



Production in Europe Vision and Opportunities for Small & Medium Companies

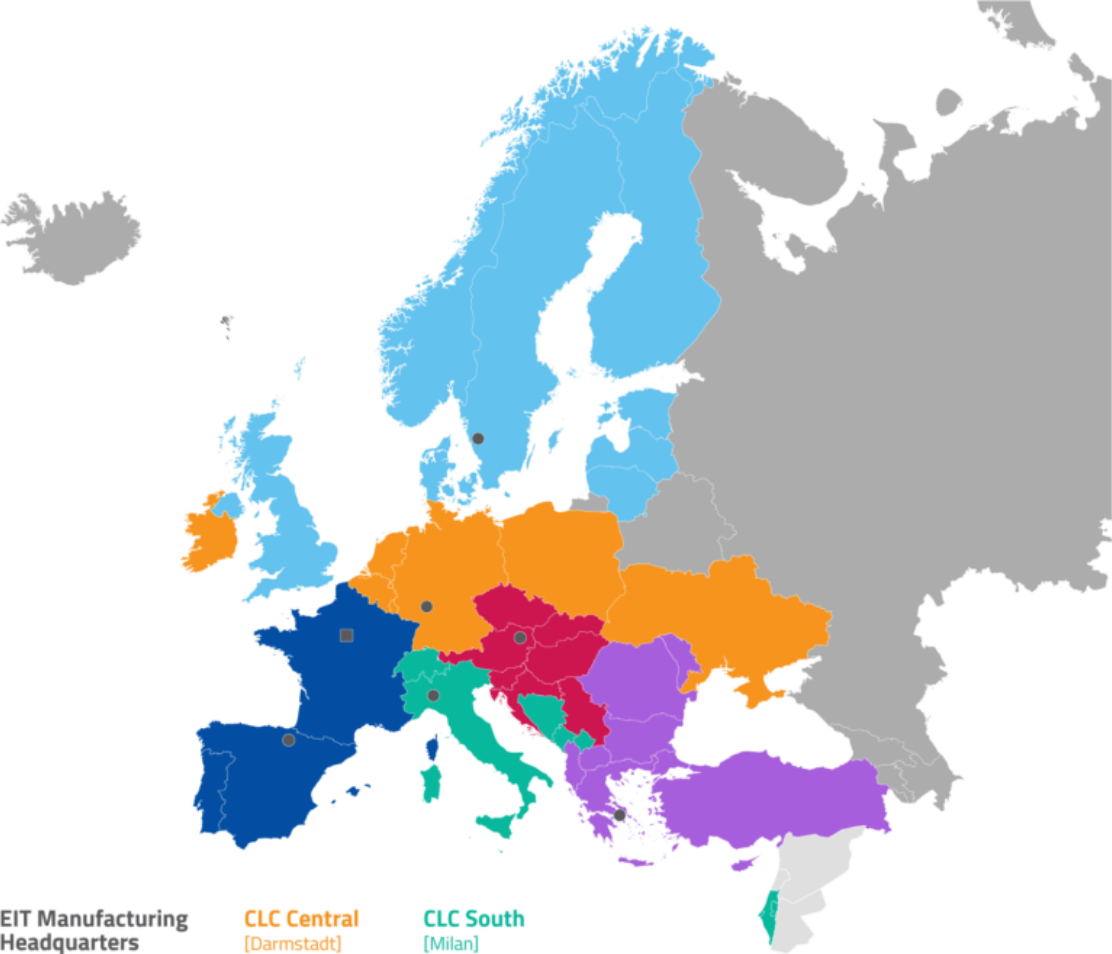
Johannes Hunschofsky

16 June 2023



Co-funded by the
European Union

European Network



EIT Manufacturing Headquarters
Paris

CLC Central
[Darmstadt]

CLC South
[Milan]

CLC West
[San Sebastian]

CLC North
[Gothenburg]

CLC East
[Vienna]

CLC South-East
[Athens]

In addition, dynamically growing number of RIS hubs



Powerful Partnership: 100+ partners from 20+ countries

Industry 58%

ELECTRONICS AND DIGITAL



AUTOMOTIVE



MACHINERY & EQUIPMENT



CONSUMER GOODS, MEDICAL EQUIPMENT AND PROCESS INDUSTRIES



58%

Universities 23%



23%

RTOs 19%



19%

As of March 2023

A strong interdisciplinary and trusted network!

