Digital Innovation Hubs 2nd Working Group Meeting
21 February 2018

DIGITECH SI-EAST
Digital Innovation Hub
Eastern Cohesion Region of Slovenia

Project Office Services
Consulting SMEs on Funding Opportunities

Prepared by
Tone Sagadin, M.Sc.
TCS – Toolmakers Cluster of Slovenia
DIGITECH SI-EAST
Conceptual Framework

DIGITECH SI-EAST Coordination & Governance

Competence Center ROBOFLEX
Flexible Cognitive Robot Technologies and Systems for Manufacturing SMEs

Competence Center AALaser
Advanced Laser Additive Manufacturing Technologies and Applications

New CCs and/or ICPs Partnering Initiatives

Portfolio of Regional & International Open Innovation Communities, and their Partnering Applied Research and Innovation Projects

Lens Living Lab
- INTESO Group
  Global Virtual Living Laboratory

Institute C-TCS
Industrial Cluster of Manufacturing & Service Organizations

Hybrid ICT Technologies, Virtual Open Innovation Ecosystem Systems & Services

Legend:
CCs – Competence Centers
ICPs – Innovation Collaboration Platforms

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## Combination of Funding Sources
### Synergies & Complementaries

<table>
<thead>
<tr>
<th>European Funds</th>
<th>Interregional Funds</th>
<th>National Funds (Slovenia)</th>
</tr>
</thead>
<tbody>
<tr>
<td>HORIZON 2020</td>
<td>Interreg Europe</td>
<td>REPUBLIKA SLOVENIJA MINISTRSTVO ZA IZOBRAŽEVANJE, ZNANOST IN ŠPORT</td>
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<tr>
<td>I4MS</td>
<td>Interreg CENTRAL EUROPE</td>
<td>REPUBLIKA SLOVENIJA MINISTRSTVO ZA GOSPODARSKI RAZVOJ IN TEHNOLOGIJO</td>
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<td>SME Instrument</td>
<td>Interreg Danube Transnational Programme</td>
<td>SPIRIT SLOVENIJA</td>
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<td>EUREKA 21</td>
<td>Interreg Mediterranean</td>
<td>I FEEL SLOVENIJA</td>
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<td>eurostars™</td>
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<td>SLOVENSKI PODJETNIŠKI SKLAD</td>
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<tr>
<td>InnovFin</td>
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<td>SID Banka</td>
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# Strategic approach to SMEs

<table>
<thead>
<tr>
<th>SME Strategy</th>
<th>EU Funding</th>
<th>Interregional Funding</th>
<th>National Funding (SI)</th>
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<tbody>
<tr>
<td><strong>SME Strategy</strong></td>
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<tr>
<td>Programme A</td>
<td>H2020</td>
<td>EUREKA/EUROSTARS</td>
<td>COSME/InnovFin</td>
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<tr>
<td>-RR Project A1</td>
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<td>-RR Project A2</td>
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<td>-INV Project A3</td>
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<tr>
<td>Programme B</td>
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<tr>
<td>-RR Project B1</td>
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<tr>
<td>-RR Project B2</td>
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<tr>
<td>-INV Project B3</td>
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<td>Programme C</td>
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<tr>
<td>-RR project C1</td>
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<td>-RR Project C2</td>
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<tr>
<td>-INV Project C3</td>
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Success story – EUROSTARS – SeSCo Project

- **Programme**: EUROSTARS 2017
- **Project**: SeSCo – Semantic Service Cockpit for a predictive maintenance of metal shaping and machining production
- **Project partners**: KLS Ltd., Slovenia; Pumacy AG, Germany
- **Project office services**:
  - Following EU policies, programmes and calls
  - Search for appropriate programmes and calls – funding opportunities
  - Participation at EFFRA FOF Conference
  - Search for appropriate partners
  - Establishing link with selected partner
  - Adaptation of KLS project idea to the demands of the call
  - Consulting regarding coordination with German project partner
  - Consulting - Preparation of the proposal to EUROSTARS call on the EU level
  - Consulting - Preparation of the proposal to EUROSTARS call on the Slovenian level
  - Support to KLS in the implementation of the project
### Existing Business Model of TCS/DIGITECH SI-East

<table>
<thead>
<tr>
<th>ACTIVITIES</th>
<th>FUNDING SOURCES</th>
</tr>
</thead>
</table>
| • Information sharing  
• Awareness raising  
• Workshops on Funding Programmes and Calls  
• Networking | PRIVATE  
• Membership fees |
| • Collaborative R&D projects - TCS as Project Partner in Project Consortia | EUROPEAN  
• H2020-FOF-I4MS |
| • Project Office Services - Involvement of TCS members in Project Consortia - Collaborative R&D Projects; Contracts with SMEs-Success based payment as agreed % of gained funds | EUROPEAN  
• H2020-FOF  
• H2020-SPIRE |
## Vision - Future Business Model of DIGITECH SI-East

<table>
<thead>
<tr>
<th>ACTIVITIES</th>
<th>FUNDING SOURCES</th>
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</thead>
</table>
| • Information sharing  
• Workshops on funding programmes and calls  
• Networking and lobbying  
• Basic consulting - technical and business issues | PRIVATE  
• Membership fees |
| • Development and operational standards of innovation ecosystem  
• Awareness raising  
• Basic digital ecosystem services  
• Networking of industrial research and innovation communities  
• Brokerage/Matchmaking events  
• Knowledge and experience exchange events  
• Qualification and certification of experts | EUROPEAN INTERREGIONAL NATIONAL (SI) |
| • Project Office Services - Involvement of TCS members and partners in Project Consortia - Collaborative R&D Projects; Contracts with SMEs- Succes based payment as agreed % of gained funds | NATIONAL (SI)  
• MIZŠ  
• MGRT  
• SPIRIT |
| • Project Office Services - Involvement of TCS members and partners in Project Consortia - Collaborative R&D Projects; Contracts with SMEs- Succes based payment as agreed % of gained funds | EUROPEAN  
• H2020-FOF, SPIRE  
• EUREKA/EUROSTARS |
| • Technical Services - Testing, Experimentation, Validation, Technology transfer  
• Business Services - Consulting - Strategic management, Project Management, Business models, Business plans, Access to funding  
• Training, Mentoring and Coaching - Specialized workshops on technical, management and business issues | PRIVATE  
• Payments for services  
• Workshop fees |
Contacts & Address

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