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Focus

(Factory Of the future CLusterS)

Creating FoF project clusters to enhance their impact

KSF (key success factors) and learnt lessons for cluster sustainability

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FOCS aims at:



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- **Providing a Roadmap, summary establishing continuation of clusters on the basis of the learning from the 5 clusters**
- **Suggesting a set of Recommendations.**



Why clustering?



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- **Share technologies and results for common application/processes.**
- Look for **new markets.**
- **Help manufacturers** improving the efficiency of factories and compete worldwide.
- **Inter-cluster collaboration**, common development objectives to underpin a number of key application areas for Europe competitiveness.
- **Strengthening the connection to stimulate technology exchange** and to facilitate the implementation of research results in the industry.
- **Cross cutting issues**, both technical and non-technical.



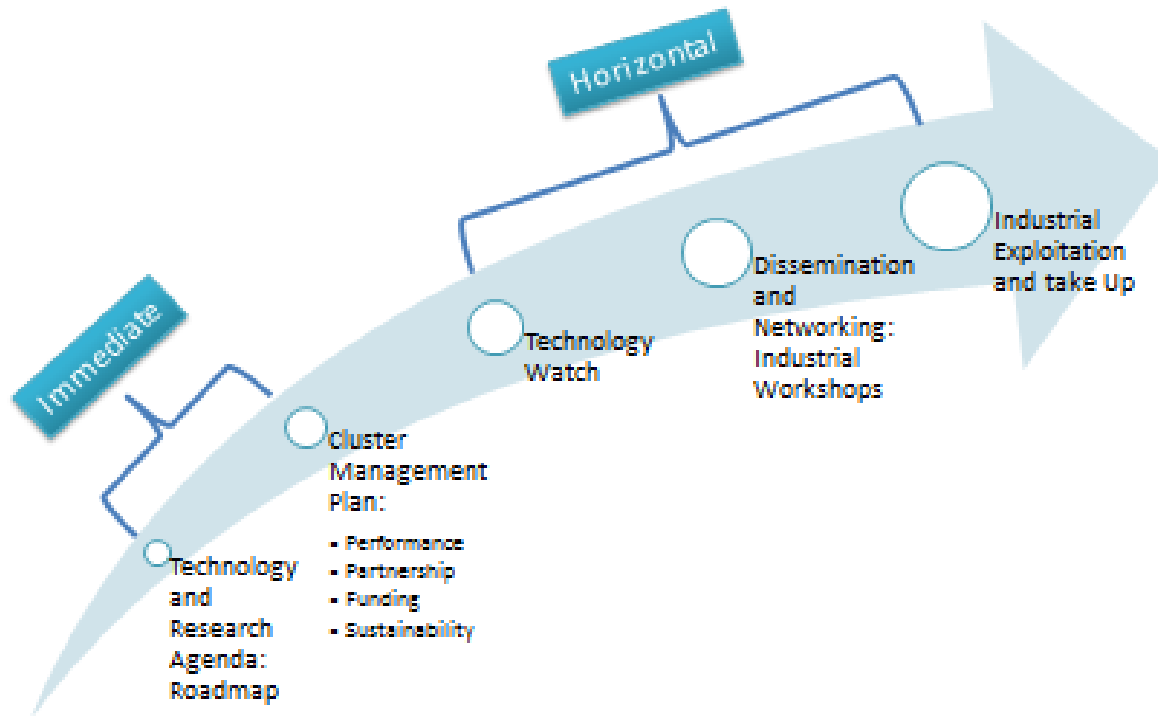
1. Where does the **cluster start from**?: capacities & ecosystem
2. In which **technological fields** the cluster wants to specialise/focus?
3. With whom the **cluster would like to cooperate**?: key partners
4. **Who is part** of the cluster?: members
5. **Who is leading** the process?: cluster manager
6. Where **does the cluster want to go**?: future
7. **With whom** the cluster would like to **cooperate**, in which technologies?



8. Which **activities** the cluster needs to **put in place** to reach the scope?
9. Which **results could be exploited**?
10. How does the cluster **measure the activities**?



