



LA SYNERGIE
PLASTIQUE /
PLASTIC SYNERGY

EN ROUTE VERS /
HEADING TOWARD

2015

Cross-sectorial and cross-border
cooperation of clusters in support
of green chemicals industries

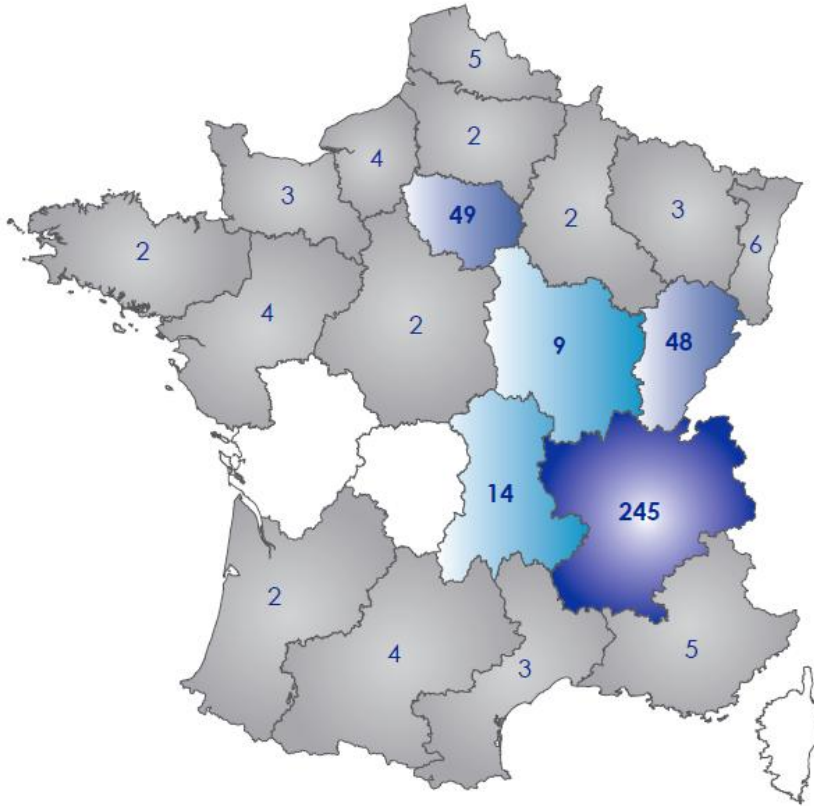
Brussels, February 27th 2014



Cluster Workshop
27 February 2014, Brussels



Plastipolis: Cluster figures



Plastipolis members

Established in 2005

More than **340 members** with:

- **230 firms**

- ✓ 90% SMEs

- ✓ Consolidated turnover: 5 500 M€

- ✓ Nb employees : 30 000

- 70 R&D and education centers

- 40 institutions

- **4 000 contacts** (industry & academic)

- **125 running projects** for 400 M€

- **More than 170 submitted projects**

- **270 different companies** partners of projects (including 180 SMEs)

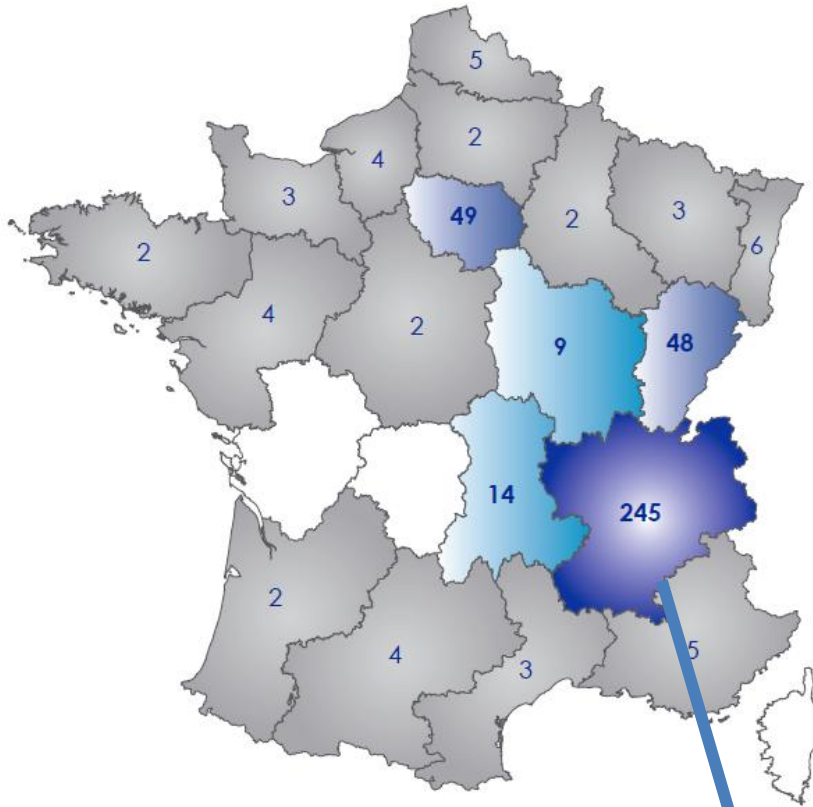
- **8 new training and education programs**

