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D.T1.3.1.

Benchmarking Report

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PP NO:	LP - CCIAA DL	Intermediary:	FabCUBE
PP Name:	Chamber of Commerce of Venice Rovigo Delta Lagunare		
Intermediary Description:			
<p>FabCUBE is a network originated from the will to six FabLab: Vittorio Veneto, Verona, Portogruaro, Padova, Cassola and Schio. It put online all their powers managerial and technical to furnish an itinerary of incubator to make possible the launch and the development of innovative start up, giving all the possible instruments to become a success enterprise in the global market.</p> <p>FabCube offering support to new businessman in the creation and development of their start up, by making available space, competence and resources. Every FabCube location shall make available technological equipment advanced for rapid prototyping, through which it's possible to create aesthetic prototype underlying many of business routes. Inside the FabLab there are also high level technical professionalism where that concerned basic disciplines for engineering of new services and products as information technology, electronics, mechanical engineering, design.</p> <p>In FabLab also take place educational activities, firstly concerning digital technologies (3D printing, laser cutting, programming, microcircuits,..) but also in support to the small businesses, particularly as regards innovation thematic.</p> <p>FabLab are central for the application of Industry 4.0 particularly as regards Internet of Things and the mass customizations. The FabLab belong to a global network of nearly 1000 labs present across every continent reunited in the LabFoundation led by the MIT of Boston.</p>			

Name of Service:	RocketCUBE
Description of Service:	
<p>The developed RocketCUBE supports enterprises to determine the current state in relation to Industry 4.0 as well as the target state. It's a competition Start up co-financed by Veneto Region with a view to identifying and to support the opening of new enterprises. The complex value of the program is about 300.000 €. RocketCUBE is organized by FabCube.</p>	

Description of user case and benefits for the SME and applied improvement measures:
<p>The described user case is an application of the model to an SME analysing the state of digital transformation under following criteria and operates in two phases:</p> <p>Phase A) The first phase of incubation includes a training and consultancy programmes which consists of: Participation in meeting involving experts on technical and management thematic; Access at co-working post; use of machineries at FabLab labs;-assignment of a mentor to support of the business team in the development of the business idea; free support under creation of the company.</p> <p>Phase B) The second phase of incubation includes an individual training and consultancy program which consist of: investor-day program participation for the presentation of the employer project to potential investors; access at co-working post; use of machineries at FabLab labs; access to additional services of the FabCube network; period of business practice overseas.</p> <p>STAFF: 1) Change of workflow, decision process; 2) high level technical professionalism for new services and products</p> <p>DIGITALISATION METHODS: To increase product development, implementation of 3d printers for shorter prototyping cycles and computer assisted testing. 1) introduction of 3 D printers for development; 2)introduction of laser cutting 3) planning; 4)microcircuits</p>

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DEGREE OF DIGITAZATION: Definition of digitization roadmap with next steps			
PP NO:	LP - CCIAA DL	Intermediary:	Galileo Visionary District
PP Name:	Chambre of Commerce of Venice Rovigo Delta Lagunare		
Intermediary Description:			
<p>Galileo Visionary District is the only Scientific and Technology Park located in Padova. Galileo was established in 1997 in Padua, 35 km from Venice and is a Consortium, whose shareholders are mainly public bodies: the Chamber of Commerce of Padua, the Municipal of Padua, the Padua University, a Bank Foundation (Fondazione CA.RI.PA.RO.) and Veneto Innovazione.</p> <p>Galileo’s mission consists in enhancing the competitiveness and the capabilities of local businesses through innovation. Galileo’s specializations refer to industrial, digital, communication and product design, new materials (scouting and technology transfer), startups, lean production.</p> <p>Galileo’s activities can be divided in four districts: Education, R&D, New Business and Social Innovation District; key activities for each divisions are:</p> <p>Education: Galileo operates in this area mainly through Scuola Italiana Design (SID), offering a three years course in Design and Product Communication for college-age students and training courses in new materials, early stage management and advanced industrial and web design for startups and enterprises; R&D: Galileo operates in this area supporting enterprises in their product innovation projects; main activities are: research and development in industrial and web design, business development, launch new product and service, scouting new materials in international market, technology transfer’s projects; New Business: Galileo operates in this area through Start Cube, the university business incubator, supporting the birth and development of new high-tech and innovative enterprises, providing them with rooms, equipment, tools and dedicated services. Since 2004, Galileo hosted more than 60 startups and university spinoffs. Social Innovation: we create sustainable business model and design sustainable product both in materials and in shape.</p>			

Name of Service:	<p>Scouting new materials; Consulting on new materials application; Restart in the Industry 4.0 direction; Scouting and incubation of hi-tech start-ups; Product, graphic e communication design for innovative products; Strategic consulting for innovative companies; Sustainable Business Models;</p>
Description of Service:	
<p>The developed services of Galileo Visionary Disctrict supports enterprises to determine the current state in relation to Industry 4.0 as well as the target state. Based on strategy improvement measures are derived to succeed in attaining the target Industry 4.0 state.This services brings out and identifies needs involvings multidisciplinary competences (engineers, designers, marketing specialists) and according to the needs encountered they sketch up a custom consulence. The directions could be numerous and incorporate one or more services together.</p>	

Description of user case and benefits for the SME and applied improvement measures:
<p>The described user case is an application of a model to a Start-up SME analysing the state of digital transformation under following criteria: STAFF: support of the staff in virtual aspects such as comunicate the new technology in the markets. Problems where solved by helping to implement education initiatives towards 4.0 and workflow changes in decision making.- design of the aesthetic aspect of technologies;- understanding and motivation; - Target focus (Allowance to do); VIRTUAL REALITY: -virtual Modelling;- simulation;-optimization and smart object; DIGI. METHODS: - replacement of material by digital;- Replacement of human routine work and computer assisted decision making DEGREE OF DIGITAZATION: -measure of digital value creation to material value creation;</p>

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PP NO:	LP - CCIAA DL	Intermediary:	H-Farm
PP Name:	Chambre of Commerce of Venice Rovigo Delta Lagunare		
Intermediary Description:			
<p>H-Farm is an innovative start-up designer founded in 2005. The company, in a highly synergic, way manages three business units: -H-Farm Investment which is focused on startups investment and is supported in the process by H-Farm's own accelerator and incubator; -H-Farm Industry which offers companies to guide their digitalization process; -And H-Farm Education that supplies innovative courses, mostly focused on the digital arena but not only, to corporates and individuals.</p> <p>The business model has not always been like that as H-Farm was born in fact as a accelerator-incubator that than invested its own funds in start-ups. H-farm facilitates the creation of projects that simplify the use of digital tools and services for people and companies, providing support to companies. H-Farm Industry supports italian companies in the implementation of digital processes, by accompanying them step by step in understanding the future scenarios and dynamics and in adopting processes to be competitive in a rapidly changing market.</p>			

Name of Service:	H-Industry, Advisory and Digital Transformatio; Digital Marketing; Digital Culture; Interaction Design; Front end & Frontier development
Description of Service:	
<p>The advisory and Digital Transformation Business Unit is the heart of H-Farm Industry Division and has had a significant push with the acquisition of Nuvo', a Milan-based company leader in digital business consulting sector. Digital Marketing help companies promote and and sell their products and services throught the digital channels, their goal is to make the digital communication of their customers relevant, in a data-driven perspective throughout the entire customer journey. Digital Culture team give to the companies the tools to menage knowledge and communication and organized training sessions for them. Interaction Design team are focused and are able to create digital projects both online and offline working with passion to create experiences with the right combination of technology and creativity.</p>	

Description of user case and benefits for the SME and applied improvement measures:
<p>H-Farm Industry is able to offer consultancy capabilities and other kind of add-on activities that leverage on the synergies with the H-Farm ecosystem. It is a mix of pure consulting together with "products": CORPORATE EDUCATION: which disseminate within the companies that required this service the digital culture specific to the sector. It develops knowledge, improves internal communications and leave to the management tools to digitalize the processes and the working culture; CORPORATE ACCELERATION: very synergic with the rest of the H-Farm ecosystem, consists in venture capital specific for an industry or a category and is run by H-Farm in partnership with companies. Benefits are twofold: from the customer side (the company): it will have access to a bunch of startups extremely focused on the need specified by the company itself in its brief; from H-farm side: the startups will get knowledge and very likely a way out from the companies that launched the corporate accelerator; HACKATHONS: 24-hours non-stop marathons focused on specific sectors, where developers and industry people work in teams to solve specific problems raised by companies themselves (companies pay for that, and eventually tend to incorporate the most promising startups resulting from those hackathons). STAFF: -accelerate their client's innovation advantage through an entrepreneurial mindset; -plan qualification measures per department;.-plan for awareness building per department; -Change of workflow, decision process DIGITALISATION METHODS: To increase product development, implementation of 3d printers for shorter prototyping cycles and computer assisted testing; -introduction of computer assisted testing routines. DEGREE OF DIGITAZATION: -definition of of digitazation roadmap with next steps.</p>

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PP NO:	LP - CCIAA DL	Intermediary:	t2i
PP Name:	Chamber of Commerce of Venice Rovigo Delta Lagunare		
Intermediary Description:			
t2i is a integration of projects, activities, human resources and Treviso Technology and Polesine Innovation infrastructures, by looking to act over a larger area, by facilitating the access to the services of a popular audience of enterprise. Amongst its central objectives there is the support to companies in innovation activities through the development of collaborative networks, supply of advanced services and use of financial instruments, European and local, with a special attention to Horizon 2020, the European financing program of the companies for the next 2014-2020.			

