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D.T2.2.3: Service concept to promote joint cooperation to develop projects addressed to SMEs

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Executive Summary

This report indicates the main ways and tools available for Alpine Innovation Stakeholders (Regional authorities, policy makers) to promote joint cooperation to develop Digital innovation projects addressed to the SMEs.

This guideline aims to provide information about these tools and indications how to use them: to research partners, to generate new idea, to identify topics of cooperation or to identify funding program.

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1 Introduction

The aim of this task is to provide to policy makers a toolset to strengthen the cooperation among Alpine Space innovation stakeholders for the SMEs smart innovation.

For that, in this sub-task, we developed a guideline to identify the relevant tools and services existing and available to promote and develop joint cooperation in the field of SMEs digitisation.

(P10 coord; PPs inv.)

2 Objective of investigation/objective of the deliverable

As part of the activity on “Alpine DIH: toolset to strengthen the cooperation among Alpine Space Innovation stakeholders for the SMEs smart innovation” (A.T2.2), the objective of this delivery is to:

- Identify the existing tools and services to support joint cooperation with a focus on smart technologies
- Provide a guideline to use these tools and services to promote joint cooperation.

These elements will be hosted in the Digital Innovation Hub platform developed in the T2.1.

3 Applied approach/methodology adopted

We choose to focus our study only on the european services and tools (not on national or regional tools) as a common base for all Alpine Space stakeholders.

First, an identification of tools and services available at european level has been performed and share with all the project partners for further inputs.

The presentation and explanation of each tools is made to be easily introduced and used in the online Digital Innovation Hub platform

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4 Results: Tools and guideline to promote Joint cooperation

An overview of the existing tools and support services is displayed below –Figure 4.1.

The different tools and support services have been classified by scope of application:

- Partner search/ mapping of competences
- Idea generation
- Identification of topics for cooperations
- Funding programs for joint cooperation

An indicator from 1 to 3 has been added for each of them to indicate digital level of the tool:



: the tool or the service is generic and could be used for any thematic



: the tool or the service has some digital aspect (but not only)



: the tool or the service is dedicated to digital subjects

A brief description and explanation, but also details to get further information, is provided for each tool and support service in order to simplify access and use of them.

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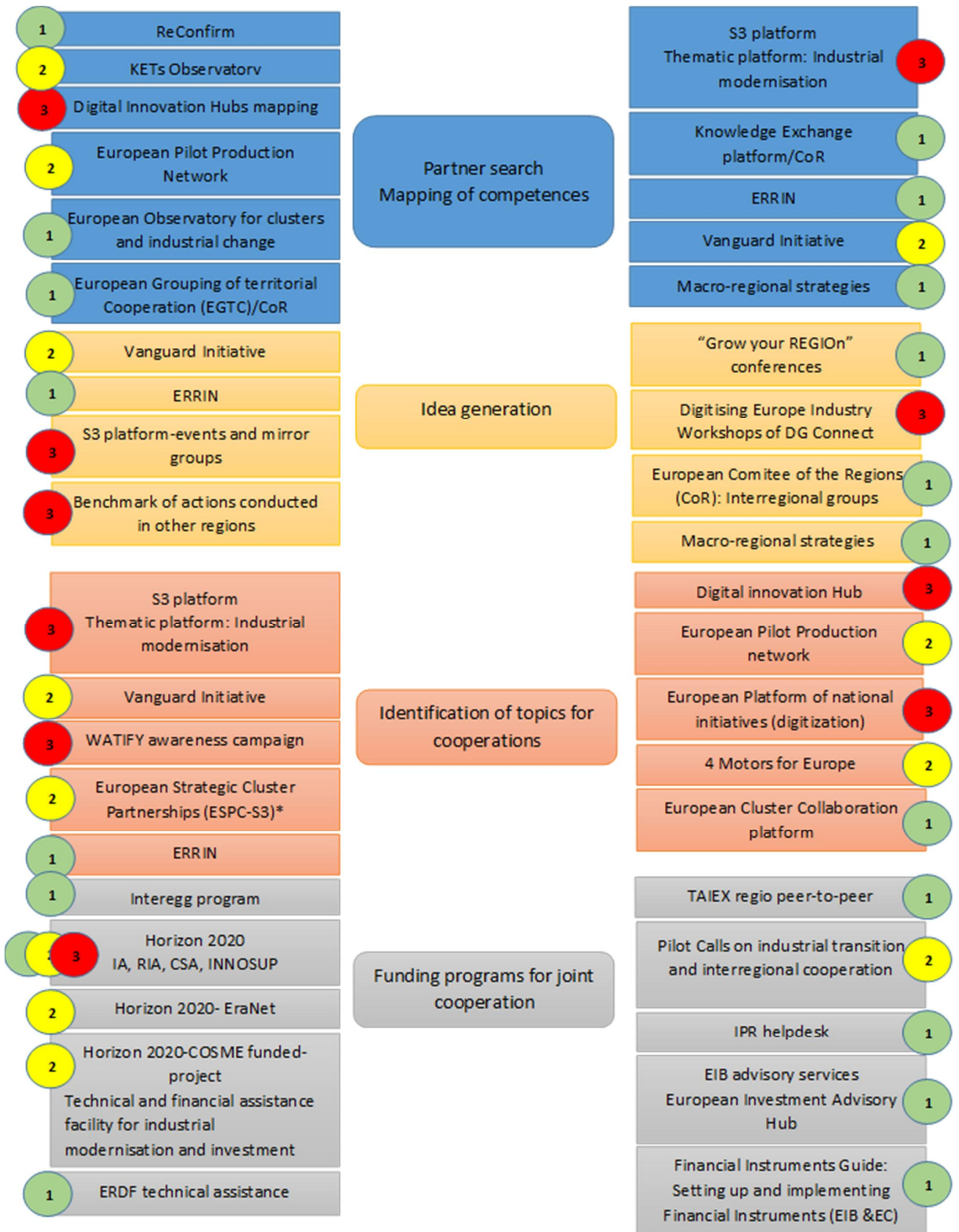


Figure 4.1: Overview of existing tools and support services
 ○: digital level of the tool (1-generic- 3- digital dedicated).

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First of all, we would like to underline an existing “tool” provided by European commission and dedicated to smart specialisation: the S3 platform.

The S3 Platform provides advice to EU countries and regions for the design and implementation of their Smart Specialisation Strategy (S3):

- Provide guidance material and good practice examples
- Inform strategy formation and policy-making
- Facilitate peer-reviews and mutual learning
- Support access to relevant data
- Train policy-makers

<http://s3platform.jrc.ec.europa.eu/>

The S3 platform launched thematic platforms. One of them is focused on Industrial modernisation and is in direct line with the scope to support policy makers and innovation stakeholders to develop Digital innovation projects addressed to the SMEs.

These initiatives are to offer hands-on support to regions to foster interregional cooperation based on matching smart specialisation priorities related to these three areas - such as Key Enabling Technologies, service innovation or resource efficiency.

The Smart Specialisation Platform for Industrial Modernisation (S3P-Industry) aims to support EU regions committed to generate a pipeline of industrial investment projects following a bottom-up approach - implemented through interregional cooperation, cluster participation and industry involvement.

The S3 Platform offers several tools to support stakeholder interaction in S3: <http://s3platform.jrc.ec.europa.eu/eu-support>

Some of them, but also other, will be detailed below.

4.1 Partner search and mapping of competences

A first step to project to build potential cooperation is to better known the other Regions, their characteristics and activity areas.

Several tools, services and networks provide mapping of competences (with different scopes) or support to search and identify potential partners.

4.1.1 S3 PLATFORM /thematic platform: industrial modernisation

The S3 platform proposes several online tools to facilitate match-making by:

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- Identifying reference regions across Europe which are structurally similar to your region through the Tool for Structural Regional Benchmarking: <http://s3platform.jrc.ec.europa.eu/web/guest/regional-benchmarking>
- Relate to their R&I priorities through the searches of the Eye@RIS3 tool: <http://s3platform.jrc.ec.europa.eu/web/guest/eye-ris3>
- Investigate what countries/regions are your trade partners and competitors in Inter-regional Trade and Competition Tool: <http://s3platform.jrc.ec.europa.eu/s3-trade-tool>
- ICT Monitoring Tool
This is a tool to search European Structural and Investment Funds (ESIF) data (ERDF, CF, ESF, YEI and EAFRD) on planned investments in ICT. The tool contains data from the ESIF Operational Programmes (OP) on planned ICT related investments. The amounts in this tool are presented at regional level. Users can search within three broad dimensions, amounts, keywords and financial forms.
<http://s3platform.jrc.ec.europa.eu/ict-monitoring>

- R&I Regional Viewer

This tool allows to visualize and compare Research & Innovation investments under different funding channels and EU programmes across EU Regions, i.e. economic indicators from Eurostat, planned R&I-related investments under ESIF, and Horizon 2020 funding captured by stakeholders.

<http://s3platform.jrc.ec.europa.eu/synergies-tool>

4.1.2 ReConfirm

ReConfirm is designed specifically to assist European regions and industrial stakeholders working together to develop and implement their action plan under a Thematic Area of the S3P-Industry.

Support actions to be provided through this project include:

- Mapping of common areas of interest in all regions participating in a Thematic Area on which they would be interested to design joint actions and there is potential to develop industrial investment projects;
- Organisation of matchmaking events between the regions involved in a Thematic Area to facilitate the elaboration of a joint implementation plan;
- Assistance to regions launching Calls for expression of interest to mobilise industrial stakeholders interested to work together on common or complementary challenges;
- Support collaboration between industry, clusters and other stakeholders to foster the development of EU value chains and investment projects;

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- Targeted promotion and communication activities, notably in EU lagging behind regions.

