ReConfirm

The Regional Co-operation
Networks
for Industrial Modernisation

Chemicals Partnership Kick-off meeting

24/10/2018

Andreas Pauer, ECORYS – ReConfirm Lead

European Commission

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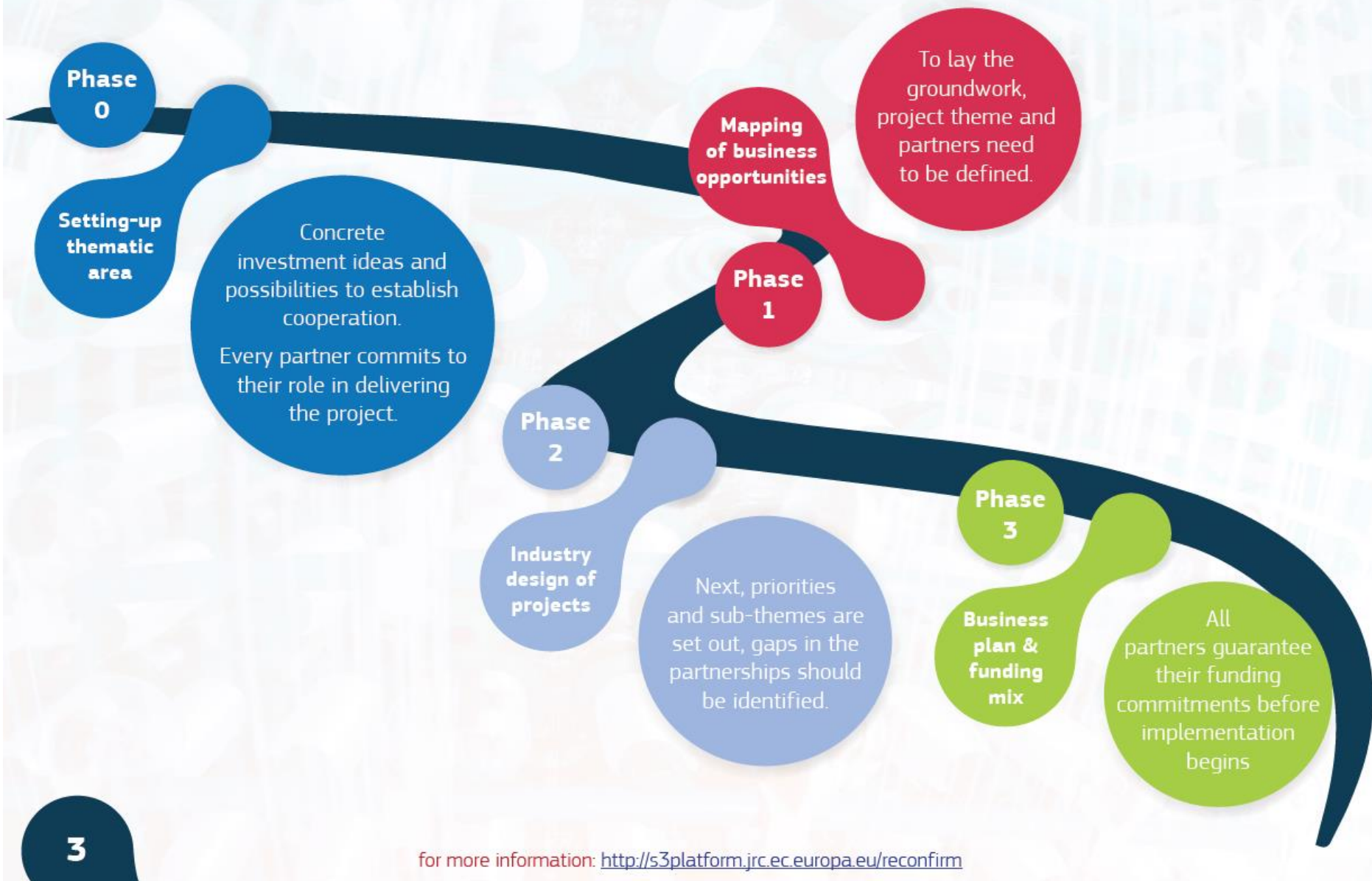# Smart Specialisation Platform for Industrial Modernisation (S3P-Industry)

Created in 2016…

- To provide hands-on support in matching smart specialisation priorities

- Hosted by JRC Seville

- Involving support of various EC entities (REGIO, GROW…)

Generating investment…

- By providing EU support to generate industrial investment pipeline

- following a bottom-up approach

S3P-Industry Process at a glance

Phase 0

Setting-up thematic area

Concrete investment ideas and possibilities to establish cooperation.

