



Barriers, Enablers and Current Trends in Internationalisation of Networks

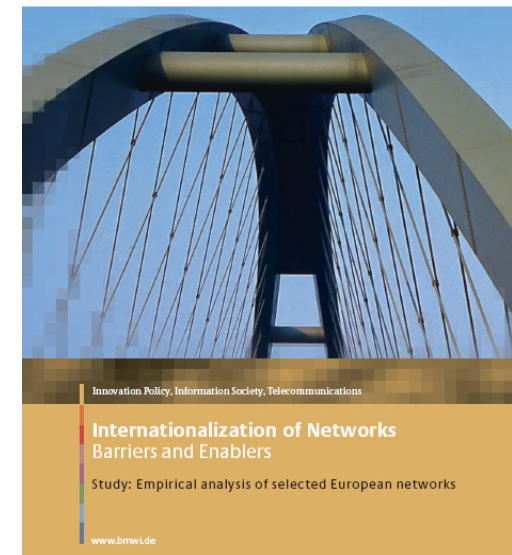
Dr. Gerd Meier zu Köcker
Director Agency Competence Networks Germany

21th February 2008, Berlin

www.kompetenznetze.de

Main Questions Related to Internationalisation of Clusters

- Why do clusters intend to co-operate internationally?
- Who is responsible for the internationalisation activities within a cluster?
- What are the main barriers?
- Which strategies are dominating for transnational co-operations?
- Which factors are dominating the ability of clusters to co-operation transnationally?
- What are the most appropriate tools for support actions?