<http://s3platform.jrc.ec.europa.eu/reconfirm>

4.1.3 KET (Key Enabling Technologies) Observatory

During the course of 2017 and 2018, the KETs Observatory will issue 12 analytical reports on promising KETs based products in which Europe has to position itself to become/stay an innovation leader.

These analytical reports will be based on value chain analyses and can nurture the S3P-Industry, providing intelligence in innovation areas where regions could team up and invest together.

<https://ec.europa.eu/growth/tools-databases/kets-tools/kets-observatory>

4.1.4 DIH (Digital Innovation Hub) mapping

EUROPEAN NETWORK of (D)IH (link to S3 platform):

Digital Innovation Hubs are one-stop-shops that help companies to become more competitive with regard to their business/production processes, products or services using digital technologies. They are based upon technology infrastructure (competence centre) and provide access to the latest knowledge, expertise and technology to support their customers with piloting, testing and experimenting with digital innovations. DIHs also provide business and financing support to implement these innovations, if needed across the value chain. As proximity is considered crucial, they act as a first regional point of contact, a doorway, and strengthen the innovation ecosystem. A DIH is a regional multi-partner cooperation (including organizations like RTOs, universities, industry associations, chambers of commerce, incubator/accelerators, regional development agencies and even governments) and can also have strong linkages with service providers outside of their region supporting companies with access to their services.

<http://s3platform.jrc.ec.europa.eu/digital-innovation-hubs>

<http://s3platform.jrc.ec.europa.eu/digital-innovation-hubs-tool>

4.1.5 European Pilot Production Network (EPPN)

EPPN intends to boost the European competitiveness through the exploitation of the existing European pilot line production facilities across Europe in the area of nanotechnology and advanced material technologies.

A network of fully connected and collaborating pilot lines will be created. The effectiveness and the efficiency of existing and future pilot line facilities will be boosted and a digital ecosystem, acting as an interactive marketplace for professional members, created.

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<http://eppn.eu/eppn/wg>

4.1.6 The European Observatory for Clusters and Industrial Change

The European Observatory for Clusters and Industrial Change (that will follow-up from the European Cluster Observatory in summer 2017) will be a single access point for statistical information, analysis and mapping of clusters, cluster policy and industrial change in Europe, aimed foremost at European, national, regional and local policy-makers as well as cluster managers and representatives of SME intermediaries. The Observatory will continue to promote evidence-based policies for the development of more world-class clusters, facilitating SMEs' access to clusters and internationalisation activities, accelerate industrial modernisation and boost entrepreneurship in emerging industries as well as to promote mutual cluster policy learning and cross-regional collaboration.

In the framework of the S3P-Industry, the Observatory will provide advisory support and analysis to European Strategic Cluster Partnerships for smart specialisation investments.

https://ec.europa.eu/growth/industry/policy/clusters/observatory_en

4.1.7 The Knowledge Exchange Platform (KEP)/CoR

The Knowledge Exchange Platform (KEP) is a co-operation between the European Committee of the Regions (CoR) and the European Commission's DG for Research and Innovation (DG RTD). Its main objective is to present new solutions, innovative products and best practices in response to the numerous societal challenges facing local and regional authorities (LRAs) in Europe today.

Four potential areas of cooperation and knowledge exchange have mutually been identified by the DG RTD and the CoR: Bioeconomy; Key Enabling Technologies; Energy; Public Sector Innovation. The KEP can bring into the platform the Committee of the regions member that have signalled to be interested in re-industrialisation of their cities and regions.

<http://cor.europa.eu/en/activities/networks/Pages/kep.aspx>

4.1.8 European Grouping of territorial Cooperation (EGTC)/CoR

The EGTC is the first European cooperation structure with a legal personality defined by European Law, designed to facilitate and promote territorial cooperation (cross-border, transnational and interregional cooperation), in view of strengthening the economic and social cohesion of the European territory.

The EGTC Platform integrates, through the coordination of the European Committee of the Regions (CoR), political and technical representatives of all the existing EGTCs. The Platform aims to facilitate the exchange of experiences on the ground, promoting the EGTC as a tool for territorial cohesion and to give visibility to EGTC projects, while also supporting the consultative works of the CoR in cross-border issues.

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EGTC proposes an interactive map which provides list of cooperations programs for each region.

<https://portal.cor.europa.eu/egtc/CoRActivities/Pages/egtc-map.aspx>

4.1.9 ERRIN (European Regions Research and Innovation Network)

ERRIN is a unique Brussels-based platform of more than 120 regional stakeholders organisation most of whom are represented by their Brussels offices. ERRIN promotes knowledge exchange between its members, focusing on joint actions and project partnerships to strengthen regional research and innovation capacities. Through these actions ERRIN seeks to contribute to the implementation of the Europe 2020 Strategy, the Innovation Union flagship initiative and Smart Specialisation strategies.

ERRIN supports regional collaboration and project development by providing networking opportunities for members to share project ideas, best practises and personal contacts.

ERRIN proposes a tool of partner search.

<http://www.errin.eu/>

4.1.10 Vanguard Initiative

The Vanguard Initiative seeks to lead by example in developing interregional cooperation and multi-level governance for supporting clusters and regional eco-systems to focus on smart specialisations in priority areas for transforming and emerging industries. Vanguard regions want to build the synergies and complementarities in smart specialisation strategies to boost world-class clusters and cluster networks, in particular through pilots and large-scale demonstrators. These investments will strengthen Europe's competitive capacity to lead in new industries in the future and develop lead markets that offer solutions to our common challenges.

The Vanguard Initiative is pioneering a new approach to support EU industry internationalisation and competitiveness by bringing regions (and clusters) together to

- discuss common objectives and find complementarities,
- map and better understand regions' industrial competencies and capabilities,
- develop joint strategic action plans (building critical mass and complementary specialisations) and
- align strategic investments arising from these roadmaps

The goal of this approach is creating "inter-regional smart specialisation platforms". The "VI methodology" consists of four subsequent phases: learn, connect, demonstrate and commercialise.

The methodology is being tested through five pilot projects: three "1st generation pilots" (initiated in the Summer 2014) in the areas of 'high-performance production through 3D

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printing' (3DP), 'efficient and sustainable manufacturing' (ESM), and 'advanced manufacturing for energy-related applications in harsh environments' (Energy); and two "2nd generation pilots" (initiated in June 2015) in the areas of 'bio-economy' (Bio) and 'nanotechnology' (Nano).

<http://www.s3vanguardinitiative.eu/>

4.1.11 Macro-regional strategies

A 'Macroregional strategy' is an integrated framework endorsed by the European Council, which may be supported by the European Structural and Investment Funds among others, to address common challenges faced by a defined geographical area relating to Member States and third countries located in the same geographical area which thereby benefit from strengthened cooperation contributing to achievement of economic, social and territorial cohesion.

Four EU macro-regional strategies, covering several policies, have been adopted so far:

- The EU Strategy for the Baltic Sea Region (2009)
- The EU Strategy for the Danube Region (2010)
- The EU Strategy for the Adriatic and Ionian Region (2014)
- **The EU Strategy for the Alpine Region (2015):**

http://ec.europa.eu/regional_policy/en/policy/cooperation/macro-regional-strategies/alpine/

http://ec.europa.eu/regional_policy/fr/policy/cooperation/macro-regional-strategies/

4.2 Idea generation

To imagine and design new ways of cooperation, several events and working groups are organised by different kind of actors. Common reflexions and works represent opportunity to aggregate and share different points of view and expectations, which should use as the start point of joint cooperations.

4.2.1 S3 platform-events and mirror group

4.2.1.1 Workshops and Thematic events

The S3 platform organises workshops and events to learn from and together with other regions in our Peer Review or Peer eXchange & Learning.

<http://s3platform.jrc.ec.europa.eu/web/guest/s3-implementation-pxl>

Start or strengthen S3 cooperation:

It is possible to ask S3platform team to assist you in facilitating and setting-up workshops aiming at starting or strengthening inter-regional or trans-national S3 collaboration. Please

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assure some initial interest in the topic and/or event by at least three regions before asking for their assistance.

<http://s3platform.jrc.ec.europa.eu/s3-cooperation>

4.2.1.2 Mirror Group

The mirror group has an advisory role on the works of the Commission services related to smart specialisation, including the S3 Platform, particularly with regard to general conceptual and methodological issues concerning RIS3, including policy tools.

Conceptual and methodological issues also include development of synergies between the policies involved support to the development of guides for the improvement of the delivery instruments.

It also acts as a discussion forum on the different dimensions of smart specialisation on the basis of documents and presentations provided/delivered by its members and other bodies such as the OECD and the World Bank and the Commission services.

In more general terms, the Mirror Group has the objective of helping the European Commission build capacity at different institutional levels across Europe to design and implement RIS3 and digital growth strategies and of acting as ambassadors of the concept in several fora and policy discussions.

<http://s3platform.jrc.ec.europa.eu/mirror-group>

4.2.2 “Grow your REGION” conference

The GROW your REGION conference (co-organised by the European Commission's Directorate-Generals for 'Internal Market, Industry, Entrepreneurship and SMEs' and for 'Regional and Urban Policy'), is a dynamic event bringing together regional policy makers and members of the business community. The aim is to find joint avenues to help drive growth through innovation, collaboration and the breaking of sectoral and regional silos.

