

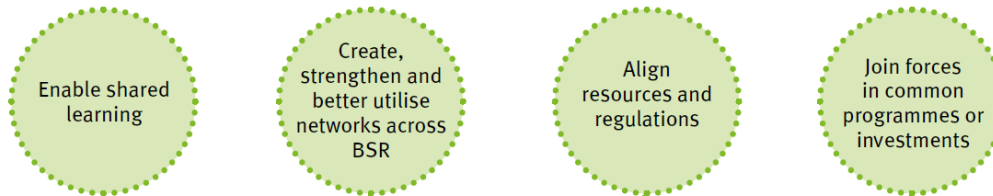
Collaborative eco-systems in the Baltic Sea Region

...and possible approaches to link with the S3
Platform on Industrial Modernisation

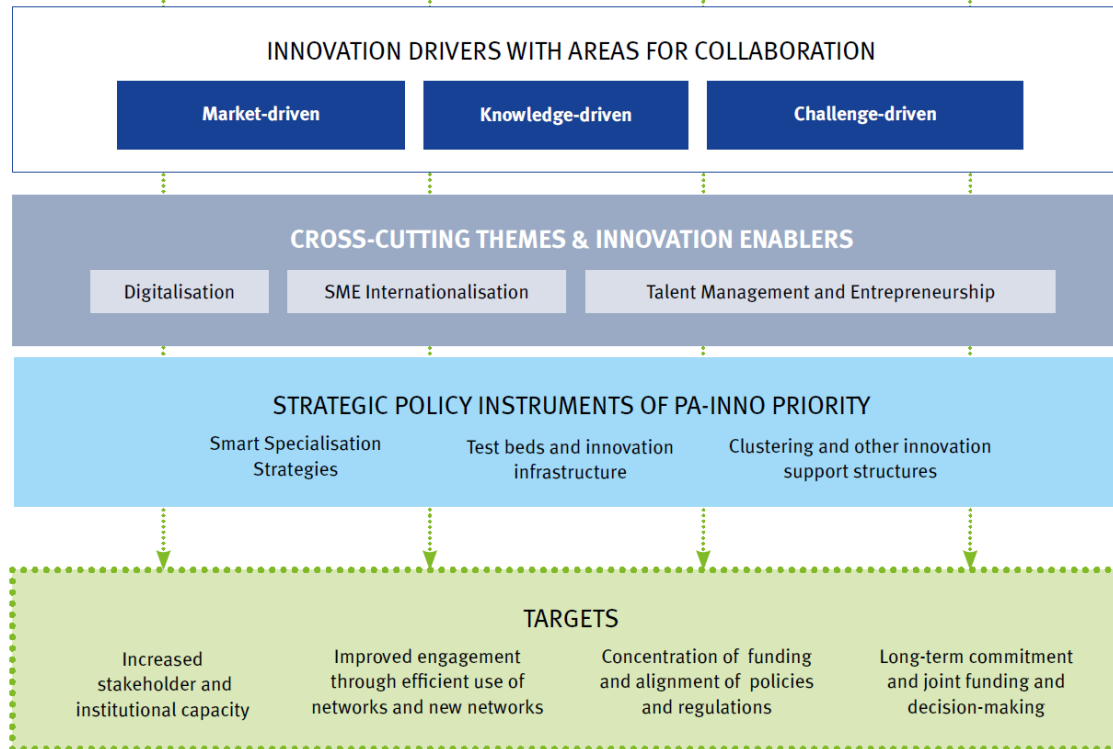
Dr. Emily Wise, IEC and Lund University

Policy Area Innovation - focus areas and targets

The roles of PA-INNO



Focus of PA-INNO



A focus on joint action through...