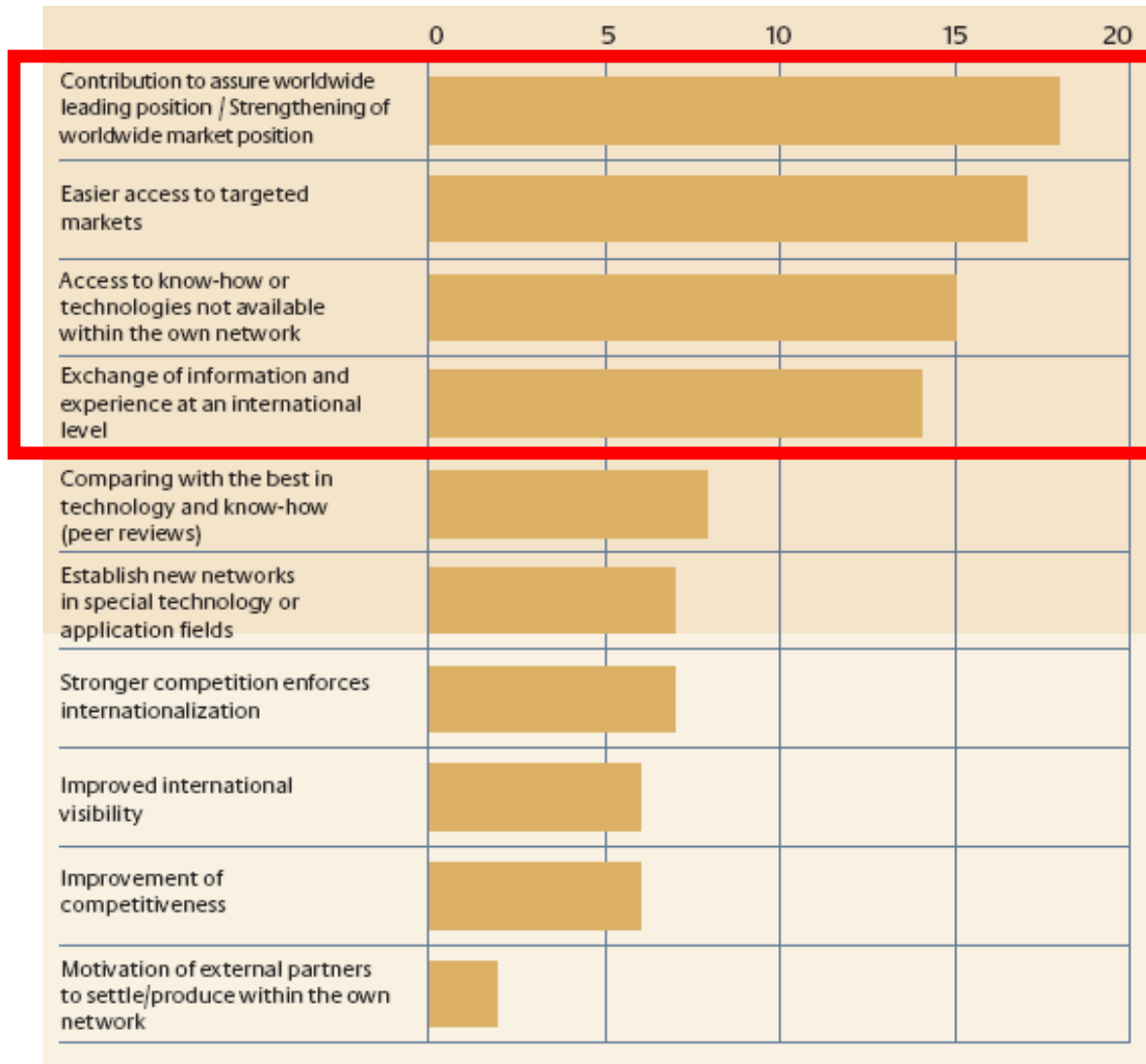
Targeted Clusters

In order to get a better understanding of the needs and the dominating influencing factors

- 91 different clusters have been interviewed
 - from 10 different countries
 - gathering 32.000 companies, R&D institutions, universities, etc.
 - Representing about 2,5 Mio. employees
 - Being interested in transnational co-operations



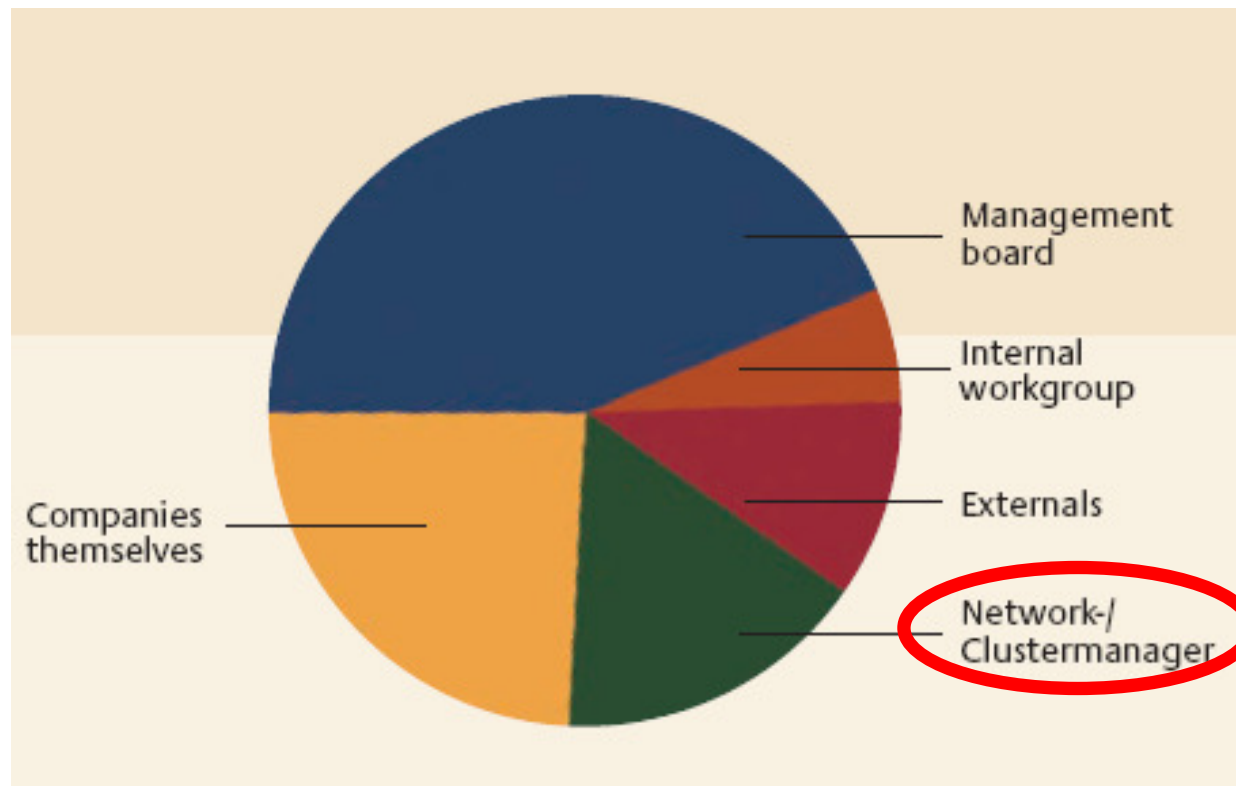
Why do Clusters Intend to Co-operate Internationally?



