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Partner
Success
Summit

Introduction/context
Global Life-Centered Hub

GLCH 2021/2022

Value creation

Stakeholders mapping

- Costa Rican Investment Promotion Agency and the industry.
- Executive Decree # 42334 S-COMEX-MCSP
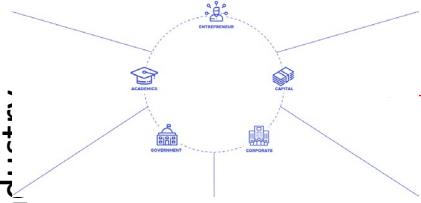
Cluster Alignment

#1
Cluster alignment process

Outcome: Report, workshops, strong cluster alignment

#3
Cluster strategy process

Outcome: Fully developed strategy, business model, KPI's and implementation plan

Cluster Strategy Process

Heat Map & Ecosystem Mapping

#2
Economic analysis and ecosystem mapping

Outcome: Report, ecosystem map

Cluster National Program

Cluster Strategy Process

"prospective research"

"Entrepreneur impact"

Developing GLCH building capabilities and strategy processes

PRE-ASSESSMENT

STAGE I

EARLY FINANCING

Hub´s Financing committee

2021

2022

Partner Success Summit

STRATEGY TOOLS

Ambition-Vision

"Create an ecosystem that improves the life of Costa Ricans by promoting innovation and unlocks the economic value of the life science/health care sector."

Who we are:

Medical Devices.
Pharmaceutical.
Bio-tech cluster.
Entrepreneurs.
Private equity.
Private medicine/hospitals.
Digital companies.
Academia.
Government.

GLCH is a project for Costa Rica:
(*nation-shaping* initiative)

- Drives a new entrepreneurial development model.

- Drives R&D and innovation capabilities at a system level.

- Strengthens STEM-based talent and advanced technical capabilities.

- Has a high economic impact potential beyond FTZ.

- Boosts the wellbeing of Costa Ricans due to new health-related solutions.
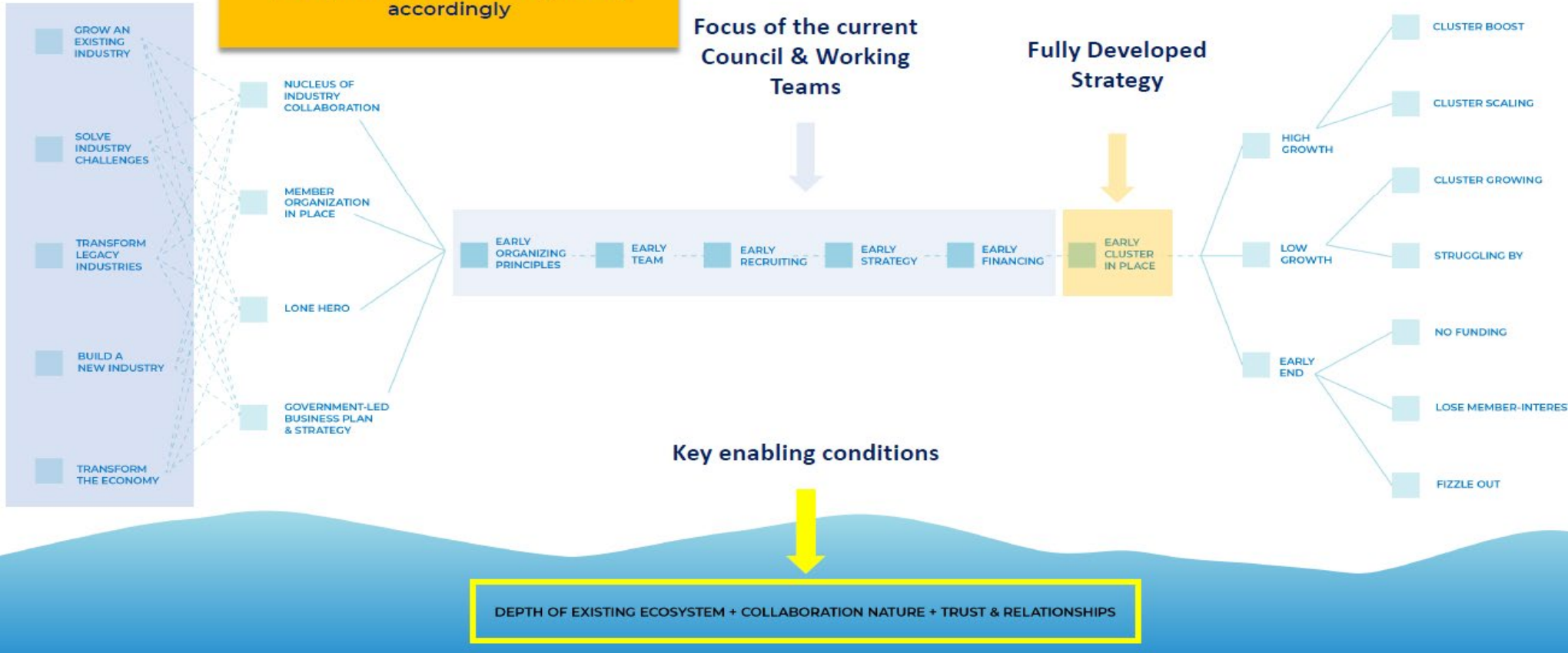
Built a roadmap

