

ClusterNet Newsletter

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ClusterNet

**Connecting, Match-making and Clustering:
new strategies to foster entrepreneurship
and to strengthen the competitiveness of
European SMEs**

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Welcome to the third edition of ClusterNet on-line Newsletter!

ClusterNet aims at helping SMEs across Europe identify new opportunities in international markets and turn them into concrete business.

ClusterNet will promote advanced business cooperation formulas such as **Match-Making** and **Clustering** as strategies to foster entrepreneurship and to strengthen the competitiveness of European SMEs.

This bimestrial Newsletter will keep you informed about the latest developments in the ClusterNet project, its activities, results and relevant events.

The Newsletter will be circulated amongst all members of the ClusterNet platform.

Enjoy the reading!
The ClusterNet team

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ClusterNet at the EBN XVI Annual Congress

The XVI EBN Annual Congress

took place from the 20th to the 22nd of June in the historical city of Canterbury (UK).

Hosted by the County of Kent, 370 delegates coming from 32 different countries, this year, the XVI EBN Congress wanted to focus the attention on innovation understood as an open source of knowledge, and as an opportunity to build bridges across different regions, cultures, economic backgrounds all over the world.

In the framework of the XVI EBN Annual Congress, a **ClusterNet Workshop** was organized on the 20th June 2007.

The main **objective** of the event was to share best practice and experience on how to involve SMEs in international trade fairs, how to support them during the business negotiations at international level and what role the BICs should play.

The three **case studies** that were presented outlined common difficulties the SMEs face when entering the international markets, such as lack of experience, lack of trust towards the potential business partners as well as administrative, cultural and language barrier.



Three days of Congress

- ◆ an opening ceremony animated by 2 Key-note speakers and 8 roundtable panellists
- ◆ 14 different workshops
- ◆ 15 exhibitors
- ◆ parallel meetings and networking events

A real factory of new ideas, in a very friendly and charming environment!



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The role of the BICS

Being this the scenario, the assistance the BICs can offer can be of great importance in order to establish a trustworthy business environment, clarify the legal and administrative aspects as well as arrange a fruitful matchmaking meetings.

International Trade Fair Riga Food 2007

5th - 8th September 2007
Riga - Latvia

RIGA FOOD Fair

A widely known fair where food industry professionals from European Union and other countries meet every year to promote their businesses and learn about the latest developments in **food** and **beverages** production, processing, the latest technologies, packaging solutions, solutions from stores and pub catering enterprises, **hotel equipment** and services, and to participate in the sector business forum and competitions for international food industry professionals.



Riga Food 2007

Riga Food Fair: Edition 2007

Over **40.000 visitors** as well as more than **600 exhibitors** from all over **Europe and Russia** are expected.

According last year's statistics about 70% of the visitors were professionals operating in the food industry or linked sectors. As to national collective representation, 15 countries presented their enterprises and products in collective stands showing their interests in this region.

For more information, please visit the official website www.bt1.lv/bt1/rigafood



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A ClusterNet stand as well as a reserved meeting room will be available to all SMEs participating under the ClusterNet programme.

The 16m² stand will host products and promotional material of the SMEs and will give them the unique opportunity to gain visibility in the Fair and explore new business opportunities.

The reserved meeting room will be available on the 7th September to all ClusterNet SMEs for the whole day for business and matchmaking meetings.

For more information, please log onto www.ebe-cbc.net or contact your regional ClusterNet contact point.

Partner of the month...



12 years in the service of Hungarian innovation

Innostart at a glance....

- Establishment in 1994 with PHARE support
- Business and Innovation Centre (BIC)
- First full Hungarian member of the European BIC network
- Promotion of BIC enterprise development methodology
- Incubation and SME development in the core of operation



Our Priorities....

- ◆ INNOREG – Regional Innovation Agency of Central Hungary
- ◆ Seed Capital Fund program
- ◆ Business Angels Network
- ◆ Innovative enterprise / idea management
- ◆ National and international projects
- ◆ Training



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Our goals....

- Development of Innovation Park
- Improved services for
 - establishing innovative enterprises
 - strengthening enterprise competitiveness
- Promotion and development of a national innovation culture
- Support of national and regional initiatives for the promotion of innovation
- Strengthening of relations between the players of innovation at local, regional and international level

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Hungarian Biomass Cluster

The **Hungarian Biomass Cluster** was created on the initiative of **Innostart Foundation** on 30.01.2006 by ten founding-members, each being a relevant player of the national biomass sector, who have recognized the benefits of a joint representation of interests.

Being a traditional agrarian country, Hungary has an exceptionally good biomass potential which the cluster aims to take advantage of in a number of ways to reduce climate changes. The cluster is open to all private and legal entity, devoted to the promotion and dissemination of biomass, as renewable energy source, solutions.

Plans for the future...

Building on the results and successful co-operation actions, the cluster in this phase is contemplating the expansion of its operations in a number of new areas:

- ◆ shifting emphasis onto bio-fuel production utilizing biomass resources
- ◆ building and strengthening relationship with similar foreign groupings, clusters
- ◆ development of a biomass/bio-fuel technology platform
- ◆ preparation of joint proposals for the utilization of the country's biomass resources (potential)
- ◆ development of a platform for the facilitation of biomass related investments



The Cluster... the benefits...

The cluster counts 37 active members involved in biomass related activities.

- ◆ Business contacts and opportunities
- ◆ Facilitating the involvement of capital
- ◆ Strategic Partnership
- ◆ Knowledge transfer
- ◆ Lobbying

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