

RAILWAY CLUSTER FOR SOUTH-EAST EUROPE

Internationalization activities

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About RCSEE

- Formed in 2016
- Networks regional companies and companies interested in entering the market
- 55 members from 12 countries
- Priorities:
 - Connect regional industry and foster cooperation
 - Increase competitiveness of local industry
 - Promote local quality and innovative companies

Education, Networking and Promotion

- RCSEE organizes various events aiming at providing information and education about newest railway trends, networking regional railway industry and promoting railway industry in the third markets



Cluster Internationalization Activities

- Working on company visibility and promotion
- Organizing promotional events for regional railway industry
- Trade Missions
- Joint attendance at events
- Providing Contacts
- Encouraging mutual support between members
- Intercluster cooperation



Company visibility and promotion

- Working with our companies and partners to increase their visibility
- Organizing visits, trade missions and promotions to focused audience of industry professionals



SEE Mobility

- Fair of transport technologies and services
- First held in 2017
 - 25 exhibitors from 11 countries
 - 37 exhibitors in 2019
- 2 days event
- Held bi-annually
- More info:
<http://see-mobility.com>



SEE Mobility 2021

- [New Acceleration for Western Balkans](#)
- 40 exhibitors from 16 countries
- High profile event
- Two side events



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Trade Missions

- Organizing trade missions together with partner clusters
- Either bilateral or multilateral
- Looking for markets of interest to several companies
- Meeting important railway industry actors
- B2B meetings with SMEs



Joint attendance at events

- Began in 2019
- Finding events and markets interesting for multiple companies
- One such market is Hungary with Innorail 2019
- Future options being examined



Inter Cluster Cooperation

- Member of ERCI
- Participating in international projects provide opportunity for networking of SMEs on global level
- Europe-wide network of potential partners for Europe's Rail consortia
- Organizing events which promote local rail supply industry
- Scouting Markets
- Providing contacts
- Encouraging mutual support between members

Thank you for the attention



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