GROW your REGION" is an opportunity to:

- share your smart specialisation and cluster experience and practices;
- exchange ideas about future actions for smart interregional collaboration; and
- learn about novel ways of supporting innovation and accelerating industrial modernisation and SME growth.

https://ec.europa.eu/growth/content/grow-your-region-conference-set-8-9-november-2017-boosting-smart-interregional-collaboration_fr

4.2.3 Digitising Europe Industry: workshops and events of the DG connect about Smart manufacturing

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Digitising Europe Industry is the European commission strategy to reaping the full benefits of a Digital Single Market.

The measures to Digitise European Industry will help companies large and small, researchers and public authorities to make the most of new technologies. They will link up national & regional initiatives and boost investment through strategic partnerships and networks.

In this scope, several events and workshops are organised to allow exchanges and networking:

<https://ec.europa.eu/digital-single-market/en/newsroom-agenda/events/smart-manufacturing>

4.2.4 European Committee of the Regions (CoR): Interregional groups

Created in 1994, the European Committee of the Regions (CoR) is the European Union's assembly of regional and local representatives.

Interregional groups are platforms which bring together members and alternate members of the European Committee of the Regions on a voluntary basis. They promote the exchange of views and therefore the emergence of ideas likely to enrich cooperation between local and regional authorities in the Member States and beyond.

<http://cor.europa.eu/en/activities/interregionalgroups/Pages/interregional-groups.aspx>

4.2.5 ERRIN (European Regions Research and Innovation Network)

See part 4.1.9

ERRIN proposes several working groups on:

- **Advanced Manufacturing & Nanotechnology:** Raise awareness on the European financing and policies for ADMA and Nano. Facilitate knowledge exchange, joint action and project partnership among the regions members of the WG.
- **ICT working group:** The main objective of the ICT Work Group is to create a platform where it is possible to create or discuss ICT-projects / topics and opportunities for interregional cooperation in the ICT area. The aim is to gain an overview and knowledge about the ICT areas and supporting facilities in the EU framework programs - with focus on Horizon 2020.
- **Innovation and Investment:** As stated in Commission Work Programme 2017, 'A New Boost for Jobs, Growth and Investment' is one of the 10 priorities of European Commission. And "it is through innovation and the right investment in our economies that companies create jobs". WG Innovation & Investment aims to monitor the main initiatives put in place by the EU institutions under this priority, getting early information about them and connecting with like-minded organisations.
- **Smart specialisation:** The main themes of the Smart Specialisation Working Group are:

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- Current political and policy debate on clear concept, methodology and scale of RIS3;
- Increasing attention on synergies between regional innovation and development policies and financial instruments; Continued renewed interest on the role of clusters and thematic platforms as enablers of S3.
- PolicyThe Policy Working Group works closely with the management board and the leaders of the other ERRIN WGs to develop ERRIN's positions on cross-cutting policy issues.

<http://www.errin.eu/node/15>

4.2.6 Vanguard Initiative

See part 4.1.10

<http://www.s3vanguardinitiative.eu/>

4.2.7 Macro-regional strategies

See part 4.1.11

http://ec.europa.eu/regional_policy/fr/policy/cooperation/macro-regional-strategies/

4.2.8 Benchmark of actions conducted in other Region of Smart-Space project partners.

A way to generate new idea is to benchmark what it is tested and displayed in other region.

In the frame of Smart-space project, we have dressed a kind of mapping of existing actions and supports addressed to SMEs in the field of smart industry.

These mapping are available in annexes.

4.3 Identification of topics for cooperations

The next step to design joint cooperation is to identify common interests on topic, thematic or subjects.

4.3.1 S3 platform: Thematic platform: Industrial modernisation

The S3 Platform provides advice to EU countries and regions for the design and implementation of their Smart Specialisation Strategy (S3) and proposes tools and services to facilitate matching between regional smart specialisations and to allow common actions and projects.

See part 4.1.1

In the frame of smart manufacturing, S3 platform launched a thematic platform on the Industrial modernisation in which several sub-thematic areas are directly in link with smart manufacturing, by example:

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- Advanced manufacturing (in link with Vanguard Initiative)
- 3D-printing (in link with vanguard Initiative)
- SMEs to the Industry 4.0

<http://s3platform.jrc.ec.europa.eu/thematic-areas>

The Regions or regional stakeholders can answer to call of interests in these areas to show common interest/expertise on a subject and their complementarities on it to conduct future common actions and projects.

4.3.2 Vanguard Initiative

See part 4.1.10

The Vanguard Initiative seeks to lead by example in developing interregional cooperation and multi-level governance for supporting clusters and regional eco-systems to focus on smart specialisations in priority areas for transforming and emerging industries. Vanguard regions want to build the synergies and complementarities in smart specialisation strategies to boost world-class clusters and cluster networks, in particular through pilots and large-scale demonstrators. These investments will strengthen Europe's competitive capacity to lead in new industries in the future and develop lead markets that offer solutions to our common challenges.

<http://www.s3vanguardinitiative.eu/>

4.3.3 Watify awareness Campaign

Wotify is an awareness raising campaign for the modernisation of Europe's Industry (2016-2018) that supports the digital transformation of Industry and enterprises and their uptake of Key Enabling Technologies. The campaign specifically targets SMEs in manufacturing, healthcare, finance and creative industries as well as mechanical engineering, construction, tourism, retail and agro-food that can drive economic and/or social value by creating and using novel digital and advanced technologies.

40 matchmaking events will be organised that bring together public and private stakeholders from different regions to explore how they can translate their national and regional policies and priorities for smart specialisation and technological transformation into joint high-quality projects and smart investments in industrial modernisation and new value chains.

<http://s3platform.jrc.ec.europa.eu/eu-support>

<http://wotify.eu>

4.3.4 European Strategic Cluster Partnerships (ESPC-S3)

This action will pilot the implementation of European Strategic Cluster Partnerships for smart specialisation investments in the context of the S3P-Industry. A call for proposals with a

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budget of 2.8 million Euro will be published in the first half of 2017 to support at least eight Partnerships.

It aims to boost the collaboration of enterprises, notably SMEs, across regions towards generating joint actions and investment projects in common thematic priority areas linked to industrial modernisation and help to improve their business environment.

<https://www.clustercollaboration.eu/open-calls/towards-european-strategic-cluster-partnerships-smart-specialisation>

4.3.5 European Cluster Collaboration platform

The European Cluster Collaboration Platform is the European hub facilitating cluster cooperation within and beyond the EU. The Platform provides networking support for over 500 cluster organisations and their members aiming to increase their competitiveness through the stimulation of trans-national and international cooperation.

<https://www.clustercollaboration.eu/>

4.3.6 4 Motors for Europe and associates

Four Motors for Europe” is a long-lasting cooperation between the Regions of Baden-Württemberg (Germany), Catalonia (Spain), Lombardia (Italy) and Auvergne-Rhône-Alpes (France).

The network of the Four Motors for Europe is flexible and open. It includes occasionally but with regularity regions with similar characteristics on specific themes. This network is called the “Four Motors and Associated Regions.”

The current Associated Regions are Flanders, Malopolska (Poland), Quebec and Wales.

The strategy developed by the Four Motors in the recent years has focused on the reinforcement of the competitiveness in economy, sciences and technologies of the four Regions, in this particular context of global interdependence and economic crisis.

The driving idea is that it is up to the Regions to facilitate the collaborative projects between the actors, to support joint-applications for the European calls for proposals such as H2020, and to defend the interests of domestic economic actors against the European Commission. The institutional collaboration must serve the reinforcement of partnerships and international economic exchanges. All activities carried out for this network of excellence must have effects on the economy of the regions and impact the activity of the businesses.

Several working groups are organized. One of them is focused on “Industry of the future”.

<http://www.4motors.eu/>

4.3.7 Digital Innovation Hubs

See part 4.1.4

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The Digitising European Industry Strategy aims to ensure that any business in Europe should have access to a Digital Innovation Hub at ‘a working distance’ (i.e. within a form and location convenient for their day-to-day business).

Digital Innovation Hubs can be instrumental for industrial modernisation. If they already exist within a region, they can be seen as a support service for the S3P-Industry. However, if they do not exist they could be the intended outcome of the investment project.

<http://s3platform.jrc.ec.europa.eu/digital-innovation-hubs-tool>

4.3.8 European Pilot Production network

The aim of the European Pilot Production Network (EPPN) is to provide infrastructure and advisory services to industry, with access for SME's and start-ups under favourable (subsidised) conditions, hereby boosting investments, maximising the impact of the ongoing upscaling activities and facilitating market access.

EPPN activities are planned to include mapping current pilot line projects, identifying specific needs and coordinating joint actions in a number of areas addressing finance, market, training, technical collaboration, dissemination and Policy. The EPPN activities will provide practical examples of relevance for implementing the S3 philosophy. EPPN will especially help on the creation of regional Innovation Hubs and their value-chain and cross-border networking.

<http://eppn.eu/>

4.3.9 European Platform of national initiatives (digitisation)

The European Commission launched the European platform of national initiatives on digitising industry. It brings together the 13 existing national initiatives to digitise industry to improve the sharing of best practices and make sure that measures taken by Member States can complement and reinforce each other. The platform will soon be reinforced by the nine national initiatives currently in preparation.

