

Clusters and Transformation Strategy

Some reflections why / what / how we “cluster” in Luxembourg.

Marcel KLesen

Luxembourg Ecolnnovation Cluster

Praia, 15th May 2014

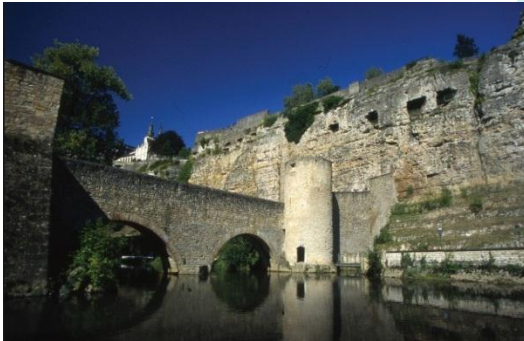


- **“One World Tower” is based on Giant Steel Sections produced in Differdange, Arcelor Mittal**
- **Guardian Luxguard S.A., “Burj Khalifa Tower”**
- **SES, Hitec, Apateq, TARKETT, SolarTEC, ...**

CITÉ DES SCIENCES



GEOGRAPHY



Cluster

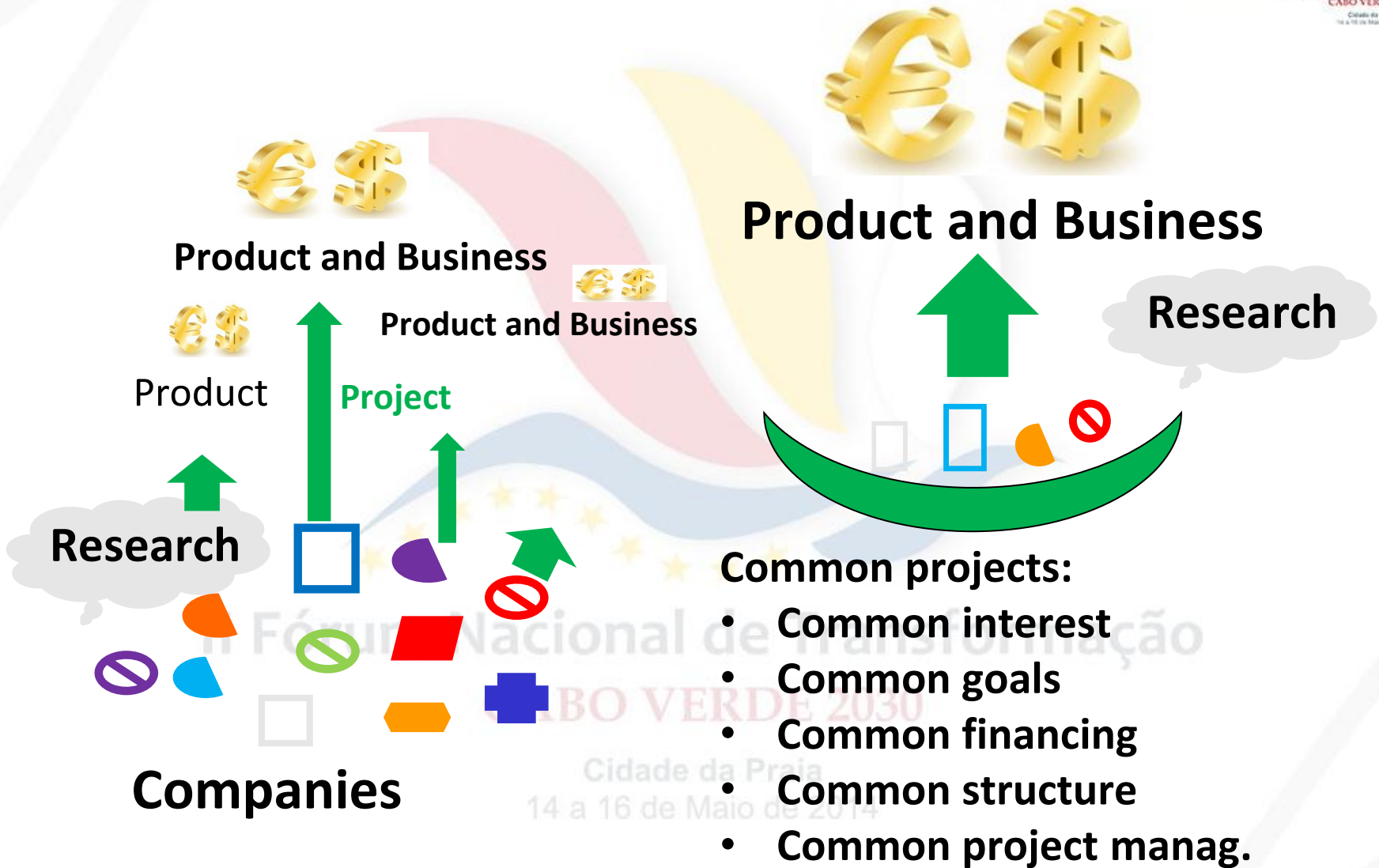


“A business cluster is a geographic concentration of interconnected businesses, suppliers and associated institutions in a particular field.

Clusters are considered to increase the productivity with which companies can compete, nationally and globally. “

Michael Porter

Cluster



...or



Money



Fundamental-
research

Industrial-
research

Research and Development



Know how / Knowledge

Prototyping



Business
development

Innovation (products / service)

CABO VERDE 2030

Industrialisation

Commercialisation



Governance

Ministry of
the Economy

Chamber
of
Commerce

Luxembourg
Business
Federation

Ministry for
Research

Chamber
of Skilled
Crafts

NATIONAL AGENCY
FOR INNOVATION AND RESEARCH
LUXINNOVATION



Luxinnovation provides

- Support services (**Communication, HR, Secretary, Administration**)
- Adequate staff for **managing** the Cluster
- Funding of the Clusters (distribution of the **budget** to the clusters)

Luxinnovation validates and supervises

- Yearly budget to the Cluster Initiative
- **KPIs and management** objectives of the different clusters



