#### **Sustainability Working Group**









- Half of SMEs fail within 2 years and 75% within 5 years.
- A number of initiatives have been created to provide support to help SMEs innovate and grow in increasingly challenging times.
- In order to offer effective help there is a need to create an ecosystem of different support mechanisms that provide tailored services for a diverse SME customer base.
- There are 25.1 Million SMEs in Europe, so it is not possible to help everyone, but there is a great opportunity to magnify the impact of existing actions through better communication and awareness between the initiatives as well as by looking for synergies and opportunities to share and learn.





- Established SMEs (may be non-tech) that need help to access new technology or knowledge
- Start-ups who have technology knowledge, but need help in commercialisation and access to new markets
- High-tech SMEs who manufacture products with strong R&D knowledge but need help to demonstrate new products so they can access new markets



#### SME Perspective – "I'm busy – make my life simpler"





Where do I find the right knowledge and skills?

#### Sustainability Working Group



Smart4Europe2 has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No. 872111.

## **Different Levels of Sustainability**







## However, there are many stakeholders...





#### Not just the SMEs – needs to be win-win for everyone



Each of the supporting initiatives within the SAE ecosystem levels need to successfully develop their own sustainability model based on their specific needs.

- Sustainability for SMEs after Application experiments
- Sustainability of IAs (share and learn)
- Sustainability of the DIH network / SAE Initiative





- Membership fees
- Fees for services (technical consultancy, testbed access, training, brokerage)
- Looking for Public Funding, EC, Regional, ECSEL
- Looking for Private Funding, Business Angel, VC, etc.
- Payback Models Challenging!

Notably these are being "explored" - not much evidence that any of these will be successful



# Aims of the Sustainability Working Group



• Sustainability represents a challenge for everyone so the key aim of the Working Group is to provide an opportunity to network together to share and learn from experiences.

#### **Topics of interest**

- Identification of successful approaches to sustainability outside of the community and ideas that may be useful.
- Identification and promotion of national and regional priorities as well as funding opportunities across the SAE community.
- How can we stand out and offer value to SMEs against heavy competition for audience attention and freely available on-line education.
- Identification of how can we combine to generate a "buzz", create interest and a relevant message for stakeholders such as SMEs, funding bodies and investors at the regional and European level.
- Investigation of the opportunities to jointly organise profitable events and activities such as seminars, webinars, investor days and training days to finance other activities.







- Sustainability for SMEs after Application experiments
- Sustainability of IAs (share and learn)
- Sustainability of the DIH network / SAE Initiative





# Thank you!

Sustainability Working Group



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#### Sustainability of the DIH network / SAE Initiative







- Debate in the past
- Several ideas



• What makes most sense?



## **Different Levels of Sustainability**







## **Technology - Applications**



ACTUATING	(AERO)SPACE
COMMUNICATING	SmartEEs BUILDING / CONSTRUCTION
COMPUTING / PROCESSING / DATA STORAGE	SmartEEs2 DIGITAL MANUFACTURING
	EuroCPS
ENERGY HARVESTING / CONVERSION / STORAGE	ENVIRONMENT
	FOOD & AGRICULTURE
SENSING	FED4SAE IOT/SMART CONNECTED OBJECTS
	MEDICAL / PHARMACEUTICAL / LIFE SCIENCE / HEALTH DIH4CPS
SIGNALLING (OPTICAL IMAGING, LIGHTING)	NATURAL RESOURCES
OTHER(S)	Smarter-SI SAFETY / SECURITY
	TRANSPORT / MOBILITY / AUTOMOTIVE

OTHER(S)



#### How are we going to fund this?





#### Funding?



## How to satisfy the Stakeholders?





#### Not just the SMEs – needs to be win-win for everyone







- DIHNet Approach
- Tetramax/HiPEAC Survey Results



#### Questions



- Is it better to have one network on Digitalistion or have a number of thematic networks covering sub-topics such as CPS, flexible electronics, etc.?
- If we set up thematic networks how do we deal with cross cutting topics such as AI which has input in many areas?
- From a SME perspective is it better to have a one stop shop, e.g. one digitalisation network or have a more thematic networks?
- Role for larger enterprises co-investment?
- From a funding perspective does a more regional focus make more sense?
- From a management overhead perspective is a larger or smaller network better?
- How can multiple networks interact in a flexible manner?

