The current cluster policy paper elaborated in the frame of a bi-lateral cooperation agreement between the German Government (represented by GTZ) and the Ministry of Economy, Trade and Business-General Directorate for Industrial Policy and Competitiveness was implemented by ZENIT company. (2009)

The Industrial Policy Document 2011-2013 has a chapter dedicated to cluster (economic agglomeration) and innovative cluster/competitiveness cluster (triple helix model)

The National Reform Program-chapter Industrial Policy and the Annexes

InovCluster project - the Sectoral Research Plan for Industry-Guide for implementation the innovative cluster concept in Romania
“Clusters are geographic concentrations of interconnected companies and institutions, in a given field. Clusters comprise a group of related industries and other entities important in terms of competition. These include, for example, suppliers of specialized inputs such as components, machinery and services, or providers of specialized infrastructure. Often, clusters extending to different downstream channels and customers and laterally to manufacturers of complementary products and the industries related by skills, technologies or common inputs. Finally, some clusters include governmental and other institutions - such as universities, standards agencies, think tanks, vocational training providers and employers - to provide specialized training, education, information, research and technical support.” Michael Porter

At EU level, innovative clusters are considered the "engine" of economic development and innovation, they represent a framework for business development, collaboration between companies, universities, research institutions, suppliers, customers and competitors located in the same geographical area (local, regional, national, trans-national). (see EU Strategy 2020 –Initiative An Union of Innovation; Initiative Industrial Policy in the Globalization Era; European Cluster Conference 2010 www.proinno-europe.eu/clusterconference2010)
Partnerships existed in Romania

- Industrial parks - 49 different industrial parks with 760 companies and 52,000 employees
- Collaboration with the Ministry of Interior Affairs
- Scientific and Technological Parks
- Business incubators (RENNIT and UNDP networks)
- Poles of excellence
- Competitiveness clusters/innovative clusters
- Clusters (economic agglomerations)
- Networking, spin-off etc
Actors in the "Four clover" Romanian model

- Universities and other educational authorities
- Institutions catalyst
- Industry / Other economic activities
- Authorities
Romanian Cluster Mapping

The clusters recognised in the cluster mapping (elaborated by GTZ-Germany) represent a good basis for pre-identifying both national elite clusters and regional clusters. The study recommends to apply a simple set of indicators. Such as:

- Share of employment in the cluster relative to total industrial employment in Romania/region
- Number of firms in the sector relative to total number of firms in RO/region
- Export value of the sector as compared to total national/regional export value

The “bottom up” approach – at regional level (a number of innovative clusters appear in several regions such as ICT, furniture, textile-clothing, automotive, agro-food, tourism, renewable energies and one “unique” cluster in maritime sector
POTENTIAL CLUSTERS IN ROMANIA

Region NW
Geothermal: Bhor

Region Center
Wood: Brasov, Covasna
Pottery: Alba
Wine: Mures, Alba

Region W
ICT: Timis, Arad
Automotive: whole region

Region SW
Tourism: Gorj, Valcea
Agro Food: southern part of the region
Automotive: Ford - Craiova

Region Bucharest-Ifov
Agro Food
Clothes, shoes, fashion
Publishing
Construction materials

Region NE
Tourism: Suceava
Agro Food: eastern part of the region

Region SE
Tourism: Constanta
Ship Building
Constanta
Logistics: Constanta

Region S
Automotive: Dacia-Arget, Dambovita
Electrotechnics: Arges, Dambovita
Tourism: Prahova
Agro Food: southern part of the region
Romanian Cluster-Tool for recovery at regional level

- The global crisis was a catalyst for change, an opportunity to leap forward in a more entrepreneurial and innovative way
- Clusters are a source of employment creation at regional/national level
- Clusters are part of strategies to boost regional competitiveness and regional development
- Clusters stimulate innovation, help companies to find resources, knowledge and technology and facilitate ideas to be turned into business opportunities
Currently Romania has a total of 19 innovative clusters (with an agreement of collaboration) and by the end of 2011 other 4 innovative clusters in aviation, shipbuilding, renewable energies and automotive will be created.
## Main Innovative Clusters in Romania