Name of Service:	Innovation, Research and financing opportunity; Networking, research and technology transfer; Funding opportunities; Internet Services and web dev.
Description of Service:	
<p>The services provided by t2i shall be aimed to the development of a enterprise culture innovation-orientated, through the activation of dissemination actions, experimentation and development complete of pilot projects supported at local or international level.</p> <p>The collaboration with University, Research Institutes (publics and privates) and being part of a international partnerships, allow the development of research projects and di initiatives of technology transfer, programmes for business growth of the local companies.</p> <p>t2i support to business by encouraging the technology transfer facilitating the research's world and identifying funding opportunities at regional, national and European level, for the applied research.</p>	

Description of user case and benefits for the SME and applied improvement measures:
<p>The described user case is an application of a model to a Start-up SME analysing the state of digital transformation under following criteria:</p> <p>STAFF: support of the staff in technology transfer. Problems where solved by helping to implement education initiatives towards 4.0 and workflow changes in decision making. -Technologies brokering and research know how; -operational support in developing of the planning idea; -understanding and motivation (Want to); -Target focus;</p> <p>VIRTUAL REALITY: -virtual Modelling; -simulation; -optimization.</p> <p>DIGITALISATION METHODS: -replacement of material by digital; -Replacement of human routine work and computer assisted decision making.</p> <p>DEGREE OF DIGITAZATION: -measure of digital value creation to material value creation.</p> <p>STAFF: -plan qualification measures per department; -plan for awareness building per department; -Change of workflow, decision process.</p> <p>DIGITALISATION METHODS: To increase product development, implementation technology intelligence and technology foresight; -introduction of computer assisted testing routines.</p> <p>DEGREE OF DIGITAZATION: -definition of digitization roadmap with next steps</p>

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PP NO:	PP2 - Alsace Innovation	Intermediary:	Chamber of commerce of Alsace Eurometropole
PP Name:	ALSACE INNOVATION		
Intermediary Description:			
<p>A Chamber of Commerce and Industry is a public institution of an administrative character placed under the deconcentrated tutelage of the State, and therefore of the regional representative of the state (Le Préfet). The Chamber of Commerce and Industry of Alsace Eurometropole represents the 60,000 companies (industry, services,...). Specialties:</p> <p>Export, Creation / takeover, Innovation, Trade, Tourism, Digital Economy, Formalities, Sustainable Development, Economic Intelligence, Economic Information. For its action in the field of digital, the CCI of Alsace Eurometropole has set up 4axes of work:</p> <p>-Digital uses : Since 2008, the Observatory of regional numerisation has been evaluating digital equipment for households and businesses. It also observes the control of the new uses of the mobile internet and the cloud since 2013.-The statistics of the digital sector; -Serious game; -Biz and Buzz: the yearly professional meeting to share and learn to exploit the digital in their activities.</p>			

Name of Service:	SERIOUS GAME - SMARTTECH SOLUTIONS
Description of Service:	
<p>The Alsace Chamber of Commerce, in partnership with the Rhénatic network and private partners (SEW Usocome, Johnson Control, Solvay, etc.) launched a serious game dedicated to the industry of the future in order to reach SMEs Approach. Intended for the leaders of industrial companies, the Game was developed by two regional SMEs : Almedia and CPC.</p> <p>This serious game allows the user to interactively discover the domains and technologies that make up the industry of the future. The concepts are presented little by little throughout the game.</p> <p>Brick after brick, technology after technology, the player builds his vision of the plant of the future and this is where the pedagogy operates. The player's choices are analyzed by the game and compared to a technological tree containing all the possible choices. It is by experimenting with different scenarios that the player understands whether his vision of the industry of the future can be valid and perennial.</p> <p>The Game is part of a global initiative initiated by the CCI and the offerers of solutions federated under the banner "Providers of Future Industry Solutions" whose objectives are among others to improve the industrial performance of production companies and to impel A dynamic business development. The 170 suppliers of solutions identified have grouped together on several axes to accompany industrial transformation towards the plant of the future: -productivity; -agility; -Human factor; -Time; -digital; -Customer relationship; -Business model; -energy; -design; -modelization. At the end of the game and according to the needs identified by the game, a summary of your Usine of the future accompanied by a list of offerers of solutions are proposed to the player in order to transpose into reality the transformation of his company towards the Of the future.</p>	

Description of user case and benefits for the SME and applied improvement measures:
<p>The serious game is divided in 4 sections: 1) my profile 2) my priority 3) my project 4) my solutions. Section 1 will be used to complete the profile of the SME (number of employees, industry, industry provider, ...), its economic area and its location. Section 2 will allow to identify the main priority of the company (optimize costs, improve business model, evolution of products and processes,...) and the issue to explore (human factor or environment). Then is section three, the SME will identify the technologies that could useful (including ICT). The process is interactive. The benefit for the SME is to identify its main priority, identifies its needs and then identify potential solutions providers.</p>

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PP NO:	PP2 - Alsace Innovation	Intermediary:	REGION GRAND EST
PP Name:	ALSACE INNOVATION		
Intermediary Description:			
<p>The Grand East Region is an administrative region that includes 3 former regional authorities : Alsace, Lorraine and Champagne-Ardenne.</p> <p>Missions and skills: Economic development, Research and Innovation, transport, territory development, Environment, vocational training, Europe (management of European structural funds FEDER, FEADER, FSE, INTERREG Upper Rhine), culture,....</p> <p>The Grand East Region has a strong industrial dimension: 88,000 craft enterprises, 163,000 enterprises in industry, commerce and services. Industry employs 23.5% of employees in private establishments. It's the second French industrial region. The Grand East Region is the 1st cross-border region of France with 4 neighboring countries: Belgium, Luxembourg, Germany and Switzerland. Its economy is already largely open and internationally oriented. It is the second French region by its trade surplus: 3 billion euros. It exports for 58 billion euros and is positioned as the 1st region in France for its per capita exports (10,457 €).</p>			

Name of Service:	DIAGNOSIS USINE DU FUTUR
Description of Service:	
<p>The Grand East Region has put in place a diagnosis that allows the assessment of the industrial performance of Alsatian companies as part of its plan of action for the future.</p> <p>An external view from a professional of the industrial organization "who leaves the leaders of the management of the daily"</p> <p>-An assessment of the actual performance, both economic (operating margin) than on the welfare at work of employees and environmental excellence of the company; -A detection of the axes of progress to become an industry of the future; -A first consensus on the avenues of improvement with a goal of capture of short-term gains; -Monitoring of indicators and performance management tools</p> <p>What the diagnosis should detect: -Capacity of the company to achieve the objectives set (industry of the future); -Capacity of the staff to carry out the actions; -Maturity of the company to engage in a process to improve its performance; What the diagnosis can lead to: - Triggering a collective awareness; -Qualify and instruct an industrial performance project; -Structure the industrial strategy of the company with an external methodological contribution led by experienced and recognized professionals in the sector; -Autonomizing the company by empowering an internal resource person, guaranteeing the continuity of the project and the continuous improvement of industrial performance; -Create the conditions for collaboration between companies in the Alsace region towards the implementation of solutions for improving industrial performance identified during the diagnosis.</p>	

