I4MS focused on SMEs

Ensure that any manufacturing **SMEs in Europe** can fully benefit from digital innovations in **HPC, IoT &CPS, Robotics & 3D printing**.

HOW?
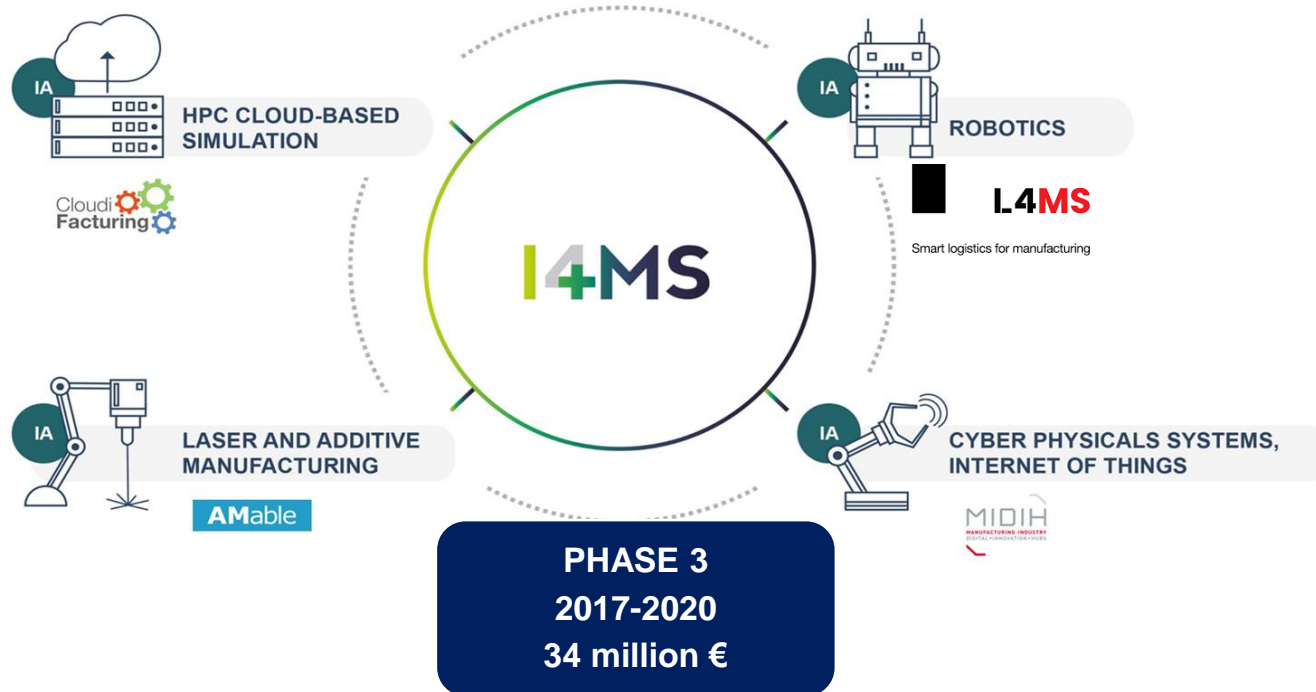
- Provide *access to competences*

- Provide *access to innovation networks* and *best practices*

- Provide *financial support*

Primary targets
· Support technology suppliers in crossing "the chasm" / "valley of death"
· Support users gaining competitive advantage through early technology adoption

Secondary target
· Stimulate the replication potential through disseminating best practices

Innovators | Early Adopters | Early Majority | Late Majority | Laggards

Area under the curve represents number of customers

TECHNOLOGY ADOPTION LIFECYCLE

I4MS (ICT for manufacturing SMEs)

