



# Best practices, lessons learnt and the next phase of ClusterXchange

*Testimonials from CXC participants and  
Partnerships*

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# EXTRATEX





# European TEXTile-TRANsport- Sustainability paradigm for industrial clusters EXcellence in cross-sector innovation

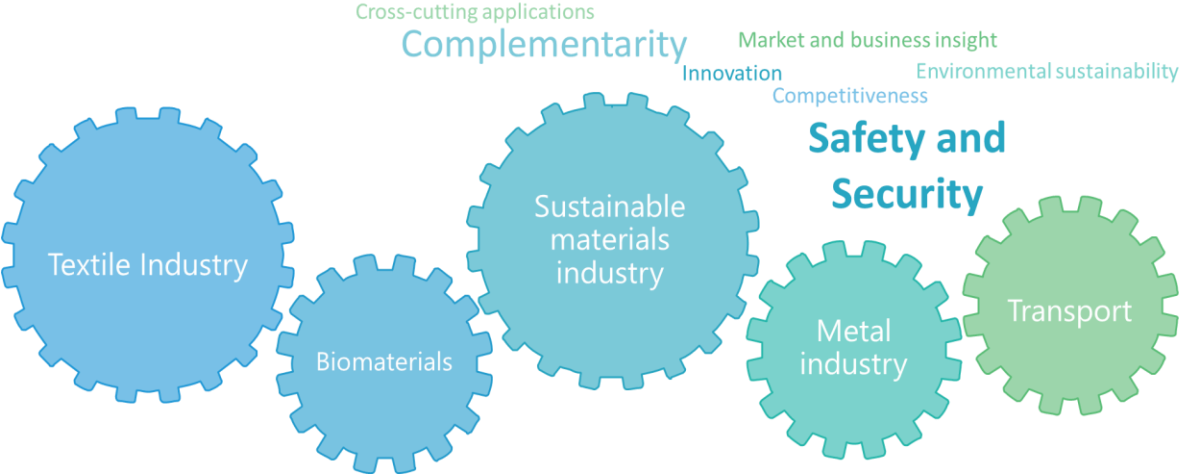
## EXTRATEX consortium

- EXTRATEX partnership is composed of 6 clusters across 5 different European regions, Italy, Spain, Germany, Slovakia and Czech Republic, these last two from less developed regions.
- The partnership brings together clusters from textile, automotive, plastic and Safety and Security in industry



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# EXTRATEX ClusterXChange scheme



## ClusterXchange Scheme

<b>Total number visits (min. 50)</b>	<b>59</b>
<b>SMEs involved (50% total)</b>	<b>30</b>
<b>Non-ESCP-4x members (25%)</b>	<b>17</b>



# First Virtual Exchange in SPK

- From the 2nd February to 10th March 2021
- **Focus areas:** new materials, advanced plastic processing, cross-sector exploitation
- **Host:** Slovak Plastic Cluster
- **Visitors:** cluster organisations, SMEs representatives, scaling-up organisations, partners of EXTRATEX consortium
- **Virtual visits to companies and research Institutes, Matchmaking events, B2B, C2C meetings**
- **56 registered participants** to the EXTRATEX VE



The screenshot shows the registration page for the 'EXTRATEX Xchange Scheme online brokerage event focused on automotive, textile and plastics sectors'. It includes the European Commission logo, a search bar, and navigation links. The event details are as follows:

Event type:	Brokerage Event
Date:	From 03/03/2021 To 10/03/2021
Organiser:	SLOVAK PLASTIC CLUSTER
Event website:	

Registration details: Deadline for registration 2nd March 2021. Registration: (0 sec left).

The screenshot shows the event website for 'EXTRATEX Virtual ClusterXchange and brokerage for cross-sector cooperation' held from March 3 to March 10, 2021. The website features a navigation menu, a welcome message, and a 'Register now' button. The event description highlights cross-sector cooperation in the textile, automotive, and plastic sectors. Logos for Enterprise Europe Network, ESCP X, EXTRA, and the European Union are displayed. The event is organized by the Slovak Plastic Cluster.

## Day 1

### Plastics and circular economics, 2<sup>nd</sup> February 2021

#### Biodegradable plastics

Biodegradable material developed in the Slovak Republic, material testing through various plastics processing technologies, material production and recycling, cooperation with creative industries, pilot testing in primary school cafeteria, cooperation opportunities.

