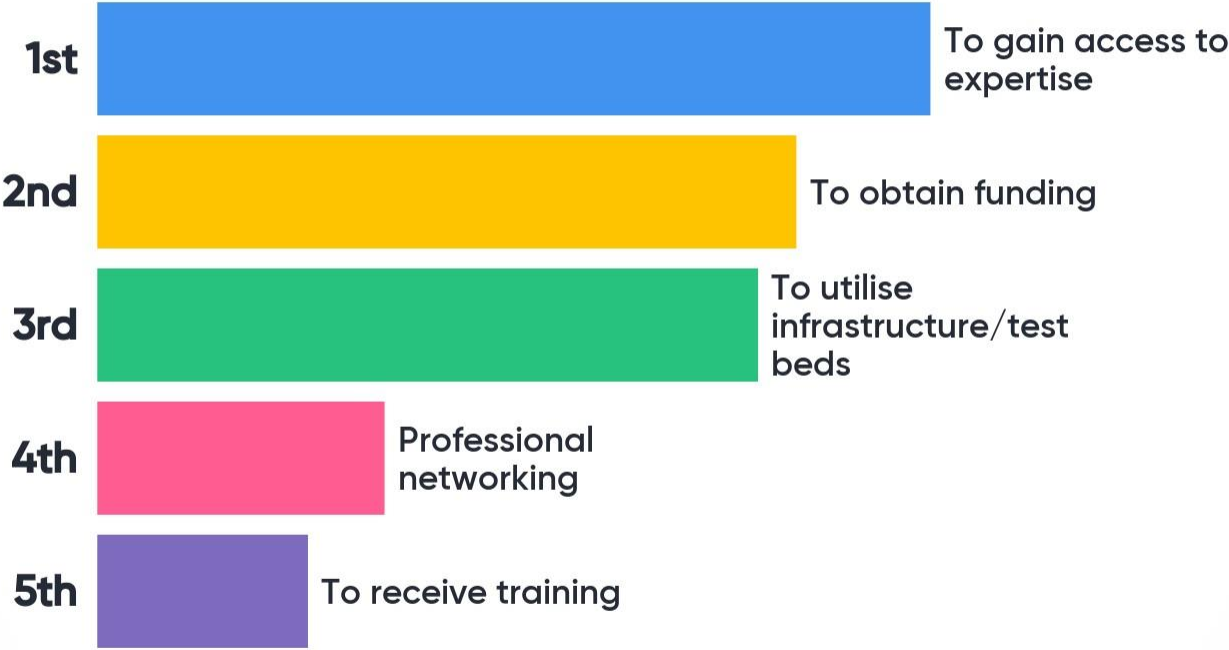


What's the main benefit for SMEs to be involved with an IA?



What are the main success factors for an IA?

target the right solution

Technology transfer and innovation enabler/facilitator

build a new product / function

Organising the Cascade funding process well

Impact created in terms of numerical KPIs, e.g. new jobs, revenue increase, improved products, mobilization of new parties in academia-industry tech transfer

To be sustainable after the project To have experiments that get investments after the projects To establish sustainable corridors of collaboration between different regions

To complete a maximum

To ensure that the IA Can assist as many SMEs with improving their digital abilities

good network within partners but also to DIHs, offering technologies the own IA is not familiar with

Success stories, sharing of experts to others IA, DIHs network

that the SMEs involved is not looking only for the budget but for the Innovation support (expertise , network , investor)

Depends on their objectives. 1) Create sustainable networking cross-Europe between different DIHs 2) Create access to European CC for innovating SMEs

facilitating collaboration, product innovation

to check that the proposed solution before the Project is mature enough (real honest TRL evaluation)

At experimentation level: - completed product / business cases - follow-up actions from IC side that are made possible directly thanks to SAE initiative (proving the digital adoption / business acceleration were effective)At experimentation level: - completed product / business cases - follow-up actions from IC side that are made possible directly thanks to SAE initiative (proving the digital adoption / business acceleration were effective)

the SME has already a product vision but also is also open to adapt it to the market , to create a value chain

