

Technical Assistance Facility for Industrial Modernisation & Investment (TAF)

How clusters improve business
models of interregional
projects

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What is a Cluster?

Meaningful concentration of stakeholders (public and/or private) in a particular **industry/sector**, in a particular **region**.



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What is a Cluster?



What is a Cluster?



What is a Cluster?

TRIPLE HELIX



ACADEMICS



GOVERNMENT



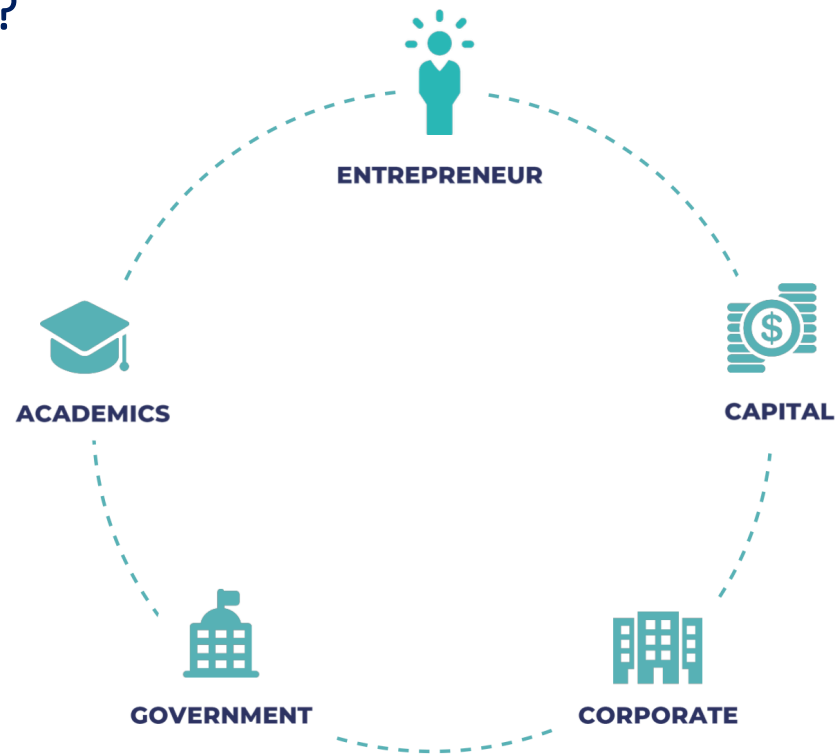
CORPORATE



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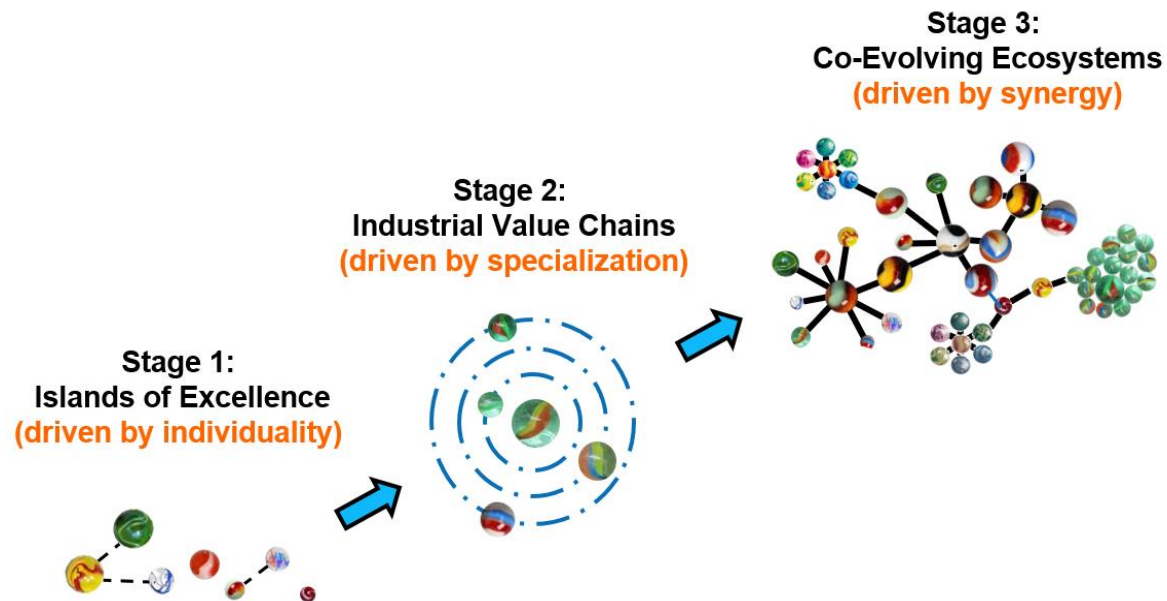


What is a Cluster?



