Internationalisation and Commercialisation for Business Clusters and Networks (InterCom) 2013-1-PL1-LEO05-38152

Cluster Selection Process

The Lithuania Human Capital Research & Development Institute, in conjunction with partners from Poland and the United Kingdom, is implementing a Leonardo da Vinci project on internationalisation and commercialisation of business clusters and networks in Lithuania and Poland. This questionnaire should be completed by business clusters and networks that would like to participate in the InterCom project. Please return to _____ at email ___ or fax ___ by ___(date).

1. Description of Cluster

Please provide a short description of your business cluster or network. What are your main objectives and activities?

2. Membership

How many corporate and/or individual members do you have?

3. Training Commitment

The InterCom programme will provide training in Lithuania and Poland on the subjects of internationalisation of cluster activities, commercialisation, and online marketing. This includes one 3-day training and development session in Kaunas, Lithuania, and one 3-day session in Poznan, Poland. All travel expenses to Poland will be covered by the project.

	Yes	No
3.1 Will you be able to attend the training sessions?		
3.2 Are you able to participate in a training programme in English?		

4. Internationalisation

A key project objective is to support the internationalisation of business clusters as a pre-requisite for the internationalisation of cluster members.

4.1 Have you assessed your internationalisation needs or priorities? Do you have an international-isation plan? If so, what are the main objectives?

4.2 Please list your main priorities for internationalisation. Check all that apply.

	Promoting and developing exports
	Attracting international business into your country or region
	Developing joint ventures for your cluster members
	Developing subcontracting relationships for your cluster members
	Trade fair attendance as a business cluster
	Strategic partnership or twinning with other clusters
	Joint research and development projects
	Joint EU-funded projects
	Other (please describe)

4.3 Do you have any specific internationalisation projects planned in the next 24 months? If so, please describe them.

5. Commercialisation

Commercialisation refers to your business cluster or network charging your members for certain activities in order to gain income and support your cluster.

5.1 Please help us identify which commercialisation activities are currently used by your cluster. Check all that apply

	Annual Membership Fee
	Fee to participate in Trade Fairs and Events
	Advertising or Sponsorship of Trade Fairs, Events, Brochures, other
	Fee to participate in Training and Development
	Fee to Patenting or Intellectual Property Development
	Shared Services, such as Accounting, Legal Services, etc.
	Other (please describe)

5.2. Does your cluster plan to introduce any commercial services for your members in the next 24 months?

6. Project Cooperation

Are you interested in cooperating with business clusters and companies in Poland? Do you have any existing cooperation with companies in these countries?

Thank you!