Figures in %

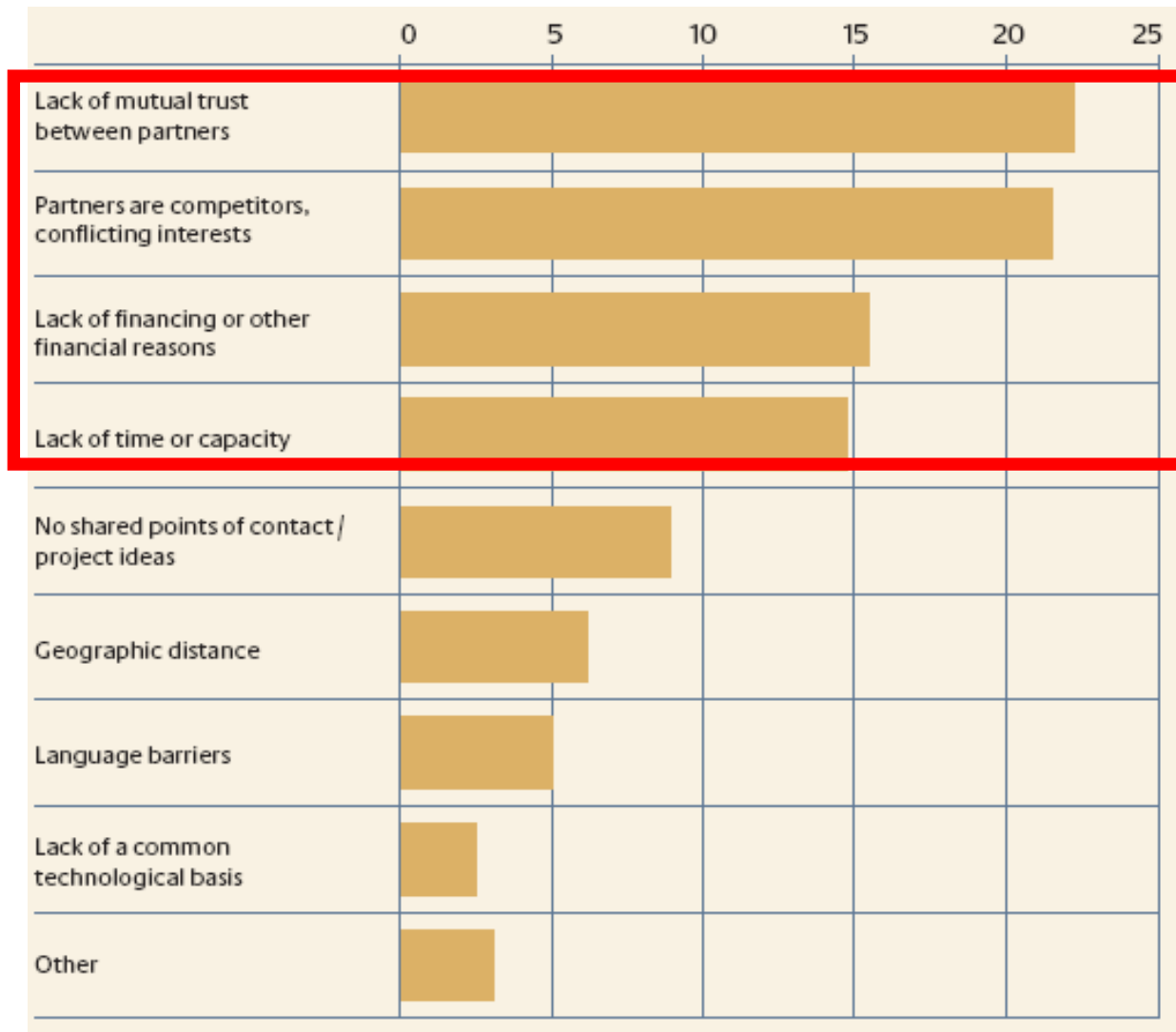
Source: 89 clusters replied, up to two answers allowed