Different types of clusters

From business networks to innovation ecosystems



What is a Cluster?

Clusters bring together the right people at the right place to drive exponential growth.

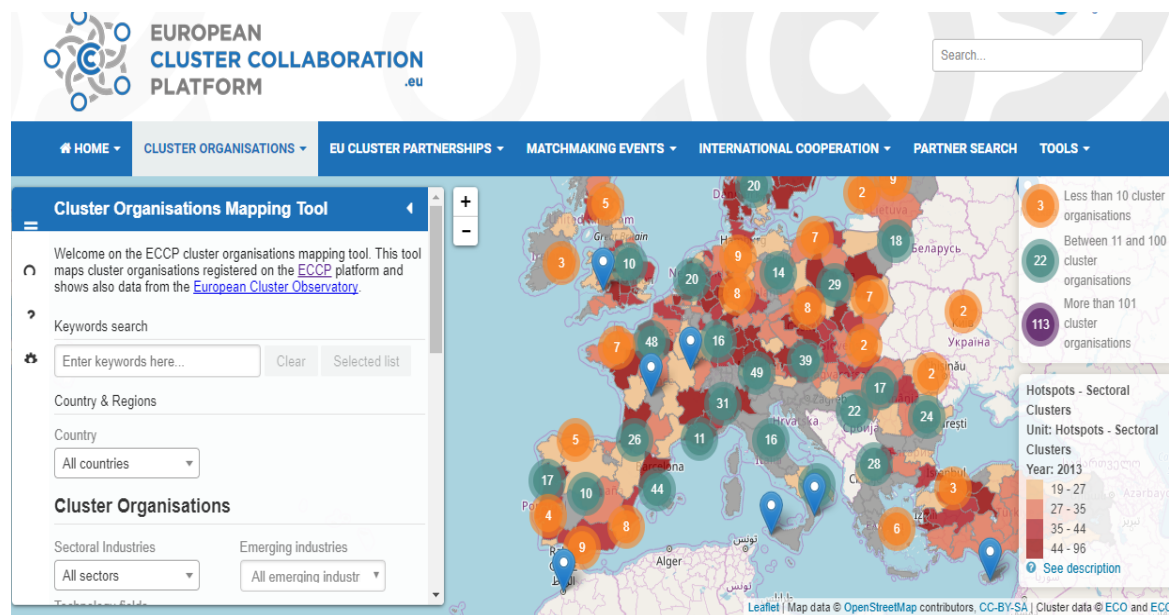
Clusters matter

-  2,950 clusters
-  Account for 61.8 million jobs or 1 out of 4 jobs in Europe
-  Productivity 25% above average
-  Productivity growth 0.3%-point above average
-  Large regional differences
-  Almost 200 high-performing clusters with productivity 140% above average

Clusters and regions in Europe



Clusters in Europe



www.clustercollaboration.eu

- Search by multiple criteria: sector, technology fields, country...
- Currently +1000 clusters mapped

