

## Minutes of the ACENET Kick-Off meeting

Jönköping, Sweden  
7<sup>th</sup> - 10<sup>th</sup> February

## ACENET kick off

- Location: Part 1 Aluminiumriket, Hotel Gyllene Uttern, close to Jönköping, Sweden  
Part 2 Network Formalities, Hotel Gyllene Uttern  
Part 3 IDS, Skövde Sweden
- Date: 2002.02.07 – 2002.02.09
- Participants: See Attachment 1
- Agenda: See Attachment 2

*This was the first event of the thematic network ACENET. A large share of the agenda was therefore reserved for discussions on and development of the work programme. Further, the kick off included the presentation of two Swedish cluster initiatives, Aluminiumriket and IDS, Industrial District Skaraborg. Consequently, the kick off was an ambitious start of the network in an atmosphere dominated by the views of companies and industry of how to establish and develop clusters and networks.*

*The “products” of the kick off are, except from these minutes, a ACENET steering document in which the most important agreements and topics of the network in general and of the kick off in particular are summarized and highlighted.*

## Part 1 – Introduction and presentation of Aluminiumriket

### Introduction of all members

All members shared about 10 minutes of information about their region, their organisation and their cluster progress. All presentations will be available at the homepage within short.

### Experience sharing and study tour – Aluminiumriket

Guided by Erik Bunis we were taken on a study tour through the landscape of Aluminiumriket. After a short visit at the regional county residence in Jönköping and a meeting with the governor, Birgit Friggebo, the bus headed for a company visit at the SAPA factories in Vetlanda. On the bus Mr. Bunis shared more information on Aluminiumriket (can be found soon on the homepage).

## Part 2 – Network formalities

### Development of detailed work programme

Friday was set aside for discussions, workshops and planning of a more detailed work programme.

All participants were divided into three groups, who sat down and elaborated upon suggestions to how the six different work packages could be arranged. A short summary of the findings are presented below.

### Work Package 1: Homepage

It is decided that LTC is responsible for providing server space and programming of the homepage, while inno is responsible for providing content. Before a permanent address is found, the ACENET homepage can be found under: [www.clusterlink.com](http://www.clusterlink.com)

Suggestions from the groups were that the homepage,

- Could have one official side for everybody to use and one internal side for members only, which could be accessed with a password.
- Could have linkages to already existing homepages of value

- Should include information about ACENET objectives and progress (e.g “the minutes”).
- Should include all regional-profiles
- Should have a timetable of the ACENET meetings and other important happenings.
- Could be a medium of disseminating documents concerning ACENET (instead of sending it by e-mail to everybody).
- Could have a bulletin board, where members could share experiences, questions and Tipps etc.
- Could provide interesting news and articles about clusters.
- Could provide good jokes and photos from the meetings (possible that some photos also serves as good jokes!!)
- Should be simple

## Work Package 2: Transregional exchange

First and foremost, transregional exchange is made through personal contacts at the meetings. Second, it should be - and as draft versions it already is - formalised in written form as “regional profiles”.

Deciding the schedule for the next meetings were therefore of greatest concern. Fortunately, all regions were eager to be hosts for upcoming ACENET meetings. A preliminary schedule was established:

Meeting Nr.	Region	Country	Date
2	Venice (Veneto) / Trieste	Italy	Beginning of June 2002
3	Steiermark	Austria	2/10 - 4/10 2002
4	Rhone-Alpes, Lyon	France	Around 8/12 2002
5	Taranow / Ostrawa	Poland / Czech Republic	End of April 2003
6	Oslo	Norway	June 2003
7	Schwarzwald, Baar-Heuberg	Germany	September 2003

It was also suggested that a “Hot Topic” list was to be established, from which a hosting region could choose a topic that could serve as a theme for the meeting with workshops etc. Some examples of topics were “financing” and “political lobbying”. Findings around these topics could then be formalised and put in the final report as “good practice”.