Every partner commits to their role in delivering the project.

Mapping of business opportunities

To lay the groundwork, project theme and partners need to be defined.

Phase 1

Phase 2

Industry design of projects

Next, priorities and sub-themes are set out, gaps in the partnerships should be identified.

Phase 3

Business plan & funding mix

All partners guarantee their funding commitments before implementation begins

for more information: http://s3platform.jrc.ec.europa.eu/reconfirm

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Vanguard Partnerships

Advanced manufacturing

Non-food Biomass

Efficient and Sustainable Manufacturing

3D-Printing

New Nano-Enabled Products

New Partnerships

Textile Innovation

Medical technology

Photonics

SMEs to the Industry 4.0

Sport

Digitalisation and Safety for Tourism

European Cyber Valleys

Social Economy

Artificial Intelligence & Human Machine Interface

Personalised medicine

Chemicals

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About **ReConfirm**

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ReConfirm is a two-year, EU-funded initiative that started in 2017.

Helping ambitions flourish together…

…designed to assist European **regions** and industrial **stakeholders** in developing and implementing their action plan towards an **investment protocol**.

Target: Investment protocol

An **agreement** of involved parties on a list of projects and a commitment to:

- preparing individual bankable business plans for the foreseen investments

- finding resources to co-finance the investments envisaged in the protocol

Developing Investment Protocols building on four types of investment projects

- Joint
- Coordinated
- Exchange of experience
- Leading by example

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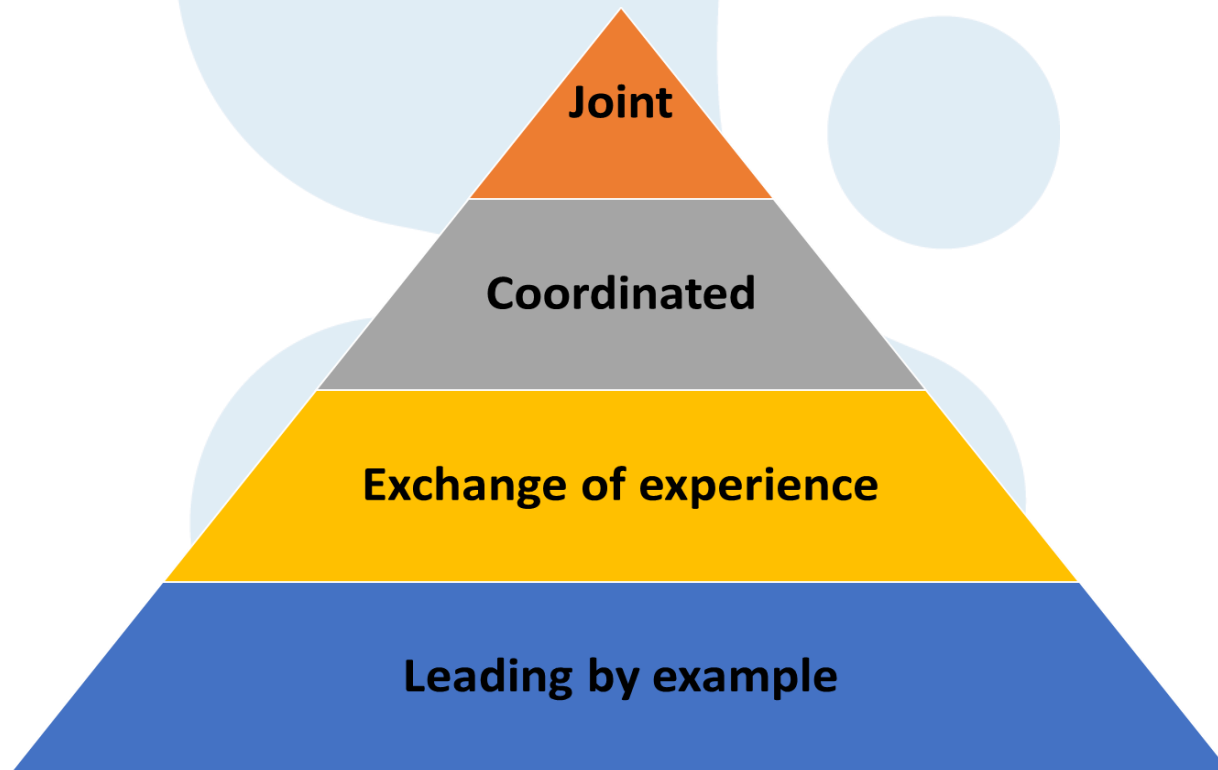
Examples of Investment Types

