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EXECUTIVE SUMMARY

The EARASHI Sustainability Plan aims to ensure the long-term impact, deployment, and utilization of the project's human-centric innovations beyond the project's funding period. By addressing technological, economic, social, and environmental sustainability, the plan outlines pathways to embed EARASHI's methodologies and tools into real-world scenarios while supporting SMEs and start-ups in adopting embodied AI technologies.

The sustainability strategy is built on four key elements. The first element focuses on the results of application experiments, detailing commercialization pathways such as technology transfer agreements, incubation programs, industry pilots, intellectual property strategies, business model development, market analysis, and regulatory alignment. To support SMEs in reaching their markets and scaling up, the plan emphasizes partnerships with venture capital firms, incubators, and EU funding programs.

The second element addresses the accessibility and maintenance of EARASHI's methodologies and tools. All training materials, webinars, and best practices will be made publicly available to ensure widespread adoption and usability. The organization of follow-up workshops with Digital Innovation Hubs (DIHs) will provide continuous support for SMEs and start-ups, promoting collaboration and knowledge exchange. Additionally, the integration of results into the AI4Europe platform will enhance visibility, networking, technical support, and ethical guidance.

The third element highlights the role of DIHs in ensuring the sustainability of EARASHI's outcomes. DIHs will act as regional hubs for disseminating best practices, providing training, facilitating collaborations, and exploring funding mechanisms to maintain innovation momentum beyond the project's duration. Collaboration with DIHs will enable SMEs to access technology infrastructure, mentorship, training programs, funding opportunities, and broader innovation networks.

The fourth element focuses on the services provided by European Digital Innovation Hubs (EDIHs). These services are structured around four pillars: test-before-invest to ensure continued access to innovation infrastructure, skills and training to enhance SME capabilities, investment support to secure funding and market expansion, and networking to integrate SMEs into sustainable digital ecosystems. SMEs will benefit from access to advanced facilities, training programs, investment guidance, and integration into regional and European innovation ecosystems.

By fostering partnerships, making knowledge accessible, and promoting collaboration through DIHs and EDIHs, the EARASHI Sustainability Plan establishes a comprehensive framework to sustain and scale the project's human-centric approach to robotics and AI.

TABLE OF CONTENTS

TABLE OF FIGURES

LIST OF TABLES

1 INTRODUCTION

EARASHI aims to **improve working conditions, trust, and acceptance of collaborative embodied AI in robotic systems**. This will be achieved by supporting industry, especially start-ups and SMEs, in the uptake of advanced digital and eco-responsible technologies (AI, data, and robotics).

The present document constitutes Deliverable **D6.8** "**Sustainability action plan, first report**" of the task **6.4 Project business model set up**, which started at M24 and reports on the status at M30.

The objective of T6.4 linked to the sustainability plan is to find market vision allowing EARASHI human-centric approach to continue and to be deployed after the end of the EU funding, in a continuous effort to support SMEs and start-ups to familiarize with the human centric approach of embodied AI, and generally contribute to the digitalization of the European economy within the Industry 5.0 revolution We will have specific actions for each element produced. In some cases, sustainability is guaranteed by the Digital Innovation Hubs (DIHs) services, in others by the technologies owned by EARASHI Research and Technology Organisations (RTO).

At M30, the first set of Application Experiments (AE) is reaching its conclusion and the second reaches mid-term, it is then still early in the project to measure the impact of the Application Experiments, the first sustainability plan will focus on the objectives, methodology and actions to implement to build the sustainability final report due at the end of the project on M42.

