

# SMART-SPACE –Deliverable”D.T1.1.3 – “Minutes of the expert workshop”

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**Project Acronym: SMART-SPACE**

**Project title: ASP478**

## **D.T1.1.3 “Minutes of the expert workshop”**

WP n°:	<b>T1: The digital revolution to support AS innovation and growth</b>
Task n°:	<b>A.T 1.1. Digital Innovation to meet Alpine societal challenges and strengthen the modernization of the AS industry</b>
Author(s):	<b>Michela Pollone</b>
Contributors:	<b>Adrian Fried, Christina Koch, Reiner Steindler</b>
Type:	<b>R - Report</b>
Dissemination level:	<b>RESTRICTED TO PARTNERS AND JTS</b>
Revision:	<b>DRAFT 01</b>
Due Date:	<b>30.06.2017</b>
Date of submission:	<b>Here the effective date of finalisation (with the quality approval)</b>

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## 1. Executive Summary

Within the SMART SPACE project, the activity AT1.1 is aimed to set the scene. It identifies main elements to strengthen the Industry 4.0 processes by SMEs in the AS. Particularly, specific themes, e.g. the alpine peculiarities, innovation processes, social challenges identified in the AS eco-system to meet Industry 4.0’s challenges, create employments and growth.

The Deliverable D.T1.1.3. “Minutes of the expert workshop” reports the expert workshop held in Mulhouse in June, 15<sup>th</sup>, 2017 and collects the used materials.

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## 3. Applied concept and approach

The workshop was aimed to contribute to focus the application of digital technologies to smart manufacturing sectors and to support the identification of the alpine peculiarities to be considered in the definition of following methodologies and strategies.

It has been organised to validate the draft results of actions included in the Activity A.T1.1. The agenda and the concept has been based on an interactive and open discussion approach.

The format has included four 1-hour session for each task (2 sessions in the morning, 2 sessions in the afternoon), each one in charge to task coordinators (CSP, UASRo, ITG, AWS).

A shared structure was suggested and mostly adopted by task coordinators. It can be described as follows:

### **a) SET THE SCENE, by few slides (approx 6)**

1. Description of task & deliverable from project plan
2. State of accomplishment (number of input expected vs reached) & possible open issues
3. Main findings
4. Request for further inputs, expressed in a couple of direct questions for participants

### **b) INPUT COLLECTION**

It has been suggested to adopt some mechanism to make discussion as much interactive and participative as possible. For example: task coordinator could represent main findings in a schematic way on a “paper poster” (format A3 or larger) and formulate one or two direct questions for participants. Questions need to be answered on a coloured post-it and stuck on the poster. Consider that colour code can help organise contents and distinguish different questions

### **c) CONCLUSIONS**

Gathering of post-its/inputs, report on main inputs and request for further comments. Provide details about actions to be taken to finalize the deliverable

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## 4. Agenda






**SMART-SPACE Project**  
Smart-Manufacturing for Alpine Space SMEs

**D.T1.1.3 - Thematic Workshop**

14<sup>th</sup> June 2017

Mulhouse – Maison de la Région Grand Est, 4 avenue du Général Leclerc, F-68100 Mulhouse

**Activity:**  
WP1: Presentation of current results and collection of inputs

**Format:**  
1-hour session for each task, 2 sessions in the morning, 2 sessions in the afternoon  
In charge to task coordinators OSP, UAGRo, ITG, AWS

**Suggested method:**

- a) **SET THE SCENE, by few SLIDES (max 8)**
  1. Description of task & deliverable from project plan
  2. State of accomplishment (number of input expected vs reached) & possible open issues
  3. Main findings
  4. Request for further inputs (one or two direct questions for participants)
- b) **INPUT COLLECTION**  
Coordinator represents on a 'paper poster' (format A3 or larger) main findings in a schematic way and formulate one or two direct questions for participants. Questions need to be answered on a coloured post-it and stuck on the poster.  
Possible colour code for different questions
- c) **CONCLUSIONS**  
Gathering of post-its/inputs, report on main inputs and request for further comments  
Actions to be taken to finalize the deliverable






