



**pst-fr**

pôle scientifique  
et technologique  
du canton de fribourg

# A CLUSTER INITIATIVE

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3<sup>rd</sup> International Cluster Conference  
Limerick - Ireland  
October 1<sup>st</sup> 2015



INNOVATION PARTNER PST-FR

# WHERE ARE WE ?

**Ireland**  
70'273 km<sup>2</sup>

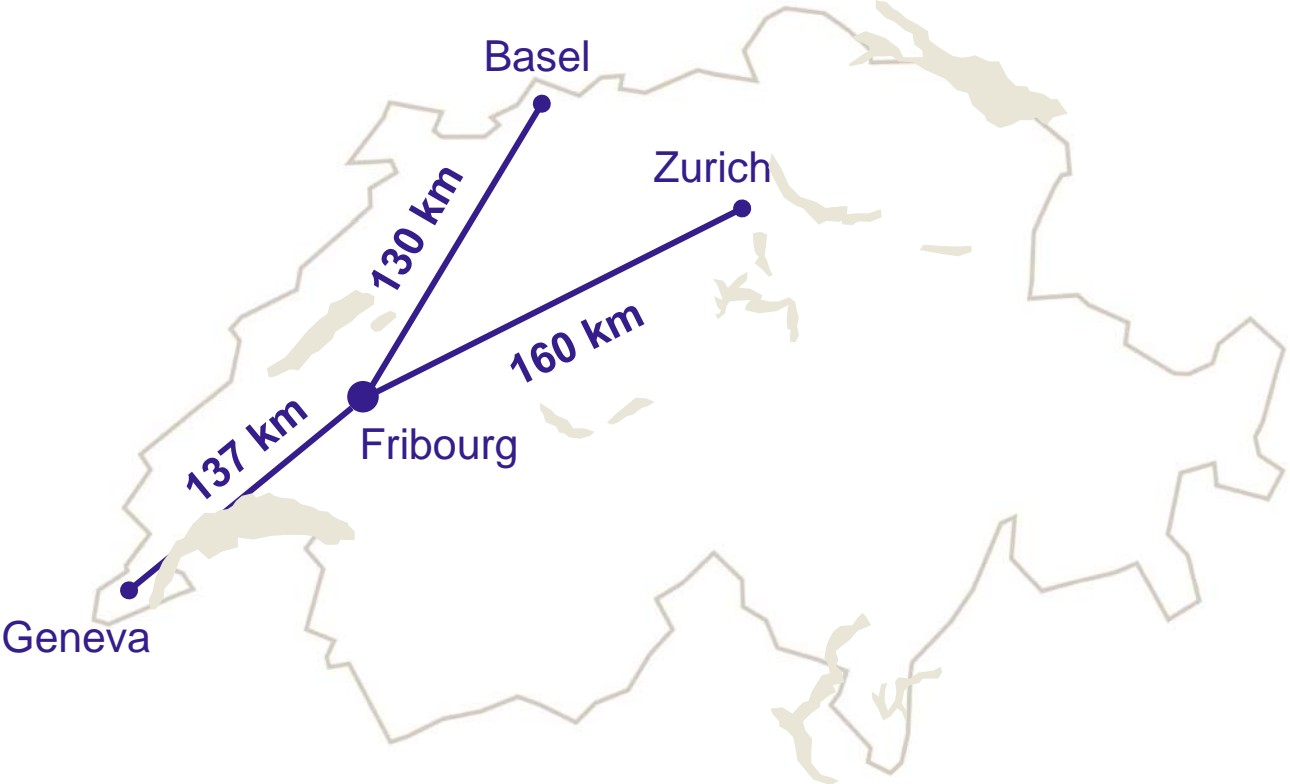
**Limerick County**  
2'756 km<sup>2</sup>

