

## "FTD LT" CLUSTER MEMBERSHIP APPLY FORM

### 1. Information about the company

Company name			
Name/surname of contact person		Contact person phone. no. (e.g. +370 ...)	
Contact person's email		Company website address	

### 2. Area of activity

2.1 Type of economical activity			
	Manufacturing	Sales	Services
2.2 Main activity code (NACE code)			
2.3 Auxiliary activity code (NACE code (s))			
2.4 Did your company, institution carry out experimental development (product development, material adaptation, etc.) or research (R&D) (If No and do not plan - go to question 4)		Yes No, but we are planning No	
2.5 Information on performed R&D activities (insert NACE code)			
2.6 Information on the scope of R&D activities (Eur.)			
2.7 Volume of R&D activities (Eur.) Planned for new Year			
2.8 Volume of R&D activities (Eur.) Potential for 2022			

3. Direction of Smart specialization (select one option)	Priority of Smart specialization (select one option)
<b>3.1. Energetics and environmental sustainability</b>	3.1.1. Intelligent energy generators, networks and consumer energy efficiency, diagnostics, monitoring, accounting and management systems
	3.1.2. Energy and fuel production from biomass or waste, waste treatment, storage and disposal
	3.1.3. Technology for the development and use of smart low-energy buildings - digital construction
	3.1.4. Solar power plants, and the use of electricity, heat and cooling production technology
<b>3.2. Health technologies and biotechnology</b>	3.2.1. Molecular medicine and biopharmaceutical technologies for medicine and biopharmacy
	3.2.2. Advanced applied technologies for personal and public health
	3.2.3. Advanced medical engineering for early diagnosis and treatment
<b>3.3. Agro - innovation and food technologies</b>	3.3.1. Sustainable agrobiological resources and safer food
	3.3.2. Functional food
	3.3.3. Innovative development, improvement and processing of bio-raw materials (biorefining)
<b>3.4. New production processes, materials and technologies</b>	3.4.1. Photonic and laser technologies
	3.4.2. Functional materials and coating
	3.4.3. Structural and composite materials
	3.4.4. Flexible technological systems for product development and production
<b>3.5. Transport, logistics and information and communication technologies</b>	3.5.1. Intelligent transport systems and information and communication technologies
	3.5.2. Technologies / models for the management of international transport corridors and the integration of transport modes
	3.5.3. Advanced electronic content, technologies for its creation and information interaction
	3.5.4. Information and communication technology infrastructures, cloud computing solutions and services
<b>3.6. An inclusive and creative society</b>	3.6.1. Modern educational technologies and processes
	3.6.2. Technologies and processes for the development and implementation of breakthrough innovations

Information is provided to justify which thematic specificity of the selected priority the project corresponds to:

- which international research, experimental development and innovation (R & D & I) initiatives of the European Union are intended to participate and how these initiatives correspond to the thematic specificity of the chosen priority;



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#### 4. Area of activity

Year of establishment of the company	Acquired certificates, implemented quality and production management systems

#### 5. The number of employees. (Indicate the number of employees in the last column of the table and indicate the expected trend of employees over the next 3 years)

Number of employees in the company (annual average)	
Expected trend of employee change over the next 3 years	

#### 6. Knowledge of problems related to the functioning of cooperating / cluster groups

	I have no opinion	No	Yes
6.1. Are you familiar with the concept of cluster?			
6.2. Are you aware of examples of cooperative relations / clusters in Lithuania / in the world?			
6.3. Are you aware of the benefits that companies combined in the form of a cluster can receive?			
6.4. Do you think that the creation of cluster connections is beneficial for the development of the company and the regions?			
6.5. Do you think that the development of clusters could be supported by external financing instruments?			

#### 7. Market position of your company:

	Leading	One of the best	One of many
7.1. In the region, in the local market			
7.2. In the country:			
7.3. In international markets:			

#### 8. Company's competitive environment: (Score: 1- low impact to 5 - very high impact)

8.1. Which competitors is your company most afraid of in the near future?					
8.1.1. Competitors in the region	1	2	3	4	5
8.1.2. Competitors in other regions of your country	1	2	3	4	5
8.1.3. Foreign competitors	1	2	3	4	5
8.2. Company dependence on suppliers					
8.2.1. From the region	1	2	3	4	5
8.2.2. From other regions	1	2	3	4	5
8.2.3. From abroad	1	2	3	4	5
8.3. Company's dependence on customers (buyers)					
8.3.1. From the region	1	2	3	4	5
8.3.2. From other regions	1	2	3	4	5
8.3.3. From abroad	1	2	3	4	5

#### 9. Cooperation relations / cooperation important for the company

9.1. Number of cooperation connections in the region	Less than 2 2-5 6-10 20-50 More than 50
9.2. Trend in the number of connections in the region (3 years) (increase or decrease)	Increase                      Decrease
9.3. Number of connections with other regions	