Network



Future European Manufacturing System.

Some of the main forces shaping the European manufacturing landscape of tomorrow.

FUTURE PILLAR 2.

Building Collaborative Ecosystems

AREAS FOR ACTION

Connecting Industry with Academia

Stronger partnerships are needed to foster talent, capabilities and perspectives that can allow the region to position itself at the forefront of the manufacturing industry.

European universities and RTDs (Research and Technology Organisations) are leading the way in many areas of research, but when it comes to working with businesses, and especially small companies, the continent seems to be lagging behind.

Global competition will demand European universities and industry to create stronger incentives for collaboration, cooperation, and establish intermediary bodies that can link SMEs to academia. Furthermore, by designing guiding principles for collaboration, developing mechanisms and initiatives that can foster trust between academic institutions and their industrial partners, the understanding of the interests and needs of the parties involved can be deepened. Ultimately, collaboration and innovation will be essential to address sector-wide challenges.

Collaboration With the Public Sector

SMEs are facing a myriad of challenges and European governments, at all levels, can provide support and help them thrive well into the future.

The demands of the new world reality will require governments at all levels to reinforce existing mechanisms and create new ecosystems to cooperate with the companies that make up the backbone of the manufacturing industry.

The focus should be on providing resources and assistance that can help SMEs deliver on their sustainability commitments, keep up with digitalisation and acquire the talent needed to adopt new technologies. There is an untapped potential to bring new technologies and SMEs together, but most of the SMEs lack time and resources to make this happen. By building strategic management capabilities, high levels of resilience can be achieved. As a result, SMEs can exploit their potential to become a major force for sustainable economic growth, innovation and positive societal impact in Europe.

Collaboration Within the Industry

Addressing issues of sustainability and the potential of circularity demands closer collaboration between and within organisations.

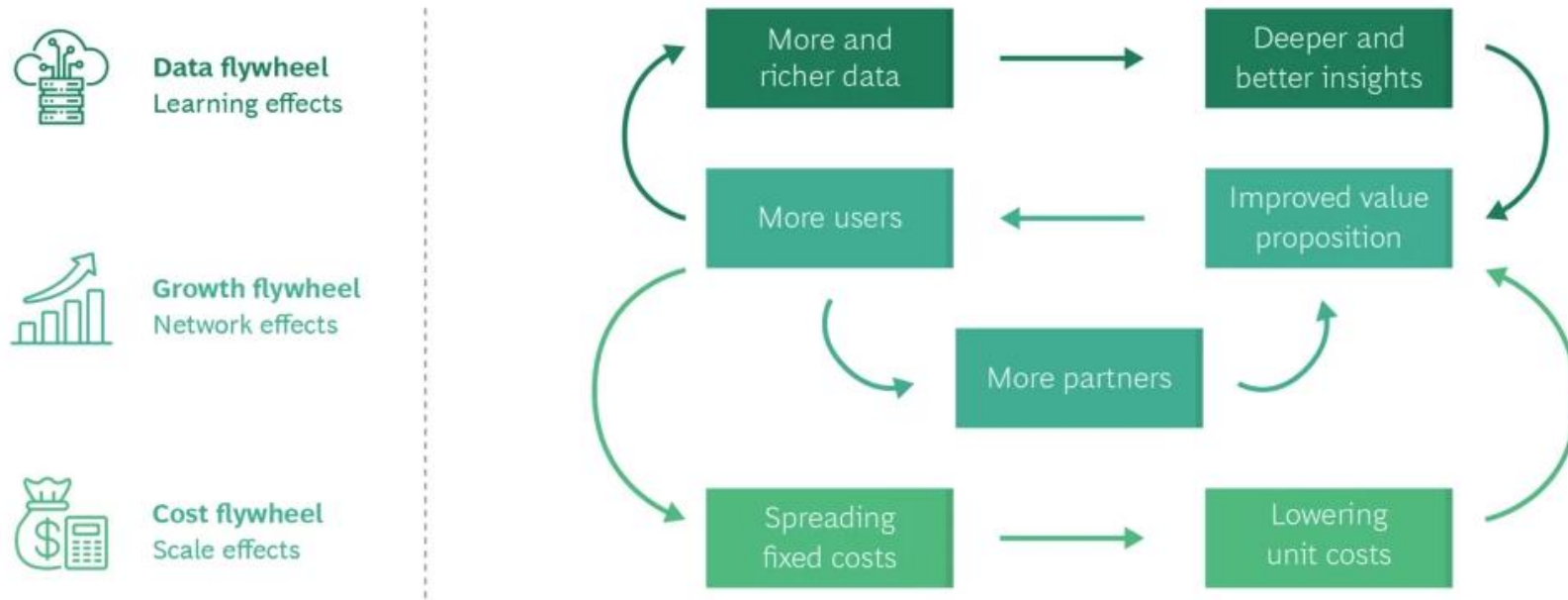
An increasing number of European SMEs are embarking on the green transition, but despite their valuable progress, many barriers still remain.