- STU (Faculty of Chemical and Food Technology, Slovak University of Technology in Bratislava)
- CEPOMA (Center for Applied Research of Environmentally Suitable Polymer Materials)
- CHEMOSVIT-FOLIE s.r.o – leading packaging converter in Central & Eastern Europe with Head office in Svit, Slovakia and Sales Office in Germany and Ukraine
- PANARA s.r.o. - of full ecological utilization of plastics in whole life cycle from plastics production to waste management
- KMS-PT, s.r.o. (tool shop and mold production)



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# The Virtual Exchange Structure

## Day 2

### Inter-sectoral cooperation 1- Virtual visits, 3<sup>rd</sup> March 2021

#### Morning

- Virtual visit to the guest company PR Krajne, s.r.o. - concept combining the automotive, textile and plastics industries - the STERED® product
- Virtual visit to the guest SME Research Institute of Chemical Fibers (Research Institute for Man-Made Fibers, JSC) - Progressive modifications of polymer-based products (fibers, films & plastics) and innovative technological solutions for a wide range of fi applications

#### Afternoon

- B2B and C2C meetings



SLOVENSKÝ PLASTIKÁRSKY KLASTER



### Inter-sectoral cooperation 2- Virtual visits, 10<sup>th</sup> March 2021

#### Morning

- Virtual visit to the guest company Chemosvit Fibrochem, s.r.o. where polypropylene products for different applications represent the core business.
- Virtual visit to the guest company SK TEX, s.r.o. - fibers with special modifications for the automotive and furniture industry (non-flammable, antifungal and water-repellent modifications). Since 2010, it has been producing insulation for buildings and vehicles from recycled textile fibers. Nanocomposites - a new antibacterial polymeric material - Polymer Institute of Slovak Academy of Sciences

#### Afternoon

- B2B and C2C meetings

# The Virtual Exchange Results

56 Registered participants to the EXTRATEX VE

13 Completed exchanges for the EXTRATEX VE

		Visiting Organisation	Host Organisation
Scaling up	1	MCA - Madrid Automotive Cluster	SPK
SME	2	SOTEX GINETEX CZ	SPK
SME	3	Sintex	SPK
Scaling up	4	Inotex	SPK
Scaling up	5	Textile Testing Institute	SPK
SME	6	PARDAM NANO4FIBERS s.r.o.	SPK
SME	7	SILON s.r.o.	SPK
Cluster	8	Clutex - Cluster technical textiles	SPK
Cluster	9	FOMENTEX	SPK
Cluster	10	OTIR2020-TFC - Next Technology Tecnotessile	SPK
SME	11	SPIN-PET SRL	SPK
SME	12	LBS LUXURY BRANDS SERVICES SRL	SPK
Cluster	13	AECIM	SPK

# Lessons learnt from the Extratex Virtual Exchange

## Negative aspects



- Need to plan in advance the programme
- Massive communication campaign
- Personal explanations to SMEs about the technicalities of the VE
- Daily assistance to SMEs for the registration and use of the IT tool
- Assistance for the B2Match
- Poor evaluation of the IT tool and registration procedure
- Too long duration of the Exchange

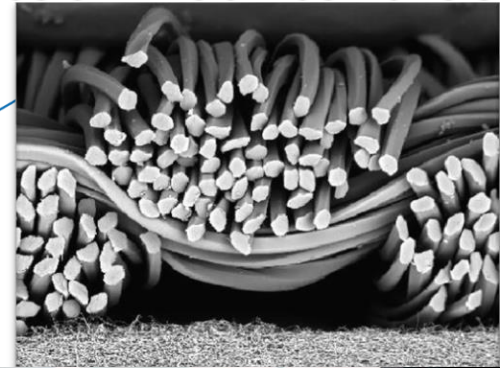
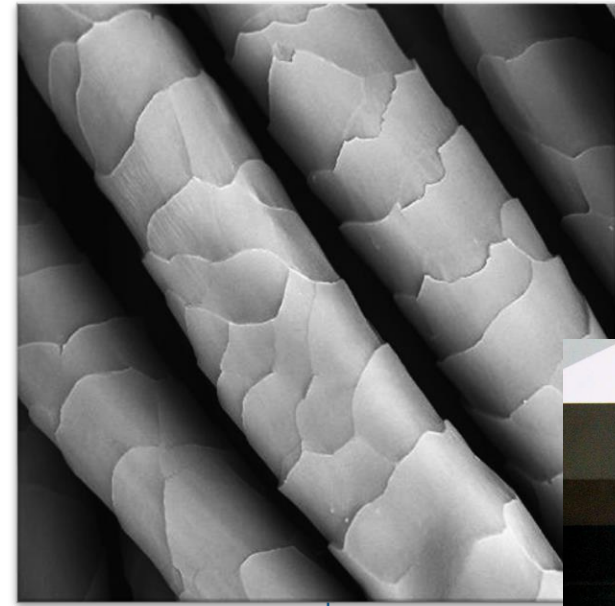
## Positive aspects