Luxembourg Cluster Initiative



Luxembourg
EcoInnovation
Cluster



Luxembourg
Automotive
Components



Luxembourg
ICT
Cluster

Luxembourg
Cluster
Initiative

Luxembourg
Materials
Cluster



II Fórum



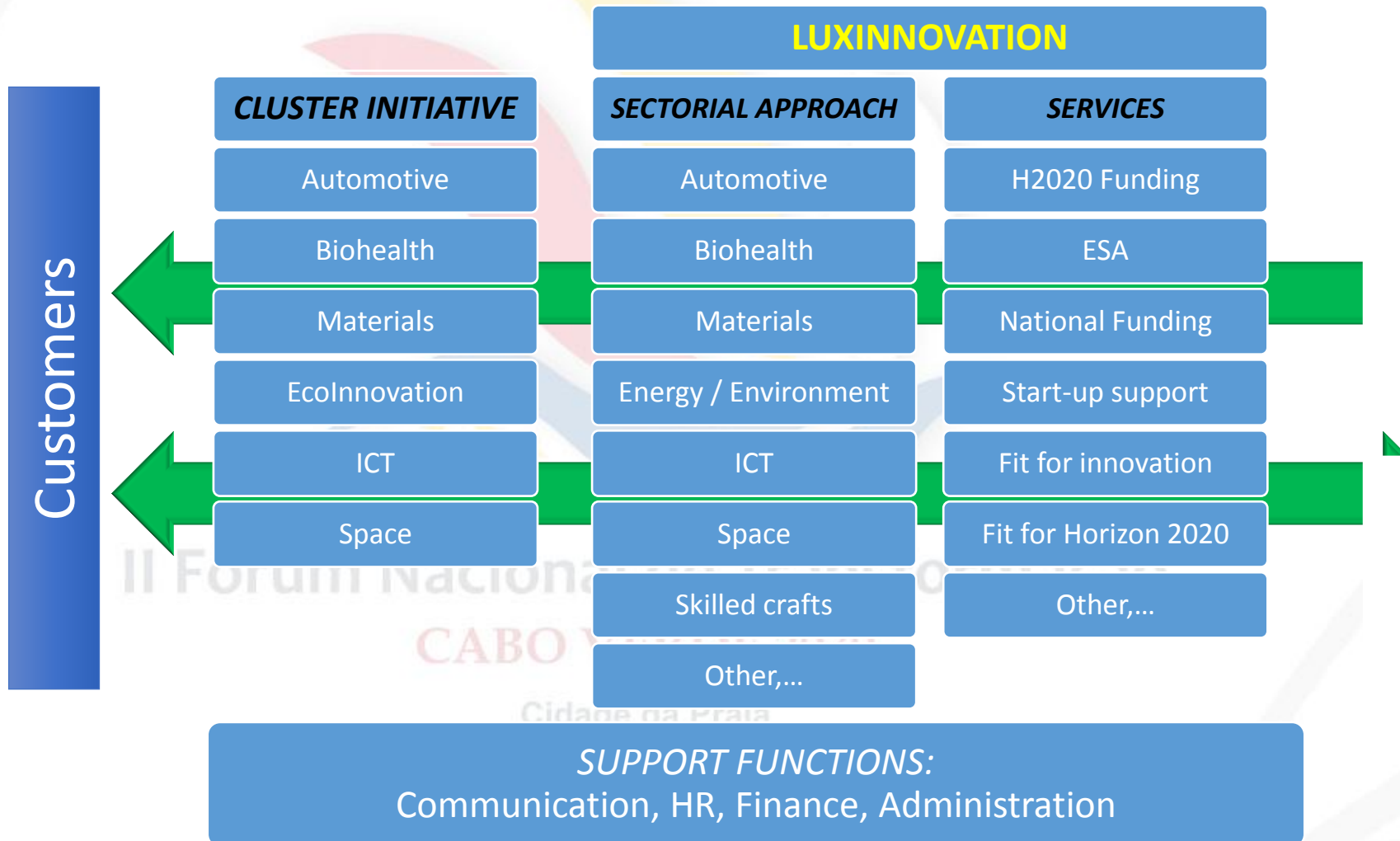
