Project Acronym: SMART-SPACE

Project title: ASP478

D.T1.3.2.
Thematic Workshop

WP n°:	T1: The digital revolution to support AS innovation and growth
Task n°:	Activity A.T1.3
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002	21.08.2017	Draft02	Including feedback
003	28.08.2017	Draft03	Finalizing implementation of further feedback
004	28.08.2017	Final01	Finalizing the deliverable D.T1.3.2 Thematic workshop

Executive Summary

This document directly aims at serving two distinct purposes. Firstly, it presents suggestions on how to conduct workshops within the thematic of the smart space project in order to come to comparable and standardized results. Secondly, it presents the results and documentations about the thematic workshops held by our PPs in a rasterized fashion. This way, the different workshops conducted by PPs can be easily reviews, analysed and compared against each other. Furthermore such a summary of reports can serve as a point of orientation as well as a frame of reference for future workshops that ought to be held in a similar fashion.

Contents

1. Introduction

The task aims at the involvement of the intermediary organization (public and private organizations in charge to assist SMEs: Clusters, Chambers of Commerce, Technological Parks, Sectoral Agencies, R&TT agencies, etc.) to analyse their competence and attitude towards smart technologies, to identify a list of competence ("digital support operator" profile) required and to be provided with training actions and to set up of local networks of intermediates for the project activities. P6 resp.; All PPs involved.

2. Objective of investigation/objective of the deliverable

The ultimate objective of this delivery (D.T1.3.2), which is part of the activity on "Intermediaries to strengthen the digitization of AS SMEs" (A.T1.3) is to gain valuable intel on thematic workshops. This also includes the summary of practices and methods used by project partners for future usage. These aspects are being demonstrated by a variety of workshops held and documented by the respective PP (Intermediary organization)

3. Applied approach/methodology adopted

To obtain -if possible – similar results in all regions the responsible PP (PP6 - Innovation and Technology Transfer Salzburg GmbH) sent out a suggestion how to plan and organize regional workshops to all PPs. This suggestion provides a variety of information about methods and possible workshop structures.

4. Results

Work Package 1: Digital Innovation to meet Alpine societal challenges and strengthen the modernization of the AS industry

Activity A.T1.3: Intermediaries to strengthen the digitisation of AS SMEs

Deliverable D.T1.3.2: Thematic workshop addressed to intermediary organizations

Task: Organization of a regional thematic workshop addressed to intermediary organizations to promote awareness on the digital technologies, the smart innovation processes addressed to SMEs, the national and EU policies and the opportunities for local growth.

4.1. Workshop structure proposal

Introduction:

In our daily work in European projects it is very helpful to inform and include the regional intermediary organizations (which whom we work on a regular basis in our daily work) from the beginning. European projects often remain behind closed doors for many partners we all work with in our regions. We should increase the impact of SMART-SPACE from the start by involving our regional and local partners by telling them about the objectives and what the benefits for SMEs will be but also and mainly what the project can do for them if they participate and stay connected with us in the project work. It will also be our job to keep them updated by providing them with regular reporting.

Why do we organize this workshop and what are the benefits?

From our experience it is very important to involve all relevant participating organizations within a region from the start in order to create regional competence networks.

For us as project partners it is vital to get a good overview of digitalization activities and possible needs & requirements. Also we need to have as much information as possible on existing skills & qualifications and already established co-operations in the field of digitalization.

All the knowledge and information we collect in this workshop will help us and the intermediary organizations to improve the framework conditions for innovation.

On the workshop structure we are proposing:

We see the proposed structure of the workshop only as a suggestion for you to organize a workshop for intermediary organizations in your region. You know the players in your region best! We do not expect that all of you will organize the workshop exactly as we suggest. However, we think it might be useful to use a similar structure so we also get answers and information in the same fields of interest and can then even create a little benchmark for our orientation.

Please be so kind and have a look at the workshop structure we are suggesting below. Feel free to work with the contents you think are relevant and useful in and for your region.

Once again, this is a suggestion which could help us get a good general overview of existing qualifications and possible requirements:

To keep it productive, the workshop should not last longer than 3,5 hours, we normally include a short break in between. Since the agenda is very tight we suggest participating organizations receive the agenda on time so they can already prepare their input.

