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**GLOBAL  
NETWORK  
OF LEADING  
CLEANTECH  
CLUSTERS**



# INTERNATIONAL CLEANTECH NETWORK

Climate change, rapid urbanization, the depletion of natural resources and a recent global financial crisis have increased the global demand for sustainable solutions and green technologies. Cleantech SMEs (i.e., energy and environment industries) are on the international forefront, using their innovation capabilities and cutting-edge technologies to meet this growing global demand.

**BY SUPPORTING SME DEVELOPMENT, CLUSTER ORGANIZATIONS HAVE SUCCESSFULLY PROMOTED SME INTERNATIONALIZATION, THUS INCREASING EXPORTS AND GENERATING REGIONAL GROWTH IN THEIR HOME REGIONS.**

The International Cleantech Network (ICN) is an exclusive network of cleantech clusters from the world's leading cleantech regions that aims to generate new business opportunities, enhance competitive advantages and create value for companies, knowledge institutions and local authorities across cluster regions. ICN was launched in 2009 by Copenhagen Capacity, one of the founders and main partners of CLEAN, Denmark's leading green cluster. ICN is formally registered as a legal entity in Denmark.

## VISION

To be the leading global network of the best performing cleantech cluster organizations from around the world.

## MISSION

To create direct value for stakeholders belonging to the clusters, such as companies, knowledge institutions and local authorities, by using international cooperation to enhance their competitive advantages in the global market.

## RECOGNITION

The International Cleantech Network (ICN) is recognized as a leading network, having been awarded the label of European Strategic Cluster Partnership (ESCP) by the European Union. ICN thus benefits from preferential services provided by the European Cluster Collaboration Platform and is specifically recognized by other EU initiatives promoting international cluster cooperation.



# ACCESS TO OPPORTUNITIES

ICN creates value for regional stakeholders and is the primary platform for member clusters to engage in international outreach. ICN members pledge to act as strong, innovative strategic partners by collaborating on activities and sharing cross-regional business opportunities.

ICN membership enables cluster organizations to connect with thousands of potential new partners.

**“WHEN WE SPOT OPPORTUNITIES, WE SHARE THEM WITH MEMBERS AND DO OUR BEST TO FACILITATE CONTACTS WITH NEW CUSTOMERS, SUPPLIERS AND RESEARCH PARTNERS FROM OTHER CLUSTERS SO MEMBERS CAN FORM PARTNERSHIPS AND SEIZE THE FOLLOWING OPPORTUNITIES.”**

## ACCESS TO PARTNERS

- Build solid relations with key industry stakeholders (e.g., buyers, investors, researchers) who facilitate business opportunities.
- Collaborate with other clusters on inter-cluster projects.
- Partner with 3rd party organizations (e.g. UN, EU) that provide access to and funding for inter-cluster projects.

## ACCESS TO MARKETS

- Engage in further cross-regional coordination with clusters that are well-positioned, highly motivated and have strategic strengths.
- Gain market knowledge as each member serves as a one-stop entry point for its respective region.

## ACCESS TO EXPERTISE

- Share best practices for cluster management excellence.

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## TANGIBLE ACTIONS TO ACCELERATE INTERNATIONALIZATION

### ICN PASSPORT

#### International membership:

Be a member of one ICN cluster, get the membership benefits of all the other ICN clusters. For example, when an ICN cluster has access to an event or activity with a special discount for its members, all other ICN cluster members also enjoy access to the activity with the same member discount.

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#### Welcoming offices:

SMEs and other members of an ICN cluster can use office workspaces (internet, phone and printer) and conference rooms in all ICN cluster organizations while exploring market opportunities. This service is available during local working hours only and for a period of one (1) week maximum..

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#### Connections with key contacts:

SMEs and other members of an ICN cluster can request assistance from any other ICN cluster to help identify and meet potential partners, giving them premier business contacts around the globe.