How we innovate and create value is shifting, from a competitive to a more collaborative mindset. The creation and promotion of open, transparent and secure collaborative ecosystems in Europe can provide support for SMEs. It can facilitate the access to knowledge, expertise, skills and data from different departments within a company and from external companies, based on agreed upon criteria and standards. These ecosystems can remove collaboration barriers related to data incompatibility and risk of IP loss or theft, while ensuring manufacturers can more effectively draw upon valuable resources and information provided by key stakeholders all along the supply chain to help them reach their environmental goals while building a competitive advantage.

RELEVANT SIGNALS

EIT Manufacturing Ecosystem – Our Community Network

Three Flywheels Fuel Business Ecosystem Success

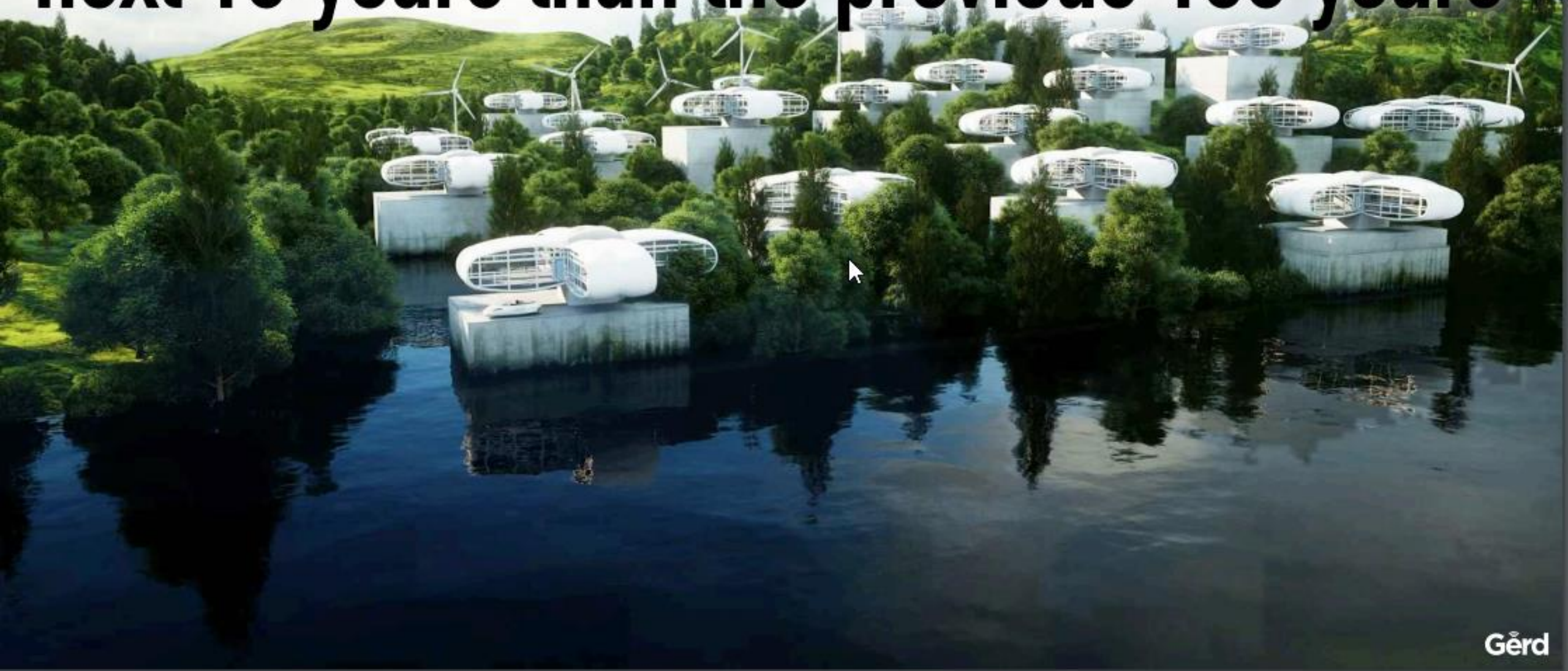


Source: BCG Henderson Institute analysis.



While many of today's ecosystems are fostered by digitization, the concept of an ecosystem does not strictly require a digital business model.

Our world is going to change more in the next 10 years than the previous 100 years



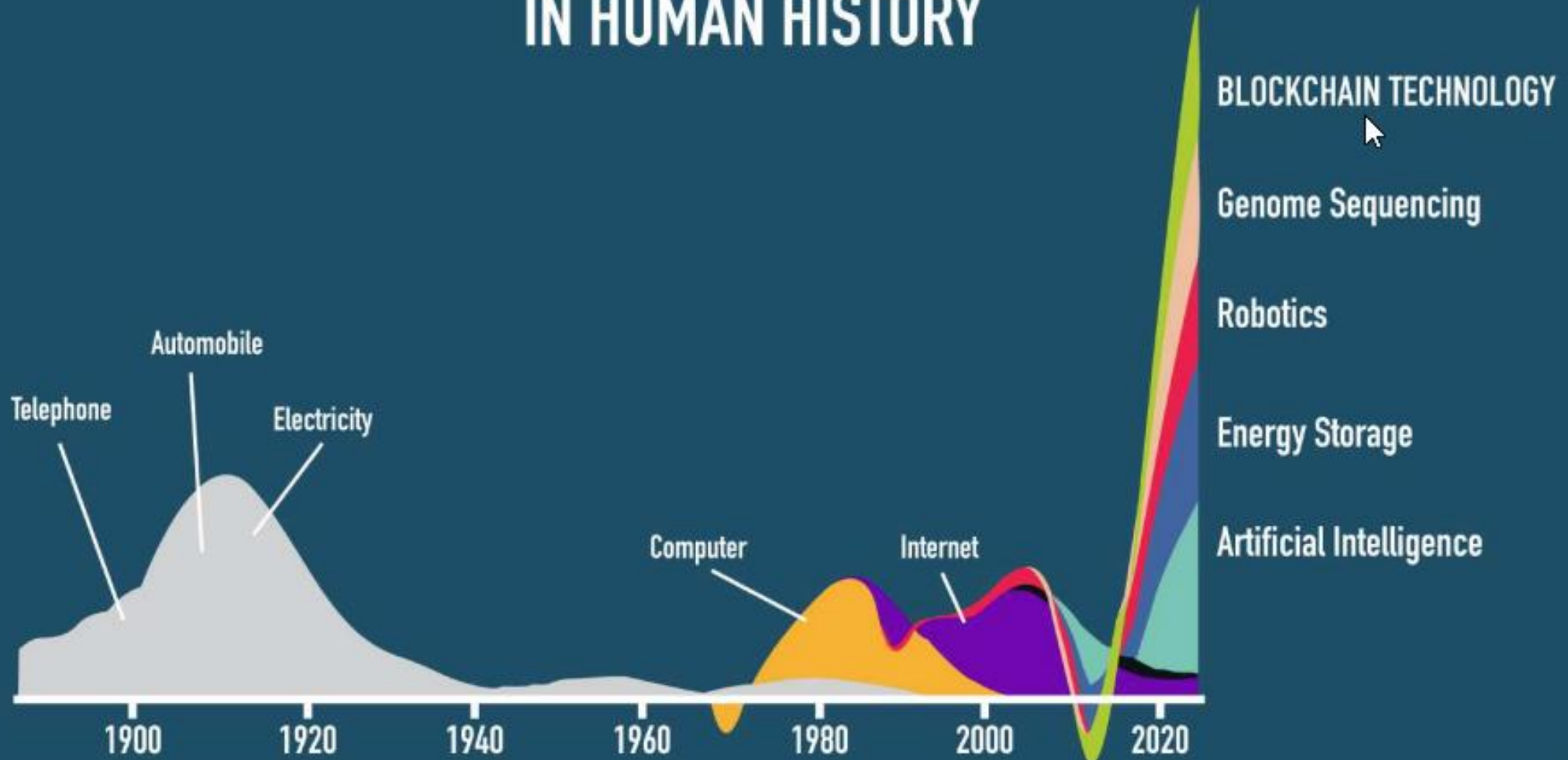
Not Dystopia nor Utopia but **PROTOPIA**

