

## 1 Trainings mapped till December 2020 (M12)

TARGET: SMEs					
SOURCE	DOMAIN	TYPE	TITLE	CONTENT	LINK
Smart4Europe2	Business	Webinar	How to make investors fall in love with your company	Participants will know how to increase outreach and raise interest of private investors	<a href="https://old.smartanythingeverywhere.eu/wp-content/uploads/2019/07/SAE-workshop-How-to-make-investors-falling-in-love-with-your-company.mp4">https://old.smartanythingeverywhere.eu/wp-content/uploads/2019/07/SAE-workshop-How-to-make-investors-falling-in-love-with-your-company.mp4</a>
HUBCAP	Technical	Webinar	Joint Webinar from HUBCAP, Centre for Digital Twins, INTO-CPS Association	<ul style="list-style-type: none"> <li>- The Future of Model Based Design CPS Development</li> <li>- Demonstrating The INTO-CPS Application inside The HUBCAP collaboration platform sandbox</li> <li>- Demonstrating The RT-Tester functionality and its connection to INTO-CPS Application</li> <li>- Demonstrating the FMU Static Checker</li> <li>- Demonstrating the Python FMU capabilities</li> <li>- Presenting the RabbitFMU capability</li> </ul>	<a href="https://digit.au.dk/currently/events/show/artikel/joint-webinar-from-hubcap-centre-for-digital-twins-into-cps-association-1/">https://digit.au.dk/currently/events/show/artikel/joint-webinar-from-hubcap-centre-for-digital-twins-into-cps-association-1/</a>
HUBCAP	Technical	Webinar	INTO-CPS Webinar	<ul style="list-style-type: none"> <li>- Setting the context of the INTO-CPS and Digital Twin Webinar</li> <li>- Overview of the new MaestroV2</li> <li>- Demonstrating of the newest INTO-CPS Application release</li> <li>- Demonstrating the FMU Static Checker</li> <li>- Demonstrating the Python FMU capabilities</li> <li>- Presenting the RabbitMQ capability and its use inside the AgroRobottiFleet</li> <li>- Integrating FMI, TLM, VISTAS to Extend Virtual System Integration Capability – an Overview</li> </ul>	<a href="https://into-cps.org/events/show/artikel/into-cps-webinar-1/">https://into-cps.org/events/show/artikel/into-cps-webinar-1/</a>

				<ul style="list-style-type: none"> <li>- Engineering CPS with AutoFOCUS3</li> <li>- Overview of the new UPSIM project</li> <li>- Getting Data from and Calibrating Universal Robot Arms</li> <li>- New research for verification of termination of Co-simulation</li> <li>- New research with an Adaptive Master Algorithm</li> </ul>	
DigiFed	Technical	Webinar	Digitising Europe's industry together - Part II (Technical offer)	Digifed's technical partners present their technical offer for the project.	<a href="https://digifed.org/2020/03/19/digifed-digitising-europes-industry-together-part-ii/">https://digifed.org/2020/03/19/digifed-digitising-europes-industry-together-part-ii/</a>
DigiFed	Technical	Webinar	Digitising Europe's industry together - Part III (Technical offer)	Digifed's technical partners present their technical offer for the project.	<a href="https://digifed.org/2020/04/02/digifed-digitising-europes-industry-together-part-iii/">https://digifed.org/2020/04/02/digifed-digitising-europes-industry-together-part-iii/</a>
DigiFed	Business	Online bootcamp	DigiFed Online bootcamp	A series of online interactive thematic training sessions – “online bootcamps”, to help guide applicants in the preparation for the submission of their technical offer proposals. The bootcamp sessions will last between 1 and 2 hours each and will include the opportunity to interact will experts in the field of Cybersecurity, Internet of Things, Artificial Intelligence and Autonomous Vehicles	<a href="https://digifed.org/explore/online-bootcamps/">https://digifed.org/explore/online-bootcamps/</a>
DigiFed	Technical	Webinar	Meet DigiFed technical partners - part 1	Technologies made available in the frame of DigiFed	<a href="https://digifed.org/explore/webinars/">https://digifed.org/explore/webinars/</a>
DigiFed	Technical	Webinar	Meet DigiFed technical partners - part 2	Technologies made available in the frame of DigiFed	<a href="https://digifed.org/explore/webinars/">https://digifed.org/explore/webinars/</a>
DigiFed	Business	Online bootcamp	DigiFed Online Bootcamp Series 2	A series of online interactive thematic training sessions – “online bootcamps” - to help applicants in the preparation for the submission of their technical offer proposals. The bootcamp sessions will last between 1 and 2 hours each and will include the opportunity	<a href="https://digifed.org/2020/12/04/digifed-bootcamp-series-2-download/">https://digifed.org/2020/12/04/digifed-bootcamp-series-2-download/</a>