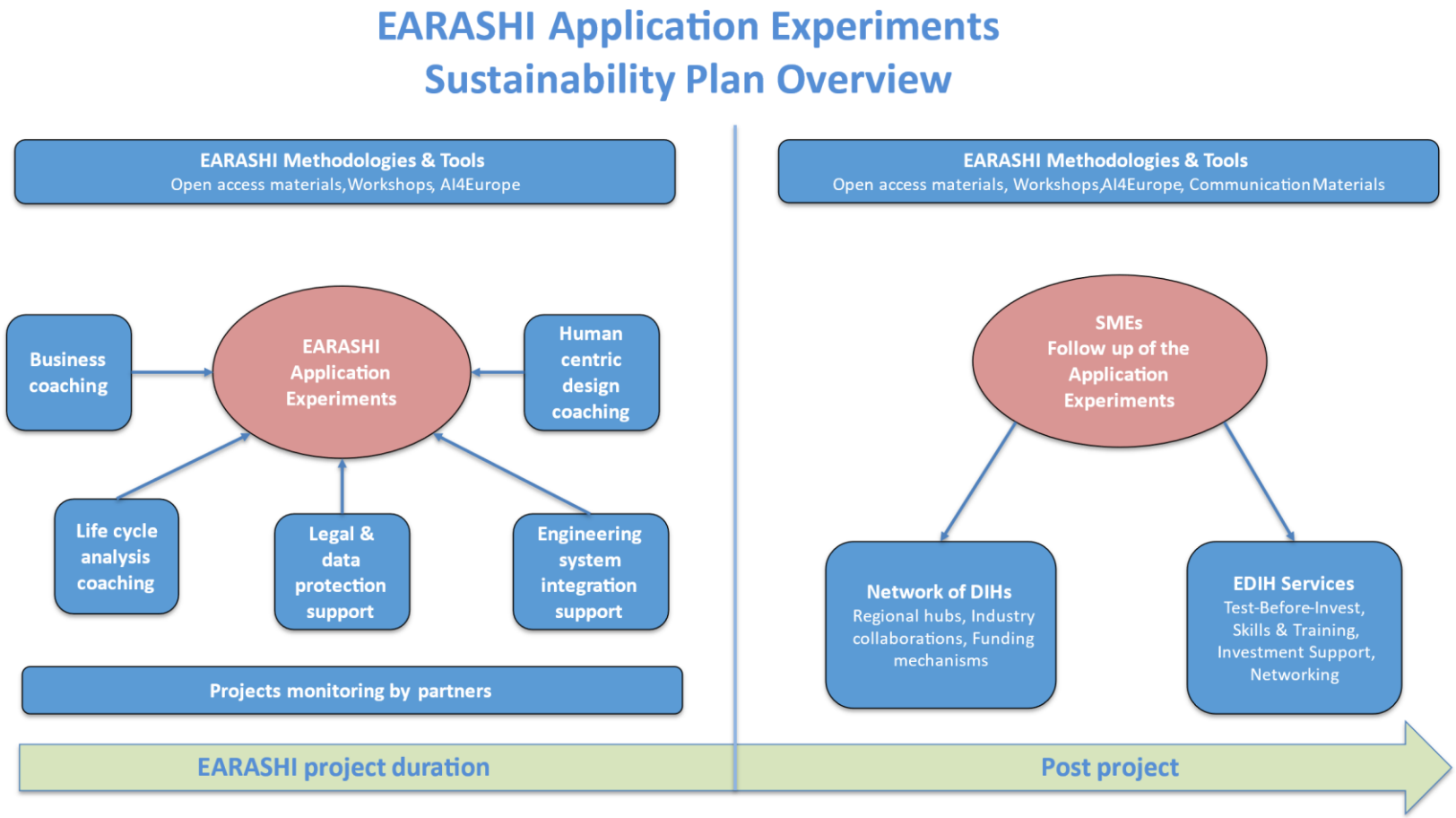

Figure 1: EARASHI application experiments sustainability plan overview

2 OBJECTIVES OF THE SUSTAINABILITY PLAN

The EARASHI's sustainability plan outlines the strategies to ensure that the outcomes, impacts, and innovations developed within the project are maintained, scaled, and widely utilized beyond the project's lifetime. It covers technological, economic, social, and environmental sustainability, aiming to maximize the long-term benefits for stakeholders, including researchers, industries, policymakers, and end-users.

Specifically, this sustainability plan aims to:

- Enable the continuous deployment of the EARASHI human-centric approach after the project's completion ensuring that the technologies, methodologies, and knowledge generated in robotics and human-centric systems are applied in real-world scenarios, even after the project funding ends.
- Support SMEs and start-ups in adopting embodied AI technologies and methodologies.
- Ensure long-term availability of project results, including methodologies, didactic materials, best practices, and industrial innovations.
- Strengthen collaboration with DIHs, industry stakeholders, and academic institutions to embed EARASHI outcomes into broader European digitalization efforts.

3 KEY ELEMENTS OF THE SUSTAINABILITY PLAN

3.1 EARASHI's application experiments results

3.1.1 Identify pathways for commercializing key industrial innovations

According to the results and the needs of each Application Experiment after the end of EARASHI's support, the following pathways could be developed:

- **Technology transfer agreements:** Facilitate collaborations between research institutions and industry players to license and integrate EARASHI innovations into commercial products.
- **Incubation & acceleration programs:** Engage start-ups and SMEs in innovation ecosystems that support commercialization, offering mentorship, funding, and business development resources.
- **Industry pilots and demonstrators:** Conduct pilot programs with early adopters in the industry to validate market potential and refine solutions before full-scale commercialization.
- **Intellectual property (IP) strategy:** Develop an IP strategy to protect key innovations while enabling collaborative development and licensing opportunities.
- **Business model development:** Assist SMEs and start-ups in defining viable business models, including subscription-based services, product-as-a-service, and joint ventures with larger industry players.

- **Market analysis and positioning:** Conduct detailed market research to identify high-potential sectors, customer segments, and commercialization pathways.
- **Regulatory and standardization alignment:** Ensure compliance with EU and international regulatory frameworks to facilitate market entry and long-term sustainability.

Some of these pathways, will be addressed globally in T6.3 (IP strategy) and T6.4. (Market analysis). When the funded projects will be over, the results will be analysed so that the sustainable pathways will be proposed to each application experiment individually.