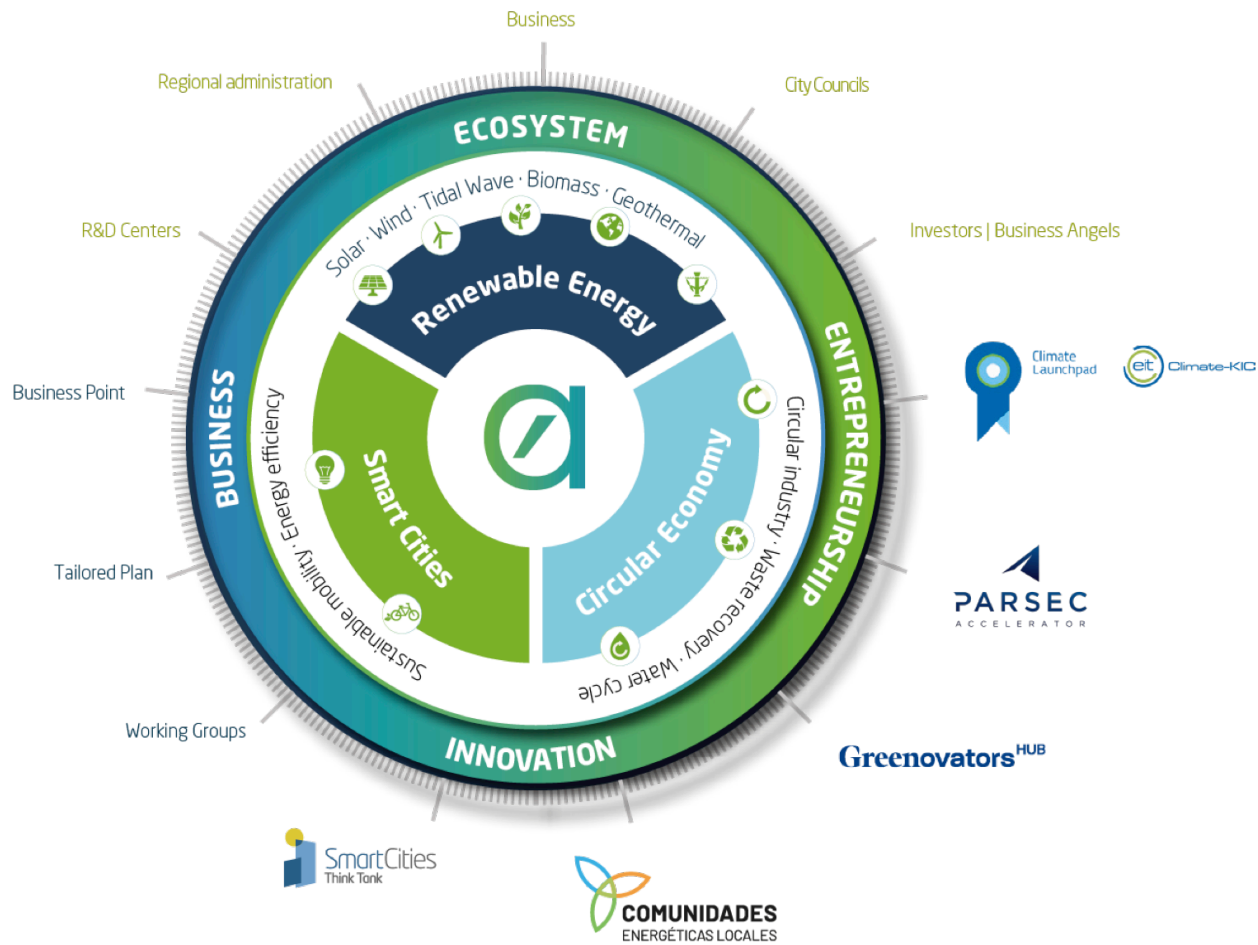
How clusters create VALUE

- ✓ Smart anchors in the local ecosystem
- ✓ Market intelligence. Industrial/sectorial know-how.
- ✓ Integrating a multiple voice /multiple stakeholders.
- ✓ Testing, validating, scaling-up.
- ✓ Channeling regional smart investments.
- ✓ Interconnecting financial schemes and private investments.
- ✓ Innovation brokers. From start-ups to scale-ups.
- ✓ Generating business cases. Commercialisation.
- ✓ International/interregional partnerships.



AVAESEN Cluster





300
Public & Private
Partners

€3Bn
Annual
Turnover

6000
Green Jobs
Created



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supporting the  SMART SPECIALISATION PLATFORM

