

Polish National Analysis of the cooperation opportunities of the V4 cluster organisations

Prepared by:	
Name	Karolina Piwowarska
Position	Project Manager
Contact – telephone, e-mail	+48784964377; +48323393143; kpiwowarska@gapr.pl
On behalf of the organisation	Górnośląska Agencja Przedsiębiorczości i Rozwoju Sp. z o.o.
Place, date	Gliwice, 22 December 2014

1. Current projects and existing cooperation of the V4 cluster organisations

a) Assessment of the most important projects

Total number of cluster organisations in the national V4 database: 32

Total number of responses (question No. 10 of the V4 questionnaire): 21

I. Assessment of the most important projects				
	Sector of project	Type of activity	No. of clusters	No. of projects
1.	Business	Promotion	0	0
2.	ICT	R&D	5	2
		Cooperation	6	3
		Promotion	6	3
		Training	6	3
3.	Agriculture (food, tourism)	Cooperation	1	0
		Manufacturing	1	2
		Innovation	1	0
		Promotion	1	2
4.	Fashion (clothes)	Promotion	1	0
		Manufacturing	1	0
		Cooperation	1	0
5.	Wood and furniture	Building (construction)	1	0
		Technology development	1	1
		R&D	1	1
		Laboratory and testing	1	1
		Training	1	1
6.	Chemicals	Cooperation – matchmaking	1	2
		R&D	1	4
		Training	1	1
		Internationalisation	1	1
		Training	1	2
7.	Mining	Cooperation	2	1
		R&D	2	3
		Promotion	1	1
		Internationalisation	1	0
		Innovation	2	0
8.	Aviation	Manufacturing	1	1
		R&D	1	1
		Testing and laboratory	1	1
		Cooperation	1	1

9.	Plastics	Innovation	1	0
10.	Automotive	Cooperation	1	1
		Human resource	1	1
		Training	1	3
		R&D	1	1
		Laboratory and testing	1	1
11.	Renewable energy (electricity, waste, degraded areas)	Cooperation	4	4
		R&D	2	2
		Promotion	3	4
		Manufacturing	1	1
		Testing and laboratory	2	2
		Training	3	2
12.	Water technology	R&D	1	1
		Promotion	1	1
13.	Building and construction	Cooperation	1	0
		R&D	2	1
		Promotion	1	1
		Testing and laboratory	1	1
		Export	1	0
		Innovation	2	0
14.	Art and design	Cooperation	3	0
		Exchange	3	2
		Training	3	3
		R&D	1	0
		Innovation	1	2

Comments on the most important projects:

Most important projects implemented by Clusters, which responded this question are:

- Promotion of resource efficiency in SME's
- Test of digital services for building energy efficiency
- Open Data access middleware
- ICT (B)usiness to(2) (E)ducation - Initiative which aims to connect education and business by upgrade of IT teachers' competence and promotion of IT-related education, esp. among girls.
- C4C - Cloud for Cities - assuring access to high-end solutions for administration and medical institutions.
- Smart Grid Model for Resort SPA
- Center of Digital Education Votral - modern thematic internet web page is co-edited by the members of the cluster supervising the cohesion of the content and graphic form of published material. The vortal is equipped with specialized data base. Thanks

to a module structure, it easy to add new data bases and thematic components catering to the needs of the cluster. Virtual platform of cooperation and information exchange between the members of the cluster – platform supports cooperation in teams through the network of local networks and the internet, making it easy to interact with other persons and using information and materials necessary in cooperation. It make it easier to use the network, cooperate and work in special internet services dedicated to teams – also geographically dispersed and comprised of persons belonging to different organizations. It is enable all members of the team to work on the most updated versions of documents another fles and offer the possibility for the teams to create a safe environment for managing information and projects without engaging IT personnel. It creates a practical alternative to electronic mail as a tool of storing and exchanging information and documents as well as managing them.

- Support for regional cooperation ties through the development of Silesian Cluster of Regeneration and Environmental Technologies.
- Chemical Regions for Resource Efficiency, R4R: Improving research and Cooperation in the
- Areas of resources and energy efficiency in the Chemicals Industry (7FP) the international consortium composed with renowned companies from Sweden, Belgium, Holland, Germany, Spain and Italy. Together with the Centre of Bioimmobilisation and Innovative Packaging Materials of West Pomeranian University of Technology in Szczecin and Papiertechnische Stiftung (PTS) in Munich (Germany) and Celabor (Belgium) Cluster implements international research project under the initiative Cornet - name SubWex, but also four different projects from the same initiative – FreshCoat, SmartFlowerPack, ExtruMIBI and Progress.
- HR-Consultant IT management solutions
- ICTforSME- Partnership for sustainable support of SMEs in use of business software - The project focuses on specialist knowledge exchange and best practice sharing in the field of vocational training within SMEs. Strengthening education, innovation, and business orientation within SMES in that manner will present an advantage to the sector and increase its competitive potential in the European Union.
- The capital for innovative start ups - promotion of innovation in the business and scientific - goal of the project is to increase awareness of services and benefits offered by the network of private investors including business angels, VC / PE funds, investment readiness formation and activation of group and individual entrepreneurs originators seeking capital for the implementation of innovative projects.
- Sustainable Infrastructure – development of autonomic construction technology and modern solutions of applied automation - developing affordable autonomous construction technology and cluster own innovative BMS for managing intelligent buildings, friendly for the elderly, for the handicapped and visually impaired thanks to voice commands and gesture control.
- Creating your own work environment architecture - an innovative model of socio-vocational mobilization for the individuals under 25 years old
- Bydgoski Klaster Przemysłowy z innowacją za pan brat - focused on uplifting of innovativeness of the enterprises.

