



# DigiFed

Digital Innovation Hubs Federation  
For Large Scale adoption of  
digital technologies by European SMEs

## Specific plan for collaboration with other projects

**Due delivery date: 31/03/2020**

**Actual delivery date: 31/03/2020**

Organization name of lead participant for this deliverable:

Steinbeis Innovation gGmbH (SEZ)

Project co-funded by the European Commission within Horizon 2020		
Dissemination level		
<b>PU</b>	Public	x
<b>PP</b>	Restricted to other programme participants (including the GSA)	
<b>RE</b>	Restricted to a group specified by the consortium (including the GSA)	
<b>CO</b>	Confidential, only for members of the consortium (including the GSA)	

**Short Description**

Report including a plan for collaboration with other projects

**Document Details**

<b>Project</b>	DigiFed
<b>Action</b>	WP 4, Task 4.5
<b>Deliverable</b>	D4.5
<b>Due date</b>	2020.03
<b>Delivery date</b>	2020.03
<b>Dissemination</b>	PU
<b>Origin</b>	
<b>Authors</b>	Fredy Rios Silva

<b>Version</b>	<b>Date</b>	<b>Author</b>	<b>Organization</b>
<b>Draft</b>	15.02.2020	Meike Reimann	SEZ
<b>Draft</b>	09.03.2020	Sabine Hafner-Zimmermann	SEZ
<b>Draft</b>	19.03.2020	Fredy Rios	SEZ
<b>Draft</b>	25.03.2020	Fredy Rios	SEZ
<b>Draft</b>	30.03.2020	Fredy Rios	SEZ
<b>Final / Submission</b>	31.03.2020	Isabelle Chartier	CEA

## Table of content

Digital Innovation Hubs Federation For Large Scale adoption of digital technologies by European SMEs .....	1
<i>List of abbreviations</i> .....	4
1. Executive Summary.....	5
2. Introduction to the SAE Initiative.....	6
2.1 Smart Anything Everywhere: Enhancing the digital transformation of the European industry through DIHs .....	7
Phase 1: Creating a well-functioning ecosystem .....	8
Phase 2: Growing the ecosystem and its European dimension .....	8
Phase 3: Consolidating collaboration and widening the pan-European network of DIHs .....	9
3. Description of ongoing IAs.....	10
4. Synergies between running Innovation Actions .....	11
5. Collaboration between the Innovation Actions .....	13
5.1 Fostering share and learn between the IAs .....	13
5.2 Interacting with related Initiatives .....	13
5.3 Joint training activities .....	14
5.4 Aligning the approach for sustainability .....	14
5.5 Shaping the SAE Initiative towards Horizon Europe.....	15
6. Collaboration when interacting with SMEs.....	16
6.1 Joint outreach .....	16
6.2 SME campaign .....	16
6.3 Brokerage events.....	16
6.4 Support in Application Experiments to SMEs .....	17
7. Joint Dissemination and Outreach .....	18
7.1 Innovation Portal as a single-entry point .....	18
7.2 SAE printed and digital materials .....	20
7.3 Joint communication & dissemination .....	22
7.4 Assessment collaboration and joint work between IAs .....	24
8. Conclusion .....	25
Annex 1: SAE selected projects. ....	26
3 <sup>rd</sup> Phase: .....	26
2 <sup>nd</sup> Phase:.....	31
1 <sup>st</sup> Phase - Closed projects .....	34

## List of abbreviations

<b>SAE</b>	<i>Smart Anything Everywhere</i>
<b>CSA</b>	<i>Coordination and Support Action</i>
<b>DIH</b>	<i>Digital Innovation Hub</i>
<b>DEI</b>	<i>Digitising European Industry Strategy</i>
<b>EC</b>	<i>European Commission</i>
<b>EU</b>	<i>European Union</i>
<b>GA</b>	<i>Grant Agreement</i>
<b>IA</b>	<i>Innovation Action</i>
<b>FWE</b>	<i>Flexible Wearable Electronics</i>

# 1. Executive Summary

With the newly funded projects of the DT-ICT-2029 call, the SAE Initiative has entered into its third phase. The initiative can build on and will further widen the pan-European network of Digital Innovation Hubs (DIH) supporting SMEs in their digital transformation. The success of the initiative has greatly benefitted from the intense collaboration between its individual actions, the Innovation Actions (IAs) and Coordination and Support Action (CSA) during the past years (Figure 1). The document at hand describes the planned collaboration between the running IAs of the second phase (H2020-ICT-2016-2 call; namely FED4SAE, SmartEEs, DIATOMIC, TETRAMAX, Smart4Europe) and the IAs and CSA funded in the 3<sup>rd</sup> phase of the SAE Initiative (H2020-DT-ICT-2019; namely BOWI, SMART4ALL, DIGIFED, HUBCAP, DIH4CPS, SmartEEs2, Smart4Europe2).

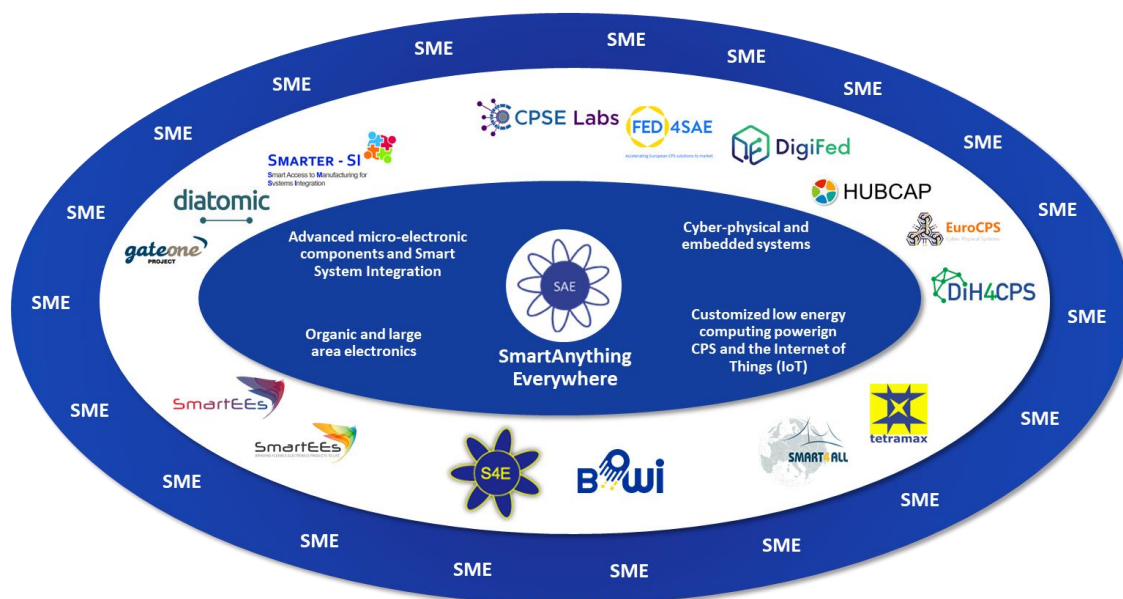


Figure 1. IAs and CSAs under the SAE Initiative umbrella

This document specifies how the DigiFed project plans to participate, contribute and collaborate with the remaining SAE actions.

DigiFed aims to become a world leading pan-European accelerator for the deployment of embedded and CPS, with particular emphasis in security and privacy, autonomy, and human-machine interaction. The main objective of DigiFed is to encourage and nurture the adoption of advanced digital technologies by EU SMEs with a focus on non-digital businesses. For this, it provides significant support mechanisms for individual and groups of SMEs to foster the introduction of digital technologies in their product and service offerings.

Concretely, DigiFed offers different innovation pathways to support companies to transition into a digitised and digitalised operation. *Generic Experiments* focus on increasing the digital maturity/capability of SMEs. For this, a number of SMEs with low digital maturity are grouped and guided in defining a common development need and the subsequent implementation of a development program by a suitable DIH. *Application Experiments* are oriented to SMEs that have successfully identified a suitable digitalisation solution for a specific industrial requirement that will produce a new service/product. In this case, DigiFed provides support to overcome challenges in their development path, such as market or business model definition, technology

identification and selection, or value chain building for the production phase, to name a few. *Digital Challenges* offer the opportunity to technology-oriented start-ups and SMEs to provide solutions for other SMEs/mid-caps (the Digital Challenge owners) within the context of an Application Experiment supported by DigiFed. This enables SMEs to access and secure a market, while positioning itself.

DigiFed gathers 6 DIHs from different countries with established ecosystems and will continue expanding and linking with other DIHs and DIH-networks through its lifetime to create a truly EU-wide offering of sustainable cross-border DIH services. Three open calls will be launched throughout the project lifetime, providing windows of opportunities for applicants to come forward with innovation ideas to be supported by our advertised innovation pathways.

The following Collaboration Plan builds on previous plans from past phases of the SAE initiative and benefits from the experience and assessment of successful activities that have produced large and long-lasting impacts.

Within this deliverable, the SAE initiative and its actions will be briefly described including their field of activities and expected synergies. Afterwards, the means of collaboration between the IAs are described, followed by a joint dissemination and outreach plan and the following steps to the development and implementation of the corresponding tasks.

This Collaboration Plan references the strategy to be delivered at M3 of DigiFed and reflects and considers the current state of the collaboration opportunities with other project under the SAE umbrella and in correspondance to their own work package structure and objectives. In each Progress Report an update will be provided on the activities performed and further plans for the next period.

## 2. Introduction to the SAE Initiative

In April 2016 the European Commission presented the **Digitising European Industry Strategy (DEI)**. The overall objective of this initiative is to ensure that any industry in Europe – big or small, wherever situated and in whichever sector – can fully benefit from digital innovations to upgrade its products, improve its processes and adapt its business models to the digital age. This requires not only a dynamic digital sector in Europe but also the full integration of digital innovations across all sectors of the economy. The DEI strategy is based on an ambitious collective effort involving public and private stakeholders across Europe at regional, national and EU level. It consists of four areas of work: DIHs, Partnerships & Platforms, Skills & Jobs, Regulatory Framework. This work is monitored and stirred by the European Platform of national initiatives on digitising industry.

DIHs are one of the key elements of the DEI strategy. They are support facilities that help companies – notably SMEs, start-ups and mid-caps – to become more competitive through the adoption of innovative state-of-the-art digital technologies. DIHs act as a one-stop-shop, providing their customers with:

- access to digital technologies and competences,
- infrastructure to test digital innovations,
- training to develop digital skills,
- financing advice,

- market intelligence and
- networking opportunities.