**Canton of  
Fribourg**  
1'671 km<sup>2</sup>

**Switzerland**  
41'285 km<sup>2</sup>



# FACTS & FIGURES

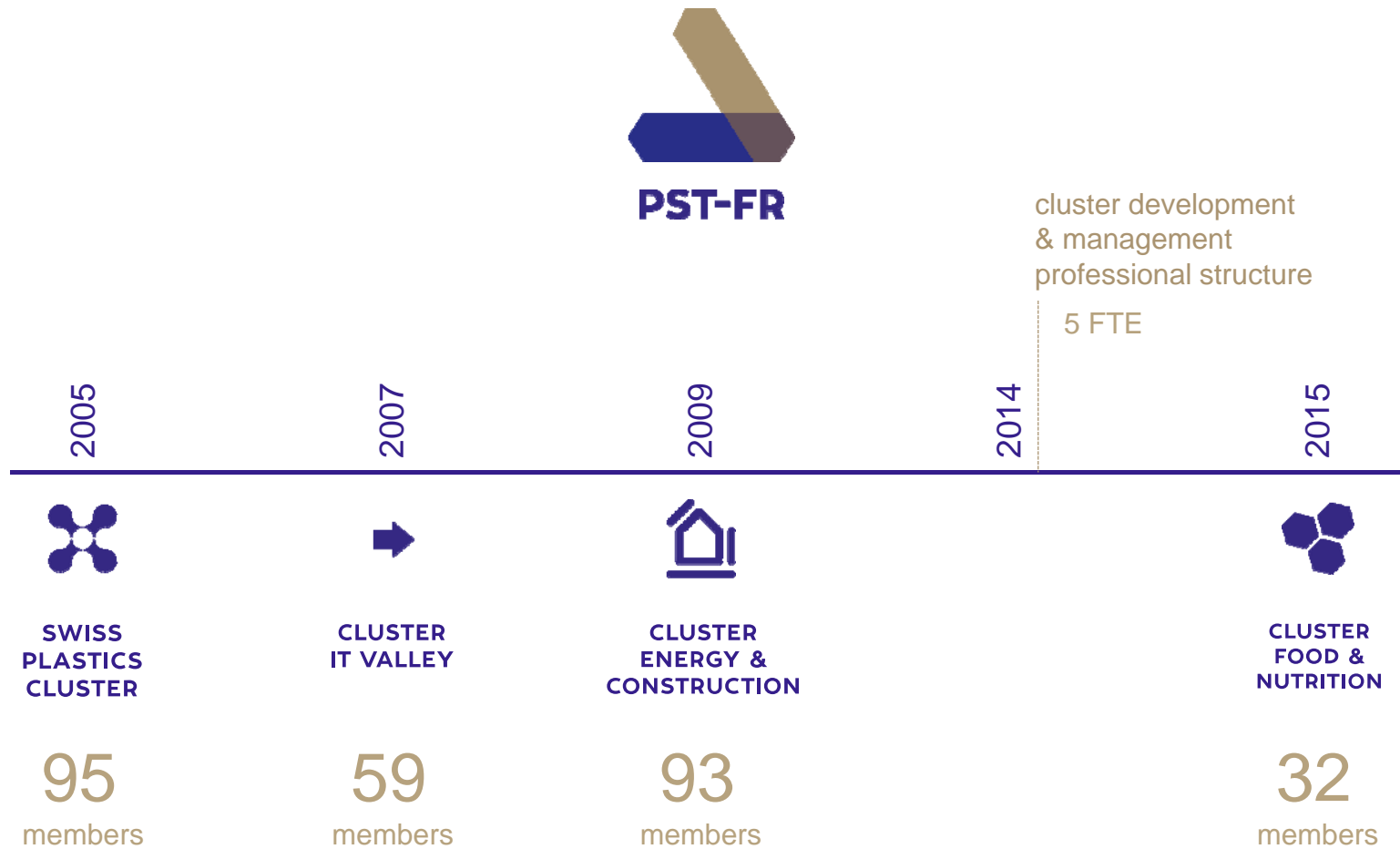


# FACTS & FIGURES 2014

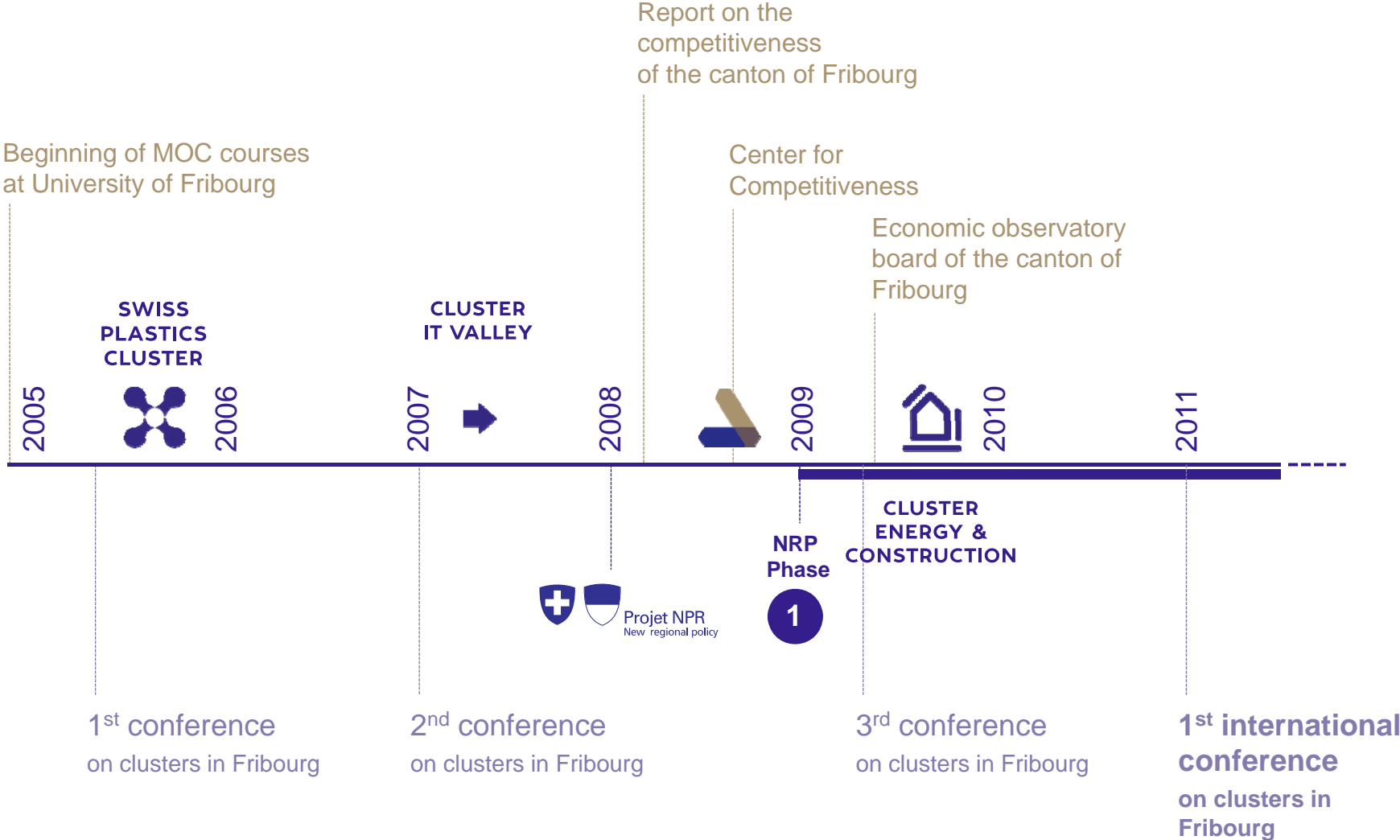
	Switzerland	Canton of Fribourg	Ireland	Mid-West
<b>Inhabitants</b>	8'200'000	303'000	4'777'000	339'000
<b>GDP €</b>	540 billion	12.5 billion	183.8 billion	11.5 billion
<b>Exportation €</b>	173 billion	8.3 billion	89 billion	
<b>Unemployment</b> June 2015	3.1%	2.7%	9.7%	11.2%