Proposed Agenda:

- Welcome and introduction round

- Short presentation of the project Smart Space and its goals

- *(We suggest to clearly demonstrate the added value for the participating intermediary organizations as mentioned above)*

- Regional activities: Brain-storming and collection of activities and measures already applied to raise awareness for digitalization in the region

- Collection of already existing competencies of intermediary organizations in the field of digitalization/industry 4.0.

- *(What are the fields of expertise in the region, do we know of SMEs' thematic needs / requirements?)*

- Collection of already established thematic cooperation with scientific / research institutions, universities etc. in the region

- Collection of leading companies in the region (technology providers but also early adopters)

- Collection of possible additional awareness raising actions and additional expert knowledge needed

- Outlook: Discussion and presentation of next steps

- Q&A

4.2. Documented workshops held by PPs

In this section of the document will rasterize the results and documentation of workshops held by other PPs. It combines the content and results gained from Events, Workshops etc. to support reports, deliverables and collect information gained in personal contact with the groups of interest. It is supposed to give an overview of activities aiming to boost Initiatives towards a Digital Transformation.

As of now, workshops and their documentation in form of a report have been accomplished by 6 out of 12 PPs. A total of 113 individuals participated in said workshops. This makes an average of around 20 participants per workshop. The reports suggest an overall positive response by participants towards the workshop.

For further and more detailed information please view the rasterized documentations below.

4.2.1. Smart Space – LP – CCIAADL

Name of the Event:	Enterprises and Digital Revolution: national roadmap and comparing experiences
Date and Time of the Event:	27th April 2017, 9:00 am – 12:00 am
Scope of Participants Intermediaries, Authorities, SME, …	Intermediaries
No. of Participants	24
Content	Network dissemination event
Content Summary What was the content of the Event/Workshop Provide a Quick summary of the Agenda	Presentation of SMART SPACE Project by the SMART SPACE Project Manager Presentation of Industry 4.0 strategies and national roadmaps of Germany, France and Austria from respectively: Mr. Jürgen Jähnert Allianz Industrie 4.0 Baden Wurttemberg Industrie du Futur; Jean Jaques Bernardini, Alsace Innovation, Industrie du Futur and Ms. Jasmina Schnobrich-Cakelja, Association Industry 4.0 Austria. Presentation of the National Plan Industry 4.0 by Elio Catania, of Confindustria digitale, with the digital transformation of companies in Italy. Rosanna Fornasiero of Cluster Tecnologico Nazionale Fabbrica Intelligente, presentation of the role of national district Intelligent Factories Research and Innovation Strategies in the manufacturing Sectors exposed by Marzia Morgantini of Associazione Fabbrica Intelligente.
Results Did the Event have any Results? Was there any feedback of participants?	The Event had the customers results. Were delivered 24 intermediaries customers that gave positive feedback to the event. They evaluated positive the organization, the contents of the speakers expositions. They shown an interest for others new events to elaborate the digital theme with specific cases.
Next Steps (if existing)	
Use for Smart Space: What Inputs can be deviated for program use. What content can be used in further steps?	For further step can be used content about the deepening about specific cases and consequences of digitalization on the job market.
Optional Annex e.g. pictures, agenda, etc.	The event's pictures and the Agenda are attached in: https://trello.com/b/8pcfm1z2/wpt1-the-digital-revolution-to-support-as-innovation-and-growth

4.2.2. Smart Space – P2 – Alsace Innovation

Work Package 1: Digital Innovation to meet Alpine societal challenges and strengthen the modernization of the AS industry

Activity A.T1.3: Intermediaries to strengthen the digitisation of AS SMEs

Deliverable D.T1.3.2: Thematic workshop addressed to intermediary organizations

Task: Organization of a regional thematic workshop addressed to intermediary organizations to promote awareness on the digital technologies, the smart innovation processes addressed to SMEs, the national and EU policies and the opportunities for local growth.

We organised the regional event during the Industry of the future Fair organised in Mulhouse the 15th of June 2017. This event was the opportunity to present the SMART SPACE project and the first outputs of the project to several intermediaries. This workshop has been followed by several face to face meetings with intermediaries.

