

**CLUSTERS  
AND INTERCLUSTERS COOPERATION  
THE VAL D'OISE EXAMPLE ( France)**

**Octobre 2007**

- **INNOVATION & RESEARCH** are becoming key factors for industrial competitiveness.
- The competitiveness of the French industry depends on the ability of researchers, industrial & academic players of a given region to **WORK in PARTNERSHIP**.

- That is why, in 2004, the French government has implemented a New industrial policy with the label of **COMPETITIVENESS CLUSTERS**
- The aim is to offer a better balance between regional features, innovation & industry.

# FRENCH « COMPETITIVENESS CLUSTERS » IN VAL D'OISE

**A competitiveness cluster rests on the combination, in a given region,**

**of three ingredients :**

- businesses
- higher education hubs
- research units

**and three key factors :**

- partnerships
- R&D projects
- international visibility and influence

# THE COMPETITIVE CLUSTER'S MAIN OBJECTIVES

- To consolidate the leadership of public and private research units, teaching facilities and expertise of business enterprises in order to establish working relationships and promote partnerships within innovative projects.
- To develop economic activity and employment by encouraging the creation of start-ups and by attracting major companies R&D departments.
- To strengthen the attractiveness of a region by developing its image on an international scale in its fields of excellence.

## THE FINANCIAL MEANS

- The Government will bring 1,5 billions Euros for the period 2005 – 2008 to support the development of Competitiveness Clusters.
- The Government finances the R&D projects developed in the Competitiveness Clusters.
- The SMEs can benefit from tax exemption
- Locally, the county councils can also contribute to the development of competitiveness Clusters in financing projects involving firms located on their territory and exempting these firms from taxes.

# GOVERNANCE OF A COMPETITIVENESS CLUSTER

- Association chaired by a representative of a company.
- Working groups on different themes

“ COMPETITIVENESS CLUSTERS”  
IN VAL D’OISE

# VAL D'OISE: AN EXCEPTIONAL SITUATION IN EUROPE

- A few kilometers of the city of Paris,
- Open onto Northern Europe (Great Britain, Netherland, Belgium...)
- Connected to the major cities in the world via **Paris Charles-de-Gaulle Airport**.



- **In the French top five departments for the employment growth**
- **One of the most dynamic territories from an economic point of view**
- **A long industrial tradition**
- **A skilled labour as regards technology :**
  - electronic,
  - car industry,
  - aeronautic,
  - health, cosmetic and environment technologies.

- Twenty establishments of Higher Education and Universities in Val d'Oise, which represent 25,000 students
- Cergy Pontoise is the second university hub in Paris Region after the city of Paris
- The presence of one of the most prestigious business schools (ESSEC)
- Engineering schools with excellent technological departments
- A University (Cergy-Pontoise) which offers more than 180 different degrees (including Japanese), and 22 research centres

- **Industrial equipment,**
  - **Aeronautic industry,**
  - **Health, and cosmetics,**
  - **Computer hardware, IT**
  - **Logistics**
- **6 world class « Competitiveness Clusters »**

# VAL D'OISE: SIX WORLD CLASS COMPETITIVENESS CLUSTERS (« PÔLES DE COMPÉTITIVITÉ »)

- **System@tic : Complex systems**
- **Medicen Paris Région : Health, Biotechnologies**
- **Cap Digital : Image, Multimédia and Digital life.**
- **Mov'eo : Car Industry, transportation security, environment**
- **AS Tech Paris Region : Aeronautics & Spatial**
- **Finance & Innovation : Finance Industry**

# HOW DOES A COMPETITIVENESS CLUSTERS WORK ?

- Example : **System@tic in Paris region**
- **200 members** among which: 60 large companies
  - : 60 SMES - SMIS
  - : 60 Research & Higher Education Center
  - : 15 local authorities

**Total = 102 000 jobs**
- Already, **50 projects** in process approved by the government
- Budget for R&D projects: 200 M/E/an
  - financed by: Enterprise : 70%
  - : Local authorities : 20%
  - : French Government : 10%

The purpose is to master complex systems and key technologies (in optics, electronics and software) and to implement these systems on four growing target markets :

- Telecommunications
- Automotive & Transportation
- Security & Defence
- System Design and Development Tools



[www.systematic-paris-region.org](http://www.systematic-paris-region.org)

→ Val d'Oise Département and CEEVO are partners of System@Tic Paris-Region competitiveness cluster and support R&D projects and SMEs of System@Tic located in Val d'Oise.

# THE ADVANTAGE FOR A SME'S IN PARTICIPATING IN A COMPETITIVENESS CLUSTERS

- Main Features of the Cluster's SMEs :
  - Innovative – they dedicate an important amount of their turnover to R&D
  - They show a strong will to co-operate
  - They are positioned in the Cluster's target markets and technologies
  
- By joining the Cluster, the SMEs profit from the Cluster's assets:
  - They access the technical and strategic visions in the target markets
  - They participate to R&D projects
  - They gain local, national and international visibility
  - They profit from the networking ( R&D, trade, finance, etc.)

# THE ADVANTAGE FOR A SME'S IN PARTICIPATING IN A COMPETITIVENESS CLUSTERS

By joining the Cluster, the SMEs profit from the Cluster's assets:

- They become leading players in their field
- They participate to R&D projects developed in the sector and can be subsidized
- They gain local, national and international visibility
- They profit from networking ( R&D, trade, finance, qualified staff,etc.)
- They access the technical and strategic visions in the target markets
- They can access information regarding the innovative projects of the Work Group
- They can easily establish business or technologic relationship with large companies, academics, at both national and international level.
- They can access relevant infrastructure, skills and know how thanks to network. Ex: Medicen Paris Region supports the development of new technology platforms aimed at facilitating the development of new R&D activities in the Paris Region

- At an International level, the Cluster can :
  - Help to attract capital & talents to the region
  - Help laboratories & companies to export their patents & products.
  - Help SMEs to be part of a leading European regional market
  - Help SMEs to cooperate with other members of the clusters in European programs. Indeed, in order to reinforce the European competitiveness and to implement R&D programs, it is necessary to connect French initiatives with European ones.

Ex: Firms already involved in the R&D programs of the European commission (RTD Framework Program)

## ➤ **At a national level:**

- Co-operation with other clusters in order to develop R&D projects concerning different fields

Ex : MOVEO, ASTECH and CAP DIGITAL already cooperate on different projects

Indeed, as some firms are concerned by different working groups (hard to define borders in Information Technology sectors), projects can find application in other sectors (ex: car industry or aerospace)

## ➤ **At an International level:**

- Develop best practices between different clusters
- Develop R&D projects at a European level

Ex: Partnership with Germany & Dutch clusters for System@tic

VAL D'OISE:  
a dynamic actor in different clusters

Thank you for your attention

# Contacts:

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