



# CORNET – Best Practice example



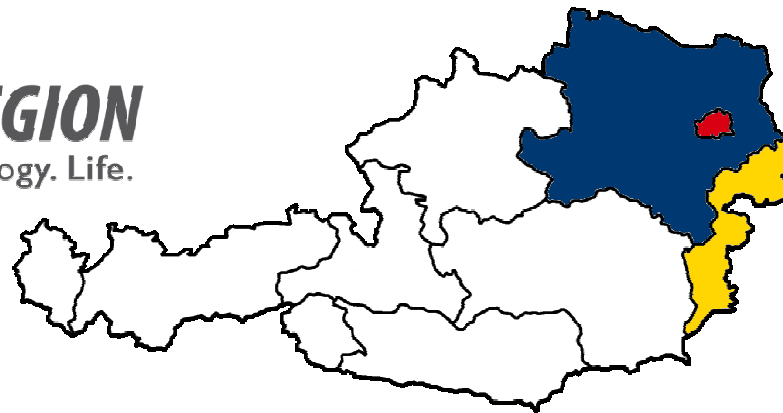
**DI Thomas Palatin**



# Vienna Region

# ACVR

Automotive Cluster  
Vienna Region



## Austria

## Vienna Region

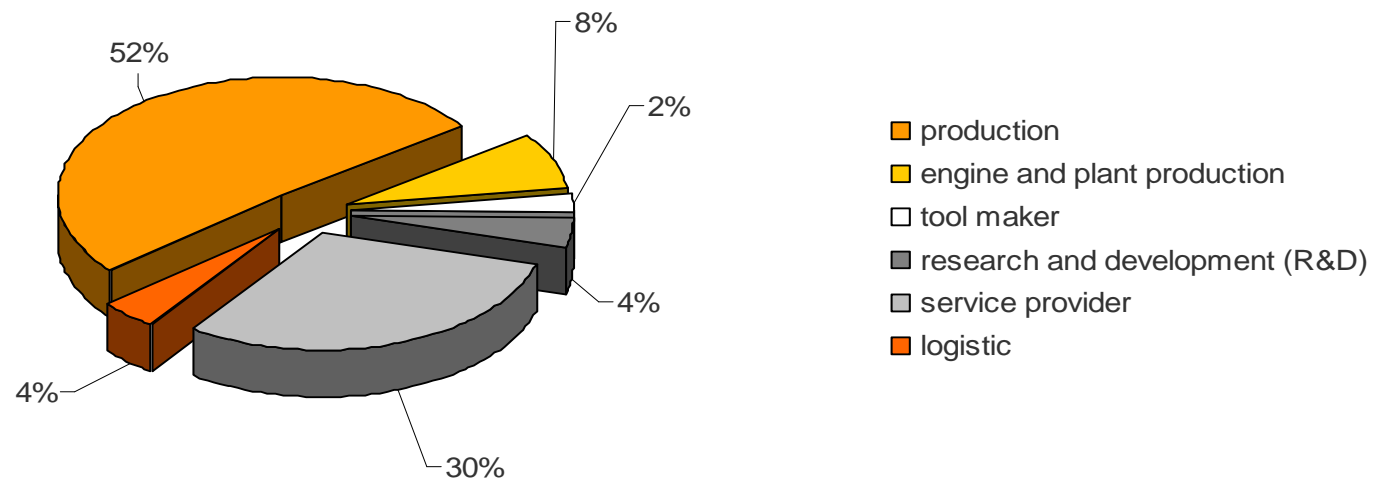
<b>area</b>	83.871 km <sup>2</sup>	23.558 km <sup>2</sup>	28 %
<b>citizen</b>	8.348.000	3.534.000	42 %
<b>GDP</b>	245 Mrd. €	111 Mrd. €	45 %
<b>GDP per citizen</b>	30.000 €	32.000 €	
<b>economic growth</b>	2,3 %	2,7 %	

# our partner members

# ACVR

Automotive Cluster  
Vienna Region

ACVR partner	123
SME partner	87 (71%)
employees in Austria	ca. 36.000
revenue	more than 6 Mrd. €



- internationalization
  - narrow cooperation with clusters in neighbor countries (SK, HU)
  - international research projects
  - information about single countries for our partners
    - e.g. Russia, China
  
- qualification
  - employees
  - training for CEOs and head of departments
  
- networking
  - information
  - events

## Why a CORNET project ?



Why did the Automotive Cluster decide to start a CORNET project?