Description of user case and benefits for the SME and applied improvement measures:
<p>The factory diagnosis of the future allows to analyze the situation of the company, to identify the avenues of progress in terms of production tools, organization and resources, with an estimate of potential realizable gains. A diagnosis carried out on 5 areas of intervention:</p> <p>Operational Excellence; -Robotics and automation (technological bricks); -Environmental excellence Strategy 4.0 and digital; -The human factor</p> <p>Diagnosis by experts of industrial and digital transformation of the industry of SMEs needs and setting up a first recommendations to fill in the gap to Industry 4.0.</p>

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PP NO:	PP2 - Alsace Innovation	Intermediary:	ALSACE INNOVATION
PP Name:	ALSACE INNOVATION		
Intermediary Description:			
<p>We are funded both by the regional council of Alsace-Lorraine-Champagne-Ardenne and the chamber of commerce of Alsace - Eurometropole. We support companies innovative project from idea to the market. We are active on the thematic factory of the future as well as support of projects from companies and as support of implementation of public policies (S3, SRDEII). We work with start-ups and large groups (e.g. innovation center in the automotive industry). We are member of several working groups (e.g. national WG for the European Institute of Technology / Knowledge and innovation Community/ Added value manufacturing).</p>			

Name of Service:	Approach to the digital transformation of SMEs
Description of Service:	
<p>Individual assistance to identify and study the tracks: -development of the business model and positioning of the company in a new ecosystem -optimization of operational efficiency with processes to be improved or transformed.</p>	

Description of user case and benefits for the SME and applied improvement measures:
<p>Accompaniment begins with an understanding of the company (key figures, organization, activities, products / services), positioning of the company, Product-Service / Market Segment, Strengths / Weaknesses, Ideas for Development, Business model current, Innovation approach, ability to innovate, Level of knowledge and understanding of the digital transformation of a PMI and Identifying potential levers for digital transformation. The second step: Identification of the axes of evolution / transformation: Evolution of the Business Model; Axis of evolution of the model (services, data valorisation, 360 ° customer vision, ...); Positioning the company in a new ecosystem Operational efficiency; Process to be improved or transformed (modeling, actors involved); Problems encountered (description, qualification, quantification); Synthesis of reflections and identification of potential project tracks.</p> <p>SMEs have an analysis of the selected project: Context, Content and perimeter, Ambition and objectives, Strategy and Business Value, Products / Services, Innovative digital uses, Constraints, Technico-economic uncertainties to be lifted, Definition of the objectives and perimeter of a feasibility study / model (if necessary and applicable), Impacts compared to: To corporate culture; Organization, HR and managerial practices Skills of employees SMEs have an analysis of the selected project: Context, Content and perimeter, Ambition and objectives, Strategy and Business Value, Products / Services, Innovative digital uses, Constraints, Technico-economic uncertainties to be lifted, Definition of the objectives and perimeter of a feasibility study / model (if necessary and applicable), Impacts compared to:</p> <p>General project specification; Links of the project with the general strategy / project of company; Guiding Principles and Conditions to be Met; Description of existing and target (performance, ...); Needs Expression Document to Consult Solution Providers; Presentation of the context / perimeter; The project's objectives; Concerned actors /users; Features and Specifications; Evolution, architecture /plans, environmental constraints, operability / ergonomics, safety, operation, maintenance ...); Bid analysis matrix; Comparison of offers against the selected criteria; Synthesis of points of attention; Roadmap; Planning key milestones and milestones; Definition of indicators; Identification of necessary means; Structuring of project management, Draft Change Management Plan</p>

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PP NO:	PP3 - ARII	Intermediary:	Cluster SCS Secure Communication Solution
PP Name:	Agence Régional de l'Innovation et de l'Internationalisation		
Intermediary Description:			
<p>The SCS (Secure Communicating Solutions) global competitiveness cluster has a real ambition: to become the key player in the area of Secure Communicating Solutions by covering the entire value chain of ICT, Silicon for Use (Microelectronics, Telecommunication, Software). By relying on the specialized areas of specialization (SSI) focused and differentiating: the Contactless; Networks, M2M & Mobile Services; Security & Digital Identities.</p> <p>In the service of fast growing markets: Healthcare, Pharmaceuticals, Retail, Distribution, Transport & Logistics, Banking, Insurance, Financial Organizations, Environment, Recycling, Consumer Electronics, Administration, Energy, Smart Grids...</p>			

Name of Service:	Emergence Projet et animation
Description of Service:	
<p>In addition to its role as a federator of innovative collaborative projects, the cluster offers a range of personalized services for its members: development of capital, access to test platforms, customizable watch service, training sessions on various subjects (Intellectual Property, Of the Consortium, Fund raising, ...), preparation to address the markets, contacts with potential customers and partners, international development (participation in trade shows, partnership missions) ...</p> <p>The service "Emergence Project and animation" organises some technical workshop and "Meet and Match Day". The aims is to help some big companies to explain their needs in term of Industry 4.0. The SME's explain how their technologies can be a part of the global solution and can help to do the Proof of Concept. There are 4 meeting per year for 2 technologies Big Data and IoT.</p>	

Description of user case and benefits for the SME and applied improvement measures:
<p>Thanks to those "Meet and Match Day", Activeeon (specialized company on big data acceleration calculator) meet a big group (Safran). After A Proof of Concept has been set up to speed the data traitment of the test bench platform.</p> <p>Increase the performance of the test bench platform of the Group Safran, by having a better analisys of the big Data.</p>

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PP NO:	PP3 - ARII	Intermediary:	Agence Régional de l'Innovation et de l'Internationalisation
PP Name:	Agence Régional de l'Innovation et de l'Internationalisation		
Intermediary Description:			
<p>The Regional Agency for innovation and internatinalisation of the SMEs is focus to strength our regional economic development through 2 main strategies :</p> <ul style="list-style-type: none"> - Regional Strategic Large Projects Program: Future Industries – Smart Grids – Smart Cities – Naval Industries - etc - SME Growth Acceleration Programs : helping SME to growth by internal, external and international development. 			

Name of Service:	Program Department
Description of Service:	
<p>The agency made an initiative to support the performance of our SMEs.</p> <p>In the initial phase, a 2-day diagnosis of the company concerns:</p> <p>Industrial performance with a specific focus on the production equipment (traceability, flexibility, quality), industrial organization (productivity, customer relations, suppliers and subcontractors) and human resources (indicators, standards of management, monitoring of actions, problem solving)</p> <p>The integration of digital technologies in industrial processes</p> <p>Opportunities for economic development through digital technologies. Impact on the business model.</p>	

Description of user case and benefits for the SME and applied improvement measures:
<p>The program gave to SMEs a first digital Intelligence and help them to understand the opportunity to go on new technologies applied to industrial performance and business.</p>

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PP NO:	PP3 - ARII	Intermediary:	Centre Technique des Industries Mécaniques - CETIM
PP Name:	Agence Régional de l'Innovation et de l'Internationalisation		
Intermediary Description:			
<p>The Technical Centre for Mechanical Industry was created in 1965, upon request from mechanical industry companies in order to provide companies with means and competences to improve their competitiveness, take part in standardisation, establish a relationship between scientific research and industry, promote technical progress, provide assistance to improve performance and guarantee quality.</p>			

Name of Service:	CETIM - Services department
Description of Service:	
<p>Provision of services is a natural complement to collective actions and projects. The Services Department includes consultancy, engineering and test actions.</p> <p>The department did a collective action call "Robot Start PME " - It consists of :</p> <ul style="list-style-type: none"> - conducting an opportunity and faisability study , - helping to write the spécification, - assisting the choice and participating to the investment for a production Robot. <p>This collective action helps several SMEs to invest in a robot.</p>	

Description of user case and benefits for the SME and applied improvement measures:
<p>For example, the company MF Bougie, specialized in manufacturing "design candle" bough a new robot to increase the quality of the product. This robot place with high precision the cord in the center of the candle.</p>

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PP NO:	PP4 - TPLJ	Intermediary:	GZS - Chamber of Commerce and Industry of Slovenia
PP Name:	Technology park Ljubljna		
Intermediary Description:			
GZS - Chamber of Commerce and Industry of Slovenia, is the largest, strongest and most influential link of the economy in Slovenia. It represents the interests of businesses in their relations with the government and trade unions as well as ensuring the conditions for economic development. Key responsibilities are to improve the business environment and advocate greater economic growth. GZS has organized as network which covers all regions of Slovenia as well as industries. In addition to lobbying activities it offers a wide range of services of business support for companies at home and abroad.			