“We should be optimistic not because our problems are smaller than we thought, but because our CAPACITY TO SOLVE THEM is larger than we thought”

Kevin Kelly

... because our CAPACITY TO SOLVE THEM is larger than we thought

THE LARGEST TECHNOLOGICAL TRANSFORMATION IN HUMAN HISTORY



Connecting industry with solution providers

One challenge and four windows of opportunity:



Companies fund their own PoCs / Implementations

Corporates, Mid-caps and SMEs submit their challenges, and the Business Creation teams scout according to the individually agreed time-lines

=> Solutions can be implemented in shorter than 6 months



Companies submit their challenges for intl. awards

Corporates, Mid-caps and SMEs may deal their solution implementation publicly (in the BoostUp! BRIDGE competition

=> Solutions can be awarded with up to 30.000€ co-funding



Companies intend to participate in consortia for implementation projects

Challenge owners may apply in EIT Manufacturing's CfPs to look for implementation and application partners in European scale

=> Accepted proposals receive funding from EIT Manufacturing

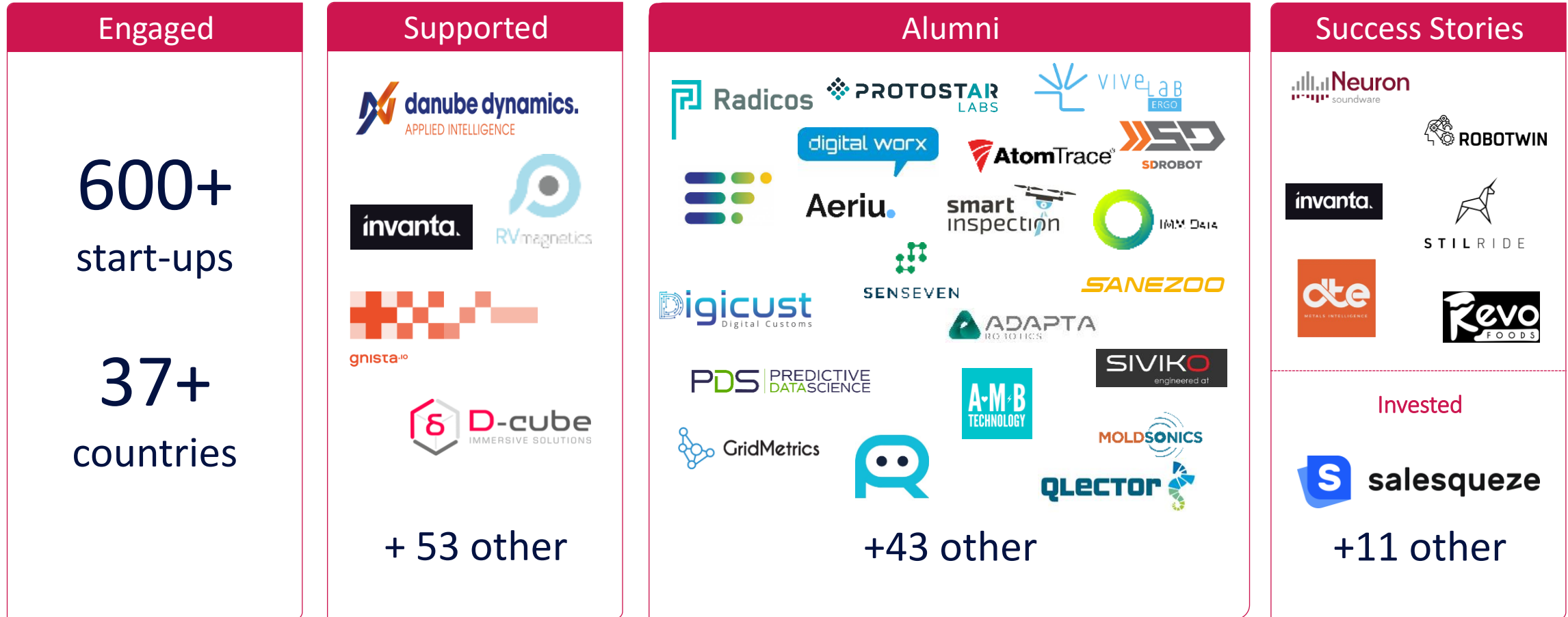


Companies are looking for innovations to be further developed into TRL >6

Challenge owners would need R&D capacities to further develop solution of lower TRL status into commercial prototypes

=> EIT Manufacturing supports building international consortia and respond to Horizon Europe








The future of Manufacturing – our young companies network



Connecting industry with Start-ups

Open Call – BoostUp! Bridge



BoostUp! Bridge Editions	Corporate	Description of the industrial challenge
