



Silicon Europe

The alliance of the leading European micro- and nano-electronics clusters

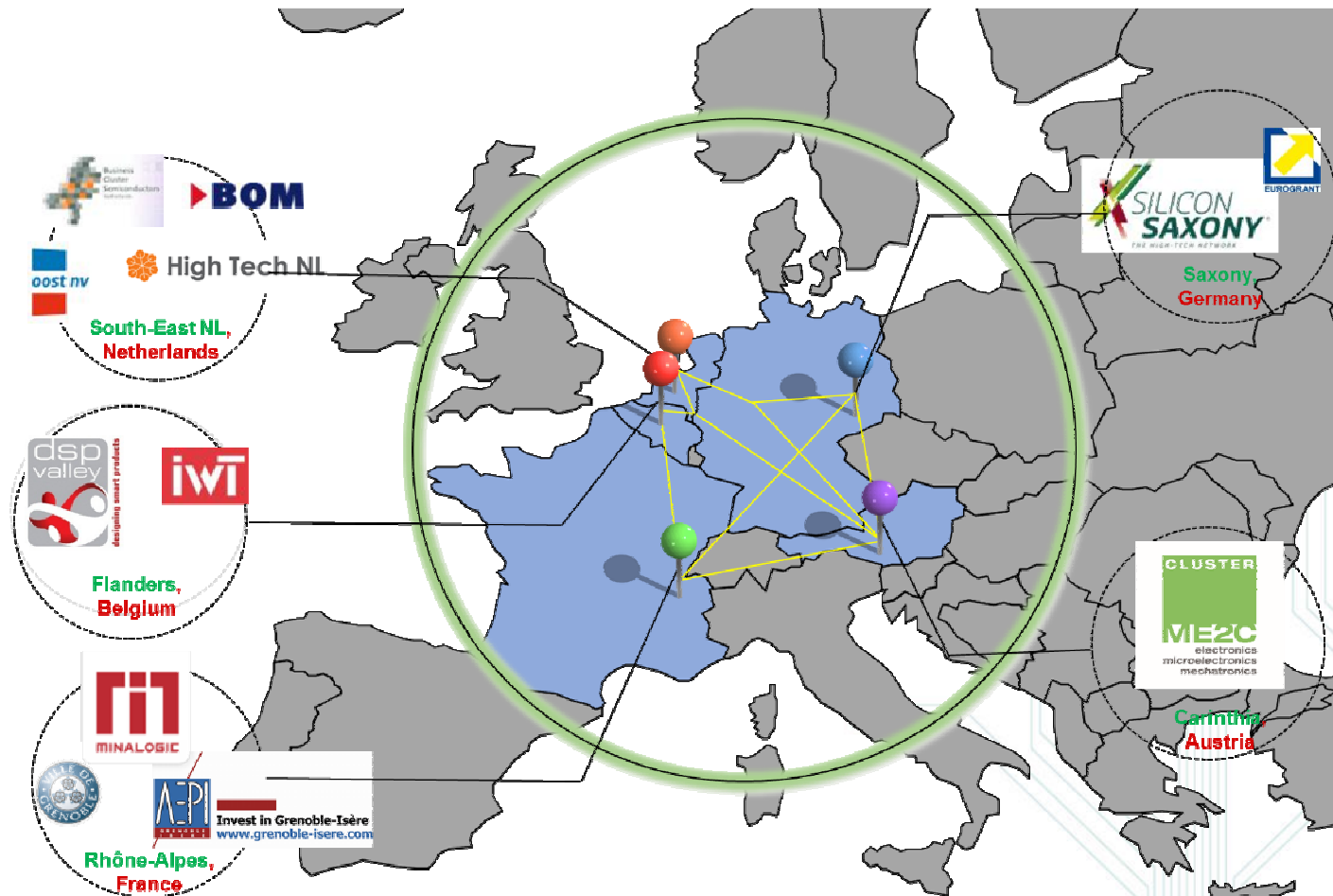
