

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

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CloudiFacturing - Mission

The mission of **Cloudi** *Facturing* is to optimize

- production processes and
- productibility

using

- Cloud/HPC-based modelling and
- simulation

leveraging

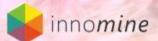
- online factory data and
- advanced data analytics

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

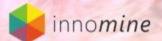
Real-time support

Manufacturing engineering

Advanced technology support

cloudSME CloudFlow

Integrated Cloud/HPC platform



inno*mine*

Innovation consultancy

Digital transformation Industry 4.0 consultancy

Innovation funding

Corporate innovation management

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: industrial innovation 50+ innovation and projects); extensive partner network especially in CEE region (e.g. ICT Associations & Clusters, CloudiFacturing RSUS Chambers)

The next dimension of cloudification

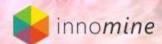
Based in Hungary and Silicon Valley, working in Brussels and many EU countries, main clients: multinationals, industrial players, startup / scale-ups, DIGITALEUROPE research centres, NGOs, etc.





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 Manfucturing 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 enought



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...

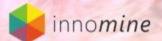
What really works

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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