Who is Responsible for the Activities related to Internationalisation within a Cluster?



Source: 89 clusters replied, only one answer allowed

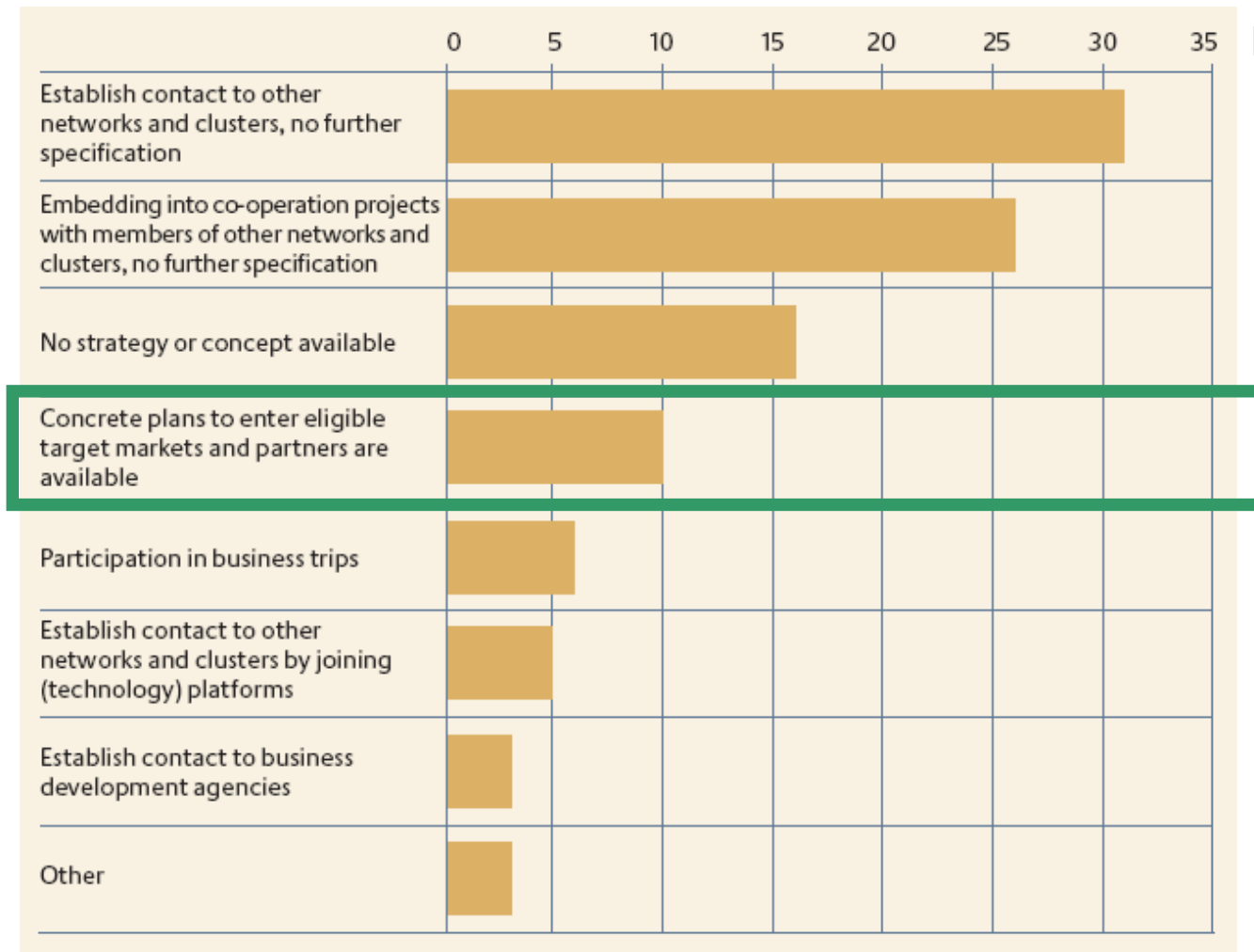
What are the Main Barriers for Internationalisation?