Luxembourg
BioHealth
Cluster



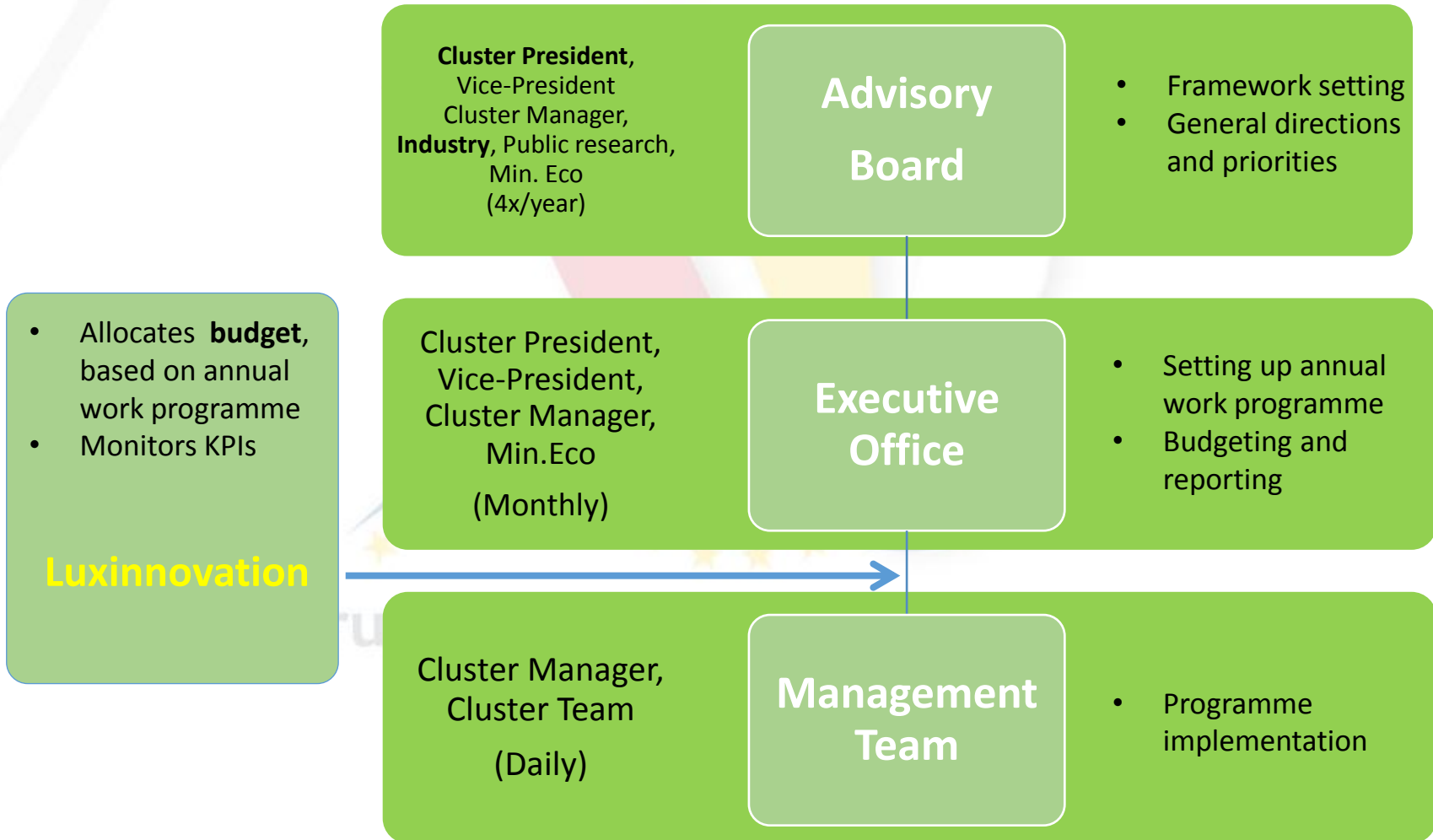
Luxembourg
Space
Cluster



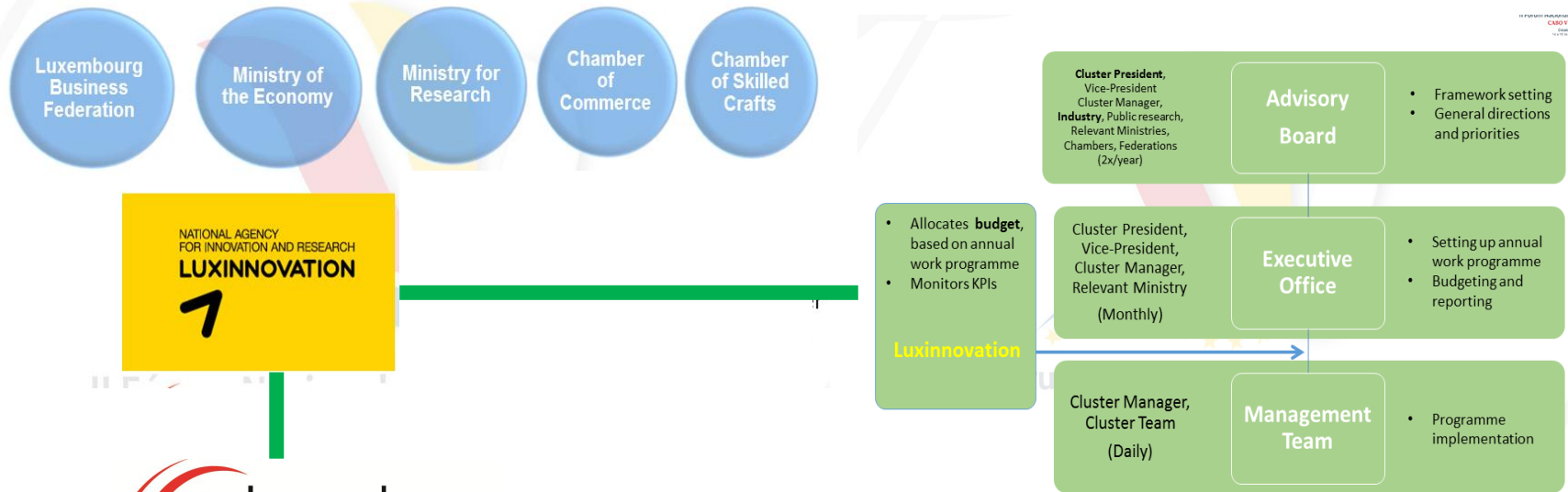
Governance and Services



Cluster Governance



Cluster Governance



Luxembourg
Cluster
Initiative

Luxembourg
EcoInnovation
Cluster

Luxembourg
BioHealth
Cluster

Luxembourg
Materials
Cluster

Luxembourg
Automotive
Components

Luxembourg
ICT
Cluster

Luxembourg
Space
Cluster

Bottom up

Government / Stakeholders / Institutions / Uni

«Lobbying»