To have a maximum of selected projects completed with a valuable demonstrator/product and a strong business roadmap into place (deployment perspective, customers, financial resources perspectives)

The potential business it has created

Be close to your experiments and have close collaboration with them Provide a holistic approach / design the experiment journey Create success stories

Good reach to SMEs

Efficient handling of open call process

Broad Dissemination

Prepare SMEs to provide success stories and impact assessment at the beginning

Good links and collaboration with national/regional initiatives

Suitable test beds within consortium

Access to strategic stakeholders

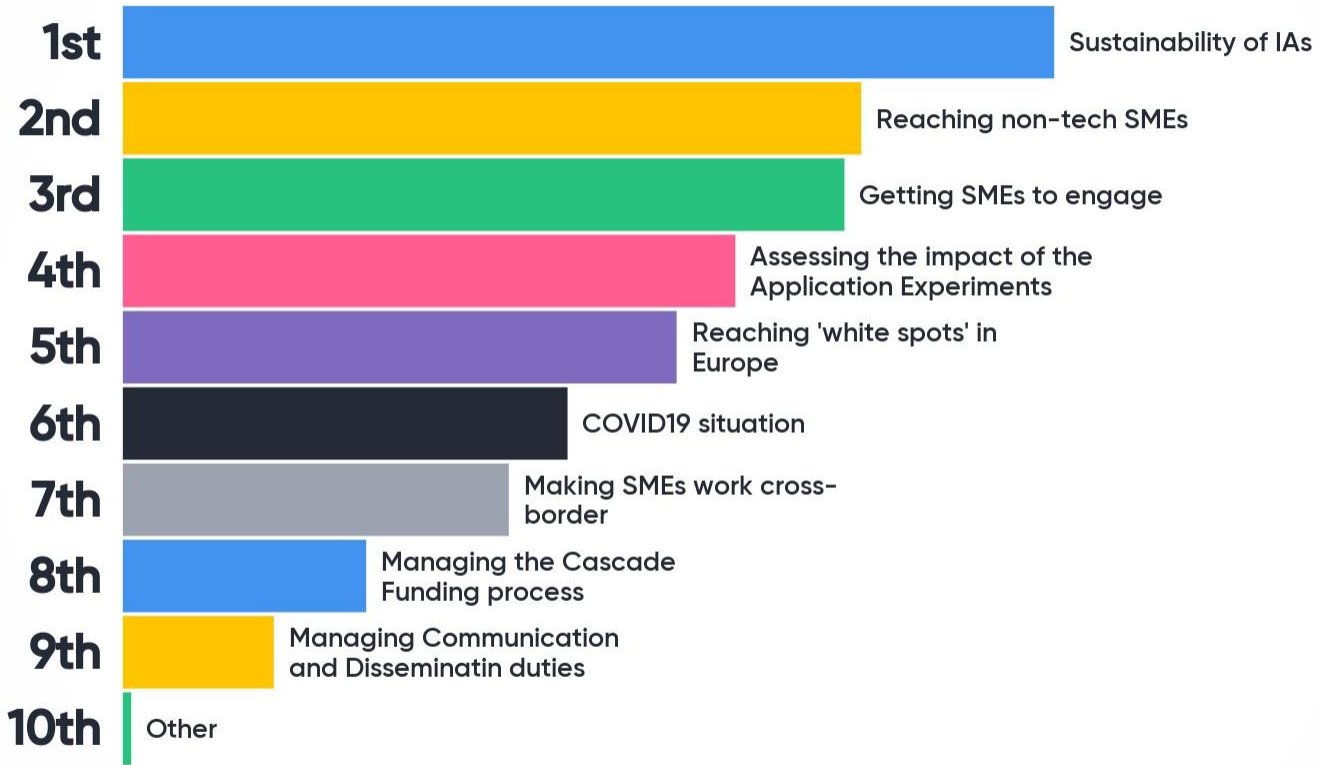
Funding

Commitment of participants

- Creating new support/investment/training links for businesses - Backing experimental applications that have realistic chances of success and positive impact.

Success rates of open calls should not be below 1/4 for long term success of SAE.

What are the main challenges in running an IA?



How can we foster better collaboration in the SAE ecosystem?