				to interact will experts in the field of Cybersecurity, Internet of Things, Artificial Intelligence and Autonomous Vehicles	
DigiFed	Business	Online bootcamp	Pitch video dedicated session	DigiFed Bootcamp Open Call 2 Pitch guidelines	<a href="https://digifed.org/2020/12/04/digifed-bootcamp-series-2-download/">https://digifed.org/2020/12/04/digifed-bootcamp-series-2-download/</a>
SmartEEs2	Business	Investment Readiness Workshop	How to get ready for your investment pitch	<p>The interactive workshop ‘How to get ready for your investment pitch’ offers participants a masterclass on the art of pitching for investors, an interactive Q&amp;A session with the speaker and expert Fadi Naffah and opportunity for selected startups to exercise their pitch with a dedicated expert in the breakout sessions. The “how to get ready for your investment pitch” workshop has been set – up in an interactive way and will be divided into two main parts. Firstly, participants will enjoy a 30 minute masterclass on the do’s and don’ts regarding the art of pitching, which will be followed by a dynamic Q&amp;A session (15 minutes). Our expert, Fadi Naffah will delve into the following elements:</p> <ul style="list-style-type: none"> <li>- How to make your business idea understandable</li> <li>- How to tailor your pitch to your audience</li> <li>- How to perform a convincing pitch (visual story &amp; delivery)</li> </ul> <p>Following the Q&amp;A session, the second part of the workshop will kickstart. A total of 24 selected companies’ start-ups will be divided into 4 breakout rooms. Each breakout rooms will include 6 companies and 1 expert. Each company will be asked to pitch their business</p>	<a href="https://smartees.eu/investment-readiness-workshop-by-innorate-and-smartees/">https://smartees.eu/investment-readiness-workshop-by-innorate-and-smartees/</a>

				for 5 minutes and will then receive 3 minutes of feedback on their pitch from the expert.	
SmartEEs2	Technical	Webinar	Hybrid Printed Electronics for Flexible, Stretchable and 3D Products	The webinar focuses on: Printed electronics market approach; Manufacturing methods; Printing, assembly, post processing; Printed electronics building blocks; Demonstrations.	<a href="https://smartees.eu/smartees2-webinar-hybrid-printed-electronics-for-flexible-stretchable-and-3d-products/">https://smartees.eu/smartees2-webinar-hybrid-printed-electronics-for-flexible-stretchable-and-3d-products/</a>
SmartEEs2	Technical and Business	Webinar	Workshop for Third Party Suppliers and Applicants	The webinar explains how SmartEEs and its ecosystem work and finally present the current status of the project.	<a href="https://smartees.eu/smartees2-workshop-for-third-party-suppliers-and-applicants_15th-dec-2020/">https://smartees.eu/smartees2-workshop-for-third-party-suppliers-and-applicants_15th-dec-2020/</a>
Fed4SAE	Technical	Webinar	AI Computer Vision using Intel's Movidius™ VPU Platforms – the success stories from FED4SAE	AI Computer Vision using Intel's Movidius™ VPU Platforms – the success stories from FED4SAE	<a href="https://fed4sae.eu/news/webinars/">https://fed4sae.eu/news/webinars/</a>
Fed4SAE	Technical	Webinar	AI computer Vision using Intel's Movidius™ VPU platforms	This webinar is an introduction to the Movidius platform and the best design practice for the implementation of AI computer vision applications. 2 examples of applications are introduced by ISSD with a tunnel monitoring use case and UBOTICA with the analysis of fundus images to detect retinopathy.	<a href="https://fed4sae.eu/news/webinars/">https://fed4sae.eu/news/webinars/</a>
Fed4SAE	Business	Webinar	LPWAN applications using STM23	In this video, BLUMORPHO and ST Microelectronics are interviewing 2 start-ups, SAFECILITY and SENTINUM that used the STM32 in their products.	<a href="https://fed4sae.eu/news/webinars/">https://fed4sae.eu/news/webinars/</a>
Fed4SAE	Technical	Webinar	Intel Neural Compute Stick webinar	Insights into how Movidius™ VPUs are pioneering DNN accelerated vision processing. Introduction to hardware and software components of NCS. Walkthrough of online resources for NCS developers. Workflow of network profiling and application development using NCS. Advanced demo and sample code built using NC SDK's API framework.	<a href="https://fed4sae.eu/news/webinars/">https://fed4sae.eu/news/webinars/</a>