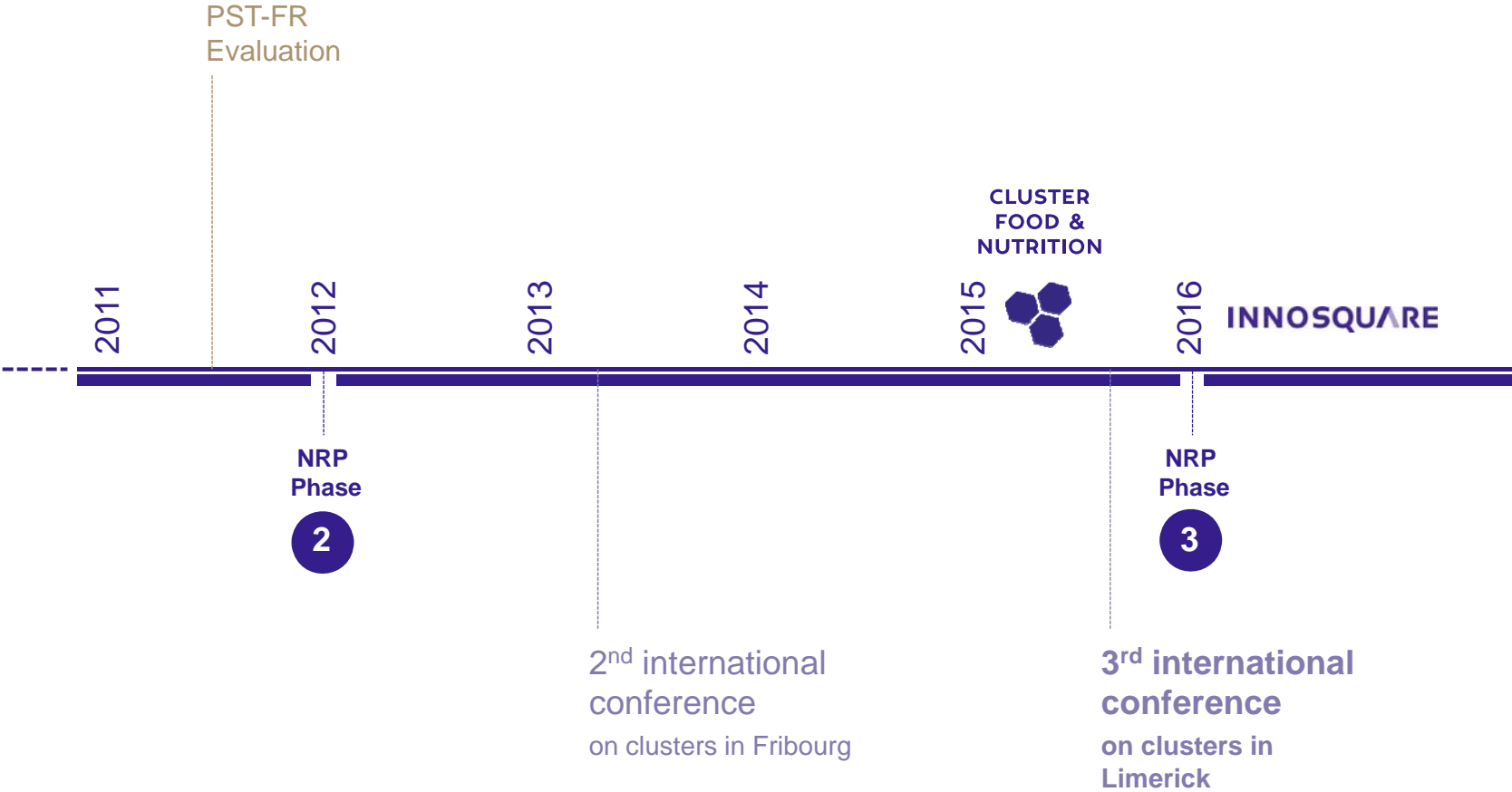
# WHO ARE WE ?