<table>
<thead>
<tr>
<th>CLUSTER</th>
<th>Field of activities</th>
<th>COD POSTAL</th>
<th>City</th>
<th>STREET</th>
<th>CONTACT PERSON</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 AUTOMOTIVEST Regional cluster</td>
<td>Automotive</td>
<td>300054</td>
<td>Timisoara</td>
<td>5, Proclamatia de la Timisoara</td>
<td>Raluca Cibu Buzac T: +40 746156513 E-mail: <a href="mailto:raluca.cibu@adrvest.ro">raluca.cibu@adrvest.ro</a></td>
</tr>
<tr>
<td>2 ICT Regional Cluster</td>
<td>ICT</td>
<td>300054</td>
<td>Timisoara</td>
<td>9, Republicii Boulevard</td>
<td>Codruta Nicolescu T: +40 741163700 E-mail: <a href="mailto:codruta.n@aries-tm.ro">codruta.n@aries-tm.ro</a></td>
</tr>
<tr>
<td>3 Dacia Renault Cluster</td>
<td>Automotive</td>
<td>110194</td>
<td>Pitesti</td>
<td>Bl D5 Banu Maracine</td>
<td>Adrian Sandu T: +40 726307979 E-mail: <a href="mailto:acarom@acarom.ro">acarom@acarom.ro</a></td>
</tr>
<tr>
<td>4 PRO WOOD Regional Wood Cluster</td>
<td>Forestry and Wood industry</td>
<td>520064</td>
<td>Sfantu-Gheorghe</td>
<td>4, Presei</td>
<td>Bagoly Miklos Levente T: +40 722367547 E-mail: <a href="mailto:bamil@mondoimpex.ro">bamil@mondoimpex.ro</a></td>
</tr>
<tr>
<td>5 Green energy cluster</td>
<td>Renewable energies</td>
<td>520064</td>
<td>Sfantu-Gheorghe</td>
<td>4, Presei</td>
<td>Vajda Lajos T: +40 551090944 E-mail: <a href="mailto:vajda@asimcov.ro">vajda@asimcov.ro</a></td>
</tr>
<tr>
<td>6 TURINN Cluster</td>
<td>Sustainable and innovative tourism</td>
<td>220037</td>
<td>Drobeta Turnu Severin</td>
<td>1, Calugareaseni</td>
<td>Prof.univ.dr.Mirela Mazilu T: +40 252329191 E-mail: <a href="mailto:mirelamazilu2004@yahoo.com">mirelamazilu2004@yahoo.com</a></td>
</tr>
</tbody>
</table>
### Main Innovative Clusters in Romania

<table>
<thead>
<tr>
<th></th>
<th>Cluster Name</th>
<th>Sector</th>
<th>Zip Code</th>
<th>City</th>
<th>Street</th>
<th>Contact Person</th>
<th>Phone</th>
<th>Email</th>
</tr>
</thead>
<tbody>
<tr>
<td>7</td>
<td>Agro-Food Regional Cluster</td>
<td>Agro-food</td>
<td>310017</td>
<td>Arad</td>
<td>5, Closca</td>
<td>Carmen Chasovschi</td>
<td>+40 722702010</td>
<td><a href="mailto:carmen@chasovschi.ro">carmen@chasovschi.ro</a></td>
</tr>
<tr>
<td>8</td>
<td>ELECTROPRECIZIA Electrotechnical</td>
<td>Automotive Mecatronics Electro-technical</td>
<td>505600</td>
<td>Sacele-Brasov</td>
<td>18, Parcului</td>
<td>Ion Marculescu</td>
<td>+40 726389368</td>
<td><a href="mailto:atpe@electoprecizia.ro">atpe@electoprecizia.ro</a></td>
</tr>
<tr>
<td>9</td>
<td>ASTRICO Textiles Cluster</td>
<td>Textiles</td>
<td>617410</td>
<td>Savinesti</td>
<td>2, Uzinei</td>
<td>Serban Stratila</td>
<td>+40 726300481</td>
<td><a href="mailto:office@astricone.eu">office@astricone.eu</a></td>
</tr>
<tr>
<td>10</td>
<td>Furniture Cluster</td>
<td>Furniture</td>
<td>540314</td>
<td>Tg.Mures</td>
<td>2, Caprioarei</td>
<td>Aurica Sereny</td>
<td>+40 744535047</td>
<td><a href="mailto:apmr@apmob.ro">apmr@apmob.ro</a></td>
</tr>
<tr>
<td>11</td>
<td>Agro-Food Cluster Bucharest</td>
<td>Agro-food</td>
<td>013813</td>
<td>Bucharest</td>
<td>6, Ion Ionescu de la Brad</td>
<td>Zaharescu Dorin</td>
<td>+40 744823288</td>
<td><a href="mailto:pactmar.executiv@gmail.com">pactmar.executiv@gmail.com</a></td>
</tr>
<tr>
<td>12</td>
<td>Tourism Regional Cluster</td>
<td>Tourism</td>
<td>5800</td>
<td>Suceava</td>
<td>15-17 Universitatii</td>
<td>Carmen Chasovschi</td>
<td>+40 722702010</td>
<td><a href="mailto:carmen@chasovschi.ro">carmen@chasovschi.ro</a></td>
</tr>
</tbody>
</table>

---

**Main Innovative Clusters in Romania**

1. **Agro-Food Regional Cluster**
   - Sector: Agro-food
   - Zip Code: 310017
   - City: Arad
   - Contact Person: Carmen Chasovschi
   - Phone: +40 722702010
   - Email: carmen@chasovschi.ro

2. **ELECTROPRECIZIA Electrotechnical Cluster**
   - Sector: Automotive Mecatronics Electro-technical
   - Zip Code: 505600
   - City: Sacele-Brasov
   - Contact Person: Ion Marculescu
   - Phone: +40 726389368
   - Email: atpe@electoprecizia.ro

