



Workplan Outline

I4MS Robotics Projects



DIHS summary of mentoring tasks

1. Ecosystem assessment and stakeholders identification
2. DIH business models & business plan development
3. Regional workshops with SMEs
4. Feasibility studies / Use cases

This presentation will outline the guidelines and expectations under the perspective of our projects and technologies.

Regional ecosystem assessment

Task

The DIHs assess their regional ecosystems in terms of I4MS technologies (robotics, etc.) and in terms of all potential stakeholders

DIHs, do you have specific expectations or demands here?

Possible input from mentors

- ▶ Provide examples from existing work
- ▶ Provide expertise on ways how to contact relevant stakeholders
- ▶ Feedback on assessment organisation
 - ▶ Data sources
 - ▶ Assessment plan
 - ▶ Result presentation
- ▶ Feedback on assessment results and interpretations

Regional Ecosystem Assessment

I4MS sees an “Innovation Ecosystem” as complex structures formed by interactions of the participating community with an environment. A healthy ecosystem

- ▶ Can thrive and grow
- ▶ Regulates itself and adapts to market changes

General presentation and mentoring activity about how to address this horizontally.

- ▶ However, we must go now vertical (how this applies to the specific technology domain (i.e. robotics) and the specific market in the region)
- ▶ Thus we must:
 - ▶ Analyse the market size
 - ▶ Identify the challenges related to our technologies



Stakeholders

The stakeholders of an ecosystem community can be:

- ▶ Industry participants
- ▶ Start-ups
- ▶ Collaboration institutions
- ▶ Technical and business services

The community is interacting with the following environments:

- ▶ core markets as main environment
- ▶ adjacent markets from which know-how is shared



Ecosystem Assessment & Stakeholders

The Digital Innovation Hubs should take their analysis from the proposal and further focus on:

- ▶ Identifying and assessing the potential ecosystem and its stakeholders including research organizations and firms (supply and demand)
- ▶ Organizing innovation activities with local and regional administrations and industry, including an investigation about possible funding sources
- ▶ Describing a business model and their possible services
- ▶ Analyzing the added value of the DIH on regional, national and international level, especially by developing 3 use cases
- ▶ Preparing a business plan on how to develop their DIH
- ▶ Planning on how to continue after I4MS funding ends

