

## **CROSS FERTILISATION THROUGH ALIGNMENT, SYNCHRONISATION AND EXCHANGES FOR IoT**

### **H2020 – CREATE-IoT Project**

## **Deliverable 03.09**

### **Workshop on SME involvement with the LSPs**

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Dissemination level		
PU	Public	<b>X</b>
PP	Restricted to other programme participants (including the Commission Services)	
RE	Restricted to a group specified by the consortium (including the Commission Services)	
CO	Confidential, only for members of the consortium (including the Commission Services)	

Summary				
No and name	D03.09 Report on SME Involvement Workshops			
Status	Released	Due	m26	Date 28-02-2019
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DoW	Pitch presentations and a document that illustrates findings resulting from the SMEs involvement with the LSPs. The activities included analysis of barriers to adoption, development of indicators to track user acceptance across the LSPs, and identification of specific barriers that SMEs and start-ups needs to overcome, including revenue and cash flow considerations. The SME involvement workshops focus on the LSPs requirements and support the open Calls and were aligned with the activities in AG04. The actual deliverable is the SME events and its results.			
Comments				
Document history				
Rev.	Date	Author	Description	
0.00	27-02-2019	BLU	Initial version.	
0.01	01-03-2019	BLU	Structure and event information	
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# 1. INTRODUCTION

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## 1.1 Context of SME involvement in the Large-Scale Pilots

Small and medium enterprises (SMEs) are involved in the Large-Scale Pilots in two forms; as consortium partners and as external actors. The external engagement of SMEs varies across the Large-Scale Pilots. Within IoF2020 and SYNCHRONICITY this has been largely through the single round of Open Calls carried out in the previous year, ACTIVAGE is currently shaping their second call which will involve a stronger consortium-based approach with SMEs bringing in municipal authorities. MONICA is employing a series of hackathons and challenges to engage not just with SMEs but also with individual developers. Finally, AUTOPILOT is limited in their ability to engage with external SMEs, this is due to the sensitive nature of their technologies and legal limitations.

As the IoT European Large-Scale Pilots activities are maturing, and the focus moves from ensuring smooth implementation and the question of sustainability and impact, the role of SMEs and their engagement is coming to the fore.

## 1.2 IoT Next Club

Within the Activity Group (AG) structure, AG04 has provided a space for the discussion and coordination amongst the LSPs for the engagement of external LSPs. Now that the Open Calls have passed, the shift of the focus has progressed onto SME engagement with CREATE-IoT providing the coordination of the group, with the support and encouragement of the other LSPs and the representatives from U4IoT.

Within the scope of this Activity Group has emerged the concept of a cross-LSP SME network or club. First proposed by SYNCHRONICITY as part of their activities, it was identified that the opportunities provided and the effect on the SMEs and the LSPs could be amplified through a cross-collaborative network at a European level. The concept, functions and current status of the named IoT Next Club is an evolutionary and collaborative exercise resulting from the AG04 participants.

In its current stage, the club exists to provide European SMEs with access to the activities and outputs of the LSPs, identify areas for cross-collaboration, peer solving and access to finance. It is open to all SMEs in the IoT across Europe and will provide a close and curate ecosystem of SMEs around the LSPs, not just those who have participated in Open Calls. The club is making use of Slack as the community management tool and currently has 88 members, expected to grow over the coming months; active LSPs has been presenting the club to their SMEs and at their events.

## 1.3 SME involvement workshops

For the purpose of this deliverable, we will report on the two workshops. The first was an invited session as part of the SYNCHRONICITY Bootcamp which took place for entering SMEs and cities through the open calls process. It took place on the 6<sup>th</sup> February 2019 at the Future Cities Catapult in London and was a closed event. The second event was held on the 27<sup>th</sup> February 2019 as part of the sustainability and public policy workshop series, Creating the Next Generation IoT Experience in Lisbon on the 26<sup>th</sup>-27<sup>th</sup> February. The workshop was a mix of panel discussions and workshop activities targeted at engaging the local SME, start-up and developer ecosystem with the relevant aspects of the LSPs, with representatives from SYNCHRONICITY, ACTIVAGE, IoF2020 and the European Commission presenting.

## 1.4 Contributions of partners

**BLU:** is the deliverable responsible. Workshop organization, concept and design. Speaker selection, invitation and briefing. Workshop moderation. Reporting.

**IDATE:** Workshop organization support.

**ARTS:** Workshop organization support.

## 2. SYNCHRONICITY BOOTCAMP, LONDON, 6<sup>TH</sup> FEBRUARY 2019

### 2.1 Overview

The SYNCHRONICITY Bootcamp was an opportunity to test the response and relevance of the IoT Next Club, engage directly with the open call SMEs and ensure that any activities related to this area are wanted, tailored and value-driven.

The workshop was held on the afternoon of the 6<sup>th</sup> of February 2019 and was included on the main agenda of the programme while the new cities were engaged with the OASC networks. The workshop was conceived and delivered by CREATE-IoT partner BLU and was developed in close cooperation with the LSP.