Clustermanagement



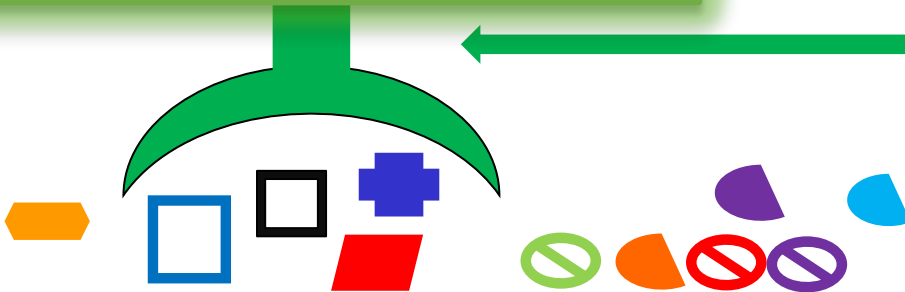
Sustainable
Products and Business

Strategy / Objectives

- Sustainable, Social
- Economic,
- Environment-friendly

Services

- Project Manag., Financing,
- Networking
- Branding



Companies

Top down

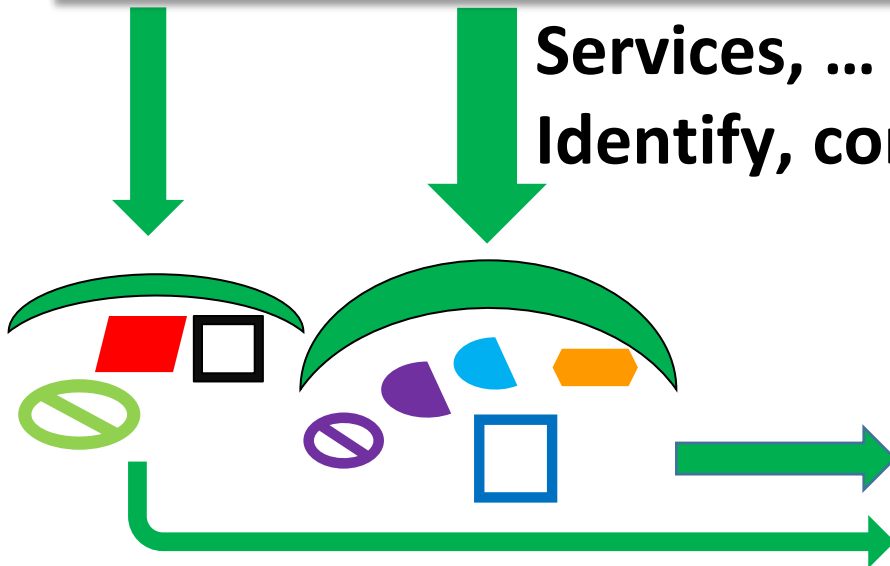
Gouvernement / Stakeholders / Institutions / Uni