Name of Service:	DigitAgenda
Description of Service:	
<ul style="list-style-type: none"> - Establish a digital Slovenian coalition, which will connect the economy, public administration and research and development organizations as stakeholders in the development of the digital economy - Adoption of a strategy and action plan for digitization, including the establishment of a broadband network as priorities by mid-2017, - Prepare measures to increase general awareness of the importance of the development of digitalisation, - Establish a partnership between the state and the ICT industry in order to develop reference digital products such as demonstration projects for subsequent marketing in the global market. 	

Description of user case and benefits for the SME and applied improvement measures:
<p>Slovenian Chamber of Commerce aims to help its members, especially small and medium economy (SMEs) and support them in a simple, economical and effective digital transformation.</p> <p>'- Digitization Services of GZS:</p> <ul style="list-style-type: none"> - digitization of official documents, - eServices support - Linking service associations and chamber - introduction of added content, and information portals <p>'The aim of DigitAgenda is to implement the following measures:</p> <ul style="list-style-type: none"> - Raising Competence: organization of trainings and consultancy in the field of digitization. - Financing: assistance in obtaining public and other funding digitization of business and internationalization of SMEs (GZS proposal: funding voucher). - All in one place: all services in one place to simplify interactions with the state. - Standardization: validation and enforcement of global and local EDI standards, and support for SMEs in their introduction (Industry 4.0). - Internationalization and joint ventures: A digital exhibition and Sales salon (Show Room) for the Slovenian economy.

SMART-SPACE – Deliverable D.T1.3.1 Benchmarking report

PP NO:	PP4 - TPLJ	Intermediary:	Ministry of Economic Development and Technology (MGRT)
PP Name:	Technology Park Ljubljana		
Intermediary Description:			
<p>GZS - Chamber of Commerce and Industry of Slovenia, is the largest, strongest and most influential link of the economy in Slovenia. It represents the interests of businesses in their relations with the government and trade unions as well as ensuring the conditions for economic development. Key responsibilities are to improve the business environment and advocate greater economic growth. GZS has organized as network which covers all regions of Slovenia as well as industries. In addition to lobbying activities it offers a wide range of services of business support for companies at home and abroad.</p>			

Name of Service:	S4
Description of Service:	
<p>Through Strategic Innovation Partnership will promote increased joint venture companies in development projects in the fields of RDI, development of human resources, the creation of new value chains in Slovenia and increased volume of joint appearances on foreign markets. The aim is to establish SRIP in all priority areas of the current Smart specialization strategies S4.</p> <p>SRIPs are innovation clusters that represent structures or organized groups of independent parties (eg. Innovative start-ups, small, medium and large enterprises as well as organizations to disseminate the research and knowledge of non-profit organizations and other related economic actors).</p>	

Description of user case and benefits for the SME and applied improvement measures:
<p>SRIP partnerships will be providing integration services in the field of RDI contributed to the successful and ambitious move of the Slovenian economy to global markets and thus directly contribute to the objectives of smart specialization strategies S4. Including the area of digitalisation, which mainly include: Smart Cities and Factories of the Future (Industry 4.0)</p> <p>SRIP's purpose is to strengthen the research-development-innovation networking business, research organizations and other relevant development stakeholders working in the specific field of application (S4).</p> <p>The main goal is to blend in with global trends, chains and markets with a focus on breakthrough new technology and product direction. Providing comprehensive support environment for MPS, including the development of human resources.</p> <p>According to strategies of SRIPs applied improvement measures are:</p> <ul style="list-style-type: none"> - establishment of a horizontal network in each area (smart cities, digitization, factories of the future, ...) with the aim of closer development integration of stakeholders, - to increase the volume of joint ventures in development projects in the fields of RDI, - development of human resources and marketing, - establish a greater number of value chains in Slovenia - increase the joint appearance on foreign markets, - effectively contribute to knowledge transfer, networking, dissemination of information and cooperation between enterprises and other organizations in the cluster.

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PP NO:	PP4 - TPLJ	Intermediary:	Ministry of Public Administration
PP Name:	Technology Park Ljubljana		
Intermediary Description:			
<p>The Ministry of Public Administration performs tasks in the fields of public administration, the systemic regulation of organization and functioning of public sector management, information communication systems and provide the electronic government services.</p> <p>Ministry care for digitized operations of business with public administration and the links between the economy, the public sector and educational institutions in the direction of smart society</p>			

Name of Service:	Slovenian digital Coalition
Description of Service:	
<p>Digital Slovenia is coordinating, coordinative and consultative body that operates in the area of digitalisation of business and industry, smart cities, e-business, e-skills and e-inclusion, cyber security, Internet and other areas of development of the digital society.</p>	

Description of user case and benefits for the SME and applied improvement measures:
<p>Slovenian digital Coalition (digitalna.si) is working on the development of cross-sector multiplier effect that will accelerate the development of the digital society and enable the use of the development opportunities of ICT and the Internet for SME.</p> <ul style="list-style-type: none"> - increase economic performance and employment opportunities, - achieve synergy and inter sectoral, multiplikativnih developmental effects - increased use of ICT solutions, services and infrastructures - raising general awareness of the importance of ICT - sustained, systematic and focused investment in the development of the digital society - high-speed access to the open Internet <p>According to Digital Slovenia will be implemented the following measures:</p> <ul style="list-style-type: none"> - accelerated development of the digital society - development of digital literacy and promoting the use of ICT for the new digital service - adapt the educational system to the needs of the digital age - training of personnel for the digital service – industry - Integration of stakeholders of the digital economy - the creation of new digital jobs - Digital Economy - digital growth - promotion of e-commerce

SMART-SPACE – Deliverable D.T1.3.1 Benchmarking report

PP NO:	PP5 - bwcon	Intermediary:	Cross-Cluster Industrie 4.0
PP Name:	bwcon GmbH		
Intermediary Description:			
<p>Three of the most successful clusters in the region with high affinity to Industrie 4.0, the top cluster microTEC Südwest with its competence in sensor technology and cyber-physical systems, the ICT and green-oriented network Baden-Württemberg Connected (bwcon e.V.) as well as the Virtual Dimension Center (VDC) Fellbach Virtual Engineering have banded their expertise and creating a common platform for the SME sector, the Cross-Cluster Industrie 4.0.</p>			

Name of Service:	Cross-Cluster Industrie 4.0
Description of Service:	
<ul style="list-style-type: none"> - Information and technology transfer - Cooperative management with the objectives of cross - thinking and trend screening -Innovative workshops to initiate joint collaborations and development projects - Support in the fields of subsidies, applications and business model development based on individual offers - Provision of co-financing and external consultancy on I 4.0 	

Description of user case and benefits for the SME and applied improvement measures:
<p>Benefits for SMEs are for example events to promote information and technology transfer, innovative workshops for ideas and project generation, individual consulting by the management of the three participating networks and mediation of experts on topics such as funding, application or business model development. In order to better interdisciplinarity for all stakeholders and to facilitate access to the topic, Cross-Cluster Industrie 4.0 brings the experts of the three networks together under one roof.</p>

SMART-SPACE – Deliverable D.T1.3.1 Benchmarking report

PP NO:	PP5 - bwcon	Intermediary:	Baden-Württembergischer Handwerkstag e.V. (BWHT)
PP Name:	bwcon GmbH		
Intermediary Description:			
<p>The BWHT is the umbrella organization for handicraft organizations in the country. Its task is to carry out the interests of the Baden-Württemberg handicraft against the state parliament, the state government, the parties as well as other bodies and associations.</p> <p>In particular, the BWHT has the task of drawing up a uniform drafting of wills of the handicraft organizations of Baden-Württemberg in all fundamental questions, to comment on all fundamental matters concerning the craft and to represent them. The BWHT business unit serves as an operational instrument.</p>			