- Visitors skills upgrade
- Most CTQ signatures were produced in digital format → digital skills upgrade
- Cross-sector dimension reached
- Follow-up activities from the B2B meetings, possible collaborations
- Quality of the Exchange topics appreciated
- Level of interest of the host ecosystem
- Visitor network enrichment
- B2Match platform

# EXTRATEX second exchange in Czech Republic, 20-24 September 2021

- **Duration:** 20th – 24th September 2021
- **Venue:** Czech Republic, starting 20th in Liberec, 22nd in Roudnice/Lovosice, 23rd to 24th Plzeň
- **Focus area:** advanced technologies & production, smart materials, automotive and cross-sector collaboration development
- **Host:** CLUTEX – cluster technical textiles
- **Target:** Clusters, SMEs representatives (3days), scaling-up organisations (4days), EXTRATEX partners
- **Requirements:** visitors must be registered in ClusterXChange online tool





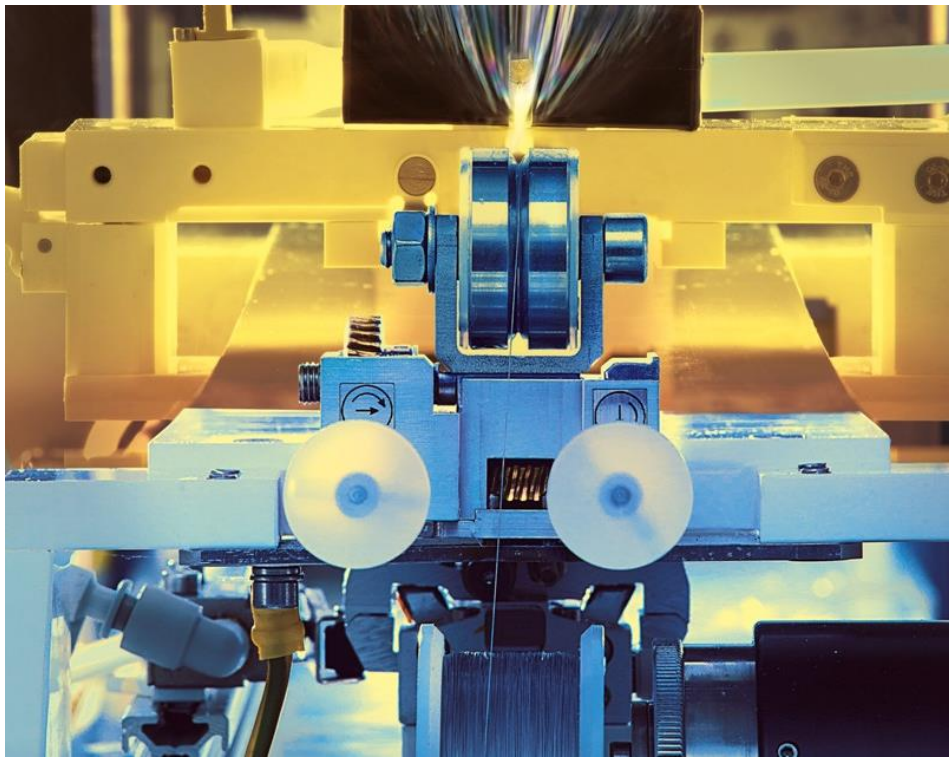
# EXTRATEX second exchange in Czech Republic, 20 September 2021

