



Going Global:

Creating Partnerships and Expanding Business Abroad

28 May 2025

08:30-09:45 CET

Online

Agenda

1. News from the European Cluster Collaboration Platform

Nina Hoppmann, Team Member European Cluster Collaboration Platform

2. Support for internationalisation

Flavia Ferrasson, Policy Officer, DG TRADE, European Commission

3. Panel debate

Ander González, Internationalisation Manager, Basque Energy Cluster

Ewa Rekosz, International Affairs Director, Mazovia Cluster ICT

Gytis Mikalauskas, Internationalisation Manager, Applied Research Institute for Prospective Technologies

Josep Casamada, Project Manager, Tèxtils.CAT

Sarra Boussaïdi, Project Manager, Anima Investment Network

4. Funding opportunities

Nina Hoppmann, Team Member European Cluster Collaboration Platform

Housekeeping rules

Jennifer Baker, 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

Matchmaking in India – 29-31 October 2025

The EU–India Matchmaking Event aims to foster collaboration between **European clusters, SMEs**, and Indian partners in key industries, including renewable/clean energy & storage, smart grid and energy infrastructure, electric mobility, and green finance and investment support.

! For Clusters: Financial support is available for up to 20 EU clusters, covering travel, accommodation, and registration **(reimbursement for 1 representative per cluster)**

! For SMEs: Participation costs are at **their own expense**. However, selected SMEs will benefit from free access to the Renewable Energy India Expo 2025 and will be informed about available discounted rates for accommodation and flights.

[**REGISTER NOW**](#)



Upcoming Matchmaking Events

EU – United Arab Emirates

Call to be opened in the forthcoming days, 1 – 3 Oct 2025

EU – Taiwan

In preparation, most likely 21 – 23 October 2025

EU – Vietnam

In preparation, most likely 4-6 November 2025



Register for the EU INDUSTRY DAYS 2025

The 2025 edition of the EU Industry Days, Europe's flagship event on industrial policy, will take place on **5–6 June 2025 in Rzeszów, Poland**, with the support of the Polish Presidency of the Council of the European Union.

The agenda will focus on **Competitiveness and Decarbonisation, Innovation and Investment and Security and Resilience of EU Industry**.

[REGISTER NOW](#)



Clusters meet Regions in Poland on 3-4 June 2025

As side event to the EU Industry Days, the ECCP and the Local Government of the Podkarpackie Region will organise a “Clusters meet Regions” event, which aims to strengthen the **role of clusters in regional economic development** by fostering collaboration between clusters, policymakers, businesses, and research institutions.

The two-day programme will **feature high-level discussions and hands-on engagement opportunities**. Participants can look forward to panel sessions such as: Dual-Use Technologies and Defence Readiness, Circular Economy and Decarbonisation, and Unmanned and Autonomous Systems.

[REGISTER NOW](#)



Clusters Meet Regions Expression of Interest Open Call

The European Commission has launched a new call for expressions of interest to co-host future editions of the “Clusters Meet Regions” workshops in the **second half of 2025, preferably in October or November.**

Applications require a **letter of support from the regional authority** and will be assessed based on relevance, geographic balance, and alignment with EU policy priorities, including supply chain resilience and geopolitical challenges.

Deadline for submission: 30 May 2025 - 18:00 CET (Brussels time)

Proposals not selected for 2025 may still be considered for future editions.



Read the [Call for Expression of Interest](#)

Annex I: [Application Form](#)

Annex II: [White Book](#)



