

## Document Title

# Mutual learning and Mentoring workshops

## Document Type

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## 1. EXECUTIVE SUMMARY

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### 1 Page executive summary of whole document

Mentoring workshops were conducted with the aim of recognizing and transferring good practices, mutual learning and networking of actors in the field of respective region innovation expertise, and with the purpose of networking between relevant and interested actors from the international to the national and local levels, and vice versa. Mentoring workshops were set up by project partner hosting the related PM with support of the LP and WP6 LP. Target group for Mentoring workshops were all project partners and ASP. The Mentoring workshop included didactic and interactive content focused on a range topic that supports the mentees (knowledge and technology transfer, innovations, development, wood-based materials, ....).

Realized was five mentoring workshops in the frame of project meetings in:

- Salzburg, Austria (27th February 2018)
- Ljubljana, Slovenia (21th June 2018)
- Bad Wildbad and Karlsruhe, Germany (27 September 2018)
- Belgrade, Serbia (7th and 8th November 2018)
- Sofia, Bulgaria (27th and 28th March 2019)

## 2. INTRODUCTION

General intro to study visits /covering all 5 mentoring workshops, mutual learning.

Mentoring is a powerful development tool that can help you achieve your personal and professional goals. Mentoring workshops were conducted with the aim of recognizing and transferring good practices, mutual learning and networking of actors in the field of respective region innovation expertise, and with the purpose of networking between relevant and interested actors from the international to the national and local levels, and vice versa.

Mentoring workshops were set up by project partner hosting the related PM with support of the LP and WP6 LP. Target group for Mentoring workshops were all project partners and ASP. The Mentoring workshops included didactic and interactive content focused on a range topic that supports the mentees (knowledge and technology transfer, innovations, development, wood-based materials, ....).

The aim of this output is to collect the facts of the Mentoring workshops activities. For collecting the needed information, we prepared special template as Appendix IV: Mentoring Workshop to deliverable 6.1.1 The Joint Action Plan. The PPs which has been hosting PM and organizing the mentoring workshops, also prepared the report about it just in short time after the mentoring workshops. This report was then source of information for preparation of the relevant deliverable 6.1.2. Realized was five mentoring workshops in the frame of project meetings in:

- Salzburg, Austria (27<sup>th</sup> February 2018).
- Ljubljana, Slovenia (21<sup>th</sup> June 2018)
- Bad Wildbad and Karlsruhe, Germany (27 September 2018)
- Belgrade, Serbia (7<sup>th</sup> and 8<sup>th</sup> November 2018)
- Sofia, Bulgaria (27<sup>th</sup> and 28<sup>th</sup> March 2019)

Each deliverable 6.1.2 is part of the relevant project Output 6.1 Mutual learning and mentoring workshops.

## 2.1 BACKGROUND

Role of study visits in FORESDA, relation to other WPs, etc.

Important to make the context of this document clear, someone who doesn't know FORESDA by heart should be able to understand it

FORESDA WP6 activities intend to improve the impact and efficiency of support organisations in the project regions – and beyond – by improving their internal skills and organisation and strengthening their intermediary role between the productive sector and the knowledge poles on regional, national but also transnational and cross-sectoral level. WP6 is closely related to WP3, WP4 and WP5<sup>1</sup> and will integrate their outputs.

At the beginning of the WP6 activities, a Joint Action Plan (D6.1.1) for the concrete institutional capacity building activities was defined and jointly agreed upon by the partners. Mutual learning & mentoring for policy makers and innovation stakeholders aims at fostering innovation skills in the innovation support structures in the forest-based sector by delivering customized learning interactions to meet the needs identified and cross-sectoral innovation activities.

## 2.2 OBJECTIVES

Support organizations (clusters, technology poles, regional development agencies, etc. in the wood sector) are one of the major tools for increasing innovations and competitiveness in the sector, and without building their capacities, it will be impossible to realize cross-sectoral projects within FBIs. The operations linked to those activities intend to improve the impact and efficiency of support organizations in the project regions – and beyond - by improving their internal skills and organization and strengthening their intermediary role between the productive sector and the knowledge poles on regional, national but also transnational and cross-sectoral level.