14<sup>th</sup> June 2017

Mulhouse – Maison de la Région Grand Est, 4 avenue du Général Leclerc, F-68100 Mulhouse

**AGENDA**

TIMING	ACTION
9:15 to 11:15	Activity A.t1.1 Digital Innovation (OSP Michele Polone) see method above
11:15 to 11:30	Coffee break
11:30 to 12:30	Activity A.t1.2 Smart Technologies – SMEs (UAGRo Adrian Friedl) see method above
13:00 to 14:00	Lunch Break
14:00 to 15:00	Activity A.t1.3 Intermediaries to strengthen the digitisation of MS SMEs (ITG Rainer Steindler) see method above
15:00 to 15:15	Small break
15:15 to 16:15	Activity A.t1.4 Digital Single Market and smart technologies (RV – AWS) see method above
16:15 to 17:00	General conclusions, remarks and recommendation by WP leader and LP
17:00	Transfer to event 'Industry du future'

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## 5. List of participants

<b>Alsace Innovation</b>	Jean Jacques Bernardini	FRANCE
<b>Alsace Innovation</b>	Isabelle Botzkowitz	FRANCE
<b>Alsace Innovation</b>	Nicole Lassablière	FRANCE
<b>ARII PACA</b>	Eduard Dulau	FRANCE
<b>TPLJ</b>	Simona Zneževič Vernon	SLOVENIA
<b>TPLJ</b>	Ales Pevc	SLOVENIA
<b>Bwcon</b>	Sina Baku	GERMANY
<b>ITG Salzburg</b>	Reiner Steindler	AUSTRIA
<b>AFIL</b>	Marzia Morgantini	ITALY
<b>AFIL</b>	Fabiana Pirola	ITALY
<b>UASRo</b>	Adrian Fried	GERMANY
<b>CSP</b>	Michela Pollone	ITALY
<b>ARDI Rhône-Alpes</b>	Sebastien Gay	FRANCE
<b>ARDI Rhône-Alpes</b>	Sara Maiez-Tribut	FRANCE
<b>Aws</b>	Christina Koch	AUSTRIA
<b>AWS</b>	Nura Ali	AUSTRIA
<b>CCIAA DL</b>	Francesca Zotti	ITALY
<b>CCIAA DL</b>	Roberto Sandrini	ITALY

## 6. Minutes

Partners participating to the workshop have validated the proposed structure and overall contents of deliverables. Discussion has contributed to fine-tune details and to give focus priority among findings.

A common output to be highlighted is the wide range of differences among different areas and regions included in the Alpine Space. This makes a challenge to highlight common elements of strategies.

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## 7. Attachments

### 7.1. Setting the Scene: Deliverable D.T1.1.3

Thematic Workshop-Workpackage 1  
Mulhouse, June the 14th, 2017

Activity A.t1.1 Contribute of digital technologies to meet selected Alpine Societal challenges. Report.

Michela Polzella, CSP INNOVIZIONE nella ICT (PP9)

### AGENDA

- SET THE SCENE
- INPUT COLLECTION
- CONCLUSIONS

### SET THE SCENE

Task & deliverable from project plan

Activity A.T1.1	Digital Innovation to meet Alpine societal challenges and strengthen the modernization of the AS industry	2016.11	2017.06
It identifies main elements to strengthen the digitalization processes by SMEs in the AS. Particularly, specific themes, e.g. the alpine specialities, innovation processes, social challenges identified in the AS eco-system to meet Industry 4.0's challenges, create employment/growth. A summary report in line with the main EU, transnational and regional analysis and practices. Inputs from users' involvement provide inputs for the services concepts and the IG networking frame. PP9 coord. PP's role.			
<b>Deliverable D.T1.3</b>	<b>Report to analyse the contribute of Digital Technologies to meet AS societal challenges</b>		1,00

State of the art

Each partner was requested to comment, integrating new possible ICT /digital /smart solutions to challenges, suggest regional cases and exemplar practice of facing the relevant challenge. Status: 10/11

PP9 is merging partner inputs in one overall picture /deliverable. Status: draft in progress + collection of inputs from workshop. Delivery forecast: End of July