As a target, at least one DIH by region should be implemented, such that eventually every company in Europe is at working distance of one. For this, member States and regions are investing to establish the DIHs infrastructure with different sources of funding at national and regional level, but also through the management of European funds such as EFSI (European Fund for Strategic Investments). At the same time, the EC, from its side, invests in EU-wide collaboration across the network of DIHs, fostering cooperation and collaboration among DIHs. This approach started in 2013 with the ICT Innovation for Manufacturing SMEs (I4MS) initiative followed by the Smart Anything Everywhere initiative (SAE) in 2015.

## 2.1 Smart Anything Everywhere: Enhancing the digital transformation of the European industry through DIHs

The goal of SAE is to enable SMEs, start-ups and mid-caps to enhance their products and services through the inclusion of innovative digital technologies. DIHs will connect “user companies”, i.e. with a need to invest in digital technologies, with “supply companies” that have suitable ICT products that address the needs of the users. These companies will have the opportunity to develop and implement a novel product and/or service through a focused application experiment. This creates a win-win situation for all actors: the user company can evaluate whether this innovative product brings benefit to its business. The supply company has an early customer and can improve its offering based on this experience. The DIH has grown its ecosystem, and can support both companies to nurture their innovations further.

The ultimate goal of the Application Experiments is on the one hand to help foster competitiveness particularly of SMEs and mid-caps, and on the other hand to establish fully functional ecosystems of DIHs that can also provide services beyond technical advice such as business consulting and training. The three phases of the SAE initiative are described in the following and the chronology of the projects that have been selected for funding in each phase are shown in Figure 2.

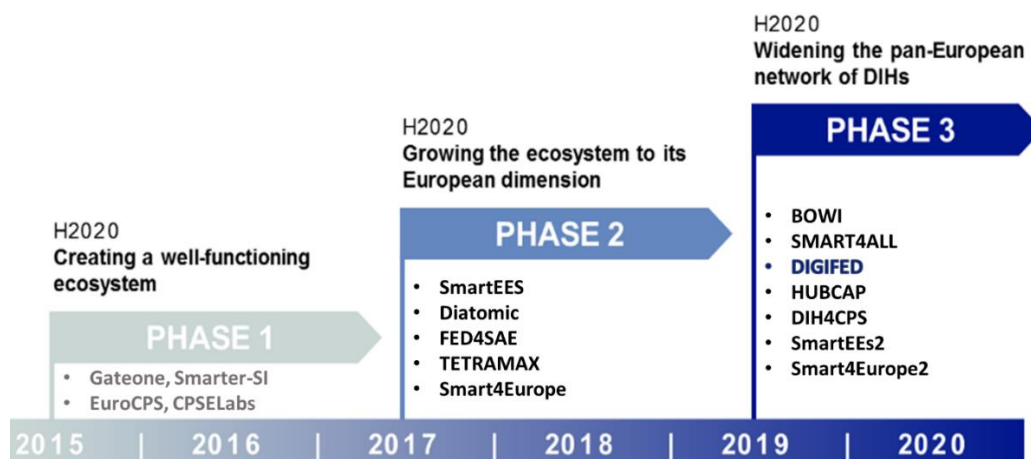


Figure 2. IAs and CSAs organized chronologically.

## Phase 1: Creating a well-functioning ecosystem

The first phase of the SAE initiative started in 2015 under H2020. SAE built on the successful experience of the TETRACOM and COLAE projects of FP7. The total funding of these projects was €32 million.

The 160 Application Experiments that were conducted both in FP7 and H2020 have involved 48 DIHS, 150 SMEs and mid-caps. Moreover, these Application Experiments have created enormous positive economic and societal impact.

H2020 brought a major improvement. Through using the new “Financial Support to Third Parties” scheme, also known as cascade funding, companies can sign a light contract with one of the projects’ beneficiaries rather than entering into a direct and more complex contract with the EC. This type of contract agreement facilitates a rapid and concrete access to benefits that need to be readily available for prompt industrial collaboration.

## Phase 2: Growing the ecosystem and its European dimension

The second phase of SAE started in autumn 2017 with 4 new IAs and one CSA to support the existing and new DIHs into forming a coherent pan-European network of hubs with a total funding of approximately €26 million. Special focus is set on reinforcing the role of the DIHs in offering all innovation services that companies need. This includes skills development and access to financial means, in addition to testing and experimentation of new developments. Furthermore, collaboration with nationally/regionally funded DIHs is highly encouraged to be able to cover the whole of Europe.

The CSA, Smart4Europe, has an important role to play in integrating new DIHs in the existing network. They are organising networking events e.g. back to back to relevant world-class events such as the Hannover Messe. Through these projects, a new set of more than 120 application experiments is foreseen, involving 40 new DIHs and 120 SMEs. They all have a cross-border dimension to foster collaboration on European level. In addition, this new phase also reflects the evolution of technology since the start of the initiative.

### **Skilling SMEs in digitising their business**

A major role DIHs have to play is to deepen the understanding of the decision makers in SMEs, start-ups and mid-caps about which opportunities the digitisation provides for their company. This goes clearly beyond just technology transfer or offering digital services in an affordable manner. DIHs should provide the relevant staff in companies with the skills to use digital technology in order to improve their way of working and to digitise their products and services, processes and business models. The target is that at least 10-20% of the efforts in application experiments are devoted to skills development.

### **Further supporting SMEs and mid-caps**

The total EU funding of Phase 2 is €26 million, of which about 60% will be spent to directly support SMEs and midcaps, either as direct funding or as services by DIHs. About 50% of the total funding will be allocated through 15 open calls in 2018-2020.

The presence of large industrial players in SAE will ultimately help SMEs and mid-caps, as establishing a customer relationship with such big players as reference will boost their business. The existing marketplaces will also be further enriched with new service offers and a new marketplace for additive manufacturing services will be established. Furthermore, the

DIHs should attract investors to support business development of SMEs and midcap actors in successful application experiments.

### Phase 3: Consolidating collaboration and widening the pan-European network of DIHs

The H2020 call of 2019 for SAE is focused on „Digitising and transforming European industry and services“. IAs allocated 64M€ for stimulating the uptake of advanced digital technologies by European industry – especially SMEs and mid-caps – in products that include innovative electronic components, software and systems, especially in sectors where digital technologies are underexploited.

The specific areas addressed in phase 3 are:

**Area 1. Cyber-physical and embedded systems:** the goal is to help businesses from any sector uplift the quality and performance of their products and services by including (semi)-autonomy, paying special attention to security and privacy and to the collaboration between humans and machines.

**Area 2. Customised low energy computing powering CPS and the IoT:** the goal is to help businesses who are developing products for situations where high computing capacity and low energy would be a competitive advantage.

**Area 3. Flexible and wearable electronics:** the goal is to help businesses in further maturing, innovating and validating their products with thin, organic and large area electronics technologies, including wearable, portable and embedded objects. Focus is on i) access to design, technology and prototyping which are ready to use, and ii) application experiments driven by concrete user requirements and business cases.

**Area 4. Widening DIHs:** it addresses all three technology areas mentioned above and the technologies addressed in I4MS. It calls for DIHs in industrial regions which are so far underrepresented in SAE and I4MS, and builds upon a mentoring programme developed by I4MS and **Smart Factories in new EU Member States**. These hubs should strongly collaborate with other Innovation Actions funded under SAE and I4MS, e.g. through joint highly innovative cross-border experiments.

New projects in this phase should contribute heavily to meet the goal of the DEI to have at least one DIH in every region by 2020. In the context of the Smart Factories project, 30 organisations were selected at the end of 2017 to study the feasibility of becoming a DIH that serves the needs of their region. Area 4 will be the opportunity for the coached hubs to become an integral part of the EU ecosystem of DIHs.

**The SAE related CSA** has the aim to reinforce the collaboration between the actions supported under this initiative, to increase the outreach of these actions and their impact and to achieve a wider coverage of stakeholders in technological, application, innovation, and geographic terms.

The table below shows the areas where the selected actions in each phase are active in:

Table 1 SAE initiative – Areas covered by the selected IAs

AREA	Phase 1 2016-2018	Phase 2 2017-2020	Phase 3 2020-2022
CPS	EuroCPS, CPSELABS	FED4SAE	DigiFed, HUBCAP, DIH4CPS
CLEC	Tetacom	Tetramax	SMART4ALL
FWE/OLAE		SmartEEs	SmartEEs2
WIDENING			BOWI
SSI	Gateone, SMARTE-SI	diatomic	
CSA		Smart4Europe	Smart4Europe2

All in all, the European Commission plans to continue investing €100 million per year until 2020 in fostering DIHs as a main pillar of its DEI strategy. Apart from SAE, calls for DIHs are launched for other related initiatives such as Innovation for Manufacturing SMEs (I4MS) (2020), for Photonics technologies (2020), for Robotics technologies (2018), for Big Data (2020) and for their overall coordination (2019).

### 3. Description of ongoing IAs

This section provides an overview of the individual actions which are active at the date of the deliverable and for whom joint collaboration activities are planned. Thus the Phase 1 projects are not described hereafter. A brief description can be found in Annex 1. Table 2 shows the main objective of the IAs, the main mechanism/instrument to achieve their objective, target group and interest for collaboration for DigiFed in particular. An extended summary of the IAs is provided in Annex 1.

Table 2 Summary of the objective, mechanism/instrument and target group of each ongoing IA, plus a collaboration interest estimation

Project	Phas.	Objective	Mechanism	Target Group
Smart4Europe2	01/20 – 12/21 (P3)	Connect a fragmented DIH landscape and make these DIH widely available to SMEs and mid-caps	Innovation Portal that facilitates brokerage and coordinates communication and dissemination activities; Technology Radar for relevant technologies for SAE; Link between regional/national initiatives to leverage investments	DIHs, start-ups, SMEs, and mid-caps, and stakeholders from industry, academia, national and European programmes, projects, partnerships, training providers and investors
BOWI	01/20 – 06/23 (P3)	Technology and experience transfer between well-established and successful DIH and DIH in under-represented regions.	Direct funding through Technology Transfer Experiments between DIHs and companies of emerging regions	SMEs and mid-caps Proto-DIHs
HUBCAP	01/20 – 12/22 (P3)	Create a sustainable European network offering SMEs experimental opportunities, seek	Open calls and direct funding through seven well-established DIHs	Start-ups/SMEs aiming to validate Model-Based