## Morning

**Activity:** Partner meeting at the Technical University in Liberec

## Afternoon

**Activity:** Excursion of selected departments and lectures at Technical University in Liberec (Faculties and institutes: Faculty of Textile Engineering, Faculty of Mechanical Engineering, Institute of Nanomaterials, Advanced Technology and Innovation)



# EXTRATEX second exchange in Czech Republic, 20-24 September 2021



## Morning

**Activity:** Company visit -  
ELMARCO s.r.o.

## Afternoon

**Activity:** Company visit – VUTS a.s.





# EXTRATEX second exchange in Czech Republic, 20-24 September 2021



## Morning

**Activity:** Company visit – Pardam  
NANO4FIBERS s.r.o.

## Afternoon

**Activity:** Matchmaking event



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# EXTRATEX second exchange in Czech Republic, 20-24 September 2021



## Morning

**Activity:** Visit to RICE-Research and Innovation Centre for Electrical Engineering, West Bohemia University

## Afternoon

**Activity:** Company visit – Silon a.s and GOODPRO s.r.o.  
Matchmaking event



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# EXTRATEX second exchange in Czech Republic, 20-24 September 2021



### Morning

**Activity:** Visit to Applycon  
s.r.o.

### Afternoon

**Activity:** B2B meetings

# Czech Republic exchange results

## Main figures

**15 participants**  
**13 exchanges**



	Visiting Organisation	Host Organisation
1	Otir 2020 TFC – Next Technology Tecnotessile	CLUTEX
2	European Risk and Resilience Institute (EU-VRI)	CLUTEX
3	AECIM	CLUTEX
4	FOMENTEX	CLUTEX
5	BCB Informatica y Control	CLUTEX
6	COTOPUR	CLUTEX
7	Chemistry Cluster Bavaria	CLUTEX
8	BIPIER SRL	CLUTEX
9	Vyskumny ustav chemickych vlakien a.s.	CLUTEX
10	Trafi creatività tessile	CLUTEX
11	A-OMEGA	CLUTEX
12	Chemosvit Fibrochem	CLUTEX
13	ÆVOLUTION Consulting	CLUTEX

# Czech Republic exchange results

## Articles published by TUL

*Preliminary feedback from attendees suggests that the event was a success. Companies and participants gained new contacts and incentives to expand existing collaborations. A big thank you to the companies that allowed the excursions to their facilities," said Gabriela Krupincová, vice president of the Clutex cluster, who also works at TUL's textile faculty.*

*Representatives of five partner clusters came to Czech Republic, bringing with them those interested in the cooperation of small and medium-sized enterprises. Twenty-two guests from four European countries participated in the mission. "The participants were very interested in individual meetings. More than nine dozen meetings took place in three locations," said Petra Dufková and Ladislava Zaklová, the main organizers of the event on the Czech side.*



## Podnikatelská mise propojila firmy čtyř zemí. Součástí byla i TUL



Technická univerzita v Liberci se stala součástí mezinárodní podnikatelské mise zástupců průmyslových podniků evropských zemí po institucích a výrobních závodech České republiky. Účastníci z řad mezinárodních firem a klastrů nahlédli do sedmi špičkových českých organizací a zhlédli dvě firemní prezentace.

# Czech Republic exchange results

## 1st satisfaction survey

Did your participation in the mission in the Czech Republic meet your expectations?	Yes	I did not have specific expectations, the whole event exceeded my expectations
	1	4
Which of the activities was the most interesting for you?	All of them	Company visits
	4	1
Have you noticed any organizational issues during the event?	Yes	No
	1	4
Would you be interested in taking part in a similar event again?	Yes	No
	5	
Do you have any ideas or tips for companies that you would like to visit?	No	Company suggestion
	1	1