The new European platform will coordinate and complement the work done by national initiatives towards the overall objective of granting easy access to digital technologies for any industry, and will review the level of investments needed to meet the digitisation challenges faced by industry. It will also analyse progress on the regulatory side including on data flow, data access and ownership, on cybersecurity and liability.

<https://ec.europa.eu/digital-single-market/en/news/european-countries-join-forces-digitise-industry>

4.3.10 ERRIN (European Regions Research and Innovation Network)

See part 4.2.5

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ERRIN supports regional collaboration and project development by providing networking opportunities for members to share project ideas, best practises and personal contacts.

<http://www.errin.eu/>

4.4 Funding programs for joint cooperation

To support joint cooperation several funding programs exist but also advices to set up and implement dedicated financial Instruments.

4.4.1 Interegg program

European Territorial Cooperation (ETC), better known as Interreg, is one of the two goals of cohesion policy and provides a framework for the implementation of joint actions and policy exchanges between national, regional and local actors from different Member States. The overarching objective of European Territorial Cooperation (ETC) is to promote a harmonious economic, social and territorial development of the Union as a whole. Interreg is built around three strands of cooperation: cross-border (Interreg A), transnational (Interreg B) and interregional (Interreg C).

Interreg programs such as Interreg Alpine space can be useful for developing policies and pilot actions addressed to digitisation of SMEs and developing joint transnational actions

http://ec.europa.eu/regional_policy/fr/policy/cooperation/european-territorial/

4.4.2 Horizon 2020

Horizon 2020 is the biggest EU research and innovation programme ever. It will lead to more breakthroughs, discoveries and world-firsts by taking great ideas from the lab to the market. Almost €80 billion of funding is available over 7 years (2014 to 2020) – in addition to the private and national public investment that this money will attract.

Excellent science, competitive industry and tackling societal challenges are at the heart of Horizon 2020. Targeted funding will help to ensure that the best ideas are brought to the market faster – and are used in our cities, hospitals, factories, shops and homes as quickly as possible.

Industrial leadership is one of the 3 pillars of Horizon 2020 frame program:

This pillar aims to speed up development of the technologies and innovations that will underpin tomorrow's businesses and help innovative European SMEs to grow into world-leading companies.

It consists of three specific objectives:

- “Leadership in enabling and industrial technologies” will provide dedicated support for research, development and demonstration and, where appropriate, for

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standardisation and certification, on information and communications technology (ICT), nanotechnology, advanced materials, biotechnology, advanced manufacturing and processing and space. Emphasis will be placed on interactions and convergence across and between the different technologies and their relations to societal challenges. User needs will be taken into account in all these fields.

<https://ec.europa.eu/programmes/horizon2020/en/h2020-section/leadership-enabling-and-industrial-technologies>

- “Access to risk finance” will aim to overcome deficits in the availability of debt and equity finance for R&D and innovation-driven companies and projects at all stages of development. Together with the equity instrument of the Programme for the Competitiveness of Enterprises and small and medium-sized enterprises (COSME) (2014-2020) it will support the development of Union-level venture capital.

<https://ec.europa.eu/programmes/horizon2020/en/h2020-section/access-risk-finance>

- “Innovation in SMEs” will provide SME-tailored support to stimulate all forms of innovation in SMEs, targeting those with the potential to grow and internationalise across the single market and beyond. Joint cooperations between clusters or innovation stakeholders are supported by this way.

<https://ec.europa.eu/programmes/horizon2020/en/h2020-section/innovation-smes>

All projects are funded with one of the following tools according to the expected TRL (technology readiness level) and the kind of activities covered:

- Research and innovation actions

Funding for research projects tackling clearly defined challenges, which can lead to the development of new knowledge or a new technology.

- Innovation actions

Funding is more focused on closer-to-the-market activities. For example, prototyping, testing, demonstrating, piloting, scaling-up etc. if they aim at producing new or improved products or services.

For research and innovation or innovation projects – a consortium of at least three legal entities is needed. Each entity must be established in an EU Member State or an Associated Country.

- Coordination and support actions

Funding covers the coordination and networking of research and innovation projects, programmes and policies.

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Single entities or consortia of partners from different countries, industry and academia may apply.

<http://ec.europa.eu/programmes/horizon2020/>

4.4.3 ERA-NET

The ERA-NET instrument under Horizon 2020 is designed to support public-public partnerships in their preparation, establishment of networking structures, design, implementation and coordination of joint activities as well as topping up of single joint calls and of actions of a transnational nature.

The focus of ERA-NETs is therefore shifting from the funding of networks to the top-up funding of single joint calls for transnational research and innovation in selected areas with high European added value and relevance for Horizon 2020. This aims at increasing substantially the share of funding that Member States dedicate jointly to challenge driven research and innovation agendas. Financial contributions of Member States can be in cash or in kind in order to broaden the scope of ERA-NETs towards the coordination institutional funding of governmental research organisations.

http://ec.europa.eu/research/era/era-net_en.htm

Exemples of ERA-NET projects under going in the field of smart technologies:

- MANUNET III:

MANUNET supports innovation-driven, close-to-market research and development projects in manufacturing. It aims to encourage cross-border value chains that emerge from advancing technologies

<https://www.manunet.net/>

- PhotonicSensing:

PhotonicSensing is a joint initiative which contributes to the fast development and implementation of photonics based sensing technologies and therefore further improve the European market share in this domain.

<https://photonicsensing.eu/>

- INCOMERA

INCOMERA aims at fostering the coordination of a series of trans-regional programmes dedicated to research and innovation within the highly innovative and technology based themes of Nanosciences, Nanotechnologies, Materials and New Production Technologies.

<http://incomera.eu/calls/projects>

- IraSME

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IraSME is a network of ministries and funding agencies which are owners or managers of national and regional funding programmes for cooperative research projects between small and medium-sized enterprises (SMEs) and in participation of research and technology organisations (RTOs). Against the background of growing competition in global markets, IraSME supports SMEs in their transnational innovation activities, helps them to acquire technological know-how, extend their networks and bridge the gap between research and innovation.

<http://www.ira-sme.net/about-irasme/>

4.4.4 -COSME funded-project “Technical and financial assistance facility for industrial modernisation and investment”

Programme for the Competitiveness of Enterprises and SMEs (COSME) will run from 2014 to 2020, with a planned budget of €2.3bn. It will facilitate SME access to finance, create supportive environment for business creation, help small businesses operate outside their home countries and improve their access to markets.

<http://ec.europa.eu/research/participants/portal/desktop/en/opportunities/cosme/index.html#c.calls=hasForthcomingTopics/t/true/1/1/0/default-group&hasOpenTopics/t/true/1/1/0/default-group&allClosedTopics/t/true/0/1/0/default-group&+PublicationDateLong/asc>

In this frame a call of project (ref: Gro-17/c/06) was launched in 2017 on the subject “Technical and financial assistance facility for industrial modernisation and investment”. The overall objective of this action is to boost industrial competitiveness and investment in the EU via cross-regional cooperation and networking by launching three interconnected specific actions: (i) supporting the development of cross-regional investment projects under the Smart Specialisation Platform for Industrial Modernisation and Investment, (ii) supporting the development of European Strategic Cluster Partnerships to support cluster cooperation in thematic areas and increase the involvement of industry in the Platform, and (iii) supporting manufacturing firms to adopt advanced manufacturing technologies and therefore increase their competitiveness and innovation capability.

https://www.google.fr/url?sa=t&rct=j&q=&esrc=s&source=web&cd=4&cad=rja&uact=8&ved=0ahUKEwixmO2CkdDXAhWJuxQKHUYdABIQFggyMAM&url=http%3A%2F%2Fec.europa.eu%2FDocsRoom%2Fdocuments%2F21337%2Fattachments%2F2%2Ftranslations%2Fen%2Frenditions%2Fpdf&usg=AOvVaw308MRgdlzn7SEeHKQn_ZN

4.4.5 ERDF technical assistance

Technical assistance budgets are available to help stakeholders implement ERDF-funded programmes and projects. Each ERDF Managing Authority has such technical assistance

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budgets to pay for preparation, management, evaluation, monitoring, audit and control of ERDF projects.

http://ec.europa.eu/regional_policy/en/atlas/managing-authorities/

4.4.6 TAIEX regio peer-to-peer

TAIEX Regio peer-2-peer is a tool designed to share expertise between bodies that manage funding under the European Regional Development Fund (ERDF) and the Cohesion Fund. It helps public officials involved in the management of these funds to exchange knowledge, good practice and practical solutions to concrete problems thus improving their administrative capacity and ensuring better results for the EU investments. Only Public institutions involved in the management of the ERDF or Cohesion Fund can request support for expert missions, study visits and single or multi-country workshops.

http://ec.europa.eu/regional_policy/en/policy/how/improving-investment/taix-regio-peer-2-peer/

4.4.7 Pilot Calls on industrial transition and interregional cooperation

The European commission launch frequently calls for expression of interest in link with industrial modernization in order to promote joint-cooperation. By example:

The European Commission adopted the Communication "Strengthening innovation in Europe's regions: towards resilient, inclusive and sustainable territorial growth strategies" (http://ec.europa.eu/regional_policy/sources/docoffic/2014/com_2017_376_2_en.pdf)

in the frame of which the Commission proposed launching two pilot actions by the end of 2017 on "Interregional innovation projects" and "Industrial transition regions".

DG REGIO seeks expressions of interest from transnational partnerships of regional authorities, which include regional stakeholders (universities, research centres, clusters, SMEs, etc.), that are willing to pilot interregional innovation partnerships aimed at facilitating the commercialisation and scale-up of inter-regional innovation projects and to incentivise business investments.