Frank Bösenberg – Silicon Saxony



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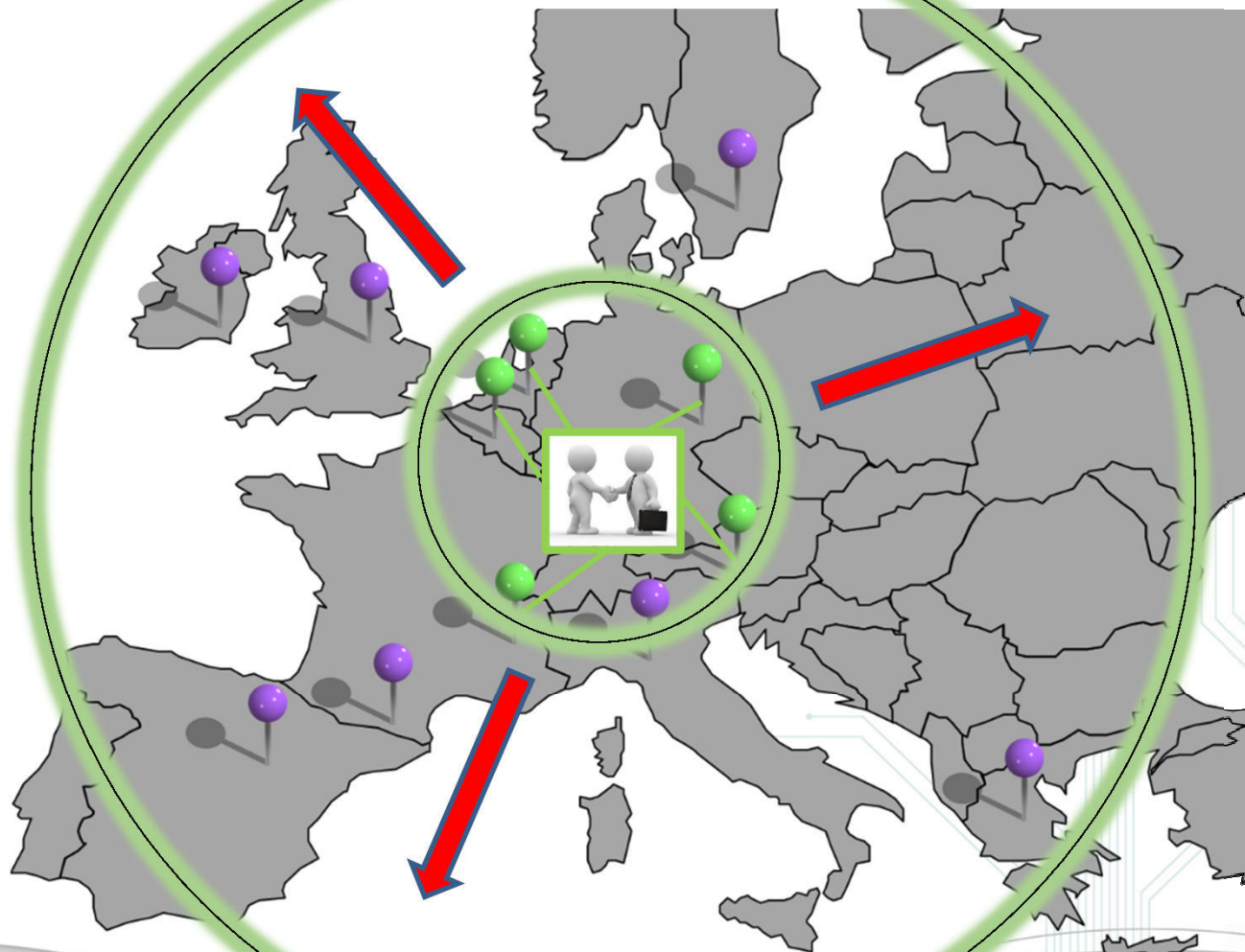
Silicon Europe 2015: the Project