Name of Service:	Mittelstand 4.0-Competence Center Stuttgart
Description of Service:	
<p>The project, which was launched in December 2016, is funded by the Federal Ministry of Economics and Energy within the "Mittelstand 4.0 - Digitale Produktions- und Arbeitprozesse" initiative. The competence center, which is embedded in a nationwide network, is managed by a project consortium headed by the Fraunhofer Institute for Labor and Organization (IAO). The SME 4.0 Competence Center Stuttgart supports SMEs as well as tradespeople in the testing and introduction of digital technologies and applications. The offer is aimed at the medium-sized preparation of 4.0 applications and digitization solutions, the goal-oriented competence and knowledge building as well as the implementation in concrete projects. This is done at the Stuttgart and Karlsruhe locations in the three penetration stages demonstration, qualification and implementation. The focus here is on Smart Mobility, Smart Production, Smart Building and Smart Health. BWHM's scope of work within the scope of the project is primarily the development of specific training and learning concepts as well as the execution of a total of 90 crafts-related digitization checks. The situation analyzes are used to determine the company-specific degree of digitization, with the development of potential development potentials as well as potential fields of action and proposals for solutions being presented to the companies in a final results report. In the final talk, the crafts companies are finally picked up where they are in their everyday business. In addition to sensitization to the issue of digitization, the motivation to conceive and realize individual steps and to use the developed offers is first and foremost. The support offer is free of charge for craftsmen.</p>	

Description of user case and benefits for the SME and applied improvement measures:
<p>The benefits for SMEs will be primarily the development of specific training and learning concepts as well as the execution of a total of 90 crafts-related digitization checks. The situation analyzes are used to determine the company-specific degree of digitization, with the development of potential development potentials as well as potential fields of action and proposals for solutions being presented to the companies in a final results report. In the final talk, the crafts companies are finally picked up where they are in their everyday business. In addition to sensitization to the issue of digitization, the motivation to conceive and realize individual steps and to use the developed offers is first and foremost. The support offer is free of charge for craftsmen. The project was launched in December 2016 and the Competence Center opened at the end of March 2017. Therefore, there are no usecases available yet.</p>

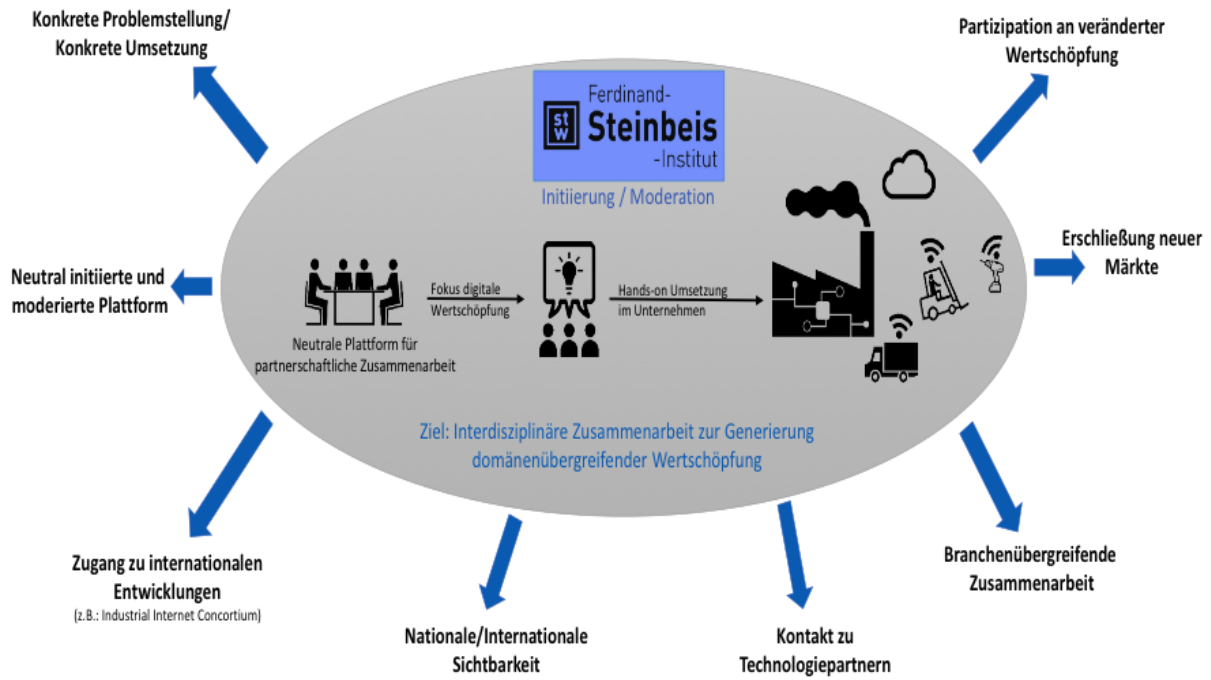
SMART-SPACE – Deliverable D.T1.3.1 Benchmarking report

PP NO:	PP5 - bwcon	Intermediary:	Industrial Internet Consortium (IIC), German Country Team
PP Name:	bwcon GmbH		
Intermediary Description:			
<p>The Industrial Internet Consortium (IIC) was founded in March 2014 by AT & T, Cisco, General Electric, IBM and Intel, and is now open to over 200 members from 26 countries. The aim of the IIC is to accelerate the development of Industrial Internet as the Internet of things and services in the "commercial" environment. This is done through the coordination of initiatives in which requirements are raised and specifications for new (Internet) protocols and standards are developed. The focus is on the creation of cross-domain interoperability and interconnectivity. For this purpose, common architectures and open standards are an essential prerequisite. To meet the needs of growing global membership, the IIC announced on 1 September 2015 the foundation of the world's first "Country Team" in Germany. Other country teams, including China, India and Japan, are also in the process of being established. The German team is headed by the "Steinbeis-Transferzentrum Innovationsforum Industrie" (STCII).</p>			

Name of Service:	Micro-Testbeds
Description of Service:	
<p>In Micro-Testbeds approx. 4-6 companies from different domains and value-added levels work together in small working groups. The starting point of this cooperation is an impulse lecture in the area of "value creation and business skills in the context of digitization and networking" as well as a brief presentation of the companies. Based on this, workshops will be held to discuss the changes that the participants will experience in their value creation through digitization and networking. It is important that the workshops offer a neutral platform for partnership-based collaboration. The individual participants show the relevant (interdisciplinary) business skills that are necessary from their point of view in order to be able to successfully participate in new or modified value-added processes in the future. The solution scenarios raised in the context of the workshops will be implemented in a further step with the companies on site. This is not primarily about the theoretical knowledge gained for the participants, but about a concrete implementation of the digitization and networking approaches within the company. The role of the Ferdinand-Steinbeis Institute (FSTI) is the initiation and moderation of the micro-testbeds. The beside figure shows the micro-testbed-oriented approach.</p>	

Description of user case and benefits for the SME and applied improvement measures:
<p>Through active participation in MicroTestbeds, companies are participating in the partnership-based and step-by-step implementation of digitalization and the development of new ecosystems. In addition, cross-sectoral cooperation is achieved for all parties, contacts with technology partners from other sectors, opening up of new markets, access to international developments and greater national / international visibility (see illustration).</p>

Benefit eines Micro Testbed?



SMART-SPACE – Deliverable D.T1.3.1 Benchmarking report

PP NO:	PP6 - ITG	Intermediary:	Business Upper Austria
PP Name:	Innovation- and Technology Transfer Salzburg		
Intermediary Description:			
<p>Business Upper Austria, the business agency of the Upper Austrian government, is an innovation driver and a partner for location development & settlement of companies, cooperation and public funding advisory services. As a one-stop shop, they assist domestic and foreign companies by supplying tailor-made services and support them from the initial business idea through to market success.</p> <p>Key responsibilities: Securing, strengthening and enhancing the business and employment location of Upper Austria; Positioning Upper Austria internationally; Creation and continued development of infrastructure to encourage investments, innovation and technologies; Promoting the settlement of companies as well as expansion of existing companies; Promotion of innovation and technology Transfer;</p>			

Name of Service:	Reifegradmodell Industrie 4.0 / Readiness Model for Industry 4.0
Description of Service:	
<p>The developed Readiness Model supports enterprises to determine the current state in relation to Industry 4.0 as well as the target state. Based on strategy improvement measures are derived to succeed in attaining the target Industry 4.0 state. Enterprises profit by individualized understanding of Industry 4.0 and specific project proposals. The dissemination of Industry 4.0 is supported through this Readiness Model. In addition a benchmark data base is filled to enable comparisons of enterprises and to observe the historical development of the industry 4.0 readiness of several industries. The model analyses the SME according to the criteria: DATA, INTELLIGENCE, DIGITAL TRANSFORMATION</p>	