		investment, access expertise and training and create business connections (i.e. a one-stop-shop) in the field of CPS		Design in the field of CPS
<b>DIH4CPS</b>	01/20 – 12/22 (P3)	Create an integrated platform for interdisciplinary DIHs and solutions providers focused on CPS from underdeveloped sectors and regions	Funding through Application Experiments and complementing regional investment in underdeveloped sectors and regions	Solution providers (SMEs/mid-caps) in the field of CPS and CPS Interoperability
<b>SMART4ALL</b>	01/20 – 12/23 (P3)	Develop and maintain an active network of DIHs across South-East Europe for supporting academics, start-ups, SMEs, and mid-caps entering the digitization era	Cross-border Pathfinder Application Experiments (PAE) between consortium members and by 3rd party consortia	Academics, start-ups, SMEs, and mid-caps focused on CLEC CPS and IoT
<b>SmartEE2</b>	01/20 – 12/22 (P3)	Acceleration program to facilitate access to FWE-driven innovations & experimentation, and build a sustainable network of regional DIH in FWE	Application Experiments targeted to transfer FWE technologies into new products and business opportunities	“Early adopters” and “Early majority” companies
<b>FED4SAE</b>	09/17 - 08/20 (P2)	Enable third parties from any sector to build new products/ services with “digital inside”, act as a European added-value one-stop-shop for innovator-suppliers, and link innovators to investors	Open application experiment calls, and industrial and specialized advanced platforms to connect companies	Start-ups, SMEs and mid-caps focused on CPS
<b>TETRAMAX</b>	09/17 - 08/21 (P2)	DIH aiming to provide added value via CLEC technologies to first-time users and broad markets in European ICT-related industries.	Specific designed cross-border Technology Transfer/Application Experiments	Industry clients and 3 <sup>rd</sup> parties in the field of CLEC CPS and IoT
<b>SmartEEs</b>	09/17 - 08/20 (P2)	Deliver, implement and manage a complete set of actions to accelerate flexible electronics integration	Application Experiments aimed at generating business success stories and reaching new markets	Start-ups, SMEs and mid-cap with an “Innovative Company” profile
<b>diatomic</b>	09/17 - 08/20 (P2)	DIH that supports the development new microelectronics-enabled products, processes, and business models in health, agri-food and manufacturing	One-stop shop platform to access and participate in the industry, and application experiments in the corresponding fields	Non-digitalized consortia of start-ups/SMEs/mid-caps and non-industry

## 4. Synergies between running Innovation Actions

Even if the currently running IAs from two calls and in five different areas vary in their concept and approach, they all follow the same overall goal to help SMEs in their digital transformation. While following individual strategies, many similarities, complementarities and synergies can be exploited to enhance the overall impact of the actions.

Some similarities are, that the IAs consider start-ups, SMEs and mid-caps as their main target group, they all have open calls and successive Application Experiments, and they all aim at strengthening, widening and sustaining the network of DIH across Europe. Opportunities for complementary work can be identified in the varying technologies and application domains that they address, in addition to the different approaches they consider and experiences they produce.

Key synergies can be built and exploited regarding a joint outreach towards the target groups (Innovation Portal, Newsletter, SAE social media, joint booths and events, aligned open calls), joint approaches for leveraging further investments (approaching investors, strong voice towards EU policy making and national/regional initiatives) and building a strong and sustainable network across Europe (exchanging best practices and lessons learnt, deepening collaboration across DIHs, IAs, related initiatives and sharing sustainability plans).

As four of the IAs are in the same area (CPS), technology domain specific collaboration can be enhanced, possibly by cross-promoting open calls, organising joint theme specific events, sessions/workshops or trainings. Moreover, the projects might want to consider a context for sustainability after the project end together. One of the IAs focusses on 'widening', which is an important topic in all IAs. Collaboration will enhance the impact in regions underrepresented so far.

The former IAs have already started on collaborating on specific themes:

- Regular meetings to assess similarities & complementarities and decide on / plan joint actions
- Definition and maintenance of a joint collaboration, communication & dissemination plan
- Strong, joint presence at key events (conferences, fairs, workshops, forums, symposia)
- Analysis of communities relevant to the SAE projects, to find and share overlaps
- Harmonization of experiments with specific innovation focus
- Share best practices and promotion of professional learning among industry and academia
- Establishing a common marketplace for various project assets, such as platforms, architectures, and software tools
- Initiate common working groups, e.g. on platforms, tool chain and architectures, or on business modelling, strategic coaching
- Explore possible synergies in sustainability

In the case of DigiFed, relevant and consistent synergy opportunities have been identified in particular with BOWI, DIH4CPS, HUBCAP, FED4SAE, and Smart4Europe (Table 2) to further extend and consolidate the reach of DigiFed as part of a well-established and fruitful CPS DIH network with long-lasting results and large impact. From a thematical, target group and instrument perspective, SMART4ALL, diatomic and Tetramax are identified as attractive IAs that offer the potential to mutual and complementary expansion of tools and instruments to support the digitisation and digitalisation in different entrepreneurial and geographical fronts.

This way, DigiFed plans to get involved, join forces and contribute in dissemination and brokerage activities of the running IAs, thus consolidating the DIHs landscape across the different European regions. This also includes a coordinated participation of the DigiFed-Partners and relevant IAs in innovation and sector specific events, increasing the impact of the project and contributing to a long-lasting success of SAE.

Moreover, DigiFed proposes to deepen collaboration with specific DIHs in relevant IAs. For this, hubs will be listed, and suitable spokespersons will be identified. Afterwards, online meetings will be performed to assess refine and establish collaboration activities and facilitate access to innovation networks between IAs, e.g. Enterprise European Network, National Contact Point, etc. This way, IAs will be incrementally and organically incorporated into the dissemination activities of DigiFed through the corresponding DIHs and internal participants.

DigiFed will make use of the SAE network to promote its activities and instruments, while at the same time, it will actively support the dissemination of relevant IAs and the SAE Initiative in general, contributing to positioning and consolidation of the initiative. Furthermore, support, contribute and promote the development of common web portal and corporate identity of SAE, and the construction of a DIH Catalogue.

## 5. Collaboration between the Innovation Actions

### 5.1 Fostering share and learn between the IAs

To strengthen the SAE community, reinforce the links between the IAs and foster the IAs' connection with the community, Smart4Europe2 will bring together the different actors to create a common voice and vision for SAE initiative, to promote in a whole SAE offer, to share experience and best practice to

- enhance cohesion within the SAE community,
- permit to align operating model, therefore reinforce SAE brand perception,
- enlarge the outreach and boost SAE cross-cutting impacts,
- create linkages between national/regional initiative in order to simulate new funding models.

Specific share and learn events/sessions will be organised to enhance exchange of experiences and perspectives and sharing of best practices and lessons learnt. From these discussions the CSA will update its guideline documents to serve current and new Innovation Actions.

### 5.2 Interacting with related Initiatives

Essential aspects for SEA will be to establish itself as a brand, maximize the visibility of IAs, and lay the foundation of a sustainable SAE network. To this purpose, Smart4Europe2 will foster collaboration:

- between the technology areas supported by the SAE initiative in the past and current calls as well as with other CSAs of the DEI focus area;
- with regional DIHs and regional authorities.

Smart4Europe2 will also work in close cooperation with the DIHNET initiative which is expected to foster the cooperation between DIHs networks and to propose some business models to do so. It is important for Smart4Europe2 and the running SAE IAs to build strong links with the global DIHs ecosystem.

Additionally, Smart4Europe2 will decisively support a close collaboration between the project and associations of the smart systems ecosystems (ECSEL, EPoSS, Artemis-IA, OES),

thereby overcoming current fragmentation and favouring a better exploitation of synergies. This cooperation is expected to take place especially through a joint participation to workshops.

These initiatives share the common mission of facilitating the digital transformation of our European economy. Smart4Europe2 will organise digital workshops to foster active and complementary collaboration between. Some proposals in this sense will be shared and planned during the 1<sup>st</sup> SAE cluster collaboration workshop. Key technological & societal question could be address through those workshops:

- Sensors
- Automotive & Mobility of the future
- Health monitoring
- New generation manufacturing
- Deep tech for green deal

In this context, DigiFed will contribute to these collaborations and workshops by providing content on the field of CPS through its experts-partners. Moreover, it will disseminate the possibility of participation within its DIH-network, therefore incentivising SMEs to connect with their local DIHs and through them to the DIH-network as a whole.

### 5.3 Joint training activities

Each Innovation Action has a set of training activities, including boot camps and webinars. Moreover, up-and re-skilling have become a key topic in the newly funded IAs. To best serve the SMEs and DIHs seeking for training, the CSA plans to bundle such activities and offers on the SAE Innovation Portal and promote them widely through its communication and dissemination channels. Moreover, the CSA will create a catalogue of trainings available within the network.

On the one hand, this will provide DigiFed the opportunity to expand its offer of bootcamps and trainings, enabling a larger group of SMEs to improve their digital maturity. On the other hand, this will also facilitate the bonding between SME/mid-caps and larger companies making complementary use of the instruments provided by DigiFed and other IAs to develop innovative digital services and products. Consequently, the impact and long-term effects of DigiFed and the other IAs will be drastically increased.

### 5.4 Aligning the approach for sustainability

In the framework of SAE and Smart4Europe, it has been identified that certain actions and activities could be better handled at the SAE Initiative level than at an individual IA level. Hence, the conditions are met to develop a collaborative approach to reduce the fragmentation of the eco-system. Moreover, it could be beneficial to strengthen the cooperation on certain issues and mutualized resources, especially considering:

- the relationship to private investors;
- the screening of regional and national funding to support IAs sustainability;
- the measurement and valorization of the experiments' impact;
- the reflection process and implementation of replication strategies;
- the enhancement of the visibility of IAs and of the trust in their expertise;
- the creation of awareness on their technologies and on the services & functionalities they provide;

- the development of the cooperation between thematic DIHs members of the SAE initiative and the regional DIHs;
- the construction of the SAE brand and of a potential “label”.

Four SAE collaboration workshops are planned to give the SAE community members the opportunity to share their views on this and to build a common understanding regarding a sustainability plan.

In the case of DigiFed, the overall activities aim at achieving long-term sustainability of the projects. For this, DigiFed builds on experiences and achievements of previous projects, especially FED4SAE, to understand the main challenges in achieving long-term sustainability.

DigiFed partners are very well rooted in their eco-system and are main actors in their corresponding innovation and digitalization landscapes. This context will serve as foundation for the development of a business plan that will serve to guarantee the long-term viability and thrive of the DigiFed DIH-Network. Co-funding and co-investment will be essential tools to build and concretize synergies at a regional but also at a European level. Moreover, a plan for attracting private investment to support and foster DIH and SME collaboration will be developed.

In this scenario, the role of SAE and Smart4Europe2 will be essential to DigiFed, articulating complementary activities that will enable the presentation of a consolidated and coherent proposal to potential investors, develop complementary co-investment and co-funding programs, and expand the opportunities to access investment throughout a wider range of regions. More importantly, SAE and Smart4Europe2 will constitute an institutional backbone providing backing for DigiFed to present itself as part of a consolidated network of DIHs and thus, increasing the possibilities of acquiring financial support for its long-term operation.

Similarly, DigiFed will facilitate the access to its internal network which in turn will enable other IAs to explore new means of sustainability.

