



CLUSTERS3

Interreg Europe



European Union
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Development Fund

Learning Workshop - Exchange of Experiences “Policy Implementation through specific support instruments and programmes”

Donna Chisholm,
Regional Head of Sectors, Innovation and Programmes

Highlands and Islands Enterprise (HIE), Scotland

email: donna.chisholm@hient.co.uk

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HIE's current position

HIE don't currently have a clusters policy.

HIE's Sector-led approach, is a similar approach, providing financial & other support for businesses. It is based on Scotland's Economic Strategy (SES) and HIE's aims, which are:

- Innovation
- Internationalisation
- Inward Investment
- Inclusive Growth



Implementation of a Cluster policy

Likely to be based on:

- **Market need**
 - Opportunities identified within current or emerging sectors
- **Industry requirements**
 - Encouraging and facilitating increased
 - Collaboration
 - Innovation
 - Internationalisation

How we currently enhance cross-sector collaboration across sectors in HIE area & Scotland.

1. Technology across sectors

- Wave energy Scotland commissioned a report through a consortium of 7 companies to look at opportunities for technology transfer from more mature technology sectors into the wave sector

2. Innovation products and services

- Products and services include innovate your business, funding calls to increase use of innovation centres, small business grants, access to specialists, diagnostic assessments, matchmaking, advice and signposting have been available to businesses in the last year.

3. Innovation centres

- Involves businesses working closely with Scotland's universities, these are funded by the Scottish Funding Council (SFC) with support from HIE and Scottish Enterprise (SE)

The possibilities of technological innovation provide an incentive for businesses to collaborate and is appropriate across sectors.

Types of cluster specific support that could be developed.

Where sectors are currently supported, we could offer support tailored to sub-sectors/clusters:

- Technical assistance could be provided in the form of research facilities co-located with institutions (like, for example, our European Marine Science Park – EMSP, based in Oban)
- Financial support from HIE could be geared towards achieving specific goals, for instance a certain number of collaborative projects with a specific number of businesses involved. For example the Creative Industry Networks, where collaboration occurs across sub-sectors (for instance writers partner with those working in screen and broadcast).
- Programmes/projects can run as pilots potentially over 3 - 5 years. Funding can originate from HIE alone or from additional partners with goals that are aligned and compatible.

Enhancing Cross sector collaboration

Through encouragement and support from:

Public sector (financial and other support)

- To off-set some of the expense and uncertainty/risk to businesses

Institutional framework

- Providing experts who have access to, and knowledge of, complex systems and technologies underpinning various industries and innovation therein

Potentially, once clusters are established, internal governance arising from medium and larger firms guiding the cluster forward would provide support from within, eventually becoming self-supporting.

Implementation of a Cluster policy would ensure (in keeping with HIE's current policy) that support is relevant to, and benefits:

- **Businesses** (i.e. SME's, who are likely to require access to institutions, funds, markets, sectoral knowledge and greater visibility.
- **Large corporations** who are likely to look for support accessing a broad supplier base, and to anticipate the needs of the workforce
- **Institutions**, in providing support, aligning sectoral priorities, providing high level knowledge and sectoral information to shed light on trends and facilitate innovation within businesses.

Current sector led approach

Positive elements	Challenges
Support is tailored to a variety of levels of business, from sole traders to large corporations	Some lifestyle businesses don't wish to internationalise or expand
We ensure support is available to businesses in rural and urban areas	Some businesses have more enthusiasm for collaboration and innovation than others, so reaching out to the latter is a challenge
Leading businesses are already internationalising , we have case studies from a number of innovation and collaboration projects.	HIE area businesses are widely dispersed through this area
There is a strong relationship between local businesses and HIE	There are a small number of businesses in the area
Sectors we currently have are clearly defined	Sub-sectors arising out of sectors can be a large percentage of a sector (ex. Adventure Tourism) yet aren't highlighted as such. This provides a potential opportunity for a Cluster-led approach.



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Thank you!

Questions welcome



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