

3rd Steering Committee Meeting
Smart Specialisation Platform for Industrial Modernisation



Building the European Photonic Alliance

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Regional commitment and governance issues

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We are still in Phase 1: regional authorities' awareness and involvement Regional outreach/commitment process.

How your work is linked to other policy initiatives and actions launched at regional or national level in your field in your countries? (still need answer)

In the Netherlands, the former CTO of NXP, Rene Penning de Vries is leading the establishment of the National Photonics Agenda. He has challenged the members of the PhotonDelta ecosystem to follow the success NXP had in 2012. At a crucial point in the company's history, they began an active outreach programme to understand the needs of potential customers. The strategy in the "customer focus - passion to win" approach addresses the problem that many SME's face. **They have trained themselves to push a technology rather than understand the technology needs of the customer.** This helps to explain why so many SME's fail, despite having a breakthrough technology.

Have you already developed (or planning so) any formal agreement between your partners to reinforce governance and cooperation within your partnership

Following Phases

Phase 2: regional support

- Following Pilot finalisation, discussion over co-investment
- Regional commitment letter

Phase 3: commitment and joint action toward co-investment

- Cross-regional investment tracks: assessment/identification of options/potential combination and-or design
- Implementation of relevant funding mix(es) and/or generic actions

Analytical work and support services

🌐 How have regions and other intermediates have contributed to the mapping activities so far – what can be done better by the support services?

We produced a scoping paper which outlines the core competencies within the Alliance. Now we are moving into partnership mapping. This first stage of mapping potential partnerships is being driven by PhotonDelta together with active partners in the European Photonics Alliance. We have discovered that accurate mapping requires deep domain-knowledge to identify areas in which light-based technologies could make a difference. We have tapped into resources like IEEE, Research institutes and Photonics21PPP to ensure that is no duplication of effort. We need a fixed contact point per cluster in order to keep the mapping database current and to document (briefly) the lessons learned during the process.

🌐 The main areas for interregional cooperation and investments you identified so far:

	1 – Interested in becoming a Partner	2 – Interested in (co-)leading in partnership with current lead region(s)
Photonic Integrated circuits (PICs)	Attica, Bretagne, Stockholm, Thuringia	Berlin, East Netherlands, South Netherlands
Sensing, Measuring and Imaging	Attica, Berlin, Bretagne, North Karelia, East Netherlands, Stockholm	North Karelia, PACA, Thuringia, Mazovis
Optical Fibres for Industry	Attica, East Netherlands, Stockholm, Thuringia	Bretagne, Mazovia and Lublin
Pilot Facility for Photonics-based Manufacturing	Attica, Bretagne, North Karelia, East Netherlands, Stockholm, Thuringia	North-Rhine Westphalia

🌐 How do you expect to encourage the participation of clusters and industry in your work in the next period?

A more collaborative approach will be needed to compete effectively with rapid growth of Chinese manufacturing industries and to cope with recent protectionist trade measures being put in place by the U.S.A.

The Need for Digital Innovation Hubs to Develop Tangible Assets

Understanding Specific Industry Sector Needs

Different tactics to SME Instrument

Investment projects –Types of instrument

🌐 How far your partnership is actually regarding the identification of ideas for investment projects?

In the Netherlands, PhotonDelta is conducting research into the needs for a Photonics Integration Technology platform, which will link existing facilities and (where needed) help to establish new ones. That investment plan will be presented to the Dutch government in July 2018.

🌐 Type of financial instruments you would consider as the most appropriate to get more investments in your area?

Following a recent study by the EIB on “Access to Finance for ECS and Photonic sectors”, the main bottlenecks are 1) a knowledge gap, and 2) a finance gap.

Both are addressed by our activities in reaching out to investors with information on the opportunities and merits of photonic technology. Examples are an investor’s dinner by PhotonDelta in conjunction to the World Roadmap event in summer 2017, and cooperation with the European Photonic Industry Consortium EPIC who has set up multiple events for investors, and has appointed a dedicated professional to set up outreach activities for investors.

In the regions Saxony (DE) and Brainport Eindhoven (NL), regional authorities have successfully stimulated SME’s (notably startups) with combined support from their own initiatives and EU-support.

We are in dialogue with the EIB and fully support their proposal to the EC for a mixed package of equity and loan, combined with risk-sharing.

🌐 How the pilot actions launched recently by the Commission (REGIO) can be helpful in your process to assess market demand and needs for specific investment instruments?

Background: probably this is not related to plot lines, but to DG REGIO [initiatives](#) to improve access to finance, such as the [Vanguard initiative](#) and the [“Catching-Up Regions in Poland”](#).

In the Smart Specialisation workshop in Den Bosch, we had a presentation about the vanguard initiative

From the document “alliance summary of input.docx” of this workshop:

- As part of its activities EPRISE had foreseen to draft interregional co-funding scenarios of common interest
- Pierre-Yves Fonjallaz, Sweden: “Use the regional leverage to increase investments and strengths to help companies move from TRL5 to higher TRLs”
- Oost.nl: We believe such an alliance could help to build a EU-wide commercialization and industrialization investment program for integrated photonics.

Summarise maybe as: Multiple partners of our Alliance are undertaking activities on “access to finance” and have start to cooperate with activities as the Vanguard Initiative and the “Catching-Up Regions in Poland” of DG REGIO and the World Bank