



FORTISSIMO

DIH summer school

DIH Requirements

Contact information:

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Administration

- Complete/Sign Funding Agreement Between UoE and Lead Partner
- Complete Consortium Agreement with DIH partners
 - *Enable 1st tranche of grant payments within 30 days*
- Complete deliverables
 - *2nd tranche of grant payment within 30 days of providing evidence that deliverables are complete*
- Lead partner responsible for partner reimbursement according to Consortium Agreement

Project requirements

- Activities:
 - *Business planning, workshops, open days, participation in conferences and events*
- Month 3:
 - *Interim Report*
 - *Report on Assessment of Regional Ecosystem*
 - *Communication Plan*
- Month 6:
 - *Final Report*
 - *Business Plan*
 - *Workshop reports*
 - *Use case report*
 - *Exploitation and Dissemination plan*
- Final Meeting:
 - *Presentation to commission*

Mentoring Services



- M1: Attendance at Summer School
 - *Introductory discussion*
- M1/3: FF Marketplace Engagement
- M2: Training in Business Development Skills
- M4: Training in Sustainable Business Models
- M1-M6: Advice and Support as Required
- M5 Review Final Deliverables

Business Plan

- Vision
- DIH Mission
- Analysis
 - *Industry Structural Analysis*
 - *Ecosystem Analysis*
 - *SWOT Analysis*
 - *Stakeholder Analysis*
 - *Other Actors and Players*
 - *Demand Analysis: User needs, market segmentation, market potential ..*
 - *Scenario planning – what if analysis*
- Strategic Options
- Objectives (SMART)
- Action Plan
 - *Business Model*
 - *Operating plan*
 - *Marketing and Communications plan*
 - *Sales plan*
 - *Financial plan*
- Assumptions
- Risks and Mitigation