

MEMORANDUM OF UNDERSTANDING

1- Description of the partners:

Partner 1: HTAS

The Dutch automotive industry joined forces to create the HTAS Innovation Programme. HTAS is initiated by the Federatie Holland Automotive (FHA). HTAS is an open programme in which industrial partners, knowledge institutes, both national and international, and government will participate.

HTAS is based on a common vision and policy that can be summarized as follows:

- The Dutch automotive industry chooses 'Driving Guidance' and 'Vehicle efficiency' as prime focus areas for growth and innovation.
- An 'Enablers' programme on Education, Knowledge Transfer and Business Development is needed to support innovation.
- The goal is to increase turnover from € 12 to 20 billion and employment with 10.000 FTE by 2015.

Partner 2: MOV'EO

MOV'EO is the French leading automotive cluster supported by the government and the local authorities.

MOV'EO is based in Normandy and Paris Regions around strategic test and research sites within which 70% of the French automotive R&D is carried out.

MOV'EO focuses on four fields of strategic activities:

- Energy & Environment
- Mechatronics
- Road Safety
- Mobility & Services

The strategy of MOV'EO is organized around 2 main goals: to generate R&D collaborative projects and to develop R&D activities on its area in order to encourage competitiveness among its members.

2- Context and objectives:

HTAS and MOV'EO intend to build a strategic partnership that will benefit both parties by:

- Strengthening their respective position in a highly competitive global market
- Identifying opportunities for joint cooperation in their common fields of interest.

Following their first contact, both partners have agreed to cooperate about the areas below:

- To develop R&D cooperation
- To set up each cluster competence mapping
- To share information related to all the topics of cooperation mentioned below (upcoming events, scientific articles, new facilities...)
- To develop mutual business opportunities between members
- To put specific attention on SMEs (Small and Medium-sized Enterprises) stimulation across the clusters focusing on export opportunities and R&D cooperation

3- Topics of cooperation:

The partnership between HTAS and MOV'EO focuses on Clean Tech Mobility and particularly on the following topics (See description in the HTAS Innovation Programme):

- Efficient Powertrain
- Connected Car

4- Agreement:

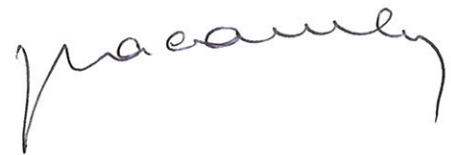
This Memorandum of Understanding is part of the clusters' respective international development policies which aim at exploring and seizing opportunities at a European level which could benefit their members including SMEs.

Done in Paris in two originals
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Signatures:



For HTAS
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Manager



For MOV'EO
Jacques LACAMBRE
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