### MAIN FINDINGS: THE DRAFT MATRIX (1)

Selection of AS societal challenges mostly from EUSALP Strategy and Alpine Digital Agenda (2014)

- CHALLENGE 1) Economic globalization** requires the AS to host a competitive & innovative economic pattern made of successful businesses, interesting job market, even maintaining enterprises dimensional from micro to SME and traditional sectors such as textile, mechanical, chemical, agriculture, livestock, tourism
- CHALLENGE 2) Demographic trends**, characterized particularly by the combined effects of low population density, ageing and new migration modes
- CHALLENGE 3) Climate change** AS is particularly vulnerable to and its effects on the environment, biodiversity and on the living conditions of its inhabitants
- CHALLENGE 4) Energy challenge** consists in managing and meeting demand sustainably, security and affordably
- CHALLENGE 5) AS** is a transit region, with challenging transport conditions, connected with seasonality. Need to minimize transport environmental impact (see challenge 4 Climate change) & exploit business opportunity of transport & logistics
- CHALLENGE 6) The Digital Divide Challenge**: The unavailability of (ultra) broadband connections is a source of great inequality, both for business and for citizens in AS.

For each challenge, a series of ICT /digital smart solutions, able to contribute to face the challenge are included in the "CHALLENGE/SOLUTIONS MATRIX".

### MAIN FINDINGS: THE DRAFT MATRIX (2)

AS SOCIETAL CHALLENGES	ICT /DIGITAL SMART SOLUTIONS CONTRIBUTING TO FACE THE AS SOCIETAL CHALLENGES		
<b>CHALLENGE 1) Economic globalization</b>	DIGITAL ACCESS TO SERVICES CLOUD COMPUTING MOOC PREDICTIVE MANUFACTURING ROBOTICS	INTERNET OF THINGS HIGH SPEED INTERNET SIMULATION SYSTEM INTEGRATION	BIG DATA E-COMMERCE PLATFORMS ADDITIVE MANUFACTURING SMARTIFIED REALITY
<b>CHALLENGE 2) Demographic trends</b>	TELE & LOGIC DRIVING ACCESS TO SERVICES & ENTREPRENEURSHIP DIGITAL HEALTH DIGITAL SERVICES PLATFORMS	INTERNET OF THINGS MOBILITY SERVICES SYSTEM INTEGRATION	WEB 2.0/3.0 APPLICATIONS ASSESSMENT ROBOTICS OPEN/SHARED E-COMMERCE
<b>CHALLENGE 3) Climate change</b>	IoT & SENSOR NETWORKS, THINGS & TO MONITOR, SIMULATION & SIMULATIONS & ACTUATION	SMART GRID SMART GRID MANAGEMENT ?	CLOUD COMPUTING
<b>CHALLENGE 4) Energy challenge</b>	ICT BASED SOLUTIONS & SERVICES & WEB-BASED PLATFORMS ROBOTIC CONTROL AND DATA ANALYTICS IoT & SENSOR NETWORKS / SENSING TECHNOLOGIES	SMART GRID SMART GRID MANAGEMENT ? CLOUD COMPUTING	ENERGY MANAGEMENT ICT-BASED SOLUTIONS BIG DATA SMART GRID
<b>CHALLENGE 5) Transport &amp; mobility challenge</b>	INTELLIGENT TRANSPORT SYSTEMS SMART, GREEN & INTEGRATED TRANSPORT	COMPUTING TECHNOLOGIES CLOUD COMPUTING	DIGITAL ACCESS TO PUBLIC SERVICES (see Challenge 2)
<b>CHALLENGE 6) Digital Divide Challenge</b>	WIRELESS COMMUNICATIONS WIRELESS WIRELESS ACCESS PUBLIC POLICY FOR BROADBAND IN THE RDP AREAS	WIRELESS INTELLIGENCE HETEROGENEOUS NETWORKS	HIGH SPEED BROADBAND