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<sup>1</sup> *D3.2.3 Joint Action Plan*

*D3.3.4 Local Action Plans*

*D4.1.2 Pilot Design*

*D 5.1.1 A Database of relevant SMEs and innovation actors*

The implemented activities are linked to the mutual learning & mentoring activities (via mentoring and knowledge transfer, study visits etc.) and development of the Transnational Sustainability Plan (O.6.3) and following Local Action Plans (D.6.2.4). The TSP should complete the TS with the aim to define clear steps for the sustainability of the FORESDA partnership and its outputs beyond the termination of the project. The LAPs (D.6.2.4) will describe the planned activities for ensuring the implementation of the Transnational Sustainability Plan for each project region separately, including the commitment of the relevant stakeholders.

Mutual learning and mentoring workshops for policy makers and innovation support organisations will provide the PPs, including ASPs, with detailed knowledge on initiatives fostering successfully innovation in the forest-based sector in the project regions. The knowledge will be provided directly by the project partners involved, in collaboration with further stakeholders whenever relevant. The workshops contribute hereby to specific objective 3.

This activity aims at fostering innovation skills in the innovation support structures in the forest-based sector by delivering customized learning interactions (in order to meet the needs identified). A specific focus will be on cross-sectoral innovation activities.

Mentoring knowledge was carried out from more to less advanced partners, considering the respective innovation capacity in the involved countries, but also the specific level of maturity of the respective regional innovation systems.

Dedicated mentoring workshops (5) has took place back to back with partner meetings or study visits.

The mentoring interactions were typically included in:

- exchange of documents as relevant,
- bilateral visits, including meetings with local stakeholders,
- phone calls and emails on a continuous basis.

### **3. THE MUTUAL LEARNING AND MENTORING WORKSHOPS IN THE FRAMEWORK OF FORESDA**

#### **3.1 THE PROJECT REGION AUSTRIA**

##### **3.1.1 SHORT DESCRIPTION**

The workshop was held on two thematically rounded assemblies, first topic was the knowledge and technology transfer from the ASP ITG and wood cluster Salzburg, the second topic was the knowledge and technology transfer based on wood related research projects. Presented was cooperation of SUSA with SMEs in the development field. Presented were new materials – foams made of wood. During the workshop, the research activities and research fields of the University of Applied Sciences Salzburg were presented.

##### **3.1.2 SPECIFIC CONTENT**

The mentoring workshop was divided into two different thematic topics. The first topic was the knowledge and technology transfer from the ASP ITG and wood cluster Salzburg to the workshop participants as well as the presentation of the importance of the development of educational programme for master craftsman for Austria. The second topic was the knowledge and technology transfer based on wood related research projects. The core area of expertise "Wood & Biogenic Technologies" focuses on the new development of materials considering ecological aspects, the investigation, development and optimization of properties of existing wood-based materials and their surfaces as well as on projects in the field of intelligent resource utilization. The Salzburg University of Applied Sciences not only teaches the production of classic wood-based materials; it also develops new materials in cooperation with companies. One of the research fields deals with wood foams that are 100 percent wood because they do not require binders. In addition, the SUAS develop Hybrid elements, in which wood foams as core material and combine them with cover layers made of different materials. With our trend-setting new developments, we open new application possibilities for renewable raw materials for various industries. These results in lightweight materials with high functionality are economically very interesting. During the workshop, the research activities and research fields of the University of Applied Sciences Salzburg were presented. Subsequently, the



possibilities of the material are to be revealed through discussions among the project partners. In connection with these Workshop activities, the question also arises of the innovation fields for wood-based materials. Wood is available in large quantities, has many interesting properties and can be used in many areas. For existing products and technologies, new markets can be tapped that promise higher added value. But also the approach to produce existing products more efficiently and cheaper or to develop new products, can lead to the increased use of this biomaterial. There are examples of this, such as the non-cutting production of wooden tubes like the known pressure forming of metals. Also, fast-curing systems for the serial bonding of wooden structures are under development, which lead to timesaving yet reliable production methods.