<http://s3platform.jrc.ec.europa.eu/-/pilot-calls-on-industrial-transition-and-interregional-cooperation?inheritRedirect=true>

4.4.8 IPR helpdesk

The European IPR Helpdesk is a project funded by the European Commission under the current Horizon 2020 programme that supports cross-border SME and research activities to manage, disseminate and valorise technologies and other Intellectual Property (IP) Rights and IP assets at an EU level.

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Offering a broad range of informative material, a Helpline service for direct IP support and on-site and online training, the European IPR Helpdesk's main goal is to support IP capacity building along the full scale of IP practices: from awareness to strategic use and successful exploitation. This strengthening of IP competencies focuses on EU SMEs, participants and candidates in EU-funded projects, and EU innovation stakeholders for an increased translation of IP into the EU innovation ecosystem.

<https://www.iprhelpdesk.eu/>

4.4.9 EIB advisory services/European Investment Advisory Hub

The European Investment Advisory Hub is Europe's gateway to investment support! A joint initiative by the European Commission and the European Investment Bank under the Investment Plan for Europe, the Hub offers a single access point to a 360 degree offer of advisory and technical assistance services with the aim of strengthening Europe's investment and business environment.

<http://eiah.eib.org/index.htm>

4.4.10 Financial Instruments Guide: Setting up and implementing Financial Instruments (EIB & EC)

The Guide is primarily for Managing Authorities and other relevant stakeholders who are interested in setting up Financial Instruments using European Structural and Investment Funds (ESIF) in the programming period 2014-2020.

This Guide follows the four phases of the Financial Instruments implementation lifecycle:

Design, Set-Up, Implementation, and Winding-Up providing an outline of the step-by-step tasks associated with each phase.

http://www.eib.org/attachments/documents/jessica_strategic_udf_appendix%201_en.pdf

5 Evaluation transnational added value

The goal of these guidelines is to provide information usable and accessible for policy makers and innovation stakeholders from any European country. Indeed the final target is to provide supports to build future transnational joint cooperations.

The transnational added value is also to have a view of different tools and services available in partner project regions and which could give ideas to other regions (see benchmark in annexe) or to identify common interest for future joint cooperations.

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6 Outlook and sustainability

These document give a large overview of tools, services and networks available at the European level to support and promote joint cooperation. Policy makers and innovation stakeholders could use these guideline to help them to identify the more relevant according to their needs: partner search, mapping, idea generation, identification of topics for cooperation, funding programs...

Tools and services described are not all dedicated to digital innovation but could be used more generally for joint cooperation.

To facilitate the use of these information, these elements will be hosted in the Digital innovation Hub platform developed in the frame of Smartspace project.

7 Annexes

Benchmark activities and tools available in some of Partner project Region to support digitisation.

- France : Auvergne-Rhône-Alpes (Auvergne-Rhône-Alpes Entreprises) – p29
- Germany : Upper Bavaria (University of Applied Sciences Rosenheim)- p33
- Italy: Lombardy (AFIL)-p37
- Italy: Veneto (Veneto Innovazione)- p41
- Germany: Baden-Württemberg (BWCON)-p44
- Austria: Salzburg (Innovation and Technology Transfer Salzburg GmbH)-p49

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PP Name : AURAE		
Region covered : AUVERGNE-RHONE-ALPES		
AWARENESS ACTIONS		
Type of action	Tool/activity	Exemples and URL
TECHNOLOGICAL WATCH/ STATE-OF-THE-ART	Information day	<p>Journée Ambition du futur : https://www.j-ambitionidf.fr/</p> <p>Go Numérique http://go-numerique.fr/</p> <p>Mettez le cap sur l'industrie du futur : http://auvergne-rhone-alpes.cci.fr/?q=content/mettez-le-cap-sur-lindustrie-du-futur;</p>
	Thematic conference	<p>Journée Fabrication additive : exemple of additive manufacturing: https://www.poleplasturgie.net/pep/images/illustrations/actualites/2016%20Illustrations/Programme%20Journee%20RAFAM%202016.pdf</p> <p>e-commerce, web 2.0, télétravail, travail collaboratif, co-conception. http://www.ene.fr/informer/reunion-information.html</p>
	workshops	<p>Atelier Industrie du Futur - Nouveaux modèles de revenus liés à l'Industrie du Futur: http://www.cci.fr/web/performance-et-innovation/actualites-details/-/asset_publisher/dAW5/content/agenda--:atelier-industrie-du-futur-octobre-2017</p>
	others	
TRAINING		<p>ENE (Espace Numerique Entreprises) http://www.ene.fr/accompagner/ateliers1.html</p>
		<p>IPC (Innovation Plastique Composites) https://www.poleplasturgie.net/Numplast_formation.html</p>
		<p>Captronic http://www.captronic.fr/-Formations-.html</p>
		<p>Other trainings proposed by : RAFAM UIMM (Union des industries et métiers de la métallurgie) AFIM professional unions...</p>
DIAGNOSTICS/DIGITAL ASSESSMENT	Diagnostic	Diag Alliance Industrie du futur
	Digital maturity assessment:	http://www.syclear-digital.com/evaluez-la-maturite-digitale-de-votre-entreprise/

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TECHNOLOGICAL TRANSFERT/ TECHNOLOGICAL INTEGRATION		
TESTING	Test with public funding support	Usine Numerique Régionale: http://www.ene.fr/experimenteur/usine-numerique-regionale.html
	Access to facilities	Easytech http://www.minalogic.com/fr/service/easytech regional technological platform http://www.ardi-rhonealpes.fr/ardi-web/jcms/devjo_149156/fr/sante/les-plateformes-technologiques-regionales regional fablabs http://www.innovation.rhonealpes.fr/innovation-usages/
	others	
PUBLIC SUPPORTED CONSULTANCY SERVICES/COACHING	Individual	private consulting services
	groups: Ambition PME	Performance PME (eco-efficiency factory, supply chain, additive manufacturing, machining, robotic): http://ambitionpme.auvergnerhonealpes.fr/les-programmes/performance/ Numerique PME (ERP, PLM, IoT, digital simulation/modelling, big data): http://ambitionpme.auvergnerhonealpes.fr/les-programmes/systeme-dinformation/
	Community of practices:	digital club -AXELERA https://www.axelera.org/retour-evenements/axelera-digital-club-retour-sur-la-1ere-edition/ club industriel Plastipolis fabrication additive: https://fr.linkedin.com/pulse/club-industriel-plastipolis-fabrication-additive-vuillermoz-patrick Digiclub http://digiclub.strikingly.com/#accueil
DEMONSTRATIONS	Call of interest	AMI ambition du futur : http://www.aides-entreprises.fr/actualites/5543
	others	
MATCHING	Business directories :	Regional chamber of commerce: http://www.auvergne-rhone-alpes.cci.fr/sites/default/files/fichier_telechargement/economie_2016_industrie_du_futur.pdf Digital league: http://www.digital-league.org/la-league/adherents/
	qualified matching performed by intermediaries	Innovation regional agency, clusters, chamber of commerce....

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	Partner search tools:	Partnership opportunity database (POD) Entreprise Europe Network (EEN) : http://een.ec.europa.eu/tools/services/SearchCenter/Search/ProfileSimpleSearch?shid=32db25cb-726f-43b0-8b5f-7742d0935799 Hub recherche https://hub-recherche.fr/Pages/A-propos.aspx
	Brokerage events/ BtoB events (lien EEN)	Brokerage events EEN: http://een.ec.europa.eu/search/node/brokerage%20event
	Pitching events:	Open innovation days-MINALOGIC : http://www.minalogic.com/fr/evenement/open-innovation-day-thales
	others	
COLLABORATIVE PROJECTS	Regional	FRI: Fond régional d'innovation: https://www.auvergnhonealpes.fr/aide/94/89-fonds-regional-innovation-enseignement-superieur-recherche-innovation.htm
	National	Fond Unique Interministériel (FUI) : http://competitivite.gouv.fr/policy-of-the-clusters-906.html
	European	H2020 collaborative projects: https://ec.europa.eu/programmes/horizon2020/
	others	
GLOBAL INTEGRATION/DEPLOYMENT OF THE DIGITAL SOLUTION IN THE COMPANY		
FUNDING	Launching on the market of innovation	PLIMMI: http://rhone-alpes.hubfi.fr/fiche/!/fiche/fira-mise-sur-le-marche-des-innovations/
	Investment	Regional support for industrial company's investment: https://www.auvergnhonealpes.fr/aide/35/89-soutien-regional-a-l-investissement-des-entreprises-industrielles-entreprise-commerce-artisanat-emploi.htm BPI France : prêt industrie du futur prêts industrie du futur BPI France:http://www.bpifrance.fr/Toutes-nos-solutions/Prets/Prets-sans-garantie/Pret-Industrie-du-Futur-Croissance
	others	
HUMAN RESSOURCES/MANAGEMENT OF JOB AND SKILLS	Public supported consultancy services/coaching	Expertise RH pour les TPE et PME : https://www.auvergnhonealpes.fr/aide/68/89-expertise-rh-pour-les-tpe-et-pme-entreprise-commerce-artisanat-emploi.htm
	others	
BUSINESS MODEL		Viameca-Ingénierie des Usages et des Services: http://www.viameca.fr/ingenierie-usages-services.html