The “regional profiles” that followed in the ACENET-folder will be updated in short. Suggestions were that the profiles would include innovation policies and industrial strengths of the region, as well as more information about the cluster initiatives. The profiles will probably be structured as one side with facts and figures concerning some specific topics and one page with more free text/story concerning the innovation policies/industrial strengths and cluster initiatives in the region.

## Work Package 3 : Case studies

Between the meetings, inno (together with the concerning region) will gather information for “good practice” in cluster management of the regions that made presentations at the last meeting (in this case, “good practice” will be put together for Aluminiumriket and IDS. The “good practices” will be issued in printed form, as well as on the homepage.

A structure for the case studies was suggested to cover certain topics including:

- How to set up clusters?
  - including a time schedule of how it was established, covering different phases incl. For example the initial phase and the mature phase.
  - could follow an established structure like the “8 steps of the cluster navigator”.
- Key significant factors for success (or failure!),
  - e.g support actors, strong company “locomotives”, financing, legislation, business angels, political climate etc. Failures, mistakes or “worst practice” should be handled with care and if submitted, it should be included as general findings, not connected to a specific region.
- Short description of other activities in the region that are of significance for the cluster.

For regions with many cluster initiatives, the hosting member should focus on one cluster. For regions with no clusters, they could focus on potentials for establishing clusters, e.g the “pre-face” of establishing a cluster.

## Work Package 4 : Dissemination

Project results, like the case studies, could be disseminated through other projects and conferences that inno or the members join. It is also possible and preferable that dissemination is made on EU events, like the meeting in Stratford upon Avon.

## Work Package 5 : Information platform



The discussion of this work package was postponed to the next meeting.

## Work Package 6 : Synthesis of experience

The discussion of this work package was postponed to the next meeting.

## Part 3 – Industrial District Skaraborg

### Experience sharing and study tour – IDS

After arriving at hotel Prisma in Skövde on Friday evening, everybody was looking forward to a nice dinner filled with funny stories and anecdotes. On Saturday morning Claes Helmersson and Christer Martinsson arranged with a study visit to the VOLVO engine factories, both for cars as well as for trucks. VOLVO is the most prominent company in IDS and is of great significance to the business climate in the region. The IDS “good practice” case study can be found soon on the homepage.

At the car engine factory, which is considered one of the most modern in the world, the production manager as well as the head manager showed the group around the factory and made presentations about the efficiency achievements and the merger with Ford. At the truck engine plant, the former head of production took showed a film about VOLVO trucks as well as took the group a a tour in the VOLVO museum. The day finished with a visit at an “experimental workshop” for kids (as well as for grown-ups!!).

## Next steps

The most important “next step” of ACENET is the next meeting, which will take place in Venice in the beginning of June (date to come).

Further next steps are summarized in a To Do-list for the coming months, which is based on the work programme and the agreements made during the kick off event.

### To do List:

Task	Responsible	Deadline
Development of new profiles	inno	2002.03.15
Update of regional profiles	all	2002-04-15
Finalisation of profiles and dump on homepage	inno	2002.04.30
Paper on possible cluster “hot themes”	inno	
Development of home page		
a) Layout and programming	LTC	1
b) Content – regional profiles, case studies, time schedule, general information etc	inno	2002-04-30
Writing of case studies: Aluminiumriket & IDS	inno	2002-04-30
Appreciation of costs for arranging a network event	All arrangers	2002.03.31
Develop Excel cost statement sheets	inno	
Send Internet link with EU-conversion rates (UW)		
Send cost sheet E1 to members		

## Attachment 1 Agenda

### Wednesday, 6<sup>th</sup> of February

- X:X Arrival and transport to hotel "Gyllene Uttern" outside Jönköping
- 20.00 Non formal dinner and short personal introduction by participants.