## 5.5 Shaping the SAE Initiative towards Horizon Europe

The SAE Innovation Actions as well as the CSA are working intensively on the sustainability of the DIHs, the projects and the initiative as such. Projects will gain extensive experience during their lifetime and will massively learn from each other and find synergies in terms of sustainability issues. Moreover, the lessons learnt can help the European Commission in adapting and improving future programs. Moving towards HorizonEurope, the CSA will engage the sister projects in a process to develop and formulate recommendations to the EC. This will build on the adaption of the ‘Technology Radar’ (looking into emerging technologies to be included in the future program) as well as the linking with national and regional initiatives to find synergies and complementarities and create a win-win situation for future funding. The creation of DIHs is a theme discussed intensively already within the SAE initiative and by the partners with their respective national and regional authorities/ecosystems. The CSA and IAs, being the model systems for DIHs supporting SMEs in their digital transformation can play a pivotal part in shaping HorizonEurope.

DigiFed plans to collaborate in these activities by participating in the development of the Technology Radar, taking part in workshops, including share and learn sessions to elaborate on best practices and improvements for future programs, and also through the online

questionnaires. Moreover, through the Technology Radar DigiFed expects to obtain a more detailed overview of the maturity and development of the different technologies and digitalization approaches addressed by the other IAs.

DigiFed also plans to collaborate in these activities by contributing information on related events, trainings and webinars. In this context, DigiFed will disseminate within its internal network of participants the Technology Radar, supporting the generation of an overview of the digital maturity from the perspective SMEs. This will also enable DigiFed to refine its support instruments and innovation pathways, and to deliver feedback to the SAE Initiative regarding the perception of SME with low digital maturity.

## 6. Collaboration when interacting with SMEs

### 6.1 Joint outreach

One of the challenges identified by the IAs of the SAE initiative is the outreach to SMEs and especially, to non-tech SMEs. To address this issue, the IAS and Smart4Europe2 have an important role to play in providing the SAE a meta level, a collective space where to mutualise resources to advocate the technologies at stake towards a broader community of SMEs.

Smart4Europe2 will support this through a dedicated SME outreach campaign and brokerage events. Here, DigiFed will present itself as one of the projects focused on supporting the transition to a digitised and digitalised economy but addressing a very specific set of challenges with a specific set of tools targeted to solve a specific set of problems faced by the industry at different levels. Hence, the individual identity and features of DigiFed will contribute and complement the vision and corporate identity of SAE, especially when relating with SMEs and potential investors.

### 6.2 SME campaign

One of the main added value of the SAE community is the availability of complementary digital technologies. Specifically, educational and training digital media will be prepared by each IA to advocate SAE technologies and provided to target audiences, emphasizing the competitive edge that the digital transformation may bring for the corresponding industries.

At a SAE level, the objective will be to support non-technology-oriented companies in their digitization strategy by showcasing the broad range of technological concepts available with an accessible terminology, highlighting the specific added value of adopting such technologies.

Those videos will aim to the “evangelisation” of SAE technologies through website, tools and platforms made available to SAE and its community.

In the case of DigiFed, the collaboration strategy will be two-folded. On the one hand, the material developed will facilitate the access and dissemination of the bootcamps and instruments focused on fostering collaboration between larger industries and innovative SMEs/mid-caps. On the other hand, success stories, from DigiFed and other IAs under the SAE Initiative, will be disseminated, increasing the interest of potential investors and strategic stakeholders to further support DigiFed after its initial funding period.

### 6.3 Brokerage events

Smart4Europe will organise online and face-to-face brokerage events (Figure 7) between users and suppliers of advanced digital technologies, but also between applicants of upcoming SAE open calls.

- Two SAE brokerage events will be held on EU level (in combination with Artemis/EPoSS/EEN brokerages).
- Three ecosystem building events will be organised in Italy, France and Hungary. These events will provide the SAE community with a great opportunity to organise specialized brokerage events in various geographical area in targeted formats on regional level (partly in local language). This will enable the projects to better extend their reach cater to new SMEs and mid-caps, including those operating in non-traditional ICT sectors.

Partner companies involved in the SAE Innovation Actions' experiments will be invited to participate in these events.

Fruitful interactions between companies supported by the IAs and external SMEs will be showcased on the SAE website as success stories. This way, by building on a strong SAE community and increasing the respective knowledge of the companies involved in the various IAs and DIH, a valuable opportunity for capitalizing on productive collaboration for its corresponding beneficiaries will be created.

DigiFed plans to collaborate by disseminating these activities within its network and motivating participation by SMEs/mid-caps and industrial stakeholders of strategic interest, either external or internal to DigiFed. This will contribute to the overall objective of SAE by putting the tools and instruments to support the transition to a digitalised industrial landscape at direct disposition of the target group. Conversely, DigiFed will benefit by positioning itself and consolidating its role as a fruitful and attractive network, which may serve either as a direct provider of support for SMEs/mis-caps or as a gatekeeper and multiplicator.

## 6.4 Support in Application Experiments to SMEs

Smart4Europe2 will also facilitate the digitisation journey of SMEs under the SAE Initiative acceleration program by:

- **Supporting the definition of the appropriate strategy towards private investors**  
Digital media means, e.g. webinars, articles, etc., will be provided to prepare SMEs to meet and engage with investors.
- **Organizing the Smart Anything Everywhere Contest Award**  
Starting from April 2020, the SAE contest Award will be organised. AEs of each IA will be invited to participate in contest. Selected companies will be assessed and trained to pitch.
- **Facilitating participation at investors events**
  - In June 2020, a **Digital Impact Week** will be organised to give visibility to companies supported by the EC. SMEs supported by SAE and with projects focused on social innovation aspects will have the opportunity to participate in the **Digital Impact Week**. Selected companies will be showcased to the public and to BLUEMORPHO's wide network of impact investors and corporates.
  - In October 2020, SMEs that participated in the SAE Contest Award will be able to take part in the **INPHO Venture Forum** in Bordeaux, France in October 2020. Here, they will have further opportunities to meet private investors in face to

face meeting. The winners of the SAE Contest Award will also have the opportunity to pitch in front of investors.

- In 2021, an additional **SAE Showcase event** will be organised to promote results and success stories from the SAE Initiative. Here, SAE beneficiaries will have additional opportunities to meet investors.

DigiFed will disseminate these activities to its network of SMEs/mid-caps and will be an articulator for interested participants in its specific field of support. Furthermore, this will be an opportunity to exhibit and showcase Generic Experiments, Application Experiments and Digital Challenges, including their pathways, results and impacts in fostering the transition of SMEs. Moreover, the opportunities of fruitful collaboration between SMEs/mid-caps and relevant industrial actors will be highlighted, further positioning the DigiFed DIH-network as well as its partners. In addition, DigiFed expects to gain wider visibility in the DIH and investors landscape across different regions, which will set the foundation to further connect SMEs with strategic stakeholders, corporations and investors at a European level.

## 7. Joint Dissemination and Outreach

### 7.1 Innovation Portal as a single-entry point

The SAE Initiative has massively gained visibility over the last years. A 'Corporate Identity' and branding has been successfully established and the individual actions have increasingly started to talk with one voice. As the Initiative has grown, a CSA was funded to specifically support the interactions between the Innovation Actions, but also the dissemination and outreach activities. The establishment of a single entry point, the so called **SAE Innovation Portal** (Figure 3) was a key milestones for internal as well as external SAE stakeholders and enabled them to grasp the overall aim, constitution and offer of the SAE Initiative.

The SAE Innovation Portal has been set up in 2015 and is regularly updated with the running IAs, publishing news from all the projects, announcing events, providing information about the open calls launched by the projects, publishing more in-depth information about SAE offers, the DIH involved in SAE and their related technologies, SAE community, link to SAE community market place, etc., i.e. disseminating and increasing the reach and impact of the IAs under SAE.

The SAE innovation portal also features SAE success stories from Application Experiments. These articles have proven to be very useful for visitors of the Portal, facilitating the understanding of the activities performed by SAE and its IAs, but more importantly, showing the true and real potential that the different IAs the Initiative has to foster a successful transition to a digitized and digitalized economy. On-line webinars and videos are also available, covering a large variety of SAE domains of interest and support, such as: "What is the SAE Initiative and DIHs", "How to make investors falling in love with your company", etc. The SAE Innovation Portal is regularly updated with SAE news and with the SAE newsletter that is quarterly published. It also provides a dedicated Helpdesk with FAQ, guide for newcomers, and more general information about SAE.

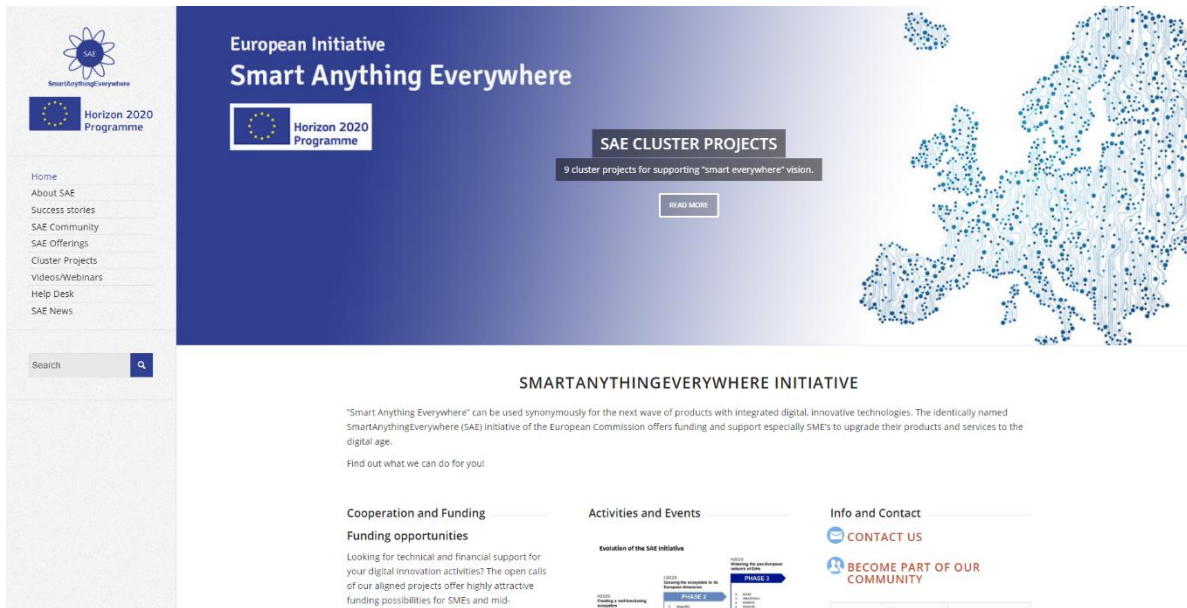


Figure 3. SAE Innovation Portal

The running Innovation Actions have confirmed that larger parts of their visitors came via the SAE Innovation Portal, showing the relevance of having a single access point for all the projects. It is also worth noticing that whenever joint events were held, the “SAE website visits per month” showed significant peaks (Figure 4), which presents an opportunity to capitalize on the strategic dissemination and outreach of the IAs in specific periods and towards a target audience.

