Service offering and collaboration among EDIHs: experience from DIGIHALL

Lessons learned from DIH projects

H2020 Innovation Action - This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement N

DIGIHALL KEY INFORMATION

DIGIHALL is located in the Paris region (Île-de-France), at the heart of the Paris-Saclay innovation ecosystem. The hub partners are representing academia, research institutions and industry clusters working on technological transfer for industry.

DIGIHALL will be the one-stop-shop dedicated to digital transformation of SMEs, Midcaps and startups in Paris region and thanks to the established a strong European network to spread its throughout Europe and beyond.

DIGIHALL will deliver Practical and Efficient artificial intelligence (AI) for manufacturing, health and mobility, relying on Cybersecurity and HPC expertise.

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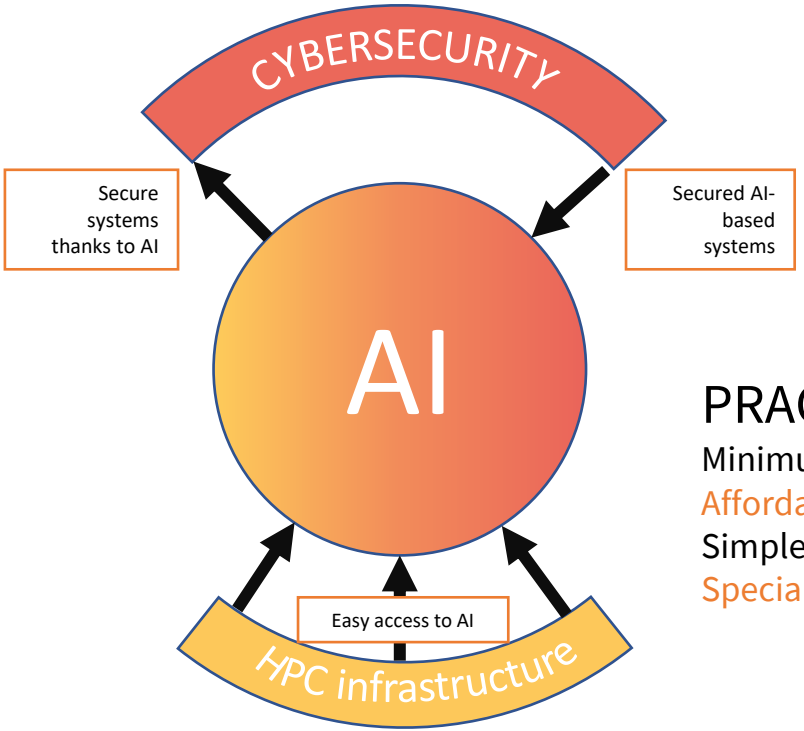
DIGIHALL VALUE PROPOSAL FOR SMEs AND MIDCAPs



Frugality for sustainability
Safety, Security, explainability, certification for trust
Acceptability, privacy for AI ethics

RESPONSIBLE AI

PRACTICAL ADOPTION

Minimum training for rapid implementation
Affordable shared data space
Simple offers with clear ROI
Specialized for dedicated business fields

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DIGIHALL IN BRIEF

5 key regional industry clusters

Agrofood

Deep Technologies

Health

Aerospace

Mobility

3 application domains

Mobility

Health
& Wellness

Manufacturing
& Food production

A common goal

Digital transformation of SMEs and Midcaps' processes and products

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DIGIHALL SERVICE OFFER

Skills & Training

FREE **#1** — **Individually tailored training path**
Contents: 2-hours meeting with vocational training experts to design the appropriate training program

FREE **#2** — **Workshop on digital technologies**
Contents: Thematic workshops organized by Digihall and addressing a group of participants

€ **#3** — **Further training in digital skills**
Contents: Provision of further training to strengthen the digital skills of beneficiaries

€ **#4** — **Recruitment of digital skills**
Contents: Assisting companies in integration of digital skills (recruitment of talents)

Innovation ecosystem & networking

FREE **#1** — **My ecosystem**
Contents: Identification of ecosystems, access to relevant networks to initiate digital transformation