# PST-FR HISTORY 1/2



# PST-FR HISTORY 2/2



# OUR ORGANISATION



## PST-FR Association



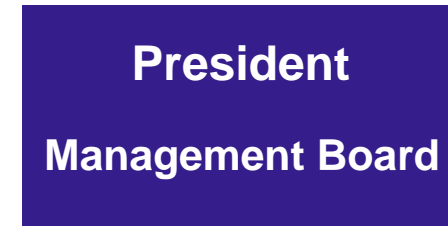
Coordinator

Management Unit  
Cluster  
Manager

Back-Office  
Finance & Administration  
Marketing & Communication



## Cluster Association



Cluster  
Manager

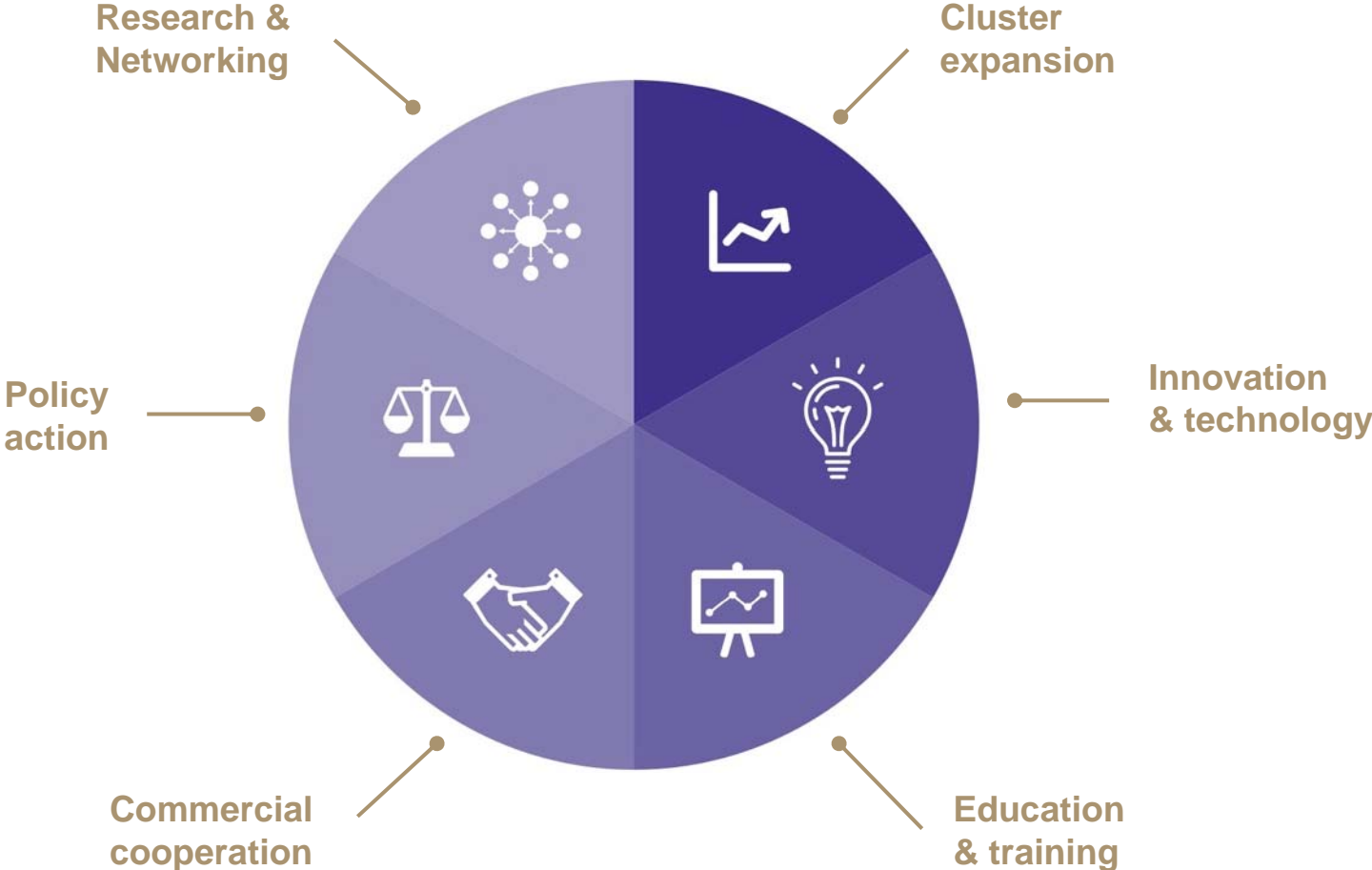


Representatives of Business, Academia and Research





# OUR OBJECTIVES



# OUR SERVICES



Supporting development  
and management  
of clusters



Back office



Funding of innovative  
collaborative projects



Organization  
of conferences and  
networking activities



International positioning  
of the PST-FR and  
it's clusters



# OUR COLLABORATIVE MODEL

## Innovation & Technology

**Head of WG**  
**Working Group**



**Representatives of Business, Academia and Research**

### Results

Collaborative Applied Research  
Projects

## Education & Training

**Head of WG**  
**Working Group**



**Representatives of Business, Academia and Research**

### Results

Education program  
Workshop  
Conference  
Technology Meeting



# BARRIERS TO CLUSTER DEVELOPMENT



language differences  
(french – german – english)

Significant impact on cluster  
management and administration



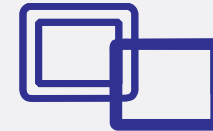
difference of mindset between  
academy and industry

Building trust



lack of  
collaborative mindset

Collaboration with competitors  
needs a clear legal framework



geographical and  
political borders

Ideally, political and  
cluster border should match



# KEY SUCCESS FACTORS FOR CLUSTER DEVELOPMENT



Clear, medium to long term, commitment of the regional public authorities



Commitment from the members



Entrepreneurial spirit of the cluster organization



Clear definition of the cluster objectives, strategy and priorities



Presence of academic and research partners



Involvement of key players



# OUR COLLABORATIVE PROJECTS (1/2)

The objective of a collaborative project is to solve a specific challenge defined by several independent companies at a pre-competitive stage with the help of a public research institution