*Picture 1: Mentoring Workshop on PM Kuchl*

### **3.1.3 INTERACTION AND TRANSFERABILITY**

Presentations in different research field provide basic results that could be discussed in bilateral meetings. For PPs was very interested in the research work being that has been carried out at the Salzburg University of Applied Sciences. Due to the versatility of the material and its application possibilities, a very intensive exchange between the Participants and the Experts took place. To illustrate the versatility of the material, two stations were set up with a 3D printer and a friction welding machine. During the demonstration, the participants had time to inform themselves about the process technology and the fields of application. The practical part of the workshop was very well received by the project participants.

In this case has went for the transfer of organizational knowledge from one entity to another entity within/between organizations. PPs have gained o lot of important information's, which are offering important potential opportunities (how to use knowledge to solve important business problems, how to develop important materials, how to start the research...).

### **3.1.4 CONCLUSIONS AND LESSONS LEARNT**

New impulses through product and process innovations as well as a cross-sectoral image offensive should contribute to sustainably strengthening a leading industry in rural areas. The importance and appreciation of the renewable resource wood was shown during the workshop. Networking is of particular important due to the large number and diversity of industry players. The value chain includes forestry, woodworking and wood processing industry, mostly international craftsmanship wood and wood products as well as wood energy sector. Also, a new cross-sectional value chain was presented from forestry to cosmetic industry based on the bioeconomy. The individual cluster teams strengthen and expand the network of companies and research institutions in their respective field of competence. The central goal is to maintain the entire value chain from research to the end product in the Danube region, to promote competitiveness through cooperation, to bring research results quickly to the market as products, and thus to increase the dynamics of innovation in the Danube region.

## **3.2 THE PROJECT REGION SLOVENIA**

### **3.2.1 SHORT DESCRIPTION**

During the workshop were presented examples of best practise of technology transfer in wood sector in Slovenia, also were presented complementary cross-sectorial projects and was held the capacity building lecture.

Presentations in different research field provide basic overview on research outputs of bilateral meetings. The participants were very interested in the research work being carried out at University of Ljubljana, Biotechnical Faculty, Department of wood Science

and technology and Slovenian Forestry Institute. The various laboratories of both institutions were presented to the participants, using them for the most diverse research.

### **3.2.2 SPECIFIC CONTENT**

During the mentoring workshop, the research activities and research fields of the University of Ljubljana and Slovenian Forestry Institute were presented.

The mentoring workshop was divided into three different thematic topics:

1. Examples of best practise of technology transfer in wood sector in Slovenia
2. Presentation of complementary cross-sectorial project
3. Capacity building lecture

In the frame of first topic were presented two thematic: Architecture experience and society, where was stressed out how important is our living environment that can be reached by using wood as construction material. Also, was stressed out how people stick to tradition (they prefer to build house of bricks). The second theme was about wood protection. Wood protection is important in everyday use. Correctly protected and installed wood material can have a long lifetime. Presented were examples where wood was not protected and properly installed - the consequences.

In the frame of presentations of complementary cross-sectorial project were presented three projects; S3-4AlpClusters, CirculAlp, Moveco. The projects were presented, the purpose and results of the projects was highlighted, also were presented outputs for individual project to find common cooperation points.

In the last part of workshop was implemented a Capacity building lecture. Presented was DanuBioValNet project and Cluster Management Toolbox for bio-based industry. Cluster Management Toolbox is related to the development of new cluster services that could support the internationalisation of clusters. The participants had the opportunity to hear about best practices from different project.