### COLLECTION OF INPUTS

**TODAY'S TASK: VALIDATE THE MATRIX**


- If some of your regional inputs is missing, add regional inputs that can be generalized to AS
- Add any digital solution you consider relevant
- Highlight any point you consider not relevant
- Add details and provide cases (each solution will be described in narrative way mentioning cases already provided. Please add new ones if relevant)

Buttons: Add new input, Add new input, Add new input, Add new input

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<p><b>CONCLUSIONS</b></p> <p>interreg Alpine Space</p> <ul style="list-style-type: none"> <li>- Thanks for inputs</li> <li>- 1 input from 1 partner is missing</li> <li>- I will contact most you for a skype conversation on details of your inputs /cases</li> <li>- 1 month delay for delivery (end of July)</li> </ul> <p>CSP</p>	
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## 7.2. Setting the Scene: Deliverable D.T1.2.2


 <p>Thematic Workshop-Workpackage 1 Mulhouse, June the 14th, 2017</p> <p>Activity A.t1.2 SWOT ANALYSIS</p> <p>Michela Pellone, CSP (IRKOVIZIONE nella ICT (PP9)</p>	<p><b>AGENDA</b></p> <p>interreg Alpine Space</p> <p>SET THE SCENE    INPUT COLLECTION    CONCLUSIONS</p> <p>CSP</p>			
<p><b>SET THE SCENE</b></p> <p>interreg Alpine Space</p> <p>Task &amp; deliverable from project plan</p> <p>Complete with description of task, expected output(s), requests made to PPs, ... (what is expected to do)</p> <p>CSP</p>	<p><b>SET THE SCENE</b></p> <p>interreg Alpine Space</p> <p>Task &amp; deliverable from project plan</p> <p>Societal challenges (climate change, health, ageing, environment, etc.) and become entrepreneurial opportunities and growth.</p> <table border="1"> <tr> <td><b>Deliverable D.T1.2.2</b></td> <td>SWOT analysis concerning the potential core base of Digital Technologies for the economic growth, employment and investments in AD</td> <td>11</td> </tr> </table> <p>Final SWOT analysis will define an overall picture to be considered for the economic growth, employment and investments in the Alpine area. The SWOT analysis will capture existing studies (S.T1.1.4) strategy, CF-TRIP 2014-20, etc.</p> <p>State of the art</p> <p>Each region (1 partner per region) was requested to produce a SWOT analysis. Status: 9/11</p> <p>Gathering regional analysis in one overall picture /deliverable. Status: draft in progress. Delivery forecast: End of July</p> <p>CSP</p>	<b>Deliverable D.T1.2.2</b>	SWOT analysis concerning the potential core base of Digital Technologies for the economic growth, employment and investments in AD	11
<b>Deliverable D.T1.2.2</b>	SWOT analysis concerning the potential core base of Digital Technologies for the economic growth, employment and investments in AD	11		

