

GreenEcoNet Thematic Workshop

Internationalisation of SMEs: improving access to markets for Green SMEs

Carine Van Hove, Managing Director FCA

CEPS, Brussels – May 27th, 2015



AGENDA

✓ A taste of Flanders



✓ FCA and the Cleantech industry in Flanders

- ✓ FCA – Who – Why – What
- ✓ 6 powerful Cleantech clusters from Flanders

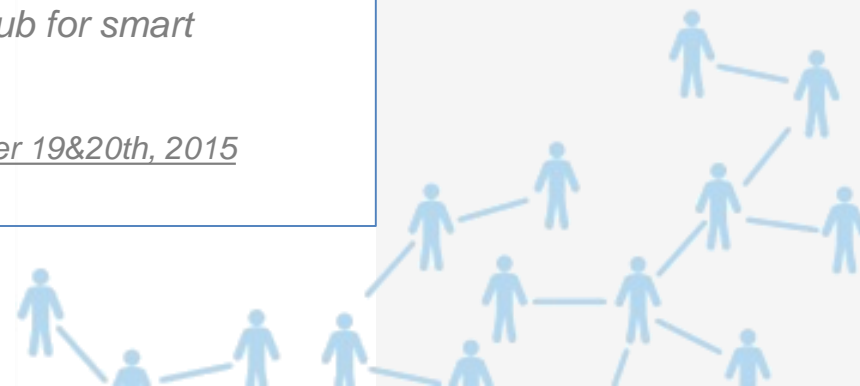
✓ Barriers and Enablers

for SMEs seeking opportunities beyond the national and EU markets

✓ From Theory to Action

an invitation to join FCA and the West-European Hub for smart Technology Transfer

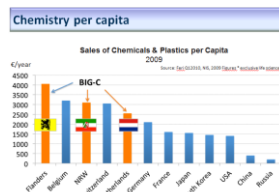
BSDS 2015 - Brussels, Royal Academie of Belgium, October 19&20th, 2015



Flanders Cleantech Association


A taste of Flanders ...

- ✓ Belgium: 3 regions – Flanders – Wallonia - Brussels
 - ✓ Highly densely populated
 - ✓ Highly skilled, highly motivated, productive, multi-lingual workforce
 - ✓ Important harbours → anchor for Europe's most important Chemical hub
Antwerp-Rotterdam-Rhine-Ruhr (ARRR)
 - ✓ No natural resources
- *Need for clean technologies*
- *Energy – materials & resources – environmental*
- *CLEAN TECHNOLOGY offer from LARGE CORPORATES & SMEs → FCA members*



Flanders Cleantech Association

FCA - Who – Why – What - ...

✓ Internationalisation Flemish cleantech industry 

✓ Trade & Investments 

✓ Global Partners  

✓ Events

✓ Business2Business – Business2Investments

✓ Investment Readiness Coach “Cleantech Summit Rotterdam”

✓ iSUP2014 Investment Track     



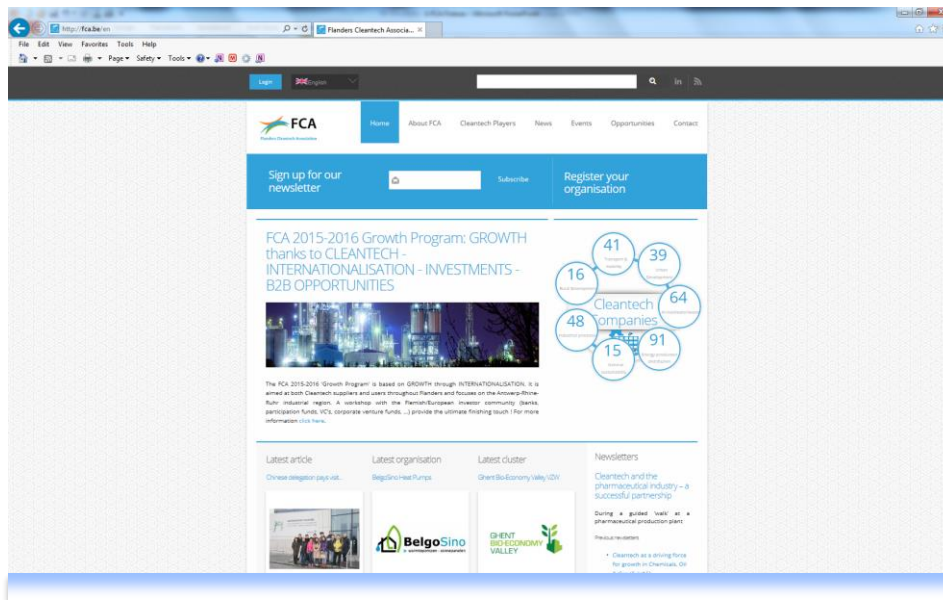
✓ Incoming & outgoing cleantech missions



Flanders Cleantech Association

FCA - Who – Why – What - ...

- ✓ +150 members – LARGE CORPORATES & SMEs
- ✓ Accessible via THEME & CLEANTECH SUB-CLUSTER
- ✓ www.fca.be



Flanders Cleantech Association

6 powerful Cleantech Clusters from Flanders

- ✓ CLUSTER 1 – The BLUE GROWTH & ENERGY HUB of Flanders
- ✓ CLUSTER 2 – WATER – innovative Water Treatment solutions from Flanders
- ✓ CLUSTER 3 – BIO-ECONOMY – Gateway to Europe's Bio-economy Industry
- ✓ CLUSTER 4 – SUSTAINABLE CHEMISTRY – Acceleration Hub for SusChem
- ✓ CLUSTER 5 – SMART LANDFILL MINING & RESOURCE EFFICIENCY
- ✓ CLUSTER 6 – ENERGY EFFICIENCY for Smart Cities, Buildings & Industries



Flanders Cleantech Association

Barriers and Enablers

- ✓ (too) great expectations
- ✓ An equal exchange
“Offer of emerging market access” vs “Offer of high tech productive technology”
- ✓ Powerful local partner
- ✓ Effort of “contextualisation” – “Convergence” – “converge / create / change”
- ✓ CASE – VITO / FCA / Venturi Technology Accelerator
“Smart Cleantech HUB & SPOKE Platform”

Valluri Technology Accelerators

Key Areas of Collaboration proposed:

- Energy
- Water
- Environment
- Waste Treatment
- Healthcare
- Mobility
- Data Acquisition and Analytics



Flanders Cleantech Association

BSDS  **2015**

Brussels Sustainable Development Summit



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BRUSSELS
19 - 20 OCTOBER 2015



Venue - Royal Academy of Belgium

ATRIUM



FLANDERS
INVESTMENT &
TRADE



Advies voor uw onderneming binnen handbereik
Vlaanderen



Business Opportunities Shopping Mall

B2B

B2Investor

B2Corporate

B2Platform Solutions

B2Platform VIP Rooms

- W-EU TechTransfer Hub
- Law Corner
- Financials Corner



Questions ?

• CONTACT

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• SAVE the DATE

Brussels Sustainable Development Summit (BSDS)

Brussels, October 19th & 20th, 2015

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