

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

**deENet Competence Network distributed Energy Technologies**

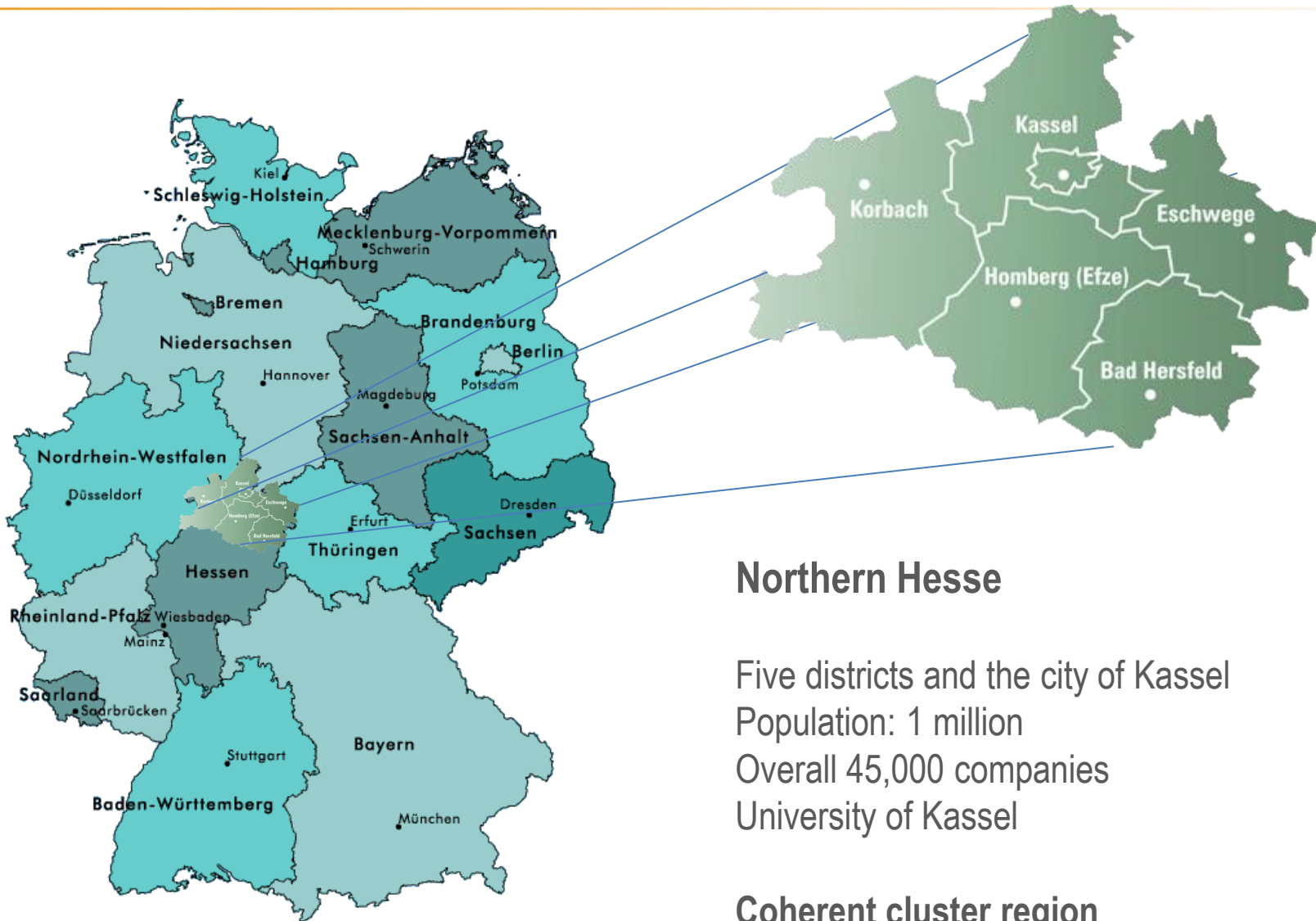
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- Cluster Region: Northern Hesse
- Sector: Distributed Energy Technology
- How the Cluster started / Foundation of deENet
- Milestones of Cluster Development
- Members & Value Chain
- Organizational Structure & Dialogue Management
- Cooperation Projects