FREE **#2** — **My partners**
Contents: Identification of innovation partners, technology providers to meet digital transformation needs

FREE **#3** — **My innovation projects**
Contents: Provision of further training to strengthen the digital skills of beneficiaries

Digital Diagnosis

€
Contents:

Test before invest

FREE **#1** — **Technology panorama**
Contents: 1/2 day expertise to help identify technological options in response to a digital transformation need

€ **#2** — **Proof of concept**
Contents: Technical assistance for development of a proof of concept prior to investing in technology deployment

€ **#3** — **Access to technologies**
Contents: Specific access to research equipment and/or infrastructure to carry out a project (technical assistance)

€ **#4** — **Adoption of technologies**
Contents: Access to state of the art off-the-shelf technological bricks

€ **#5** — **Product development**
Contents: Integration of digital technologies for the development of a new product or service.

Support to find investments

FREE **#1** — **Funding panorama**
Contents: Identification of funding programs adapted to digital transformation needs.

FREE **#2** — **Funding partners**
Contents: Putting companies in touch with active financial partners (VCs, funds, etc.) (private funding)

€ **#3** — **Support for funding applications**
Contents: Assistance in putting together an application for public and/or private funding.

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Collaboration between EDIHs in Paris region and EEN

3 EDIHs candidates

- DIGIHALL – Manufacturing
- Sumity – sustainable and human city
- Cyber Campus

EEN

In France the EEN represents the Commerce chambers, innovation agencies and BPI France.

INDUSTRIAL NEEDS

> “AI has the potential to increase labor productivity by 20% in France by 2035 ”

Key regional industry clusters	Key figures in Paris Region
Agrofood	105 000 jobs 696 companies
Deep Technologies	500,000 jobs 28,000 companies
Health	87,000 jobs 1,414 companies
Aerospace	105,000 jobs 2,000 companies
Mobility	480,000 jobs 2,864 companies

We are offering

Optimization of the existing process leading to reduce costs

Automation of the processes being operational 24/7 without training nor interruption

Decision and planning : for recommendations and forecasts based on AI

Satisfaction : quantify and increase experience of customers and employees

Anomaly avoidance allowing to reduce errors and to lower operational risk levels by limiting human intervention

Prototyping for speeding up development stages

DIGIHALL consulting work involving various members, STATISTA

Collaboration between EDIHs in France

17 EDIHs candidates

- All candidates are discussing before call opening
- Exchange best practices and benchmark
- Different collaboration models