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Silicon Europe beyond 2015: the Alliance



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Silicon Europe Alliance - new members

1. Fondazione Distretto Green & High Tech Monza-Brianza, Italy
2. MIDAS Ireland
3. GAIA CLUSTER TEIC., Spain
4. National Microelectronics Institute (NMI), UK
5. mi-cluster (Corallia Cluster Initiative), Greece
6. Pôle Solutions Communicantes Sécurisées – SCS, France

– Founding cluster members:

- Silicon Saxony, Germany
- DSP Valley, Belgium
- Minalogic, France
- High Tech NL
- Verein me2c, Austria
- Business Cluster Semiconductors Netherlands (BCS NL)

– Associated members:

- AEPI - Agence d'Etudes et de Promotion de l'Isère
- Oost NV - Ontwikkelingsmaatschappij Oost Nederland



A strong brand

Silicon Europe is the brand under which the leading micro- and nanoelectronics clusters in Europe collaborate to represent, support and promote the companies and organisations belonging to their ecosystem both on European and global level.



SILICON EUROPE

THE LEADERS FOR INNOVATIVE ELECTRONICS



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Mission Statement

The **Silicon Europe** partners will actively cooperate to create value for the members.

- **Transnational transfer of knowledge and technologies between the cluster members**
- **Improved visibility of micro- and nanoelectronic competencies and technologies inside and outside Europe and facilitate their application into various markets.**
- **Encourage and support SMEs to participate in European projects and to access other sources of public and private financing.**
- **Explore and promote international market opportunities**
- **The **Silicon Europe** brand will be used to promote European micro- and nanoelectronic competencies inside and outside Europe**

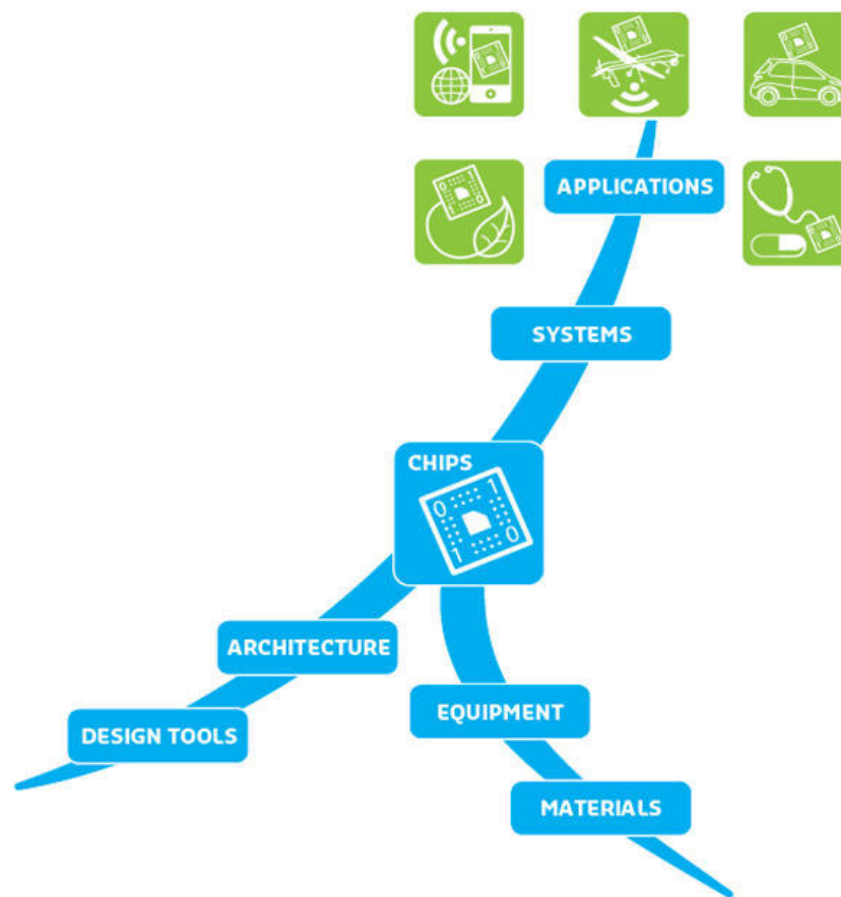


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Covering the whole value chain

