

Luxembourg ICT Cluster

Cluster Presentation
Conférence diplomatique
April 23, 2014



Cluster Mission

- The Cluster **serves** all its members as a neutral coordination, information and communication platform
- The Cluster drives its members to **innovate** and develop new skills in the area of ICT technologies
- Provide a portfolio of **value-added services** to support Cluster actors
- The cluster supports its members to gain a **leading position in the field of ICT** with high international visibility
- **Fosters the collaboration** between private, public and institutional actors

5 pillars



Business development 2014

Aim: Identify technology needs, determine companies assets and visions explore market opportunities, create new business activities

Activities:

- Regular meetings with LfB and CC to identify trends and opportunities; coordinate national activities
- Technology scouting and market studies in the field of “New encryption trends and methods”
- Cartography of cluster members
- Technology scouting
 - Various fairs (e.g. cebit, WorldHostingDays)
 - Trentino Technology research center
 - Fraunhofer – to be identified

Product and service innovation 2014

Aim: “Flagship projects”: develop new product and service ideas

- **Develop MultiMedia competences**
attract actors to Luxembourg, build new pillar and use existing infrastructure
- **Logistics straight through processing**
analyze existing tools and interface them for paperless value chain
- **Open data / big data - standards for transport and mobility**
collect and manage data in the context of transport and mobility (cf. EcoInnovation Cluster)
- **Workgroups animation**

Aim: Position the Cluster as the key source of information about the sector, increase visibility of the Cluster and its members, providing a platform for members

Activities 2014:

- Revised Cluster Webpage
- Synchronize branding activities with LfB
- Social media (Linkedin group)
- Represent the cluster at ICT events
- Networking activities / newsletters / success stories / articles
- Cluster Member Catalogue
- Cluster Service Catalogue
- Cluster FORUM 2014

Internationalisation 2014

Aim: Identify gaps in the local value chain

- Establish links to international clusters, organizations and innovation agencies and support members in accessing new markets

Activities 2014:

- **Develop strategic partnerships with complementary regions or countries**
 - Estonia
 - Italy / Trentino
 - Denmark
- **Economic missions:**
 - Depending on the region/country and competences
- **Regular contact with embassies and LTIOs**

Prospection and promotion 2014

Aim: Increase visibility of the ICT sector, initiating new partnerships and attract new companies to Luxembourg

- **Represent cluster members on national and international trade fairs and exhibitions**
 - WorldHostingDays - Rust
 - WorldPublishingExpo – Amsterdam
 - Innovation for Financial Services – Montreal
 - International Supply Chain Conference - Berlin
- **Promote Luxembourg sectorial competencies internationally**
 - Cluster member/service catalogue
 - (Re-)present the sector and competences at events (e.g. ICT Spring, EuroCloud)
- **Sector-specific prospection missions to attract new companies**
 - Estonia, Italy, Denmark

GOALS 2014-2020



TURNING
INNOVATION
INTO
BUSINESS

Thank you for your attention



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