Agenda of the meeting: see attached file

List of the participants

Smart Space partners : Alsace Innovation, AWS and FH Rosenheim

Regional Intermediaries: **4ITECH** (Industrial innovation Platform), **FRENCH TECH ALSACE** (Internet of the Things division), **DIRECCTE Grand Est** (State department in charge of industry of the future transformation), **Competitiveness Cluster Alsace Biovalley** (Clusters focussed on Biotechs and Medtechs).

We have also have discussions and collected feedback from **SYNTECH** (Cluster of IT companies), **RHENATIC** (ICT cluster) and the **Chamber of Commerce of Alsace and Eurométropôle**.

4.2.3. Smart Space – P3 – ARII Paca

Name of the Event:	SEPEM
Date and Time of the Event:	26 April 2017
Scope of Participants Intermediaries, Authorities, SME, …	Intermediaries, Authorities and SME
No. of Participants	23
Content	Industry 4.0 and Digitalization in PACA
Content Summary What was the content of the Event/Workshop Provide a Quick summary of the Agena	What is Industry 4.0 Presentation of the "tools" available for SME to have a diagnostic and to help them to understand and implement their process to Industry4.0 Presentation of solution providers to implement some technological bricks Explanation of the next steps to identify some solution providers for Industry 4.0 Discussion about SME needs
Results Did the Event have any Results? Was there any feedback of participants?	Share of good practices and better understanding of the content of Industry 4.0
Next Steps (if existing)	Collective action to list all regional solution providers on the thematic of Industry 4.0
Use for Smart Space: What Inputs can be deviated for program use. What content can be used in further steps?	
Optional Annex e.g. pictures, agenda, etc.	See attached picture

4.2.4 Smart Space – P4 – Technology Park Ljubljana Ltd.

Name of the Event:	SMART&DIGITAL- digitalize your production processes
Date and Time of the Event:	7th of June, 2017, 12:00 pm –17:00 pm
Scope of Participants Intermediaries, Authorities, SME, …	SMEs
No. of Participants	35
Content	Interactive presentation with participant interaction on possibilities and opportunities offered to SMEs in view of production processes digitalization.
Content Summary What was the content of the Event/Workshop Provide a Quick summary of the Agenda	The potential of digitalization applied to concrete SME cases, the thematic workshop held by a speaker – digitalization solution provider for the manufacturing sector. The workshop had a dual objective: to improve awareness and introduce opportunities of digitalization, presentation of concrete solutions as well as presentation and engagement of the target group into SMART-SPACE project and its objectives. The speaker was: Domen Ocepek from KOPA ltd.
Results Did the Event have any Results? Was there any feedback of participants?	The results were collected by the attendees feedback: • Overview of I4.0 – understanding what does it actually mean for SMEs • Overviews of needs and problems on the side of SMEs • Review examples of good practices of the introduction of digitization • A scope of measures and incentives needed (taxes, financial incentives, voucher,…), to be carried out by intermediaries and the funding institutions • Defined needs for more advanced training courses The feedback of the participants was in general positive: • The presentation of the Smart Space Project and the presentations of Industry 4.0 strategies and national roadmaps were most appreciated from the SMEs audiences. The competence of the speaker, clear presentation of the subject were deemed as positive. • One of the key points from SME is that they are not focused only on technologies introduction, but the main needs and focus is on training and education of their employees as well as stimulating and attracting future generations
Next Steps	• Organization of new trainings • Connecting SMEs with supporting solution providers

(if existing)	from Slovenia and broader region • TPLJ should act as an intermediary in communicating the needs of SMEs to policymakers.
Use for Smart Space: What Inputs can be deviated for program use. What content can be used in further steps?	SMART SPACE can act as an intermediary between SMEs and decision makers. Content on SMEs needs regarding financing, tax system for introduction of I4.0, and support for SMEs. A good scoping completed of relevant companies in Slovenia provided.
Optional Annex e.g. pictures, agenda, etc.	The event's pictures and the Agenda are attached in Trello.

