players from 32 countries focussing on lightweight materials and design in the maritime sector, co- ordinated by RISE Sweden	Mutual information, first contact in May 2021, Project presentation at the annual meeting of E-LASS at 25.10.2021 in Genoa ( evt. digital)	Mutual support agreed, presentation of the project at networking events, to offer participation at ELCA-events and missions.
ELBE	AMZ, MAV	European strategic cluster partnership in blue energy (COSME project ELBE Plus (GA 951148)	Fist initial telco May 2021, next actions tbd	Exchange of experience, linking activities in the fields of energy efficiency and use of renewable energies.
EU-Japan Centre for Industrial Cooperation	POL		February 2022	
Indian Cluster Transport&Logistics Europe EU-India Aviation cluster European Business and Technology Centre New Dehli n	BIC, AMZ	Publicly financed organisation, aiming at development of collaboration in terms of innovation and technology transfer between India and Europe, co-financed by EU and Indian government	First digital meeting 01.09.2021, since then regular working contacts	Establishment of stable working contacts and co- operations, reaching out other clusters, innovation support to companies, facilitation of technology transfer
COSME INTERNATIONAL - PERCY	POL	Partnership for PolymER ReCYcling collaboration between 4 European clusters around the recycling of plastic and rubber as well as ecodesign.	April 2021, on going	Linking activities in the fields of internationalization, exchange of good practice, experiences on the sector of advanced materials
Composites United	AMZ	National association of clusters in different fields of composites development and applications in several	Several digital and physical meetings in Dresden, visit and meeting with the	Linking activities, attracting CU to ELCA- activities, inviting companies to missions and events,

		sectors (mobility, health, civil construction, mechanical engineering, industry led	consortium during the partner meeting in Dresden at 30.09.2021	developing a strategic collaboration
--	--	---	--	--------------------------------------

Table 4. International meetings.

## 4.5 Matchmaking Meetings

After the international missions, each of the five partners will plan and organise one matchmaking meeting addressed to clusters and businesses.

## 4.6 Beyond Mobility Sectors

During the project, other clusters and organisations related to sectors that are not related with mobility will be involved to foster cross-sectorial collaborations and mutual learning at different levels.

The Consortium has identified three sectors that could be interesting to include to the project: Civil Construction (carbon reinforced concrete, textile reinforced construction materials), Health & Sports and Mechanical Engineering/energy generation.



## 5. Cross-fertilisation Timeline

To monitor the cross-fertilisation planning, there has been elaborated a timeline (Table 5) with deadlines related to general actions and control of status.

Considering the calendar of visits, some actions will need to be done during the months 19 and 20.

Deadline	Activity
M6 - Feb 2021	
M7 - Mar 2021	
M8 - Apr 2021	
M9 - May 2021	
M10 - Jun 2021	
M11 - Jul 2021	Identification of clusters, networks and relevant organizations
M12 - Aug 2021	Elaboration of Cooperation and Business Agreements template
M13 - Sep 2021	
M14 - Oct 2021	Cooperation Agreements with Clusters signed
	Cooperation & Business Agreements for mission in Michigan (USA) signed
	National Workshops with SMEs for mission in Michigan
	International Meetings and Events for the mission in Michigan
M15 - Nov 2021	Cooperation & Business Agreements for mission in India signed
	National Workshops with SMEs for mission in India
	International Meetings and Events for the mission in India
M16 - Des 2021	
M17 - Jan 2022	Cooperation & Business Agreements for mission in Dubai signed
	National Workshops with SMEs for mission in Dubai
	International Meetings and Events for the mission in Dubai
M18 - Feb 2022	Cooperation & Business Agreements for mission in Japan signed
	National Workshops with SMEs for mission in Japan
	International Meetings and Events for the mission in Japan
M19 - Mar 2022	Cooperation & Business Agreements for mission in Latin America signed

	National Workshops with SMEs for mission in Latin America
	International Meetings and Events for the mission in Latin America
M20 - Apr 2022	Cooperation & Business Agreements for mission in Ohio (USA) signed
	National Workshops with SMEs for mission in Ohio
	International Meetings and Events for the mission in Ohio

Table 5. Cross-fertilisation planning timeline.