Crisis-proof cluster

La energía NOS transforma
avdaesen

4-steps

1. Self-sustained business generator

La energía NOS transforma
avdaesen

4-steps

2. Unlock the domestic market

1. Self-sustained business generator

La energía NOS transforma
avdaesen

4-steps

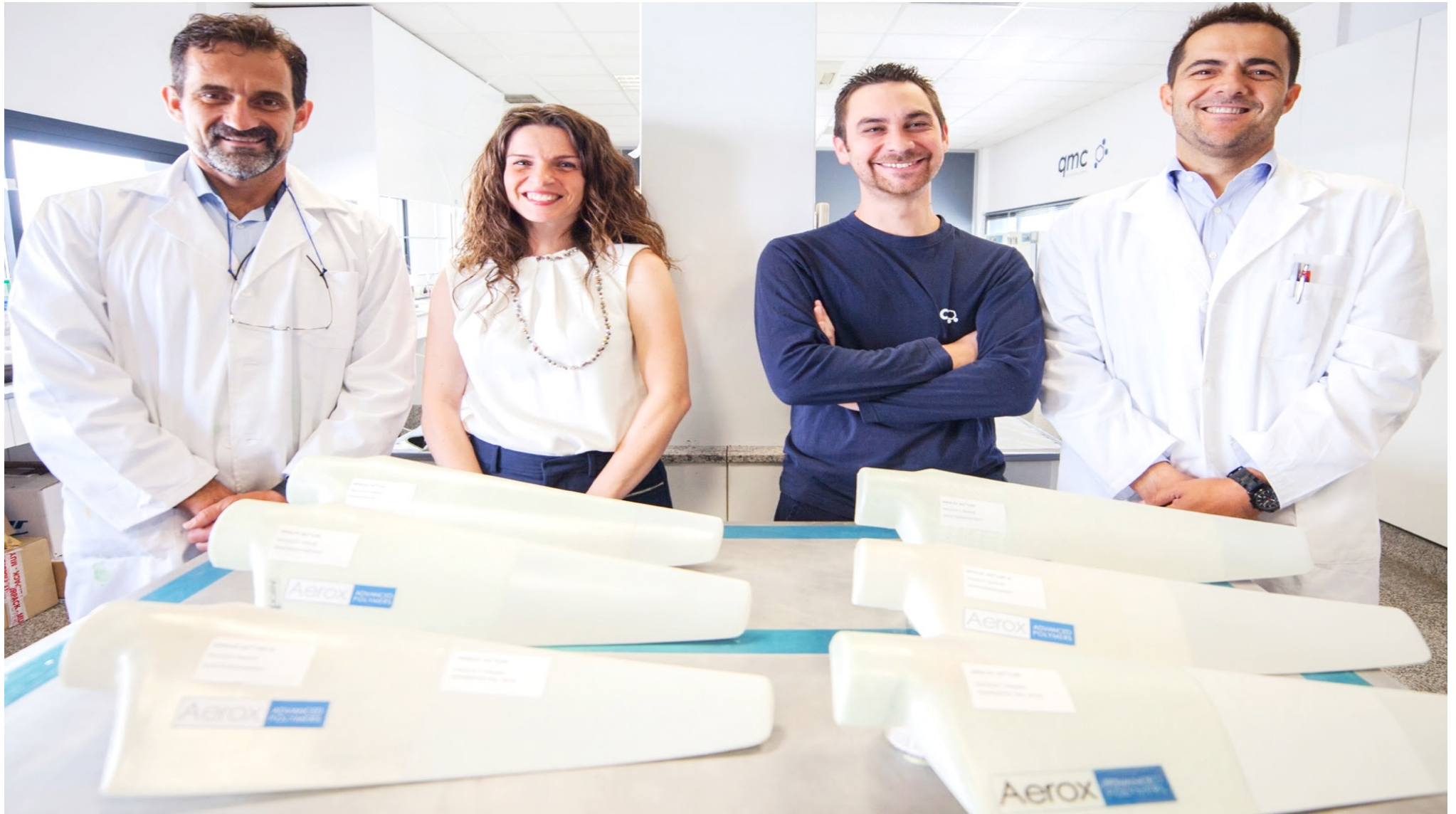
3. Entrepreneurship-driven

2. Unlock the domestic market

1. Self-sustained business generator

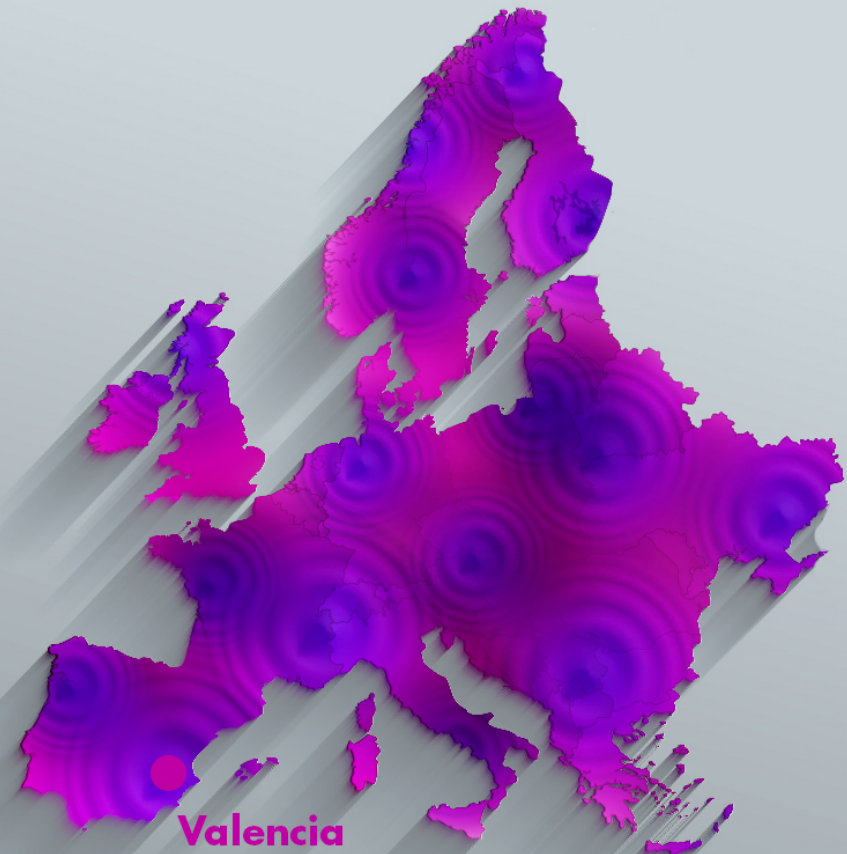