A partnership which covers the whole value chain of micro- and nanoelectronics



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Micro- and nano electronics: a Key Enabling Technology



Consumer

Aerospace



Automotive



Smart Cities



Communication

Energy



Smart health



IoT



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The Strategic Objectives

1

Knowledge and technology transfer

clusters support exchange throughout Europe

2

Smart Specialisation

R&D along the Regional strongholds and markets

3

SME Funding

clusters liaise SMEs to sources of capital

4

International business development

increase international visibility and consequently detect and create opportunities for the (SME) members

5

Promotion of micro- and nanoelectronics

communicate at large the indispensable role in today's and future society



Knowledge and technology transfer

Silicon Europe will actively support the transfer of required key-technologies, knowledge and also know-how within the field of micro- and nanoelectronics to the European companies.

- Technology-market fairs where targeted markets will be brought into contact with microelectronics developers to align their respective roadmaps and also to set-up collaborations.
- Mapping of the knowledge and technology sources.
- Organization of academic colloquia for the industry : “A2B”
- Support of a human capital actions addressing mobility, education, training and most importantly bring the microelectronics industry forward as a challenging and rewarding sector for an excellent career.
- Encourage and support the creation and use by SMEs of platforms as field labs, pilot lines and competence centers.



SME Funding

The **Silicon Europe** partners will play a crucial role in understanding SMEs' needs, being their voice at local, regional, national and European levels and supporting them in having **easier access to public & private funds**, needed to generate business- and technological partnerships' opportunities.

- Acting as an intermediary between SMEs and different public and private financing opportunities through providing information, networking opportunities and assistance in acquiring the skills needed to access different funds
- Actively contributing to designing SME-friendly funding programmes (Ex: PENTA)
- Organising events to attract VCs
- Identification and contacts of accelerators abroad
- Supporting both SMEs and e.g. VCs in judging and appreciating the investment needs and risks



International business development

Today, the micro- and nanoelectronics industry is a **global industry**. Many of the MNE companies, whether LE or SME are part of a **global value chain**. This means that, in particular for high tech clusters, **competition takes place** not on a regional nor on a national level but **on a global level**. Therefore, international business development has become increasingly important to improve the competitiveness of enterprises of all sizes.

- Support electronics companies, and more in particular, SMEs, to be present in foreign markets either for business or partnerships.
- Attract foreign investment money or actors missing in Europe's value chain
- Promote the European Micro-NanoElectronics industry worldwide.



The actions

In order to support the 5 objectives, Silicon Europe will focus mainly on 3 activity areas:

Market Intelligence

“Observe the opportunity”

Matchmaking

“Find the right business partner”

Communication

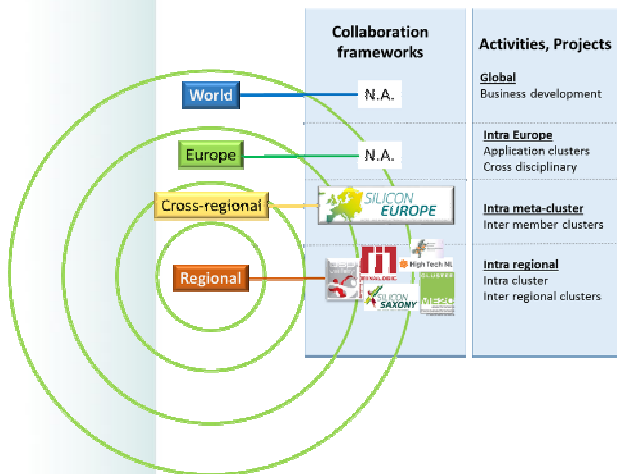
“Represent and promote the meta-cluster”