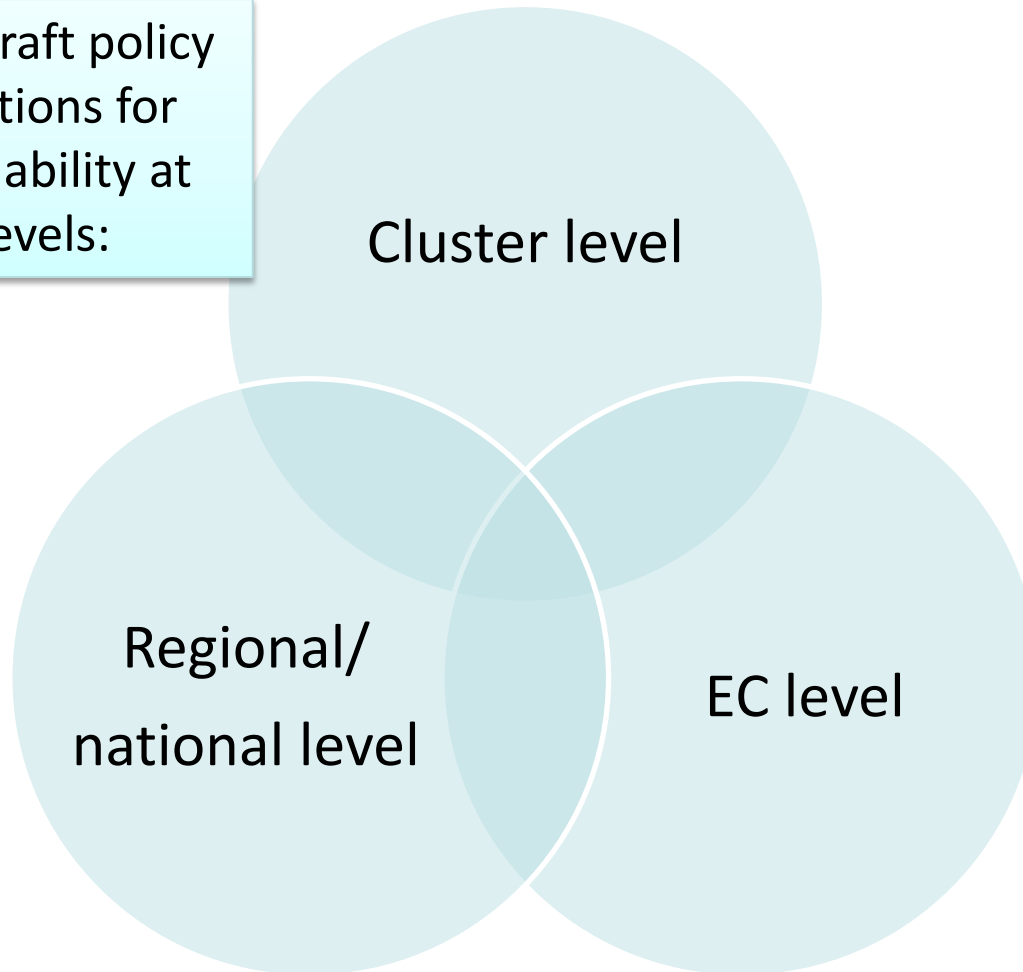
Roadmap for the continuation of FOCUS Clusters



Recommendations for sustainability

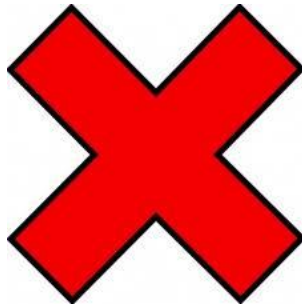


Main idea: to draft policy recommendations for cluster sustainability at different levels:





**BUILD ON
STRENGTHS &
OPPORTUNITIES**



**OVERCOME
WEAKNESSES
& THREATS**

Policy Recommendations at Cluster level



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- **Bottom up approach** is the right approach to build clusters.
- Clusters need to take into account **industrial exploitation and take up** since the cluster is created.
- **Industry is a key partner** for these clusters since created.
- Clusters are a very good tool **cross-sectoral and cross-border collaboration**, helping SMEs to grow and internationalise as well as innovators of the innovation ecosystems.
- **Networking activities** that may identify common business & commercial opportunities in the nearest future, as well as the potential creation of spin-offs and start-ups based on the research results.

Policy Recommendations at Cluster level



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- Clusters need to be **connected through Portals** such as EFRA.
- Clustering provides opportunities for members such as jointly look for new markets.
- Through joint dissemination the project's tangible outcomes will raise the awareness and thus increase on a short term the industrial exploitation: Industrial Workshops are very recommended.
- New Formulas are needed to support these clusters.



Policy Recommendations at EC Level



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- New mechanisms to **support these type of clusters** as they bet on precompetitive technologies long period to reach market
- New mechanisms to **link these clusters to policy issues**.
- FOCUS experience could be opened **up to other FoF project activities**, is an effective way to enhance the impact of FoF projects.
- Identify **“inspiring practices”** to stimulate the take-up of project results and investigate how to best exploit synergies jointly.



Policy Recommendations at Regional/national Level



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- Assure the **integration** of these clusters within the regional/national ecosystems.
- Look for additional regional/national funding until the clusters are mature enough.
- Make it possible **connection with other more established clusters** to increase the added value through cross sectoral linkages.



Thank you!



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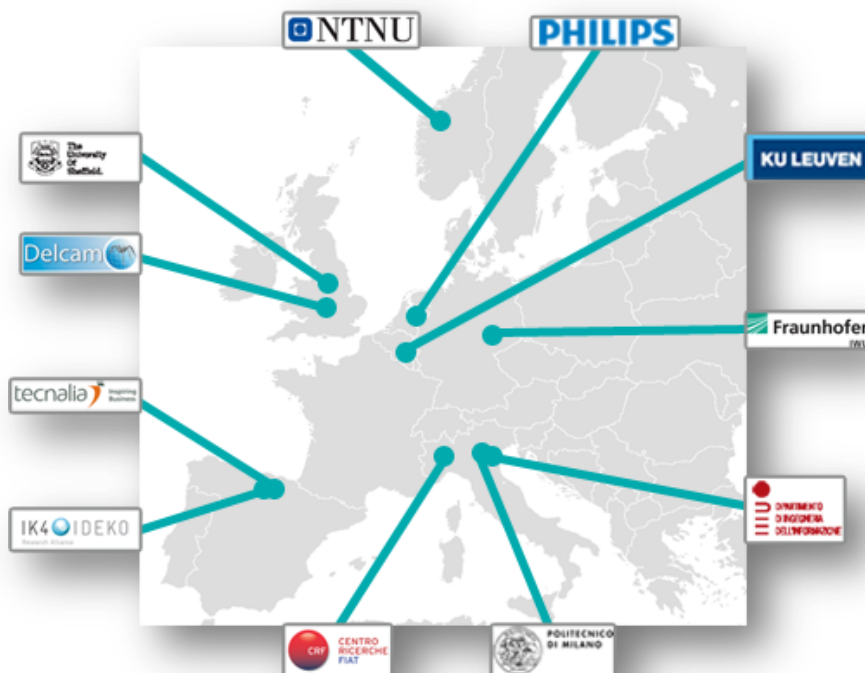


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