

# The SAE Showroom: Success Stories of European SMEs



**Julia Koch  
Hahn-Schickard**



**Isabelle Dor  
CEA**

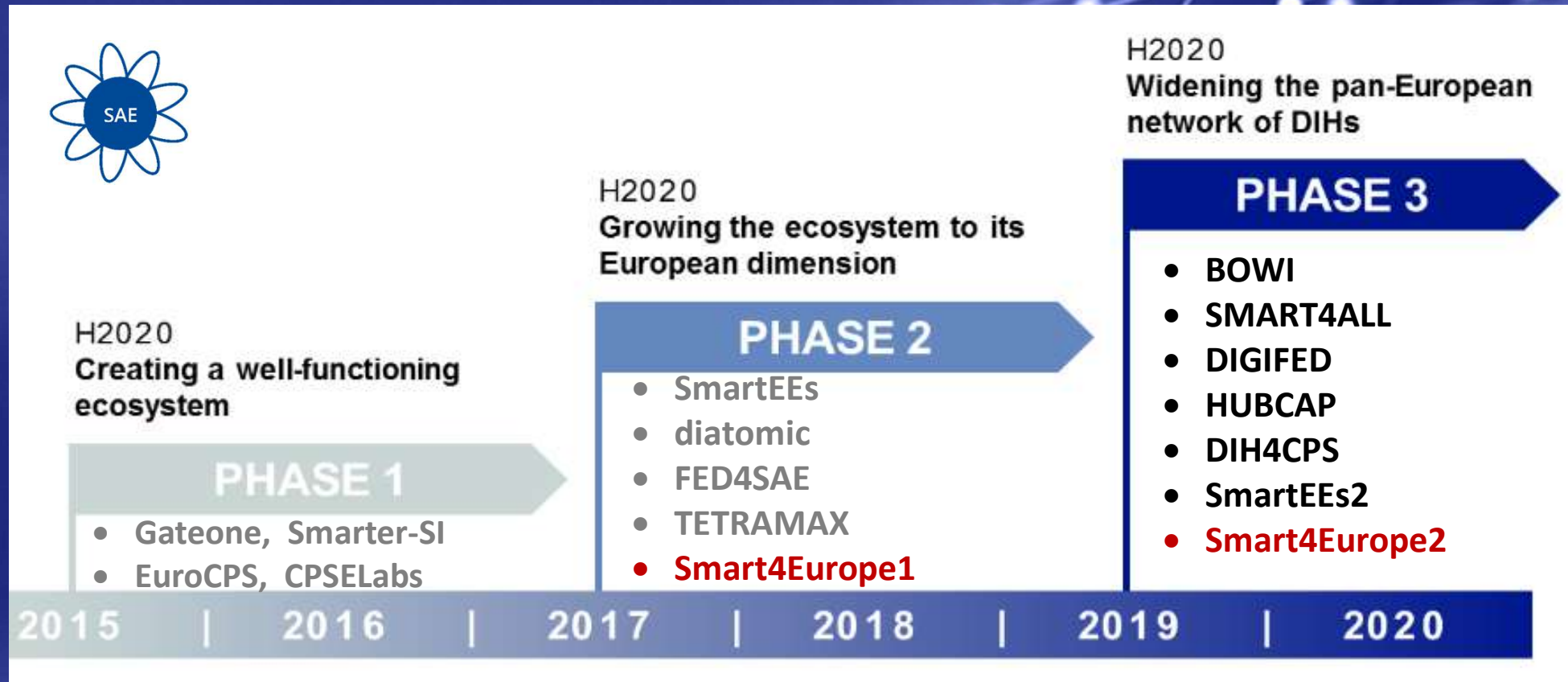


Smart4Europe2 has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No. 872111.



# Evolution of the SAE Initiative

All Innovation Actions aligned to SAE offer funding to support start-ups, SMEs and midcaps in their digital transformation





# SAE Network of 150+ partners



**Partner Spotlight: Meet all partners of SAE aligned Innovation Actions & Digital Innovation Hubs**

[← OVERVIEW](#)

Enter Name Application Area Country Cluster Project Type of Organisation

 <b>4S-2000</b> TERMELO ES KERESKEDELM KFT. Nagygyhaza, Hungary www.4s-2000.hu/ Type: SME Project: DIH4CPS	<b>4S-2000 Ltd.</b> 4S-2000 Termelő és Kereskedelmi Kft. Aarhus, Denmark www.4s-2000.dk/ Type: Academia Areas: (Aero) Space, Agriculture, Autom... Project: HUBCAP	 <b>Aarhus University</b> Aarhus Universitet Aarhus, Denmark www.international.au.dk/ Type: Academia Areas: (Aero) Space, Agriculture, Autom... Project: HUBCAP
 <b>AMG Technology Ood</b> Botevgrad, Bulgaria www.amg-t.com/ Type: SME Project: Tetramax	 <b>AMIRES</b> Prague, Czech Republic www.amires.eu/ Type: Consultancy Areas: Agriculture, Automotive / Transp... Project: Smartness 1802	 <b>ATB Leibniz Institute of Agricultural Engineering and Bio-economy</b> Potsdam, Germany www.atb-guests.dtu.de/ ATB Leibniz-Institut für Agrartechnik und Bioökonomie





# Funding Scheme

## „FSTP: Financial Support to Third Parties“

### Funding scheme

- aims at simplifying the administrative procedures
- creating a light, SME-friendly application scheme
- used by all Innovation Actions aligned to the SAE initiative.