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The Actions



Market Intelligence

- Screening of funding opportunities and dissemination to members (mainly SMEs)
- Explore possibilities for cooperation with application clusters in Europe.
- Identify regions and markets relevant for SMEs in the ecosystem
- Identify optional partners, customers or suppliers in foreign markets
- Develop a joint communication and branding strategy towards third regions
- Develop a relationship with foreign regions through a partnership with local cluster organisations or alternative contact parties
- Select conferences and trade fairs that are relevant for SMEs in the Silicon Europe ecosystem.

Matchmaking

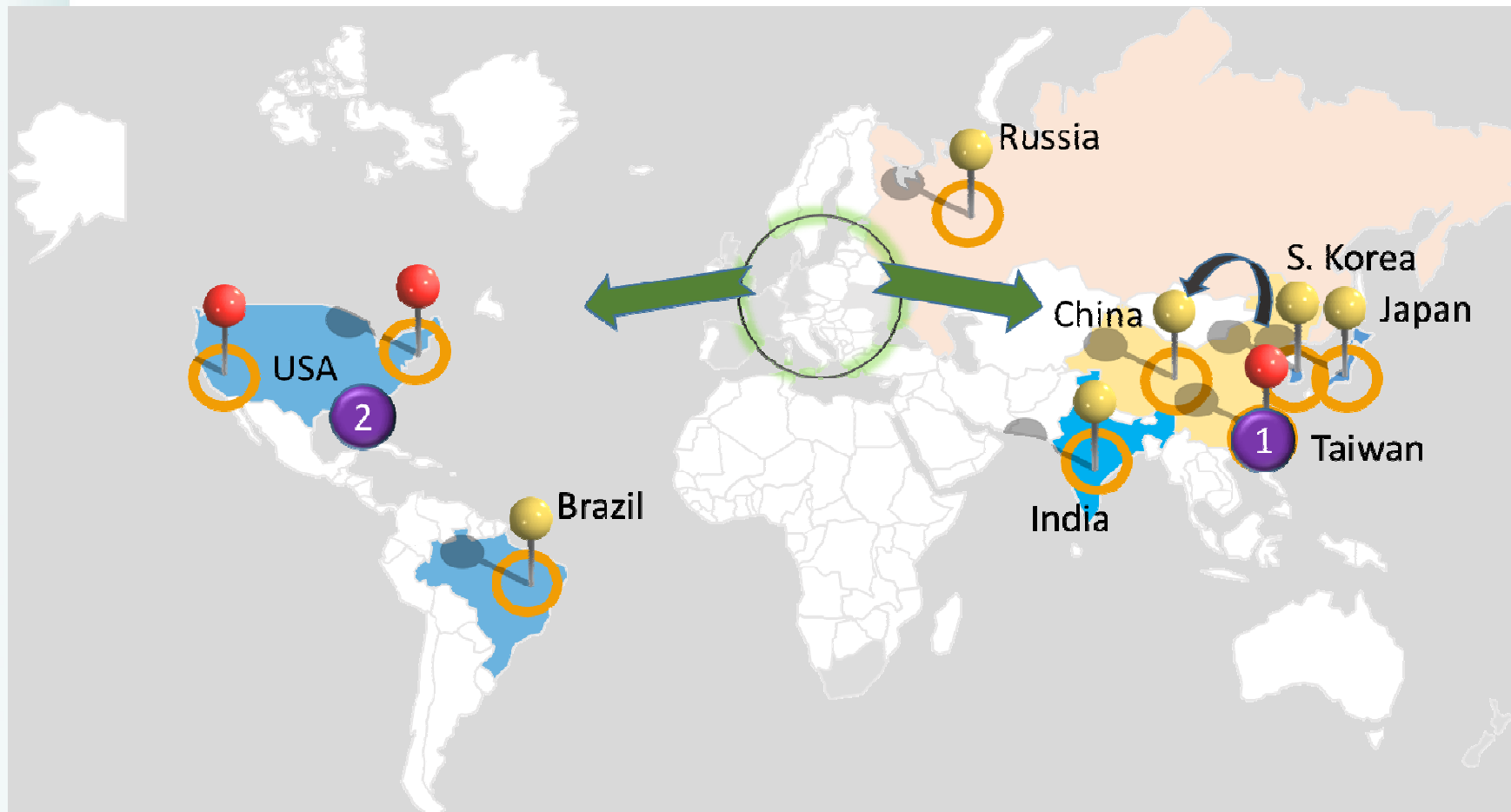
- Create opportunities for individual companies to find business partners
- Support SMEs on public funding opportunities
- Organise B2B and B2VC events open for the Silicon Europe cluster members
- Open Silicon Europe events to companies from abroad
- Participate in trade missions
- Organise visits of foreign clusters and companies to Europe