*Picture 2: Workshop on PM Ljubljana*

### **3.2.3 INTERACTION AND TRANSFERABILITY**

Presentations in different research field provide basic overview on research outputs of bilateral meetings. The participants were very interested in the research work being carried out at University of Ljubljana, Biotechnical Faculty, Department of wood Science and technology and Slovenian Forestry Institute. The various laboratories of both institutions were presented to the participants, using them for the most diverse research. It was stressed out how important is our living environment that can be reached by using wood as construction material. Also, was stressed out how people stick to tradition. Acquired information's can be useful for all SMEs across Danube region. PPs have acquired information's about wood protection. Also were presented some projects, the purpose and results of the projects were highlighted, also were presented outputs for individual project where PPs could find common cooperation points.

### **3.2.4 CONCLUSIONS AND LESSONS LEARNT**

In today's time, the correct use of wood is very important. It is also important that the correct selection of tree species for certain finished products is important if we want to use wood for a long time. Wood protection is important according to the place of use, and assembly details are also important. Improperly protected and installed wood can have catastrophic consequences. Wood creates a pleasant and healthy living environment, but people are not aware of this, they are still constructing their homes using classic

construction methods (bricks). Cooperating at cross-sectorial level is very important for the development of a new projects (IP) and to find common cooperation points.

Heard everything about Cluster Management Toolbox and the knowledge about cluster development, it comes precisely to the development of cluster organizations.

The participants had the opportunity to hear about best practices from different project.

### **3.3 THE PROJECT REGION GERMANY**

#### **3.3.1 SHORT DESCRIPTION**

The methodological approach of the workshop was based on high quality presentations held by representatives of organisations that function as best practice cases and of representatives of related EU projects. The presentations were followed by interactive elements that offered a space to discuss, question and elaborate on the topics presented.

During the mentoring activities best practices of clusters and cross-sectorial organisations and initiatives as well as complementary EU projects were presented and discussed

The mentoring session firstly aimed at initiating change and offering learnings regarding cross-sectorial and transnational activities and secondly had the purpose to cross-fertilize and enhance the exchange between cross-sectorial projects. As such, representatives from the EU projects TripleWood, ROSEWOOD and AlpLinkBioEco were invited as well as the organizations BIOPRO BW, ProHolz BW and RESPOND, a newly established digital hub in Baden-Württemberg.

#### **3.3.2 SPECIFIC CONTENT**

The mentoring session aimed at initiating change and offering learnings regarding cross-sectorial and transnational activities. As such, a representative of ProHolz BW presented themselves as a successful example of a cluster that focuses on fostering wood usage and functions as a bridge between society, academia, business and politics. ProHolz aims at strengthening the cooperation within the forestry and wood value chain, at communicating topics of forestry and timber constructions to the target groups and at connecting interests of public and private investors, architects and planners with the forestry and timber construction industry. Strong media presence, fostering cross-cluster activities, organization of excursions, consulting and networking events are part of the



daily business of the cluster ProHolz. Another example for a well-established intermediate organization is BIOPRO Baden-Württemberg, a state-wide innovation agency, supported by various ministries, dealing with the topic of sustainable bioeconomy in Baden-Württemberg. BIOPRO functions as an interface between all relevant bioeconomy actors such as actors from policy, society, and technology providers.

For the purpose of cross-fertilizing and enhancing the exchange between cross-sectoral projects, representatives from the EU projects ROSEWOOD, AlpLinkBioEco and TripleWood were invited. ROSEWOOD, being a European coordinating and support action, is an example for connecting actors in wood mobilization around sustainability practices. Learnings regarding sustainable forest management, value chain analysis, innovation coaching and knowledge transfer were made available. AlpLinkBioEco aims at establishing an inventory of present and future actors in the circular bio-based economy, at linking actors in novel value chains, at creating demonstrator value chains to develop high added value bio-based applications and products, and at developing an overview of policies and recommendations for a common Alpine Space bio-economy framework. TripleWood aims at tripling the use of wood in the building sector in a sustainable, energy-efficient way and on a high-quality level.

A last presentation focused on the newly established digital hub RESPOND, presented by PP WFG. The Digital Hub Northern Black Forest is one out of 10 digital hubs, funded by the regional ministry of economy aiming at helping the region Baden Württemberg to support digitization of SMEs.



