Transilvania IT Cluster

Bianca Muntean - *Cluster manager*
Transilvania IT Cluster
by Aries T

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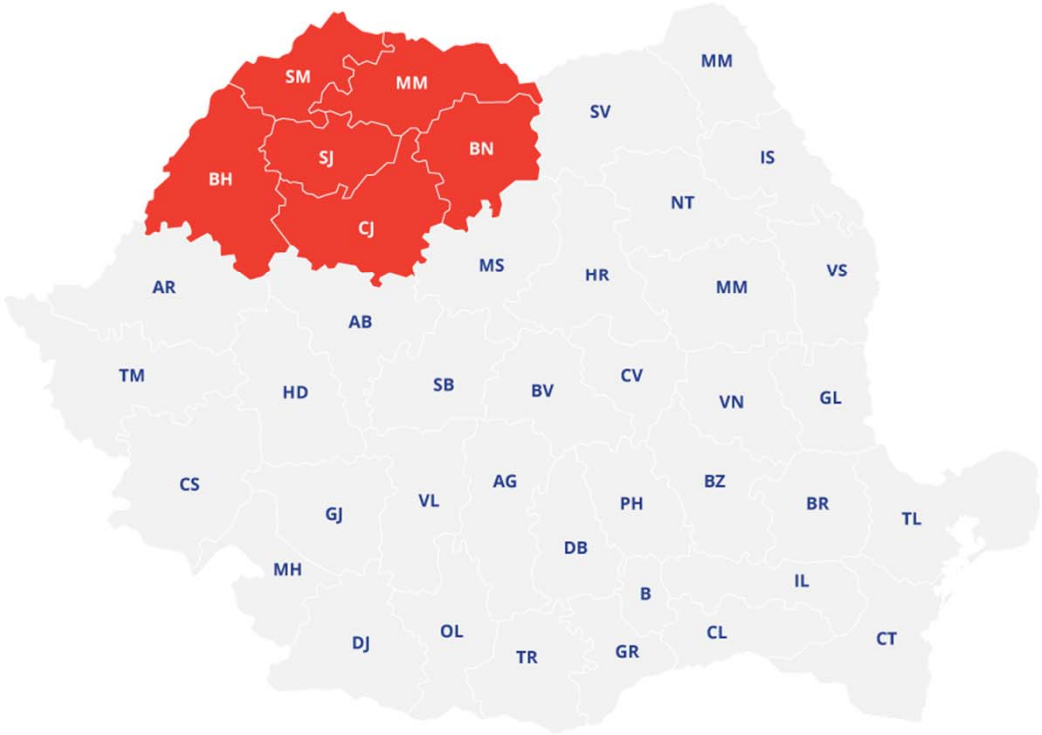
Who are we?



Over 115 members (90% SMEs) from 6 counties: Cluj, Salaj, Satu-Mare, Maramures, Bistrita and Bihor, having over 7.200 employees in the companies and a turnover >360 mil euro

Members competences

- Communication and media
- Entertainment
- Financial services
- Construction
- Logistics
- Education
- eGovernance
- Manufacturing
- eHealth
- Utilities
- eTourism
- Sales and distribution
- Automotive & aviation
- Consultancy
- Banking & Finance
- Pharmaceutical
- Communication & Media
- Home and Office automation
- Insurance & Reinsurance
- Energy

Main Action Points

- **Innovation**
- Collaboration
- **Create synergies**
- Digitalisation
- **Support Smart Applications, Ideas & Projects**
- **Creative Industries**
- Agriculture
- **Robotics**
- Cultural Heritage
- **Circular Economy**