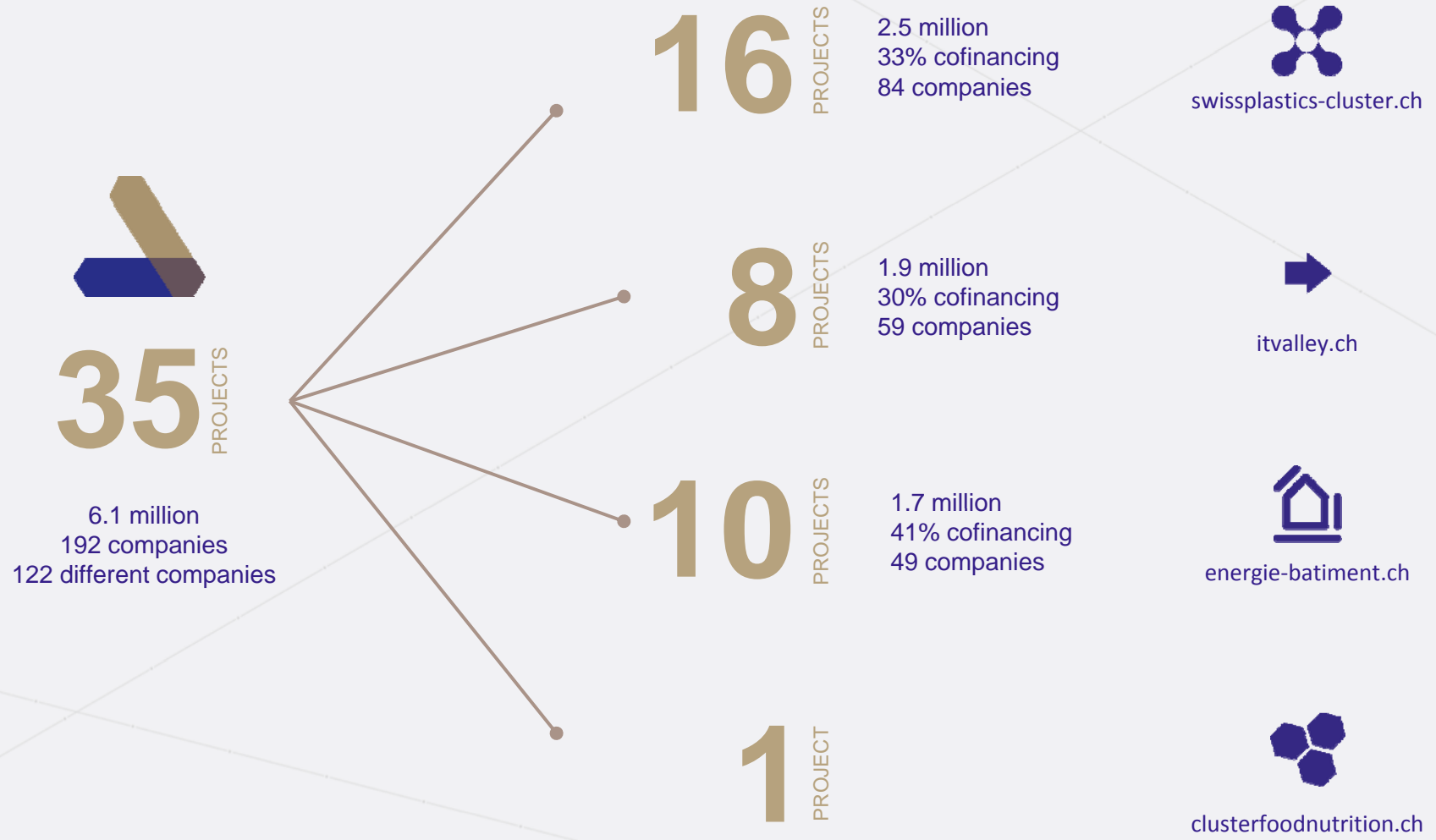
The project is financed jointly by a public-private partnership (65%-35%)

The results should permit each partner company to develop their own competitive solution