Description of user case and benefits for the SME and applied improvement measures:
<p>The described user case was an application of the model to an SME in the automotive industry (supplier) analysing the state of digital transformation und der following criteria:</p> <p>STAFF: support of the staff in virtual aspects such as modelling, simulation and optimization Problems were solved by helping to implement education initiatives towards I4.0 and workflow changes in decision making: - skills and qualifications (Know How); - understanding and motivation (Want to); - Target focus (Allowance to do)</p> <p>VIRTUAL REALITY: - virtual Modelling; - simulation; - optimization;</p> <p>DIGITALISATION METHODS: Generative Manufacturing, 3-D printing: - replacement of material by digital; - Replacement of human routine work and computer assisted decision making;</p> <p>DEGREE OF DIGITAZATION:- measure of digital value creation to material value creation</p> <p>STAFF: - plan qualification measures per department.; - plan for awareness building per department; - Change of workflow, decision process</p> <p>DIGITALISATION METHODS: To increase product development, implementation of 3d printers for shorter prototyping cycles and computer assisted testing: - introduction of 3 D printers for development; - introduction of computer assisted testing routines;</p> <p>DEGREE OF DIGITAZATION: - definition of of digitization roadmap with next steps</p>

SMART-SPACE – Deliverable D.T1.3.1 Benchmarking report

PP NO:	PP6 - ITG	Intermediary:	Innovation- and Technology Transfer Salzburg
PP Name:	Innovation- and Technology Transfer Salzburg		
Intermediary Description:			
<p>As Salzburg's provincial development agency ITG coordinates and implements the technology-, innovation-related policies of the regional government especially through SME support, Cluster Networks and knowledge/technology transfer into SMEs. ITG's focus for SMEs is to raise awareness for promising future-oriented business topics.</p> <p>The mission is to establish a creative and dynamic climate for innovation and cooperation in Salzburg as a business location. International exchange with partners from other Regions or countries is vital for our work.</p> <p>ITG provides know-how in the realization of innovative projects and business creation, fosters collaboration, activates regional hubs and provides consulting services. Businesses are accompanied throughout their entire innovation processes, new innovation methods and trends are introduced via workshops or one-to-one meetings.</p> <p>By cooperating with national and international networks and research facilities in this project, ITG establishes access to cooperation beyond the region for Salzburg's economy and research facilities.</p>			

Name of Service:	<p style="text-align: center;">Digitalisierungs-Aktiv Workshops für KMU</p> <p style="text-align: center;">Digitalization Workshops for SMEs</p>
Description of Service:	
<p>Many SMEs in Salzburg have not recognized the importance of digitalization or do not yet see an opportunity in Industry 4.0. Therefore ITG has developed a series of workshops (each lasting one working day) that will help immensely to sensitize SMEs to take first measures in digitalization and will offer clear and comprehensible examples of best practice in Industry 4.0 from similar and comparable companies.</p> <p>Agenda:</p> <ul style="list-style-type: none"> - General introduction to IoT and cloud technologies as well as digital business models & digital transformation - Develop and build a simulation model; IoT sensor systems, connecting IoT sensors; data visualization / dashboard; analyzing the data model 	

Description of user case and benefits for the SME and applied improvement measures:
<p>Workshop series will start on April 12</p> <p>Max. 6 SMEs from the producing sector. Mainly working in the plastics and wood industry.</p> <p>STAFF: raising awareness, supporting the staff in developing simulation models. Building simulation models.</p> <p>Working with IoT sensor systems and including them into control modules. Dashboard development and data visualization. Analyzing data models.</p> <p>STAFF:</p> <ul style="list-style-type: none"> - qualification measures - awareness raising - Change of workflow, decision process <p>DEGREE OF DIGITAZATION:</p> <ul style="list-style-type: none"> - basic

SMART-SPACE – Deliverable D.T1.3.1 Benchmarking report

PP NO:	PP7 - AFIL	Intermediary:	Confindustria Bergamo
PP Name:	AFL		
Intermediary Description:			
<p>Founded in 1910, Confindustria is the leading representative organization of manufacturing and service companies in Italy. It brings together, on a voluntary basis, 149,288 businesses of all sizes for a total of 5,516,975 people. According to its statute, Confindustria is committed to contribute to the social and cultural, national and international economic growth and social progress of the country, along with political institutions and economic organizations. To this end, Confindustria is the demands and proposals of the Italian economic system with key political and administrative institutions, including Parliament, the Government, trade unions and other social forces. The System of “Confindustria” is recognized all over the Italy, it is based on 100 independent Territorial Associations, among which Confindustria Bergamo. Confindustria Bergamo is the territorial Association including the industries of the Bergamo Province, the most densely industrial populated province of Europe: 1,340 enterprises, mainly SMEs, for a total of 87,188 people.</p>			

Name of Service:	Digital Readiness Assessment
Description of Service:	
<p>The developed Digital Readiness Assessment model support SMEs in evaluate their current status within the digitalization process. In particular, through a specific survey, the model calculate the Digital Readiness Level (DRL) and, according to the result, defines the roadmap and next steps to be followed. If DRL is low, companies are supported with specific technical guidances, while, if DRL is high, their are addressed to specific consultancy to further improve their status. Then, data of the company are benchmarked with a database in order to evaluate the current position according to the average.</p>	

Description of user case and benefits for the SME and applied improvement measures:
<p>The model was applied in an Automatic Assembly Machine company. The results of the survey showed that the company successfully implemented real time monitoring systems of the machine functioning for different kind of sensors. However, analytics to support predictive actions were missing.</p> <p>The company has carried out a project to implement analytics of predictive maintenance services to their customers, based on specific algorithms.</p>

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Name of Service:	IPR
Description of Service:	
<p>Confindustria Bergamo support companies in the definition of NDA, Trademarks and designs, as well as preliminary patents analysis. Concerning NDA, Confindustria leverages on a standard templates and has an internal lawyer for customization when needed. Preliminary patent analysis consists of existing patents research and patentability, while the patent application is performed by externals.</p>	

Description of user case and benefits for the SME and applied improvement measures:
<p>An IPR analysis has been done for a company producing hospital food trolleys characterized by Semi-Automatic Guide.</p> <p>The activities carried out were:</p> <ul style="list-style-type: none"> - Analysis of possible implementation of the used technologies in other industries - Analysis of the implementation of other Industries technologies for the food trolleys - Analysis of production process technologies - Identification of the suitable Research centers that would support the company in further improvements of the product <p>The company has improved the efficiency of the production process and the performance of the trolley in terms of maintaining a constant food temperature. Finally, the company has applied for the product patent.</p>

SMART-SPACE – Deliverable D.T1.3.1 Benchmarking report

PP NO:	PP8 - UASRo	Intermediary:	Rosik e.V.
PP Name:	University of Applied Sciences Rosenheim		
Intermediary Description:			
<p>The ROSIK e.V. is the branch specific platform for IT businesses in the region of Rosenheim and works as a centre on profiling information and communication technology. With its activities the association creates a platform for cooperation and communication between the member companies and the leading representatives from administration, politics and university.</p> <p>As a service provider the association lays its activity focus on the requirements of the members. Therefor the activities include monthly events, the engagement with current specialist topics and the exchange of experiences.</p>			

Name of Service:	IT Check
Description of Service:	
<p>IT Check is a standardized method to show the leaders of SMEs the situation with special regard to the IT.</p> <ul style="list-style-type: none"> - Is the IT designed optimally? - Does the IT work safely and reliably? - Does the IT work economically? - Does the IT provide the necessary support? <p>With the aid of a check list a systematic, general and not detailed detection of the current status is made. This information is rated by means of a plausibility check and serves as basis for further recommendations.</p>	

Description of user case and benefits for the SME and applied improvement measures:
<p>A small heating installer made use of the IT Check. The business had to rely increasingly on EDP-solutions to remain competitive. Because of lacking knowledge of an adequate IT infrastructure, systems did not run smoothly and opened security gaps to existing sensitive data.</p> <p>The performed IT Check included a free, professional analysis and an advice on subsequent steps. These were implemented completely.</p> <p>The implementation of the recommendations resulted in a stable IT infrastructure of the small company. Additionally, the company was able to separate the publicly accessible network from the business network and therefore to close security gaps. All those measures could be implemented in a cost-effective extent without any greater capacity extensions in IT. Existing hard- and software was examined and replaced, whereby the new solutions were suited to the requirements of the customer. In this way high costs could be saved and helped to design the business more economic.</p>