# Czech Republic exchange results

## Positive outcome from the participants



*Pedro Gonçalves, FOMENTEX Spain*

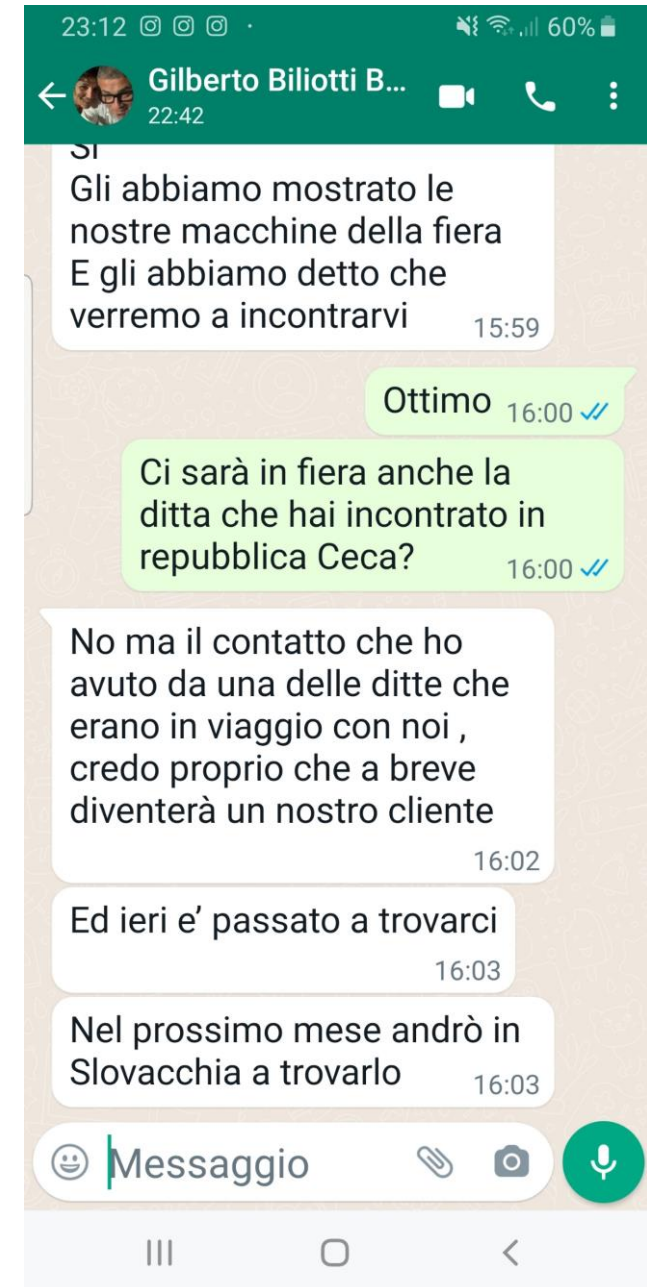
*“Participating in this ClusterXchange in the Czech Republic allowed me to witness firsthand the vast innovative possibilities for this sector.*

*This was, without a doubt, a fantastic experience for me and the SMEs that joined us in this Exchange, allowing them to get better access to knowledge and future collaborations.*

*Càndid Penalba, COTOPUR Spain*

*“Participating in The EXTRATEX ClusterXchange in the Czech Republic was indeed an enriching experience for me. We all should learn from the Czechs.*

*This event was perfect in every way, bridging the gaps and helping to create a space for effective communication between the various companies. We have already initiated some contacts and hope to develop collaborations in the short term. Therefore, participating in these activities is very beneficial for companies and highly recommended.*



# Czech Republic exchange results

## Impressions of participants

*" Thanks to this exchange I gained numerous contacts. I was really pleased to know the people and the country"*

*" Textile is now a new path for us. It was a good opportunity to get awareness of everything in a short time."*

*" Surprising and interesting visits. Beyond expectation! Many opportunities for cluster organisation..."*

*" Very good level of technology and approach to innovation"*



# Lessons learnt from the Extratex Physical Exchange

## Positive aspects



- Face to face interaction
- Visitors skills upgrade
- Cross-sector dimension reached
- Follow-up activities from the B2B meetings, possible collaborations
- Production specialties of the visited hosting members very appreciated
- High tech level of the host ecosystem
- Commercial agreements possible
- Very reliable and committed host