3.1.2 SMEs support for market reach and scale up

In order to support the AE SMEs to reach their markets and grow after the end of EARASHI's support, partners can:

- Establish partnerships with venture capital firms, incubators, and accelerators to support start-ups in bringing innovations to market. This activity was already performed (INPHO Venture summit 2024 in France) during the project and could be continued after EARASHI ends.
- Encourage participation in Horizon Europe and other EU funding programs to further develop innovations. Whenever an open call aligns with the needs of the AEs, it is promptly shared with them. It could be the case after the end of EARASHI if the SMEs still want to be part of a distribution list.

3.2 EARASHI's methodologies & tools

The EARASHI partners will have to ensure the methodologies and tools developed within EARASHI will be accessible and maintained after the end of the project. In the following chapters, we describe the measures that will be taken.

3.2.1 Open Access

All the training materials will be under openly accessible formats to facilitate widespread adoption. All the webinars recordings and presentations are available on the EARASHI website. Convert training materials into openly accessible formats will ensure they can be easily shared and utilized by various stakeholders and will enable the promotion of the materials in industry networks, and educational institutions. Interactive and community-driven enhancements will be encouraged to keep the content relevant and up to date. Best practices will be compiled and published in an accessible repository for industry stakeholders and policy makers. Indeed, we will gather best practices from project workshops and industry engagements and organize them into a structured and user-friendly format for ease of access. We will then publish these resources in an online repository tailored to industry stakeholders. Finally, we will ensure the repository remains up-to-date with emerging insights and contributions and promote its adoption through targeted outreach and industry networks

3.2.2 Workshops and events

Follow-up workshops or events will be organized with DIHs to continuously engage SMEs and start-ups. The organization of follow-up workshops with DIHs will provide ongoing support for SMEs and start-ups. These workshops will facilitate the exchange of knowledge and best practices in adopting the EARASHI human-centric approach. Participants will have the opportunity to showcase their progress, discuss challenges, and explore potential collaborations. Regular engagement with DIHs will ensure that SMEs and startups receive tailored guidance and resources. Additionally, these workshops will serve as a platform to identify emerging industry needs and adapt strategies accordingly.

3.2.3 AI-on-demand Platform

The **AI-on-Demand Platform (AI4Europe)** is a European digital ecosystem designed to support the development, sharing, and adoption of AI technologies across various sectors. Hosted at **AI4Europe.eu**, it provides access to AI tools, datasets, models, and computing resources while fostering collaboration among researchers, businesses, and policymakers. The platform is part of the **European AI strategy**, ensuring that AI development aligns with **ethical principles, transparency, and trustworthiness**.

For **EARASHI's sustainability**, the AI-on-Demand platform can serve as a critical enabler by providing:

- **Visibility and dissemination** – EARASHI application experiment projects can showcase their AI-driven solutions on the platform, increasing their visibility to potential users, investors, and partners.
- **Technical resources** – AI models, datasets, and cloud computing services available on the platform can help winners further develop and refine their innovations.
- **Collaboration and networking** – By joining the AI4Europe community, EARASHI participants can connect with AI researchers, DIHs, and companies, fostering synergies and new funding opportunities.
- **Sustainability support** – The platform offers access to funding calls, regulatory guidance, and business models that could help EARASHI projects transition from EU-funded prototypes to market-ready solutions.
- **Ethical and human-centric AI guidance** – Given EARASHI's focus on human-centric AI, the platform's ethical AI resources can help ensure continued compliance with European AI regulations and principles.

By integrating their results and solutions into **AI4Europe**, EARASHI projects can extend their impact beyond the project's duration, benefiting from an established European AI innovation ecosystem.

3.3 EARASHI's network of DIHs

DIHs play a crucial role in ensuring the sustainability of EARASHI's outcomes by:

- Acting as regional hubs for disseminating methodologies and best practices.
- Providing training and advisory services to SMEs on implementing the human-centric approach.
- Facilitating industry-academia collaborations to refine and expand EARASHI innovations.
- Exploring funding and policy mechanisms to sustain initiatives beyond the project timeline.

The EARASHI project can collaborate with DIHs to ensure the sustainability of its Open Call grantees by establishing a structured partnership that leverages DIHs' expertise, infrastructure, and networks. Through this collaboration, DIHs can provide access to advanced technologies, testbeds, and digital tools, enabling grantees to further develop and validate their solutions. Additionally, DIHs can offer tailored mentorship and training programs to support business development, market readiness, and scaling strategies. By connecting EARASHI Open Calls grantees with regional and national funding opportunities, as well as private investors, DIHs can help secure financial sustainability beyond EARASHI's funding. Integrating grantees into DIHs' existing ecosystems fosters valuable industry connections, creating pathways to new customers and partners. Joint events, showcases, and webinars can amplify visibility, positioning the grantees within broader innovation networks. Furthermore, aligning sustainability efforts with DIHs' regional digital transformation strategies and EU policies ensures long-term impact. DIHs can also play a crucial role in providing continued support services, maintaining the momentum of innovation beyond the project's duration. By embedding EARASHI's human-centric methodologies into their own service offerings, DIHs can sustain and scale the project's outcomes, ensuring a lasting contribution to European innovation.

