



**EUCLUSTERS**  **TALKS** ★

An initiative of the European Union



# Entrepreneurship in Europe:

Cluster support for start-ups and scale-ups

**20 March 2024**

08:30-09:45 CET

**Online**

# Agenda

1. News from the European Cluster Collaboration Platform  
**Nina Hoppmann**, Team Member European Cluster Collaboration Platform
2. Access to finance for start-ups and scale-ups  
**Armando Melone**, Policy Officer, DG GROW, European Commission
3. Panel debate  
**Anna Tórz**, International Cooperation Officer, Poznan Science and Technology Park  
**Catriona Murphy**, Cluster Manager, Ireland South East Financial Services Cluster  
**Martin Rabe**, Head of Stratofare, it's OWL Clustermanagement GmbH  
**Raffaella Bruzzone**, Chamber of Commerce Genova, Enterprise Europe Network  
**Stéphanie Schohn**, Ecosystem Director, Pôle SCS
4. Funding opportunities  
**Nina Hoppmann**, Team Member European Cluster Collaboration Platform

# Housekeeping rules

Zivile Kropaite, presenter

- We will use **slido** to launch polls. Please scan the QR code to answer.
- Please use the **Zoom Q&A function to ask questions**, and the **chat function** to comment or share links.
- If you want to speak: Please **raise your hand** and we will give you the floor.
- Please note that the session is being **recorded** and that the recording will be **published** on the European Cluster Collaboration Platform.

# NEWS FROM THE EUROPEAN CLUSTER COLLABORATION PLATFORM

# Register for the European Cluster Conference: 7-8 May 2024

The European Cluster Conference 2024 will take place at the Square, in **Brussels**.

The conference aims to highlight the vital role of clusters in advancing EU industrial priorities. It will address pivotal topics—the **Green Transition**, the **Digital Transition** and **Resilience Building**—providing a deep-dive into key drivers like **skills**, **funding**, and **technology**.

Registration now:

<https://europeanclusterconference2024.eu/>



# Matchmaking event within Cluster Conference

As part of the European Cluster Conference 2024, the next ECCP matchmaking event will take place on **8 May 2024**.

This matchmaking event offers participants a dedicated framework to find potential business partners at all stages of the supply chain. They were invited to look for future project partners or specific products or services for their organisation.

The event will take place **physically** during a 4 hours matchmaking session (time TBC) where participants will meet in a **dedicated room of the conference venue**.



# Register for Clusters meet Regions in Milan, Italy

In partnership with **AFIL – Lombardy Intelligent Factory Association** and the **Lombardy Regional Authority**, we are hosting the ['Clusters Meet Regions' event](#) in Milan, Italy.

The event will focus on the Twin Transition and will address three main objectives:

- To analyse the policy effectiveness of central-level strategies and their implementation at the local level.
- To focus on the best practices and models by Italian and European regions, including supportive initiatives for the business, industry and research ecosystem, and provide some examples of their impact.
- To provide an opportunity to build networks and projects among participants.



# Save the date for Clusters meet Regions in Graz, Austria



As part of the [Clusters Meet Regions event in Graz, Austria](#), a matchmaking event will take place on **18 June 2024**.

# Make sure to check out the ECCCP Trend Universe

**Our services**  
The services of the European Cluster Collaboration Platform to support your work

- Clusters Meet Regions**  
Join clusters and policymakers in the local, regional, and national level and work on strengthening the industrial ecosystem of regions.  
[Explore](#)
- EU Clusters Talks**  
Your weekly opportunity to exchange knowledge and discuss topics significant to the EU business community.  
[Explore](#)
- EU Clusters Matchmaking Events**  
Team up with other cluster organisations from Europe and third countries and find new collaboration opportunities at dedicated matchmaking events.  
[Explore](#)
- C2Lab**  
Interactive workshops for cluster organisations, companies, and other interested entities to meet up, establish new collaborations and develop project roadmaps.  
[Explore](#)
- Cluster Booster Academy**  
Join our Cluster Booster Academy, meet other cluster managers and learn how to further develop your cluster and overcome challenges in your daily work!  
[Explore](#)
- Green Transition Support**  
Connect with other businesses in the green transition, and get practical knowledge, tools and information you need for your work.  
[Explore](#)
- Trend Universe**  
A strategic foresight instrument which allows you to get a deeper understanding of future trends and their impact on your cluster organisation.  
[Explore](#)



**Trend Universe**

A strategic foresight instrument which allows you to get a deeper understanding of future trends and their impact on your cluster organisation.

