











"Katowice SEZ for years has been the driving force in the automotive industry. Companies like Opel Manufacturing and Fiat Chrysler Automobiles chose this location for their car factories, same as several dozen manufacturers of components for the automotive industry chose this place for their investments. That's why, for 9 years now, we have successively built and developed our flagship automotive cluster - Silesia Automotive & Advanced Manufacturing (SA&AM), which today associates almost 100 automotive companies. In 2019, Cluster SA&AM joined the prestigious group of Key National Clusters".

Janusz Michałek, Ph.D - President, Chairman of the Board of Katowice SEZ Co., SA&AM Program Council Chairman



"SA&AM Cluster developed a strong cooperation platform for the automotive companies, new technologies suppliers and local knowledge potential represented by research and scientific institutes. Entrepreneurs and institutions operating in the Cluster, through the exchange of experience, good practices and workshops, support each other in solving specific problems, optimizing production processes and implementing new processes and material solutions. SA&AM Cluster actively participates in the process of adapting the educational system to the needs of the automotive industry, actively supports automotive companies in their industrial transformation and creates favorable conditions for building new business relationships".

Łukasz Górecki – SA&AM Cluster Manager

# **About the SA&AM Cluster**

Silesia Automotive & Advanced Manufacturing (SA&AM) is a cluster initiative acting in support of the development of automotive industry in the Silesia Province and neighbouring provinces.

SA&AM Cluster, coordinated by Katowice SEZ - the best Special Economic Zone in Europe – supports, through its activities, the development of competences in companies and their employees and creates favourable conditions for the development and creation of new automotive investments.

SA&AM organizes 30 thematic workshops per year, jointly with its partners organizes more than 20 industry events and implements several dedicated projects, supporting companies in industrial transformation and development of human competences.

The SA&AM Cluster invites:



Automotive manufacturers



Advanced technologies suppliers and integrators



Research institutes, scientific institutes



Business Support Organizations



Universities

## **Cluster mission**

The SA&AM Cluster aims to build a strong cooperation and best practice exchange platform for companies and educational and research institutions. We believe that by cooperating within the SA&AM Cluster, the automotive industry shall gain such benefits as:

- · faster verification of external signals;
- balanced market assessment based on opinions of all partners;
- operational mobility around specific problems within specific thematic groups;
- access to jointly developed solutions;
- participation in development projects.

## **Cluster ensures**

- Continuous monitoring and identification of the needs of the companies.
- Promotion of best practices and new products, services and cooperation proposals at the Cluster level.
- Bringing together and integrating companies associated with the Cluster around practical solutions and best practices.
- Support for companies in using their technological capabilities, know-how, resources and competences to provide services to their Cluster partners.
- Support in the search for new solutions, as well as product and production process applications.

OPOLE Opole Voivodeship Voivodeship KATOWICE CRACOW Lesser Poland Voivodeship

# **SA&AM** areas of expertise and objectives

# Innovation and cooperation

Supporting industrial and industry & research consortia in business schemes, technology and engineering-related projects.

Promoting and supporting the adoption of new engineering solutions and advanced manufacturing systems (Industry 4.0).

Replicating best production management and process optimisation practices.

## Labour market and education

Strengthening cooperation between businesses and secondary schools, and universities through dual study programmes.

Providing employees with an opportunity to improve their competences in line with the standards of in-use manufacturing technologies.

Replicating best staff-management practices at various organisational level.

## **SA&AM Activities**

## **Information**

#### Newsletter

Cluster magazine, published bimonthly. Provides information related to the area of operations of the SA&AM Cluster.



# **Thematic groups**

### **Troubleshooting**

Periodic meetings organized in the form of workshops in thematic groups. Focused on solving specific problems of SA&AM members.

# **Networking**

#### **Business 2 Business**

B2B meetings held during the annual international conference "International Automotive Business Meeting".



## Thematic analyses

Conducting thematic research/analyses based on the topics requested by enterprises being SA&AM Cluster members.

# Best practice exchange

Meetings/workshops of promotional and business nature aimed at best practice exchange between cluster members.



## Science 2 Business

Meetings showcasing competences of universities and scientific units as well as initiating talks between science and business.

#### **Automotive compass**

Periodic study the trends and current ecosystem of the automotive sector

summarized in a report made available to SA&AM members.

#### **Dedicated projects**

Special national and international projects, in the area of labor market and education as well as innovation and cooperation in which SA&AM is engaged.

# **Brokerage**

The SA&AM Cluster provides brokerage services including searching for suppliers of specific services and materials.

## **Automotive Technique Center**

A virtual information platform containing scientific units offer, including research and development services, expertise and consultancy for companies in the automotive sector.

## Supplier database

Fosters new business relations between service providers and SA&AM Cluster memhers

## **Automotive Silver Expert**

A virtual networking platform that contains information on competences of experienced retired automotive experts.

# **SA&AM** special projects

## **New technologies**



"European Automotive Cluster Network for joint industrial modernization investments" aims to analyze the challenges SMEs face in the context of Industry 4.0 technology and to prepare 5 R&D projects and/or investment projects.



Automotive Sector Competence Council aims to develop solutions and adapt the education system to the needs of the automotive sector. SA&AM Cluster Coordinator is the Project partner.

**Education** 



Digital Innovation Hub/Silesian Competence Centre of Industry 4.0 – an initiative which main objective is to support SMEs in industrial transformation.



"Effective leader" - training programme coordinated by SA&AM, addressed to the Cluster Members. Project aims to develop the managerial competences at lower and middle levels of the SA&AM enterprises.



"Boost4BSO – Boosting CE Business Support Organizations capacities for I4.0 scale up support" aims to help BSO in building a comprehensive set of tools supporting SMEs in industrial transformation and to ensure efficiency and effectiveness of support services for companies.





SA&AM cluster together with the Silesian University of Technology implements:

- dual studies at the Faculty of Mechanical Engineering;
- post-graduate studies: Plenipotentiary for Technical Cleanliness. The concept and content of the Studies program have been prepared within the SA&AM Thematic Group on "Technical Cleanliness";
- Industry 4.0 MBA studies.

# **SA&AM** potential

90 members

from automotive sector in SA&AM

8 B EUR

SA&AM members turnover





30 members

from advanced technologies sector in SA&AM

2k

internships btw. 2015-2017 in SA&AM Cluster member companies





41 k

people employed by SA&AM Cluster members

80%

export intensity in SA&AM Cluster enterprises









**SA&AM Cluster Office** 

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