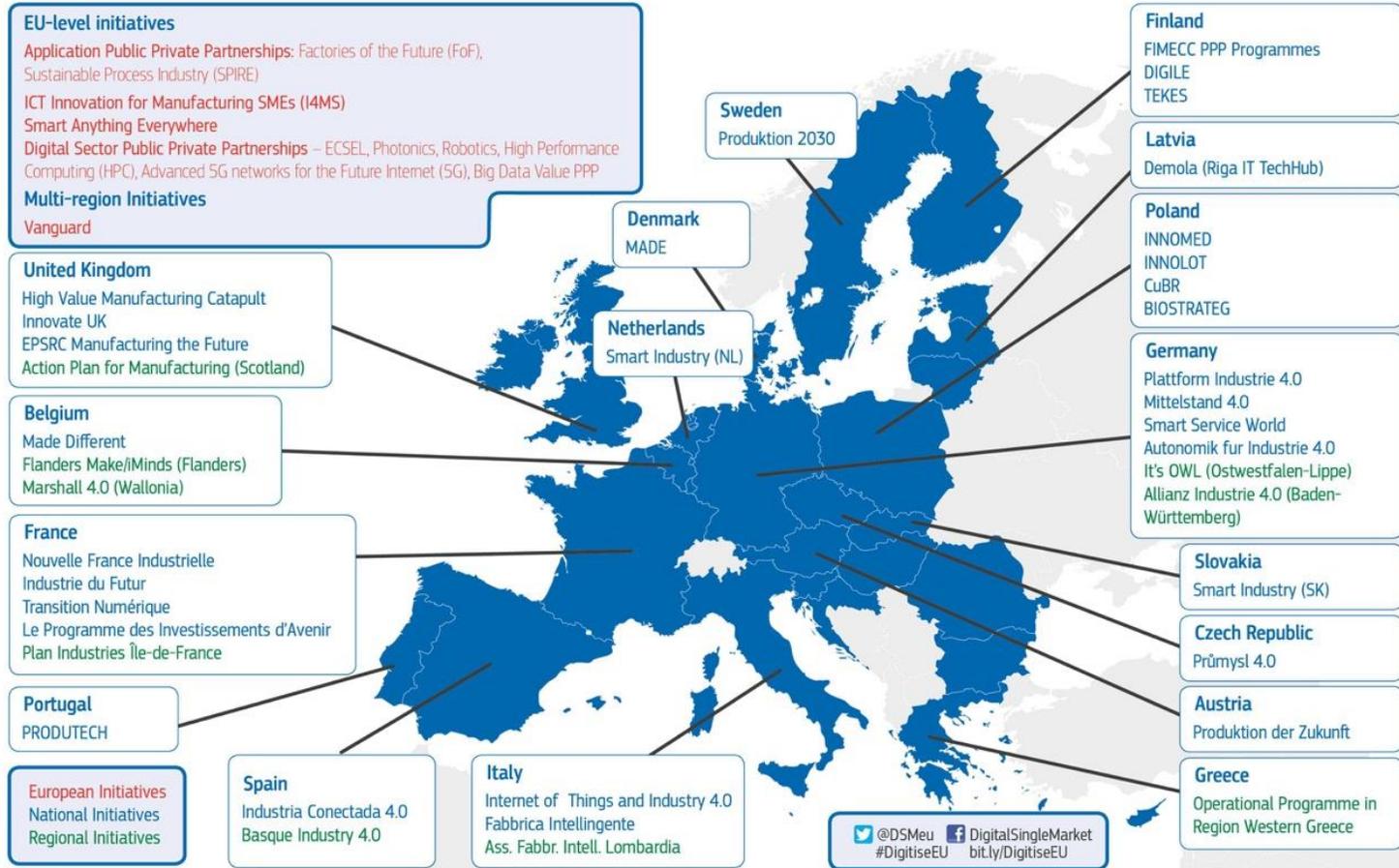
Regional Ecosystem Assessment

Regional Digital Innovation Hubs should

- ▶ use the network in their respective field to organically develop and grow the European digital innovation ecosystem for manufacturing companies
- ▶ bring new competence centers together with relevant regional manufacturing SMEs
- ▶ provide any manufacturing company in Europe with access to the most sophisticated digital technologies and competences
- ▶ help manufacturing companies to master the transition to a digital economy



Overview of European Initiatives on Digitising Industry



DIH business models & business plan development

Task

The DIHs develop a business plan for their DIH idea, including financing

DIHs, do you have specific expectations or demands here?

Possible input from mentors

- ▶ Feedback on business plan development
 - ▶ Development schedule
 - ▶ Target groups & expected results
 - ▶ Development monitoring
- ▶ Feedback on financing
 - ▶ EU funding
 - ▶ Industrial funding
 - ▶ Regional funding?
 - ▶ Other funding schemes

DIH business models

- ▶ I4MS' new business model refers to the way an organization, e.g. an SME, makes money.
- ▶ The DIH should bring innovative technology solutions in the field of manufacturing to SMEs so they can experiment and try to work out new ways to access the market.
- ▶ ReconCell and HORSE have both pilot factories that analyze the integration of new technologies into manufacturing SMEs



DIH business models

- ▶ However, we must go vertical (how this applies to the specific technology domain (i.e. robotics) and the specific market in the region and in more particular:
 - ▶ What are the stakeholders necessary that must surround the DIH
 - ▶ What the services that can be offered and which need what support of which stakeholders
 - ▶ What are the costs involved?
 - ▶ What are the potential market sources?

DIH business models

HORSE project establish COCs that are forms of DIHS. These

- ▶ Develop scenarios to demonstrate and offer access to robotics technologies and knowhow
- ▶ Design the services to offer
- ▶ Explore their position in the region and develop their relationship with SMEs
- ▶ Explore the equipment and knowhow they need to be able to support their scenarios
- ▶ Develop their sustainability plans

This experience will be the input to the mentoring process and the feedback from the DIHs is very important to the next steps

+ Support from the CSAs

Regional workshops with SMEs

Task

The DIHs prepare a workshop with SMEs to address and activate their regional ecosystems

DIHs, do you have specific expectations or demands here?

Possible input from mentors

- ▶ Examples of past workshops
- ▶ Feedback on workshop organisation
 - ▶ Planning schedule
 - ▶ Target groups
 - ▶ Invitation & agenda
 - ▶ Presentation programme
 - ▶ Live demonstration
- ▶ Invitation of additional speakers
- ▶ Feedback on workshop results

Regional Workshops with SMEs

Since the SMEs are important target groups especially in the new regions that are targeted by I4MS, these workshops should play a key role:

- ▶ To promote the concept of I4MS in the regional SMEs who have not always the chance to be informed about what possibilities they can explore
- ▶ To promote the concepts of the **Robotics projects** and their technologies to raise awareness
- ▶ To validate the requirements already identified by the projects and provide feedback to these
- ▶ To be engaged in the projects in order to follow up and potentially apply with innovative ideas in the upcoming open calls.

Mentoring on Regional Workshops with SMEs

The projects have already a way of working on these and have already started to this journey.

The mentoring process will involve:

- ▶ Material and experience of the organisation of regional workshops with SMEs
- ▶ Access to online tools to survey and support their execution
- ▶ Structure feedback reporting

Feasibility studies & use case development

Task

The DIHs develop up to three use cases of their DIH idea

DIHs, do you have specific expectations or demands here?

Possible input from mentors

- ▶ Example of use cases from our projects
- ▶ Feedback on use case selection
- ▶ Feedback on use case development
 - ▶ Development schedule
 - ▶ Target groups & expected results
 - ▶ Development monitoring
- ▶ Feedback on development results

Feasibility Studies

Feasibility studies :

- ▶ To provide an incentive to DIHs and SMEs to learn more and virtually adopt the technologies
- ▶ To analyse how these technologies can support their everyday operations, focus on solving remaining issues (potentially still unsolved by existing solutions)
- ▶ To validate the technologies in the paper and provide estimations of the feasibility

Mentoring on Feasibility Studies

- ▶ This will be based on the experience that the two projects have collected during the work with their pilot factories.
- ▶ This experience and models for the scenarios will be provided and explained during the mentoring process to apply the same approaches to the feasibility study industries.

Mentoring process

- ▶ Immediate feedback
 - ▶ via email, phone or Skype
 - ▶ at appointed times
 - ▶ on appointed questions & materials
- ▶ Visits
 - ▶ 1 day meetings
 - ▶ at mentor, DIH or in-between locations