3. **ASTRICO Textiles Cluster**
   - Sector: Textiles
   - Zip Code: 617410
   - City: Savinesti
   - Contact Person: Serban Stratila
   - Phone: +40 726300481
   - Email: office@astricone.eu

4. **Furniture Cluster**
   - Sector: Furniture
   - Zip Code: 540314
   - City: Tg.Mures
   - Contact Person: Aurica Sereny
   - Phone: +40 744535047
   - Email: apmr@apmob.ro

5. **Agro-Food Cluster Bucharest**
   - Sector: Agro-food
   - Zip Code: 013813
   - City: Bucharest
   - Contact Person: Zaharescu Dorin
   - Phone: +40 744823288
   - Email: pactmar.executiv@gmail.com

6. **Tourism Regional Cluster**
   - Sector: Tourism
   - Zip Code: 5800
   - City: Suceava
   - Contact Person: Carmen Chasovschi
   - Phone: +40 722702010
   - Email: carmen@chasovschi.ro
<table>
<thead>
<tr>
<th>No.</th>
<th>Cluster Name</th>
<th>Industry/Service</th>
<th>Zip Code</th>
<th>Location</th>
<th>Contact Person</th>
<th>Phone/Email</th>
</tr>
</thead>
</table>
| 13  | ELINCLUS Innovative Cluster                      | Electronics               | 700050   | Bucharest    | Ioan Plotog                 | Tel. 0040-21-3169633  
|     |                                                  |                           |          |              | E-mail: ioan.plotog@cetti.ro |
| 14  | REN ERG Cluster                                  | Renewable energies        | 520064   | Sf.Gheorghe  | Mihai Pocanschi-Director ADR| Tel. 0040740099016  
|     |                                                  |                           |          |              | E-mail: planificare@adrcentru.ro |
| 15  | ICT –Regional Competitiveness Pole Oltenia Cluster| ICT                        | 200130   | Craiova      | Gabriel Vladut              | T:+40 722715604  
|     |                                                  |                           |          |              | E-mail: office@ipacv.ro      |
| 16  | Geothermal Energy Cluster                         | Geothermal energy         | 400111   | Cluj Napoca  | Marius Cristea              | T: +40-0264-431550  
|     |                                                  |                           |          |              | E-mail: marius.cristea@nord-vest.ro |
| 17  | Cluster Traditions Manufacture Future TMV Sud Est | Textiles                  | 620133   | Focsani      | Lidia Herescu              | T: +40 731130527  
|     |                                                  |                           |          |              | Email: lidia.herescu@romconf.ro |
| 18  | REGIOFA Cluster                                  | Woodprocessing Furniture  | 535600   | Odorheiul Secuiesc | Hadnagy Zsuzsanna  | Tel 0740611110; 0266 218101  
|     |                                                  |                           |          |              | E-mail: zszi1969@yahoo.com  
|     |                                                  |                           |          |              | www.regiofa.ro               |
| 19  | Romanian Textile Concept Cluster Bucharest        | Textile Clothing          | 270      | Bucharest    | Adrian Bajenaru            | Tel 0722218121  
|     |                                                  | Footwear                  |          |              | E-mail: adrian.bajenaru@tanex.ro |

**Main Innovative Clusters in Romania**
The role of public authorities

- Cluster development is a market driven phenomenon following a bottom up approach where an entrepreneurial mindset is a key ingredient.
- Public authorities can play a role in supporting cluster development (cutting down administrative hurdles, promoting national platforms for information-sharing, support schemes – public funds and structural funds etc).
- The role must not be confused with “governance” of clusters (see collaboration agreements and partnerships as well as identifying business opportunities).
- Coordination of the activity of clusters within regional Projects (ADC; SEE Program; Danube Strategy) and European projects (CIP; INTERREG IV C, PC 7 etc).
- Facilitate the exchange of best practices with EU Member States (France, Germany, Sweden, Italy, Hungary; Slovenia etc) and candidate countries (Croatia, Macedonia etc); Norway, Japan.
Directorate for Industrial Policies
(current activities related to clusters)

Databases for benchmarking clusters using
- The European Cluster Observatory Mapping Database that is a diagnostic tool to identify clusters (employment data; export data; an innovation index etc)
- The Monitor Global Cluster Mapping Database

Collaboration in a consortium for a Cluster-based economic strategy within SEE Project (3rd call)

Collaboration with ROCA (Romanian Cluster Association) for Cluster studies

Cluster Management – training courses in partnerships with Clusterland Austria; General Electric-centre in Munich, CIP call etc

Support for SME participation in clusters by further implementing the recommendations made in the SBA revised

Financing of the clusters (exchange of best practices with Poland; Norway, Hungary etc)

Participation of clusters at international events/fairs for networks and internationalisation
THANK YOU FOR YOUR ATTENTION!

CHRISTINA LEUCUTA
DIRECTOR

Directorate for Industrial Policies
Tel 0040-21-2025199 Fax 0040-21-2025192
E-mail: christiana_leucuta@minind.ro
E-mail: christinaleu@yahoo.com