Strategy, objectives



Clustermanagement

**Services, ...
Identify, connect, realize**



**Sustainable
Products and Business**

Gouvernement /Stakeh./ Inst. / Uni

International

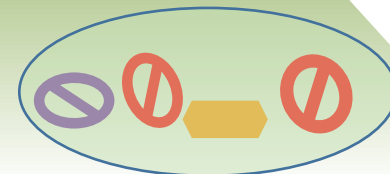
Strategy /Objectives

- Sustainable, social
- Economic,
- Environment-friendly

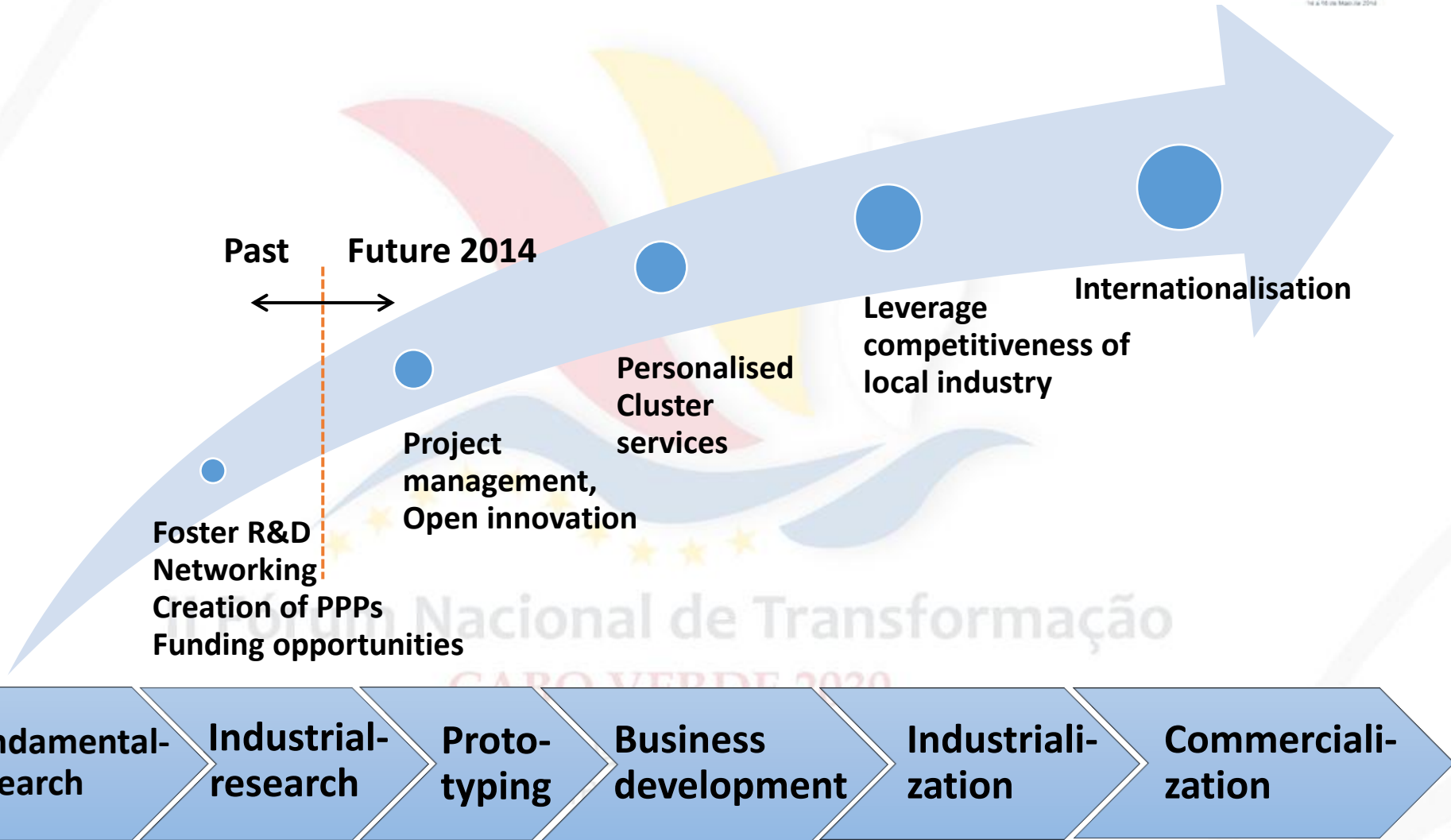
Cluster

Services

- “Identify, connect, realise”
- Project Management
- Financing, Networking
- Branding, ...



Adaptation of the Cluster Strategy 2014



5 pillars defining future Cluster activities



**BUSINESS
DEVELOPMENT**



**PRODUCT
AND
SERVICE
INNOVATION**



BRANDING



**INTER-
NATIONA-
LISATION**



**PROSPECTION
AND
PROMOTION**

Cluster activities

Goals of the Cluster Initiative 2014-2020



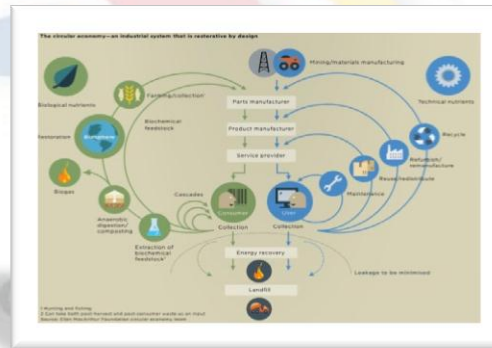
our Fokus

Strengthen the Luxembourg Eco-Tech and the Clean-Tech Sector

- Innovative Materials
- Rational use of natural resources



Mobility



Circular Economy Concept ((c) Ellen McArthur Foundation)