[Explore](#)



# NEW: Free trial for all ECCCP users with a profile & innovation trends

- **Exclusive trial period:** Access to the TU will be open to all ECCCP users with a profile in March
- **New features:** Trend Universe offers filterable innovation trends for each EU Industrial Ecosystem



The screenshot displays the ECCP Trend Universe interface. At the top, there is a navigation bar with the ECCP logo, the text 'ECCP Trend Universe', and icons for 'Dashboard', 'Radars', 'Compass', a search icon, and a user profile icon labeled 'LG'. The main content area features a grid of six article cards, each with a representative image, a title, a date, a star rating, and a status indicator (AI, UNREAD, or INNOVATION INSIGHTS).

Article Title	Date	Rating	Category
Plastic-free wooden cards: a sustainable alternative to credit cards?	18 Jan 2024	★★★★★	AI UNREAD
Initiative promotes the renaturation of watercourses in industrial forest ownership	18 Jan 2024	★★★★★	INNOVATION INSIGHTS UNREAD
Plant-based energy storage as flexible power storage	17 Jan 2024	★★★★★	INNOVATION INSIGHTS UNREAD
Innovative UV disinfection solution to reduce antibiotic use in poultry and pig farming	16 Jan 2024	★★★★★	AI UNREAD
Construction industry researches CO <sub>2</sub> -neutral concrete with biochar.	15 Jan 2024	★★★★★	AI UNREAD
Gentle metamorphoses as a path to a vegan diet	13 Jan 2024	★★★★★	INNOVATION INSIGHTS UNREAD



# Register for AI ABEL 2024 Artificial Intelligence Applications in Business and Everyday Life Event

The "[AI ABEL 2024 Artificial Intelligence Application in Business and Everyday Life](#)" is an international event dedicated to exploring how artificial intelligence (AI) can be applied in both business and daily activities.

The **brokerage event** will be hosted **online** and take place from **10-14 June 2024**.

The goals of these event will be:

- Foster connections among AI stakeholders for collaboration.
- Cultivate an innovative AI ecosystem.
- Explore diverse AI applications.
- Drive transformative advancements.
- Facilitate knowledge exchange and networking.
- Catalyze impactful AI solutions for societal betterment.



# Advanced Manufacturing Industry Conference on 16 April 2024

Hosted by the European Commission, the Advanced Manufacturing Industry Conference brings together policymakers, corporate leaders, academics, and institutional representatives to discuss **specific challenges facing advanced manufacturing**. The conference will provide insights for the incoming Commission on current **bottlenecks** and **areas of opportunity**, to ensure the industry remains competitive and supports the green transition.

**Sign up** for [this conference](#) by **29 March**.



**ADVANCED MANUFACTURING  
INDUSTRY CONFERENCE**

SOLUTIONS FOR A GREEN  
AND COMPETITIVE  
TOMORROW

16 APRIL 2024

LOCATION: ACE EVENTS:  
AV. D'AUDERGHEM 22,  
BRUSSELS

#DigitalEU #AMEU24

The poster features a central graphic of a robotic arm in a blue and white color scheme, set against a dark blue background with various industrial and technological icons like gears, a clock, and a hand holding a gear. The text is arranged in a clean, modern layout with a mix of white and blue colors.