Fed4SAE	Technical	Free educational resources created by STM (books, MOOCs, online courses)	ST online training material on STM32s	Free educational resources on STM32 processor family created by STMicroelectronics' engineers. Learn at your own pace, watch classes on your own schedule, anytime, anywhere, on any device, or join one of our live learning sessions led by our experts, close to you (trainings, tutorials, books, videos and much more).	<a href="https://fed4sae.eu/news/webinars/">https://fed4sae.eu/news/webinars/</a>
diatomic	Technical	Webinar	From the Ground to the Cloud	From Ground to the Cloud is an IoT Platform for Industry Digitalization. In this webinar, the participants learnt more about the optimizing industrial process, monitoring control and real examples of that application, following the evolution of the industry. IoT devices and applications will spread into nearly all domains of our lives, from smart homes and connected vehicles to infrastructure and logistics as well as into healthcare. Further, the technology is one of the pillars of Industry 4.0, which strives for self-organizing smart factories that are capable of (mass-) producing highly customized products. Besides the integration of IoT devices into existing production lines and products, one of the major challenges is to identify valuable use cases and sustainable business models within the field of IoT. The exploration of concrete and tangible use cases demonstrates how companies can connect their products, manufacturing processes, and product development to obtain more customer-centric products and services.	<a href="https://diatomic.eu/index.php/from-ground-to-the-cloud-webinar/">https://diatomic.eu/index.php/from-ground-to-the-cloud-webinar/</a>
diatomic	Technical	Webinar	Internet of Bodies	Internet of Bodies (IoB) is not more than an extension of Internet of Things (IoT),	<a href="https://diatomic.eu/index.php/internet-of-bodies-webinar/">https://diatomic.eu/index.php/internet-of-bodies-webinar/</a>





				<p>connecting bodies with the internet. In this webinar, participants learnt more about this theme, as definition, generations and IoB examples. With the Internet of Bodies, connected devices from tech companies are now being implanted, ingested and affixed to the human body in ways never before imagined. And these connected devices are simultaneously generating tremendous amounts of data about our behaviors, our physiology, and even our DNA. Examples of Internet of Bodies innovations include smart contact lenses that are able to monitor glucose levels, artificial lenses used to correct vision, Bluetooth-equipped electronic pills, digital tattoos, and even Fitbit devices that monitor and analyze very intimate profiles of your health and physiological functions.</p>	
diatomic	Business	Webinar	From Innovation to Standardization	<p>The webinar covered the principles of standardization on how to boost innovation through the standards and how to use them in the DIATOMIC project. Successful products do more than simply solve a market problem. You can trust that they'll always be of a certain quality, be safe to use, and are readily available when you need them. What makes a product into a household name? The ability to scale while maintaining consistency. Standardization — misunderstood by many as a simple checkbox for regulators — is a way to ensure your product's consistency as you scale and grow into different markets. This can help</p>	<p><a href="https://diatomic.eu/index.php/from-innovation-to-standardization-webinar/">https://diatomic.eu/index.php/from-innovation-to-standardization-webinar/</a></p>