3.3.1 EDIH pillars and services

EDIH rely on 4 pillars and could propose the following type of services to the EARASHI awarded SMEs after the end of the project:

- **Test before invest – Ensuring continued access to innovation infrastructure**

After EARASHI ends, SMEs may need continued access to advanced digital tools, testbeds, and expertise to refine their solutions. EDIHs can:

- Offer long-term access to testing facilities for AI-driven automation, cybersecurity solutions, and human-centric manufacturing systems.
- Facilitate collaborations with research institutions for further technological validation and optimization of EARASHI solutions.
- Provide proof-of-concept (PoC) and pilot opportunities with industry stakeholders, ensuring the adoption of EARASHI technologies in real-world settings.

- **Skills and Training – Strengthening SME capabilities for long-term growth**

To ensure sustained impact, SMEs need to maintain technical expertise and business acumen. EDIHs can:

- Offer continuous training and workshops on digital transformation, human-centric AI, ethics in automation, and industrial digitalization.
- Support SMEs in upskilling their workforce to handle new technological advancements and market shifts.
- Facilitate peer-to-peer learning and knowledge-sharing networks with other innovative SMEs and industry leaders.

- **Support to find investments – Securing funding and market expansion**

Financial sustainability is key to ensuring EARASHI project results remain active. EDIHs can:

- Help SMEs identify and apply for EU and national funding opportunities, such as Horizon Europe, EIC Accelerator, and InvestEU.
- Provide investment readiness support, including refining business models, developing go-to-market strategies, and connecting with venture capital, business angels, and corporate investors.
- Guide SMEs in leveraging European and regional funding instruments, ensuring the long-term deployment of their innovations.

- **Innovation ecosystem and networking – Integrating SMEs into a sustainable digital ecosystem**

For EARASHI results to thrive, SMEs need strong connections with industry, policymakers, and technology providers. EDIHs can:

- Act as a gateway to European and regional innovation ecosystems, ensuring SMEs stay engaged with emerging trends and regulatory developments.
- Facilitate participation in B2B matchmaking, industry consortia, and collaborative R&D projects to expand market reach.
- Strengthen synergies between EARASHI solutions and regional/national industrial strategies, ensuring long-term alignment with key market needs.

3.3.2 Partners EDIH specific services

The EARASHI partners are connected to the 7 following EDIHs and will facilitate the connection with the relevant services of the EARASHI funded SMEs through their own DIHs.

Partner	DIH	Country	Region	Link
Minalogic + CEA + STM	Minasmart	France	Auvergne Rhône-Alpes	https://www.linkedin.com/company/minasmart/posts/?feedView=all
Steinbeis	EDIH-AICS	Germany	Karlsruhe	https://digitalhub-ai.de/en/edih-aics/general
INEGI	Produtech	Portugal		https://dih.produtech.org/en
Mondragon + Ikerlan + Aldakin	Basque digital innovation hub	Spain	Basque country	https://bdih.spri.eus/en/
Blumorpho	DIHNAMO	France	Normandie	https://dihnamo.org/
Flanders Make + AMS	DIGITALIS	Belgium	Flanders	https://digitalis.europeandigitalinnovationhub.com/
CECIMO	CONNECT	Belgium	Wallonie	https://www.edih-connect.be/

Table 1: EARASHI Partners EDIHs mapping

3.3.3 EARASHI awarded SMEs DIHs

Each awarded SME can be connected to its regional DIH and benefit from their services.

Below is a table with the mapping of each awarded SME and its relevant DIH.

EARASHI Awarded SME	DIH	Country	Region	Link
ANT Maschinen	Digital Hub Logistics	Germany	Dortmund	https://digital0068ublogistics.com/
Spin Robotics	EDOcobot	Danemark	Odense	https://ehfyn.dk/content/temaer/edocobot/
Plegma Labs	GR digiGOV-innoHUB	Greece	Kifisia / Athens	https://digigov.innohub.gr/
Stream Owl	GR digiGOV-innoHUB	Greece	Athens	https://digigov.innohub.gr/
Bytefabrik AI	EDIH-AICS	Germany	Karlsruhe	https://digitalhub-ai.de/en/edih-aics/general

Eureka System	NEURAL	Italy	Trevise	info@smact.cc
RoboTwin	EDIH CTU	Czech Republic	Praha	https://www.edihctu.eu
Endity Solutions	Basque digital innovation hub	Spain	Basque country	https://bdih.spri.eus/en/
Pumacy technologies	pro_digital	Germany	Berlin	https://edihprodigital.eu/en
Progressive Robotics	SYNERGiNN EDIH	Greece	Thessaloniki	https://synerginn.eu/
ELIF Lab	EDIH L	Italy	Monza / Milan	https://www.mialombardia.it/
Savvy Data systems	Basque digital innovation hub	Spain	Basque country	https://bdih.spri.eus/en/

Table 2: EARASHI's awarded SMEs EDIHs mapping

The detailed services of each DIH is detailed in Annex 1

When the results of the AEs will be available, services and support will be proposed to the EARASHI awarded SMEs according to their needs. It will be detailed in the D6.9 Sustainability plan, final report.