# Access to finance for start-ups and scale-ups

**Armando Melone**

Policy Officer, DG GROW, European Commission



# Access to finance for startups and scaleups

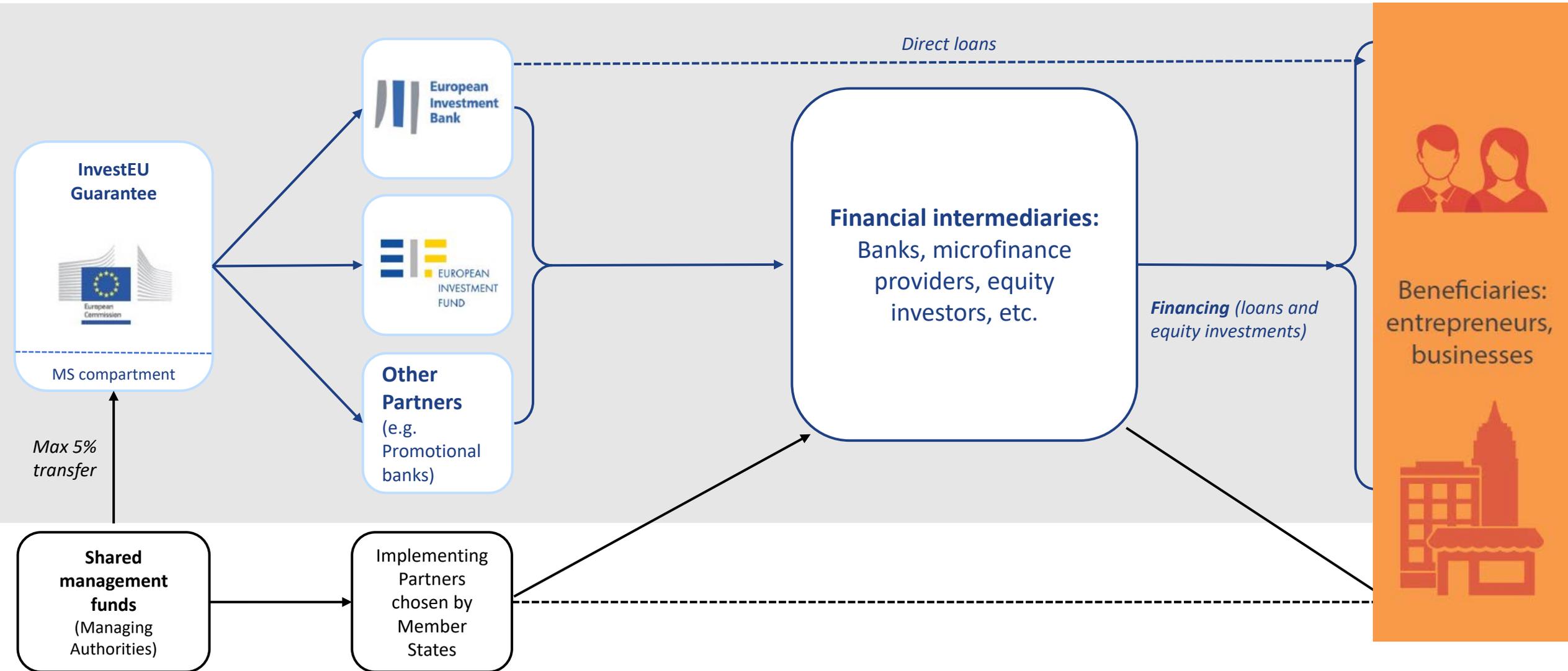
Armando Melone

Access to Finance, DG GROW

# InvestEU – how it works

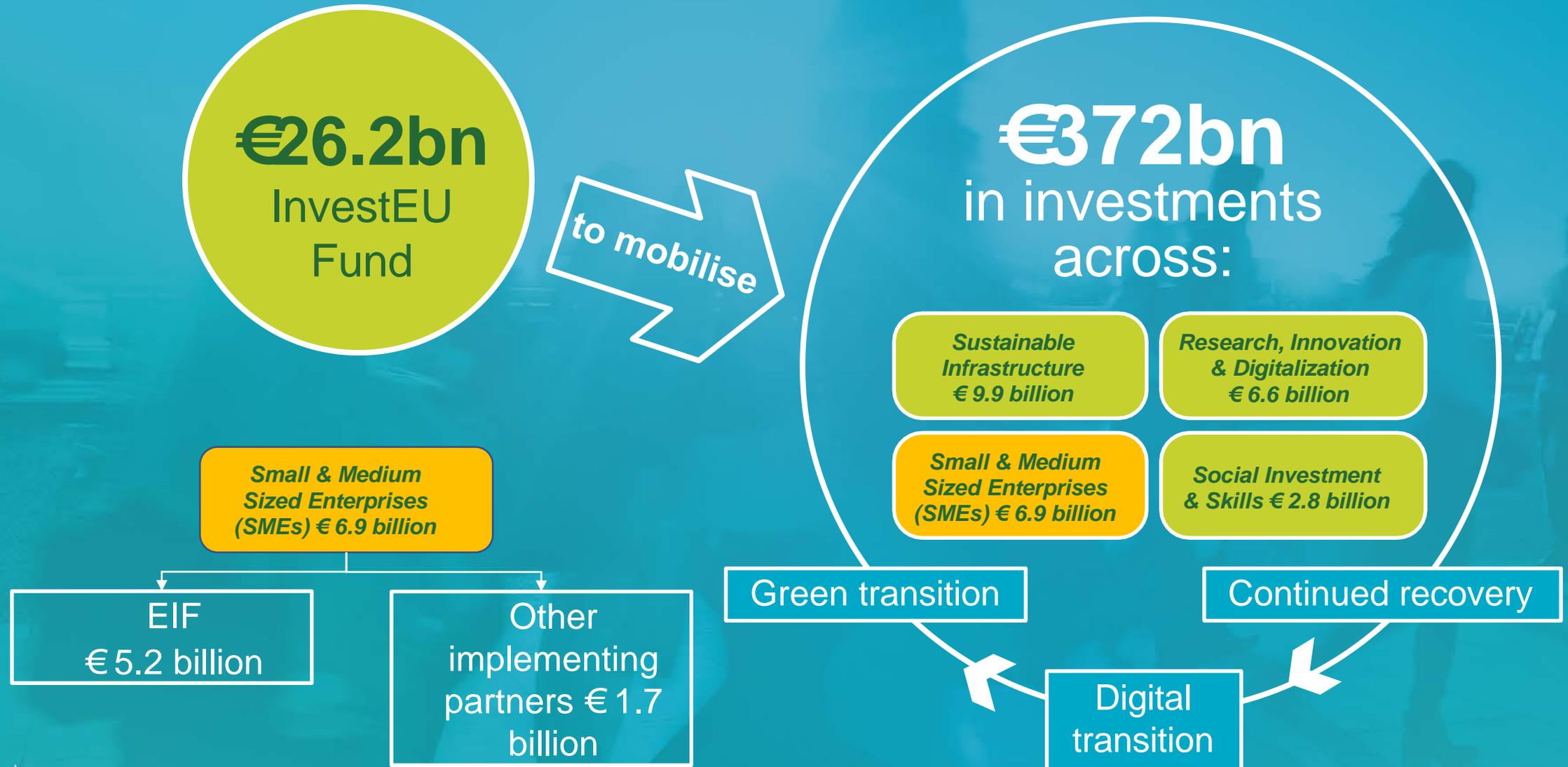
## Implementing Partners

## Beneficiaries



# InvestEU Fund

#InvestEU



# EIF portfolio guarantee products

#InvestEU

Adapted  
(ex COSME Loan  
Guarantee Facility)



*Enterprises perceived as high risk (or lacking collateral) to improve the competitiveness of European enterprises*

*(including new solvency support)*

Adapted  
(ex InnovFin SME  
Guarantee Facility)



*Innovation and digitalization-driven enterprises to help drive Europe's economic growth and global competitiveness*

Continued  
(ex cultural and Creative  
Sector Guarantee Facility)



*Enterprises to support a thriving, agile and profitable European creative and cultural space, & one which is adaptable to change*

**NEW**



*Sustainable enterprises as well as green investments contributing to the green and sustainable transformation of Europe*

*(Taxonomy inspired!)*

# Equity products\*

#InvestEU

\*EIF Joint products between SME and RID window, investment capacity of over €6 billion

**Capital  
Market  
Union  
support**

*Promote an integrated European capital market, provide diversification of sources of financing & strengthen solvency of enterprises*

**Enabling  
sectors**

*Support crucial sectors which can sustain the EU as a independent and autonomous economy*

**Climate &  
environmental  
solution**

*Boost support for R&D upscaling & commercialisation of solutions that contribute to the EU Green Deal*

**Digital &  
Cultural and  
Creative  
Sector**

*Strengthen the EU's competitiveness, digital independence strategic autonomy*

# InvestEU equity transversal goals

#InvestEU

## Scale-up

To boost financing options specifically for enterprises in their scale-up phase (ESCALAR mechanism)