Marketing Communication

- Website
- Marketing communication material
- Silicon Europe presence at key events
- Promotion of the European brand **Silicon Europe**
- Advocacy



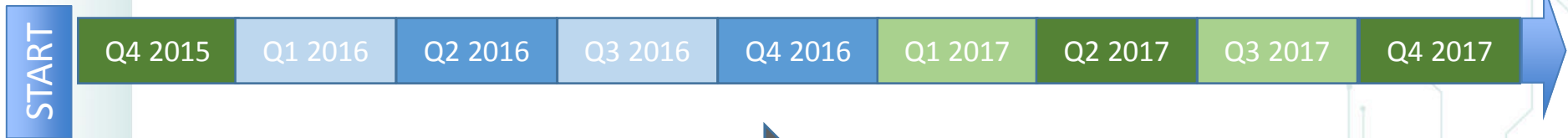
Target regions beyond Europe



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Planning internationalization beyond Europe: example Taiwan



Get to know each other & Build Trust

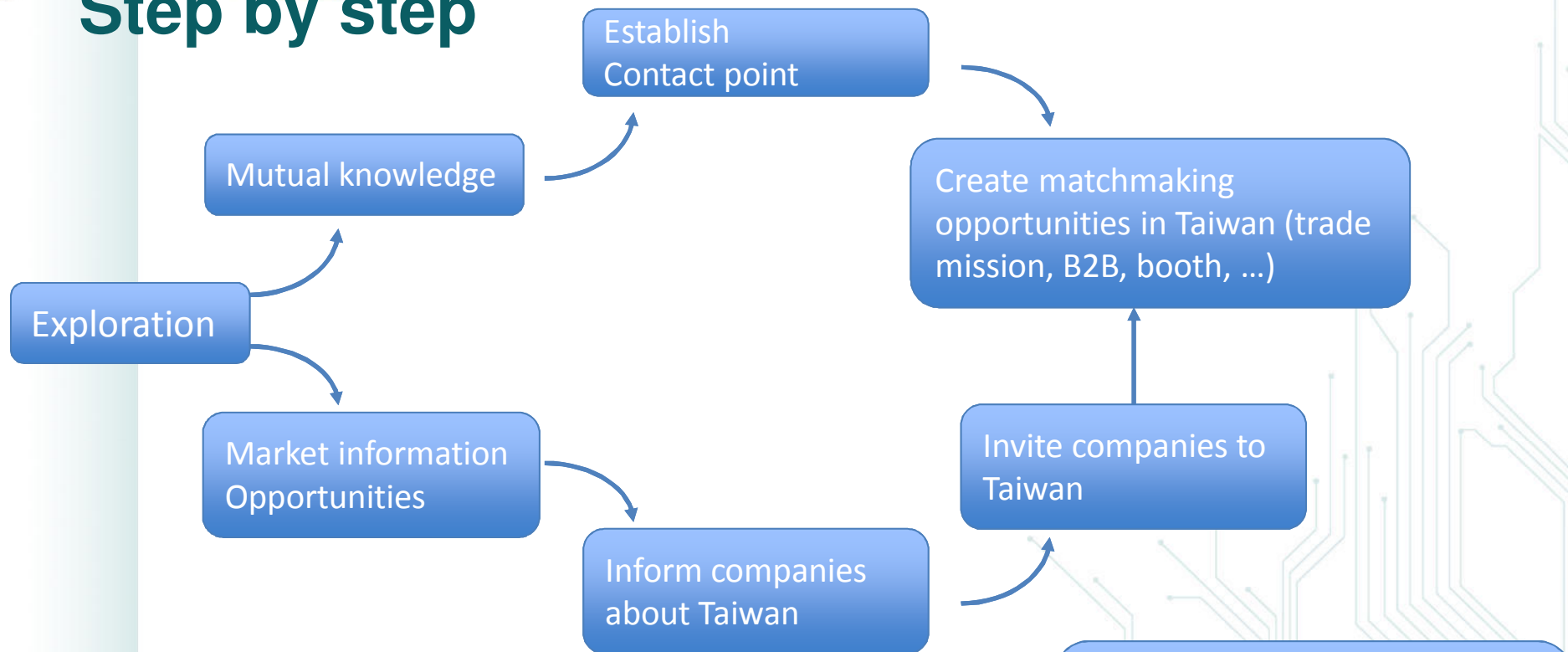
- Establish contacts to support further relation building and business development activities between Europe and Taiwan.
- Learn about reasons for European electronics companies to do business with Taiwanese companies.