What should the cluster and its members focus on?

- GROW AN EXISTING INDUSTRY
- SOLVE INDUSTRY CHALLENGES
- TRANSFORM LEGACY INDUSTRIES
- BUILD A NEW INDUSTRY
- TRANSFORM THE ECONOMY

understand and define the GLCH starting point; manage the cluster journey accordingly

- NUCLEUS OF INDUSTRY COLLABORATION
- MEMBER ORGANIZATION IN PLACE
- LONE HERO
- GOVERNMENT-LED BUSINESS PLAN & STRATEGY

Focus of the current Council & Working Teams

Fully Developed Strategy

EARLY ORGANIZING PRINCIPLES → EARLY TEAM → EARLY RECRUITING → EARLY STRATEGY → EARLY FINANCING → EARLY CLUSTER IN PLACE

- HIGH GROWTH
  - CLUSTER BOOST
  - CLUSTER SCALING
- LOW GROWTH
  - CLUSTER GROWING
  - STRUGGLING BY
- EARLY END
  - NO FUNDING
  - LOSE MEMBER-INTEREST
  - FIZZLE OUT

Key enabling conditions

DEPTH OF EXISTING ECOSYSTEM + COLLABORATION NATURE + TRUST & RELATIONSHIPS

A clear cluster strategy should cover the following areas:

AMBITION
What is our mission and ambition?