- Aligning policies and funding
- Creating, developing and using transnational networks

Working towards longer-term joint investments

Activities with output

Targeted results

Desired change

CHANGE

A globally competitive position within
Research and Innovation for the Baltic Sea Region

An example operational approach: BSR Stars Innovation Express



- Common approach for supporting internationalisation needs/opportunities of SMEs – through cluster initiatives
- Joint call, matchmaking event and learning activities, coordinated by DASTI, as part of the BSR Stars flagship
- Cluster/network organisation applies to 'home' funding agency (explaining target geography(ies) and activity(ies))...driven by needs of SMEs
- Amount of financing from regional/ national programmes dependent on schemes applied (expected to be between 10-60.000 EUR per project grant/country)
- In first three calls (2013-2015), more than 4 MEUR has been invested in 134 collaborative innovation projects, involving 240 clusters and more than 3300 SMEs

Overview of Innovation Express activities 2013-2016

	2013	2014	2015	2016
# Funding partners/ countries	6 partners 6 countries (DK, FI, IS, LT, NO, SE)	8 partners 6 countries (DK, FI, IS, LT, NO, SE)	6 partners 6 countries (DK, IS, LT, NO, SE + ES/Cat.)	8 partners 7 countries (DE,IS,LT,NO,SE + DE/Brand.,ES/Cat.)
Total budget (EUR)	1.210.000	1.526.500	1.355.000	1.835.000
# appl. recd/appvd	47/40	84/54	58/40	
MMkg Event	Copenhagen, DK 9-10 April	Berlin, DE 18-19 September	Copenhagen, DK 17-18 September	Warsaw, PL 19-20 September
#part./ countries	165 participants 70 clusters 15 countries	300 participants 150 clusters 24 countries	285 participants 151 clusters 32 countries	250 participants 150 clusters 30 countries
Other learning activities:			Experience exchange workshop (CPH, Sept '15)	Workshop on strategic internationalization (Riga, June '16)

Policy-level partners from eleven countries (2016 call)

Funding/cooperation and extended partners



Ministry of Higher Education
and Science
—
Danish Agency for Science,
Technology and Innovation



**Innovation Center
Iceland**



**Innovation
Norway**



**Swedish Agency
for Marine and
Water Management**



Brandenburg Economic
Development Board



**Generalitat
de Catalunya**

ACCIÓ

Associated partners



**MAJANDUS- JA
KOMMUNIKATSIOONI-
MINISTEERIUM**



go-cluster
EXZELLENT VERNETZT!



Ministry of Economics
Republic of Latvia



**MINISTRY
OF ECONOMIC
DEVELOPMENT**



Summary of Results (2015 call) - initiation of 27 bottom-up partnerships

- 40 approved applications, resulting in 27 new international collaboration projects
 - 23 applicants teaming up in 10 joint projects
 - 17 additional approved projects
- Projects directly engaging more than 1180 SMEs in international collaboration
- Projects in a range of sectors (with the largest number of applicants in environment/green technologies and ICT)
- 30% of projects cross-sectoral – combining partners with expertise in different business, service or research sectors
- A majority of targeted partners (75%) located within other Baltic Sea Region countries, with a growing number of partners from other countries

New interregional partnerships 23 applicants teamed up in 10 "joint projects"

Project Title and (Acronym)	Partnering Countries (partners from funded applications in bold)	#SMEs engaged
Sustainable building in circular resource economy (ecoConstruct)	AT, DK , NO , PL, SE	57
Intercluster cooperation on healthy and functional foods (DK/E Healthy Food 2)	DK , ES	16
Bridging the gap between construction, IoT and 3D printing (HT2C)	DK , ES	9
Railway Cluster Cooperation Europe (RCOE)	DK , ES	15
Nordic Furniture Making (NFM)	DK , NO , SE	65
Nordic Water Network – a platform for Nordic water business innovation (Nordic WIN)	DK , ES , FI, NO , SE	85
Involving spectators and participants in events through experience technology (ISPE X-tech)	DK , ES , NO , SE	42
Entrepreneur Creative Showcase 2016 (ECRES2)	DK , NO , SE	80
Process Industry – Zero Waste (PRO-ZERO)	IS , NO , UK	500
Joint Strategy for Building an International Brand for the Nordic Health Technology Industry (NorHealthTech)	IS , NO , SE	60