Figures in %

Source: 84 clusters replied, multiple answers allowed

Which strategies are dominating for intercluster co-operations?

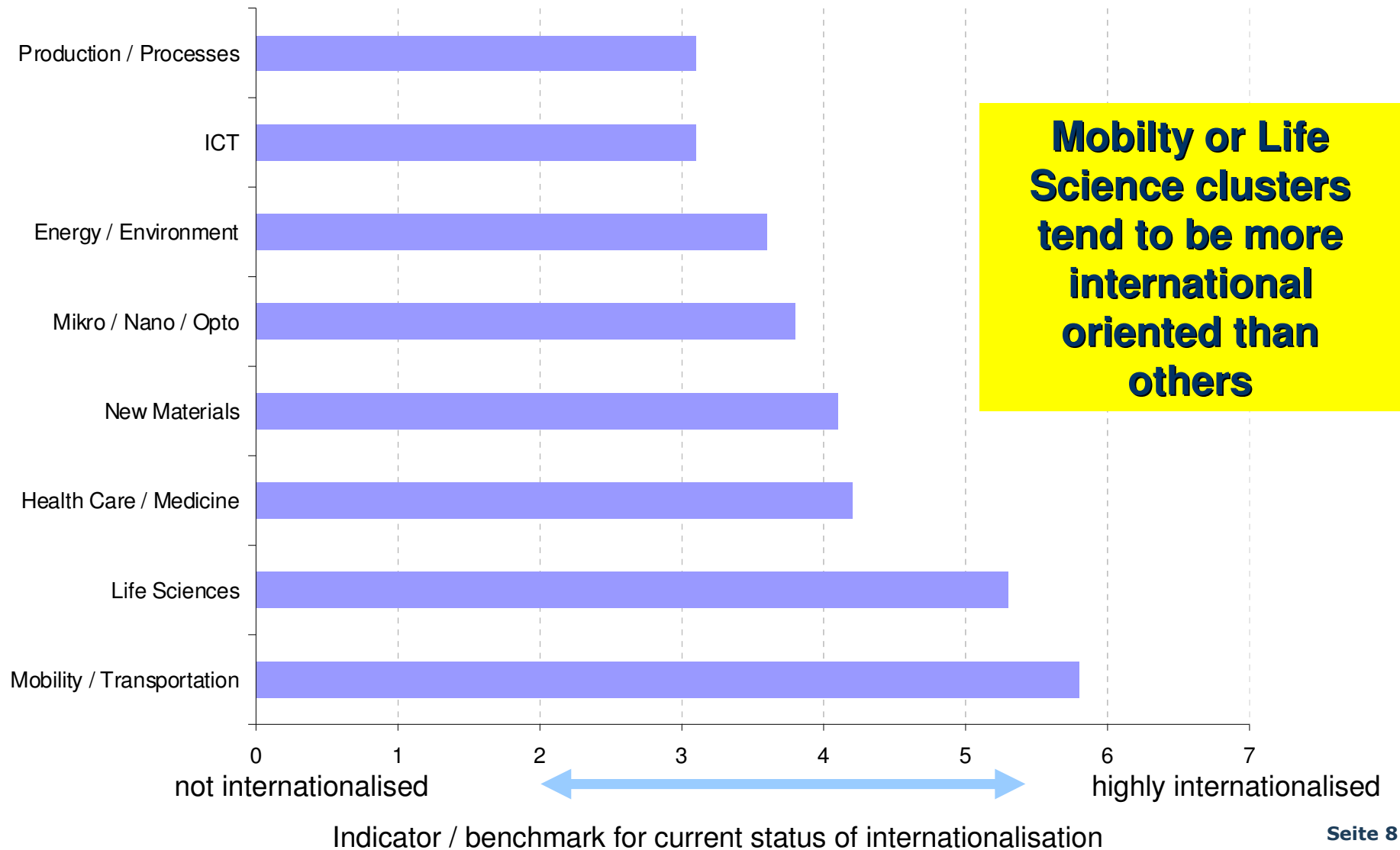