Valencia
avaesen

4-steps

4. Cross-sectorial/Interregional
collaboration

3. Entrepreneurship-driven

2. Unlock the domestic market

1. Self-sustained business generator

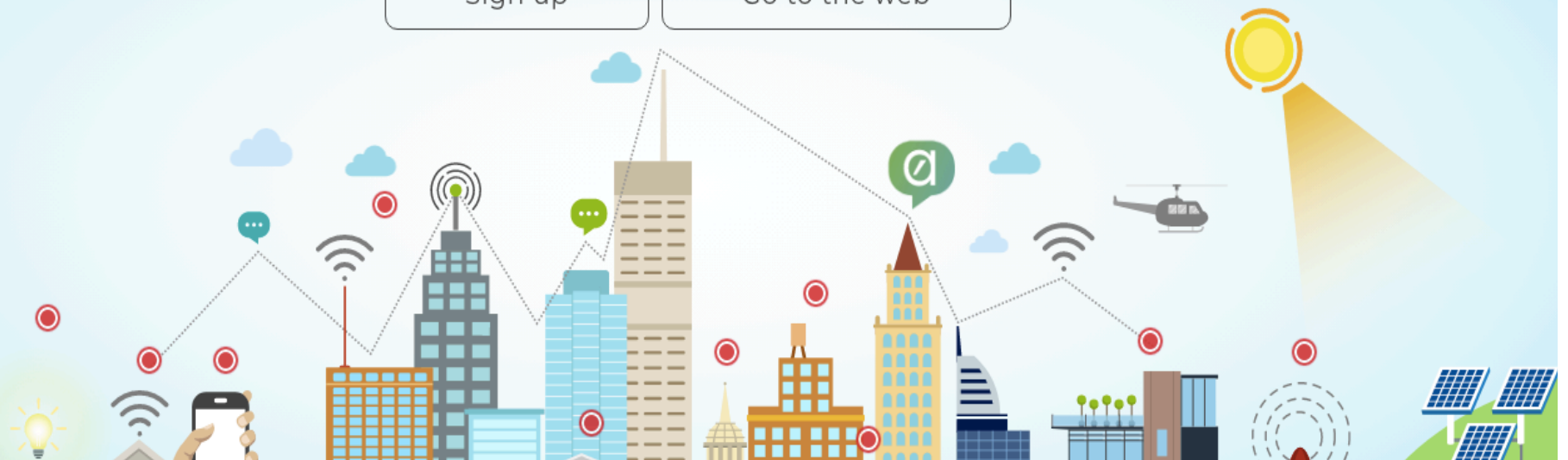
Empowering cities to go green. Powered by **AVAENSEN**.

We co-create cities of the future.
We connect cities as “problem owners” with businesses and funders as “solution providers”.
We test, we validate, and then we replicate.