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<p><b>SET THE SCENE</b></p> <p>interreg Alpine Space</p> <p><b>Task &amp; deliverable from project plan</b></p> <table border="1"> <tr> <td>Activity 6.T1.1</td> <td>Digital transition to meet Alpine social challenges and strengthen the modernisation of the AS industry</td> <td>2016.11</td> <td>2017.06</td> </tr> </table> <p><b>Deliverable (D.T1.1.3)</b> Report to analyse the conditions of Digital Technologies to meet AS needs</p> <p><b>State of the art</b></p> <p>Each region (1 partner per region) was requested to comment and suggest cases. Status: 9/11 Merge partner inputs in one overall picture /deliverable. Status: draft in progress + collection of inputs from workshop. Delivery forecast: End of July</p> <p>CSP</p>	Activity 6.T1.1	Digital transition to meet Alpine social challenges and strengthen the modernisation of the AS industry	2016.11	2017.06	<p><b>COLLECTION OF INPUTS</b></p> <p>interreg Alpine Space</p> <p><b>VALIDATE SWOT</b></p> <ul style="list-style-type: none"> <li>If some of your regional Inputs that can be generalized to AS, please add your regional Input(s)</li> <li>Add any bullet point you consider relevant</li> <li>Highlight any bullet point you consider not relevant</li> <li>Add details you consider relevant</li> </ul> <p>CSP DGO HERE</p>
Activity 6.T1.1	Digital transition to meet Alpine social challenges and strengthen the modernisation of the AS industry	2016.11	2017.06		
<p><b>REMARKS</b></p> <p>R1 Very heterogeneous area, significant inter-regional &amp; intra-regional &amp; social disparities in innovation, funding opportunities, ICT and services of general interest R2 Spatially fragmented local markets R3 Progression, dispopulation of rural and alpine areas, strong migration due to poor infrastructure, employment. Poorly defined, especially in declining rural areas, areas with seasonal occupation and "employment crisis" R4 Very fragmented economic policies, SMEs over represented, SMEs mostly micro to small, undercapitalized, with limited investment capacity in innovation, R&amp;D, new machinery (jetting, solar and other)... R5 Tourism focuses essential "tourismism" and create "tourismism pressure" R6 Economy depends on few big global players R7 Inequality: R&amp;D expenditure, compared to the economic fabric R8 Limited inter Alpine research &amp; innovation cooperation R9 Limited research on topics of specific Alpine regions R10 Misalignment between RTO performance research results &amp; the economic policy take-up, weaknesses, strengths, limited applied research results exploitation, mobility, innovation, skills, commercialization, adaptation, transfer into industrial value-added processes, due to heterogeneous local research "industry" (gap between topics in the research agenda and the economic, socio-economic agenda) R11 Under-developed equipment in the digital sector and skill shortage for the digitalization, especially gap between services offered by training providers and market demand. Limited interests between academic offer and local needs and life-long learning concepts for specific target groups. SMEs suffer from their low ability to cooperate among each other R12 Companies don't recognize digitalization technologies as drivers towards economic growth, but of weakness, resilience R13 Digitalization enabling technologies (green energy &amp; sustainable energy, such as high speed internet backbone, digital divide-rural, alpine, disadvantaged areas), Cloud Computing services... R14 Energy transition and accompanying service sector under-exploited R15 Labor market can hardly be adapted on continuity, especially for peripheral areas on care continuity R16 Some parts of population have lower digital and a certain skills R17 Complex institutional context, weakly formalized governance, mix of national governance system... local complexity of competences R18 High environmental sensitivity: general pressure due to human activities (tourism, agriculture)... Other energy-demanding industry and energy-intensive mobility policies</p>	<p><b>MAIN FINDINGS: DRAFT SWOT (3)</b></p> <p>interreg Alpine Space</p> <p><b>OPPORTUNITIES</b></p> <p>O1 Strategic positioning at the front of Europe, weakly accessible from most EU jobs &amp; a wider international reach O2 Economic globalization a chance for high-quality, high added value sectors where O3 Attract highly skilled persons could be attracted, due to the high standard of living O4 Scope for ICT applications, products and services very large O5 Specific demographic trends open new economic fields related to social services &amp; quality of life O6 General modernization and pressure to innovate (e.g. building, power stations, new technology, mobility logistics...) O7 Global processes like climate change (e.g. an water and energy supply) urge for sustainability. There are business opportunities related to sustainability (e.g. consulting and engineering in energy efficiency, natural hazard defense, risk management, services for ageing society, new tourism products...) O8 AI development-supported green opportunities for the educational system O9 Good presence of RTO organizations, expertise, competences, funds and treatments. Research centres needs to be promoted O10 Government support for investment in R&amp;D in a digitalisation sector O11 Knowledge in energy industry develop resource-efficient processes and new technologies/strategies, reducing environmental impact footprint</p>				
<p><b>MAIN FINDINGS: DRAFT SWOT (4)</b></p> <p>interreg Alpine Space</p> <p><b>THREATS</b></p> <p>T1 The increasing global competition: competitive markets (e.g. in Asia) or lower administrative, environmental and labour market constraints T2 Risk of losing competitiveness in front of new global competitors especially taking in account the lack of an Alpine specific approach and capitalization T3 Fragmented governance systems and administrative discordance can reduce the potential for transnational exploitation of the Alpine Space strengths and opportunities T4 Innovative developments in the energy sector are dependent on public support in the initial phase. Public funds and renewable energy potentials are not spatially congruent T5 The knowledge transfer into the heterogeneous and small-structured business sectors requires a regionally-adapted approach T6 Medium sized cities near metropolises would be the "winners", rural areas the "losers" T7 Brain drain from rural areas and consequent depopulation T8 Labour market situation is deteriorating T9 Recruitment issue related to the skill gap in the digital economy T10 Cultural reluctance to open SMEs companies capital to third parties capital &amp; cooperation T11 Smaller businesses lacking resources for implementing new technologies will lag behind T12 High cost of building broad-band infrastructure in a mountains and rural areas, where no ROI is guaranteed</p>	<p><b>COLLECTION OF INPUTS</b></p> <p>interreg Alpine Space</p> <p><b>VALIDATE SWOT</b></p> <ul style="list-style-type: none"> <li>If some of your regional Inputs is missing, add regional Inputs that can be generalized to AS</li> <li>Add any bullet point you consider relevant</li> <li>Highlight any bullet point you consider not relevant</li> <li>Add details you consider relevant</li> </ul> <p>CSP DGO HERE</p>				
