■ **New production lines**

Develop new production procedures to improve efficiency and profitability

■ **Shared training facilities**

Work together to develop a shared facility and content for training entrepreneurs or researchers

■ **Common capacity building**

Equip businesses and entrepreneurs with the skills to develop, manage, implement and evaluate solutions to societal challenges

■ **Shared technology centres**

Launch a technology centre with public and private organisations to undertake product research and innovation

■ **Research and development (R&D) cooperation**

Build cooperation in R&D as a platform for improved policy coordination, new networking activities and for sharing knowledge and innovation

Experience from other partnerships…

http://ec.europa.eu/avservices/video/player.cfm?sitelang=en&ref=I159120

Meet the ReConfirm experts

EU brokers	Mapping experts	Local brokers	Communications and events support experts
Your first point of contact who will support you at all stages of the process	Responsible for collecting mapping information and drafting your Mapping Paper	European Association of Development Agency (EURADA) and European Business Network (EBN) members who are specialised in providing support at the regional level	Specialists in creating visibility surrounding your partnership and its events and activities
Marc Pattinson, inno TSD Hubert Santer, inno TSD			

Developing a roadmap for the S3P-Industry Chemicals Partnership

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Phase 0

Setting-up thematic area

A partnership starts by submitting a successful application (expression of interest) to join the S3P industry.

In a **launch event** partners discuss their collaboration theme and prepare the expression of interest

Phase 1

Mapping of business opportunities

Phase 2

Industry design of projects

Phase 3

Business plan & funding mix

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Milestones: steps to be completed by the end of this phase

Support: support provided by Reconfirm within this phase

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Setting-up thematic area

Phase 0

Phase 1

Scoping Note: containing priorities and next steps.

Mapping Paper for the partnershipt including:
- a stakeholder analysis,
- a list of projects,
- the partners' commitment to prepare business plans and to find investments

Mapping of business opportunities

Option 1: ReConfirm
- Conducts light mapping
- Organises a **tailored event** followed by an **Instant Report**
- Conducts further mapping based on partnership's priorities

Option 2: Building on the scoping note, ReConfirm:
- Organises an event to specify the partnership's priorities & next steps
- Conducts further mapping based on partnership's priorities

