



## Cluster Theories and Strategies

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## "To make a corporate network successful"

May they be called clusters, industrial districts, local productive systems, Competitiveness poles or technological valleys.... there is a certain number of fundamentals to reproduce to make a corporate network successful.

It is necessary to have :

Companies	Partners
<ul style="list-style-type: none"> <li>• Concentrated on a territory</li> <li>• Specialized according to a specific approach: die, produced trade, technology</li> <li>• Working in cooperation</li> </ul>	<ul style="list-style-type: none"> <li>• Like organizations of innovation (training, research...)</li> <li>• Like service providers and other activities related</li> <li>• Like local institution</li> </ul>



## To take action

### A- Some preparatory elements

- Identify common topics of cooperations;
- Attempt to solve specific difficulties stated by the companies;
- Take into account companies' individual projects.

### B- Principal attainable collective steps

- Communication;
- Share of means;
- Management of competences;
- Export and search of international partnerships.



## Advantages for companies

- |                           |   |
|---------------------------|---|
| • Produce better and more | → By sharing means  |
| • Open to new markets     | → By adding know-how and by sharing opportunities                             |
| • Reach innovations       | → By working with universities, technical centers and research organizations  |
| • Make economies of scale | → By sharing services (information, training, watch, logistics, purchases...) |

→ To increase productivity and competitiveness in each company being based on an image of "pole of excellence" of the territory

→ "Win/win" relation between the companies and the territory



## Some advices for success

- Act by stages (start with modest ones, then go for more ambitious ones);
- Be flexible (don't impose anything to corporate managers);
- Carefully choose the team of animation (which will have to be evolve);
- Think of the perpetuation of the network:
  - To be in collaboration of good structures of support with the innovation and training;
  - To create indicators of growth for the companies, the impact on the territory and the network dynamism;
- Give a certain conviviality to the meetings between corporate managers.



## In Europe

Countries	Number of identified clusters
Austria	16 industrial clusters
Denmark	13 regional clusters
Spain	142 Local Productive Systems (LPS)
Finland	9 clusters
France	144 LPS 67 Competitiveness Pôles
Italy	199 industrial districts
Norway	55 clusters
Netherlands	12 clusters
Portugal	33 clusters
The United Kingdom	152 regional clusters

Source : « Régional Clusters in Europe », DG Entreprises, 2002



## For info

### Internet website:

[www.cdif.fr/uk\\_carte\\_membre2.php](http://www.cdif.fr/uk_carte_membre2.php)



### Newsletter LPS Info:

[www.cdif.fr/uk\\_newsletter.php](http://www.cdif.fr/uk_newsletter.php)



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