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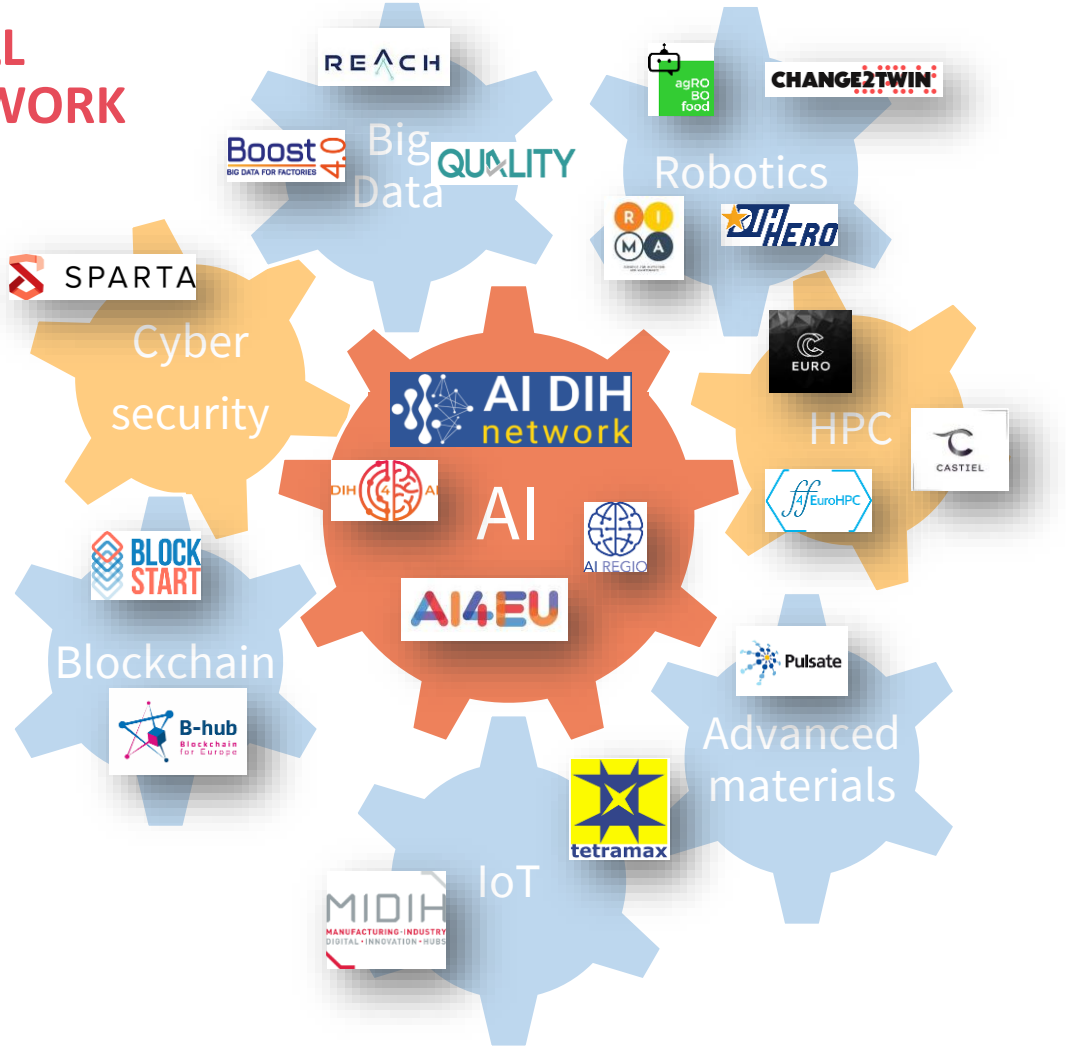
DIGIHALL EU NETWORK



I4MS

STARTUP EUROPE

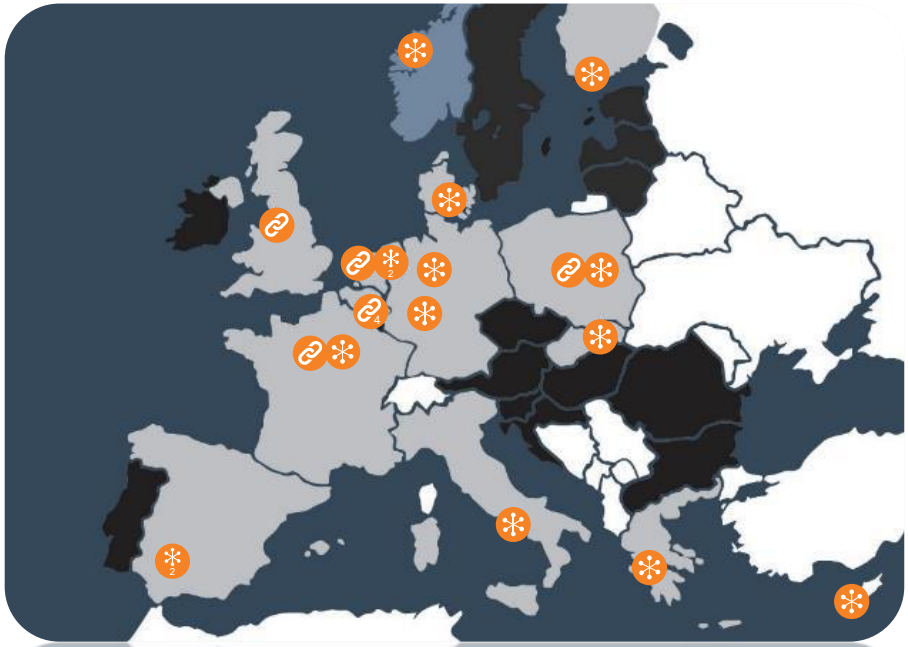
HORIZON 2020

DIGIHALL

DIH AI

RIMA – Robotics for Inspection and Maintenance of Infrastructures

Network of 13 Digital Innovation Hubs



HUBS ENERGY WATER OIL & GAS NUCLEAR TRANSPORT

Current DIH (13)