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PP Name : UASRo – University of Applied Sciences Rosenheim		
Region covered : Upper Bavaria		
AWARENESS ACTIONS		
Type of action	Tool/activity	Exemples and URL
TECHNOLOGICAL WATCH/ STATE-OF-THE-ART	Information days : Consist of Workshops, Awareness Events etc.	<p>Pack mas digital : https://www.ihk-muenchen.de/de/pack-mas-digital/Pack-ma's-digital-Termine/</p> <p>Events of the centre digitalisation bavaria : https://zentrum-digitalisierung.bayern/veranstaltungen/</p> <p>Digital Produktion : https://zentrum-digitalisierung.bayern/massnahmen/themenplattformen/digitale-produktion/</p> <p>Event Overview: Clusters in Bavaria : https://www.cluster-bayern.de/index.php?id=1668&tx_ttnews%5Bpointer%5D=1&cHash=5a5c2cc6b68c7e3fcd9a6bb985f83d</p> <p>Events : Platform I4.0 http://www.plattform-i40.de/I40/Navigation/DE/Plattform/Veranstaltungen/veranstaltung-en.html</p>
TRAINING	German Ministry of Economy :	<p>Knowledge pool / Wissenspool : http://www.mittelstand-digital.de/DE/wissenspool.html</p>
	Haufe Akademie	<p>Overview of Digital Trainings : https://www.haufe-akademie.de/lp/landeseiten/digital-business.html?chorid=03866629&adword=google/O_011_Digital_Business_03866629/011_Digital_Business_Transformation/%2Bdigitalisierung%20%2Btraining&gclid=Cj0KCQjwierMBRCHARIsAHl9i4Hqaibo3NflAEC4-Vi8_Onj-xOapbOG55A3qiAvNOyrRs2WiVwHQ8UaAg-oEALw_wcB</p>
	AFP Rosenheim	<p>Industrial Robotics compact : http://www.fh-rosenheim.de/weiterbildung/seminare/seminare-technik/industrirobotik-kompaktkurs/</p> <p>Lean Management http://www.fh-rosenheim.de/weiterbildung/seminare/seminare-wirtschaft-und-sozialkompetenz/lean-management-fuehrungskraefte/</p> <p>Online Marketing http://www.fh-rosenheim.de/weiterbildung/seminare/seminare-wirtschaft-und-sozialkompetenz/online-marketing/</p> <p>Change Management http://www.fh-rosenheim.de/weiterbildung/berufsbegleitende-zertifikatsprogramme/change-management/</p>

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	Digital maturity assessment:	Leitfaden Industrie 4.0 : https://ihk-industrie40.de/ Industrie 40 readiness : https://www.industrie40-readiness.de/
TECHNOLOGICAL TRANSFERT/ TECHNOLOGICAL INTEGRATION		
TESTING	Test with public funding support	IKMU – Nationale Kontakt & Koordinierungsstelle http://www.i4kmu.de/I4KMU/DesktopDefault.aspx?tabindex=1&tabid=3
	Access to facilities	Overview of facilities in Germany : http://www.plattform-i40.de/I40/Navigation/Karte/SiteGlobals/Forms/Formulare/karte-testbeds-formular.html Mittelstand Digital Competence Centres : http://www.mittelstand-digital.de/DE/Foerderinitiativen/Mittelstand-4-0/kompetenzzentren.html
	others	Competence Centre Digital Craftsmanship : http://www.mittelstand-digital.de/DE/Foerderinitiativen/Mittelstand-4-0/kompetenzzentrum-digitales-handwerk.html
PUBLIC SUPPORTED CONSULTANCY SERVICES/COACHING	Individual	Private consulting
	groups:	University cooperations – IT - Innovation Lab : https://innovationlab.fh-rosenheim.de/
	Community of practices:	Plattform Industrie 4.0 http://www.plattform-i40.de/I40/Navigation/Karte/SiteGlobals/Forms/Formulare/karte-anwendungsbeispiele-formular.html;jsessionid=8B725895A1A928A55D5B71A9B0F4116C
DEMONSTRATIONS	Call of interest	Future work lab https://futureworklab.de/de/demonstratorenwelt.html
	others	Competence Centre Digital Craftsmanship : http://www.mittelstand-digital.de/DE/Foerderinitiativen/Mittelstand-4-0/kompetenzzentrum-digitales-handwerk.html
MATCHING	Business directories :	Companies in Bavaria : https://firmen-in-bayern.de/sites/fitby/welcome.aspx

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	qualified matching performed by intermediaries	Local intermediaries
	Partner search tools:	Partnership opportunity database (POD) Entrepriese Europe Network (EEN) : http://een.ec.europa.eu/tools/services/SearchCenter/Search/ProfileSimpleSearch?shid=32db25cb-726f-43b0-8b5f-7742d0935799
	Brokerage events/ BtoB events (lien EEN)	Brokerage events EEN: http://een.ec.europa.eu/search/node/brokerage%20event
	Pitching events:	
	others	
COLLABORATIVE PROJECTS	Regional	Clusters Bavaria : https://www.cluster-bayern.de/
	National	Cluster Network Germany http://www.clusterplattform.de/CLUSTER/Navigation/DE/Home/home.html
	European	H2020 collaborative projects: https://ec.europa.eu/programmes/horizon2020/
	others	
GLOBAL INTEGRATION/DEPLOYMENT OF THE DIGITAL SOLUTION IN THE COMPANY		
FUNDING	Launching on the market of innovation	Bavaria Innovative : http://www.bayern-innovativ.de/ Förderbank Bayern : http://lfa.de/website/de/foerderangebote/index.php
	Investment	Germany wide funding Database http://www.foerderdatenbank.de/ Overview of fundings related to Digitalisation in Bavaria : https://www.stmwi.bayern.de/digitalisierung/foerderangebote-digitalisierung/ go-digital http://www.bmwi.de/Redaktion/DE/Artikel/Digitale-Welt/foerderprogramm-go-digital.html ZIM – Zentrales Innovationsprogramm Mittelstand https://www.zim-bmwi.de/zim-ueberblick
	others	Invest in Bavaria :

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		https://www.invest-in-bavaria.com/vorteil-bayern/heimat-der-digitalen-zukunft.html
HUMAN RESSOURCES/MANAGEMENT OF JOB AND SKILLS	Public supported consultancy services/coaching	
	others	Industry contact fair – contact to students and graduates http://www.ikoro.de/ Job and project publiciting : http://www.fh-rosenheim.de/home/infos-fuer/studierende/einrichtungen-service/career-center/stellenportale/faq-stellenportale/
BUSINESS MODEL	Ministry of Economy	Digitale Business Models https://www.bmwi.de/Redaktion/DE/Publikationen/Mittelstand/mittelstand-digital-digitale-geschaeftsmodelle.pdf?__blob=publicationFile&v=7

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PP Name : AFIL		
Region covered : LOMBARDY		
AWARENESS ACTIONS		
Type of action	Tool/activity	Exemples and URL
TECHNOLOGICAL WATCH/ STATE-OF-THE-ART	Information day	<p>Convegno Industria 4.0 : Smart Factory Smart People http://www.assolombarda.it/servizi/ricerca-e-innovazione/informazioni/save-the-date-convegno-industria-4-0-smart-factory-smart-people-milano-19-ottobre-1</p>
	Thematic conference	<p>SMAU https://www.smau.it/company/pages/home/</p> <p>ICT Forum 2017 http://www.ictforum.it/</p>
	workshops	<p>AFIL Digital Intelligent Factory Working Groups http://www.afil.it/eventi/</p> <p>CFI – National Cluster of Intelligent Factory Workshops http://www.fabbricaintelligente.it/news-ed-eventi/1-workshop-cluster-fabbrica-intelligente-la-fabbrica-intelligente-nel-piano-nazionale-industria-4-0-risultati/</p> <p>OSSERVATORIO INDUSTRIA 4.0 https://www.osservatori.net/it_it</p>
	others	
TRAINING		<p>MASTER programmes at Politecnico di Milano http://www.mip.polimi.it/it/offerta-formativa/management-academy/aree-tematiche/Manufacturing-Management/</p>
		<p>Training programmes for companies proposed by</p> <ul style="list-style-type: none"> • Chamber of Commerce of Bergamo : http://www.bg.camcom.gov.it/risorse/comunicati/Bergamo-Tecnologica-2017-check-up-gratuiti-e-alta-formazione/ • Confindustria Brescia : http://www.aib.bs.it/progetti_speciali/industria_4_0_speciale_formazione • Assolombarda : http://www.assolombardaservizi.it/formazione/scheda-corso?id=0000001703

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DIAGNOSTICS/DIGITAL ASSESSMENT	Diagnostic	DIH Lombardy : http://www.confindustria.lombardia.it/comunicazione/comunicati-stampa-e-dichiarazioni/industria-4-0-nasce-il-digital-innovation-hub-lombardo
	Digital maturity assessment:	Politecnico di Milano: Assessment of manufacturing company digital maturity: https://www.testindustria4-0.com/
TECHNOLOGICAL TRANSFERT/ TECHNOLOGICAL INTEGRATION		
TESTING	Test with public funding support	FoF lab Politecnico di Milano: http://www.foflab.com/page_2.html
	Access to facilities	POINT Bergamo https://www.bergamosviluppo.it/sito/sviluppo-e-innovazione/trasferimento-tecnologico-point.html
		Fabbrica Diffusa Project – ComoNEXT http://www.comonext.it/avviso-dimostratore/
	others	
PUBLIC SUPPORTED CONSULTANCY SERVICES/COACHING	Individual	
	groups: Ambition PME	Chamber of Commerce – Bergamo Tecnologica https://www.bergamosviluppo.it/sito/sviluppo-e-innovazione/progetto-bergamo-tecnologica.html
	Community of practices:	
DEMONSTRATIONS	Call of interest	AMI ambition du futur :