				accelerate market entry while clearly communicating what your customers can expect from you.	
diatomic	Business	Webinar	PR for Startups	The webinar gave an overview of PR in terms of inbound marketing used to reach the right audience with the right content at the right time and place, i.e. how to draw customers to one's products and services via content marketing, social media marketing, search engine optimization and branding.	<a href="https://diatomic.eu/index.php/pr-for-startups-webinar/">https://diatomic.eu/index.php/pr-for-startups-webinar/</a>
diatomic	Business	Webinar	Digital marketing – where to start?	The webinar gave an overview of digital marketing options for SMEs and startups for establishing a strong online presence. It covered how to identify and reach the right audience, how to get started with keywords, how to choose the right social media platform, how to create content, how set up a content mix and scale it, as well as some tips & tricks.	<a href="https://diatomic.eu/index.php/digital-marketing-where-to-start-webinar/">https://diatomic.eu/index.php/digital-marketing-where-to-start-webinar/</a>
diatomic	Business	Webinar	Public Funding for Startups	The webinar covered the SME Instrument and Fast Track to Innovation, including the descriptions of eligible applicants, the application process, evaluation criteria, amount of available funding and upcoming deadlines, as well as some general tips & advice.	<a href="https://diatomic.eu/index.php/public-funding-for-startups-webinar/">https://diatomic.eu/index.php/public-funding-for-startups-webinar/</a>
diatomic	Business	Webinar	How to find the right investors to fund your startup	The webinar gave an overview of the type of investors that entrepreneurs need and should look for, depending on the stage that their project is. Likewise, it contains the hints how to easily search/find the investors (companies, relevant personas) through desktop research and social media.	<a href="https://diatomic.eu/index.php/how-to-find-the-right-investors-to-fund-your-startup-webinar/">https://diatomic.eu/index.php/how-to-find-the-right-investors-to-fund-your-startup-webinar/</a>

diatomic	Business	Webinar	Customers' Needs	The webinar provided an insight on how to identify and better understand customer needs, in order to be able to develop properly tailored solutions. It covers the types of customer needs, how to perform customer needs analyses, as well as how to use the obtained results to provide marketable solutions.	<a href="https://diatomic.eu/index.php/customers-needs-webinar/">https://diatomic.eu/index.php/customers-needs-webinar/</a>
diatomic	Business	Webinar	Social media	The online workshop covered the ins and outs of social media channels and provided insights on reaching and engaging customers on the social network platforms that they use most in their free time.	<a href="https://diatomic.eu/index.php/social-media-webinar/">https://diatomic.eu/index.php/social-media-webinar/</a>
diatomic	Business	Webinar	Legal DOs and DON'Ts of conducting business in the EU	The webinar offered a better understanding of the range of legal issues that a growing startup may encounter, in order to avoid the common pitfalls of developing and scaling a new business, as well as to gain a better position for long-term success.	<a href="https://diatomic.eu/index.php/legal-dos-and-donts-of-conducting-business-in-the-eu/">https://diatomic.eu/index.php/legal-dos-and-donts-of-conducting-business-in-the-eu/</a>
diatomic	Business	Webinar	Pitching Skills-How to pitch to investors	The webinar gave tips and advice on how to prepare and present a business pitch to potential investors in order to secure funding for a project. It covers different approaches ranging from an elevator pitch to a longer business pitch, including market analysis, business model and strategy, an overview of the competition, risks, and financial projections.	<a href="https://diatomic.eu/index.php/how-to-pitch-to-investors/">https://diatomic.eu/index.php/how-to-pitch-to-investors/</a>
Digit-T	Technical and Business	Online Training Course and e-Book	Digital Manufacturing Training	Online training programme aimed at helping users understand what Digital Manufacturing is, the associated terminology, the expected benefits, and how an organisation can start adopting it.	<a href="https://training.digit-t.eu/">https://training.digit-t.eu/</a>