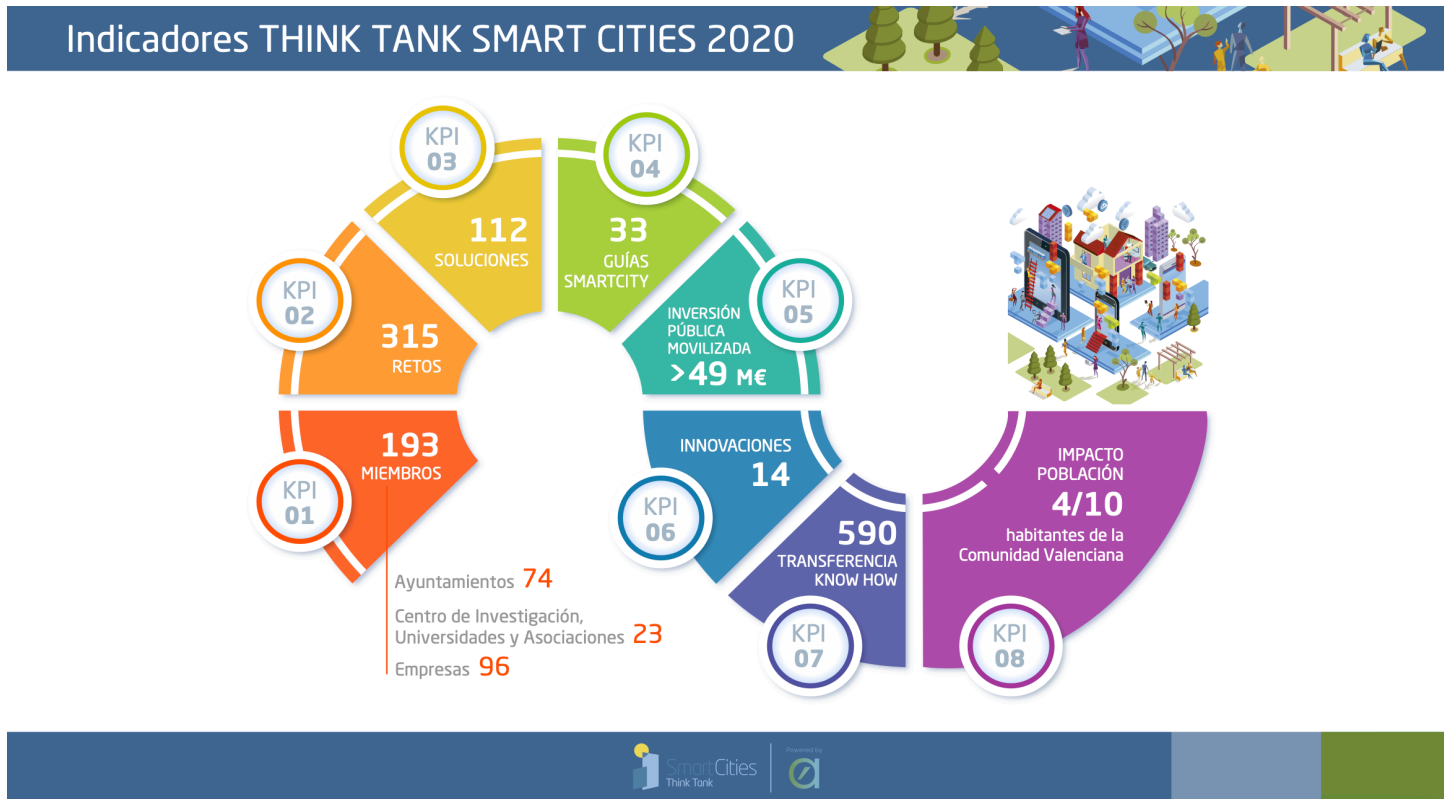
THINK SMARTCITY

Sign up

Go to the web



Generating business cases. Regional collaboration



Generating business cases. Regional collaboration.

Castellón: 25 M EUR by end of 2021

Área priorización

Level of solution maturity today

High

Low

Low competency

DEPRIORITIZE

Moving and growing

1st Priority

Underinvested

2nd Priority

Level of stakeholder support and fit to local enablers

Low

High

- Comunidades energéticas locales
- Autoconsumo Edificios municipales
- Plataformas gestión energética de la ciudad
- Monitorización y seguimiento tráfico
- Aparcamiento disuasorios
- Producción Hidrógeno Verde
- Biorefinería (Depuradoras)