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	others	
MATCHING	Business directories :	Local Chamber of Commerce DIHs Clusters
	qualified matching performed by intermediaries	
	Partner search tools:	
	Brokerage events/ BtoB events (lien EEN)	Brokerage events EEN: http://een.ec.europa.eu/search/node/brokerage%20event
	Pitching events:	
	others	
	COLLABORATIVE PROJECTS	Regional
National		Bando Cluster : Click here
European		H2020 collaborative projects: https://ec.europa.eu/programmes/horizon2020/
others		
GLOBAL INTEGRATION/DEPLOYMENT OF THE DIGITAL SOLUTION IN THE COMPANY		
FUNDING	Launching on the market of innovation	Innodriver :

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		http://www.fesr.regione.lombardia.it/wps/portal/PROUE/FESR/Bandi/DettaglioBando/Agevolazioni/bando-innodriver-2017/bando-innodriver-2017 Intraprendo : http://www.fesr.regione.lombardia.it/wps/portal/PROUE/FESR/Bandi/DettaglioBando/Agevolazioni/intraprendo-por-fesr-2014-2020 Bando « Incubatore d’impresa » http://www.co.camcom.gov.it/Tool/Finanziamenti/Single/view_html?id_appointment=1619
	Investment	Bando AL VIA : http://www.fesr.regione.lombardia.it/wps/portal/PROUE/FESR/Bandi/DettaglioBando/Agevolazioni/bnd-alvia-fesr/bnd-alvia-fesr
	others	
HUMAN RESSOURCES/MANAGEMENT OF JOB AND SKILLS	Public supported consultancy services/coaching	
	others	
BUSINESS MODEL		Kilometro Rosso Innovation Pole http://www.kilometrorosso.com/index.php?lang=en
		ComoNEXT : http://www.comonext.it/il-parco/

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PP Name : Veneto Innovazione		
Region covered : Veneto		
AWARENESS ACTIONS		
Type of action	Tool/activity	Exemples and URL
TECHNOLOGICAL WATCH/ STATE-OF-THE-ART	Information day	
	Thematic conference	
	workshops	Regional fablabs https://fablabveneti.wordpress.com/
	others	Regional fablabs https://fablabveneti.wordpress.com/
TRAINING		Digital Campus : http://www.h-farm.com/it/education
DIAGNOSTICS/DIGITAL ASSESSMENT	Diagnostic	
	Digital maturity assessment:	
TECHNOLOGICAL TRANSFERT/ TECHNOLOGICAL INTEGRATION		
TESTING	Test with public funding support	Regional competence center : <i>to be launched</i>
	Access to facilities	Regional fablabs https://fablabveneti.wordpress.com/

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	others	
PUBLIC SUPPORTED CONSULTANCY SERVICES/COACHING	Individual	private consulting services
	groups	
	Community of practices:	
DEMONSTRATIONS	Call of interest	Call for innovation projects in Regional Innovation Networks and Districts : https://bandi.regione.veneto.it/Public/Dettaglio?idAtto=1717
	others	
MATCHING	Business directories :	
	qualified matching performed by intermediaries	Innovation regional agency, clusters, chamber of commerce
	Partner search tools:	Partnership opportunity database (POD) Entrepise Europe Network (EEN) : http://een.ec.europa.eu/tools/services/SearchCenter/Search/ProfileSimpleSearch?shid=32db25cb-726f-43b0-8b5f-7742d0935799
	Brokerage events/ BtoB events (lien EEN)	Brokerage events EEN: http://een.ec.europa.eu/search/node/brokerage%20event
	Pitching events:	
	others	

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COLLABORATIVE PROJECTS	Regional	Call for collaborative projects in Regional Innovation Networks and Districts : https://bandi.regione.veneto.it/Public/Dettaglio?idAtto=1717
	National	Call for National Technology Clusters : ...
	European	H2020 collaborative projects: https://ec.europa.eu/programmes/horizon2020/
	others	
GLOBAL INTEGRATION/DEPLOYMENT OF THE DIGITAL SOLUTION IN THE COMPANY		
FUNDING	Launching on the market of innovation	
	Investment	
	others	
HUMAN RESSOURCES/MANAGEMENT OF JOB AND SKILLS	Public supported consultancy services/coaching	
	others	
BUSINESS MODEL		

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PP Name : bwcon		
Region covered : Baden-Württemberg		
AWARENESS ACTIONS		
Type of action	Tool/activity	Exemples and URL
TECHNOLOGICAL WATCH/ STATE-OF-THE-ART	Information day	<p>Congress „Baden-Württemberg 4.0: http://www.bw-4-0.de/wp-content/uploads/2017/04/bw40_2017.pdf</p> <p>Industriewoche Baden-Württemberg: https://www.iao.fraunhofer.de/lang-de/veranstaltungen/eventdetail/423/-/industriewoche-baden-wuerttemberg.html</p> <p>Conference for Industry of the Future: https://www.weezevent.com/conference-of-the-future</p> <p>Industrie 4.0 – Specific support http://www.plattform-i40.de/I40/Redaktion/DE/Downloads/Publikation-gesamt/ihk-infos/ihk-ba-wue-flyer-reihe.pdf?__blob=publicationFile&v=1</p> <p>Industrie 4.0 – from the vision to the application http://www.bwcon.de/veranstaltungsueberblick/detail/industrie-40-von-der-vision-zur-anwendung-crailsheim.html</p> <ul style="list-style-type: none"> Industrie 4.0 – Challenge, components and application examples https://www.fortbildung-bw.de/Kurs/23926731_Industrie_40_Herausforderung_Bausteine_und_Anwendungsbeispiele_in_70569_Stuttgart.html
	Thematic conference	<p>Steinbeis Engineering Day 2017 Just Test (bed) IT: Creating value creation successfully: http://www.steinbeis.de/de/veranstaltungen/steinbeis-engineering-tag.html</p> <p>CyberOne Hightech Award http://www.cyberone.de/</p>
	workshops	<p>Making the Business case for industry 4.0 / Smart Manufacturing http://www.stuttgarter-produktionsakademie.de/fileadmin/itdesign_upload/typo3Export/Flyer/0xAA9E10F79FF04AB5A7A066462F70FAE0~PM_I4C_170913.pdf</p> <ul style="list-style-type: none"> How to become a Factory of the Future? (München) http://www.bwcon.de/veranstaltungsueberblick/detail/how-to-become-a-factory-of-the-future-muenchen.html <p>4. Technologietag Hybrider Leichtbau</p>

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		http://www.e-mobilbw.de/files/e-mobil/content/Global/Aktuelles/Termine/PDF%20Termine/PDF_Termine_2017/TechnologietagProgramm.pdf
	others	<p>Hightech Summit 2017 http://www.bwcon.de/veranstaltungsueberblick/detail/hightech-summit-2017-rust.html</p> <p>bwcon: Special Interest Groups SIG BIG DATA http://www.bwcon.de/fuer-das-netzwerk/special-interest-groups/sig-big-data.html</p> <p>SIG Cloud Computing http://www.bwcon.de/fuer-das-netzwerk/special-interest-groups/sig-cloud-computing.html</p>
TRAINING		<p>Allianz Industrie 4.0 http://www.i40-bw.de/de/</p>
		<p>VDMA http://industrie40.vdma.org/viewer/-/article/render/15314602</p>
		<p>Application Center Industrie 4.0 https://www.ipa.fraunhofer.de/de/zusammenarbeit/industry-on-campus/applikationszentrum-industrie-4-0.html</p> <p>Mittelstand 4.0 - Centre of excellence Stuttgart https://digitales-kompetenzzentrum-stuttgart.de/</p>
		<p>Other trainings proposed by: Chamber of Commerce ; Regional Economic Development...</p>
DIAGNOSTICS/DIGITAL ASSESSMENT	Diagnostic	<p>Bwcon GmbH – Advice with regard to funds and possibilities http://www.bwcon.de/fuer-das-netzwerk/foerderprogramme.html</p>
	Digital maturity assessment:	<p>Industrie 4.0-Readiness : Online-Self-Check for companies https://www.industrie40-readiness.de/</p> <p>Self-Check Industrie 4.0 https://test.ihk-industrie40.de/selbstcheck/</p> <p>Readiness I 4.0 http://www.industriebenchmarking.eu/readiness</p>
TECHNOLOGICAL TRANSFERT/ TECHNOLOGICAL INTEGRATION		
TESTING	Test with public funding support	<p>I4.0 Test environment for SMEs - I4KMU http://www.i4kmu.de/I4KMU/DesktopDefault.aspx?tabindex=1&tabid=3</p>

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		Central coordination center of the Federal Ministry of Education and Research (BMBF) https://www.bmbf.de/_mapplcation/index.php?AD_CONTENT=475&AD_CONTEXT=488&AD_VERSION=0&ALL=0&F=1&LANG=DEU&LAYOUT=BMBF2015&M=435&T=1
	Access to facilities	Labs Network Industrie 4.0 e.V. https://lni40.de/
	others	
PUBLIC SUPPORTED CONSULTANCY SERVICES/COACHING	Individual	IPRI – International Performance Research Institute www.ipri-institute.com other private consulting services
	groups: Ambition PME	Fraunhofer Institute of Labor Economics and Organization IAO https://www.iao.fraunhofer.de/lang-de/ Allianz Industrie 4.0 http://www.i40-bw.de/de/ Fraunhofer Institute for Manufacturing Engineering and Automation IPA www.ipa.fraunhofer.de
	Community of practices:	Meetup Industrie 4.0 and IOT https://www.meetup.com/de-DE/Stuttgart-Industrie-4-0-und-IoT-Meetup/events/238616322/ Special Interest Groups (Big Data and Cloud Computing) http://www.bwcon.de/fuer-das-netzwerk/special-interest-groups.html Digital Breakfast Stuttgart https://www.xing.com/events/roboer-zukunft-vertrieb-leisten-1823009
DEMONSTRATIONS	Call of interest	100 Orte für Industrie 4.0 in Baden-Württemberg http://www.i40-bw.de/de/100-orte-wettbewerb/
	others	
MATCHING	Business directories :	Allianz Industrie 4.0 http://www.i40-bw.de/de/
	qualified matching performed by intermediaries	Allianz Industrie 4.0: »Project Matching Plattform« for SMEs http://www.i40-bw.de/de/ Innovation regional agency, clusters, chamber of commerce....

