

1. PUBLISHABLE SUMMARY

Summary of the context and overall objectives of the project (For the final period, include the conclusions of the action)

The European Cleantech Internationalisation Initiative (EC2i) integrates the goals and strategies of five leading European cleantech clusters with capabilities spanning value chains emerging at the intersection of environmental technology and digitalization. The main objective of this initiative is to implement a joint internationalization strategy to help SMEs exploit the opportunities for collaboration presented by the complementary capabilities of businesses in all five clusters and capitalize on their world-leading technologies to tap into demand for smart and sustainable solutions in the US and China. The specific objectives of the EC2i project are the following:

1. Stimulate internationalization of innovative European SMEs into large and dynamic cleantech markets with high growth potential (the United States and China) by fostering the collaboration and integration of capacities along value chains emerging at the intersection of environmental technologies and digitalization.
2. Capitalize on strong common identity and shared vision of opportunities founded on extensive past cooperation by collaborating in the development of value chains spanning all five clusters, enabling them to take a leading global position in the cleantech space.
3. Establish and develop strategic partnerships with stakeholders in the target markets, identify local market opportunities, raise the profiles of European SMEs and pursue opportunities for collaborative business development.

Work performed from the beginning of the project to the end of the period covered by the report and main results achieved so far (For the final period please include an overview of the results and their exploitation and dissemination)

The EC2i consortium had a successful kick-off period. The partnership signed two MoUs with strategic partners and one with another COSME consortium. Through the project, cluster partners successfully delivered the following: development of tools to support the internationalisation of European SMEs (collection of business intelligence, development of online tools). Two main events were organised during the first period of the project: a webinar in March 2018 and a Matchmaking Mission to New York City on 7-10 May 2018. EC2i now has a visual identity that allows to deliver communication materials about the project achievements on the website and social networks.

Prior to the first US mission, a “US Cleantech Intelligence Webinar” has been organized with work package 3 leader Maria Ortner. Hodgson Russ LLP and 151 Advisors participated in the event as speakers. The webinar took place on 15 March 2018. 35 People attended (speakers and attendees).

The partners worked together to facilitate a first matchmaking mission to New York City on 7-10 May 2018. For this first mission, 18 European companies participated in B2B meetings, networking events and joined the Smart Cities Conference NY, North America’s leading global conference on smart city innovation.

Progress beyond the state of the art, expected results until the end of the project and potential impacts (including the socio-economic impact and the wider societal implications of the project so far)

The EC2i project members have successfully organized a matchmaking mission in New York City from 7 to 10 of May 2018, in which 18 European SMEs participated. The consortium is currently in the process of organizing the second matchmaking mission to China, which will be held from 13 to 16 of November 2018 in Shanghai and Nanjing.

The Consortium's internationalisation strategy is composed of two interdependent parts:

- Develop strategic partnerships in the target countries. Partners in the United States and China will act as bridge builders helping SMEs integrate themselves into local networks, gather intelligence, and help source demand for solutions. Matchmaking missions will be organised to arrange meetings between project owners and solutions suppliers as well as potential local partners.
- Support the SMEs internationalisation strategy. To meet the market demand in third countries and deliver integrated, global solutions, SMEs must tap into complex value chains and work in partnerships. The consortium will develop tools to help SMEs enter those new markets, guide them in forming cross-sectoral, multinational consortia along value chains to deliver integrated products and services.

Address (URL) of the project's public website

<https://www.ec2i.eu/>

First Matchmaking mission to New York



COSME kick off meeting Brussel - February 2018



First Matchmaking mission to New York - Smart Cities Conference



MoU between European Cleantech Internationalization Initiative and Smart City Tech



First Matchmaking mission to New York



First Matchmaking mission to New York - Smart Cities Conference