4 CONCLUSION

The sustainability plan for the EARASHI project is designed to ensure the long-term impact and continued adoption of its human-centric approach beyond the duration of the project. By integrating technological, economic, social and sustainability considerations, this plan establishes a comprehensive framework to maximize the benefits for all stakeholders, including start-ups & SMEs, researchers, industry partners, and policymakers.

Key initiatives within the sustainability strategy focus on commercializing industrial innovations, supporting start-ups & SMEs in market adoption and scaling, maintaining accessibility to EARASHI methodologies and tools, and leveraging the extensive network of European Digital Innovation Hubs (EDIHs). The structured collaboration with these hubs provides SMEs with essential services such as access to testing infrastructure, training programs, investment opportunities, and ecosystem integration, ensuring that EARASHI's innovations remain relevant and continue to drive industry transformation.

Through the implementation of targeted commercialization pathways, start-ups & SME support mechanisms, and strategic partnerships with EDIHs, EARASHI ensures that its technological advancements and best practices are not only preserved but also actively utilized in real-world applications. The commitment of

project partners, combined with a robust network of stakeholders, will contribute to sustaining and expanding the adoption of EARASHI solutions in various industrial domains.

As the project moves forward, continuous engagement with key actors, exploration of new funding opportunities, and alignment with European digitalization policies will further reinforce the long-term viability of EARASHI's outcomes. This sustainability plan first report serves as a roadmap for ensuring that EARASHI's vision of human-centric AI and robotics continues to shape the future of European industry well beyond the project's conclusion.

5 ANNEX 1: EDIHS SERVICES

MINASMART	
Skills and training	- Digital training courses (initial or continuing) leading to 'RNCP Titles' accessible to companies to help with recruitment. - Provision of a matching platform for digital skills/digital job offers/digital CVs. - Short training courses (1 to 5 days max) to develop professional skills -Connecting with experts (competent stakeholders, laboratory, school) for advice on a 'digital/digital' project (software and hardware). - Upstream of a project; qualification, search for technological partners. - Support to refine the product's relevance to a market
Support to find investment	- In connection with a call for proposals, support for the formalisation of collaborative projects on industry issues involving digital technologies. - Support in managing this stage, finding partners, proofreading. - Support members in their efforts to raise private funds. This service is aimed primarily at start-ups and SMEs undertaking their first and/or second round of financing: seed and series A funds.
Test before invest	- Support in the development of innovative products, services or processes thanks to the transfer of digital technologies from technology suppliers (e.g. research centres, engineering schools, laboratories, universities or companies in the digital sector), production of a prof of concept or prototype. - Encourage the deployment of new technologies on a scale of 1 at pre-identified experimentation sites or platforms: Living Labs, technology platforms, software platforms, intrusion tests, etc. - The purpose of these experimentation sites is multiple: to validate innovative uses, open up markets for start-ups and SMEs, and provide a showcase for laboratories, local authorities and businesses. - Technical and economic feasibility study carried out by the most appropriate experts to ensure that the project is relevant and economically viable. - Digital Maturity Assessment of companies to assess their technological maturity, identify their needs and draw up an action plan
Innovation Ecosystem and networking	- Industry and digital watch bulletin, including coordination, identification and collection of information from other EDIHs. - Awareness-raising sessions on digital themes / sectors: Presentations by experts to provide a better understanding of digital technologies and related issues - Open innovation meeting between technology providers (research center, university, private labs) and users (companies). - Bringing together technologies and markets to initiate concrete opportunities for collaboration: operating contracts for suppliers and solutions to business needs for users.

	- Meetings between tech solution providers and users on generic themes (technology, e.g. cybersecurity) or industry themes (e.g. energy): supply (technology) demand (use cases). - "Peer club" bringing together stakeholders from the same sector in order to exchange experiences, share concerns and reflect together on solutions, or tackle a subject together: The clubs can include solution providers, representatives from the academic world, experts and specialist consultants as speakers. The content of the sessions is worked out with the Club members. - Meetings between a large group (private or public) and companies to initiate concrete opportunities for business and/or technological collaboration: the large group expresses a technological, market and/or use case need, and MINASMART enables to meet solution providers (companies) that can meet this need.