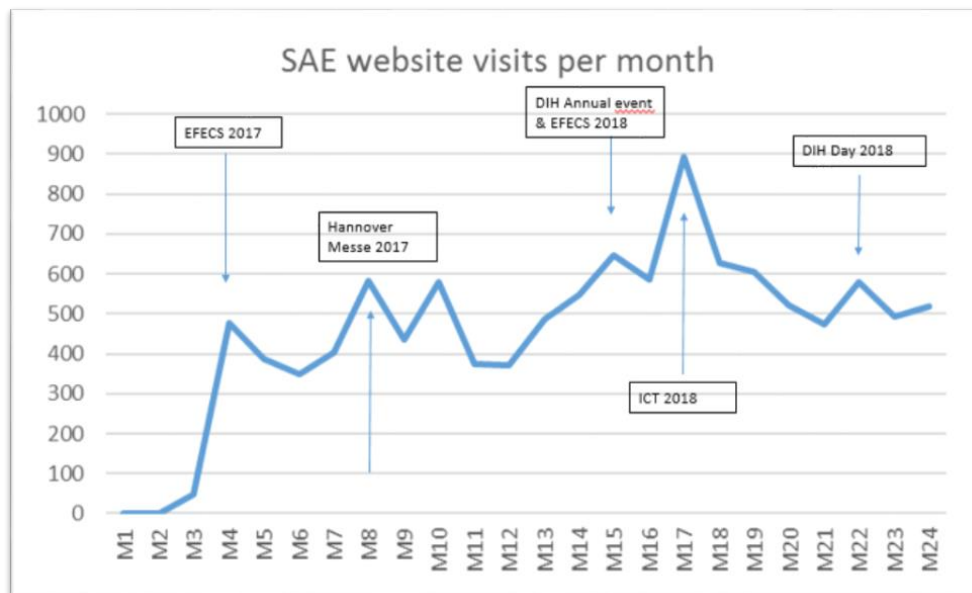


Figure 4. S4E – SAE website visits per month, extracted from D1.5 “Final report on service centre and innovation support activities\_M24”

DigiFed plans to contribute to consolidate the SAE Innovation Portal as a single-entry point to all the IAs under this umbrella these activities by providing information on the project and consortium (DIHs). Moreover, through the SAE Innovation Portal, DigiFed will provide information regarding its progress, e.g. achievement of relevant milestones, and promote its open calls, innovation technologies, activities, events and webinars. Additionally, digital videos referencing success stories and outcomes/impacts/statistics of Application Experiments as well as analytics of visitors coming via the SAE website will be provided. Furthermore, DigiFed will feature the SAE Innovation Portal link on its website and it will promote the SAE Initiative and its one-stop shop widely via its communication and social media channels. Finally, following a mutual digital symbiosis, the DigiFed website will notify strategic activities of SAE, e.g. Start-Up Europe, on its own website referencing its original web source to the Innovation Portal.

## 7.2 SAE printed and digital materials

### SAE brochure

Presentation of success stories from SAE IAs resulted in the release of two SA brochures (Figure 5), in 2016 and in 2018. The 2018 edition (driven by Smart4Europe and in close collaboration with the European Commission) “SAE, DIH“ is available online on the innovation portal at [https://smartanythingeverywhere.eu/wp-content/uploads/2018/03/SAE\\_BROCHURE\\_2018b.pdf](https://smartanythingeverywhere.eu/wp-content/uploads/2018/03/SAE_BROCHURE_2018b.pdf).



Figure 5. SAE brochure, 2018 edition

Considering the high level of attractiveness of SAE success stories to promote SAE and communicate on SAE open calls, Smart4Europe2 is planning to edit a new version of SAE brochure with news success stories, supported by the phase 2 IAs in collaboration with the IAs and with the support and guidance of the European Commission.

### Dissemination Material (flyer, poster, slide deck, video)

In order to ensure reaching a maximum audience and diffuse a common message, Smart4Europe2 will provide dissemination material about SAE initiative, the cluster projects, SAE offering. This will ease the communication by S4E and the individual projects. News and

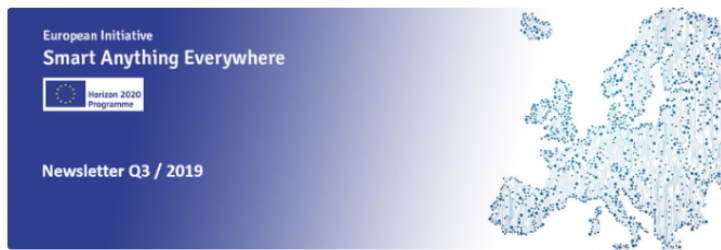
events such as webinars, open calls, workshops can then be easily relayed by the other projects using their respective channels (website, email distribution lists, social media networks).

Furthermore, a common set of slides introducing the SAE initiative, the running IAs and some outstanding SAE success stories will be developed, ready-to-use by the projects in their various presentations and events.

### **Joint Newsletter**

A joint Newsletter (Figure 6) is issued each quarter by email in order to inform the community about the open & upcoming calls, the new projects aligned to the SAE initiative and their presentation on the SAE website, the presentation of the SAE initiative and aligned projects. Newsletters are distributed among the SAE community and beyond and are available on the SAE website at

<https://smartanythingeverywhere.eu/news/>



#### **Newsletter Q3/2019**

October 26, 2019 / in EU H2020 /

The team of the SmartAnythingEverywhere initiative is delighted to present its latest newsletter. Please feel free to subscribe to it by sending a short notice to [news@smartanythingeverywhere.eu](mailto:news@smartanythingeverywhere.eu)

#### **Dear reader,**

The end is not the end...

After 2 years, the CSA Smart4Europe coordinating the SmartAnythingEverywhere initiative ended in August 2019. Nevertheless, the SAE initiative will continue and a new CSA taking care will start in January 2020. Until then several partners of the last CSA entered into the commitment to keep the basic services running including the website and this newsletter service. All newsletter subscribers will continue receiving the SAE news without further actions even after January 2020. To unsubscribe to our news service please send a short email to [news@smartanythingeverywhere.eu](mailto:news@smartanythingeverywhere.eu)

Enjoy reading our latest issue!

Best regards from the team of the Smart Anything Everywhere Initiative  
Stephan Karmann & Julia Koch  
Hahn-Schickard, Villingen-Schwenningen, Germany

#### **WHAT'S NEW**

Insight Thoughts on Digital Innovation Hubs

What is the SAE initiative and Digital Innovation Hubs all about? Numerous videos deal with these topics and explain the scope of this initiative strongly supported by the European Commission. The videos were filmed at the DIH Day 2019 in Stuttgart that brought together European digitisation initiatives and Digital Innovation Hubs (DIH) with the ones situated in Baden-Wuerttemberg (south-western Germany) and its neighbouring countries Austria, Switzerland and France. Honoured to have Max Lemke, Head of Unit for "Technologies and Systems for Digitising Industry" from the European Commission as keynote speaker participants shared their concepts of the DIHs and initiatives, experiences and explored possible collaborations.

#### **CATEGORIES**

EU H2020  
Newsletter

#### **ARCHIVES**

January 2020  
October 2019  
September 2019  
July 2019  
May 2019  
April 2019  
February 2019  
January 2019  
December 2018  
November 2018  
October 2018  
July 2018  
June 2018  
May 2018  
March 2018  
November 2017  
October 2017  
September 2017  
July 2016  
April 2016  
October 2015  
September 2015  
April 2015  
March 2015

*Figure 6. SAE quarterly newsletter example*

### SAE Twitter channel with over 650 followers

The Smart4Europe CSA has already established a well-functioning and wide-reaching twitter channel. This channel follows all the Innovation Actions and re-tweets important information from these sister projects as well as relevant information from and for the overall community. Special focus is on promoting the IAs open calls (in specific social media campaigns), webinars, trainings and events offered by them and the CSA. The participants of the new Innovation Actions are expected actively follow the SAE channel, expand the follower base and with this extend the overall network.

### 7.3 Joint communication & dissemination

The Smart4Europe2 CSA has set up a Communication and Dissemination Plan, specifically targeted on activities to be performed jointly with the Innovation Actions and their respective Application Experiment partners.

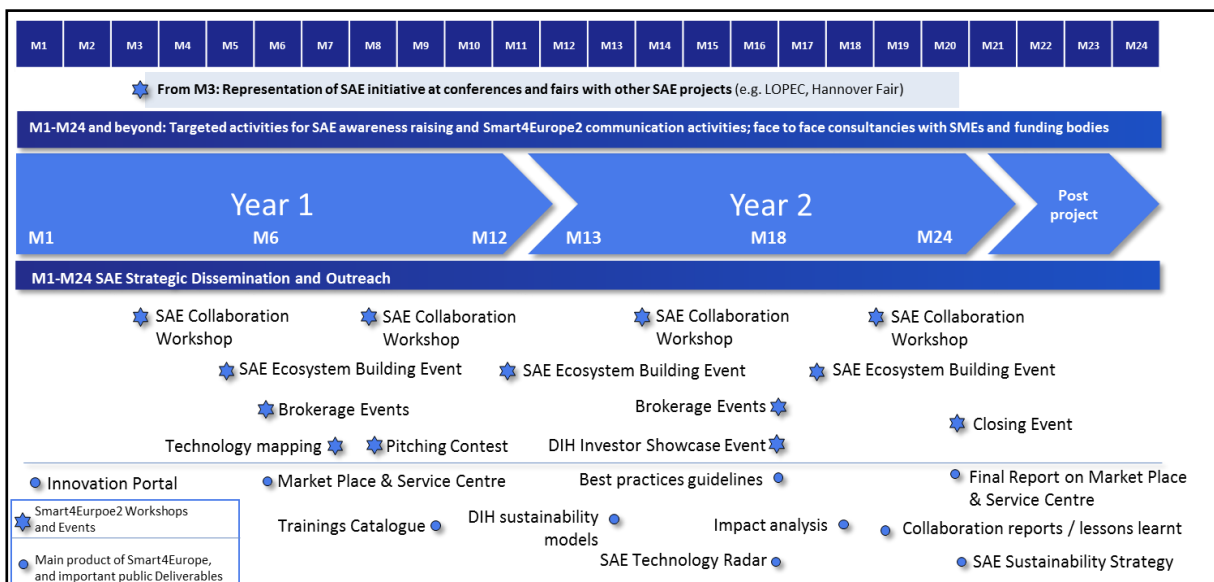


Figure 7. CSA provided Communication and Dissemination Plan

The CSA will organise a number of SAE events (Figure 7), inviting the Innovation actions to participate. Several type of joint events will be set-up for this purpose, involving S4E2 partners, the IAs and the sister initiatives:

- Collaborative workshops to strengthen and to consolidate the SAE internal collaboration and share experiences with related initiatives, essential to build guidelines and recommendations.
- Ecosystem Building Events to present and discuss the aims, objectives and achievements of the SAE Initiative, to inform and attract new stakeholders, and to extend and consolidate the SAE community.
- Brokerage and match making events, in collaboration with sister projects to broker between users, suppliers, future consortia for application experiments and investors pitches.

