

# Apulia Manufacturing RDMI Hub



**Region (Country):** Puglia (Italy)



**Technology:** CPS / IoT



**Introduction:** *The Hub is going to be the regional “cognitive infrastructure” for the manufacturing digitization process. The Hub is expected to implement a widespread and comprehensive integration between the Apulia SMEs and the innovation ecosystem to become a knowledge and development infrastructure, acting as a platform promoting the interaction among all the regional innovation key players: industries, research and innovation centers, technology infrastructures, training institutions, government and policies bodies.*

## Why is the hub needed?

- *The Region “Puglia” needs an hub to ease transfer of digital technologies, knowledge and their implementation to local companies. A subject that speaks the same language of both researchers and entrepreneurs. The hub should act as a “gate” facilitating the Apulian Manufacturing SMEs’ access to these technologies thus improving their operational effectiveness, enhancing their business efficiency as well as raising-up their awareness on the strategic role played by digital transformation in increasing the added value of their products/process.*

## Services:

- *Stimulation of SMEs to appreciate the advantages offered by a deep digitization process;*
- *Technological audit and definition of business innovation/digital transition pathways by:*
  - *analyzing potential technological and organizational solutions for digital transformation;*
  - *identifying possible well experienced structures for preliminary evaluation of their feasibility;*
  - *conceiving digital transformation path hypothesis and funding project proposals;*
  - *assisting companies throughout the digital transformation processes, the implementation phase, as well as the validation of the digitization path.*
- *Technological transfer and exploitation of technologies and available ready to market solutions;*
- *SMEs Human Resources Training, Education and Mentoring;*
- *Supporting new startups;*
- *Promoting access to Risk capital.*

## Partners:

- *Confindustria Bari e BAT (Industry Association), MEDIS – Distretto Meccatronico Regionale della Puglia (The Mechatronic District of Apulia Region), Politecnico di Bari (University), EXPRIVIA S.p.A (Large ICT company), Macnil Gruppo Zucchetti (ICT Company), SimNT Srl (ICT Company).*
- *The hub will act with the support of the Centro Interuniversitario I4.0 (Regional Interuniversity Centre for Industry 4.0)*

## Use cases

DIH Apulia has investigated two different Use Cases respectively:

- *a small manufacturing enterprise operating in the Wood and Furniture sector with poor access to I4.0 technologies. This use case was taken as an example of LOW digitization level territorial company representing a large number of enterprises already operating on the regional territory in the same field, thus allowing to extend the results of the study to the whole sector. Their lack of overall advanced digital technologies makes their business heavily dependent on a large global Dealers.*
- *a medium manufacturing enterprise operating in the field of Material Handling Equipment Manufacturing. This use case was taken as an example of MEDIUM digitization level territorial company, a manufacturer of automated stocking and storage systems already implementing I4.0 technologies, that would operate much efficiently focusing mainly on USP (Unique Selling Proposition) product activities while outsourcing high level commodities, even technological ones.*

## Finance

- *Funding resources will come from Partners (in-kind personnel and housing) and sales (services) that will mainly cover variable costs. There will be low necessity of investments as the Hub will be able to use local facilities made available by partners.*

## Next steps

The next activities will concern:

- *Hub legal entity founding in the most suitable form to fulfil its mission;*
- *The development of the DIH operative infrastructure for its management and the provision of services;*
- *Suitable training of DIH operative staff;*
- *Organization and fine tuning of services delivery procedures on selected representatives companies.*