Challenges I4MS tried to tackle

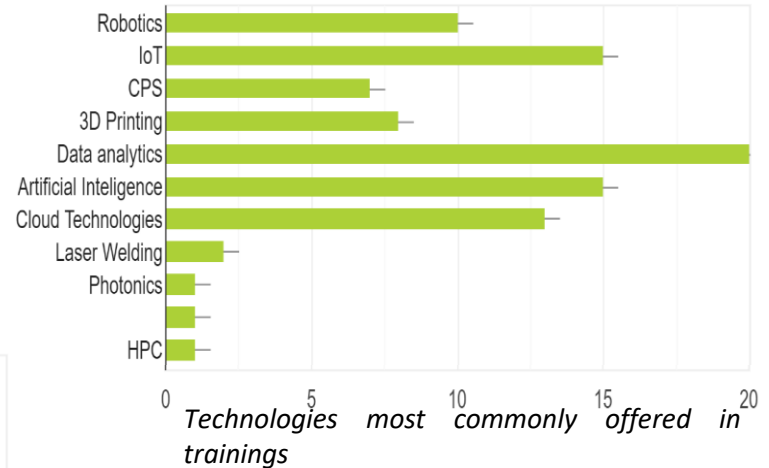|			
Funding for SMEs	**Tech awareness**	**Human capital needs**	**SMEs**
Leverage IAs results	**Weak collaboration among IAs**	**Support sustainability activities**	**Innovation Actions**
Need for joint actions	**Lack of connection among different funding schemes**	**Scattered ecosystem**	**I4MS and DEI ecosystem**

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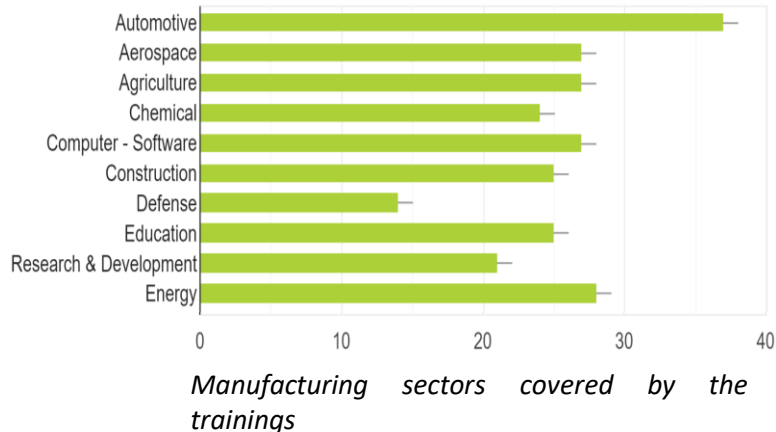# THE SMEs

FSTP & impact in SMEs

- Increased interest in Cascade Funding

- High successful rates (compared to SME instrument)

- SMEs are satisfied with their participation

- SMEs: international connections are the most important aspect

- SMEs increase their interest in EU funding after their participation in I4MS

- The involvement of SMEs in events and activities has been very successful (DIH event, Acceleration Programme, interviews)

FSTP & impact in SMEs: challenges

- Support offered in I4MS is not enough. For a full deployment, has to be part of their strategic priorities

- Connection with additional funds and expertise is key to continue their journey

- Lack of follow-up with SMEs, do funded SMEs gain competitive advantage? No result indicators were sought from the beneficiary SMEs

- Branding: It is difficult for SMEs to understand the different available opportunities

Catalogue of trainings

- Training offer of IAs & **DIHs**
- **98** training
- Online catalogue: summer 19