				The training materials, which are available in English, Spanish and Italian, are split into 2 parts: Online Training Course; e-Book	
Fit4FoF	Technical	Training catalogue	Digital Upskilling Initiatives Catalogue	The Digital Upskilling Initiatives Catalogue aims to improve the skills of the workers of the Factory of the Future through collecting this initiatives from people around the world. The catalogue includes initiatives such as forums, grants and scholarships, policies and regulations, projects or training activities (courses, programs or training plans) that can be focused on different sectors: automotive, naval, technological, chemical, medical-technological, etc.	<a href="https://www.fit4fof.eu/catalogue">https://www.fit4fof.eu/catalogue</a>
I4MS	Technical	Training catalogue	I4MS training catalogue	In-demand and sought-after skills and access to training opportunities and materials.	<a href="https://trainings.i4ms.eu/Trainings">https://trainings.i4ms.eu/Trainings</a>
EIT Digital	Technical and Business	Training catalogue	EIT Digital Academy	Access high-quality professional courses developed by Europe's top digital innovation actors and translate your educational experience into actions for the advancement of your career and success of your company.	<a href="https://www.eitdigital.eu/eit-digital-academy/">https://www.eitdigital.eu/eit-digital-academy/</a>
<b>TRAINING MATERIALS</b>					
<b>SOURCE</b>	<b>DOMAIN</b>	<b>TYPE</b>	<b>TITLE</b>	<b>CONTENT</b>	<b>LINK</b>
DigiFed	Technical and Business	Presentation	DigiFed Presentation	DigiFed Presentation	<a href="https://digifed.org/2020/12/04/digifed-bootcamp-series-2-download/">https://digifed.org/2020/12/04/digifed-bootcamp-series-2-download/</a>

DigiFed	Business	Online bootcamp - presentation	DigiFed Online bootcamp	How to prepare your pitch - guidelines	<a href="https://digifed.org/wp-content/uploads/2020/04/How-to-prepare-your-pitch-for-Digifed-application-slides.pdf">https://digifed.org/wp-content/uploads/2020/04/How-to-prepare-your-pitch-for-Digifed-application-slides.pdf</a>
DigiFed	Technical	Online bootcamp - presentation	DigiFed Online bootcamp	IOT	<a href="https://digifed.org/wp-content/uploads/2020/05/DigiFed-IoT-Bootcamp.pdf">https://digifed.org/wp-content/uploads/2020/05/DigiFed-IoT-Bootcamp.pdf</a>
DigiFed	Technical	Online bootcamp - presentation	DigiFed Online bootcamp	AI Software	<a href="https://digifed.org/wp-content/uploads/2020/05/DigiFed-AI-Software-Bootcamp.pdf">https://digifed.org/wp-content/uploads/2020/05/DigiFed-AI-Software-Bootcamp.pdf</a>
DigiFed	Technical	Online bootcamp - presentation	DigiFed Online bootcamp	Lighting, Reliability & Autonomous Vehicle	<a href="https://digifed.org/wp-content/uploads/2020/05/DigiFed-Lighting-Reliability-and-Autonomous-Vehicle-Bootcamp.pdf">https://digifed.org/wp-content/uploads/2020/05/DigiFed-Lighting-Reliability-and-Autonomous-Vehicle-Bootcamp.pdf</a>
DigiFed	Technical	Online bootcamp - presentation	DigiFed Online bootcamp	Cybersecurity	<a href="https://digifed.org/wp-content/uploads/2020/05/DigiFed-Cybersecurity-Bootcamp.pdf">https://digifed.org/wp-content/uploads/2020/05/DigiFed-Cybersecurity-Bootcamp.pdf</a>
DigiFed	Technical	Online bootcamp Series 2	DigiFed Bootcamp OC2 Cybersecurity	DigiFed Bootcamp OC2 Cybersecurity	<a href="https://digifed.org/2020/12/04/digifed-bootcamp-series-2-download/">https://digifed.org/2020/12/04/digifed-bootcamp-series-2-download/</a> <a href="https://digifed.org/wp-content/uploads/2020/12/DigiFed-Bootcamp-OC2-cybersecurity.pdf">https://digifed.org/wp-content/uploads/2020/12/DigiFed-Bootcamp-OC2-cybersecurity.pdf</a>
DigiFed	Technical	Online bootcamp Series 2	DigiFed Bootcamp OC2 IoT-AI	DigiFed Bootcamp OC2 IoT-AI	<a href="https://digifed.org/2020/12/04/digifed-bootcamp-series-2-download/">https://digifed.org/2020/12/04/digifed-bootcamp-series-2-download/</a> <a href="https://digifed.org/wp-content/uploads/2020/12/DigiFed-Bootcamp-OC2-IoT-AI.pdf">https://digifed.org/wp-content/uploads/2020/12/DigiFed-Bootcamp-OC2-IoT-AI.pdf</a>