## IPO

To improve the fund-level support to companies pre/IPO and post IPO stages

## Cohesion

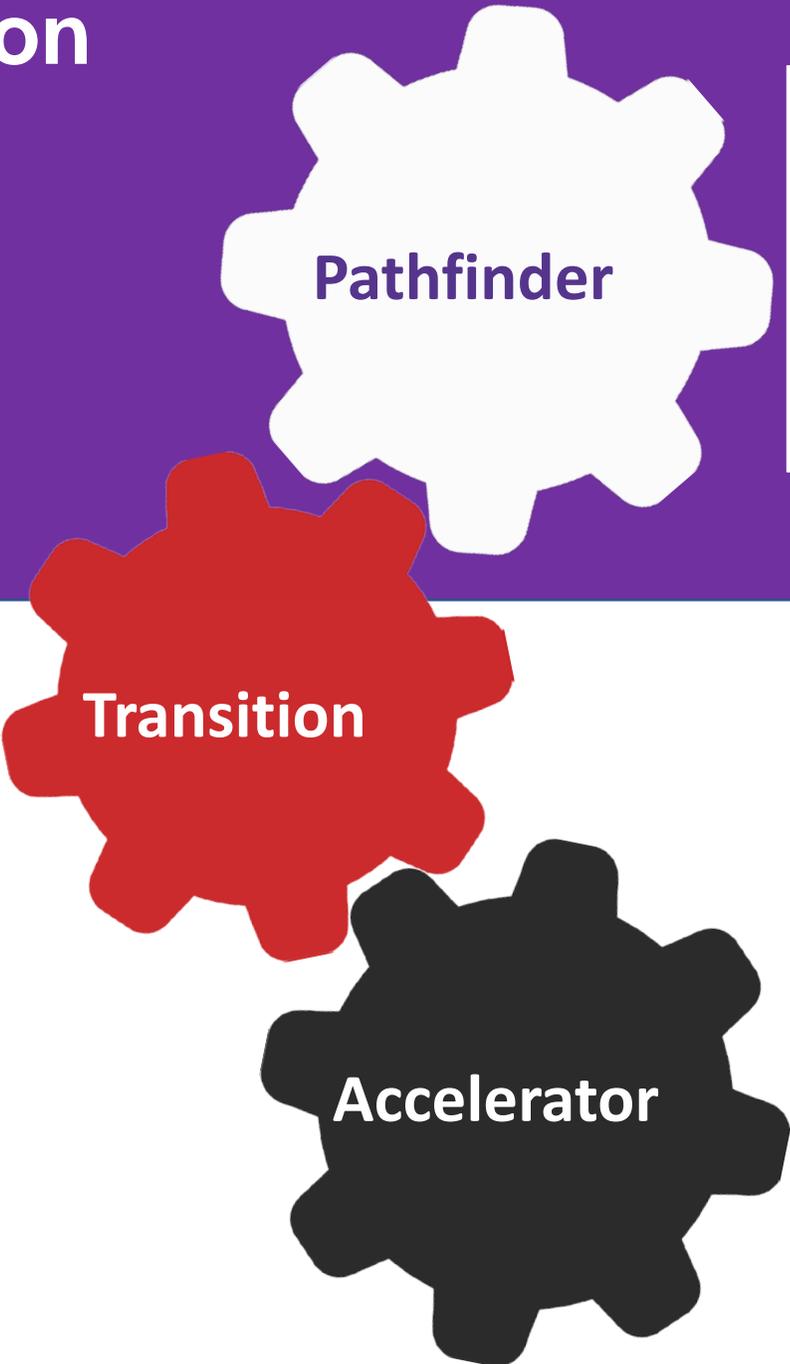
To boost investments into moderate or emerging innovator countries\*

## Gender Smart

To actively encourage female participation and representation at fund level

\* Bulgaria, Croatia, Cyprus, Czechia, Greece, Hungary, Italy, Latvia, Lithuania, Malta, Poland, Portugal, Romania, Slovakia, Slovenia, and Spain.

# European Innovation Council



## Pathfinder

- For **consortia**
- **TRL 1-4** (Early stage research on breakthrough technologies)
- Grants up to € 3 to 4 million

- For **consortia & single** researchers /companies
- **TRL 3-6** (Proof of concept to validation)
- Grants up to € **2.5 million**

## Transition

- For **individual companies**
- **TRL 6-9** (Development & scale up)
- **Blended finance**
  - grants up to € 2.5 million
  - equity up to €15 million

## Accelerator

# European Tech Champions Initiative (ETCI)

- Launched in February 2023, ETCI is an initiative where **DE, FR, IT, BE, ES** and the **EIB Group** initially committed EUR 3.75bn.
- EIF uses the resources to invest in **large private equity funds** (with target fund size **above EUR 1bn**), these funds then in turn invest primarily in European scale-up technology companies.
- The objectives of the initiative are i) to address the scale-up financing gap and ii) to foster the growth of an asset class of very large private equity funds in Europe that could compete with international funds and support large financing rounds for European companies.
- ETCI intends to invest in 10-15 funds over the period 2023-2025.