EDIH-AICS	
Skills and training	**Trainings & education program :** Tailor-made training and further education program help companies to strengthen the skills and competencies of their employees in technical and organizational areas in order to meet the ever-increasing demands of business life. **Mentoring & Roundtables** mentoring programs and roundtable discussions offer companies the opportunity to grow in cooperation across national borders, to establish strategic partnerships and to benefit from an international network of experienced mentors. **Scholarships & Courses** Support in the area of school and university scholarships and courses **AI Readiness Check & AI Workshops** Focus on Use Cases implementation in the companies
Support to find investment	**Subsidy consulting** Increase the growth potential of companies by making optimum use of funding. Experts will help the companies identify the right financing options and plan strategically. **Application services** Support for applying to funded projects calls for proposals **Startup & investor pitch events** Pitch events offer a platform to present start ups ideas and projects to potential investors and partners.
Test before invest	-**Maturity assessment & digitalization consulting**: Companies can receive a comprehensive analysis of their current digital status quo. This assessment

	identifies any weaknesses in the digital processes and provides clear recommendations on how to shape a successful digital transformation. - **Feasibility tests** : with experts, companies can check the practicability and performance of technological solutions or prototypes in real or simulated environments to ensure that they meet the intended requirements and standards. These tests make it possible to identify and resolve potential problems at an early stage before a solution goes into regular use. - **Co-Creation Workshops** : with different stakeholders and experts, jointly develop ideas, solutions and innovations. They encourage active collaboration and the exchange of ideas to generate creative solutions to complex problems, enabling a diverse and interdisciplinary perspective on challenges. - **Test environments** Access to industry and technology-specific test environments to test and evaluate technologies, prototypes or innovations under real-life conditions. Check the performance, functionality and reliability of products or systems in a realistic test environment before they are launched on the market.
Innovation Ecosystem and networking	**AI Partner Matching** Which AI expert from the network is suitable to implement a concrete AI project? **Networking Services** ▪ Virtual exchange of AI experts/industries ▪ Integration in AI workshops at user companies ▪ Mediation of partners from the network for customer enquiries ▪ Access to the partner network ▪ Written fixation of enquiry and collection of offers from the expert network ▪ Support of project initiation in case of a good fit **Exchange of experts** ▪ Exclusive expert rounds with thematic focus points ▪ Semi-annual partner meeting with highlight presentations ▪ Organisation of specialist conferences, e.g. AIxIA, KI-KMU-Workshop INFORMATIK ▪ Discounted participation in conferences e.g. Web Summit ▪ Speaker contributions at trade events **Visibility** ▪ Increase of visibility, activities and offers of the network partners among user companies and other stakeholders through activities of the network ▪ Positioning of the companies organization with logo on the website and in external presentations ▪ Presentation of the companies AI examples on the website ▪ Inclusion and sharing of the companies relevant AI events in the event calendar on the website and via social media, e.g., LinkedIn

	▪ Joint organization of events ▪ Companies speaker contributions at events ▪ Inclusion of the companies use cases in the virtual AI showroom ▪ AI expert database ▪ Access to trade fairs ▪ Publication of companies expertise in the form of technical articles on the blog

Basque digital innovation hub	
Skills and training	**Training (BDIH deep dive immersion days)** ▪ Deep dives ▪ Demonstration/showroom ▪ Educational workshops
Support to find investment	
Test before invest	**Technological and economic consultancy** ▪ Technological and economic consultancy ▪ Technological needs assessment ▪ Collaboration and co-working ▪ Technology foresight ▪ Evaluation of economic viability ▪ Proof of concept **Design, prototyping and validation** ▪ Conceptual design ▪ Simulation, solution architecture ▪ Security analysis ▪ Prototyping, programming and experimental validation ▪ Technology transfer for industrialisation
Innovation Ecosystem and networking	**Ecosystem** Benefit from the entire knowledge of the Basque ecosystem and support from other international hubs. BDIH brings together key players in the Basque and international ecosystem, offering support for digital and sustainable transformation.

Productech	
Skills and training	**Specific actions aiming the Qualification of Human Resources in digital technologies**
Support to find investment	**Specific actions aiming the Qualification of Human Resources in digital technologies**
Test before invest	**R&D** **Specialized Consulting**

	Validation and demonstration of solutions in digital technologies lab Technological or sectorial studies Other
Innovation Ecosystem and networking	Matchmaking

DIHNAMO	
Skills and training	”Mobility Valley” visits Additive manufacturing awareness workshops Industry 4.0 and pilot lines serious game How to create an innovative company ? IP awareness Learn how to use digital technologies for Industy 4.0 Workshops: trian the trainers on HPC Digital Maturity Assessment Assessments: business model, IP, taxation, digital developement strategy, Cybersecurity, quantum computing, AI Certified experts catalogue European projects training
Support to find investment	Coaching Private funding assessment Awareness workshops to private funding opportunities Improve the companies pitch deck Matchmaking with investors Support to find public funding opportunities
Test before invest	Support in industrialisation issues Additive manufacturing use cases Support in the set up of Deep Tech proof of concepts and process modelling Support to R&D projects Support to set up open innovation projects Access to infrastructures: Fablab, DIHNAMO pilot line, local research labs
Innovation Ecosystem and networking	Start ups private clubs Hosting start ups in the incubator Accelerator activities: export with EEN