- **15 European projects**

Status 2013

February 2014

Plastipolis: Cluster figures



Plastipolis members

Rhône-Alpes region

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Status 2013

February 2014

At the crossroad of Western Europe

Lyon is one of the most competitive business locations among the main European cities.

2 international airports:

- Lyon Saint Exupéry
- Geneva international airport

High-speed trains:

- Paris > 2H
- Turin > 1H45
- London > 4H

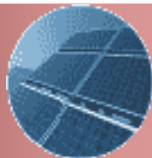
1403 km's highway network

Geneva > 1H30
Barcelona > 5H30
Frankfurt > 6H



A large local market

New Energy



- 800 companies
- 25,000 employees
- 1st region in France for energy production

Automotive



- 700 companies
- 80,000 employees
- €13 billion turnover
- 1st region in France for subcontracting

Aerospace



- 500 companies
- 16,000 employees
- €1.5 billion turnover

Life Science & Healthcare



- 600 companies
- 50,000 employees

Food processing



- 1,300 companies
- 45,000 employees
- €8.6 billion annual turnover

Sport & Leisure



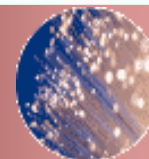
- 20% of the world's skiable areas
- 185 ski stations
- 500 companies
- 110,000 employees

Building & Construction



- 180,000 employees
- €20 billion turnover

Electrical & Electronics



- 1,600 companies
- 26,000 employees

RHÔNE-ALPES

A complete value chain

Materials & compounds

Machinery & tooling

Plastics processing

Industrial consumers



Plastipolis

PÔLE DE COMPÉTITIVITÉ
PLASTURGIE

LA SYNERGIE
PLASTIQUE /
PLASTIC SYNERGY

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2015



LES PÔLES DE  COMPÉTITIVITÉ
MOTEURS DE CROISSANCE ET D'EMPLOI

avec le soutien de :

PLASTIPOLIS Maison des entreprises
BP 10 029 Bellignat - 01115 Oyonnax Cedex
Bellignat - Lyon - Besançon - Grenoble
Tél. : 04 74 12 19 23 - e-mail : contact@plastipolis.fr



Experience of a cluster to cluster cooperation in the polymer processing sector

Daniel A. Gottschald (Chemie Cluster Bayern)
Patrick Vuillermoz (Plastipolis)

***“Cross-sectorial and cross-border cooperation of clusters in support of
green chemicals industries”***

A growing partnership

2009-2010:

**First contacts
+ visiting
experience**

**2011-2013:
Several joint
projects**



> 2013:

**Intensified
partnerships**

- Research and demonstration projects on key industry challenges:
 - > clean technologies
 - > smart products
- International development
- Business to business cooperations