Example Innovation Express project: Accelerating Bio-Economy Innovation for SMEs (ABEIS)

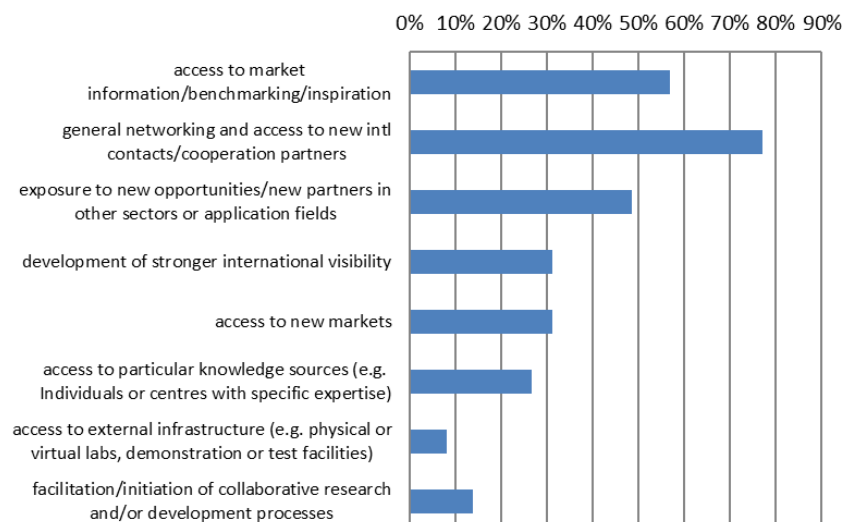
- Partners from three countries:
 - Paper Province (SE)
 - Tretorget (NO)
 - INBIOM (DK)
- Mobilised >40 SMEs, as well as large companies and research organisations
- Activities focused on learning from each other and identifying development or commercial opportunities (through study visits and B2B matchmaking)

“We have initiated contacts from all the different events, both commercial and (development) collaboration – many of which would not have been possible without this project’s help. A better understanding of different markets is easier (to attain) when meeting and getting first-hand information through meetings.” (Carl Romlin, Project Manager, Drinor AB)



Learning from evaluation - needs and results for SMEs

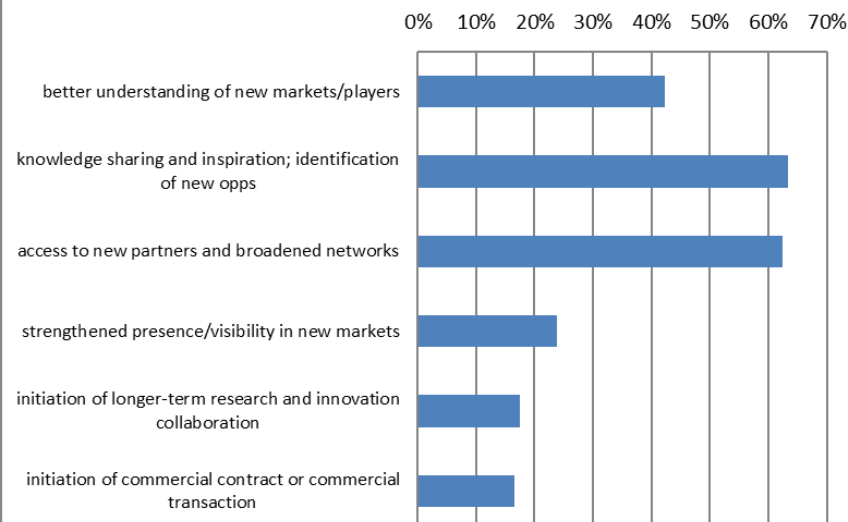
SMEs' view on most helpful internationalisation support activities (n=109)



“In daily production, we do not have the time and opportunities to seek new partners and internationalization. This project has given us the possibility to get new inspiration – and has been a source of education and teambuilding for my company.”