ECCP Events 2025



Online EU Clusters Talks

Biweekly: Wednesdays at 8:30 CET



Rzeszów, Poland

Clusters meet Regions | 3-4 June



Foligno, Italy

Clusters meet Regions | 24-25 June



Ajdovščina, Slovenia

Clusters meet Regions | 10-11 September



New Delhi & Greater Noida, India

ECCP Matchmaking | 29-31 October



Dubai, United Arab Emirates

ECCP Matchmaking | 29 September - 1 October



Cairo, Egypt

ECCP Matchmaking | 16-18 June



Cluj, Romania

Clusters meet Regions | 1-2 July
& ECCP Matchmaking



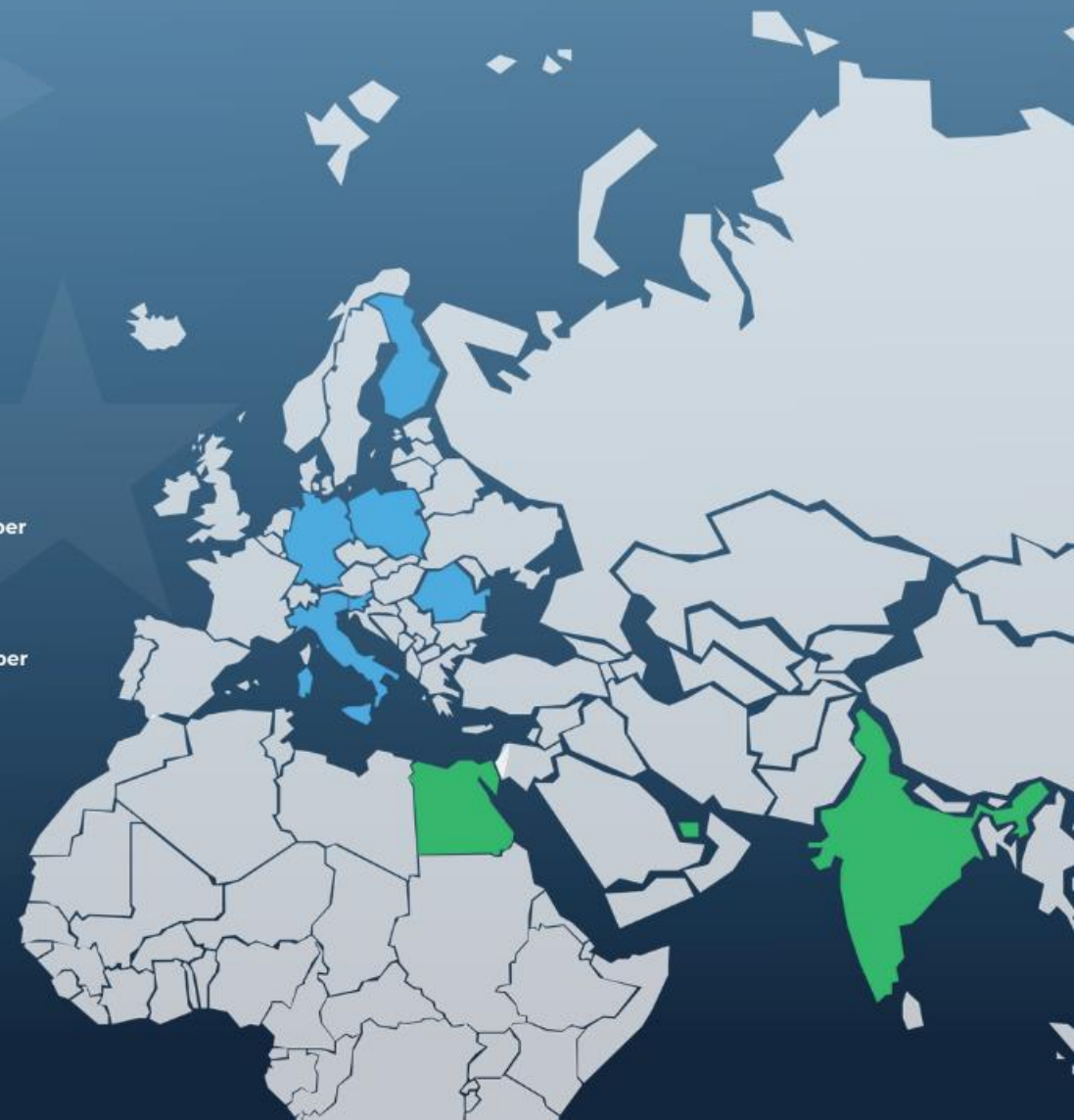
Vaasa, Finland

Clusters meet Regions | 24-25 September



Regensburg, Germany

Clusters meet Regions | 26-27 November



EU Clusters Talk- Going Global: Creating Partnerships and Expanding Business Abroad

28 May 2025

Flavia FERRASSON (DG TRADE)

The background of the slide is a photograph of a port. In the foreground, there are lush green trees. Behind them, a large red crane stands prominently. In the background, a container ship is visible, loaded with many colorful shipping containers (blue, red, white, and yellow). Another crane is visible further back. The sky is clear and blue.