SMART-SPACE – Deliverable D.T1.3.1 Benchmarking report

PP NO:	PP8 - UASRo	Intermediary:	Industrie und Handelskammer Oberbayern (IHK)
PP Name:	University of Applied Sciences Rosenheim		
Intermediary Description:			
<p>the Chamber of Commerce Oberbayern is containing 400.000 Members and is supposed to represent the Interest of all member companies towards Authorities and Administration. The main tasks, are overviewing the professional education, execute the industrial law and support companies with experts in all fields. Law, technologies, etc.</p>			

Name of Service:	Leitfaden Industrie 4.0 / Guideline Industrie 4.0
Description of Service:	
<p>The developed guideline supports enterprises to determine the current state in relation to Industry 4.0. Enterprises profit by individualized understanding of Industry 4.0. The dissemination of Industry 4.0 is supported through this Guideline. The content is offering questions and information in the following topics:</p> <ul style="list-style-type: none"> - What actually is Industrie 4.0 - The digital corporation - Processes & Strategies - chances and Risks - Technologies - starting first steps 	

Description of user case and benefits for the SME and applied improvement measures:
<p>Companies can do this self check to evaluate their current state in progress in I4.0 With gathered information, they can contact the IHK which will point them to the necessary partners to implement the changes.</p> <p>To apply the improvement measures, the IHK will point the User of the Survey to suitable partners. The implementation of the task is in response of the SME itself. Previously different SME's started their process using this tool. Unfortunately no Data about the implementation was gathered.</p>

SMART-SPACE – Deliverable D.T1.3.1 Benchmarking report

PP NO:	PP8 - UASRo	Intermediary:	Industrie und Handelskammer Oberbayern (IHK)
PP Name:	University of Applied Sciences Rosenheim		
Intermediary Description:			
<p>the Chamber of Commerce Oberbayern is containing 400.000 Members and is supposed to represent the Interest of all member companies towards Authorities and Administration. The main tasks, are overviewing the professional education, execute the industrial law and support companies with experts in all fields. Law, technologies, etc.</p>			

Name of Service:	Digital Law Support
Description of Service:	
<p>New technologies usually do require different legal frames. Especially the implementation of Digital Technologies / I4.0 do offer a lot of uncertainties. Who owns the Data? What regulations do i need to anticipate to participate in E-commerce etc. To Support the Members, the IHK Is offering a LAW Support especially focused on Questions in the field of Digital services</p> <ul style="list-style-type: none"> - E-Commerce - 3D Printing - fiscal law and Digital possibilities - legal requirements for online marketing 	

Description of user case and benefits for the SME and applied improvement measures:
<p>3D Printing - Law and Data ownership</p> <p>The Law support is aiming to answer questions in the following areas:</p> <ul style="list-style-type: none"> - copy right - trademark law - patent law <p>as well as to give an overview of the rights necessary to do 3D Printing. Ownership of the CAD, Ownership of the Printed Model, sharing and spreading of CAD Files</p> <p>Increasing law related knowledge for SME's interested in Advanced Manufacturing principles. The aim is to give an overview of the legal framework to secure the ownership of data and printed products.</p>

SMART-SPACE – Deliverable D.T1.3.1 Benchmarking report

PP NO:	PP9 - CSP	Intermediary:	UNIONE INDUSTRIALE TORINO
PP Name:	CSP INNOVAZIONE NELLE ICT		
Intermediary Description:			
Unione Industriale di Torino is the association of enterprises from the Torino area, linked with the National association of enterprises Confindustria. Its mission is representing, promote and lobbying for enterprises and their interest. Nowadays it gathers over 2300 enterprises (both big and SMEs), with over 150.000 employees.			

Name of Service:	Digital Innovation Hub PIEMONTE
Description of Service:	
The national Plan for Industry 4.0 (the so called Piano Calenda) forecasts the creation of a network of digital competence centers called Digital Innovation Hubs, providing to enterprises services of tutoring, support, feasibility studies and pre-analysis. These Hubs will enable enterprises to choose the most profitable solution for tailored innovation and to apply it on a short term basis. The Digital Innovation Hubs represent a slim model and concrete support to innovative companies with a bottom-up involvement of the territories, universities and research centers of excellence and are a strategic asset for growth and economic and industrial development.	

Description of user case and benefits for the SME and applied improvement measures:	
The company interested in Industry 4.0 can ask to Digital Innovation Hub an assessment and support to define a tailored digital development plan. After the assessment, the Hub experts will network the enterprise with researchers (to start technology transfer process) and entrepreneurs (to start networking and supply - production chain relationship).	
In Piemonte, the first Digital Hub forecast by the national Industry 4.0 plan has been set up by the Unione Industriale di Torino.	

SMART-SPACE – Deliverable D.T1.3.1 Benchmarking report

PP NO:	PP9 - CSP	Intermediary:	REGIONAL GOVERNMENT OF PIEMONTE
PP Name:	CSP INNOVAZIONE NELLE ICT		
Intermediary Description:			
NA			

Name of Service:	PIATTAFORMA FABBRICA INTELLIGENTE
Description of Service:	
<p>The Piedmont industrial ecosystem, by virtue of its manufacturing tradition and particular attitude to innovation, offers itself as a pioneer in Europe in the concrete development of the “factory of the future” through a wide public initiative promoting collaborative research and development involving big enterprises, SMEs and research players.</p> <p>The Piattaforma Fabbrica Intelligente (Smart Factory Platform) is a measure of the ERDF-ROP Piemonte 2014-2020, boosting also funds coming from the National Ministry of University and Research. It provides funds for collaborative industrial research and experimental development projects, aimed at introducing and reinforcing the Industry 4.0 approach in the industrial pattern in Piemonte.</p> <p>€ 39.200.000 are made available to promote innovative technologies and production systems, with spillover effects in the economic sectors included in the regional Smart Specialization Strategy. Five projects have been funded in the sectors of agro-food, plastic, automotive, precision mechanics, pharmaceutical industry.</p>	

Description of user case and benefits for the SME and applied improvement measures:
<p>The Regional Government is promoting Industry 4.0 with a large initiative, funding few large strategic R&D projects, involving also SMEs from S3 sectors. The goal is not generic digitisation of SMEs but an ambitious leap towards Industry 4.0</p>

SMART-SPACE – Deliverable D.T1.3.1 Benchmarking report

PP NO:	PP9 - CSP	Intermediary:	National Italian Government
PP Name:	CSP INNOVAZIONE NELLE ICT		
Intermediary Description:			
NA			

Name of Service:	IPER AMMORTAMENTO (HYPER DEPRECIATION)
Description of Service:	
<p>The Italian national tax regulation for 2017 has been linked with the National Plan Industry 4.0 and can be considered a relevant initiative to facilitate the digitalization of SMEs, with an explicit reference to Industry 4.0. It foresees relevant tax advantages for companies which, in order to increase their competitiveness, invest in innovation, provide that their investments are consistent with the Industry 4.0 priorities.</p> <p>One of this tax advantages, called "Iperammortamento" (hyper-depreciation), gives companies investing in new tools with high technological contents the chance of a depreciation increased by 250% on the cost of purchased device.</p> <ul style="list-style-type: none"> • Industry 4.0 enabling technologies to which the "Iperammortamento" is applied are listed below: • Advanced Manufacturing Solutions: Interconnected collaborative robots • Additive Manufacturing: 3D printers connected to digital development sw • Augmented reality supporting productive processes • Simulation among interconnected machineries to optimize processes • Integration of information along the value chain, from the provider to the consumer • Multidirectional communication among productive processes and products • Cloud: management of large amount of data in open systems • Cyber security: security in network operations and in open systems • Big Data and Analytics: large data base analysis to optimize products and productive processes <p>Moreover, instrumental goods need to be connected with production management sw and exchanging data among each other. The system management sw will benefit with a hyper-depreciation rate of 140%.</p>	

Description of user case and benefits for the SME and applied improvement measures:
<p>The Italian national tax regulation for 2017 has been linked with the National Plan Industry 4.0 and can be considered a relevant initiative to facilitate the digitalization of SMEs, with an explicit reference to Industry 4.0.</p>