2019 Working Groups

HR & Education

Digital / Smart City

Wellbeing / eHealth

Robotics

ECOsystem, not EGOsystem

* Mayor Boc Presentation

Cluster Management Excellence
ARIES TRANSILVANIA
TRANSILVANIA IT CLUSTER
TCIC
TRANSYLVANIAN CLUSTERS INTERNATIONAL CONFERENCE
powered by
Northern Transylvania Clusters Consortium
The 5th Annual Edition of Transylvanian Clusters International Conference
CREIC @ Cluj Innovation Park
September 18-20, 2019
www.tcic2019.b2match.io
www.transylvanianclusters.ro
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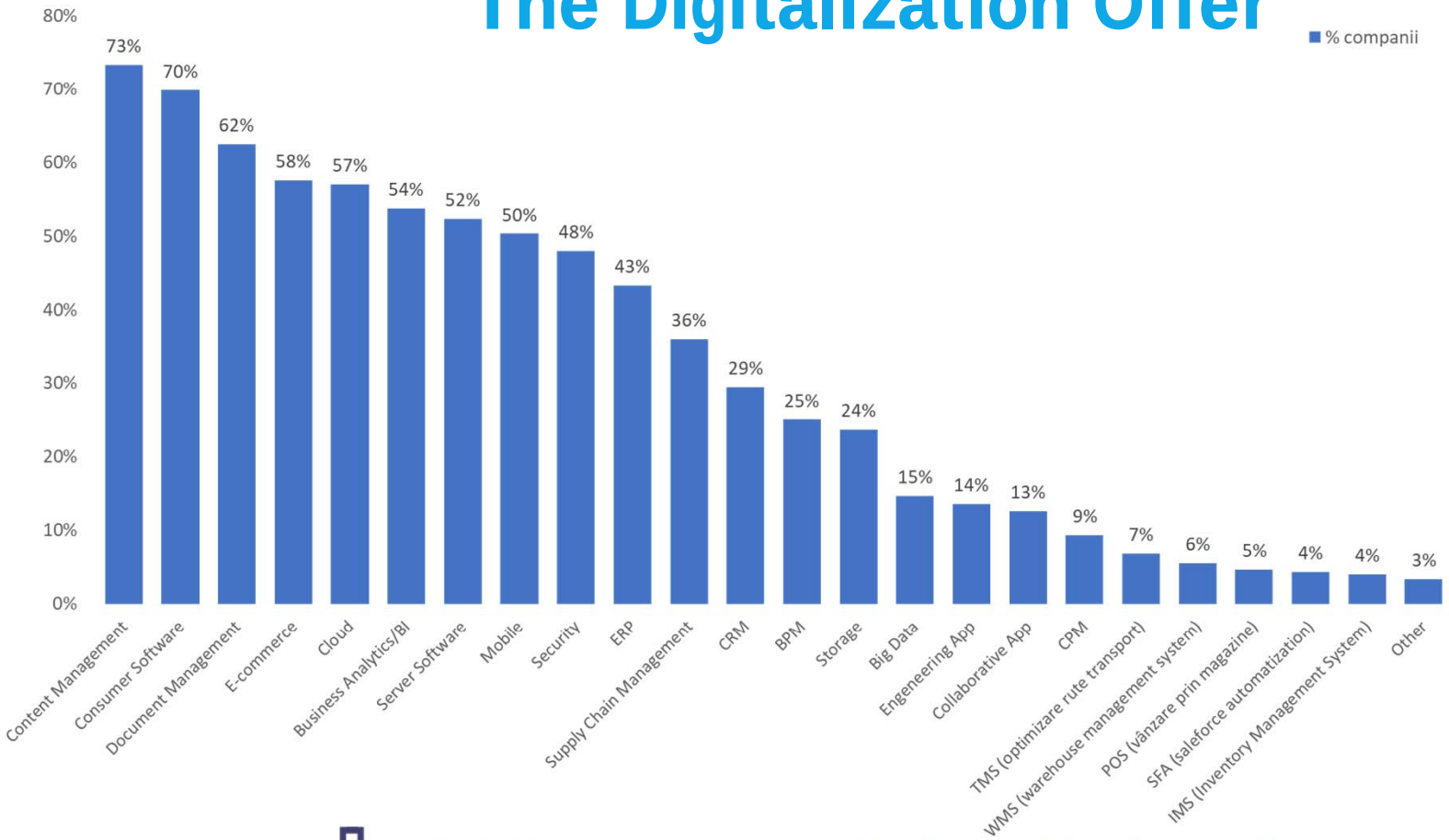
Innovation Dialogue 2017