Industry design of projects
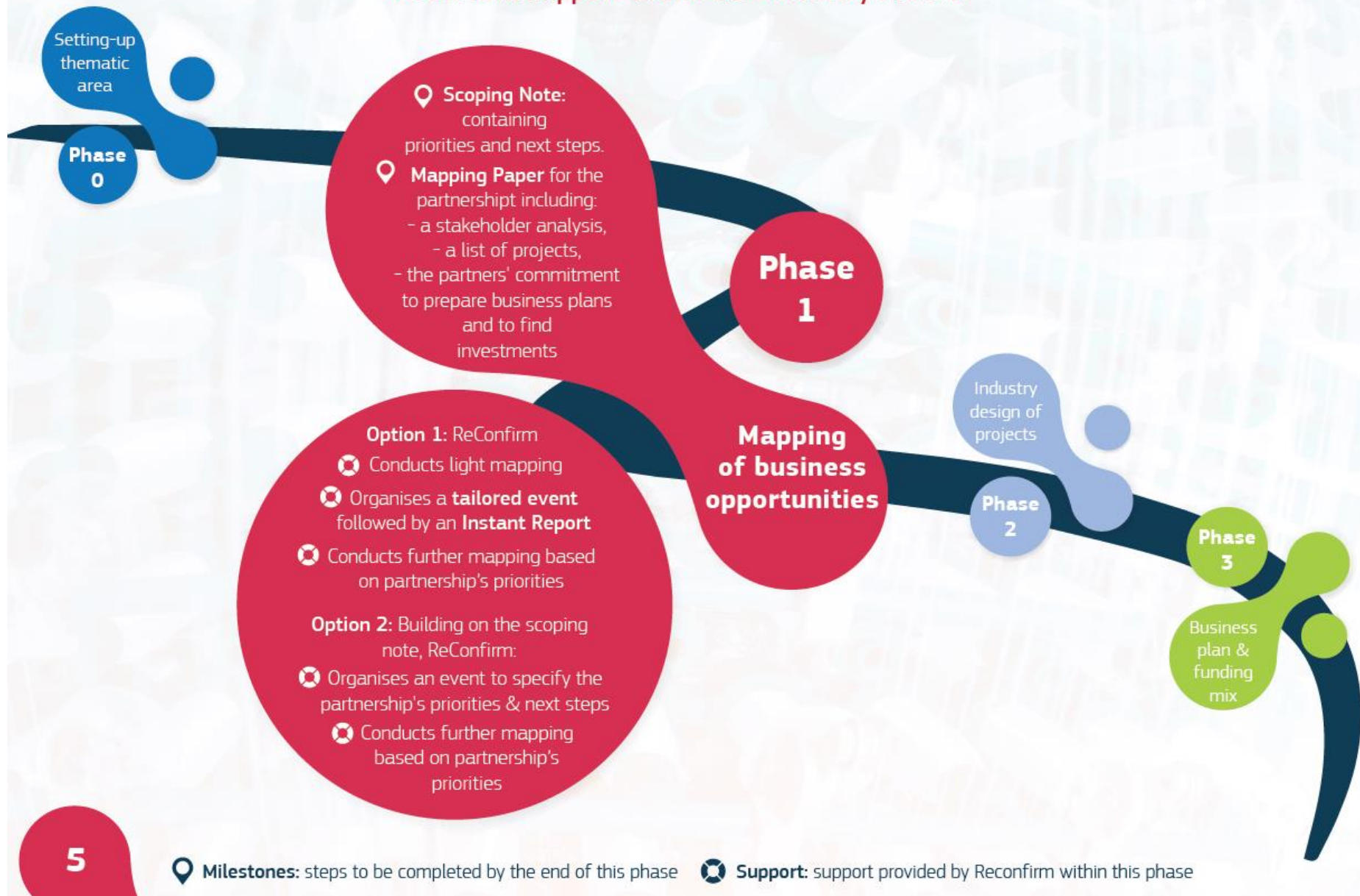
Phase 2

Phase 3

Business plan & funding mix

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