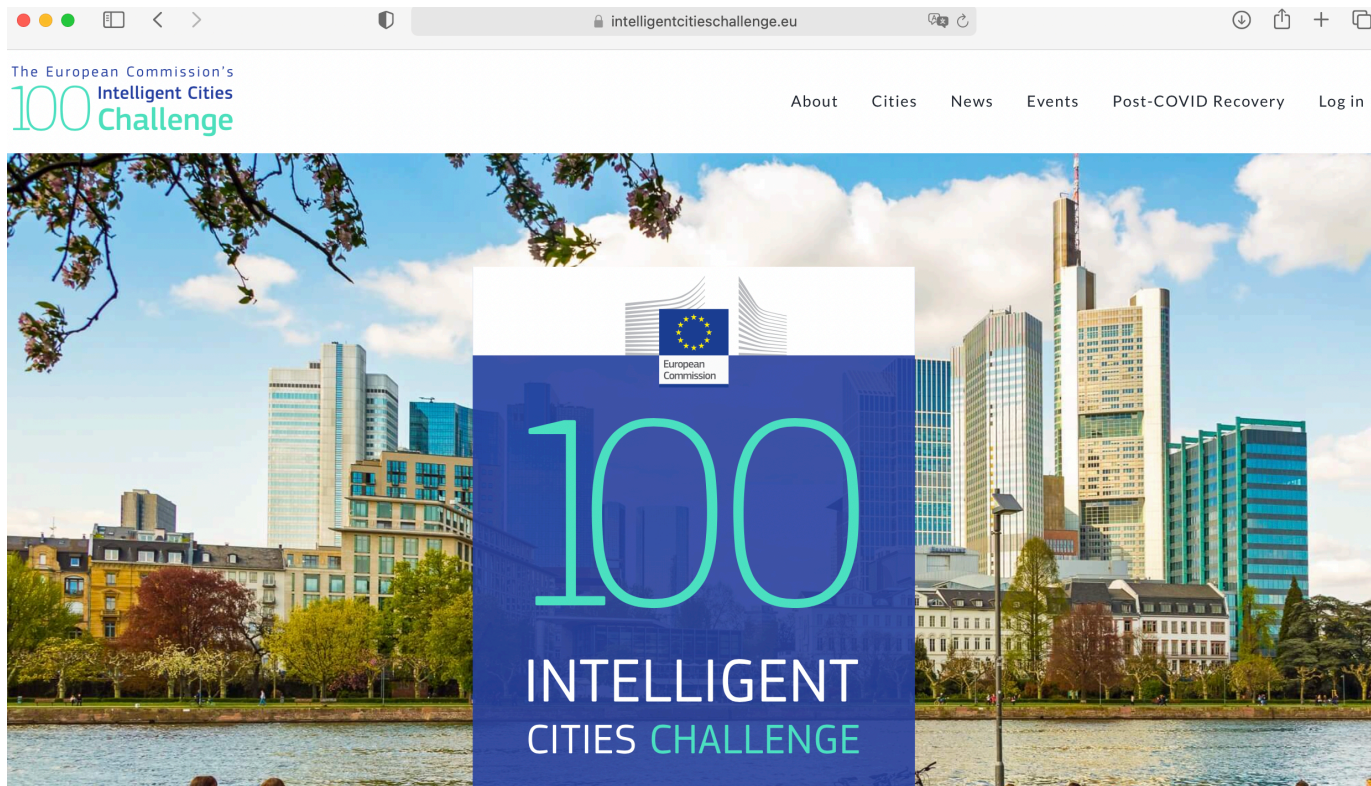
Salomé - AVAENSEN

Bianca_AVAENSEN

Juan Angel_UJI_Cátedra...

Vicente - ETRA

Generating business cases. Interregional collaboration.



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Generating business cases. Interregional collaboration. Global value chains



A screenshot of the Energy in Water (ENW) website homepage. The top left features the ENW logo (a blue lightning bolt) and the text "ENERGY IN WATER". The top navigation bar includes links for "Database", "Opportunities", "Case Studies", "Project", "Partners", and "Contact Us", along with "Login" and "Join Us" buttons. A search bar contains the text "Looking for something? Search the site..". The main header area has a blue background with the text "Welcome to Energy in Water (ENW)" and a sub-header "ENW is a European Strategic Cluster Partnership – Going international (ESCP-4i) which aims to support and harness the growth and innovation potential of European SMEs operating across the energy-water 'Nexus'." Below this is a white button that says "Browse the Database" with a right-pointing arrow. The bottom of the screenshot shows a carousel of three promotional cards with left and right navigation arrows.