### Thursday, 7<sup>th</sup> of February

#### Introduction

- 08:30 Welcome by Erik Bunis (location: conference room at the hotel)  
Introduction by Nils Gabrielsson – presentation of agenda and organisation
- 09:00 Introduction of all members
- 10:30 *Coffee break*
- 10:45 Introduction of all members (continuation)
- 12:00 *Lunch*

#### Experience sharing - Aluminiumriket

- 13:00 Study tour to Aluminiumriket and SAPA  
on the bus : Presentation of Aluminiumriket – Erik Bunis
- 17.00 Back at the hotel
- 18:20 *Boat trip and Dinner*

## Friday, 8<sup>th</sup> of February

- 08:30 Introduction of members (continuation)
- 09:00 Summing up of yesterday – Discussions and questions
- ACENET goals, work programme and future**
- 10:00 Presentation of ACENET project goals and approach (Nils Gabrielsson)
- 10:30 *Coffee break*
- 10:45 Development of detailed work programme, discussions and work groups (Nils Gabrielsson)
- 12:30 *Lunch*
- 13:30 Development of detailed work programme, discussions and work groups (Nils Gabrielsson)
- 14:30 Preparation of the next meetings (Nils Gabrielsson)
- Conclusions**
- 15:30 Agreement of the ACENET project management (Nils Gabrielsson)
- 16:00 Summing up and validation of the ACENET approach (Nils Gabrielsson)
- 16.30 Closure of the meeting
- 17.00 Transport to Skövde
- 18.30 Arrival at hotel “Prisma”
- 19.30 *Dinner hosted by IDS*

Saturday, 9<sup>th</sup> of January

## Experience sharing – IDS “Industriellt distrikt Skaraborg”

- 08:30 IDS Presentation and study tour at VOLVO engine factories (for cars and trucks)
- 12:00 *Lunch at VOLVO*
- 12:45 Continuation of study tour
- 14:30 End of event,  
Bus to Jönköping, alternative, Train to Göteborg or Stockholm



## Attachment 2 Participants

Organisation	Region	Participant/s	Thu	Fri	Sat
Länsteknikcentrum, Jönköping www.ltc.se	Aluminiumriket (Sweden)	Erik Bunis Ebba Wallin	✓ ✓	✓ ✓	✓ ✓
Steirische Wirtschaftsförderung www.sfg.at	Steiermark (Austria)	Peter Perkonigg Wolfgang Schabereiter	✓ ✓	✓ ✓	✓ ✓
Chambre de Commerce d'industrie www.lyon.cci.fr/	Rhone-Alpes (France)	Yves Guyon	✓	✓	✓
Vedecko-technologický park Ostrava www.vtpo.cz	Ostrava (Czech Republic)	Jaromir Dudek	✓	✓	✓
Næringslivssekretariatet for Oslo og Akershus www.oslobusiness.no	Oslo (Norway)	Jon-Gunnar Aasen	✓	✓	
Regionalverband Schwarzwald-Baar-Heuberg www.regionalverband-sbh.de	Schwarzwald- Baar-Heuberg (Germany)	Rainer Kaufman	✓	✓	✓
MRA Maribor Development Agency www.eic.mra.si	City of Maribor and Podravje region (Slovenia)	Vladimir Rudl	✓	✓	✓
Industriellt distrikt Skaraborg www.idskaraborg.nu	Skaraborg (Sweden)	Claes Helmsersson Christer Martinsson	✓ ✓	✓ ✓	✓ ✓
Tarnowski Klaster Przemyslowy "Plastikova Dolina" S.A. http://pwsz.wsz.tarnow.pl/plastvalley	Tarnów (Poland)	Ursula Gacek Tomasz Gut	✓ ✓	✓ ✓	✓ ✓
EIC Veneto www.eicveneto.it	Veneto (Italy)	Roberta Cortese	✓	✓	
AREA Science Park, Trieste www.area.trieste.it	Trieste (Italy)	Gabriele Gatti			
Inno AG www.inno-group.com		Nils Gabrielsson Ulf Moström Petra Falchetto	✓ ✓ ✓	✓ ✓ ✓	✓ ✓ ✓
DG Enterprise www.cordis.net		Jacqueline Lostao	✓	✓	✓

## Attachment 3 Connecting to ACENET:



-Looking forward to the next meeting in Venice, in the beginning of June (date to come)

Nils, Ulf & Petra - inno