DigiFed	Technical	Online bootcamp Series 2	DigiFed Bootcamp OC2 Lighting Reliability Testing and Autonomous Vehicles	DigiFed Bootcamp OC2 Lighting Reliability Testing and Autonomous Vehicles	<a href="https://digifed.org/2020/12/04/digifed-bootcamp-series-2-download/">https://digifed.org/2020/12/04/digifed-bootcamp-series-2-download/</a>  <a href="https://digifed.org/wp-content/uploads/2020/12/DigiFed-Bootcamp-OC2-Lighting-Reliability-Testing-and-Autonomous-Vehicles.pdf">https://digifed.org/wp-content/uploads/2020/12/DigiFed-Bootcamp-OC2-Lighting-Reliability-Testing-and-Autonomous-Vehicles.pdf</a>
DigiFed	Technical	Online bootcamp Series 2	DigiFed Bootcamp OC2 ST dedicated session	DigiFed Bootcamp OC2 ST dedicated session	<a href="https://digifed.org/wp-content/uploads/2020/12/DigiFed-Bootcamp-OC2-ST-dedicated-session.pdf">https://digifed.org/wp-content/uploads/2020/12/DigiFed-Bootcamp-OC2-ST-dedicated-session.pdf</a>
SmartEEs2	Technical	Webinar	Can flexible and wearable technologies innovate your products and services? How to get technical, business and financial support for testing it?	At the workshop, participants were informed about the SmartEEs2 project and its objectives and how to submit a proposal in the Call for Application Experiments. The webinar also included two examples of companies that were supported through the first SmartEEs project.	Introduction to SmartEEs2: <a href="https://smartees.eu/wp-content/uploads/2020/12/Frycek_SmartEEs2_AMIRES_webinar.pdf">https://smartees.eu/wp-content/uploads/2020/12/Frycek_SmartEEs2_AMIRES_webinar.pdf</a> Company testimonial 1 – ESYST <a href="https://smartees.eu/wp-content/uploads/2020/12/ESYST_Olight-12.2020-full.pdf">https://smartees.eu/wp-content/uploads/2020/12/ESYST_Olight-12.2020-full.pdf</a> Company testimonial 2 – IDEA <a href="https://smasmart.eu/wp-content/upluplo/2020/12/IDEA_WWebina-4th-SmartEES.ppd">https://smasmart.eu/wp-content/upluplo/2020/12/IDEA_WWebina-4th-SmartEES.ppd</a>
Fed4SAE	Technical	Video	Thales Time4Sys Platform	Thales Time4Sys Platform	<a href="https://fed4sae.eu/news/webinar">https://fed4sae.eu/news/webinar</a>
Fed4SAE	Technical	Video	Introduction to the STM32 Open Development Environment	STM32 Open Development Environment	<a href="https://fed4sae.eu/news/webinars/">https://fed4sae.eu/news/webinars/</a>

**Table 1 SME targeted trainings and training materials**