*Picture 3: Mentoring workshop on PM Bad Wildbad*

### **3.3.3 INTERACTION AND TRANSFERABILITY**

The mentoring session firstly aimed at initiating change and offering learnings regarding cross-sectoral and transnational activities and secondly had the purpose to cross-fertilize and enhance the exchange between cross-sectoral projects. As such, representatives from the EU projects TripleWood, ROSEWOOD and AlpLinkBioEco were invited as well as the organizations BIOPRO BW, ProHolz BW and RESPOND, a newly established digital hub in Baden-Württemberg.

The methodological approach of the workshop was based on high quality presentations held by representatives of organisations that function as best practice cases and of representatives of related EU projects. The presentations were followed by interactive elements that offered a space to discuss, question and elaborate on the topics presented.

### **3.3.4 CONCLUSIONS AND LESSONS LEARNT**

Thematically it again became obvious that questions of sustainability and circularity of value chains are an important aspect in the wood sector, obviously reflected in the main themes of the presentations of the related EU projects and the positioning and interests followed by the institutions that presented themselves at the workshop. Regarding potential success criteria of cluster organisations, the best practices showed that being a bridge between society, academia, business and politics and functioning as an interface between all relevant actors is important to strengthen cooperation within the forestry and wood value chain.

## **3.4 THE PROJECT REGION SERBIA**

### **3.4.1 SHORT DESCRIPTION**

The name of the workshop was "From idea to product" and its main goal was to show some innovative products, their design, purpose and the possibility of their production and placement on the market. Innovative products are the product of laboratory research as well as research in the field of design. The aim of this research was to develop a new

product from less valuable types of wood using modern treatments as well as the development of new products from wood residue.

### **3.4.2 SPECIFIC CONTENT**

The workshop contained two thematic units. The first topic was named "Innovative Important topics within the workshop were:

1. Research topics - "Innovative Plywood"
2. Good Practice Examples - "Guide tour: Wood Products Design"

The first topic was named "Innovative Plywood", and the second one "Guide tour: Wood Products Design".

The first part of the workshop referred to the presentation of the quality of innovative veneer boards from thermally modified and unmodified poplar veneer. This presentation also showed one of the ways to improve the quality of products from poplar wood. Due to the disadvantages of unmodified veneer boards, the idea was presented of producing boards from modified veneer and those containing a combination of unmodified and thermally modified veneer. The first topic presents the results of research on the use of thermally modified and unmodified poplar veneer to produce veneer panels. In this way, a new wood-based product was obtained in industrial conditions. During the presentation, its properties were presented and compared with the quality of the existing boards from unmodified wood.

In the second part of the workshop, examples of good practice were shown, that are related to innovative products made at the Faculty of Forestry, as products of student ideas in order to develop new products in the wood industry. Products are presented which are made from different wood –based materials and wood residues with different purpose and function. Through the presentation of design solutions at the workshop, the topics discussed were their production, cooperation with companies and their placement on the market. Within the framework of the second topic the presented items were wood products that are designed for the development of new products from wood and wood residues as well as from the combination of wood and other materials.

The first topic presents the correlation between research and needs of the wood industry, and the second part of the workshop presented the design of new wood-based products.





Picture 4: Good Practice Examples - "Guide tour: Wood Products Design".

### **3.4.3 INTERACTION AND TRANSFERABILITY**

At the beginning of the workshop all participants were introduced to the goal of the workshop and its content. In addition, the role of design and laboratory research in the development of new products was presented. After the presentations, the participants of the workshop actively participated in the discussion regarding the possibility of industrial production of the presented innovative products. Besides that, the participants were introduced to the advantages of the presented products in terms of design and quality compared to the products that are currently on the market.

### **3.4.4 CONCLUSIONS AND LESSONS LEARNT**

At the end of the workshop, it was concluded that due to the lack of quality wood, it is very important to develop new innovative products from less valuable types of wood and wood residues. To that end, it is necessary to connect the research institutions that deal with both the quality of new products and research in the field of design. In addition to developing the methodology from idea to product, it is very important to include institutions and associations that will support innovations in the field of environmentally friendly and renewable materials such as wood in the realization of innovative products and their placement on the market. State institutions should implement their support through the Ministries and the Chamber of Commerce, and associations through cooperation with their

members i.e. companies, in order to motivate them to develop industrial production of new products.