 <p>BoostUp! Tech</p>		Sharing assets and production process between different manufacturers and associated business model and technical solutions.
 <p>BoostUp! Green</p>		Measuring and Modelling CO2 emissions of direct material suppliers (from cradle to gate, including recycling).A
 <p>BoostUp! Corporate</p>		Designing and implementing a process to measure and drive the energy efficiency and performance of a painting process line at an industrial plant in Italy.
		Implementation of an AI driven solution to model, analyse and optimize the shelf life of products.

Finalists



Discover Vienna: Manufacturing Edition

8 selected start-ups from 6 countries



Discover Vienna Manufacturing Edition

Ready to join a programme for thriving start-ups & scale ups that have solutions for manufacturing?

- ✓ Two weeks intensive programme in Vienna (3rd – 16th November 2021)
- ✓ Two months mentoring and coaching support
- ✓ Two weeks free office space at EIT Manufacturing in Vienna

Apply now!

powered by in cooperation with

Co-funded by the European Union



Discover Vienna Manufacturing Edition

Partnering Organisations

voestalpine

ONE STEP AHEAD.



DESIGN FOR PRODUCTION



Innovation Call

Consortia

- ~4-6 partners
- 2 CLCs / 3 countries
- Min. 1 business owner
- Min. 2 end users

Process

- 1 – 2 times per year
- Starting TRL 6 / 7
- Project duration 1 – 2 years

Budget

- Up to 800k Euro funding per project
- Market has to be reached within 1 year
- Up to 70% funding

A graphic in the top right corner featuring a red and black megaphone pointing towards the left. The text "Call for Proposals 2024" is written in white, slanted font across the megaphone's body.

Call for Proposals
2024



- Join us today!
- 1,600+ members and counting!