- Start close cooperation between SMEs and Researchers
- Get our member-companies linked to companies in other countries
- A big group of companies have benefits from the research results
  - spreading results to all members
- A small group of companies (six) defined and accompanied the content of the research work
  - User Committee meetings
- Taylor made solutions for this sector

## first steps:



- Transfer idea to SME
  - First information via newsletters and emails
  - Information by phone calls
  - Design first package with researchers that can be offered to the SME
  - Result: 16 companies agreed for personal talks with presentation
    - finally 6 SME got members of User Committee-Austria
  
- Project presentation at SME
  - Give them an overview about CORNET
  - Get their special needs and prospects
    - SME have to spend TIME, MONEY and IN KIND costs !!!
    - e.g. no competitors in User Group
  
- Detailed planning of international consortium
  - Associations, Researchers, SME User's Committee
  - Write proposal for CORNET

# project data

# ACVR

Automotive Cluster  
Vienna Region



- Start: June 2006
- End: Mai 2008
- Budget: 1.200.000 €



Agency



FFG



MHEST  
Ministry of Higher Education,  
Science and Technology

Mitglied der



Otto von Guericke

Assoc.



Forschungsinstitut für  
Rationalisierung e.V.  
an der RWTH Aachen

RTO



TECHNISCHE  
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Univerza v Ljubljani



TECHNISCHE UNIVERSITÄT  
CHEMNITZ



Institut für Fertigungstechnik



LABOD



Materials and Impact Engineering

SME

21 SME

# SME at HPM project

# ACVR

Automotive Cluster  
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VALJI d.o.o. ŠTORE



Hans Paigl GmbH



Gorenje Orodjarna, d.o.o.

GORENJE ORODJARNA d.o.o.

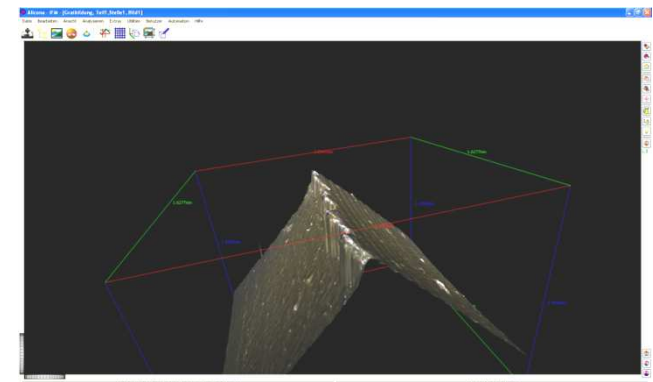
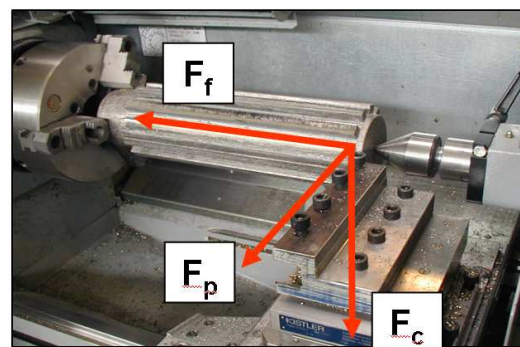
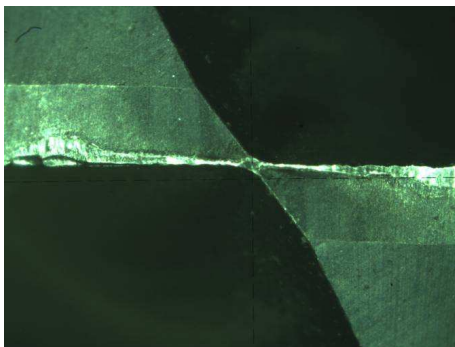


UNIOR Kovaška industrija d.d.,  
program Strojna oprema



## With the HPM-project the following improvements and aims were reached:

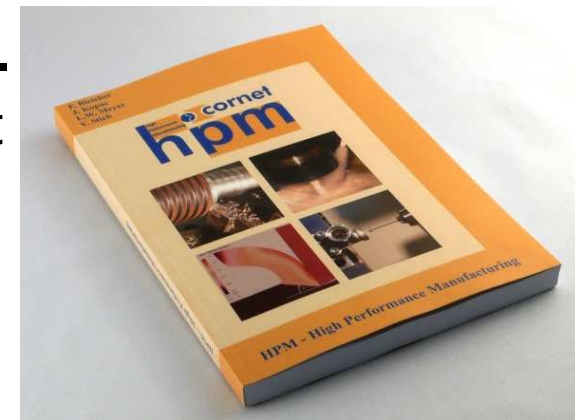
- Optimization of chip form
- Reduction of tool wear
- Improvement of surface quality (new products)
- Cost optimization
- Optimization of cutting parameters to increase precision especially in matter of forces and of thin structures.



# Conclusions



- CORNET is perfect to get highest level of research available for SME.
- Not every SME will be happy with the results. There is no guarantee for individual success.
- Sustainable benefits for SME. (e.g. new products, cost reduction)
- We found out that the participating SME often stay in contact with researchers and that they got more 'open' to new ideas and innovation.
- CORNET projects are also very positive for the Research and Technology Organizations.
- Through CORNET ACVR was able to support many cluster members.
- The ACVR recommends CORNET projects.



# Contact

The logo for ACVR (Automotive Cluster Vienna Region) is displayed in a large, stylized blue font. It is set against a background image of a road with autumn foliage.

Automotive Cluster  
Vienna Region

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