



CLUSTER TIC  
GALICIA

*Building a stronger economy through ICT*

Galician ICT Sector

Cluster model

Some data

Lines of action

Challenges

Best practices

**1,77%** of Galician labour force → **15.144** employees

**2.029** Galician companies

increase of **2,7%** over last year

**41,7%** high education employees

**2.240 M€** ICT sector turnover

Gross Value Added **1.149 M€** → **2%** Galicia GDP

*\* June 2013 updated figures*

# Galician ICT Sector

**8.429** ICT employees

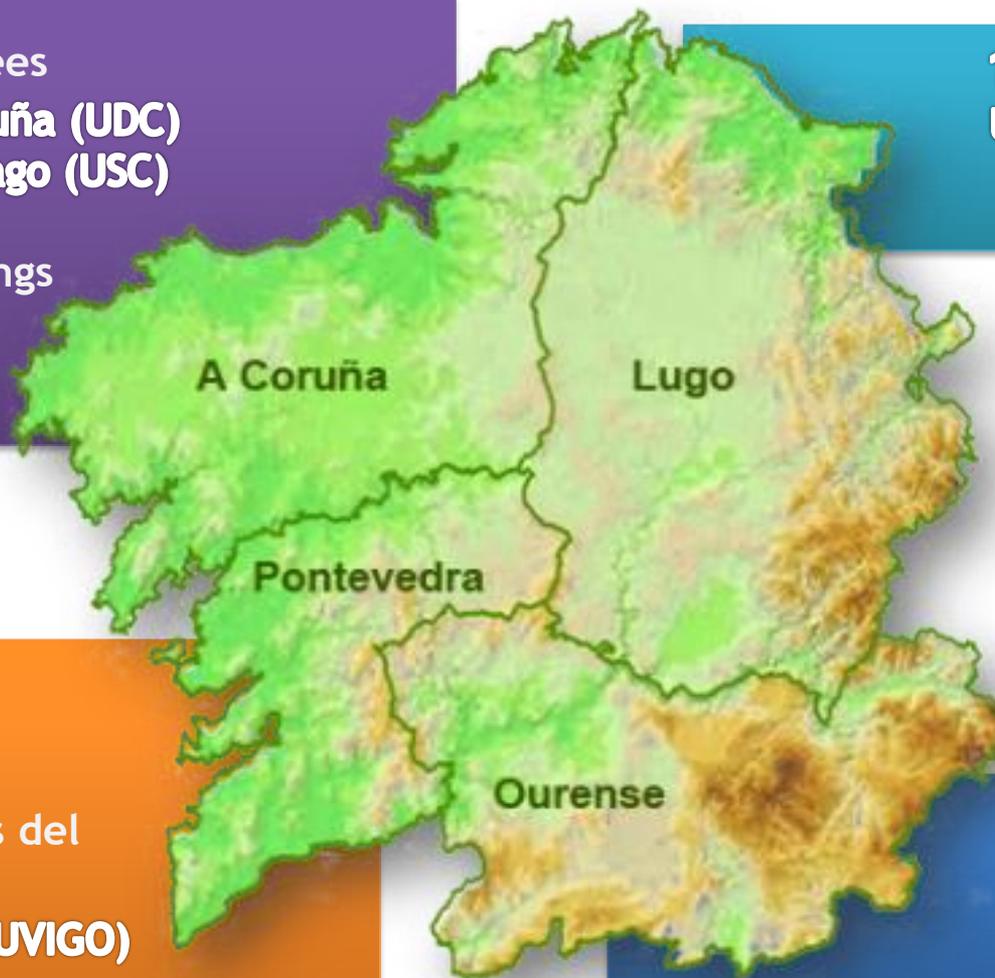
**University of A Coruña (UDC)**

**University of Santiago (USC)**

**1** R&D Centre

**2** Strategic Groupings

**1.304** ICT employees  
**USC (Campus of Lugo)**



**4.700** trabajadores del sector

**University of Vigo (UVIGO)**

**1** Technology Centre

**1** Strategic Grouping

**935** trabajadores  
**UVIGO (Campus of Ourense)**

## Technology Centres

- **GRADIANT** (telecommunications & new technologies)

## R&D Centres

- **CESGA** (supercomputing)

## ICT R&D Strategic Groupings

*(formed by ICT R&D Groups of Galician Universities)*

- **AtlantTIC** (University of Vigo)
- **CITIC** (University of A Coruña)
- **CITiUS** (University of Santiago de Compostela)

- ✓ **Demand-driven**
- ✓ **Inclusive**
- ✓ **Collaborative**
- ✓ **Strategic & value creating**

*“Represents a synergy, a dynamic relationship and a network between not only the companies that comprise the cluster but also the successful partnering of other stakeholders as the government, education and other supporting organizations.”*

*Michael Porter, “Cluster and the New Economics of Competitions”*

- ✓ Nonprofit business association
- ✓ Led by Industry
- ✓ Founded in 2008
- ✓ Regional scope
- ✓ Made up by 106 innovative companies (mostly SMEs)
- ✓ Active in the whole value chain of the ICT macro sector



## Mission

*To foster concerted efforts to increase competitiveness, innovation and opening up to new markets through cooperation with the administrations, companies and other institutions.*

- ✓ **Internationalization**
- ✓ **R&D projects promotion**
- ✓ **Marketing & Communication**
- ✓ **Entrepreneurial fundraising**
- ✓ **Regional Government Collaboration\***

*\* Synergy, dynamic relationship and network between not only the companies that comprise the cluster but also the successful partnering of other stakeholders as the government, education and other supporting organizations*

## ✓ **Internationalization**

- Help Cluster TIC members to reach other markets

## ✓ **Technology Transfer - R&D**

- Hand to hand collaboration with Technology Centres and R&D Groups

## ✓ **Smart specialization & large-scale projects**

- Collaboration between the whole value chain of the ICT macro sector

## Cluster TIC Galicia Entrepreneurs Forum

Cluster TIC Galicia is the main promoter of an annual Entrepreneurs Forum, a coordinated action dedicated to raising financing for ambitious and dynamic entrepreneurs, business oriented researchers and new technology-based firms in Galicia. Since the launch of the initiative, in 2010, more than 30 entrepreneurs participated on the annual Forums, where they had the opportunity to present, through an elevator pitch, their business projects to more than 15 Spanish and International funds.

## Technology Transfer Initiative

Cluster TIC Galicia promotes thematic events that showcase the potential of new and emerging technologies developed by Galician researchers. Every event is focused on a particular technology field and the research areas that have a direct and real impact for Galician enterprises, with a very practical approach: business representatives have the opportunity to know first-hand about the technology through live demos of projects developed by the Technology & Research Centres.

## Collaboration between ICT and Creative Contents sectors

In 2012 Cluster TIC Galicia and Cluster Audiovisual Galego (CLAG) signed a collaboration agreement to improve the interrelation between their members, launching this collaboration with a networking session where enterprises of both sectors share their previous experiences and needs. As a result of this work, an ICT & Media Working Group was created to promote R&D and innovation activities and foster synergies between the two entities and their members.



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