Innovation Camp 2018

The Digitalization Offer

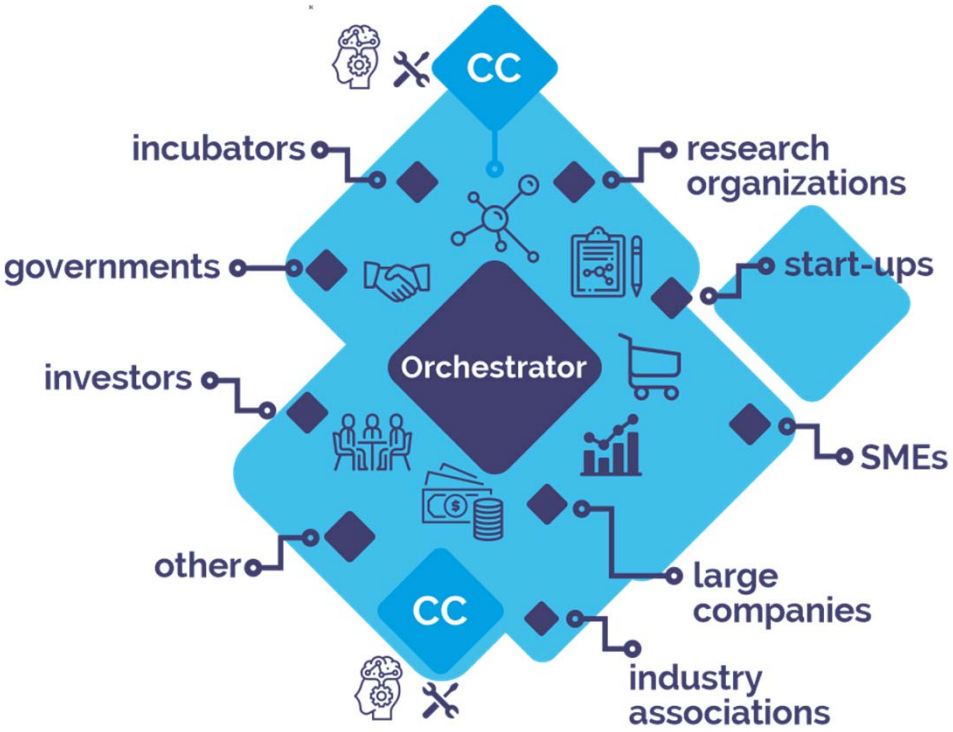


Digitalization in Cluj

- **Regional IT** is an industry that defines itself as being innovative. Its offer covers in particular the business and e-business segment, being somewhat lower for niche segments.

- The industry has a greater addressability to the mature segment, aware of the **benefits of digitization**. These advantages are primarily aimed at simplifying and optimizing processes and facilitating decision-making.

Transilvania Digital Innovation Hub



- Municipality of Cluj-Napoca;
- Babes-Bolyai University;
- Technical University of Cluj-Napoca;
- Regional Development Agency North – West;
- National Institute for Research and Development of Isotopic and Molecular Technologies INCDTIM;
- AgroTransilvania Cluster;
- Transilvanian Furniture Cluster;
- Transilvania Taste Cluster;
- Transylvania Lifestyle Cluster;
- Transylvania Energy Cluster (TREC);
- Transilvania Creative Industries Cluster;

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Transilvania Digital Innovation Hub

The mission is to identify collaborative projects for digitalisation of all the relevant stakeholders: companies, clusters that activate in various areas (creative industries, agriculture, furniture, energy efficiency and agriculture), research institutes and software companies, public authorities, Universities.

With more than:

- 1300 IT companies;
- 10 universities and;
- 100 000 students;

Transilvania Digital Innovation Hub

- Market sectors -

- Agriculture, hunting and forestry
- Electricity, gas and water supply
- Hotels and restaurants
- Transport, storage and communication
- Public administration and defence
- Education
- Health and social work
- Other community, social and personal service activities (media, entertainment, etc.)
- Manufacture of wood and wood products
- Manufacture of rubber and plastic products
- Manufacture of transport equipment
- Other Manufacturing

- Services provided -

- Awareness creation
- Ecosystem building, scouting, brokerage, networking
- Collaborative Researchs
- Concept validation and prototyping
- Testing and validation
- Incubator/accelerator support
- Education and skills development
- Other

Digital & Innovative Transilvania

TDI by ARIES Transilvania - offers free training for managers, HR and creative industries.