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	Partner search tools:	Partnership opportunity database (POD) Entrepise Europe Network (EEN) : http://een.ec.europa.eu/tools/services/SearchCenter/Search/ProfileSimpleSearch?shid=32db25cb-726f-43b0-8b5f-7742d0935799
	Brokerage events/ BtoB events (lien EEN)	4th Technology Day Hybrid Lightweighting B2B Matching: http://een.ec.europa.eu/tools/services/EVE/Event/Detail/4a121aac-5dd9-4685-8bf4-4cabf3174b43? Global Connect 2016 brokerage event: http://een.ec.europa.eu/tools/services/EVE/Event/Detail/b96ec719-89d3-45b6-8081-c07ba794b7bf?
	Pitching events:	START UP THE FUTURE http://www.startup-the-future.de/en/ GIIF – Green Innovation and Investment Forum http://green-inno-forum.eu/
	others	
COLLABORATIVE PROJECTS	Regional	Initiative Wirtschaft 4.0 Baden-Württemberg: https://www.baden-wuerttemberg.de/de/service/presse/pressemitteilung/pid/initiative-wirtschaft-40-baden-wuerttemberg-gestartet-1/
	National	DE.Digital: http://www.de.digital/DIGITAL/Navigation/DE/Aktionsprogramm/aktionsprogramm.html
	European	H2020 collaborative projects: https://ec.europa.eu/programmes/horizon2020/
	others	
GLOBAL INTEGRATION/DEPLOYMENT OF THE DIGITAL SOLUTION IN THE COMPANY		
FUNDING	Launching on the market of innovation	Innovation voucher Hightech Digital (Ministry of Economic Affairs for Baden-Württemberg): https://wm.baden-wuerttemberg.de/de/innovation/innovationsgutscheine/innovationsgutschein-hightech-digital/ IHK : Industrie 4.0 – Funding Programmes (Chamber of Commerce) : https://www.stuttgart.ihk24.de/Fuer-Unternehmen/innovation/digitale-wirtschaft/digitale-technologien/Industrie-4-0---Foerderprogramme/3418152

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	Investment	Individual Funding https://wm.baden-wuerttemberg.de/de/innovation/projektfoerderung/
	others	Digitalisierungsprämie https://wm.baden-wuerttemberg.de/de/service/foerderprogramme/liste-foerderprogramme/digitalisierungspraemie/
HUMAN RESSOURCES/MANAGEMENT OF JOB AND SKILLS	Public supported consultancy services/coaching	
	others	Deutsche Gesellschaft für Personalführung e.V. https://www.dgfp.de/
BUSINESS MODEL		CrossCluster Industrie 4.0 http://www.x-cluster-i40.de/
		Bwcon Innovation Academy http://www.bwcon.de/innovation-academy.html GEN-I 4.0 https://www.digitale-geschaeftsmodelle-bw.de/Group/Start.vor.Login/Pages/Start/Blog Initiative Wirtschaft 4.0 BW https://wm.baden-wuerttemberg.de/de/innovation/initiative-wirtschaft-40/

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PP Name : Innovation and Technology Transfer Salzburg GmbH		
Region covered : Salzburg, Austria		
AWARENESS ACTIONS		
Type of action	Tool/activity	Exemples and URL
TECHNOLOGICAL WATCH/ STATE-OF-THE-ART	Information day	<p>Innovationstagung 2016: Arbeit.Forschung.Leben : https://www.itg-salzburg.at/veranstaltung/innovationstagung-2016-arbeit.forschung.leben-156</p> <p>Innovationstagung 2015: Digitalisierung der Wirtschaft : https://www.itg-salzburg.at/veranstaltung/innovationstagung-2015-digitalisierung-der-wirtschaft-55</p> <p>Trends in der Lebensmittelwirtschaft: Digitalisierung: https://www.itg-salzburg.at/veranstaltung/trends-in-der-lebensmittelwirtschaft-digitalisierung-163</p> <p>Unternehmen 4.0: Chancen für Produktion, Handwerk und Gewerbe: https://www.itg-salzburg.at/veranstaltung/unternehmen-4.0-chancen-fuer-produktion-handwerk-und-gewerbe-135</p> <p>Mit Digitalisierung zu Effizienz und Erfolg: https://www.itg-salzburg.at/veranstaltung/mit-digitalisierung-zu-effizienz-und-erfolg-108</p> <p>Unternehmen 4.0 - Digitalisierung findet statt: https://www.itg-salzburg.at/veranstaltung/unternehmen-4.0---digitalisierung-findet-statt-93</p> <p>e-Business-Talk: Internet der Dinge: https://www.itg-salzburg.at/veranstaltung/e-business-talk-internet-der-dinge-54</p>
	Thematic conference	<p>IoT-Talks Maintenance & IoT: https://www.itg-salzburg.at/veranstaltung/iot-talks-maintenance-iot-245</p> <p>Digitalisierung der Wirtschaft: Neue Chancen: https://www.itg-salzburg.at/veranstaltung/digitalisierung-der-wirtschaft-neue-chancen-218</p> <p>International Data Science Conference: https://www.itg-salzburg.at/veranstaltung/international-data-science-conference-212</p>
	workshops	<p>Automatisieren Sie noch oder digitalisieren Sie schon? : https://www.itg-salzburg.at/veranstaltung/automatisieren-sie-noch-oder-digitalisieren-sie-schon-195</p>
TRAINING		<p>Future training services and oportunites for SMEs are in the planning</p>

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DIAGNOSTICS/DIGITAL ASSESSMENT	Digital maturity assessment:	Future digital maturity assessments are in the planning
TECHNOLOGICAL TRANSFERT/ TECHNOLOGICAL INTEGRATION		
TESTING	Test with public funding support	N/A
PUBLIC SUPPORTED CONSULTANCY SERVICES/COACHING	Community of practices:	Training and qualification programs that have comparable characteristics offered by private companies on the market can not be offered by a public institution like ITG. All measures taken by ITG and other public institutions must not create a distortion in competition.
	Call of interest	Exchange interest groups exist in the areas such as life sciences, automotive and plastics. However, exchange interest groups revolving around digitalization in the manufacturing branch are already in the planning.
DEMONSTRATIONS	others	Digital transfer centres which will further the technological transfer between research facilities and SMEs are in the planning
	Business directories :	
MATCHING	qualified matching performed by intermediaries	Cooperation and (Tech-)partner matching. We find the right partners and help initiate first contact
	Partner search tools:	Partner search is done manually by our experts
	Brokerage events/ BtoB events (lien EEN)	EEN Enterprise Europe Network Partnership opportunity database (POD) Enterprise Europe Network (EEN) : http://een.ec.europa.eu/tools/services/SearchCenter/Search/ProfileSimpleSearch?shid=32db25cb-726f-43b0-8b5f-7742d0935799
	Pitching events:	
	others	

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	Regional	
COLLABORATIVE PROJECTS	National	Unternehmens cooperation förderung salzburg https://www.salzburg.gv.at/wirtschaft_/Seiten/kooperationen.aspx
	European	EEN Enterprise Europe Network
	others	
GLOBAL INTEGRATION/DEPLOYMENT OF THE DIGITAL SOLUTION IN THE COMPANY		
FUNDING	Investment	National investment options for SMEs are available. (www.aws.at)
	others	There are fundings covering most aspects of digitalisation. These include: coaching, consultancy, innovation, innovation assistance, cooperations, and follow up fundings. https://www.ffg.at/programme/innovationscheck https://www.salzburg.gv.at/wirtschaft_/Seiten/coaching.aspx https://www.salzburg.gv.at/wirtschaft_/Seiten/innovationsfoerderung.aspx https://www.salzburg.gv.at/wirtschaft_/Seiten/innovationsassistenz.aspx austria wirtschaftsservice www.aws.at ERP-loans (European Recovery Program = Europäisches Wiederaufbau-Programm) https://www.ffg.at/programme/basisprogramm <u>Innovationsscheck</u>
	Public supported consultancy services/coaching	Jungunternehmer/innen-Coaching
HUMAN RESSOURCES/MANAGEMENT OF JOB AND SKILLS	others	N/A
BUSINESS MODEL		Startup Salzburg

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