# Capital Markets Union

- For the **EU to stay globally competitive over the long-term**, we need significant amounts of **private-sector financing to support innovative fast-growing companies** seeking financing, in particular in strategic industrial sectors such as clean technologies.
- Moreover, developed capital markets are essential **to complement public funding to finance the twin green and digital transitions**. The EU has high levels of savings which could be channeled towards our green and more sustainable future. Our **banking system, however, cannot do it alone**.
- CMU: allowing businesses to access more sources of funding: that start-ups born in Europe can **scale up in Europe** & that **investors have more opportunities to invest in Europe** in different projects/companies, incl. green tech and clean tech.
- The **30th anniversary of the Single Market**: it has successfully integrated Member States' economies to an extent many thought impossible thirty years ago. But there is **more potential to unlock** – which we can do **by integrating our capital markets**.

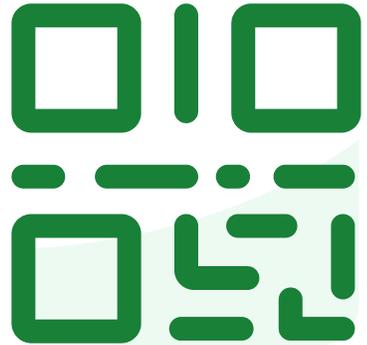


# Thank you

Armando Melone

Access to Finance, DG GROW

# slido



Join at [slido.com](https://slido.com)  
**#Startups**

ⓘ Start presenting to display the joining instructions on this slide.

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**Do you offer any services to support start-ups and scale-ups?**

ⓘ Start presenting to display the poll results on this slide.

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**What kind of support mechanisms do you find useful?**

ⓘ Start presenting to display the poll results on this slide.

# Panel debate

**Anna Tórz**, International Cooperation Officer, Poznan Science and Technology Park

**Catriona Murphy**, Cluster Manager, Ireland South East Financial Services Cluster

**Martin Rabe**, Head of Stratofare, it's OWL Clustermanagement GmbH

**Raffaella Bruzzone**, Chamber of Commerce Genova, Enterprise Europe Network

**Stéphanie Schohn**, Ecosystem Director, Pôle SCS

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**What are success factors to bring products and services to the market?**

ⓘ Start presenting to display the poll results on this slide.

# FUNDING OPPORTUNITIES

# Startup Europe

- The European Innovation Ecosystems (EIE) programme, part of Horizon Europe, has ambitious objectives to **foster more connected, inclusive, and efficient innovation ecosystems** across the European Union (EU).
- The objectives of this call are:
  - **Increasing the market footprint** of European start-ups in strategic digital technologies and deep tech innovation
  - **Better connection** of start-ups
  - **Enhance the connection** of individual innovators with other ecosystem actors and innovation support providers to accelerate deployment and uptake towards tackling societal challenges
  - Improve the **capacity** of public and private buyers to procure innovative solutions and strengthen coordination on innovation procurement initiatives within Member States and Associated Countries
- Deadline: 25 April 2024
- HORIZON-CSA HORIZON Coordination and Support Actions  
Topic ID HORIZON-EIE-2024-CONNECT-01
- Published on [EU Funding & Tenders Portal](#)

# Mutual learning and support scheme for national and regional innovation programmes

- Proposals should aim to achieve the following objectives:
  - **Reduced fragmentation** of innovation ecosystems and national/regional start-up support schemes;
  - **Enhance cross-border network connectivity and interregional collaboration** of regional innovation valleys by reinforcing their capacity to create, reshore, and renew European value chains towards the sustainable green and digital transition and the EU's open strategic autonomy in EU countries and/or regions;
  - **Strengthen and expand cooperation** between innovation ecosystems worldwide;
  - Foster **more inclusive and gender equal** innovation ecosystems;
  - **Reducing territorial inequalities** in access to innovation support.
- Deadline: 19 September 2024
- HORIZON-CSA HORIZON Coordination and Support Actions  
Topic ID HORIZON-EIE-2024-CONNECT-01
- Published on [EU Funding & Tenders Portal](#)