- "Przez EKSPORT do SUKCESU" focused on training in the field of product export, personal competence and languages.
- The project "Establishment of the Business Incubator at the Foundation for Lubelskie Development". As a result of the project there will be office building with business incubator. With the support of the incubator till 2020 there is a plan to create at least 30 new businesses in the RES, eco-buildings and ICT sectors. Incubator building will be equipped with the photovoltaic installation to produce electricity from sunlight with a power of 30 kW. The installation will be used primarily as a pilot plant, which will be made available for research to interested entrepreneurs from the incubator, as well as companies from Lublin Eco-Energy Cluster (LEEC). Companies from the following industries: renewable energy, energy efficiency and eco-buildings will create under the project comprehensive, mutually complementary range of products and services.

b) Assessment of the existing cooperation within V4

Total number of cluster organisations in the national V4 database: 32

Total number of responses (question No. 11 of the V4 questionnaire): 3

II. Assessment of the existing cooperation within V4						
	No. of clusters	No. of responses	CZ	HU	PL	SK
Contacts with organisations within V4	3	5 contacts	2	2	///	1
Existing projects within V4	1	3 projects	1	2	///	0

Comments on the existing cooperation within V4:

It is very common that Polish cluster managers are not eager to share information concerning their connections and collaborations. On the other hand they want to receive as many international (Visegrad) contacts as possible, they also participate in networking events willingly. The problem with sharing knowledge about their partners is based on Polish cultural fear of "stalling" partnership as intellectual property is huge problem for Polish clusters. That is why they try to avoid sharing their knowledge, cooperation, etc. at a larger scale.

2. Assessment of areas of possible cooperation within V4 in the future

Total number of cluster organisations in the national V4 database: 32

Total number of responses (question No. 12 of the V4 questionnaire): 22

III. Assessment of areas of possible cooperation within V4 in the future				
	Sector of possible cooperation	Type of activity	No. of clusters	No. of topics
1.	Business	Internet marketing, construction, domains, human resources, finances	1	5
2.	ICT	ICT Providing professional ICT services	4	4
		IP voice communication	1	1
		Internet , Optic links, networks with protections, dedicated links , including international	3	6
		big data and security, electronic signature and certificates	1	2
		gaming and edutainment	2	2
		benchmarking in terms of cluster organisation /management	2	2
		Software and hardware supplies	3	3
		Complete solutions for advertising and printing	1	4
3.	Agriculture (food, tourism)	Tourism	1	1
		Organic products	1	1
4.	Fashion (clothes)	Cluster strategy development	1	1
5.	Wood and furniture	Wood and energy industry	1	1
6.	Chemicals	Technology transfer	1	1
		Economic missions	1	1
7.	Mining	production of machinery, equipment, assemblies and metal parts and welded structures and products,	1	1
		research and implementation of environmental technologies	1	1
8.	Aviation	Connectivity and information sharing for intelligent mobility	1	1

		Coordinated research and innovation actions targeting the highest levels of safety for European aviation	1	1
		Breakthrough innovation for European aviation	1	1
		Strengthening the research and innovation strategies of the transport industries in Europe	1	1
9.	Plastics	Tool making and plastics processing collaboration	1	1
		Collaborative technology, development of technology transfer R&D	1	1
		Internationalisation of cluster participants	1	1
10.	Automotive	New materials	1	1
		Environmental technologies and alternative resources	1	1
		Power train and new engines	1	1
		Mechatronics	1	1
		Production process optimization	1	1
		Product development and prototyping	1	1
11.	Renewable energy (electricity, waste, degraded areas)	development of local micro networks manufacturing energy from renewable sources	2	2
		preparation of prototypes and demonstration installations and practical implementation in the renewable energy sector	2	2
		construction of the certification system of professional qualifications in the renewable sector and models of ensuring energy safety	1	1
		- renewable energy - energy efficiency - social and economic research - sustainable development	1	4
		cluster-to-cluster	2	2

		collaboration in technology transfer, innovations or joint EU projects.		
		network of cooperation in the field of exchange of experience in the field of revitalization processes and innovative environmental technologies	1	1
12.	Water technology	water technology	1	1
		environmental protection	1	1
		sewage	1	1
13.	Building and construction	Renewable sources of energy, energy efficiency, smart cities, BMS - intelligent building management systems, passive and autonomous buildings construction, research in energy-saving construction technologies	1	5
14.	Art and design	Sharing of knowledge	2	5
		Transfer of know how	2	5
		Create joint projects	2	2
		Teamwork with other firms resulting in improved products and services	2	2
		Outsourcing of services between business partners	1	1

Comments on areas of possible cooperation:

In May 2014, as part of the V4Clusters project Upper Silesian implemented, among others, by GAPR, the first meeting in Poland of the Visegrad clusters was held in Gliwice. Polish clusters were very eager to meet on the "match-making" basis, especially for the mutual exchange of experience and cooperation, which hopefully will form the basis for the work on joint implementation projects. Meeting met with huge interest of clusters, cluster initiatives, networks of enterprises and companies and it has shown that there is a high demand for this type of meeting is at an international level, with particular emphasis on participants from the countries of the Visegrad Group.

These meetings and attendance, far exceeding predictions of the organizer, contributed to the idea of hosting a Visegrad meeting of clusters based on a match-making rule.