FOCUS AREAS
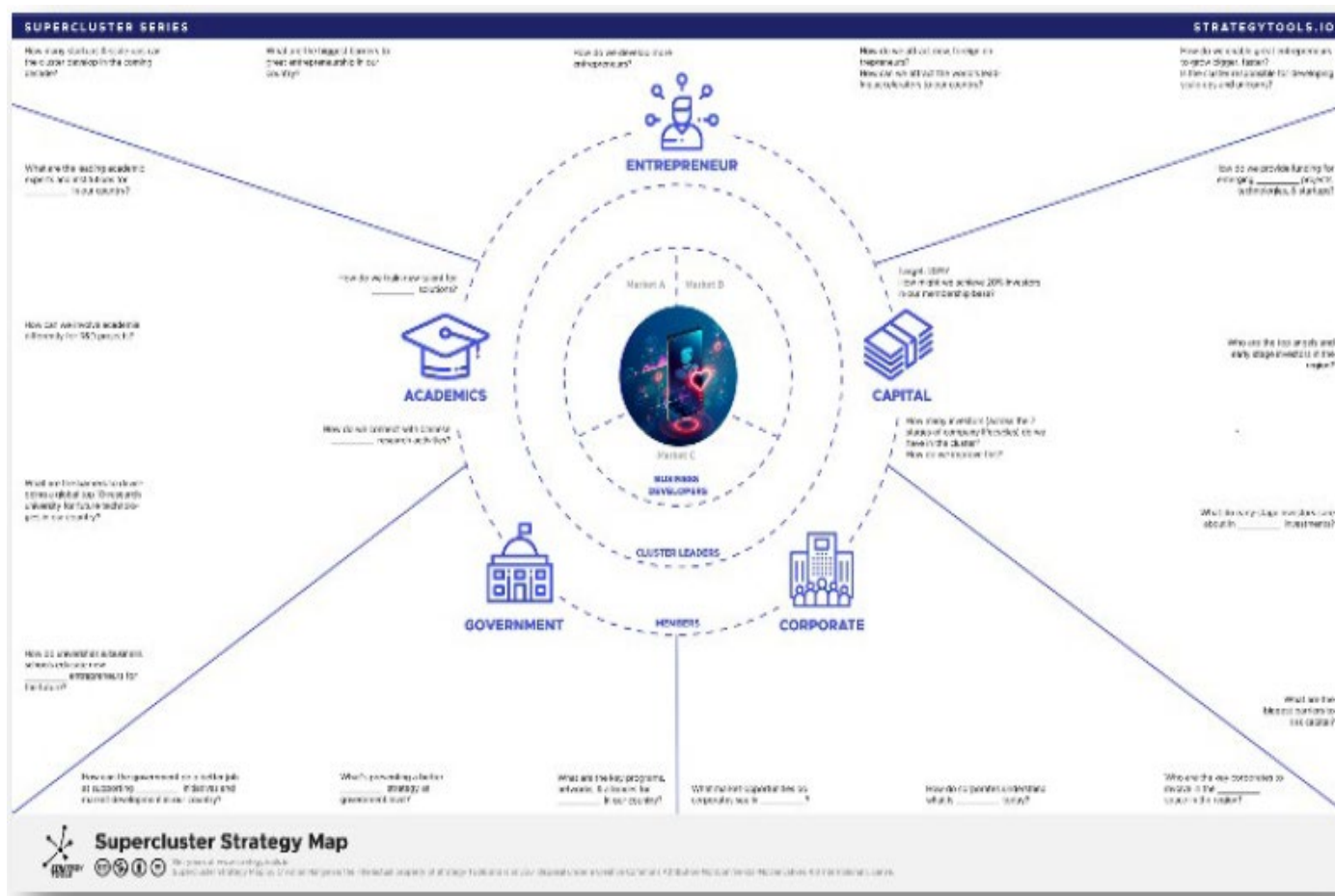What are our strategic pillars? (we often recommend five)

VALUE IMPACT
What is the value we aim to create or the impact we aim to have?

ROADMAP
What does our strategy roadmap and timeline look like?

