



**Digitization challenges** the manufacturing SMEs face and how to motivate them towards embracing digital transformation  
**Example of Cloudfactoring DIHs**

Brussels, 22nd Jan 2018.

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# CloudiFacturing - Mission

The mission of **CloudiFacturing** is to optimize

- production processes and
- productibility

using

- Cloud/HPC-based modelling and
- simulation

leveraging

- online factory data and
- advanced data analytics

thus contributing to the

- competitiveness and
- resource efficiency

of manufacturing SMEs, ultimately fostering the vision of

- Factories 4.0 and
- the circular economy.

# CloudiFacturing in action

Cross-border application experiments involving manufacturing SMEs and mid-caps

Digital  
Innovation  
Hubs

Digital  
Marketplace

Business  
modelling and  
creation

Advanced  
business  
support

Advanced  
security  
solutions

Data and visual  
analytics

Real-time  
support

Manufacturing  
engineering

Advanced  
technology  
support

cloudSME

CloudFlow

Integrated Cloud/HPC platform

# innomine



We are **transatlantic innovation advisors**.  
From **Silicon Valley** to **Europe** - we got you covered.



Track record of over a decade to work with digital innovation projects (focusing on structural funds: **50+** innovation and industrial **innovation projects**); **extensive partner network** especially in **CEE region** (e.g. ICT Associations & Clusters, Chambers)

**CloudiFacturing**  
The next dimension of cloudification



Based in Hungary and Silicon Valley, working in Brussels and many EU countries, **main clients: multinationals, industrial players, startup / scale-ups, research centres, NGOs, etc.**



## Specific related topics / domains:

- Industrial Automation – Industry 4.0
- Focus on discrete manufacturing, automotive sector
- Partnerships with major players

# A Digital Innovation Hub



Has strong network



Is rooted in / linked to national 'digitization of industry' initiatives



Fosters, drives and coordinates Industry 4.0 Application Experiments



Maintains, expands and creates regional ecosystem on ICT Innovation for Manufacturing SMEs (I4MS) related activities, including networking, matchmaking, brokerage and dissemination activities



Offers innovation services to activate, support and stimulate the valorisation of I4MS technologies (e.g. awareness creation, dissemination of information, network development) by SMEs

# Lessons learned

Manufacturing SMEs are really heterogeneous – not a solution for all

- They think in a different way, use different wording (as policy makers and other stakeholders)

No need for „wise advise“ or silver bullet

- Ditigization means different thing in each cases

Education, training, sensitization isn't enough

# Main challenge – not financial!!!

Digital transformation requires intensive cooperation from:

1. Manufacturing

2.  
IT

3. Digital  
transformation  
expertise (DIH)

SMEs usually have only 1. in house, in many cases even that only partially...

# What really works

## JOINT EXPERIMENTS (JOINT PILOT PROJECTS)

- Players: manufacturing SMEs, digital transformation expertise (DIH), IT development and cloud resources (in some cases specific hardware or other – like research – infrastructure might also be needed)

### Co-creation!!!

DIH has the expertise to go to the SME, assess situation and set up a biz case for digital transformation (which means very different projects each cases); IT company can implement



# Contact

## Thank you for your attention!



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