### **3.5 THE PROJECT REGION BULGARIA**

#### **3.5.1 SHORT DESCRIPTION**

This study visit was part of the 9<sup>th</sup> Project Meeting, which was held in Sofia, Bulgaria from 26<sup>th</sup> to 28<sup>th</sup> March 2019. The Study visit took place on March 27-28<sup>th</sup> at MISSIA23 – Ligna Creative Hub and Technomebel and World of Furniture, Sofia. The aim of the study visits to MISSIA23 – Ligna Creative Hub was to present the newest createch hub in Sofia, project of the Bulgarian Furniture Cluster. The idea of the creative hub is to bring together the advanced, smart and talented people from the creative industries in an interactive and friendly environment, so they can be challenged, motivated, supported, mentored, educated and inspired. So, they can reveal their full potential to expand and grow their ideas and businesses worldwide! A traditional sector as the woodworking and furniture industry has started becoming more and more creative. In MISSIA23, we meet interior and product design with architecture, animation, film, TV, video and photography, advertising and marketing, crafts, publishing, arts and music, performing and visual arts.

#### **3.5.2 SPECIFIC CONTENT**

Mentoring workshop, held on March 26-28, 2018, at the National Cluster Conference and MISSIA23 - Ligna Creative Hub in Sofia. The name of the conference was “Innovations and Clusters to a Knowledge-Driven Economy”. The event was under the patronage of the Bulgarian Ministry of Economy and was organised in a partnership with BSMEPA (Bulgarian Small and Medium Enterprises Promotion Agency) and ARK Consulting to Enterprise Europe Network-Bulgaria, within the European cluster weeks 2018 – 2019.

The event aimed to create new opportunities for Bulgarian clusters and business, but also to start the tradition of holding an annual cluster conference, like good practices known in countries such as Romania, Serbia, Hungary, Poland, Estonia, Norway and Denmark. The National Cluster Conference 2019 objective was to contribute to promoting and supporting European regions and businesses, entrepreneurship and innovation development, as well

as uniting start-ups and business representatives into clusters for more successful internationalization and competitiveness.

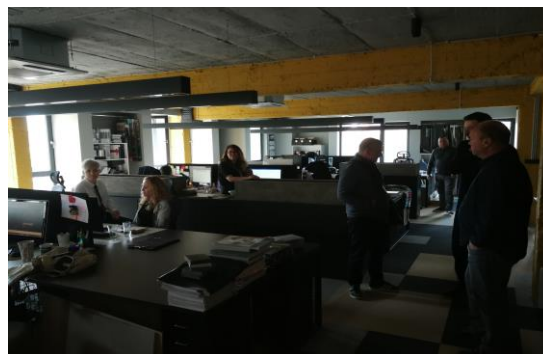
During the Capitalisation Activities workshop held in MISSIA23 – Ligna Creative Hub, the CEO of the Association of Business Clusters in Bulgaria, Mr. Svetlin Ranguelov presented in front of the mentees the DanuBioValNet project as an example of successful innovative project. The workshop was a good example of cross-project activity and led to discussions between the mentees about the goals of the both projects and the matching points. In the frame of this workshop also a representative of the University of Forestry, Sofia, Bulgaria presented the university and its traditions and programmes, as well as the contribution to the development of the sector.

Special attention was given to successful cases, presenting projects like DANUBIOVALNET, FORESDA, ECOINN DANUBE and CLUSTERBRIDGE. Mr. Bernard Likar, a representative of Wood Industry Cluster, Slovenia, as a responsible partner, presented the FORESDA project and its objectives and goals in front of the audience of the conference. The FORESDA project was presented as a successful example of transnational cross-cluster collaboration.