Technologies most commonly offered in trainings

Manufacturing sectors covered by the trainings
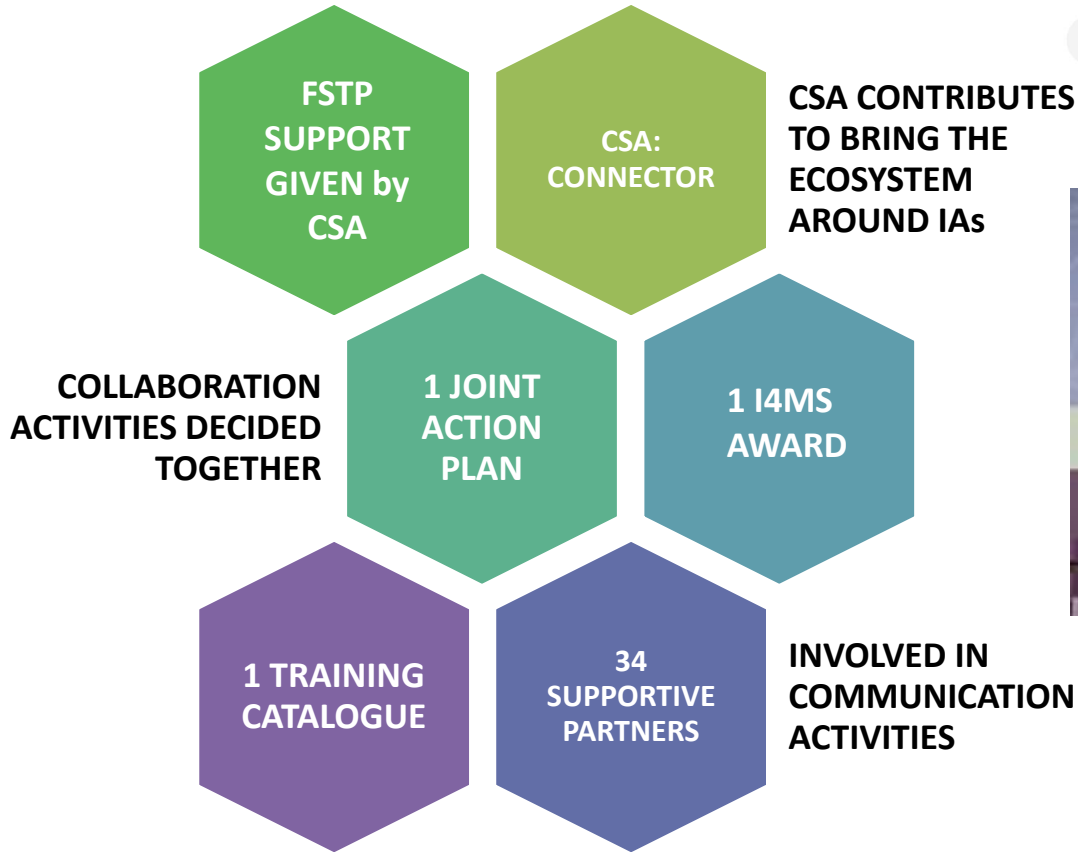
Training & impact in SMEs: challenges

- Raising awareness
- Training on how to make the right questions

THE INNOVATION ACTIONS

Clustering activites & dissemination: achievements

FSTP SUPPORT GIVEN by CSA

CSA: CONNECTOR

CSA CONTRIBUTES TO BRING THE ECOSYSTEM AROUND IAs

COLLABORATION ACTIVITIES DECIDED TOGETHER

1 JOINT ACTION PLAN

1 I4MS AWARD

1 TRAINING CATALOGUE

34 SUPPORTIVE PARTNERS

INVOLVED IN COMMUNICATION ACTIVITIES

Clustering activites: challenges

- Need of increased collaboration among IAs, BUT legal constraints*

- Explore possibilities for joint offer of services

- To perceive themselves as part of a one stop shop solution for manufacturing companies

I4MS and DEI ECOSYSTEM

Sustainability
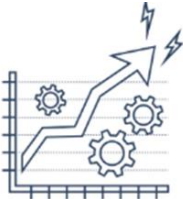

2 Regions interested

Collaboration with SAE & More

I4MS-SAE Label

PILOT OF I4MS AEs in Innovation Radar

Tec4Corporates

SUSTAINABILITY

Sustainability: challenges

- Commercialisation is perceived as a real challenge for IAs

- Lack of trust from the regions (European project that will finish)

- Marketplaces are still far from end-users

FOOD FOR THOUGHT

- Should we let the startups having a bigger role in the battle for developing the successful Marketplaces?

THANK YOU
WWW.I4MS.EU

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