DIGITALIS	
Skills and training	Vocational training in classrooms (Universities and Universities of Applied Sciences) or hands-on training to learn how to use digital technologies on the shop floor (Flanders Make, Sirris, imec). The training matrix of DIGITALIS is conceptually developed around three types of training and for three different target groups (**Boardroom, Engineering, Shop Floor**) with each a specific focus.
Support to find investment	Support to access to financial instruments both equity-free, debt and private funding: directory of VC's, Business Angels, Private Equity and other financing instruments that could be of interest to further investigate. Some existing expertise from VOKA : 1. searching for Venture Capital (NL) 2. Financing in difficult times (NL) 3. Innoviris as partner for innovative companies in Brussels (NL)
Test before invest	With a broad range of infrastructure available at Flanders Make, B-PHOT, Sirris, Howest and PXL Universities of Applied Sciences related to the needs of the target group, DIGITALIS partners can assist companies in making a well-informed and experience-based decision for their digitalization needs. Some examples of lab facilities and test before invest facilities are: ▪ Artificial Intelligence ○ EDIT lab facilities for building digital twins at imec ○ Mobile Make Lab, different AR/VR labs at Flanders Make ▪ AR/VR and intelligent robotics ○ Robotics labs at Flanders Make, ○ XRTech labs at Howest ○ SMART ICT lab at PXL University of Applied Sciences ▪ Photonics ○ Photonics innovation centre including demonstration and experience and a pilot line at B-PHOT ▪ Cybersecurity and blockchain ○ LSEC – cybersecurity ○ University of Applied Sciences Howest – blockchain / DLT & cybersecurity ○ University of Applied Sciences PXL – cybersecurity ▪ Big Data/IIoT/edge and cloud computing ○ LSEC – 3if.eu offers different IoT platforms which are used in Flemish living lab ○ Sirris labs ▪ Wireless connectivity/5G ○ IDLAB for wireless connectivity at Imec
Innovation Ecosystem and networking	Helping the companies finding the right partners and supporters: peer to peer learning both regional and on a European level and connecting technology suppliers with end user SMEs to expand the digital ecosystem

CONNECT	
Skills and training	**Tailored support to measure the digital maturity of companies DMA:** (Digital Maturity Assessment) - personalised support to help the businesses find the digital solutions that suit it best, whether in terms of software, technology, financing or training. **Access to dedicated demonstrations:** The aim of this service is to inspire and convince business leaders through dedicated 'hands-on' technology demonstrations. This helps to encourage or accelerate a digital transformation process that is already underway. **Access and receive fundamental and expert digital training courses:** This service aims to provide companies with the key knowledge and skills to meet new challenges before having to implement a more detailed training programme.develop technology training courses tailored to your needs, focusing either on the use of tools or on the acquisition of skills needed to implement/develop technologies within your company
Support to find investment	**Find the right financial support for companies digital projects** Get help to find and facilitate the access to funding. This service covers financial aid for proof of concept, collaborative projects, investment and training.
Test before invest	**technological and scientific support to encourage co-creation:** The aim of this service is to provide personalised follow-up to identify needs and obstacles (technological, managerial, human resources) in order to produce an action plan that will turn your project into a success story.
Innovation Ecosystem and networking	**Expand your network:** suppor to find the right partners **Access to an international service:** Benefit from assistance with your international activities, whether exporting, collaborative projects or taking part in events.

Digital Hub Logistics	
Skills and training	Support from the idea to the market entry thanks to a personal program manager. On the basis of your goals, he develops a work programme together with your start-in and supports the implementation. Leadership Development Programme, designed specifically **for young professionals and talents** in logistics, supply chain management, and IT.
Support to find investment	
Test before invest	Individual innovation coaching and a variety of innovation workshops to help project to succeed – from ideation to prototyping to scale-up. In cooperation with companies team, we select step by step customized components. We have a partner network of service providers and experts who will give the start-in the right impulse at the right time.

	Give access to the ecosystem with maker spaces, demo and experiment centres
Innovation Ecosystem and networking	Coworking & Infrastructure The community events bring the start-in and the network partners together and build the basis for an intensive exchange about new ideas and cooperations. Support in finding the right contact and solution partner for every issue and access to the most important scientific network in logistics.

EDOcobot	
Skills and training	**Gain digital skills:** Online courses and competency courses on AI **Strategy** specialists guide the CEOs in setting the right goals for their companies and create a strategy for how to achieve them. Build a sustainable business development **Give advice on companies digital business development:** Opportunities with digitalization, artificial intelligence (AI) and automation but also data security and cyber security issues
Support to find investment	Guidance and insights into both domestic and international funding options for investment in collaborative robots. **Advice on :** • Sources of financing – gain insight into investors' requirements and terms • Financing growth and business development – > find the optimal mix of capital
Test before invest	Testing possible solutions for your production line in our test facilities at the Technological Institute.
Innovation Ecosystem and networking	Access to relevant networking and innovation programmes based on your digital maturity level

GR digiGOV-innoHUB	
Skills and training	• DigiGov Academy: Access to Open Massive Online Courses- MOOCs • miniMBA in Digital Public Services • Tailor made skills development programs
Support to find investment	• DigiGOV Agora, virtual marketplace • Investment Cycle-Pitching and Networking Events with Equifund/VCs • Support for submitting to ERDF, Horizon Europe, InvestEU, EIB
Test before invest	• MVP Design • TRL 5 validation • TRL 7 development • Design of small and mid-scale pilots • MVP testing