In their official greetings, representatives of the Ministry of Economy and BSMEPA praised the work of Association of Business Clusters, the organizer of the conference, and expressed a wish for the extended work in this direction. They welcomed the organization of the National Cluster Conference in 2019 and supported the view that it should become an annual forum bringing together business, academia, local and central government to overcome the current challenges facing the economy based on knowledge, to attract more foreign investment and promote interregional cooperation.



Picture 5: Visiting MISSIA23 - hub.



Picture 6: Visiting MISSIA23 - hub.

### **3.5.3 INTERACTION AND TRANSFERABILITY**

Good cluster practices have been identified in the face of the Bulgarian Telecommunications Cluster, which are an example of strengthening the linkage between education and business and introducing the digitization of enterprises; Industrial Cluster Srednogorie, which includes important industrial enterprises from the Central Srednogorie region, providing employment to over 8,000 people, Automotive Cluster Bulgaria – because of the investments in the automotive sector in Bulgaria and the successful cooperation between the institutions and enterprises in the automotive sector, as well as many others examples of developing clusters at the moment.

In the frame of outlining future perspectives and opportunities, delegates learned about the startup organizations, Norwegian experience and the models of networking.

When talking about innovations, a special emphasis was given to” How can the management consultant bring you there”, in a session powered by Bulgarian Association of management Organizations, who were also an official partner of the conference.

### **3.5.4 CONCLUSIONS AND LESSONS LEARNT**

Over 160 participants, representing national governments, regional development agencies, innovation actors, industry and academia, clusters and cluster associations from 12 European countries debated about the role of clusters, business achievements and social entrepreneurship, synergy of components and ecosystem unity, triggering

“Innovations & Clusters to a Knowledge-Driven Economy”. During the two days, in “John Atanasoff” forum, Sofia Tech Park were featured 28 presentations, spread across 20 sessions, welcoming more than 52 experience speakers. Within the various formats – from storytelling and open discussions, to educational modules and project presentations, in the rather were important issues, coming from the following industries:

- Automotive
- Bio-tech
- Creative and re-creative industries
- ICT
- Life & Health

The event covers topics, such were:

- Start-up companies – innovation, financing, barriers and challenges, success stories
- BASE – Business Achievements for Social Entrepreneurs
- Digitisation – digital and innovative hubs
- External markets with third countries outside the EU (China, Central Asian Republics)
- Innovative and cluster management
- Cluster and innovation policies
- Innovation through cooperation and competences
- Models of Networking – European Network of Cluster Associations Initiated by the ABC
- Financial instruments

#### **4. CONTRIBUTION TO FORESDA AND DTP OBJECTIVES**

Here are extracts from AF about FORESDA and DTP objectives related to a mentoring workshops .. How to justify contribution of mentoring workshops to these Objectives? Please for support.

Mentoring workshops in selected project regions were organised at five occasions. Realized were in the frame of PM in Kuchl (Austria), Ljubljana (Slovenia), Bad Wildbad (Germany), Belgrade (Serbia) and Sofia (Bulgaria). This is online with the Foresda Application form, where 5 Study visits were planned.

Typically, they included presentations of cross-sectorial projects and further relevant good practices supporting innovation in the forest-based sector in the regions visited. Presented projects offers networking, which is particularly important due tom the large number and diversity of industry players. Also, were presented value chains including forestry, woodworking and wood processing industry.

Participants were project partners, including ASPs. The presentations have a strong interactive character to ensure a transferability of the learnings to the visiting partner organisations. The mentoring workshops contribute hereby to specific objective 3.

The third specific objective addresses the challenge of building up the necessary capacities of the main stakeholders in the project regions. Particularly representatives from clusters, research institutions and policy makers are involved to ensure a transfer, take-up and development of methodological knowledge, tools and an appropriate support portfolio for the development of cross-sectoral value chains. This leads to closer local as well as transnational collaborations and support capacity building for innovation intermediaries connected to the forest-based sector.

Set up study visits have encompassed:

- a detailed overview of the ongoing cross-sectorial projects
- presentation of further relevant practices in the visited region
- discussion on transnational aspects and opportunities for transferability of the practices explored.