Joint interest and complementarities



Material technologies



Advanced
manufacturing



Renewable and bio-
based sources



End of life &
recycling



Clean technologies

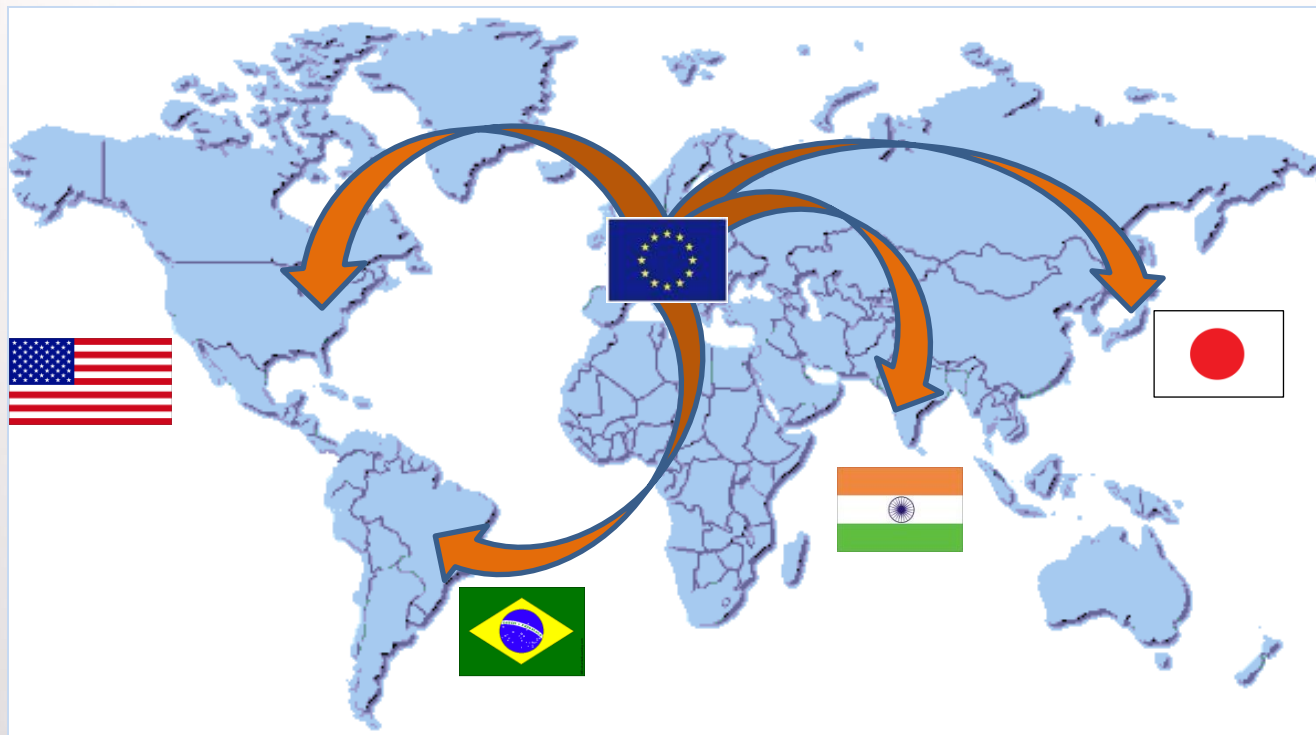
Networking events

1st INTERNATIONAL
CHEMICAL NETWORK SUMMIT - ICNS
at ACHEMA, Frankfurt, June 20th 2012

ACHEMA 2012
Frankfurt am Main
18 – 22 June 2012



Joint international strategy



International cooperations



Brazil– May, 2013



USA– April, 2013



India – March, 2013

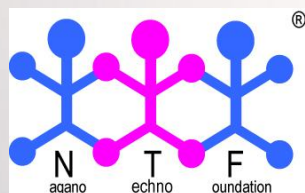


K fair, Dusseldorf, October 2013

Common agreements



MISSISSIPPI
POLYMER
INSTITUTE



MPI

- Waste management & recycling
- Green transportation
- Renewable energies



OBIC

- Waste management & recycling
- Green transportation
- Renewable energies



Plastindia
Foundation

- Water/air treatment
- Waste management & recycling
- Renewable energies



FIERGS

- Clean processes
- Renewable energies



Nagano Techno
Foundation

- Waste management & recycling
- Green transportation
- Renewable energies



Metaclusters learnings

Achievements:

- Cluster team building effort leading to a real effective European network
- Very positive feedbacks from the trips outside of Europe: background of the EC and involved partners
- Signatures of MOUs: international network in Brazil, USA, India and Japan
- European gateway for research organizations, universities and companies

Difficulties:

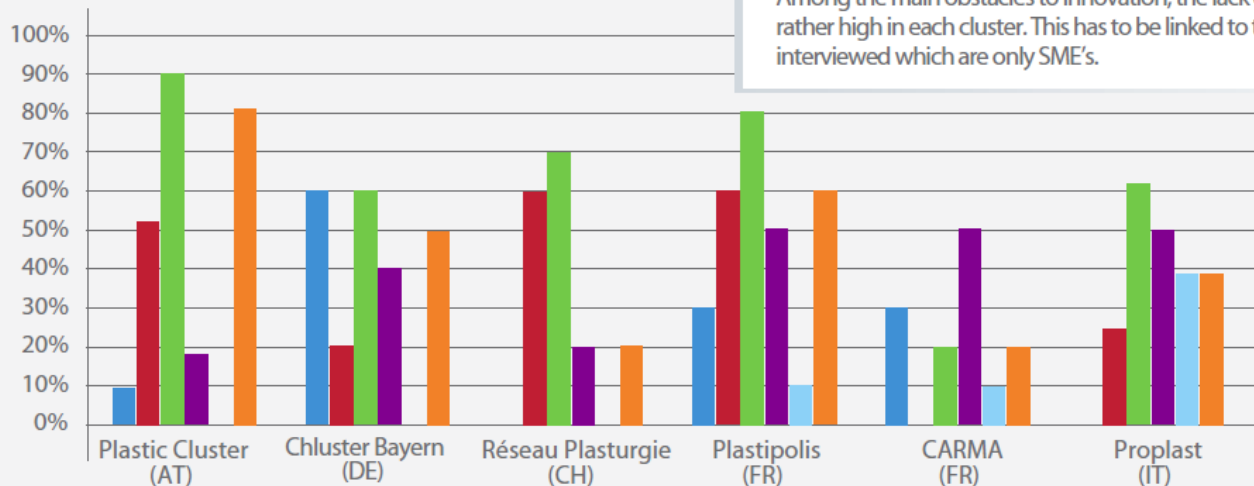
- To share the same vision
- To decide common priorities
- To design a common branding of the team and to define the group as a whole

Next steps:

- Reinforced collaboration between the European clusters : shared activities, common actions in trade fairs, co-organization of events...
- Shared offices outside of Europe
- Outgoing missions
- Increasing involvement of companies European and international sides ➔ B2B events

Benchmarking in cluster management

WHAT ARE THE MAIN OBSTACLES TO INNOVATION?



Among the main obstacles to innovation, the lack of resources and time are rather high in each cluster. This has to be linked to the size of the companies interviewed which are only SME's.

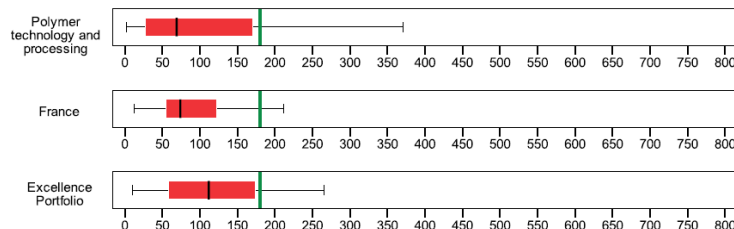



Figure 9: Number of committed SME participants compared to the comparative portfolios






Industrial cluster excellence

Whitepaper on preconditions, policies and best practices



MULTILEVEL BENCHMARKING

Plastic industry SWOT analysis
Cluster management benchmarking
Review of regional cluster policies



Industrial cluster excellence

Whitepaper on preconditions, policies and best practices



CLUSTER MANAGEMENT BOOKLET



SYSTEMIC NETWORKING
WITH STAKEHOLDERS



INNOVATION
BY COOPERATION



HUMAN RESOURCE DEVELOPMENT
COMPETENCE BUILDING



INTERNATIONALISATION



FINANCING
OF CLUSTER ORGANIZATION



MARKETING & PR
KNOWLEDGE MANAGEMENT
WORKING WITH DATABASES



EVALUATION & MEASURING
TOOLS OF OUR CLUSTER
ORGANIZATION'S PERFORMANCE

Guidelines and tools

Wiintech

2012-2014



proplast
PLASTICS INNOVATION POLE

PLASTIVAL

Chemie
Cluster Bayern

repic
Réseau Plasturgie
Innovation

poolnet
POUR UNE PLASTURGIE
INNOVANTE

Plastipolis

oseo

dgcis
Direction générale de la compétitivité
des entreprises et des petites
et moyennes entreprises

nanotech
nanotechnology
by application

réseau plasturgie
réseau
plasturgie
réseau
plasturgie

CLUSTERLAND
CERCHER L'UNION

Worldwide Intercluster Initiative for New materials
and processes focused on clean **TECH**nologies



**[SUPPORT FOR THE INTERNATIONALISATION
OF SMES IN EUROPE]**

STUDY BASED ON THE WIINTech PARTNERS GEOGRAPHICAL AREAS

THANK YOU FOR YOUR ATTENTION

www.chemiecluster-bayern.de
www.Plastipolis.fr

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