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<p style="text-align: right;"><b>interreg</b> Alpine Space</p> <p><b>CONCLUSIONS</b></p> <ul style="list-style-type: none"> <li>• Thanks for inputs</li> <li>• 2 Inputs from partners missing</li> <li>• 1 to 1,5 month delay for delivery</li> </ul> <p style="text-align: right;"> 11</p>	
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## 7.3. Setting the Scene: Deliverable D.T1.2.3

 <p><b>interreg</b> Alpine Space</p> <p><b>SMART-SPACE</b></p> <p>Thematic Workshop - Mulhouse 1 Mulhouse, June the 14th, 2017</p> <p>Activity A.t1.3 Intermediaries to strengthen the digitization of AS SMEs</p> <p>Rainer Staudas, ITG Salzburg</p>	<p style="text-align: right;"><b>interreg</b> Alpine Space</p> <p><b>SET THE SCENE</b></p> <p>Tasks &amp; deliverables from project plan</p> <ul style="list-style-type: none"> <li>• 1.3.1. Success stories (intermediary organizations): Provide templates, collect input, summarize &amp; share.</li> <li>• 1.3.2. Regional workshops: agenda proposal, feedback form.</li> <li>• 1.3.3. Competence analysis: Provide templates, collect input, summarize &amp; share</li> <li>• 1.3.4. Summary report: CV profile and competence required to assist SMEs on Digital Technologies</li> </ul> <p style="text-align: right;"> 1</p>
<p style="text-align: right;"><b>interreg</b> Alpine Space</p> <p><b>SET THE SCENE</b></p> <p>Current progress of works</p> <ul style="list-style-type: none"> <li>• Success stories (intermediary organizations): 35/55 collected</li> <li>• Regional workshops: 5/11 organized</li> <li>• Competence analysis: 36/55 interviews collected</li> <li>• Summary report: CV profile and competence required to assist SMEs on Digital Technologies - elaborate further with PPs in Mulhouse</li> </ul> <p style="text-align: right;"> 2</p>	<p style="text-align: right;"><b>interreg</b> Alpine Space</p> <p><b>MAIN FINDINGS (DRAFT)</b></p> <p>Benchmarking Report</p> <ul style="list-style-type: none"> <li>• Large variety of reported success stories             <ul style="list-style-type: none"> <li>• Pro: heterogeneity of the Alpine Space</li> <li>• Con: Makes assessments and comparisons difficult</li> </ul> </li> <li>• Information, education and consultation is key             <ul style="list-style-type: none"> <li>• Pro: Practiced by most intermediaries</li> <li>• Con: Only helps SMEs indirectly (no technical support)</li> </ul> </li> <li>• Specialized services and support on the rise             <ul style="list-style-type: none"> <li>• Pro: More and more specialized services are in planning (E.g.: Legal &amp; Political support; IT services; Financial assistance)</li> <li>• Con: Direct services are offered by less than 50% of interviewed intermediaries as of now</li> </ul> </li> </ul> <p style="text-align: right;"> 3</p>