# 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



## Sector:

- Renewable Energy
- Energy Efficiency
- CHP
- Regional Energy Concepts

**Clear technology focus**

- 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.**

- 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**



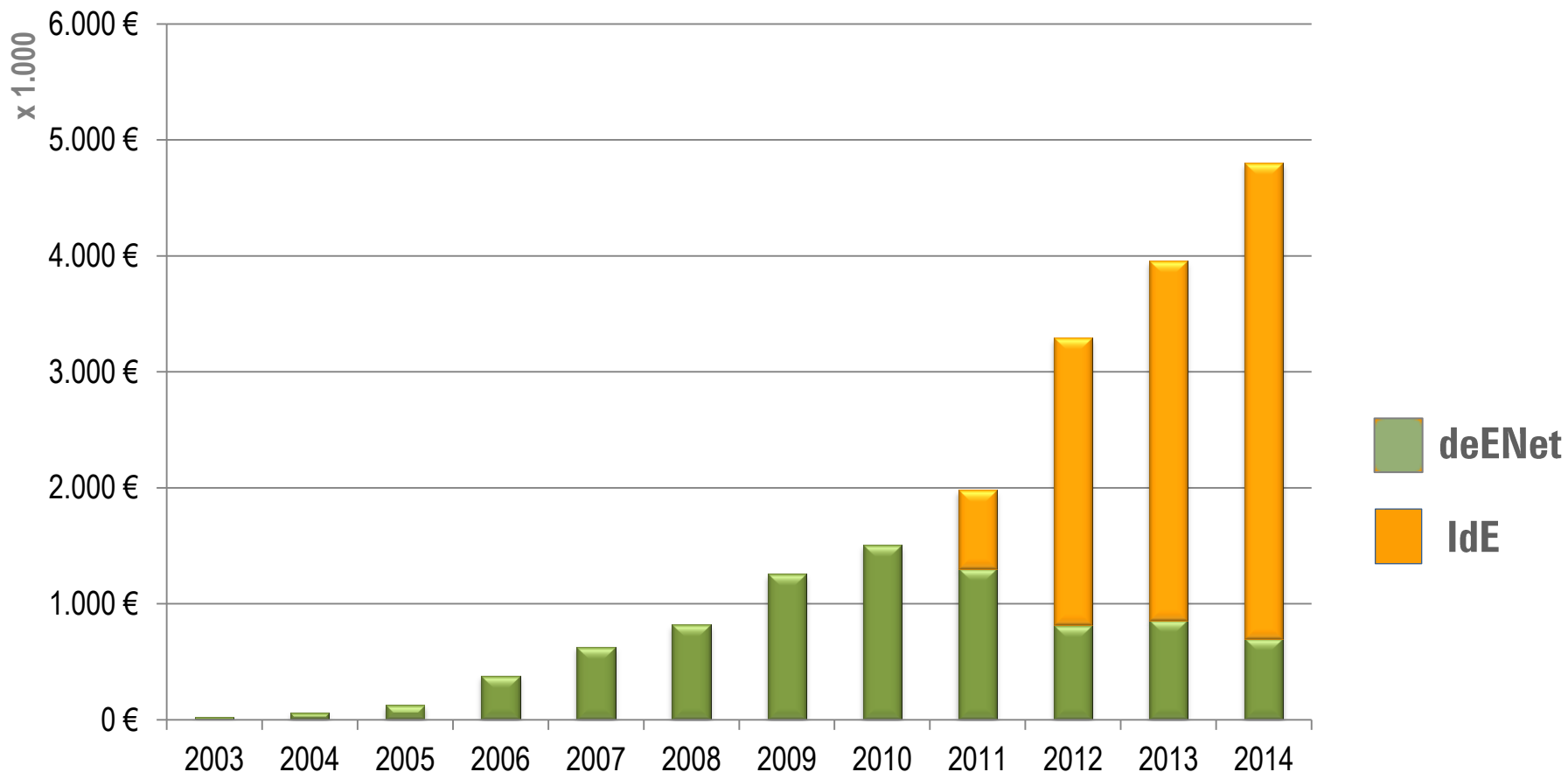
60% private sector, 20% public sector, 20% from R&D.

Members along the complete value chain



- **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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