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PP NO:	PP10 - ARDI	Intermediary:	Easytech
PP Name:	ARDI Rhône-Alpes	Name of Service	Easytech
Intermediary's summary in English:			
<p><i>Full content available in French.</i></p> <p><i>Summary in English:</i></p> <p>The Easytech program is carried out by Minalogic, a competitiveness cluster dedicated to digital technologies, and several other partners from the academic world.</p> <p>Its main service consists in helping SMEs to build a demonstrator in cooperation with a research center or a laboratory. The Easytech program aims to support SMEs wishing to initiate a project in the fields of embedded softwares and electronics. Easytech is declined in 4 different offers proposed to the companies: Advisory "Rendez-Vous", creativity sessions, expertise and demonstrators.</p>			

PP NO:	PP10 - ARDI	Intermediary:	Espace Numérique Entreprises (ENE)
PP Name:	ARDI Rhône-Alpes	Name of Service	Numérique PME
Intermediary's summary in English:			
<p><i>Full content available in French.</i></p> <p><i>Summary in English:</i></p> <p>The ENE is a resource and expertise center whose goal is to help companies discover or integrate digital technologies.</p> <p>The Digital PME program allows SMEs to work with an expert in order to adopt the best possible strategy for digital transformation and to select the best digital technology to answer the its needs among the panel of existing technologies such as internet of Things, Augmented Reality simulation, web marketing...including also</p>			

PP NO:	PP10 - ARDI	Intermediary:	Innovation Plasturgie Composites (IPC)
PP Name:	ARDI Rhône-Alpes	Name of Service	Instrumentation de la cellule de production
Intermediary's summary in English:			
<p><i>Full content available in French.</i></p> <p><i>Summary in English:</i></p> <p>IPC is an industrial technical centre dedicated to innovation in the plastics and composites. It provides industrials of the plastic sector with means, expertises and services with high added value. It offers R&D and business services to help companies to adopt new technologies for instrumentation of the production, among them digital design, automation and control of processes, simulation of parts and processes and smart factory (predictive maintenance, on-line monitoring, collaborative design tools.</p>			

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PP NO:	PP10 - ARDI	Intermediary:	Agence Régionale Auvergne-Rhône-Alpes (ex-ARDI)
PP Name:	ARDI Rhône-Alpes	Name of Service	Performance PME
Intermediary's summary in English:			
<p><i>Full content available in French.</i> <i>Summary in English:</i> Regional Agency of Auvergne-Rhône-Alpes is in charge of supporting the development of the regional companies and of the territories. Among its mission, the Agency is in charge to deploy toward regional SMEs the "Performance PME" program which aims at helping SMEs to adapt to the digitalization through training sessions, personalized diagnosis and advices by expert consultants. The program targets either the organizational performance, the technological performance (integration of new technologies in the industrial process such as automation, additive manufacturing or the overall performance of the supply chain including the digital tools for enhanced collaborations between suppliers and customers.</p>			

PP NO:	PP10 - ARDI	Intermediary:	Auvergne-Rhône-Alpes Fabrication Additive Métallique
PP Name:	ARDI Rhône-Alpes	Name of Service	RAFAM
Intermediary's summary in English:			
<p><i>Full content available in French.</i> <i>Summary in English:</i> RAFAM is a local network of institutional actors of metallic additive manufacturing in the Auvergne-Rhône-Alpes Region. It develops a global approach of the additive manufacturing technology: design, materials, simulation, manufacturing, characterization. RAFAM offers trainings and project support to companies wishing to integrate the additive manufacturing into their processes.</p>			

SMART-SPACE – Deliverable D.T1.3.1 Benchmarking report

PP NO:	PP11 - AWS	Intermediary:	Austrian Economic Chamber
PP Name:	Austria Wirtschaftsservice Gesellschaft mbH		
Intermediary Description:			
<p>The Austrian Economic Chamber represents more than 450,000 member companies. As the voice of Austrian business they are committed to forward-looking policies which benefit the economy e.g. tax relief, cutting red tape, subsidies. They are divided into seven Industry Sectors: Crafts and Trades, Industry, Commerce, Banking and Insurance, Transport and Communications, Tourism and Leisure, Information and Consulting. These Industry Sectors provide a link between the Trade Organisations found in the sector and the respective Chamber.</p>			

Name of Service:	The Digital Service Package of the Austrian Economic Chamber
Description of Service:	
<p>The Austrian Economic Chamber supports through several levels. Advice and support: In order to develop and implement the appropriate digital strategy the "DIGITAL Service Package" provides information, advice, online services, events and webinars on that topic. For questions about digitalization companies should use the consulting services offered by WKO's digitalization services.</p>	

Description of user case and benefits for the SME and applied improvement measures:
<p>The "DIGITAL Service Package" provides</p> <p>INFORMATION</p> <ul style="list-style-type: none"> - How can an innovation be implemented from the idea to the successful positioning on the market? - What new technologies could be used in product development? - What trends should you participate in? - What is the role of industrial property rights? What are the benefits of patent technology? - What is the benefit of cooperation? How do you find partners to cooperate with? - What is "IT security" and "privacy"? <p>ADVICE</p> <ul style="list-style-type: none"> - Which subsidies facilitate the implementation of innovations? <p>EVENTS</p> <ul style="list-style-type: none"> - Information events - Industry innovation programmes - Workshops <p>WEBINARS</p> <p>INFORMATION</p> <ul style="list-style-type: none"> - Informing the SMEs about possible solutions concerning their digitalization <p>ADVICE</p> <ul style="list-style-type: none"> - Find the right solution for the respective SME (e.g. support them in starting an online-shop, in selling their service as a product or in changing their way of advertising their product) <p>EVENTS</p> <ul style="list-style-type: none"> - Networking and learning more in Workshops about the possibilities of the digitalization <p>WEBINARS</p> <ul style="list-style-type: none"> - learn more about digitalization independently

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PP NO:	PP11 - AWS	Intermediary:	The Styrian Business Promotion Agency, SFG
PP Name:	Austria Wirtschaftsservice Gesellschaft mbH		
Intermediary Description:			
<p>The SFG is a service provider, which aims to contribute to the consolidation and growth of the Styrian economy. The agency is wholly owned by the province of Styria in Austria. The SFG is responsible for attracting new business to the region in an effort to encourage industrial expansion. We offer companies a broad range of services free of charge, such as general information, advice on grants and financing and location consultancy/location analysis. We help with forging links to Styrian technology and centres of excellence as well as to networks and clusters.</p>			

Name of Service:	Digitalization Offensive 2017!
Description of Service:	
<p>The Digitalization Offensive 2017 has one main priority: to strengthen the digital competences of Styrian companies, especially SMEs. For this reason SFG is launching an extensive digitization campaign - projects that expand the company's digital competences are being promoted through several initiatives.</p>	

Description of user case and benefits for the SME and applied improvement measures:
<p>RECOGNIZE OPPORTUNITIES:</p> <ul style="list-style-type: none"> - Improve Digital Skills <p>The digitized workplace requires new competences of employees. SFG therefor revises the already existing promotion "Weiter!Bilden" and gives a new focus on digitization and internationalization.</p> <ul style="list-style-type: none"> - Future Day 2017 & Fast Forward Award; There will be a special focus on the combination of high-tech and crafts; - Anniversary: 50th Digital Dialogue <p>The issue of this series of events will focus on "Smart Production & Services".</p> <p>TAKING ADVANTAGE OF OPPORTUNITIES:</p> <ul style="list-style-type: none"> - Digital Innovations are preferential <p>At the innovation promotion "Ideen!Reich" projects within the topic digitization are being favored towards others</p> <p>DEVELOP YOUR LOCATION</p> <ul style="list-style-type: none"> -Expansion of the cluster "Silicon Alps"; The Silicon Alps is a new network initiative which replaces the former electronic cluster association; - Impulse Center West: Focus on Smart Services <p>New Workshops will deal with "Big Data", the "Internet of Things" and "Smart Communication".</p> <ul style="list-style-type: none"> - Fast Internet Connection; An essential prerequisite for the implementation of digital processes in companies is the availability of high-speed internet. Up to 50% of the costs for connecting to the high-speed internet can be subsidized through this programme. <p>RECOGNIZE OPPORTUNITIES:</p> <p>Through these activities the awareness of the importance of the digitalization is being increased for SMEs</p> <p>TAKING ADVANTAGE OF OPPORTUNITIES</p> <p>SMEs are invited to take the opportunity to improve their digital skills since those that are digital frontrunners will be favoured at several funding programmes</p> <p>IMPROVE YOUR LOCATION</p> <p>If certain locations will become more attractive through installing a cluster or through expanding the access to high-speed internet you will attract more companies to stay or even to move to your location.</p>