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<p>MAIN FINDINGS (DRAFT) </p> <p>Analysis of Competence</p> <ul style="list-style-type: none"> <li>- Information, events and workshops: Most popular practice</li> <li>- Average of SMEs reached: 350 per intermediary</li> <li>- Average start of activities in the field: 2013</li> <li>- Most progress in the field: since 2015</li> </ul> <p> 3</p>	<p>MAIN FINDINGS (DRAFT) </p> <p>Analysis of Competence</p> <ul style="list-style-type: none"> <li>- New intermediaries in development</li> <li>- Organisation structure: 43% generalist, 38% hybrid, 19% specialist</li> <li>- 50% know of “Grant &amp; Incentive programs”;</li> <li>- 88% know of “Science &amp; business cooperation projects”;</li> <li>- Needs expressed: 25,5% More awareness &amp; education; 21,5% More funding; 17,5% EU benchmark creation, standard of comparison</li> </ul> <p> 4</p>
<p>MAIN FINDINGS (DRAFT) </p> <p>Summary Report: Mindmap</p>  <p> 5</p>	<p>MAIN FINDINGS (DRAFT) </p> <p>Summary Report: CV Profile</p> <ul style="list-style-type: none"> <li>- Support &amp; Service:             <ul style="list-style-type: none"> <li>- Awareness building</li> <li>- Consultation</li> </ul> </li> <li>- Knowledge &amp; Expertise:             <ul style="list-style-type: none"> <li>- Generalist</li> <li>- Generalist and specialist (Hybrid)</li> <li>- Specialist</li> </ul> </li> </ul> <p> 6</p>
<p>MAIN FINDINGS (DRAFT) </p> <p>Summary Report: CV Profile</p> <ul style="list-style-type: none"> <li>- Political &amp; Governmental awareness:             <ul style="list-style-type: none"> <li>- Research facilities and universities</li> <li>- Grant and Incentive programs</li> <li>- Investors</li> <li>- Taxes, political and legal situation</li> </ul> </li> <li>- What extra value do I create for SMEs and the Digitalization?             <ul style="list-style-type: none"> <li>- What do SMEs in my region need?</li> <li>- What is the focus of other intermediary organisations in my region</li> <li>- What is my organisation’s structure, background and motivation?</li> </ul> </li> </ul> <p> 6</p>	<p>COLLECTION OF INPUTS </p> <p>Workshop Mulhouse - Questions / suggestions</p> <ul style="list-style-type: none"> <li>- How to create a CV profile for this heterogenic spectrum of intermediaries and regional differences?             <ul style="list-style-type: none"> <li>- Create a modular training program!</li> <li>- Support network building / coordination</li> </ul> </li> <li>- In which fields is qualification wanted?             <ul style="list-style-type: none"> <li>- Technical competences, specific trainings (please specify)</li> <li>- New business models</li> <li>- Other topics mentioned: innovation, resource management, IPR, project management, finance for innovation, creation of (digital) platforms,</li> <li>- Monetary / human resources...</li> </ul> </li> </ul> <p> 6</p>





# SMART-SPACE –Deliverable”D.T1.1.3 – “Minutes of the expert workshop”

<p><b>COLLECTION OF INPUTS</b></p> <p>interreg Alpine Space</p> <p>Workshop Mulhouse - Questions / suggestions</p> <ul style="list-style-type: none"> <li>- For which respective areas of expertise should, at this point in time, the project propose solutions? (Qualification of staff, etc.)</li> </ul> <p>Work on prepared Flipcharts</p> <p>ITG</p>	<p><b>CONCLUSIONS</b></p> <p>Describe open issues &amp; problems to reach expected outputs on time.</p> <p>ITG</p>
<p>interreg Alpine Space</p> <p>Rainer Steindler</p> <p>https://www.itg-salzburg.at/</p> <p>rainer.steindler@itg-salzburg.at</p> <p>+43 662 294 300-18</p> <p>facebook.com/</p> <p>linkedin.com/in/</p> <p>twitter.com/</p> <p>ITG</p>	