- Showcase event at the European Parliament to promote results and success stories from the SAE Initiative
- Participations in industrial fairs and scientific conferences with joint booth, speaking session.

Next to this, the CSA and Innovation Actions will be actively promoting the Initiative at numerous events. The preliminary planning can be depicted in the table below.

Table 3 Summary of the main events organized under the SAE initiative. At the time of writing this report, activities in grey have been officially postponed

Date	Event	SAE activity (Co-) Organised by
09-13.03.2020 (cancelled)	DATE2020, Grenoble; <a href="https://www.date-conference.com/">https://www.date-conference.com/</a>	Smart4Europe, SMART4ALL
25-26.03.2020 (final date tbc)	LOPEC-fair, Munich; <a href="https://www.lopec.com/en/">https://www.lopec.com/en/</a> Confirmed participation of SAE @SmartEES booth	Smart4Europe / SmartEES
01.04.2020	DT-ICT-01-2019 Collaboration Meeting / Custer Kick-off, Brussels	Smart4Europe, ALL IAs
27-29.04.2020 (final date tbc)	HiPEAC Computing Systems Week; specific SAE session, Tampere; <a href="https://www.hipeac.net/csw/2020/tampere/#/">https://www.hipeac.net/csw/2020/tampere/#/</a>	Smart4Europe, DigiFed, SMART4ALL, Tetramax, FED4SAE
10.06.2020 (final date tbc)	Smart4Europe2 Ecosystem Building Event / WMF, Cernobbio, Italy	Smart4Europe
12-18.07.2020	HiPEAC ACACES Summer School, Fiuggi, Italy; <a href="http://acaces.hipeac.net/2020/">http://acaces.hipeac.net/2020/</a>	Tetramax
23-24.07.2020	Start-up BW / Europe, Stuttgart; <a href="https://summit.startupbw.de/">https://summit.startupbw.de/</a>	Smart4Europe
14-16.09-2020	PRO-VE 2020 – 21st IFIP/ SOCOLNET Working Conference on Virtual Enterprises, Special session DEI in DEI, Valencia; <a href="https://www.pro-ve.org/">https://www.pro-ve.org/</a>	DIH4CPS, SMART4ALL, DIGIPRIME, DIGIFED, Smaer4Europe
28-09-01.10.2020	EPoSS annual forum, Freiburg; <a href="https://www.smart-systems-integration.org/event/eposs-annual-forum-2020">https://www.smart-systems-integration.org/event/eposs-annual-forum-2020</a>	Smart4Europe
21-22.10.2020	DIHNET Event (DIH days), Luxembourg	DIHNET.EU
22.-23.10.2020	INPHO VENTURES SUMMIT - Investors event / Brokerage; Bordeaux; <a href="http://www.inpho-ventures.com/">http://www.inpho-ventures.com/</a>	Smart4Europe
24-26.11.2020	EFECS; Joint booth, presentation/ speakers corner TBD, Berlin; <a href="https://efecs.eu/">https://efecs.eu/</a>	Smart4Europe
xx.12.2020	Smart4Europe2 Ecosystem Building Event, Grenoble, France	Smart4Europe
xx.xx.2020.	DEI Stakeholder Forum	Smart4Europe
01-03.12.2020	ICT2020 Joint booth, networking session TBD, Cologne; <a href="https://www.living-in.eu/events/ict-2020-cologne">https://www.living-in.eu/events/ict-2020-cologne</a>	Smart4Europe
xx.01.2021	HiPEAC Budapest TBD;	Smart4Europe TETRAMAX

Date	Event	SAE activity (Co-) Organised by
xx.06.2021	Smart4Europe2 Ecosystem Building Event / Budapest	Smart4Europe
xx.xx.2021	DEI Stakeholder Forum	Smart4Europe
xx.xx.2021	Digital Transformation and DIH Days	DIH4CPS, Smart4Europe
xx.xx.2021	S4E2 Final Event (Stuttgart or Brussels)	Smart4Europe

DigiFed plans to collaborate and contribute in these activities by providing information on the project (description, logo) and its activities to be promoted within the SAE communication and dissemination activities. DigiFed will also provide relevant project information to the SAE brochure, newsletter, and other dissemination material (e.g. flyer, slide deck, video, poster). Moreover, DigiFed will also activate its SMEs taking part in Generic Experiments, Application Experiment and Digital Challenges such that they participate in events and panels sharing their experience and success when being part of the IA and SAE. Similarly, these SAE activities will be actively disseminated within the DigiFed DIH-network, including the participants in experiments and challenges. In this sense, sister IAs will also be promoted and/or invited such that a sense of unity and coordinated effort is given to all service recipients. Regarding social media, the project already follows the SAE twitter channel and will further stimulate the consortium and other related initiatives to follow it to widen the reach.

## 7.4 Assessment collaboration and joint work between IAs

To organize, identify and coordinate the actions and tasks required for a fruitful collaboration between the SAE IAs, the ongoing projects are organized into a table and the different approaches to collaborate are identified.

Table 4 Assessment of collaboration opportunities between DigiFed and the remaining projects under the SAE initiative

Project	DigiFed Collaboration approach and outcome
<b>BOWI</b>	<ul style="list-style-type: none"> <li>- Dissemination and joint expansion of the SAE and DigiFed network</li> <li>- Promotion of DigiFed open calls and activities towards regions underrepresented</li> <li>- Bootcamps held by DIHs in areas so far underrepresented</li> <li>- Mentoring of Proto-Hubs (unexperienced new DIHs in areas underrepresented)</li> </ul>
<b>diatomic</b>	<ul style="list-style-type: none"> <li>- Dissemination and joint expansion of the SAE and DigiFed network</li> <li>- Learn from the previous experiences, successes and lessons learnt</li> <li>- Exchange about enhancing participation in open calls</li> </ul>
<b>DIH4CPS</b>	<ul style="list-style-type: none"> <li>- Dissemination and joint expansion of the SAE and DigiFed network</li> <li>- Joint activities in the area of CPS (technology related dissemination and exploitation)</li> <li>- Invitation to CPS related DigiFed Events, joint sessions, booths, workshops to reach a critical mass</li> <li>- Cross-promotion of CPS related open calls</li> <li>- Building a sustainable network of CPS related DIHs</li> <li>- Joint efforts for sustainability after the project end</li> </ul>
<b>FED4SAE</b>	<ul style="list-style-type: none"> <li>- Mutual learning and strategic collaboration</li> <li>- Fed4SAE is the predecessor with the same coordinator</li> </ul>

	<ul style="list-style-type: none"> <li>- Leveraging from contacts, community, collaborations, lessons learnt from this previous project</li> <li>- Intensify activities on already existing ecosystem</li> </ul>
<b>HUBCAP</b>	<ul style="list-style-type: none"> <li>- Dissemination and joint expansion of the SAE and DigiFed network</li> <li>- Joint activities in the area of CPS (technology related dissemination and exploitation)</li> <li>- Invitation to CPS related DigiFed Events, joint sessions, booths, workshops to reach a critical mass</li> <li>- Cross-promotion of CPS related open calls</li> <li>- Building a sustainable network of CPS related DIHs</li> <li>- Joint efforts for sustainability after the project end</li> </ul>
<b>SMART4ALL</b>	<ul style="list-style-type: none"> <li>- Dissemination and joint expansion of the SAE and DigiFed network</li> <li>- Discuss complementary activities in terms of technologies</li> <li>- Discuss synergies for exploitation, sustainability</li> </ul>
<b>Smart4Europe2</b>	<ul style="list-style-type: none"> <li>- Feed aims, results, open calls, success stories into Smart4Europe2 dissemination channels</li> <li>- Benefit from Smart4Europe2 outreach activities (e.g. SME campaigns)</li> <li>- Take part in joint events (IAs jointly representing the SAE Initiative at conferences and fairs)</li> <li>- Participate in Brokerages and Investors Events (for Application Experiments)</li> <li>- Participate in Collaboration Meetings and activities</li> <li>- Participate in streamlining IA approaches, cohesion</li> <li>- Benefit from share and learn sessions</li> <li>- Help shaping HorizonEurope</li> <li>- Interact with related initiatives (DIHNET.EU, I4MS)</li> <li>- Collaborate with other IAs and CSA to target national and regional policy making</li> </ul>
<b>SmartEEs</b>	<ul style="list-style-type: none"> <li>- Dissemination and joint expansion of the SAE and DigiFed network</li> <li>- Discuss complementary activities in terms of technologies</li> <li>- Discuss synergies for exploitation, sustainability</li> </ul>
<b>SmartEE2</b>	<ul style="list-style-type: none"> <li>- Dissemination and joint expansion of the SAE and DigiFed network</li> <li>- Discuss complementary activities in terms of technologies</li> <li>- Discuss synergies for exploitation, sustainability</li> </ul>
<b>TETRAMAX</b>	<ul style="list-style-type: none"> <li>- Dissemination and joint expansion of the SAE and DigiFed network</li> <li>- Learn from the previous experiences, successes and lessons learnt</li> <li>- Exchange about impact enhancements and analysis</li> </ul>

## 8. Conclusion

Smart Anything Everywhere is an initiative consisting of a variety of running actions, currently 10 Innovation Actions and 1 CSA. In order to act and feel as one initiative, to promote the initiative widely and to reach the highest possible impacts, collaboration between the actions is of utmost importance. The CSA is set to support this endeavour, especially by acting as a platform to bring the projects together to share and learn from their experiences, by promoting the funding possibilities of the individual open calls via printed and digital media, by organising joint dissemination events and by providing a one-stop-shop for the overall offer on the Innovation Portal.

For DigiFed, the collaboration and cooperation with active and new projects under the SAE umbrella is essential to achieve long-lasting impacts and contributions in the transition to a digitalised industry. Relevant synergies have been identified with several projects, which bring an opportunity to act in a coordinated manner and provide specialized tools and instruments

to support SME to achieve digital maturity, connect SMEs/mis-caps with large companies, and consolidate European DIHs.

Particularly, DigiFed will incrementally and organically include the dissemination of other IAs within its own networks and will also coordinate the execution of relevant activities/events/tasks where complementary work will produce a win-win scenario to all involved projects. Similarly, DigiFed expects to achieve higher visibility and increase its impact by making use of the tools and opportunities provided by CSA. This will translate in the expanding its ability to bring its specific instruments and support mechanisms closer to the target SMEs of the project. In this context, the joint and coordinated participation in different activities, brokerage events, conferences, workshops, etc., will be essential for all projects to maximize their success chances and delivery of their offer to their target groups.