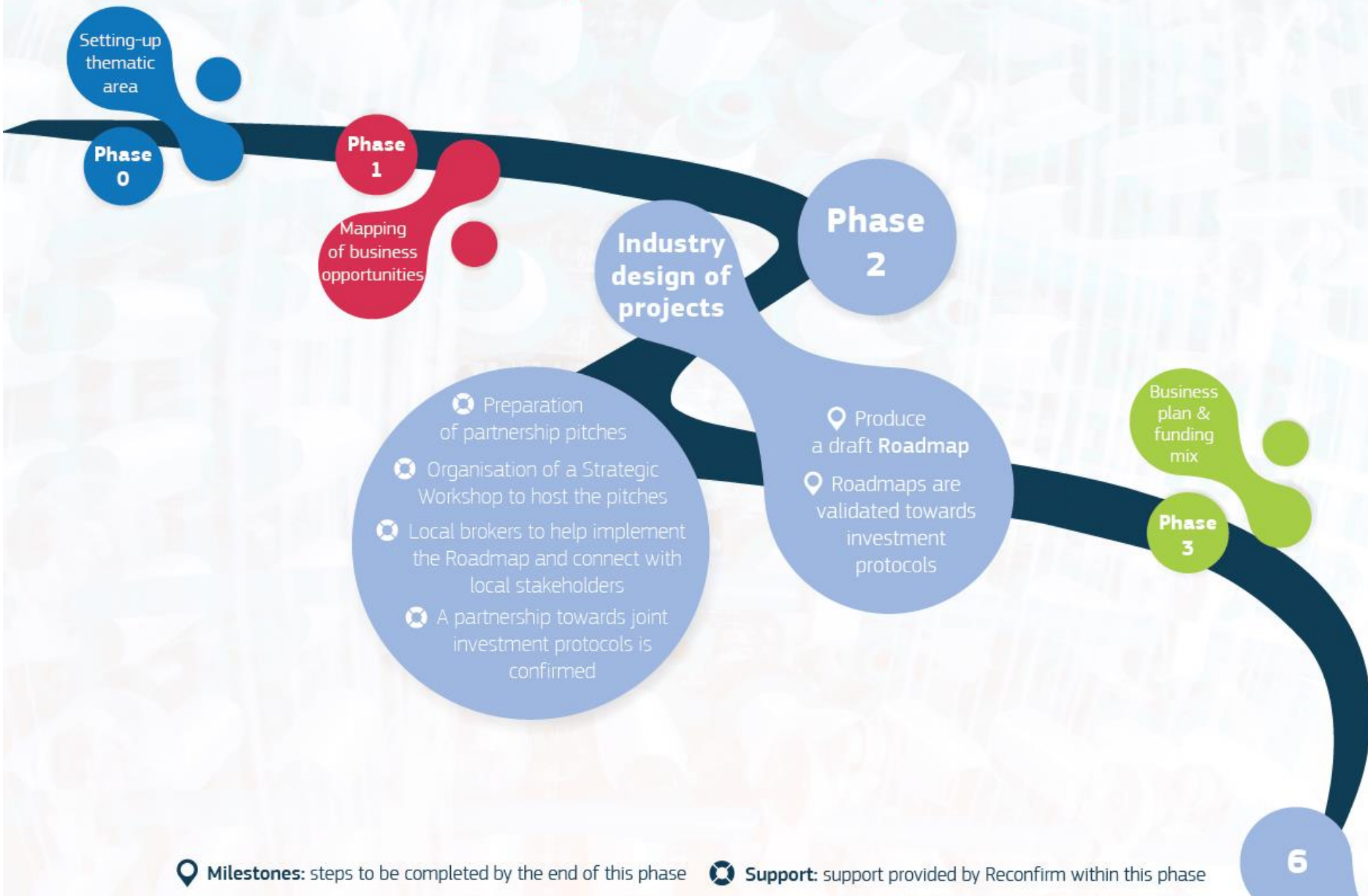**Milestones:** steps to be completed by the end of this phase   **Support:** support provided