Figures in %

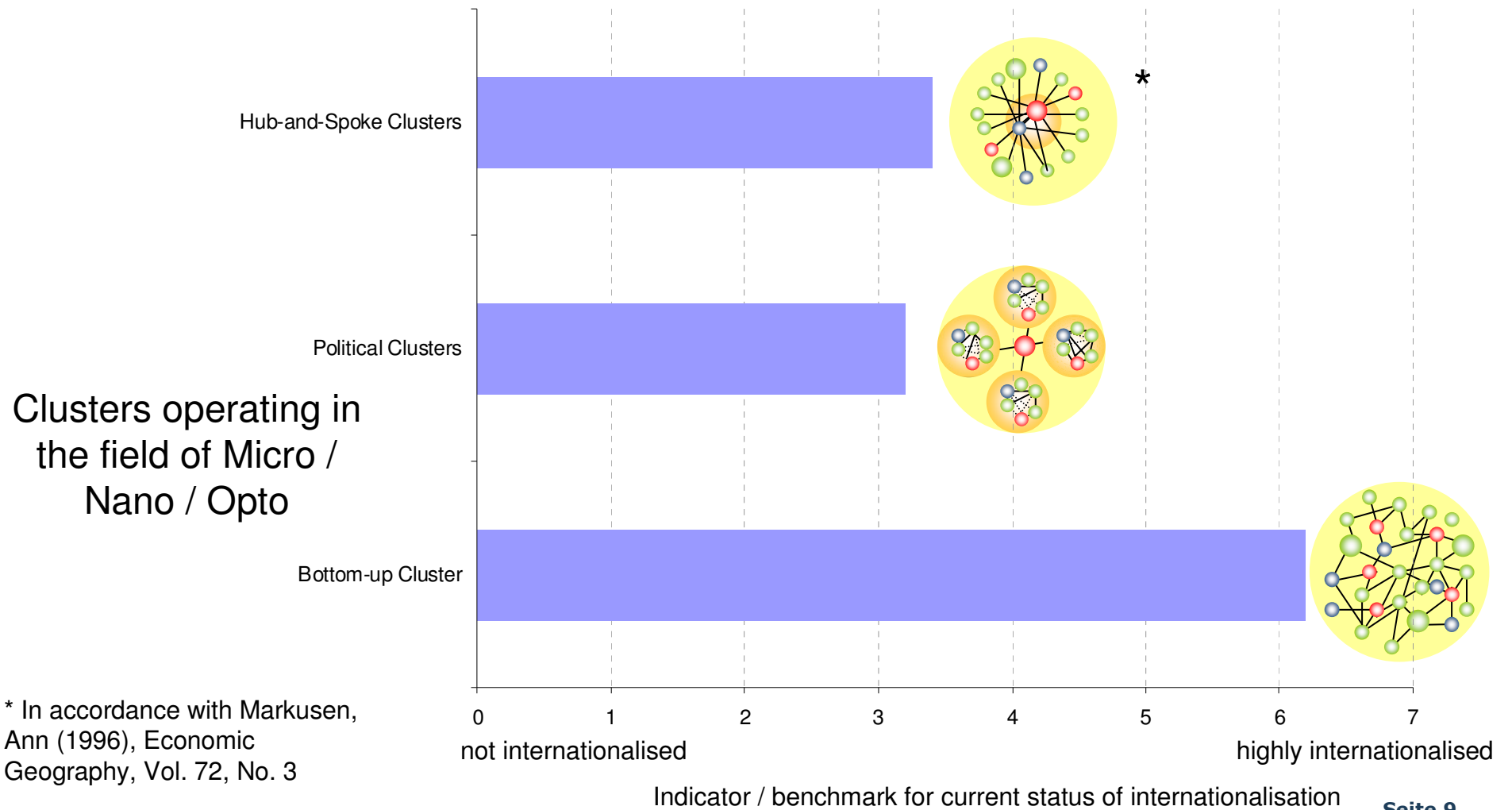
Only 10 % of the interviewed clusters have specific plans or strategies available how to internationalise