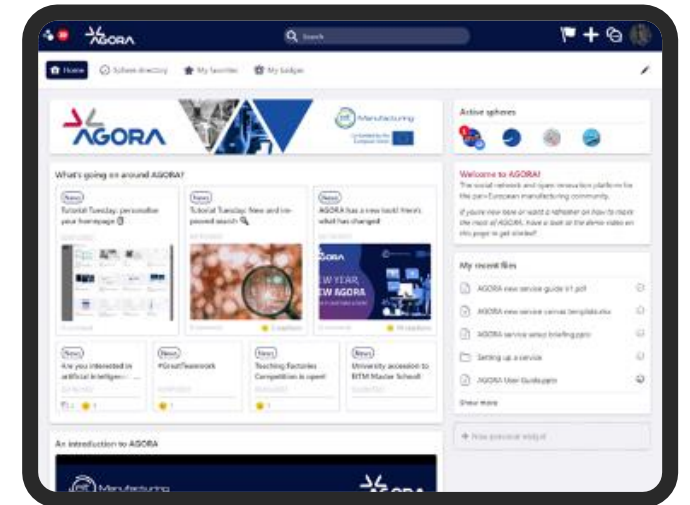


Open innovation and networking

Latest tech developments,
industrial use cases,
insights and discussions

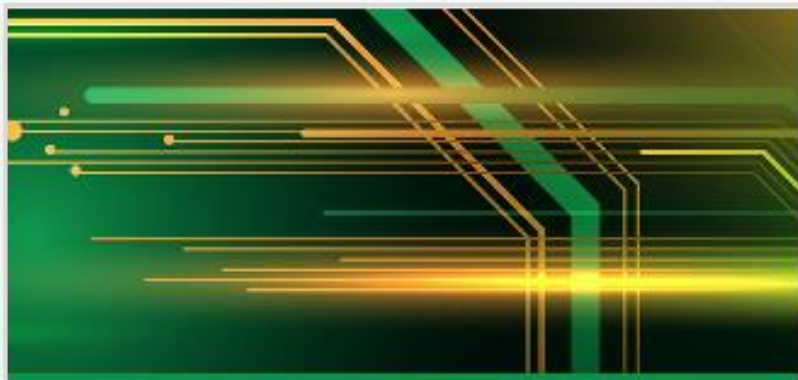
Networking
and meeting

One-stop shop for EITM
& Manufacturing news
and activities



<https://agora-eitmanufacturing.eu>

Wide Ideas – beyond the Innovation Call



Optimising prod. processes and increasing resources efficiency through digital solutions

 42 ideas



Socially sustainable and human-centric manufacturing

 19 ideas

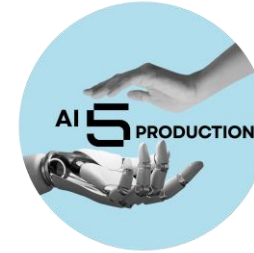


Environmentally sustainable manufacturing through circular business models

 25 ideas

 <https://wideideas.online/eitmanufacturing/>

External Projects – EIT Manufacturing East



Creating a multilocation, digital connected European Production Gigant based on Gaia-X	Bringing Austria's manufacturing industry closer to EIT Manufacturing and its European activities	Quick, challenge-driven, human-centred Co-Creation Mechanism for Industry-Academia Collaborations	European Digital Innovation Hub for the digital transformation of manufacturing companies	The digital networking of the production sites and production processes of 3 pilot factories (AT) using Gaia-X
2021 – 2025	2021 - 2026	2022 - 2025	2022 - 2025	2023 - 2025
Total Volume: 8.6 Mio. € Total Funding: 5.0 Mio. €	Total Volume: 2 Mio. € Total Funding: 1 Mio. €	Total Volume: 2 Mio. € Total Funding: 2 Mio. €	Total Volume: 4.3 Mio. € Total Funding: 4.3 Mio. €	Total Volume: 1.9 Mio. € Total Funding: 1.5 Mio. €
www.euproigigant.com	www.mitic.at	www.indusac.eu	www.ai5production.at	www.amids.at

The value of EIT Manufacturing



Creating a European Data Ecosystem



dione-x



Curated insights in a format that fits your needs