	Access to infrastructures : AI/ML Platform, HPC core units, Blockchain, Acceleration or Pilot Cloud/VMs/Storage
Innovation Ecosystem and networking	• Networking activities, workshops, knowledge exchange events • Internationalisation, pitching activities

EDIH CTU	
Skills and training	Educational Courses on Digitalization and AI Technologies Courses of Human/Soft Skills Technology Courses and Consultations
Support to find investment	Investment Consulting Grant Consulting and Support Services Access to Communication and Meeting Infrastructure
Test before invest	Digital Maturity Assessment LAB and TestBed Tours Equipment and Infrastructure Rental Consulting and Technology Services R&D Projects Testing, Validation, Demonstration
Innovation Ecosystem and networking	Matchmaking, Networking, Best Practice Sharing Business and Technology Consultations

pro_digital	
Skills and training	Workshops in the areas of digitalization, re-skilling and upskilling, low coding and much more.
Support to find investment	Funding Opportunies: what financing options are available for digitization projects? Support to find the right partners to finance projects.
Test before invest	Digital Maturity Assessment tool Demonstrators and testing infrastructure: AI-connected quality control technologies
Innovation Ecosystem and networking	

SYNERGiNN EDIH	
Skills and training	**Awareness raising** : conferences, workshops, showrooms, events, interactive demonstrations, factory tours, videos and online & printed media. **Mentoring** : workshops, 1-on-1 learning sessions and specialised consultations for aspiring entrepreneurs, startups and already established field professionals. **Training** : technical and management training in order for the workforce to be able to deal efficiently with the newly digitised products, processes or business models. **Train the trainer** : trainers are trained to use the different methodological tools that have been designed **Online asynchronous MOOCs** for new technologies are created, with main topics the AI, CS, IoT, BD, Energy Sector, Circular Economy and Waste Management. **Courses:** AI, IoT, machine learning, NLP, DIY Technologies, Data analysis
Support to find investment	**Access to funding and investor readiness services**: assists innovative SMEs to apply for National and European R&D grants, attract angel seed funding and venture capital investments **Accelerator support** **Identification of National and European projects and funds** and support in preparing proposals
Test before invest	Helps innovation developers in solution prototyping, validation, testing, demonstrations and initial implementations by utilising its own facilities and personnel or by finding partners in the target markets and industries: • Digital needs/maturity assessment • Interactive demonstrations/access to the infrastructure • Technical AI/IoT open platform catalog • Access to technology and design services • Business intelligence • Consultancy on technology implementation
Innovation Ecosystem and networking	**Collaborative researches** : facilitates partnerships by bringing together innovation developers and companies from target industries, seeking new solutions to increase their competitiveness. **Brokering/matchmaking**: assists innovative SMEs in understanding the industry they are working in, building relationships with both investors and clients, adhere to any regulatory requirements governing their activities. SYNNERGiNN is connecting buyers with sellers, investors with opportunities, businesses with the services they need. **Ecosystem building, scouting, brokerage, networking** **Building relations with the member state** **Technology watch** : overview of all the new technologies related to AI, CS, IoT, and BD. **Bridging the international gap**

EDIH L	
Skills and training	**Intercompany training:** targets companies with underdeveloped digital maturity at the beginning of their transformation journey. **Job Order Training:** targets companies with a higher degree of digital maturity that have already identified specific areas of technology implementation to be followed by the development of specific skills.
Support to find investment	**Positioning and mapping of innovation measures:** mapping, monitoring and identification of the most interesting measures, by economic allocation, strategic objective, aid intensity and type of facilitation, studying each individual regulatory and procedural aspect. **Technical and financial management service of a funded program.** **Support access to public funding** **Financial consulting** dedicated to the specific needs of enterprises with a view to medium- to long-term development on general issues.
Test before invest	**Digital transformation assessment** and roadmap **Digital maturity testing of business macroprocesses** using Test 4.0 and Zoom 4.0 methodologies and development of a digital transformation roadmap with identification of priorities based on business needs. **Industry 4.0 strategy:** Service for deepening the digital maturity of business processes using the Dreamy methodology. **Project Validation 4.0:** Evaluation and analysis of a project's potential, to support decision making by objectively and rationally identifying strengths and weaknesses, opportunities and risks, resources needed for project implementation, and prospects for success. **Access to infrastructure and technology platforms** **Proof of concept, demo & test bed:** Development of demos, prototypes, Proof of Concept (PoC) dedicated to the introduction and implementation or scale-up of additional functionality of a product or service, system, solution or process, and feasibility studies. **Industrial research, experimental development and innovation projects**: product, process, organizational and business model or service) required to support the translation of innovative ideas into demonstrable concepts. **Technology consulting:** Consulting activities aimed at the implementation of technological, organizational and management solutions to improve business processes from an Industry 4.0 perspective. **Technology Scouting:** Identification of the most suitable technologies and technology partners to develop product and process innovation, defining a corporate technology strategy consistent with the trends shaping the industry.
Innovation Ecosystem and networking	