## 7.4. Setting the Scene: Deliverable D.T1.2.4

 <p>WP1 Workshop Mulhouse   14th of June 2017</p> <p>Setting the Scene: Deliverable D.T1.2.4</p> <p>Smart Space   UGRo   Adrian Friedl</p>	<p><b>TASK</b></p> <p>interreg Alpine Space</p> <p>Deliverable D.T1.2.4 – Summary Report</p> <p>concept to assist SMEs for their digitization</p> <p>Report that will highlight the needs of AS SMEs in terms of:</p> <ol style="list-style-type: none"> <li>1) Coaching and advices</li> <li>2) Tests and experimentations</li> <li>3) Investment projects to strengthen their digitalization processes</li> </ol> <p>Evaluation transnational added value</p> <p>Outlook and Sustainability</p> <p>www.beamer</p>
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<p><b>TASK</b></p> <p><b>interreg Alpine Space</b></p> <p>Deliverable D.T1.2.4 - Summary Report concept to assist SMEs for their digitization Report that will highlight the needs of AS SMEs in terms of:</p> <ol style="list-style-type: none"> <li>1) Coaching and advices</li> <li>2) Tests and experimentations</li> <li>3) Investment projects to strengthen their digitalization processes</li> </ol> <p>Evaluation transnational added value Outlook and Sustainability</p> <hr/> <p><small>interreg Alpine Space</small></p>	<p><b>1) COACHING AND ADVICES</b></p> <p><b>interreg Alpine Space</b></p> <p>General strategy and content toward I4.0 Changing the Mindset towards I4.0</p> <ul style="list-style-type: none"> <li>- Knowledge: Technologies, developments and innovations connected with I4.0</li> <li>- Required Framework and steps towards I4.0</li> <li>- Digital Possibilities</li> <li>- Overcoming upcoming challenges</li> <li>- Strategy to solve inhibitors for implementing</li> </ul> <hr/> <p><small>interreg Alpine Space</small></p>
<p><b>TESTS AND EXPERIMENTATIONS</b></p> <p><b>interreg Alpine Space</b></p> <p>Demonstration of possibilities and rarely used technologies.</p> <ul style="list-style-type: none"> <li>- IT System</li> <li>- Cloud Services</li> <li>- Predictive operations</li> <li>- Additive Manufacturing</li> <li>- Robotics</li> </ul> <hr/> <p><small>interreg Alpine Space</small></p>	<p><b>INVESTMENT PROJECTS</b></p> <p><b>interreg Alpine Space</b></p> <p>Required Investments to help SME's digitalisation process</p> <ul style="list-style-type: none"> <li>- Provide Networks and competence centres</li> <li>- Offer education possibilities in Digital Technologies</li> <li>- Further support fundings towards projects in DT</li> </ul> <hr/> <p><small>interreg Alpine Space</small></p>
<p><b>EVALUATION TRANSNATIONAL ADDED VALUE OUTLOOK AND SUSTAINABILITY</b></p> <p><b>interreg Alpine Space</b></p> <ul style="list-style-type: none"> <li>- Evaluation transnational added value             <ul style="list-style-type: none"> <li>- Sharing of success cases</li> <li>- Review of current state of companies</li> <li>- Analysing requirements to further support ongoing initiatives</li> </ul> </li> <li>- Outlook and Sustainability             <ul style="list-style-type: none"> <li>- Sustainability given by next steps inside the project</li> <li>- External sustainability in supporting Digitalisation by initiatives started with Smart Space                 <ul style="list-style-type: none"> <li>- Political colloquium, demonstration of technologies, creating networks to support Digital Technologies</li> </ul> </li> </ul> </li> </ul> <hr/> <p><small>interreg Alpine Space</small></p>	<p><b>interreg Alpine Space</b></p> <p> Adrian Fried</p> <p> <a href="http://www.FH-Rosenheim.de">www.FH-Rosenheim.de</a></p> <p> <a href="mailto:Adrian.Fried@FH-Rosenheim.de">Adrian.Fried@FH-Rosenheim.de</a></p> <p> 0049 (0) 8031 805-2794</p> <hr/> <p><small>interreg Alpine Space</small></p>