Implement R&D and Business Cooperation

- Establish a contact point
- Organise B2B (Business to business) events
- Open Silicon Europe B2B events to companies from abroad
- Participate in trade missions
- Organise visits of foreign clusters and companies to Europe
- Invite also foreign investors to Europe (or to the events)



Step by step



Cooperate as much as possible with:

- Regional or national foreign trade organisations
- Regional, National or international Chambers of Commerce
- Enterprise Europe Network (EEN)
- Semi
- Taiwanese representatives
-



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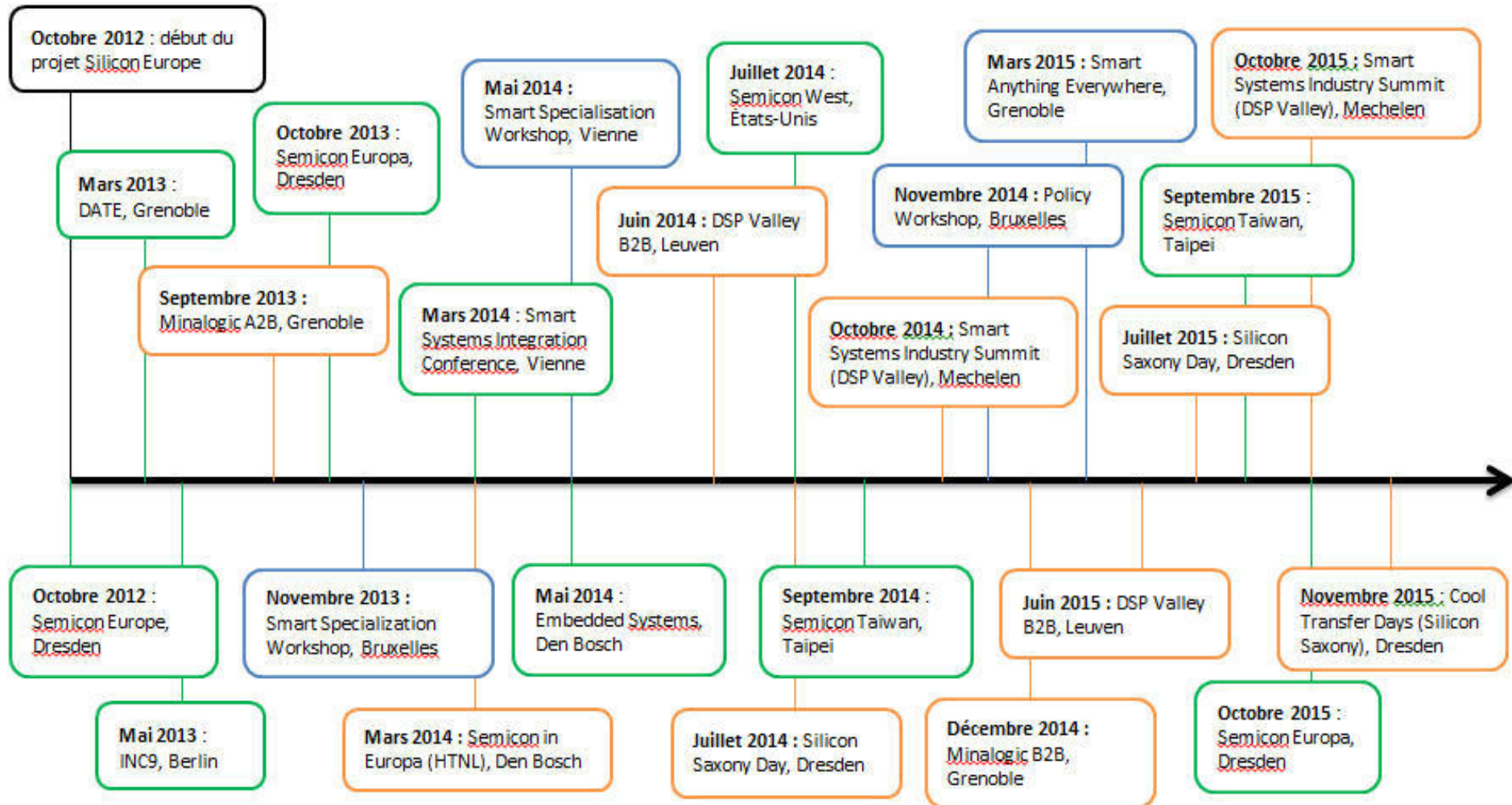


Our activities on a timeline

Event opened up for partner clusters

Presence on international events

Communication, Promotion



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Impact: Why are we doing this and what do we want to achieve?

Silicon Europe wants to strengthen the role of the European Micro- and nano-electronics industry in the global economy and value chain. By fostering cross-border innovation and collaboration on a European and international scale we want to secure growth and increase the market share.

Increase of international collaboration and innovation, both within Europe as well as beyond Europe.

Increased participation rate of SMEs in major funding programs

Increase visibility & attractiveness of Europe as a relevant area for micro- and nano-electronics and applications

Growth of companies and employment in the participating regions.

Easier access to knowledge and technology.

Europe : a key player for micro- and nano-electronics.



Silicon Europe

Impact on the cluster organisations

- High Tech NL: 170 -> 230 members -> +35%
- DSP Valley: 75 -> 116 members -> +54%
- Minalogic: 204 -> 241 members -> +18%
- Silicon Saxony: 297 -> 315 members -> + 6%

- -> allows sustainability of parts of the action



Success stories so far

- Establishment of a recognized brand
- Triggering of at least 20 cooperation projects between members
- Appearance on markets outside Europe
-and more to come



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Silicon Europe - outlook

Achieved:

- connection of most relevant MNE-clusters HORIZONTALLY in Europe

Ongoing:

- connection of MNE clusters with application (clusters) LOCALLY

Envisaged (clusters as strong intermediary to SMEs):

- full implementation of the action plan
- connection of most relevant MNE clusters VERTICALLY in Europe
- connection of most relevant MNE clusters with most relevant clusters Outside Europe (started by Silicon Europe within COSME)





Thank you!

Let's stay in touch:

www.silicon-europe.eu
info@silicon-europe.eu



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