CABO VERDE 2030

Circular Economy
14 a 16 de Maio de 2014

**Circular
Economy**



**Sustainable
Cities and Smart
Technologies**

Mobility

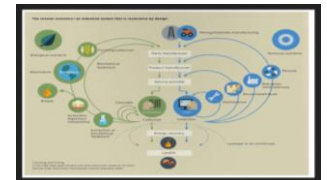
- Project management and leadership of several work packages within the “Public-transport-Project” → reduction of emissions and noise



Circular Economy

“Thinking about an sustainable production and consumption in a circular framework.”

- Analysis of economic potential in Luxembourg
- The cluster as “competence center” in the field of circular economy



Sustainable Cities and Smart Technologies

- Supporting projects in Luxembourg to enlarge the technical competences
- Foster renewable energy and energy storage, rational use of natural resources
- «**Solartec, Myriado, Apateq, LEE, BOSON, AECT,**



Business Opportunity, 1



Cooperation and Synergies

→ Myriado (water treatment) and Solartec (renewable Energies and energy storage)

→ Cluster : identified the opportunity, Project management, promotion

Cidade da Praia
14 a 16 de Maio de 2014

Business Opportunity, 2



«Business Opportunity» of three members to develop a new product:

→ Knowledge transfer to scale up a small wind turbine to a larger power unit (5 to 50kW)

→ Cluster : realizing a project, follow –up, promotion

Business Opportunity, 3



„Business Opportunities“

Private investors looking for projects with high impact on social and environmental issues

→ Cluster : connected the members for new opportunity, follow –up

II Fórum Nacional de Transformação
CABO VERDE 2030
Cidade da Praia
14 a 16 de Maio de 2014

Cluster companies, ...

Ren. Energy	SolartTEC, ELCO, SWIRL, Solair , Siegel-Schleimer, Innovat-technologies,
Water treatment	Apateq, Myriado, SEO, ...
Consulting	AECT, 3E Consult, Prosolut,
Construction	ProGroup, Cimalux, Polaris, Betons Feidt
Mobility	CityMov', Estonteco
Biomass	LEE, Soil- Concept, Boson
Waste	Superdreckskescht, Ecotrel
Grid	Enovos / Creos
Engineering	Paul Wurth / Dephi /
ICT / Materials / Space /...	



92 Members , 80 companies



BOSON ENERGY

THE IMBY COMPANY



LIONSYSTEMS



DELPHI



Due Mond
Ecotec



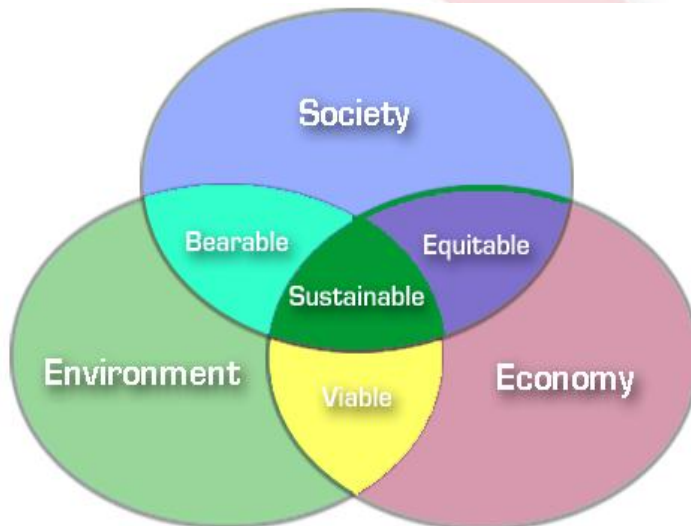
Sarl
Nouvelles
Perspectives Emploi



1. Luxembourg is a reliable partner with Cabo Verde
2. Luxembourg is dedicated to clean-tech
3. Luxembourg has a reliable business environment
4. Luxembourg is a competitive country
5. Luxembourg believes in R&D
6. Luxembourg is at the crossroads of Europe



....., **Keep in mind**



Sustainable Business opportunities (national and international)

Active Clusters, clear goals, “Circular Economy”

Cabo Verde and Luxembourg, a reliable and strong Partnership!



Marcel Klesen

... , obrigado!