The brief agenda (full agenda is included in the Annexes of this deliverable) included:

- Introduction to the IoT Next Club
- Q&A
- Co-creating the value activities
- Validation your solutions – how to benchmark your solution and company

### 2.2 Objectives

1. Engage with the SMEs directly related to the SYNCHRONICITY project
2. Ascertain the value of an SME club
3. Co-create activities and future

### 2.3 Participants

Table 1: Type of participants

Type	Number
<b>Total</b>	<b>30</b>
<b>SMEs</b>	24
LSP partners	4
Other stakeholders	2

### 2.4 Outcomes

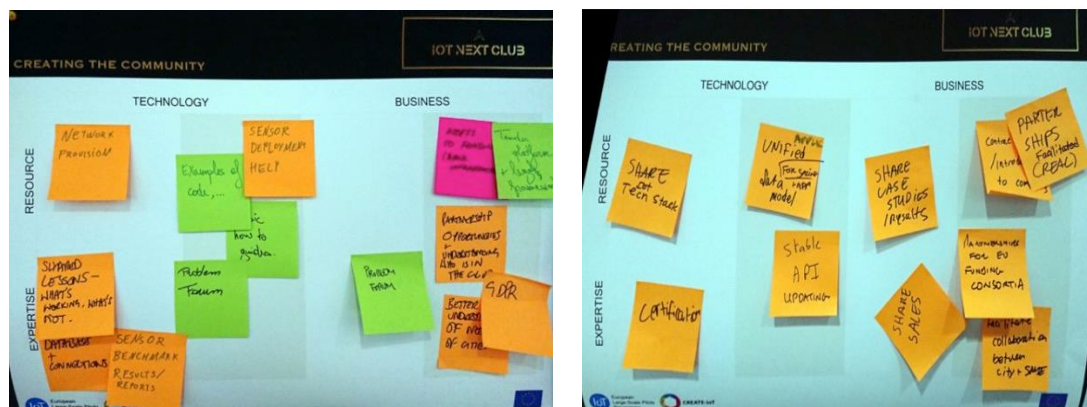


Figure 1: Outcomes from SYNCHRONICITY bootcamp

### 3. EUROPEAN IOT LARGE SCALE PILOTS WORKSHOP SERIES, LISBON, 27<sup>TH</sup> FEBRUARY 2019

#### 3.1 Overview

CREATE-IoT organised a series of workshops around the themes of sustainability, impact on public policy and SME involvement in the European IoT Large-Scale Pilot programme, as well as a session on the relevance of Art and technology.

The SME sessions were provided as a public engagement event for the Lisbon ecosystem that addressed the previous open calls, the upcoming ACTIVAGE, opportunities to engage with the LSPs and key outputs, the specific challenges of developing IoT solutions within SMEs finishing with a keynote panel on SME/Corporate collaboration with start-up Tended, Bosch and Sonae. The session was supported by the CSA U4IoT who presented the tools available from their activities and chaired the panel on the open calls.

The brief agenda (full agenda is included in the Annexes of this deliverable) included:

- Introduction to the LSPs
- SMEs in the Large-Scale Pilots with ACTIVAGE, SYNCHRONICITY and the European Commission
- The Internet of SMEs
- IoT Next Club workshop
- Tools for SMEs
- Start-up/Corporate Collaboration

#### 3.2 Participant Sign-ups

Table 2: Type of participant sign-ups

Type	Number
<b>Total</b>	<b>78</b>
<b>SMEs</b>	26
Start-ups	6
Researchers	6
Public Organisations	5
Corporate	12
Investor/Incubator/Accelerator	3
Other	20

#### 3.3 Attendees

Table 3: Type of attendees

Type	Number
<b>Total</b>	<b>40</b>
<b>SMEs</b>	17
Start-ups	4

Researchers	3
Public Organisations	5
Corporate	3
Investor/Incubator/Accelerator	1
Other	7