SMEs and Trade Policy

Trade more important than ever for SMEs

Trade

- source of economic growth and job creation for SMEs
- diversification of supply
- positive spillover effects on SMEs involved in supply chains

Low awareness among SMEs about EU trade agreements

- around **700 000 SMEs** export outside EU -95% total EU exporters, 30% EU export value (2022)
- more than **1 500 000 SMEs** import from outside EU– 95% EU total importers, 38% EU import value (2022)

Main pillars of trade support for SMEs

- **Regulatory framework:** trade agreements, **WTO**= stable trading environment & growth opportunities;
- **Market access information:** Access2Markets portal, SME Chapters
- **Awareness raising of SMEs** of trade opportunities: support and advice, trainings/webinars, engagement with MS, stakeholders, Market Access Days
- **Enforcement** (removal of barriers, SMEs benefit more than large companies): CTEO, SEP

SMEs in EU trade agreements

« Trade for All » strategy (2015):

- **dedicated provisions** on SMEs in all negotiations
- **SME specificities** taken into account in all chapters of trade and investment negotiations

Trade agreements with SME Chapters in place:

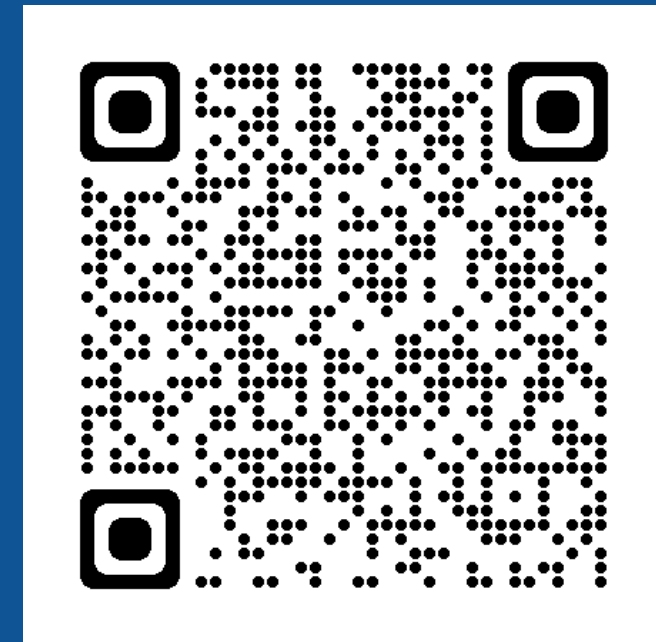
- Canada / Japan / UK/ New Zealand/Chile
- Pipeline: Mercosur, Mexico, Australia, Indonesia, India, Thailand, Philippines.



The online portal: **Access2Markets**

Your gateway to EU trade information

Scan the QR code to visit Access2Markets ->





Objectives of Access2Markets:



Support companies in their efforts
to INTERNATIONALISE



Offer a SINGLE ONLINE tool for
both EXPORT & IMPORT
information



Provide this information for EACH
PRODUCT, for EACH AGREEMENT
and for over 147 export markets



Break down the legal language into
PRACTICAL INFORMATION



Serve information online, EASY TO
ACCESS
and multilingual



Who is Access2Markets for?



Companies, in particular SMEs,
within the EU and in our trade
partner countries



Business organisations and
associations



Business Advisory Services, such
as the Europe Enterprise Network



Trade Promotion Organisations





What sort of information does Access2Markets provide?



Tariffs



Internal taxes

Rules of origin



Customs procedures, product requirements



Trade barriers

Trade statistics



Procurement information on Canada, UK, USA and Japan



Services and Investment information for Canada, China, Hong Kong, Japan, Norway, Switzerland, UK and USA for more than 100 services' sectors



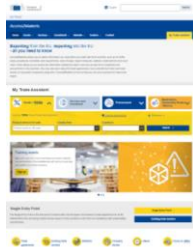


Contact us! We are here for you:



Contact Page:

<https://trade.ec.europa.eu/access-to-markets/en/contact-form>

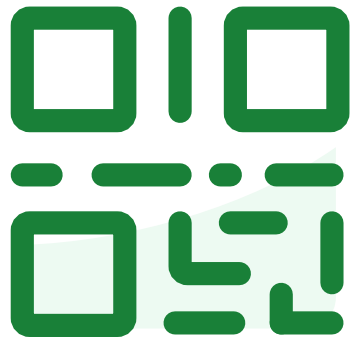


Homepage A2M:

[Access2Markets Welcome home page \(europa.eu\)](https://trade.ec.europa.eu/access-to-markets/en/welcome)



Thank you



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What is the biggest challenge your organisation faces in supporting internationalisation of SMEs?



What's the biggest benefit of international cooperation for your organisation?