by Reconfirm within this phase
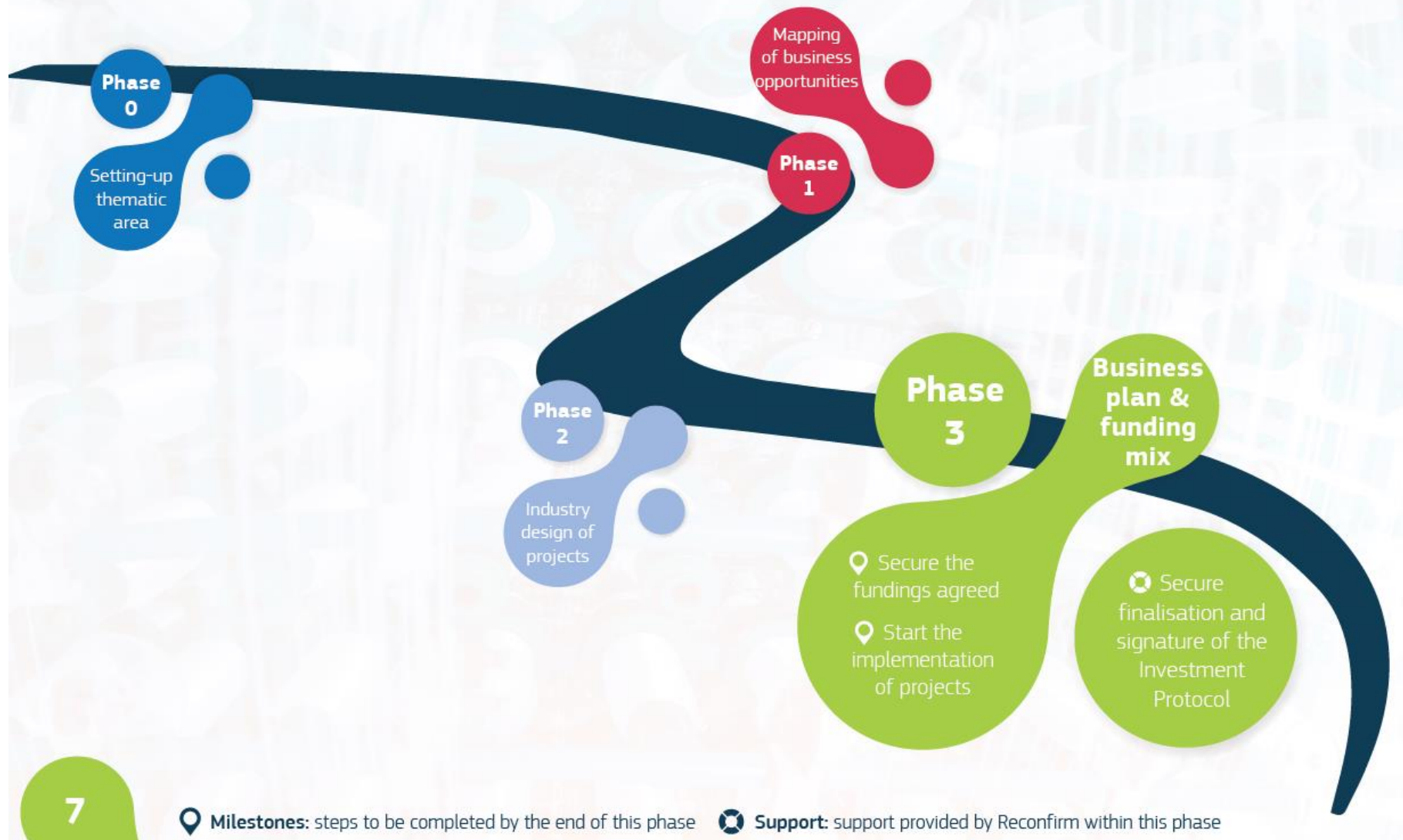
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Setting-up thematic area