Active collaboration within the SAE will also increase the possibilities of achieving long-term sustainability for the DigiFed DIH-network. The possibility of presenting itself as part of a coordinated larger initiative, will make DigiFed more attractive and a safer alternative to garner investment by private and public institutions after the initial financial support period is terminated. This will require a permanent refinement of the collaboration strategy between IAs and the CSA, such that jointly, projects can support in strengthening the weaknesses of one another.

This first version of the Collaboration Plan presents a first approach to a collaboration strategy between the IAs and CSA under the SAE Initiative umbrella, and it is written from the perspective of the DigiFed project and how to maximize its gain through collaboration with the other IAs. As such, it is expected to be reviewed and refined throughout the execution of the project.

## Annex 1: SAE selected projects.

### 3<sup>rd</sup> Phase:

DIGIFED - Digital Innovation Hubs (DIH) federation for large scale adoption of digital technologies by European SMEs

Operating within the frame of the **Smart Anything Everywhere Initiative**, DigiFed's ambition is to become a world leading pan-European accelerator for the deployment of embedded and CPS, supporting the EC's strategy to lead and win the digitisation race of the European industry. Based on years of experience in CPS acceleration, DigiFed partners unite a mix of proven methodologies and approaches on innovation support, together with novel ideas that underpin a truly innovative programme able to foster the emergence of world class CPS products and solutions.

The main objective is to encourage the adoption of advanced digital technologies by EU SMEs with a focus on non-digital businesses. DigiFed implements a business plan for the sustainability of the federation of DIHs, while providing significant support mechanisms for individual and groups of SMEs to foster the introduction of digital technologies in their product and service offerings.

The focus is on Cyber Physical and Embedded Systems with a particular attention to security and privacy, autonomy and human-machine interaction. DigiFed proposes 3 main Innovation pathways which are all interrelated: Application Experiments (allow SMEs to define an R&I project to disrupt, upgrade or manufacture an innovative digital product or service.), Generic Experiments (target a group of mainly non-tech SMEs to implement advanced technology demonstrators with co-funding from regional authorities) and Digital Challenges (with a focus on trialling new co-funding mechanisms with companies involving directly the demand side)

DigiFed gathers 6 DIHs from different countries with established ecosystems and will continue expanding and linking with other DIHs and DIH networks through its lifetime to create a truly EU-wide offering of sustainable cross-border DIH services.

With the aim to engage at least 200 SMEs and midcaps from across Europe in its innovation programme, at least 60 of these will receive also funding support and benefits from one of DigiFed's innovation pathways; half of these will be businesses with low digital maturity. Both funding from the private sector and public co-funding from regions of DIHs will be leveraged in order to maximise value from EU investments.

Three open calls will be launched throughout the project's lifetime, providing windows of opportunities for applicants to come forward with innovative ideas to support DigiFed's advertised innovation pathways. The open calls will be advertised widely through the creation of awareness campaigns across all DIH regions with the help of DIHs in the consortium and associated partners. The application process will involve an online application, together with a video pitch. Interested companies have also the opportunity to attend DigiFed boot camps that will be hosted within the consortiums DIHs and those of identified partner DIHs.

<https://cordis.europa.eu/project/id/872088>

<https://digifed.org/>

## HUBCAP -DIGITAL INNOVATION HUBS AND COLLABORATIVE PLATFORM FOR CYBER-PHYSICAL SYSTEMS

HUBCAP will provide a one-stop-shop for European SMEs wanting to join the Cyber-Physical Systems (CPS) revolution. It builds on seven established Digital Innovation Hubs (DIHs) in seven European countries, each embedded in its regional innovation ecosystem, offering complementary technical expertise, experimental capabilities, and specialist knowledge in CPS application domains. From this base, HUBCAP will create a growing and sustainable European network offering SMEs opportunities to undertake experiments, seek investment, access expertise and training, and form new business links. This is enabled by a cloud-based open collaboration platform with a 'sandbox' capability to help users trial new technology.

HUBCAP will lower barriers for SMEs to realise the potential of growing autonomy in CPSs by accessing advanced Model-Based Design (MBD) technology, providing training and guidance, and acting as a gateway to the full network of all registered DIHs specialising in CPS. Half the project funding will go to supporting SMEs, including open call funding for SMEs join the ecosystem and experiment with MBD technology. HUBCAP will extend an existing open collaboration platform to enable SMEs to co-create, analyse and validate new CPS products

in a virtual setting, by accessing CPS assets (models, tools, services) and experimenting with new solutions, de-risking investments in skills or resources.

The consortium's DIHs have been chosen to cover complementary MBD capabilities. They represent a wide area of Europe and offer considerable experience in Innovation Actions, managing open calls, and outreach to businesses. Technology providers will help populate and validate the initial collaboration platform and carefully selected seed SMEs will assist in kickstarting the ecosystem and reaching out to entirely new users of MBD technologies. HUBCAP will ensure sustainability through a not-for-profit association to extend and maintain the network and platform after the project.

<https://cordis.europa.eu/project/id/872698>

[www.hubcap.eu](http://www.hubcap.eu)

#### DIH4CPS - Fostering DIHs for Embedding Interoperability in Cyber-Physical Systems of European SMEs

The Fourth Industrial Revolution (4IR) is an ecosystem still under development and characterised by the rise of advanced technologies such as IoT and AI that are collectively called cyber-physical systems (CPSs). CPSs include smart grid, autonomous vehicle systems, medical monitoring and automatic pilot avionics, and are based on the development of a network of digital innovation hubs (DIHs). The EU envisages attaining a leading global role in 4IR. The EU-funded DIH4CPS project intends to create an interdisciplinary network of DIHs and solution providers that focus on CPSs and embedded systems, interweaving understanding and technologies from diverse territories, and to connect it with European experts. The project will support European SMEs to overcome obstacles posed by innovative technology.

<https://cordis.europa.eu/project/id/872548>

<http://dih4cps.eu/>

#### SmartEEs2 - SUSTAINABLE ECOSYSTEM FOR THE ADOPTION, RAMP-UP AND TRANSFER OF EMERGING ELECTRONICS SOLUTIONS

Despite significant recent progress made by the EU industry, the level of digitalisation of industry remains uneven, depending on the sector, country and company size. Facing at the same time a scattered landscape of Research, Industry and Institutional stakeholders, the efficient adoption and transformation of enabling technologies into business visions & concrete market cases remain limited. This slow diffusion of digital technologies poses a risk to the EU's ability to compete in the global economy. This is particularly true for Organic Large Area Electronics (OLAE) enabling technologies whose industry made significant progress recently and has established itself as a competitive growth industry. Despite proving that more and more products have matured onto the global market, the actual diffusion and efficient adoption of OLAE technologies remain limited. Underlying reasons and key challenges are identified (cost, processes, encapsulation, scalability, yield, standards & regulations), for which major

breakthroughs are needed on use, production and cost rather than on basic technology, which reflects the growing market orientation of OLAE. To address both market & technology specific challenges, SmartEEs2 will be key role to link technology promises with real use/business cases. These cases will be implemented through a unique digitalisation experience providing experimentation, testing or support to manufacturing. SmartEEs2 will capitalize upon SmartEEs' strong technological OLAE platform and focuss on the uptake of Flexible & Wearable Electronics enabling use cases, where OLAE can valorize its uniqueness (flexibility, conformability) and its promises for solutions in the fast growing business of wearables and Internet of Everything. SmartEEs2 will orchestrate a pan-EU collaboration network of Regional DIHs promoting the best quality level of digitalisation experience, hence boosting the efficiency and effectiveness of the overall OLAE European in DIH on Area3.

<https://cordis.europa.eu/project/id/872076>

<https://smarteets.eu/smarteets2-project/>

#### BOWI - Boosting Widening Digital Innovation Hubs

BOWI project addresses the challenge of limited capacities among DIHs to support the uptake of SAE/I4MS technologies during the last 7 years in the European industry at large. The overall aim of the project is to create a DIH widening network that supports the collaboration of new DIHs (proto-hubs) in regions where SAE and I4MS technologies are underrepresented and well-established DIHs that are highly experienced in these technologies (mature hubs). BOWI takes the first step towards creating a fully sustainable post-project network by:

1. Strengthening proto-hubs by carrying out actual experiments and facilitating the collaboration between proto-hubs and mature hubs;
2. Ensuring sustainability of BOWI network by developing a blended financing accelerator and membership model;
3. Creating the BOWI community, initiating the participation of proto-hubs, mature hubs, regional stakeholders, and investors.

The mechanism will be first tested by supporting 6 pioneer proto-hubs (pioneer stage), which will be later extended to 9 proto-hubs in the second full-fledged strengthening stage, allowing new members of the EU DIH community to participate, including the proto-hubs and mature hubs that are currently not part of the consortium. The post-project BOWI network business model is to be explored, including service and funding needs. To ensure practical experience, all 15 proto-hubs will be supported to conduct 60 (15x4) SAE/I4MS uptake experiments with SMEs in total. For this purpose, an extensive FSTP approach will be used.

The consortium includes experienced partners that participate intensively in the SAE/I4MS strategies (Civitta, FBA, VTT, and RWTH). They are complemented by 6 proto-hubs from various countries that act as pioneer hubs to test and validate approaches (TIT, LITC, UWB, KTP, NTNU, ICT).

<https://cordis.europa.eu/project/id/873155>

## SMART4ALL - SELFSUSTAINED CROSS BORDER CUSTOMIZED CYBERPHYSICAL SYSTEM EXPERIMENTS FOR CAPACITY BUILDING AMONG EUROPEAN STAKEHOLDERS

SMART4ALL builds capacity amongst European stakeholders via the development of self-sustained, cross-border experiments that transfer knowledge and technology between academia and industry. It targets CLEC CPS and the IoT and combines a set of unique characteristics that join together under a common vision different cultures, different policies, different geographical areas and different application domains. SMART4ALL brings a new paradigm for revealing “hidden innovation treasures” from SEE and helping them to find the path to market via new, innovative commercial products. As part of its strategy, the project will develop and maintain an active network of DIHs across SEE for supporting academics, start-ups, SMEs, and mid-caps entering the digitization era. The mechanisms for achieving this are the design and implementation of 88 cross-border PAEs that will be executed by the consortium members and by 3rd party consortia (academics, companies and mid-caps). The latter will be supported via well-defined regular open calls and will have a day-by-day coaching by SMART4ALL consortium for boosting the research ideas to successful products. PAEs will be actively supported by SMART4ALL DIH cluster throughout and after their execution. The targeted application areas are domains that are not adequately represented in current SAE projects and include digitized environment, digitized agriculture, digitized anything and digitized transport. SMART4ALL introduces also the concept of marketplace-as-a-service (MaaS) that acts as one-stop-smart-stop of SMART4ALL DIH cluster for offering tools, services, platforms based mainly on open sources technologies as well as technology suppliers-adopter matchmaking capabilities customized to the four thematic pillars of the project. Finally, SMART4ALL plans horizontal activities that will support the Digital Skills Agenda of EC and the support of sensitive social groups via ideas and products that have significant impact on their lives.

