The How-To’s of running a sector-based dialogue: Lessons from a German Cluster

deENet Competence Network distributed Energy Technologies

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- Cluster Region: Northern Hesse
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Cluster Region: Northern Hesse

Northern Hesse

Five districts and the city of Kassel
Population: 1 million
Overall 45,000 companies
University of Kassel

Coherent cluster region
Distributed Energy Technologies

Sector:
Renewable Energy
Energy Efficiency
CHP
Regional Energy Concepts

Clear technology focus
How the cluster started

- The region Northern Hesse is the cradle of innovative energy system technologies.
- Since the 80s the University of Kassel and local companies are working on integrated solutions for Renewable Energy Sources (RES) and Energy Efficiency (EE).
- As a result many research institutes and spin of companies were founded in cooperation with the University of Kassel; many of them are today market and technology leader.
- Research, industry and local authorities have long term experience in joint activities in the sector.
- Northern Hesse became the leading region for technology development and innovative projects integrating RES in local energy system.

Long term cooperation experience between the key stakeholders.
In the year 2003 engaged representatives from industry, public authorities and research brought to life the initiative and founded deENet as an association.

It was a matter for them to create a common cooperation platform for economy, research & development as well as politics.

They all wanted to start with deENet the proof that the use of decentralized energy and energy efficiency potentials is not only ecological but also make sense economically.

**Engaged representatives from the public and private sector with the common interest to support the economic development of the region.**
Milestones of Cluster Development

- Growing number of active cluster members: 2003 (35) 2013 (110)
- Fostering the regional development through the implementation of the Roadmap 2020: Distributed Energy Technologies and Regional Value Creation
- More than 15,000 new jobs in the sector in the last 10 years
- German network 100%-RES-Regions / International cluster dialogue
- Foundation of research organization IdE Institute distributed Energy Technologies in cooperation with the University of Kassel

**Awards:**

- Membership German excellence initiative “go-cluster” 2007
- German Competence Network of the Year 2010
- EU Cluster Label Bronze 2012
Members and Value Chain

60% private sector, 20% public sector, 20% from R&D.
Members along the complete value chain
Organizational Structure and Dialogue Management

- **Meeting of the Members**: with matchmaking and side events (once a year)
- **Executive Board**: elected by the members every four years, 14 representatives from industry, research, public authorities and associations, regular board meetings (every 6 to 8 weeks)
- **Advisory Board**: appointed by the Executive Board, 14 representatives from industry, research, public authorities and associations, board meeting (once a year)
- **Office**: Managing Director, Cluster Manager, Project Managers
- **Working Groups**: Marketing, Energy Concepts, Further Education, Research & Development (4 times a year)
- **National Congress**: 100% RES-Regions, more than 800 participants

Structure of the cluster organization should support the dialog process between the key stakeholders. Active dialogue management of the cluster manager is needed.
Increasing number of joint activities between the members.
Thank you very much for your kind attention!

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