Tapperiet, SME within FoodNetwork, DK

SMEs' view on main results/effects of the project for their company (n=109)



SME respondents viewed **knowledge sharing and opportunity identification**, and **access to new partners and broadened networks** as the main results. Even though Innovation Express projects are quite short, nearly 20% indicated that projects also resulted in the *initiation of longer-term research and innovation collaboration or commercial contracts*.

Success factors and Improvement Areas

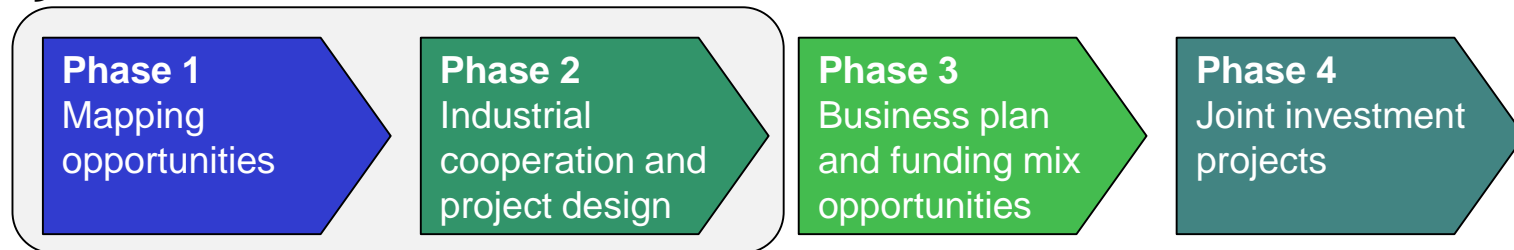
Success Factors

- Simple, pragmatic approach
 - Two partners from two countries
 - "national rules" and varied financing levels
- Addressing shared (broad) policy objectives
- Focused on mobilisation/ engagement and initial (experimental) linkages
- Financing (from NCM) for the "transnational level"
- A national agency (DASTI) with mandate to coordinate the transnational level

Improvement Areas

- Achieving even better alignment between policy partners (e.g. Financing rules, levels and timing of funding), **while** maintaining simplicity
- Broadening the base of policy partners (even outside BSR)
- Connecting to regional- and European-level smart specialisation platforms and investments
- Developing long-term commitment to transnational efforts (despite organisational and political shifts), and a stable, longer-term framework for implementation

A different approach to initiating interregional partnerships and industrial cooperation, yet with the same challenge to move toward joint investments



BSR Stars Innovation Express projects

- Framed within a (general) call; time delimited projects
- Key initiating agent = cluster organisations/intermediaries
- Start with matching and mobilising actors...jumping directly to identification of opportunities
- No designated lead
- Funding generally from national (cluster or other) programmes

S3 Interregional Partnerships

- Framed within thematic platforms; ongoing process
- Key initiating agent = regional managing authority
- Start with scoping and mapping, then matching/mobilising actors, then identification of opportunities
- Designated lead region(s)
- Funding/expert support generally from EU (including ESIF)

Proposals for stronger S3 Platform-BSR linkages

- Working more closely with regions to select and develop partnerships beyond initial IE project period(s)
 - Tailored S3 thematic or challenge-driven matchmaking events, or accelerator workshops (targeting selected clusters/other actors)
 - Regional/national “teaming up” to fund later phases of development (working toward an investment pipeline??)
- Use of Innovation Express projects as “feeder schools” for existing and new thematic platforms and partnerships on European level
 - Initiate more structured exchanges with other “institutions” with similar aims (e.g. S3 Platform(s), Vanguard Initiative, other macro regions, etc.)
 - Leverage EU support for scoping, mapping, strategy development activities
 - Explore ESCP-S3 label for relevant partnerships
- Develop (together with others) an “Innovation Express – Stage 2” approach for regions – for funding middle/developmental phases of implementation (before joint investment; “pre-EFSI”)...that leverages the 15% “transnational option” of ESIF