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# A GLOBAL CLUSTER NETWORK FOSTERING INTERNATIONAL PARTNERSHIPS



**CLEAN**  
Denmark



**CleanTech Delta**  
Netherlands



**Écotech Québec**  
Canada



**GreenCape**  
South Africa



**Green Tech Cluster**  
Austria



**Lombardy Energy Cleantech Cluster**  
Italy



**Oslo Renewable Energy & Environment Cluster**  
Norway



**Renewable Energy Hamburg**  
Germany



**Research Triangle Cleantech Cluster**  
United States



**Sustainable Business Hub**  
Sweden



**Tenerrdis**  
France



**Tweed**  
Belgium



**Michael Johansen,**  
CLEAN, Denmark  
Head of Business Development



**Carmen Disanto,**  
Lombardy Energy Cleantech Cluster, Italy  
Managing Director



**Catherine Candela,**  
Tenerrdis, France  
General Manager



**Fred van Beuningen,**  
Clean Tech Delta, Netherlands  
Executive Director



**Alexandra Maria Almasi,**  
Oslo Renewable Energy and Environment Cluster, Norway  
Director



**Cédric Brüll,**  
Tweed, Belgium  
Managing Director



**Tobias Schwab,**  
Green Tech Cluster, Austria  
Deputy General Management



**Jan Rispens,**  
Renewable Energy Hamburg (EEHH), Germany  
Managing Director



**Denis Leclerc,**  
Écotech Québec, Canada  
President and CEO



**Jennifer Bosser,**  
Research Triangle Cleantech Cluster, USA  
Managing Director



**Mike Mulcahy,**  
GreenCape, South Africa  
CEO



**Per Simonsson,**  
Sustainable Business Hub, Sweden  
CEO

# STRONG GOVERNANCE



The cleantech clusters in ICN are all characterized by a cross-sector setup that involves SMEs and other stakeholder groups from industries like water/wastewater, waste, energy efficiency, renewable energy, smart grid, building and construction, lighting etc. Together, the ICN clusters mobilize a large variety of cleantech ecosystems.

**ICN MEMBERS MEET ON A REGULAR BASIS, KNOW EACH OTHER PERSONALLY AND HAVE DEVELOPED MUTUAL TRUST AND CONFIDENCE, ALL OF WHICH ARE KEY TO THE ORGANIZATION'S ACTIVITIES.**

Our Managers Meetings have been held in Montreal, Canada; Copenhagen, Denmark; Colorado, US; Hamburg, Germany; Singapore; North Carolina, US; and Bilbao, Spain.

## ICN STEERING COMMITTEE

### Chair

Denis Leclerc - Écotech Québec

### Vice-Chair, Finance (Treasurer)

Mike Mulcahy - GreenCape

### Vice-Chair, Governance (Secretary)

Catherine Candela - Tenerrdis

### Vice-Chair, Annual Activities & Operations

Jan Rispens - EEHH

### Vice-Chair, Strategy and Growth

Tobias Schwab - Green Tech Cluster

### Vice-Chair, Cluster Members

Michael Johansen - CLEAN

# HOW TO JOIN ICN

## ADMISSION IS GRANTED BY APPLICATION

The application must be accompanied by a completed profile demonstrating that the candidate meets the following criteria:

- Triple helix organization (companies, universities/ research institutions and public authorities)
- Track-record of being a leading cluster
- A strong base of internationally focussed stakeholders
- A large member base
- Broad focus on cleantech sectors
- International strategy for the cluster
- Willingness to dedicate resources towards ICN activities and projects

For the ICN initiative to flourish, it is important that all members share a common understanding of and

contribute to the ongoing development of the network's activities. To be selected, your cluster must meet all of the criteria above, as well as provide added-value and complementarity to the entire network.

The ICN Secretariat is responsible for presenting applications to the Board of Directors for approval.

## OBLIGATIONS

It is expected that all members will contribute to the network as follows:

- Share your network
- Actively participate in matchmaking events
- Provide news updates
- Establish common knowledge
- Meet your partners
- Benchmark your cluster

## CONTACT INFORMATION

**Copenhagen, Denmark**

[secretariat@internationalcleantechnetwork.com](mailto:secretariat@internationalcleantechnetwork.com)

[internationalcleantechnetwork.com](http://internationalcleantechnetwork.com)