## 3<sup>rd</sup> Call: Interreg Europe

- The Interreg Europe programme supports the **exchange and transfer of experience, innovative approaches and capacity building** among public authorities and other policy relevant organisations across Europe with a view to improving their regional development policy instruments including programmes under the Investment for jobs and growth goal.
- The Interreg-specific objective is ‘**a better cooperation governance**’. This means that beneficiaries can cooperate on any topics of shared relevance in line with their regional needs, as long as this falls within the scope of cohesion policy.
- Projects results are expected to contribute to the following objectives:
  - **Smarter Europe** aims to bolster research and innovation capacities while fostering the adoption of advanced technologies.
  - **Greener Europe** focuses on initiatives to mitigate environmental impact and promote sustainability
  - **More social Europe**, initiatives aim to foster social well-being and inclusivity.
- Deadline: 7 June 2024
- More info on [Apply for the call | Interreg Europe](#)

# EU-Ukraine Cluster Partnership Programme

- The action will support **Ukrainian business integration in EU value chains** and the development of cooperation projects and partnerships between European and Ukrainian clusters and business network organisations.
- The programme will be implemented by consortia of organisations that are interested in establishing and running a **Cluster Partnership** (referred to as Partnerships).
- The proposal shall address both specific objectives:
  - Developing **value chains interlinkages** between EU and Ukrainian companies (networking).
  - Fostering the **cluster capacity-building and the professionalisation of support** for both EU and Ukrainian SMEs.
- Deadline: 4 June 2024; info day on 22 April 2024
- SMP-PJG SMP Project Grants;  
TOPIC ID: SMP-COSME-2024-CLUSTERUA-01
- Published on [EU Funding & Tenders Portal](#)

# Opportunities for SMEs: Calls from Euroclusters

- CirInWater: Knowledge lump sum is willing to boost SMEs' development or growth by facilitating **access to external training or consultancy services**; meant for an individual SME that is offering **water-smart solutions**, especially for the agrifood & energy-intensive industries; deadline 2 October 2024
- FRIEND CCI: Call for **providers** offering solutions in **digitalisation, greening, and internationalisation** to collaborate with **Creative and Cultural** SMEs for the realization of funded projects; deadline 1 August 2025
- GEMSTONE: Financial support for **training** related to **Green Manufacturing**; deadline 31 December 2024
- INGENIOUS: **Internationalisation** grant for SMEs operating in **energy-intensive industries** to develop activities related to Africa, Asia, North America and Latin America; deadline 30 September 2024
- INGENIOUS: **Training** grants to help SMEs improve their digital skills, green transition, resilience preparedness and reskilling and upskilling of the workforce; deadline 14 February 2025
- PIMAP4Sustainability: Support for **upskilling and reskilling** projects for photonics, advanced materials, advanced manufacturing, aerospace, metalworking and industrial production SMEs; cut-off 30 April 2024
- PIMAP4Sustainability: Training/Services open call with three strands: the two first ones will allow European SMEs to pursue **trainings/services** related to **Green Transition and Internationalisation** and the third one - the International mission support scheme - will help SMEs in **attending the PIMAP4Sustainability Japan mission** that will take place in June 2024; cut-off 10 May 2024

# Opportunities for SMEs: Calls from Euroclusters

- RE-CENTRE: Financial support for participation of SMEs (traditional furniture and living sector, IT sector, and green/circular economy sector) in **B2B meetings** with entities from Mexico or Chile; deadline 31 May 2024
- RESIST: 2<sup>nd</sup> **Innovation** Open Call for improved technologies and processes in production in the **Automotive – Mobility – Transport** ecosystem; deadline 12 December 2024
- RESIST: **Networking and marketing** FSTP for SMEs from the **Automotive – Mobility – Transport** ecosystem; deadline 20 December 2024
- RESIST: **Internationalisation** FSTP for activities in target markets; deadline 20 December 2024
- RESIST: **Coaching and mentoring** for assessment and feasibility services; deadline 1 November 2024
- SILEO: 1st Open Call for **Advanced Technology Uptake** Projects for **lighting and furniture SMEs**; deadline 12 April 2024
- **All calls here:** <https://clustercollaboration.eu/open-calls>

# Register for the next Talks

**10 April**

Leading the twin transition: Advanced materials as key enabling technology

**17 April**

Autonomy, innovation and security: EU strategies for Aerospace and Defence

# Continue the discussion



<https://www.linkedin.com/groups/9503062/>

# Visit the ECCP website and follow us on social media



[www.clustercollaboration.eu](http://www.clustercollaboration.eu)



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THANK YOU