9.4. Trend in the number of connections with other regions (3 years) (increase or decrease)	Increase	Decrease
9.5. Number of foreign connections		
9.6. Trend in the number of foreign connections (3 years) (increase or decrease)	Increase	Decrease

## 10. Cooperation in the sector

10.1. Which of the following activities could be carried out through cooperation between companies in the sector, and what functions should that cooperation perform? <i>(Indicate the importance from: 1 - low importance, to 5 high importance)</i>					
10.1.1 Increasing competitiveness	1	2	3	4	5
10.1.2. Absorption of new markets	1	2	3	4	5
10.1.3. Research and analysis of new markets	1	2	3	4	5
10.1.4. Cost reduction	1	2	3	4	5
10.1.5. The group has easier access to funding sources, e.g. EU funds.	1	2	3	4	5
10.1.6. Development of cooperation with local authorities	1	2	3	4	5
10.1.7. Strengthening of trust between enterprises	1	2	3	4	5
10.1.8. Informal exchange of information on markets and the ability to cooperate	1	2	3	4	5
10.1.9. Opportunity to acquire innovative solutions, opportunity to sell / acquire knowledge and technology	1	2	3	4	5
10.1.10. Opportunity to train staff for the needs of the sector	1	2	3	4	5
10.1.11. Raising the level of innovation by implementing new technologies, management systems; production of new products	1	2	3	4	5
10.1.12. Development of cooperation between business and science institutions	1	2	3	4	5
10.1.13. Easier to acquire training and advisory services	1	2	3	4	5
10.1.14. It is easier to get advice on intellectual and industrial property	1	2	3	4	5
10.1.15. Cooperation in developing a sector development strategy in the region	1	2	3	4	5
10.1.16. Strengthening communication between companies in the sector					
10.1.17. Regional brand (product) development	1	2	3	4	5

## 11. Enterprise needs and expectations

11.1. Which of the following activities do you think are most necessary in the near future? <i>(Indicate the importance from: 1 - low importance, to 5 high importance)</i>					
11.1.1. Publicity and support in the internal market	1	2	3	4	5
• Participation in fairs	1	2	3	4	5
• Creation of a company database, as well as creation of a website for the promotion of the metalworking, machinery and food industries	1	2	3	4	5
• Joint execution of orders, participation in announced tenders	1	2	3	4	5
• Execution of orders as a subcontractor	1	2	3	4	5
• Recruitment of employees	1	2	3	4	5
• Specialized staff training	1	2	3	4	5
• Marketing, publicity, advertising	1	2	3	4	5
11.1.2. Publicity in foreign markets	1	2	3	4	5
• Participation in specialized trade fairs	1	2	3	4	5
• Participation in commercial outings, cooperative fairs	1	2	3	4	5
• Advertising in sector-specific publications	1	2	3	4	5
11.1.3. Export directions	1	2	3	4	5
• European Union countries	1	2	3	4	5
• Latvia, Estonia, Poland	1	2	3	4	5
• Western Europe countries	1	2	3	4	5
• Scandinavian countries	1	2	3	4	5



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• Eastern Europe countries (Ukraine, Moldova, Kazakhstan)	1	2	3	4	5
• North America	1	2	3	4	5
• Asia	1	2	3	4	5
• Middle Eastern countries	1	2	3	4	5
• Other countries	1	2	3	4	5
If you specified „Other countries“ please clarify					
11.1.4. Other activities (please specify which?)					

## 12. Barriers to development and opportunities for action

<b>12.1. Which of the following factors constitute a major obstacle to the development of cluster initiatives in the region? (<i>Indicate the importance from: 1 - low importance, to 5 high importance</i>)</b>					
12.1.1. The reluctance of entrepreneurs to participate in such initiatives due to lack of time	1	2	3	4	5
12.1.2. Lack of financial resources for the development of such initiatives	1	2	3	4	5
12.1.3. Lack of understanding of the advantage of cluster initiatives	1	2	3	4	5
12.1.4. Lack of trust in business cooperation	1	2	3	4	5
12.1.5. The low potential of companies gathered in the sector against the background of the whole country	1	2	3	4	5
12.1.6. Companies are not yet ready to establish cooperation and constant contacts	1	2	3	4	5
12.1.7. Reluctance to establish cooperation with local authorities and local administration	1	2	3	4	5
12.1.8. Reluctance to establish cooperative relations with regional business support institutions	1	2	3	4	5
12.1.9. Lack of activity of the organization coordinating the cluster initiative	1	2	3	4	5
12.1.10. Lack of suitable projects	1	2	3	4	5
12.1.11. Fear of bureaucracy	1	2	3	4	5
12.1.12. Lack of cluster initiative development plans	1	2	3	4	5
12.1.13. Poor economic situation of the region, stagnation	1	2	3	4	5
12.1.14. Other reasons (Which?)	1	2	3	4	5
If you specified „Other reasons“, specify					

L.S.

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Date and signature

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### **Thank You.**

**Please to fill in then download and send this registration form to:** Email.: [algimanta@ftd.lt](mailto:algimanta@ftd.lt)  
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