

The Diatomic logo features a stylized white line with three circular nodes on the left, followed by the word "diatomic" in a lowercase, sans-serif font.

diatomic

## SAE COLLABORATION MEETING



April, 2nd 2020  
*CHARALAMPOS (BABIS) IPEKTSIDIS*  
*INTRASOFT Intl. S.A.*



This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No. 761809.



# Project Summary

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- DIATOMIC part of the EU SAE Initiative
- From 09/2017 to 08/2020
- 7 087 506,25 (Cost) - 6 267 643,75 (EU contribution)
- 9 partners from 7 countries



# Crossing the “Valley of death”

*Moving from research to successful commercialization*

1

Limited knowledge of the potential of using smart electronics and smart systems

2

Access to robust business competencies and support services and strong technical infrastructure

3

Getting from zero to critical market mass in crowded market



## Health

\$90B for medical electronics



## Agrifood

Turnover of €1 trillion, low IT intensity



## Manufacturing

Manufacturing equipment in EU worth €57B

# DIATOMIC One-Stop-Shop Portal

- > DIATOMIC one-stop shop platform is an online marketplace for innovation in microelectronics & smart systems integration.
- > The platform connects a curated network of competence centers with a European pool of SMEs/midcaps and other innovation-relevant actors.

The DIATOMIC one-stop-shop platform is a showcase of available resources of the DIHs and coordinate connectivity within the DIHs.

The platform has a user-friendly interface to facilitate the exploration of the multi-faceted DIH, including member capacities, support services offered and the application experiments.

User engagement is enhanced by mapping and providing a searchable profile database, where DIH members will present their competences, capacities, expertise, a complete profile with direct contacts. The DIATOMIC one-stop-shop is designed taking into consideration the distinct user profiles: innovation actors, supporters, and enablers.

### Log in to platform, if you

- ✓ ...want to apply for Open calls
- ✓ ...want to talk with other users
- ✓ ...are a competence centre and want to promote your services

More than **433** competence centers & other innovation-relevant actors

<https://diatomic.eu/DiatomicPortal/#/app-h/dihs>

*DIATOMIC DIHs leverage its exclusive network of DIHs to close the gap between needs and offers (not only technological, but also business related)*

# Open calls overview

- 2 Open calls
  - First call (85 submitted, 198 started)
  - Second Call (175 submitted, 369 started)
- 3,000,000€ FUNDING for SMEs and midcaps
  - 1.389.939€ Call 1
  - 1.610.061€ Call 2

Open Call #1	Open Call #2
Agrifood 49,4% (4)	Agrifood 37,0% (3)
Health 36,3% (3)	Health 34,3% (3)
Manufacturing 14,3% (1)	Manufacturing 28,7% (3)

	Experiments	Supported Entities
Target	15-43	30-140
Open Call #1	8	20
Open Call #2	9	26
Total	17	46

# Lessons learnt

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- Provide a holistic approach (Design/Develop/Market)
- Have a close collaboration with the experiments (e.g. monthly calls with coaches)
- Hear your experiments – some might need more guidance/assistance than others
- Provide information about other opportunities / potential funding mechanisms
- Collaboration with the CSA and other IAs allows the promotion of calls to an even wider audience and the exchange of ideas and experiences

# DIATOMIC Experiments

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Open call 1 experiments have been finalised and a success stories have been published

- [StoryWine](#): From vineyard data to a solution for wine production optimization and wine story-telling (Agrifood )
- [CHAT](#): Chicken Health Assessment Toolset (Agrifood)
- [eOP](#): eOrchard Pistachio (Agrifood)
- [Agrinav](#): Precision Fertilizer Spreading – AgriNav (Agrifood)
- [CYRUS](#): Cyber Physical Extrusion System (Manufacturing)
- [SMARTWEARABLE](#): (Smart Wearable Robot System for lower-limb Neural Rehabilitation (Health)
- [SmaTec](#): Smart Flooring Technologies (Health)
- [MEDICATION](#): Smart Medical Platform System Integration (Health)

# DIATOMIC Success Stories 2 - Smaltec

- The Board of Directors of Tante Louise (pilot site) travelled with the Netherlands Minister of Sports and Health to China to discuss possible collaboration between Netherlands and China in Health care for the elderly.
- Smart Floor (Smaltec) was selected to present the technology to Queen Maxima and members of the Dutch government, as one of the most promising technologies to prevent falling incidents with the elderly.
- Healthcare fall prevention-validated, revenue created €350.000
- Market collaboration with the leading 4 flooring companies
- Smart Floor won recently a wild card for their National Healthcare





# DIATOMIC Success Stories 3 - CYRUS

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- System effectiveness: Clients reported 0.6% scrap reduction from the first 3 months in a single press. This corresponds to savings of approx. €53,000 annually
- System stability and robustness: Considering the harsh conditions of an industrial environment (high temperatures, high speeds, 24/7 production), the final version of CYRUS has 99.9% uptime, as well as robust and real-time detections
- CYRUS is in contact with a second potential client (different line) that is interested in collaboration with them during the further development and is interested in the solution.

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