4.2.5 Smart Space – P5 – BWCON GmbH

Name of the Event:	4th Technology Day Hybrid Lightweighting: Innovation and investment forum in the cross-section of megatrends Additive manufacturing, lightweight construction and digitalization!
Date and Time of the Event:	31st May 2017, 9:00 am – 16:00 am
Scope of Participants Intermediaries, Authorities, SME, …	Intermediaries, SMEs, Authorities, Universities, large enterprises
No. of Participants	32
Content	Information and network dissemination event
Content Summary What was the content of the Event/Workshop Provide a Quick summary of the Agenda	- Presentation of the SMART SPACE Project - Lectures on different topics: e.g. Handicrafts - international innovative; Corporate Innovation; Start-up and funding - Presentation of new technologies in the field of advanced manufacturing - Information exchange on the further development and funding of new business concepts - The pitching of future-oriented business concepts of technology-oriented start-ups and companies showed the innovative power and the high degree of maturity with respect to industry 4.0. - Discussion and international networking platform for intermediary organizations and technology providers and users such as innovative SMEs and large enterprises
Results Did the Event have any Results? Was there any feedback of participants?	The feedback to the event was consistently positive. An interest in further events to elaborate the issue of new technologies and digitalization was expressed.
Next Steps (if existing)	Follow-up with the partners of the event for retrospective exchange. Evaluation of the feedback and consultation of future events.
Use for Smart Space: What Inputs can be deviated for program use. What content can be used in further steps?	For further step can be used the desire for new events on the topic of digitization and new technologies.
Optional Annex e.g. pictures, agenda, etc.	The event's pictures and the Agenda are attached in: https://trello.com/b/8pcfm1z2/wpt1-the-digital-revolution-to-support-as-innovation-and-growth

4.2.6 Smart Space – P7 - AFIL

Name of the Event:	Cluster workshop
Date and Time of the Event:	6 July 2017, 11.30 – 13.00
Scope of Participants Intermediaries, Authorities, SME, …	Get a good overview of digitalization activities and possible needs & requirements from local intermediary organizations.
No. of Participants	15
Content	• Overview of SMART-SPACE Project • Role and added value for intermediary organizations • Overview of regional activities to raise awareness for digitalization in Lombardy • Brainstorming session
Content Summary What was the content of the Event/Workshop Provide a Quick summary of the Agena	• The workshop was held during the periodical meeting of Lombardy clusters. External intermediary organizations (industrial associations) were invited to join AFIL session. • The aim of the event is, on one hand, to have an overview of the main regional digitalization activities to support companies undertaking the 4th revolution as well as needs & requirements from local intermediary organizations. On the other hand, it is important to underline which are the main needs and lacking competences for intermediary organization aiming to support companies in this evolution.
Results Did the Event have any Results? Was there any feedback of participants?	• During the brainstorming session, Intermediary organizations mentioned many of the already existing activities supporting companies in Lombardy Region. The most important result achieved during the workshop refers to the highlighted competences that an intermediary organization must have in order to properly support companies willing to increase the digital level of their processes. In particular, it emerged that the need of: • Basic understanding on digital technologies • Networking competencies • Awareness on local available activities, tools and initiatives
Next Steps (if existing)	• Participants show their interest in the training path and the tools addressed to intermediaries foreseen by the project. They would like to be in touch as soon as

	the toolkit will be developed.
Use for Smart Space: What Inputs can be deviated for program use. What content can be used in further steps?	
Optional Annex e.g. pictures, agenda, etc.	Agenda, presentation