- 14 courses and workshops on different themes (from innovation management and organizational culture to sales and emotional intelligence)
- more than 550 trainees

Digital & Innovative Transilvania

TRAINING FOR MANAGERS AND HR DEPARTMENTS

- Time Management Workshop;
- Project Management Training Program;
- Innovation Management Training Program;
- Training program in Sales Management;
- Culture and Organizational Strategy Training Program;
- Emotional Intelligence Seminar;
- Training program in the Digital Product Development Strategy;
- Leadership and coaching development program;
- Workshops for Strategic Planning;
- Competence Training Program in Human Resource Management in IT;

Enterprise Europe Network

- COSME –

supporting innovative companies by providing specific services

INNOCAP

– H2020 –

Innovation Audit and support for local companies

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UIA: Cluj - Future of Works

- European Union Initiative -

developing innovative ideas, sollutionw and projects at local government level

Intelligent Romania

- POCA -

promoting a set of alternative public policies in order to increase the competitiveness of the Romanian regions

Partener StartUP

- POCU 3.7 –

Support for young entrepreneurs with financial, training and mentoring programs

ROCK

Regeneration and Optimisation of Cultural heritage in creative and Knowledge cities;

A Pan-European Network of Robotics DIHs for Agile Production

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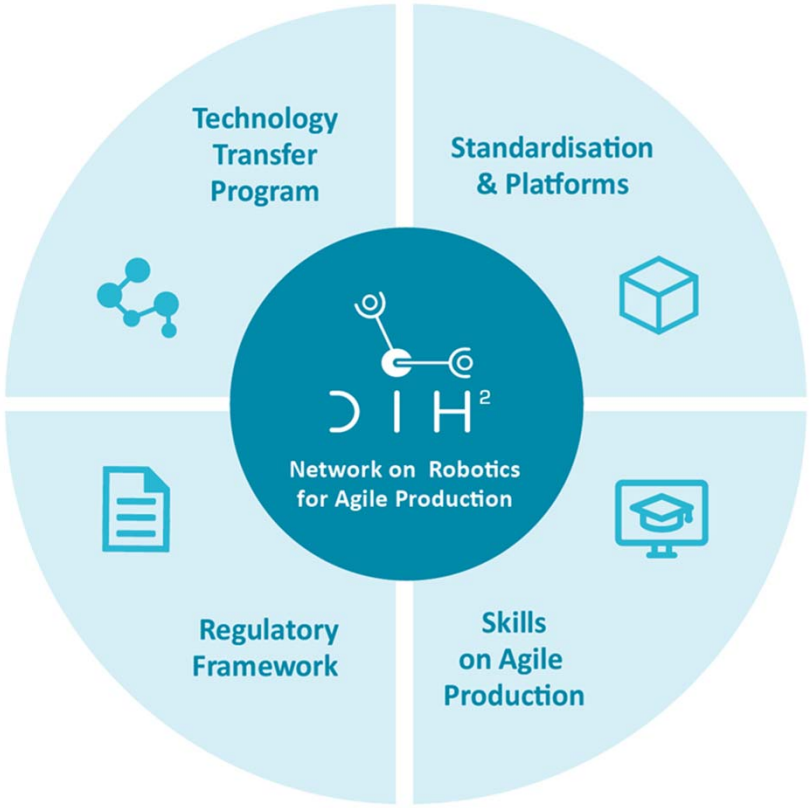
DIH² motivation

Agility Challenges (#Gap)	DIH² Network (#Pillars)	Project Results
#Technology gap #Investment gap	Technology Transfer Program	**DIH² Network for Robotic on Agile Production** 26 DIHs representing 26 EU countries More than 300,000 Manuf. SMEs reached 13,000 Manuf. SMEs directly reached 260 Agility Audits deployed 26 Technology Transfers Experiments [TTEs]
#Standardisation gap	Standardisation & Platforms	**Industrial Alliance for Robots Standardisation on AP** **Common Open Platform Reference Architecture for AP (COPRA-AP)** 26 Robotics-based Open Standard Enablers for Agile Production (ROSE-AP) 52 agreements with corporates for Industry adoption
#Skills & competencies gap	Skills on Agile Production	**MOOC Platform on Robotics for Agile Manufacturing** Skill Observatory 26 training plans implemented
# Ethics and security gap	Regulatory framework	**Central Services for ELS, Data Protection and Ciber-security issues** ELS, Data Protection & Cyber-security Vouchers 26 to 52 Reports on those issues

4 Pillars of DIH² Network



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Be best, not in, but for the world

Building entrepreneurship & sparking innovation

Supporting Digital **Transformation** & Innovation!

contact@aries-transilvania.ro

1 Dimitrie Cantemir Street,
400067 Cluj-Napoca,
Cluj, Romania

www.aries-transilvania.ro
www.transilvaniait.ro

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