- CEA (FR)
- CATEC (SP)
- CREATE (IT)
- CUT (CY)
- DFKI (DE)
- DLR (DE),
- DTI (DK)
- LMS Patras (GR)
- PIAP (PL)
- SINTEF (NO)
- TUKE (SK)
- TNO (NL)
- VTT (FI)
- U Seville (ES)
- U Twente (NL)

Facilator and networking

- FundingBox (PL)
- SprintRobotics (NL)
- U YORK (UK)
- FORATOM (BE)
- FERHL (BE)
- EFNDT (BE)
- WSSTP (BE)
- SYSTEMATIC (FR)

Services

- Advising: finances, technologies,
- PoC
- Support to tech transfer
- Support for testing
- Access to certification bodies
- Access to Incubators
- Access to actors of value chain
- Training, coaching,
- Path to market, market deployment
- Communication, dissemination

Analysis of each service

- Perimeter, activities,
- Value proposition,
- Format,
- Financial charge for customer,
- Profile of contacts,
- Involvement,

Customer considerations

- Unanimous agreement on activities covered in each service by the 13 DIHs (16 organizations)
- DIHs may not offer all the same set of services

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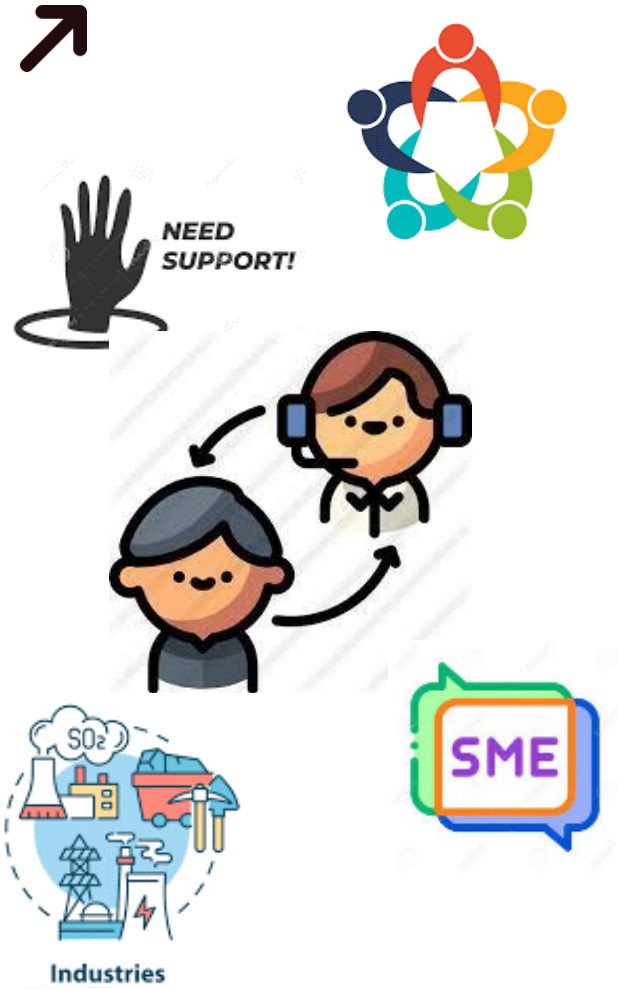
Network of organizations dedicated to I&M robotics

- Network is operational ⇨ Community tool
- Share practices, mutualize efforts
- Provide market information and connections
- Clear value proposition
- Favour innovation in robotics in Europe
- Fully part to DEI initiative



Structuration of activities in the form of services

- A bottom up approach, driven by end user needs; Take market into consideration
- Complementary to Top Down Approach: research

Lessons learnt

- RIMA network: an instrument to favour innovation
- Demonstrated from network activities
- Consensual interest from industries on the services offered by the DIH network

1.ii Motivating the subject:

1-min video