4.2.7 Smart Space – P8 – UoASR

Name of the Event:	Digitalisierungsoffensive 18+
Date and Time of the Event:	29th of March 2017 – 9 to 13:00
Scope of Participants Intermediaries, Authorities, SME, …	Intermediaries and Authorities, Innovation Stakeholder
No. of Participants	24
Content	Digitalisation in Upper Bavaria; Needs and possibilities of the Area to boost innovation.
Content Summary What was the content of the Event/Workshop Provide a Quick summary of the Agena	What does Digitalisation mean and what Impact does it have on the Region Upper Bavaria Current State of the Entrepreneurship centre. Idea, realisation and Building Progress. Which initiatives are currently carried out by the University of Applied Sciences Rosenheim to support the Area Discussion: Digitalisation – Revolution, Evolution, what do Companies expect? - Creation of a regional Network - Which activities are necessary - Constraints on the way of Digitalisation - What do companies expect of the UASRo - What is the expectation towards politics
Results Did the Event have any Results? Was there any feedback of participants?	What are the necessities of the area? - Early education of employees for all levels of education, starting in apprenticeships - Digitalisation responsible for/in each SME - Broadband Network expansion - Best Practice SME's - Support of Entrepreneurship - Research Professorships - Political colloquium to support the needs towards authorities

	Concept of an organizational structure to support Digitalisation of the Area - Shared structure among all stakeholders - No parallel structures with existing initiatives - Requiring of a classification of activities - Networkmanagement for Digitalisation - IT Consulting requirements
Next Steps (if existing)	- Creation of a thematic overview - Benchmarking of Different Areas to gain shared knowledge
Use for Smart Space: What Inputs can be deviated for program use. What content can be used in further steps?	- Train the Trainer courses are demanded - Overview of I4.0 – what does it actually mean - Platform to exchange needs with politics - Support of Entrepreneurship - Overview of Networks and Possibilities
Optional Annex e.g. pictures, agenda, etc.	-

4.2.8 Smart Space – P10 – ARDI Rhône-Alpes

Name of the Event:	Enterprises Digitalization in Alpine Space Workshop for Intermediaries
Date and Time of the Event:	13rd July 2017, 10:00 am – 12:30 am
Scope of Participants Intermediaries, Authorities, SME, …	Intermediaries
No. of Participants	10
Content	Network dissemination event and workshop on intermediaries needs concerning digitalization services providing to the SME.
Content Summary What was the content of the Event/Workshop Provide a Quick summary of the Agenda	- Presentation of the European digitalization and Industry 4.0 context (European Digital agenda, Digital Innovation Hubs) - Presentation of SMART SPACE Project: objectives and impacts - Focus on first analyses extracted from the WP1: best practices, success stories, SME survey concerning digitalization. - Presentation of actions and supports on digitalization already existing in the region including the regional plan for Industry of the future. - Discussion and collection of activities and measures already applied to raise awareness for digitalization in the region - Needs and lacks Identification in order to define a potential pilot action towards SME. - Needs and lacks identification in order to define a potential pilot action towards intermediaries - Conclusion and next steps
Results Did the Event have any Results? Was there any feedback of participants?	The feedback to the event was positive. The intermediaries participants needs to provide more global support concerning digitalization of SME. They need to provide more coordinated actions with other expert intermediaries to gain in efficiency. Work together to maximize impact on SME is interesting for them and they want continue the work begun.
Next Steps (if existing)	Co-organization of an event to raise awareness SME on digitalization issues. Reflection on common work to structure and organize regional

	eco-system to provide a wide range of services link to digitalization to SME and make it clearer.
Use for Smart Space: What Inputs can be deviated for program use. What content can be used in further steps?	For further step can be used needs identification performed. The results give us pertinent information to build pilot action for intermediaries and pilot action for SME.
Optional Annex e.g. pictures, agenda, etc.	The event's pictures, the agenda and the presentation are attached in trello:

4.2.9 Smart Space – P11 – AWS

Name of the Event:	SMART Space Thematic Workshop addressed to intermediary organizations
Date and Time of the Event:	15th May 2017, 10:00 am – 12:00 am
Scope of Participants Intermediaries, Authorities, SME, …	Intermediaries
No. of Participants	9
Content	SMART SPACE project introduction and discussion
Content Summary What was the content of the Event/Workshop Provide a Quick summary of the Agenda	• The workshop starts with an introduction and presentation of SMART Space done by Christina Koch • Follow up discussions
Results Did the Event have any Results? Was there any feedback of participants?	The feedback to the event was positive.
Next Steps	
Use for Smart Space: What Inputs can be deviated for program use. What content can be used in further steps?	
Optional Annex e.g. pictures, agenda, etc.	

5   Evaluation transnational added value

6   Outlook and sustainability

7   Annexes