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Generating Business Cases. Interregional collaboration

Case 1:

Dutch bioplastics from wastewater into the Valencian plastics industry



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Generating Business Cases in interregional collaboration

Case 2: Valencian SME validates innovative product in NL



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Your innovation fuelled
by Earth Observation



€2.5 Million Equity-Free Funding

OPEN CALL

01

100 winners
receive €10k

OPEN CALL

02

15 teams
receive €100k

Clusters
can catalyse change at
speed and scale.



clustersofchange.eu



Clusters of Change

OPEN

**INNOVATION-DRIVEN
ECOSYSTEMS**

INTER-CONNECTED



7 STEPPING STONES OF Clusters of Change

CROSS-SECTORAL

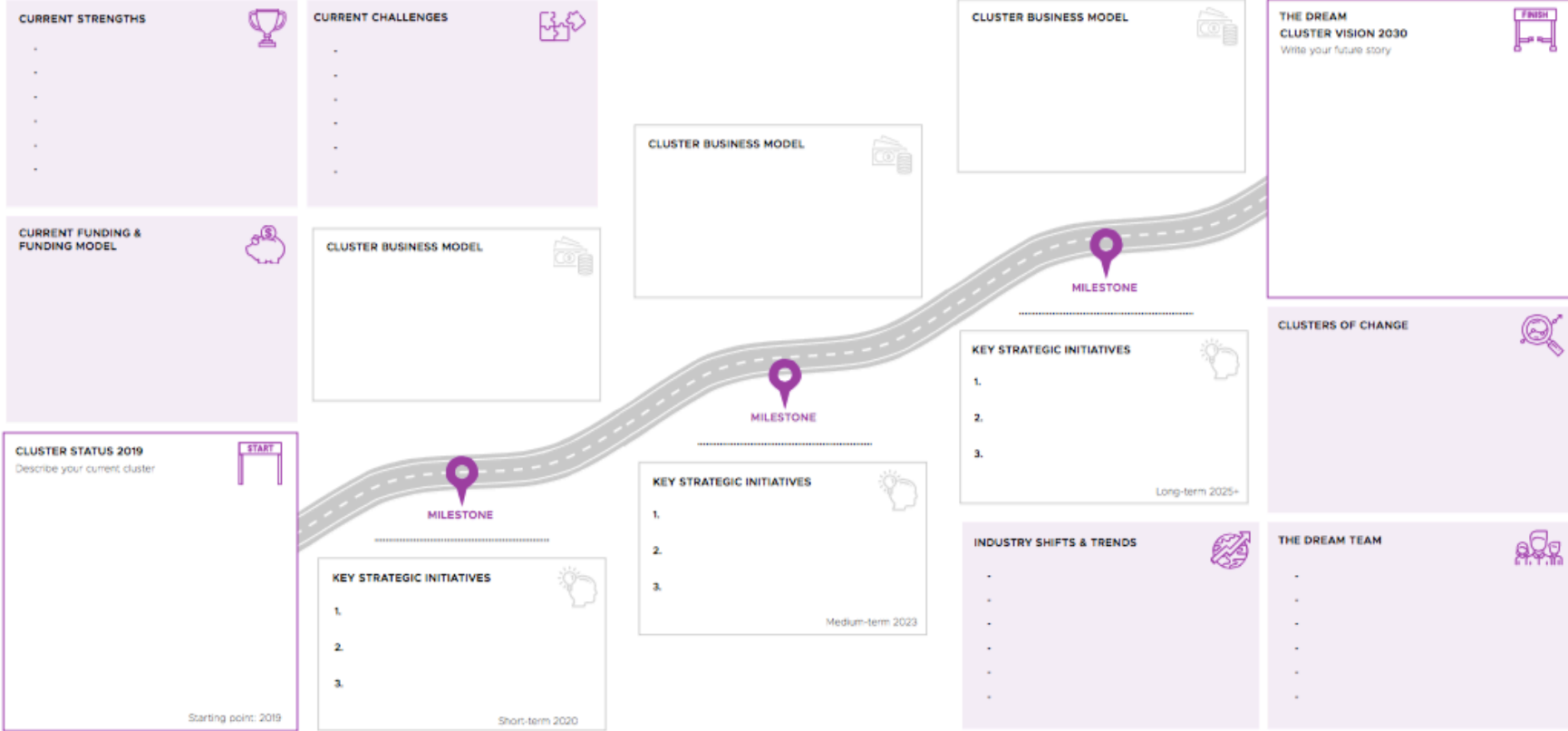
SDG-DRIVEN

RESKILLING & UPSKILLING

MISSION-ORIENTED



CLUSTER/ECOSYSTEM: SECTOR: TAGLINE:



JOIN THE WAVE!



CLUSTERS OF CHANGE

www.clustersofchange.eu

New, fresh, bolder business models

- Build from within. Co-create. Integrate a multiple need.
- Like a start-up. Test, validate, scale-up for robust business models.
- Beyond the status quo. From one-dimensional to diversified funding.
- Value first. Value proposition & paying customers.
- Systemic change.
- Leaders of Change.





COVID-19
is
a call for new leadership



Thank you!

For any further questions, please contact:

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