Phase 0

Phase 1

Mapping of business opportunities

Industry design of projects

Phase 2

⊗ Preparation of partnership pitches

⊗ Organisation of a Strategic Workshop to host the pitches

⊗ Local brokers to help implement the Roadmap and connect with local stakeholders

⊗ A partnership towards joint investment protocols is confirmed

📍 Produce a draft **Roadmap**

📍 Roadmaps are validated towards investment protocols

Business plan & funding mix

Phase 3

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📍 **Milestones**: steps to be completed by the end of this phase   ⊗ **Support**: support provided by Reconfirm within this phase

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Phase 0
Setting-up thematic area

Phase 1
Mapping of business opportunities

Phase 2
Industry design of projects

Phase 3
Business plan & funding mix

- ⦿ Secure the fundings agreed
- ⦿ Start the implementation of projects

- ✪ Secure finalisation and signature of the Investment Protocol

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⦿ **Milestones**: steps to be completed by the end of this phase   ✪ **Support**: support provided by Reconfirm within this phase

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Now over to you…regional pitches

- What are your challenges and priorities ?

- What is being done/exists at regional level ?

- What ideas exist for investment cooperation?

- What timeline should you follow?

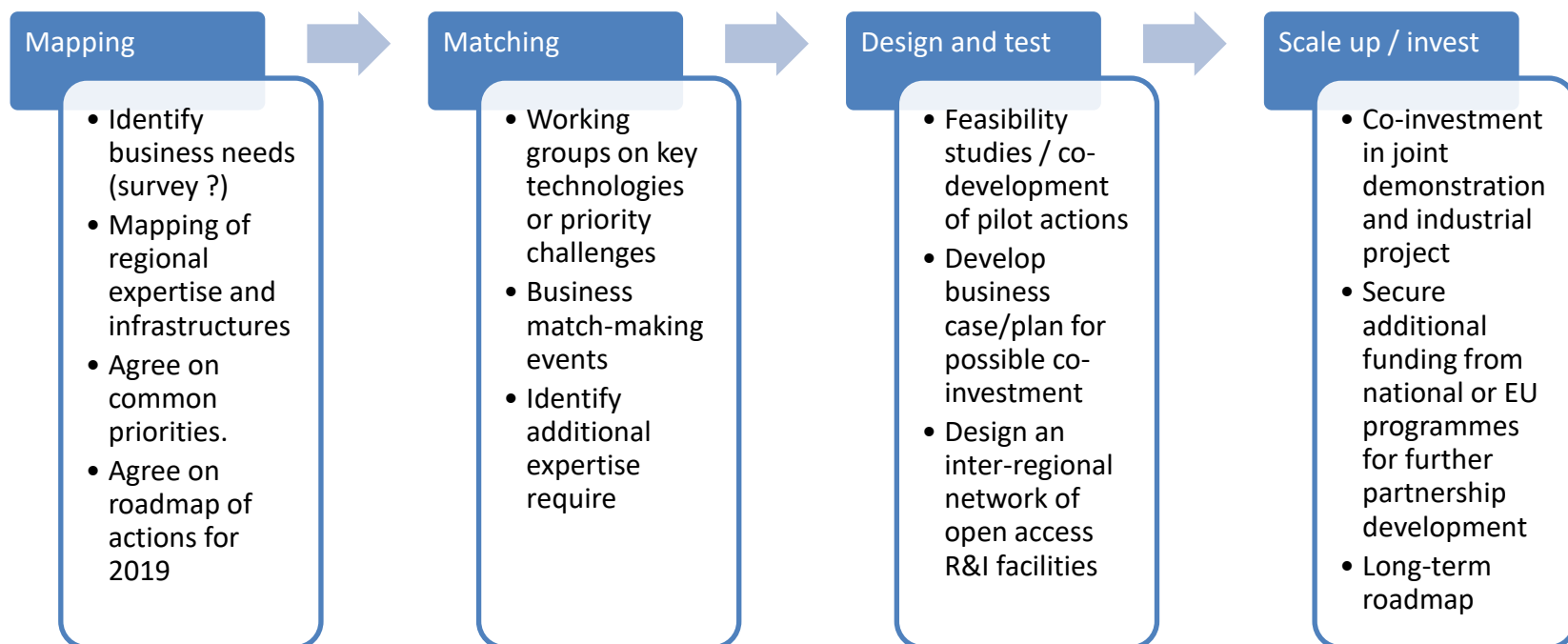- How will you govern your partnership?

Interactive session

Towards a Thematic Smart specialisation partnership roadmap

Core issues:

- What can the partnership achieve working inter-regionally that is **additional and complementary** to what is being done through regional S3 or chemical sector strategies ?
- What **existing** initiatives/research & innovation infrastructures exist and how can they be **leveraged** to support the partnership's objectives
- Which regions have 'leading-edge expertise' or advanced facilities that qualify them to take a **lead on joint actions**.
- How to develop **long-term co-operation** and an **investment pipeline** and not just 'hunt EU project funding'.