Which country or region would you most like to build partnerships with next?

Panel debate

Ander González, Internationalisation Manager, Basque Energy Cluster

Ewa Rekosz, International Affairs Director, Mazovia Cluster ICT

Gytis Mikalauskas, Internationalisation Manager,
Applied Research Institute for Prospective Technologies

Josep Casamada, Project Manager, Tèxtils.CAT

Sarra Boussaïdi, Project Manager, Anima Investment Network

FUNDING OPPORTUNITIES

Cluster Business Connect : Intercluster collaboration

Creating new collaborations between clusters and forging regional value chains (RCVs) in the Euro-Mediterranean region - Twinnings & matchmaking activities between clusters in 2, 3 or more South Mediterranean & European countries

Examples of activities and KPIs:

- Access to market and business development
- Development of collaboration strategy and sustainable partnerships
- Development of new products and services
- New sales channels
- Joint technical or research collaboration
- Collaboration with new markets



Scope

- Europe x Algeria, Egypt, Jordan, Lebanon, Morocco, Palestine and Tunisia
- Minimum 2 countries involved of which minimum 1 European country and 1 South Mediterranean country

Budget

- Up to 10 projects x €30 000 for 2 clusters or 45 000€ for 3 clusters
- Management by the lead cluster

Timing

Launch of the call: **May 7th, 2025**

Deadline of the call: **end of June, 2025**

Duration: **8 months maximum**

Implementation period: **2025-2026**



Funded by
the European Union

EUROMED
CLUSTERS
FORWARD

ANIMA
INVESTMENT NETWORK



Interregional Innovation Investments Strand 1

- The Interregional Innovation Investments (I3) Instrument is a funding instrument under the European Regional Development Fund (ERDF). It supports the **scaling up and commercialisation of interregional innovation projects** in shared (or complementary) Smart Specialisation (S3) areas, promoting innovation, diffusion, and the strengthening of EU and regional value chains through cooperation based on shared priorities and complementary capabilities.
- Strand 1 focuses on **financial and advisory support** related to interconnected investments to **de-risk projects and maximise the use of technologies** and solutions developed in Europe.
- It aims to strengthen European competitiveness by supporting investments along the value chain and integrating innovators **from less developed regions (LDRs) and transition regions (TRs) into existing value chains across Europe**.
- Topic ID: I3-2025-INV1
- Deadline: 13 November 2025
- Published on [EU Funding & Tenders Portal](#)

Interregional Innovation Investments Strand 2a

- Strand 2a focuses on financial and advisory support related to investments supporting the creation of **new value chains in less developed regions (LDRs)** and improving the integration of actors in LDRs into existing pan-European value chains. This strand focuses **on innovation diffusion**, applying research results and adapting technologies to meet the needs of participants from LDRs.
- The objective of the I3 Instrument Strand 2a call for proposals is to support interregional innovation investments by offering consortia of innovation actors from the quadruple helix ecosystems the necessary financial and advisory support to **bring their innovations to a more mature level**, ready for scale-up and commercialisation. The call specifically aims at reducing the innovation divide in Europe, with a strong **cohesion policy focus** on integrating less developed and transition regions into European value chains.
- Topic ID: I3-2025-INV2a
- Deadline: 13 November 2025
- Published on [EU Funding & Tenders Portal](#)

Preparatory action for setting up joint programmes among innovation ecosystems actors

- Project results are expected to contribute to all of the following expected outcomes:
 - Open dialogue, prepare the ground and facilitate the agreement among Member States, Associated Countries, and/or their regions, in cooperation with public and private sector and research and innovation actors, towards **more dynamic, inclusive, gender diverse, and connected innovation ecosystem**, via co-planning, co-implementation, and co-investments around areas outlined in the New European Innovation Agenda
 - Prepare **joint long-term programmes and action plans** fostering collaboration, common innovation-support activities
 - Ensure the inclusion of diverse innovation players from across the **quadruple helix**, and several EU territories
- Topic ID: HORIZON-EIE-2025-02-CONNECT-01
- Deadline: 15 October 2025
- Published on [EU Funding & Tenders Portal](#)

Register for the next Talks

4 June

Sailing Ahead: Towards an EU Industrial Maritime Strategy

18 June

Security, Innovation and the Green Transition:
Recap of the EU Industry Days

Continue the discussion



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

Visit our website and follow us social media



www.clustercollaboration.eu



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European Cluster Collaboration Platform



European Cluster Collaboration Platform - ECCP

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THANK YOU