<https://cordis.europa.eu/project/id/872614>

<https://smart4all-project.eu/>

## Smart4Europe2 - Promoting digitisation throughout Europe

Digitisation-based innovation is progressing so fast that SMEs are struggling to keep pace. Although digital innovation hubs (DIHs) have been set up to help companies with their digital transformation, the DIH community is fragmented. The EU-funded Smart4Europe2 project intends to bring together and link DIHs, and make DIH services more widely available to SMEs and mid-caps. It will do this by providing services supporting the Smart Anything Everywhere (SAE) network, facilitating collaboration and knowledge transfer, attracting new stakeholders, and growing and sustaining the SAE ecosystem. The project will help to further digitisation throughout Europe.

<https://cordis.europa.eu/project/id/872111>

<https://smart4europe.eu/>

## 2<sup>nd</sup> Phase:

### FED4SAE - Federated CPS Digital Innovation Hubs for the Smart Anything Everywhere Initiative

"The overall ambition of the FED4SAE innovation action (IA) is to boost and sustain the digitization of the European industry by strengthening competitiveness in Cyber Physical Systems (CPS) and embedded system markets. In alignment with the "Smart Anything Everywhere" initiative goals, FED4SAE will:

- Create a pan-European network of Digital Innovation Hubs (DIH) by leveraging existing regional ecosystems across full value chains and a range of competencies. DIHs will enable both tech and non-tech innovative Third parties (Startups SMEs, Midcaps) from any sector to build new products and services with "digital inside".
- Act as a European added-value one-stop-shop to facilitate innovators-suppliers cross-border partnerships which will accelerate innovation in products and processes of European Third parties by providing technical, industrial and innovation management expertise. This will lead to quantifiable increases in market shares, productivity, industrial capacities of the Third parties, and a broader adoption of CPS and embedded systems solutions.
- Link innovators to investors associated to DIHs to reach out to further funding opportunities and enable the next steps of the Third parties' developments after completing their application experiments (AEs).
- Ensure the self-sustainability of the DIHs pan-European network by developing cooperation with regional organizations and key stakeholders engaging public and or private investment to fund FED4SAE network activities.

FED4SAE is built upon the key learnings obtained in the EuroCPS, Gateone-project, CPSE Labs IAs. FED4SAE will leverage the best practices related to Third party engagement, submission, evaluation and selection of AEs. FED4SAE will give birth to a competitive ecosystem where European Startups, SMEs and Midcaps will thrive as they access to leading technology sources, competencies and industrial platforms and also to well-connected business infrastructures and existing regional innovation hubs.

<https://cordis.europa.eu/project/id/761708>

<https://fed4sae.eu/>

### DIATOMIC - Digital Innovation Hubs boosting European Microelectronics Industry

DIATOMIC aims at establishing a sustainable ecosystem to facilitate digital innovations in the health, agrifood and manufacturing sectors, all of which are under-digitized and of prime importance for society and the economy. Hence DIATOMIC is coordinating 3 "sectoral" DIH in Health, Agrifood and Manufacturing (Industry4.0).

Through those DIHS and their networks, DIATOMIC acts first as a match-maker between a technological competence center and an SME and then provides the team thus build:

- technological support to accelerate design, development, prototyping and manufacturing;
- business support to access to market growth and investment.

DIATOMIC has launched an online One-Stop shop platform (<https://diatomic.eu/DiatomicPortal/#/app-h/dihs>). The platform is designed as a 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 one-stop shop gathers 433 competence centers all around Europe. Each center is associated with one DIATOMIC DIH, and can offer the right level of technological services to interested SMEs following the DIATOMIC concept of “value constellation”.

DIATOMIC has issued two calls for application experiments (AE) to accelerate solutions that apply electronic components, sensors, smart objects and systems across health, agrifood and manufacturing (Industry 4.0) sectors. Total funding amount is € 3.000.000 and each AE goes through an intensive, milestone-driven acceleration programme, designed around 3-stages, each of which is a step closer to market entry: 'Design', 'Develop', 'Market'.

Some high-level benefits include up to €200k in equity-free funding per AE, access to advanced technological tools and testbeds, as well as mentoring/ networking services to speed up time-to-market of novel products and services based on advanced microelectronics technologies and smart systems integration.

17 AEs have been selected from amongst a total of 260 submitted applications to take part in DIATOMIC, and are expected to create significant value resulting from new microelectronics-enabled products, processes, and business models. The submitted applications were coordinated by 24 countries, achieving a significant geographical distribution. The selected experiments are divided in the 3 sectors: Agriculture (7 projects), Health (6 projects) and Manufacturing (4 projects).

The experiments of Open call 1 of Diatomic have now been concluded successfully and for each of them a success story has been published in the DIATOMIC website: **StoryWine**, **CHAT\_eOP\_Agrinav** (Agrifood); **CYRUS** (Manufacturing); **SMART WEARABLE**, **SmaTec**, **MEDICATION** (Health).

The three-year project is a part of the Horizon 2020 initiative Smart Anything Everywhere (SAE), and brings together technological research centres (Fraunhofer IPA, Instituto Pedro Nunes and BioSense), competence centres (INTRASOFT InI, Libellium and Synelixis), innovation consulting (InoSens), SMEs community (F6S) and investors (FastTrack).

<https://cordis.europa.eu/project/id/761809>

<https://diatomic.eu/>

## TETRAMAX - TEchnology TRAnsfer via Multinational Application eXperiments

In this new era of digitization, it is important to strengthen the European potential and its competitive position. Therefore, TETRAMAX aims to raise customized low-energy computing (CLEC) innovation for Cyber-Physical Systems and the Internet of Things within the framework of the European "Smart Anything Everywhere (SAE)" initiative.

In line with this ambition, TETRAMAX defines three major activity lines:

- TETRAMAX has built and leveraged a new European CLEC technology brokerage network. The network is formed by the 23 TETRAMAX consortium partners, each one acting as a national or regional competence centre (CC), innovation hub seed, and local "help desk" or "info point" for industry clients. The CCs maintain tight links to each other, thus enabling fast and frequent information exchange about EU-wide CLEC technology supply and demand. Furthermore, each CC is connected to a subnetwork of its local ecosystem partners (LEP, e.g. a research partner, an industrial client, or a national funding agency) as well as existing digital innovation hubs outside of TETRAMAX. In other words, the CCs offer technology brokerage, one-stop shop assistance and CLEC training to SMEs and mid-caps, and with a clear evolution path towards new regional digital innovation hubs where needed.
- TETRAMAX complements the network activities by stimulating, organizing, co-funding and evaluating different types of cross-border technology transfer experiments (TTX), providing "EU added value" via innovative CLEC technologies to first-time users and broad markets in European ICT-related industries.

There are 3 different TTX open call types:

1. Bilateral TTX;
  2. Value Chain Oriented and Interdisciplinary TTX;
  3. Entrepreneurial TTX.
- TETRAMAX will pave the way towards self-sustainability based on pragmatic and customized long-term business plans. In the long term, TETRAMAX will be the trailblazer towards a reinforced, profitable, and sustainable ecosystem infrastructure, providing CLEC competence, services and a continuous innovation stream at European scale, yet with strong regional presence as preferred by SMEs.

So far, TETRAMAX has issued 9 open TTX calls and received 168 proposals from all across Europe, including many from new EU member states. 140 proposals involved SMEs in their TTX consortia. There are 38 individual TTX granted, running, or completed already. Preliminary analysis of predefined key performance indicators already prove a great impact, e.g. in the form of newly created jobs, acquisition of venture capital, or energy efficiency improvement of new products.

<https://cordis.europa.eu/project/id/761349>

<https://www.tetramax.eu/>

## SmartEEs - SMART Emerging Electronics Servicing DIH

The market for organic & printed electronic products is growing at a high level (S\$ 23-24 in 2014) with predicted annual growth rates of 20 % in all fields. Although the use of OLAE in products is still limited and only have been commercialized by large corporates, the number and type of products has grown significantly. These emerging markets are a huge opportunity for the EU industry. But EU small & mid-size companies have had only a limited access to technologies and often lack the capabilities needed to benefit from OLAE. These include the ability to fully understand the technological implications and the related business implications. They need support in the translation of the OLAE technologies into innovative products, assessing potential markets, finding investors, developing new business models and creating the right partnerships to optimally benefit from OLAE opportunities. SMARTEES will be the Digital Innovation Hub dedicated to OLAE, an organized European innovation network that provides both access to competencies and business support for innovation adoption. SMARTEES will help the European industry to create a competitive advantage within the global economy by providing access to disruptive OLAE technologies and innovation support in a pragmatic, operative and efficient pan-European manner.

A 1-Stop-Shop will be set to establish a collaborative environment and to provide wider access to the technology at the same time as coordinating the bespoke services and efficiently and effectively linking them together. 20 Application Experiments will be conducted to explore the technology transfer into business, organization of cooperation, access to finance, services to be provided and act as showcases to raise awareness and activate potential users. The established eco-system will be harnessed by the consortium to propel the continuity of the initiative beyond SMARTEES. This will include the formulation of a comprehensive business plan as a strategic outcome.

<https://cordis.europa.eu/project/id/761496>

<https://smartees.eu/>

## 1<sup>st</sup> Phase - Closed projects

**EUROCPS** - European Network of competencies and platforms for Enabling SME from any sector building Innovative CPS products to sustain demand for European manufacturing

<https://cordis.europa.eu/project/id/644090>

<https://smartanythingeverywhere.eu/cluster-projects/eurocps/>

<https://www.eurocps.org/>

**CPSELABS** - CPS Engineering Labs - expediting and accelerating the realization of cyber-physical systems

<https://cordis.europa.eu/project/id/644400>

<https://smartanythingeverywhere.eu/cluster-projects/cpselabs/>

**SMARTE-SI** - Smart Access to Manufacturing for Systems Integration

<https://cordis.europa.eu/project/id/644596>

<https://smartanythingeverywhere.eu/cluster-projects/smarter-si/>

<https://ssl.vdivde-it.de/smarter-si/>

**GATEONE** - GateOne - Innovation Service for European Smartization by SMEs

<https://cordis.europa.eu/project/id/644856>

<https://smartanythingeverywhere.eu/cluster-projects/gateone/>

<https://www.gateone-project.eu/>