## Negative aspects

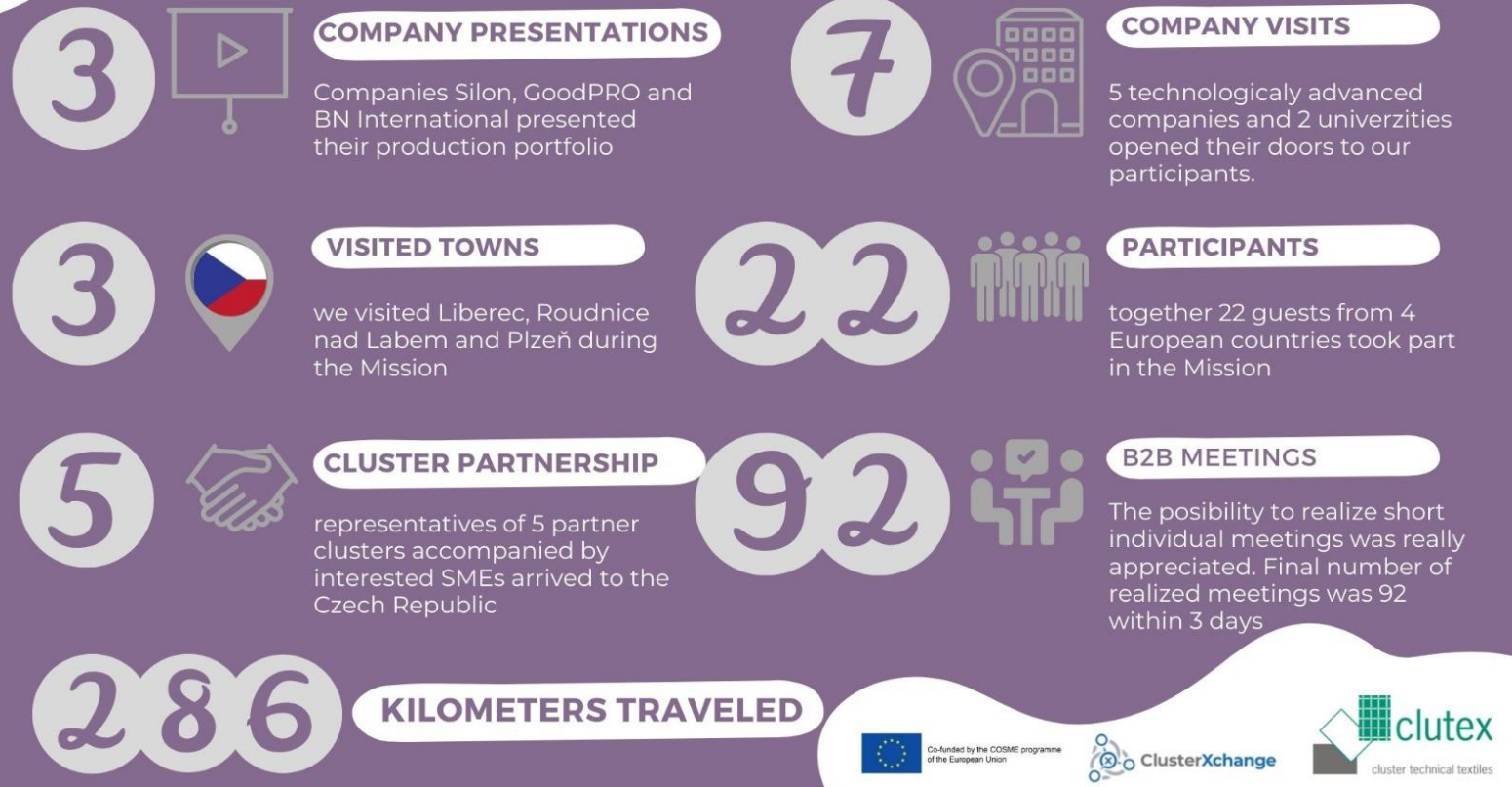


- Massive communication campaign
- Personal explanations to SMEs about logistic
- Half lump sum for less than 5 days duration
- IT tool matches creation
- Group exchange hard to finalise
- Poor evaluation of the IT tool and registration procedure

# Collective best practices (summary)



## EXTRATEX CZ Mission in Numbers



# Collective best practices (summary)

## For Partnerships

- *How to prepare for a physical exchanges*
- *The best way to follow-up: virtual vs physical exchange*
- *How to interest them again to be part of physical exchanges in the next phase of CXC*

## For participants

- *How to enhance the role of the HO as the facilitator*
- *In grouped exchanges, how to benefit not only from interacting with the host but also with the other VOs*
- *How to exploit what you have learnt at an institutional level*
- *What not to do...*



# Best practices, lessons learnt and the next phase of ClusterXchange

*Thanks for your attention!*

09/11/2021, 15:00 CET

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# EXTRATEX