### Advantages for SMEs:

- Innovation Actions pass funds directly to the SMEs
- No complex contract between SMEs and the European Commission but
- Lean contract with a representative of the Innovation Action

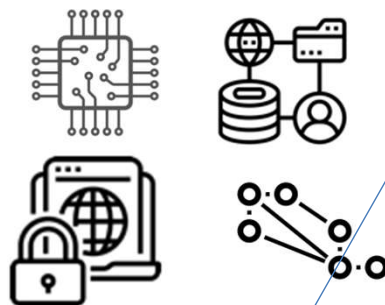


# The Application Experiment journey .... And beyond

Proposal preparation

Digital solution development

Market launch



*CAN PARTNERS PROVIDE NEW SERVICES  
TOWARDS VALUE CREATION?*



Start-ups, SMEs, Midcaps

TRL levels

TRL 3

TRL 4

TRL 5

TRL 6

TRL 7

TRL 8

TRL 9

STAGES

Prototyping

Demo + test

Market entry

Scale up



# Success story a technical achievement, but not only

- **Granted Application experiment**

- ✓ Collected through open calls run by t
- ✓ Evaluated & selected through EC base
  - Excellence, Impact, Implementation (qua
  - Business/Innovation strategy
- ✓ Outcomes:
  - Proof-of-Concept / Advanced prototype
  - Strengthened & de-risked business roadr customer networking, etc.)
- ✓ Innovation quantification
  - KTH Innovation readiness level™ (<https://kti>
  - CUSTOMER/TECHNOLOGY/BUSINESS/IPR/TEAM/FUNDING readiness level





# Success story a technical achievement, but not only

- **Success story**

- ✓ Granted application experiment
- ✓ Technically successfully achieved
- ✓ Go-to-market ready: identified business strategy, strengthened roadmap & team, targeted market, etc.
- ✓ SAE portfolio: <https://smartanythingeverywhere.eu/success-stories/>



# Success Story „Clutsen“

## Wireless Sensor System communication kit for condition monitoring (Smarter-SI)

### Problem:

- Clutch-brakes transfer motion from industrial motor flywheels
- Exchange due to abrasion is required from time to time
- If wear checks are unplanned, the exchange is done too early without need or too late creating significant downtime costs.



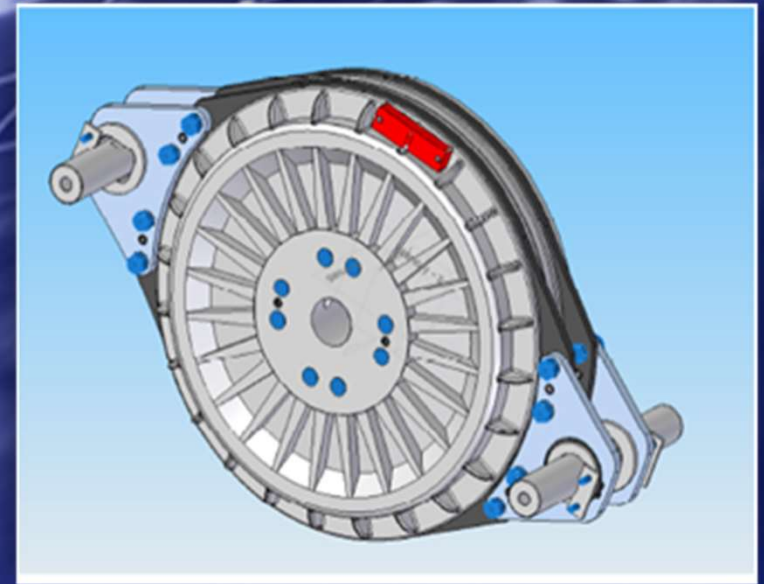


# Success Story „Clutsen“

## Wireless Sensor System communication kit for condition monitoring (Smarter-SI)

### Solution:

- Smart sensor system that reliably predicts the next maintenance point of time.
- Break pads are monitored by distance transducer and temperature sensor
- Low energy electronics enable data processing and wireless transmission
- System is powered by a kinetic energy harvester.



### Partners:

Goizper (SME, Spain) / IK4-IKERLAN (RTO, Spain) / Hahn-Schickard (RTO, Germany)