The programme of the Mentoring workshops was set-up by PP hosting the related PM with support of the LP and WP6 L. Target group for Study visit were all PP and ASPmentoring workshops were prepared based on communication with PPs.

Participants were project partners, including ASPs. Mentoring workshops The visits and presentations will have a strong interactive character in order to ensure a transferability of the learnings to the visiting partner organisations. **IMPORTANT:** The study visits contribute hereby to specific objective 3.

### **From AF:**

The third SPECIFIC OBJECTIVE addresses the challenge of building up the necessary capacities of the main stakeholders in the project regions. Particularly representatives from clusters, research institutions and policy makers will be involved to ensure a transfer, take-up and development of methodological knowledge, tools and an appropriate support portfolio for the development of cross-sectoral value chains. This will lead to closer local as well as transnational collaborations and support capacity building for innovation intermediaries connected to the forest-based sector.

PA 08: strengthen the competitiveness of forest-based and related industries as future regional competitive advantage, building capacities to turn R&D results into smart and clean technologies:

- TARGETS: establish a cluster network, improve technological transfer, better use of environmental technologies.
- ACTIONS: foster cooperation, knowledge exchange in the quadruple helix on a macro-regional level, eliminate cross-border barriers / bottlenecks, improve business support and framework conditions to strengthen SMEs, improve competitiveness of rural areas based on a stronger forest-based sector.

Synergies with the Danube Transfer Centers will be sought.

FORESDA allows an integrated approach towards PILLAR 2, positively influences PILLAR 3 - PA 10 by strengthening the institutional capacities to enable innovation and transnational cooperation.



## 5. CONCLUSIONS AND RECOMMENDATIONS

In today's time, the correct use of wood is very important. It is also important that the correct selection of tree species for certain finished products is important if we want to use wood for a long time. By participating in mentoring workshops, the project partners have met with examples of good practices that support innovation at the FBI, they have been acquainted of the importance of the correct selection of the tree species, wood protection, new wood-based materials, sustainability and circularity of value chains which have an important aspect in the wood sector, obviously reflected in the main themes of the presentations of the related EU projects and the positioning and interests followed by the institutions that presented themselves at the workshop. The value chain includes forestry, woodworking and wood processing industry, mostly international craftsmanship wood and wood products as well as wood energy sector. Also, a new cross-sectional value chain was presented from forestry to cosmetic industry based on the bioeconomy. The individual cluster team's strength and expand the network of companies and research institutions in their respective field of competence.

Through the workshops, the participants have realized how important is development of new innovative products from less valuable types of wood and wood residues. It is necessary to connect the research institutions that deal with both the quality of new products and research in the field of design. In addition to developing the methodology from idea to product, it is very important to include institutions and associations that will support innovations in the field of environmentally friendly and renewable materials such as wood in the realization of innovative products and their placement on the market. State institutions should implement their support through the Ministries and the Chamber of Commerce, and associations through cooperation with their members i.e. companies, in order to motivate them to develop industrial production of new products.

Regarding potential success criteria of cluster organisations, the best practices showed that being a bridge between society, academia, business and politics and functioning as an interface between all relevant actors is important to strengthen cooperation within the forestry and wood value chain.

Cooperating at cross-sectorial level is very important for the development of a new projects (IP) and to find common cooperation points.



Working with research organisations such as Universities, institutes of technology and other R&D can improve business productivity, sales and performance by innovating products services and process.

Knowledge exchange is a process which brings together academic staff, users of research and wider groups and communities to exchange ideas, evidence and expertise.

## **6. APPENDIX**

- D.6.1.2 Documentation of mentoring workshops. Region: Austria
- D.6.1.2 Documentation of mentoring workshops. Region: Slovenia
- D.6.1.2 Documentation of mentoring workshops. Region: Germany
- D.6.1.2 Documentation of mentoring workshops. Region: Serbia
- D.6.1.2 Documentation of mentoring workshops. Region: Bulgaria