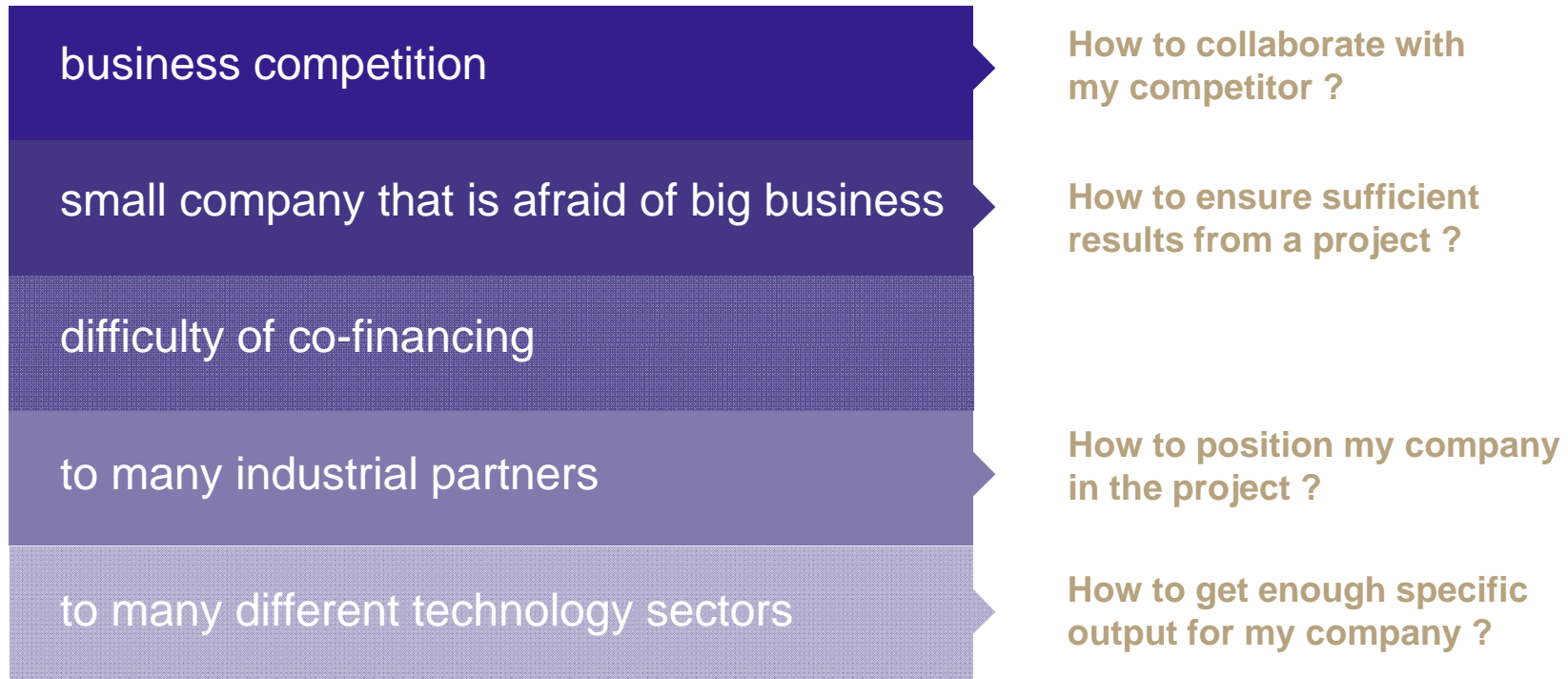


# OUR COLLABORATIVE PROJECTS (2/2)

2009 - September 2015



# BARRIERS TO PROJECT DEVELOPMENT





# KEY SUCCESS FACTORS FOR PROJECT DEVELOPMENT

**1.**  
proven  
precompetitive  
industrial need

**2.**  
competent academic  
partner with the trust of  
companies

**3.**  
time for project  
definition

**4.**  
fulfill the need of  
each industrial  
partner

**5.**  
consortium  
agreement

**6.**  
results that are  
measurable and well  
planned

**7.**  
good regular  
communication

**8.**  
involvement of  
industrial partners

**9.**  
project  
dynamics



# CONDITIONS FOR CLUSTER DEVELOPMENT



## Important business specialisation area

Quantitative analysis of existing business domains and specializations



## Presence of relevant companies

Identifying the ecosystem



## Interviews with key experts, stakeholders and business

Qualitative analysis of the ecosystem



## Develop a strong cluster based on company's needs



# CONTACT AND INFORMATION

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