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Tentative timeline for partnership development and implementation

Mapping
- Identify business needs (survey ?)
- Mapping of regional expertise and infrastructures
- Agree on common priorities.
- Agree on roadmap of actions for 2019

Matching
- Working groups on key technologies or priority challenges
- Business match-making events
- Identify additional expertise require

Design and test
- Feasibility studies / co-development of pilot actions
- Develop business case/plan for possible co-investment
- Design an inter-regional network of open access R&I facilities

Scale up / invest
- Co-investment in joint demonstration and industrial project
- Secure additional funding from national or EU programmes for further partnership development
- Long-term roadmap

1st quarter 2019   **1st semester 2019**   **2Q 2019-4Q 2019**   **4Q 2019-2020+**

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Illustrative partnership structure
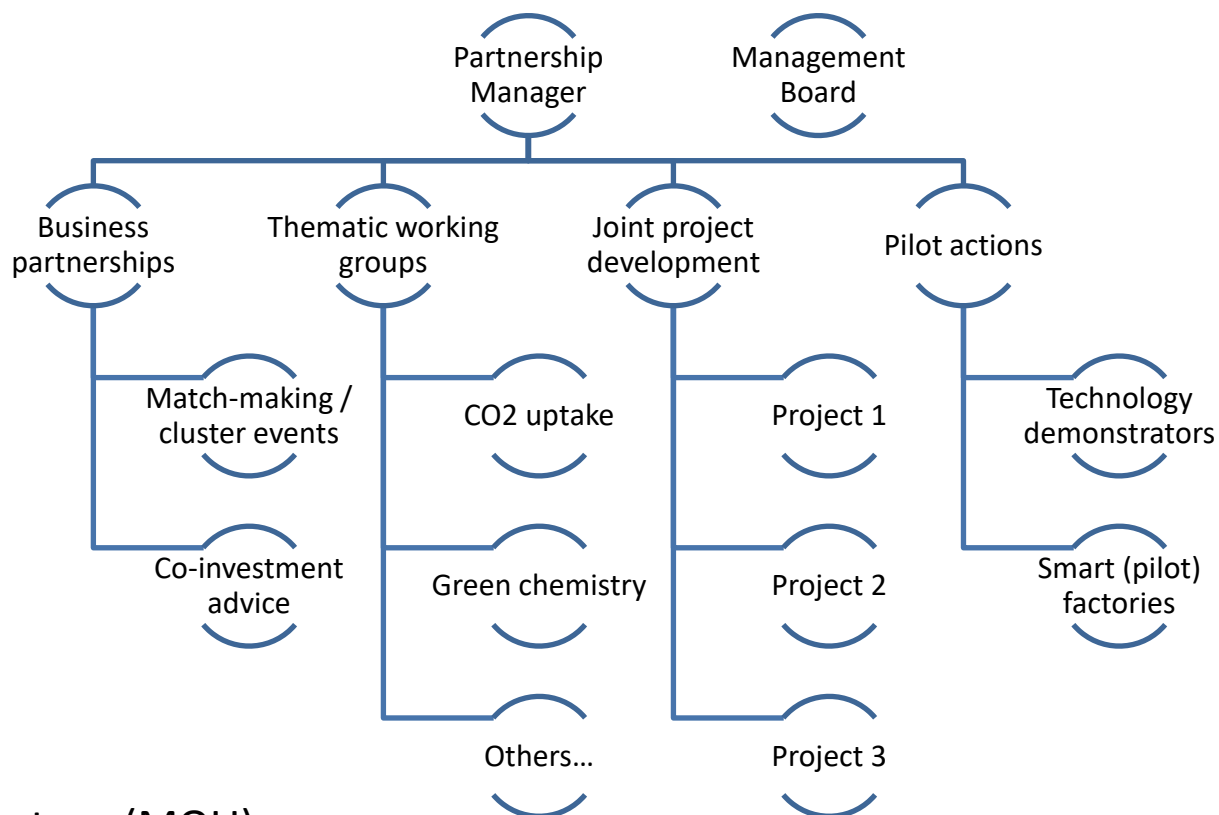
- Light structure (MOU)
- Experience suggests need for FTE 'platform manager'
- Supported by management board and regions taking lead on sub-activities

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Discussion topics

- What additional data or evidence needs collected ?
  - ➢ For instance, joint survey on business needs ?
  - ➢ More detailed mapping of technology providers
- Should there be a focused approach on selected key technologies
- Should the partnership be extended to ensure a broader coverage of chemical sector expertise or key technologies?
- Which regions are interested in leading on specific topics or actions ?

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