Stakeholder analysis and alignment

Magnets that attract talent, capital, reserachers and companies

Trust-based Collaboration platforms

Private - public **Partnerships**, developed by design

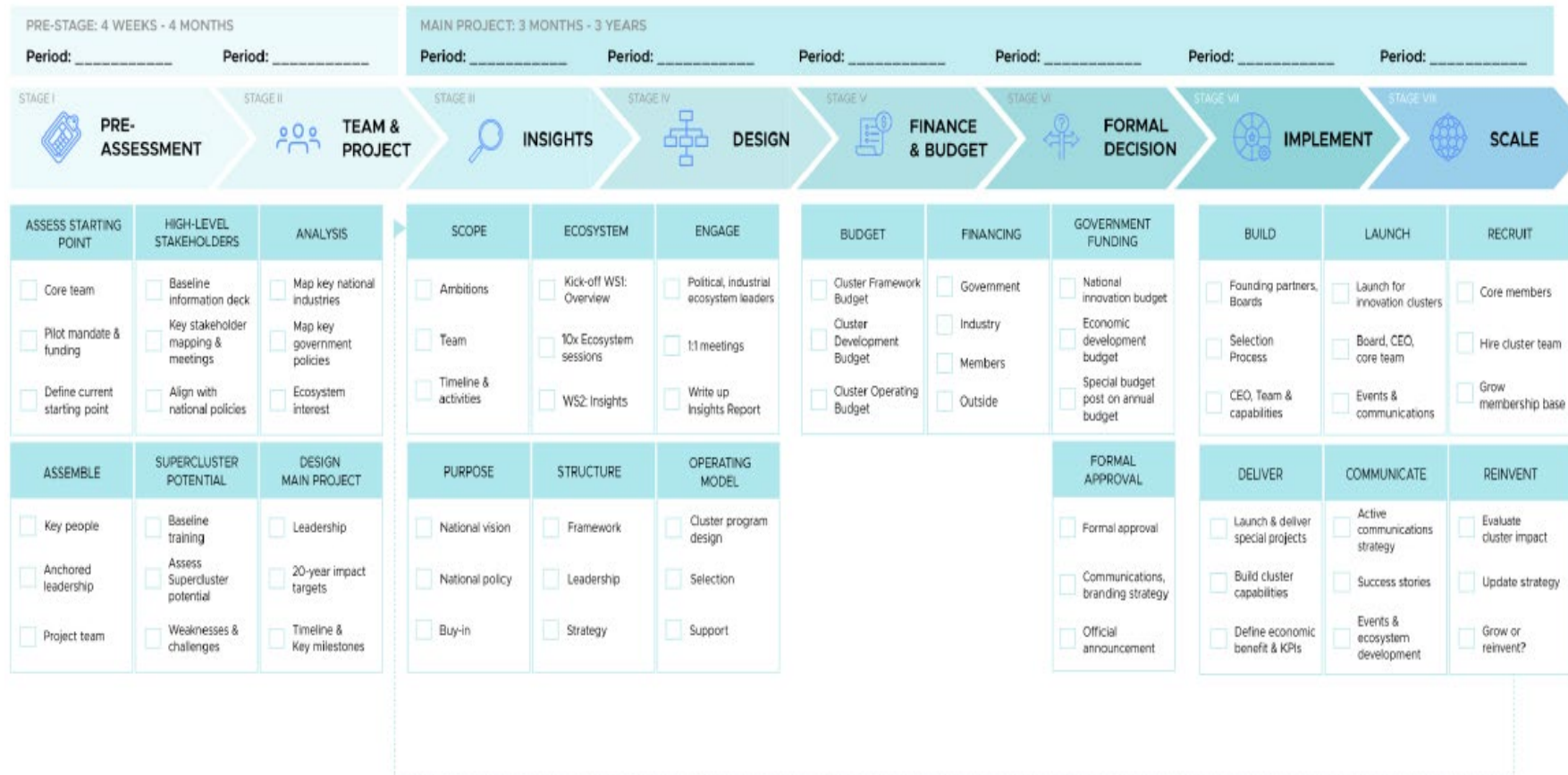**Collaboration Networks** built around the industries of the future

Solving **Industry level challenges** & opportunities

Engines of economic growth, by connecting 100´s of members and partners

Clear steps...

Conclusions

1 **Tools are highly adjustable to local conditions, industries and situations.**
Cluster National Program used them for 22 cases.

2 **Tools helps align different stakeholders based on trust.**
All needs, demands and interest are considered.

3 **Clearly sets a "secure" path independently of cluster maturity.**
Adjustable roadmap to support different stakeholders.

Muchas Gracias
Q.&A.

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