Source: 85 clusters replied, multiple answers allowed

Important Influencing Factors (I) - Innovation Field -

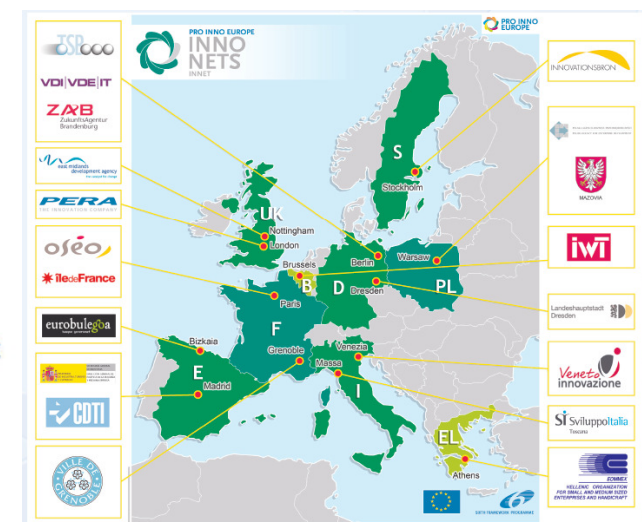


Important Influencing Factors (II) History / Structure of Clusters



How to support clusters on their way to operate internationally?

- Clusters very much differ due to many reasons
- Cluster do often not have a clear strategy or plan how to internationalise
- Clusters need tailor-made support taking their history, field of operation, overall strategy, aims and current status of internationalisation into account
- Before starting any supporting actions clusters need a clear strategy,
- No tool for tailor-made support are needed and currently under preparation
 - Internationalisation Strategy Dialogue
 - International Benchmarking Tools
 - Research Profiles
 - Transnational calls for clusters
 - Cluster Networking Visits
 - Joint working groups
 - Mutual bridge heads
 - etc...





Agency Competence Networks Germany

c/o VDI/VDE Innovation + Technik GmbH

Steinplatz 1

D-10623 Berlin

Germany

Tel.: +49 (0) 30 310078-219

Fax: +49 (0) 30 310078-222

E-Mail: kompetenznetze@vdivde-it.de