### 3.4 Outcomes

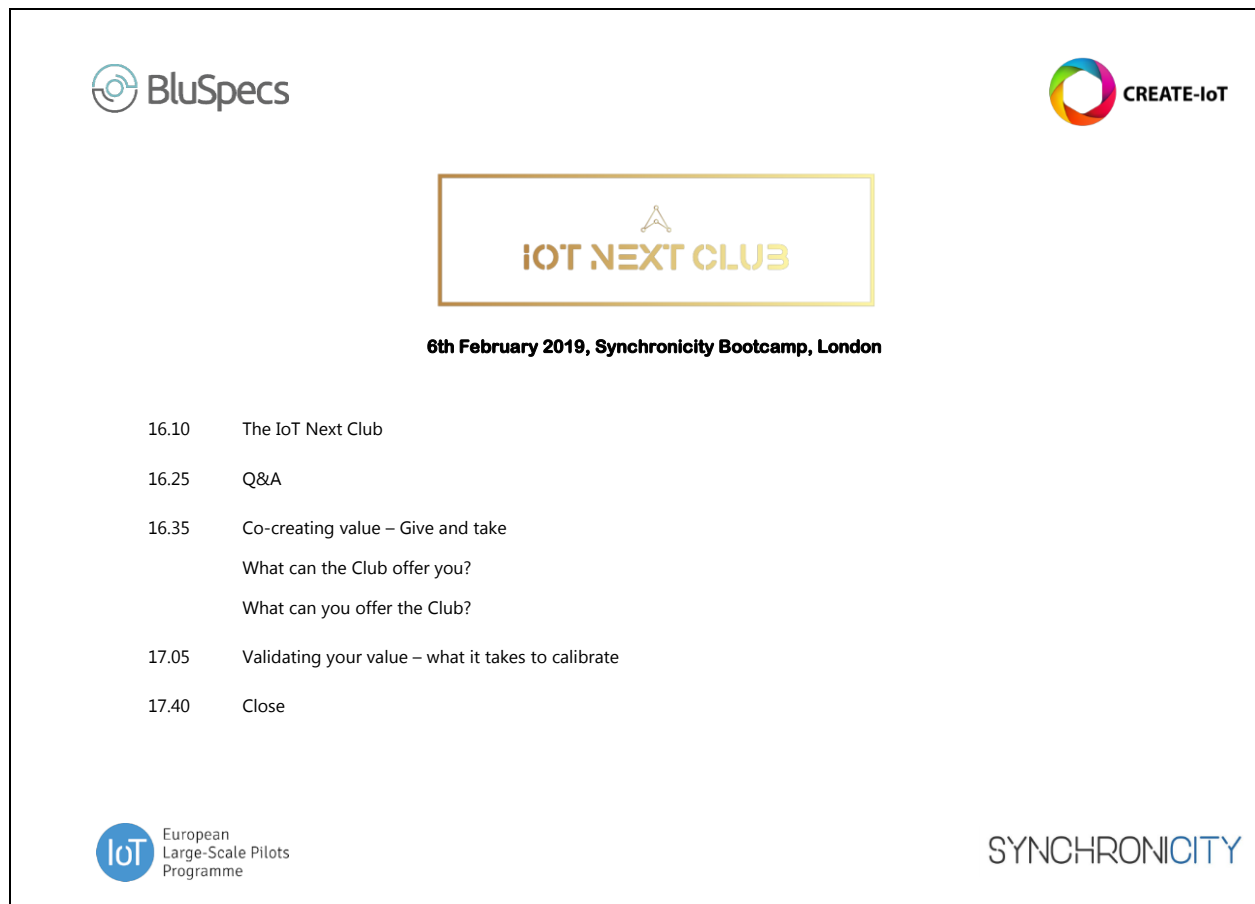


Figure 2: Outcomes from IoT LSP workshop



## 4. ANNEX 1 – AGENDAS

### 4.1 SYNCHRONICITY BOOTCAMP



**6th February 2019, Synchronicity Bootcamp, London**

16.10	The IoT Next Club
16.25	Q&A
16.35	Co-creating value – Give and take
	What can the Club offer you?
	What can you offer the Club?
17.05	Validating your value – what it takes to calibrate
17.40	Close

Figure 3: Agenda 6<sup>th</sup> February 2019

## 4.2 LISBON WORKSHOP

European  
Large-Scale Pilots  
Programme

Workshops Series

**European IoT Ecosystems - SMEs and Local Innovation Hubs  
Involvement Session**

**27<sup>th</sup> February 2019, Costa Azul, TRYP Hotel Caparica,  
Avenida General Humberto Delgado, 47 2829-506 Costa da Caparica - Lisboa,  
Portugal**

14:00	<p><b>Introduction to the European IoT Ecosystems</b> Brendan Rowan, BluSpecs</p>
14:05	<p><b>SMEs in the Large-Scale Pilots</b> Opportunities and experiences of external SME engagement Kai Zhang, Martel Innovate (Chair) Martin Serrano, INSIGHT Ricardo Vitorino, Ubiwhere Peter Wintlev-Jensen, European Commission</p>
14:40	<p><b>The Internet of SMEs</b> Presentation of solutions and sharing of the challenges facing SMEs Brendan Rowan, BluSpecs (Chair) Dejan Drajić, Dunavnet Dolores Ordoñez, Any Solution Ricardo Vitorino, Ubiwhere</p>
15:10	<p><b>IoT Next Club</b> Joining the European network of SMEs Brendan Rowan, BluSpecs Audrey Bagarus, BluSpecs</p>
15:30	<p><b>IoT Next Club</b> Shaping the future of the club</p>
16:00	<p><b>Coffee Break</b></p>
16:30	<p><b>Tools for SMEs</b> The IoT Online Catalogue and tools provided by U4IoT Pedro Maló, Unparallel Susan Caio, InovCluster Kai Zhang, Martel Innovate Karl Andersson, Lulea University of Technology Anne Brékine, Mandat International Dejan Drajić, Dunavnet</p>
17:00	<p><b>Panel on collaboration of SMEs/start-ups and corporates</b> Developing balanced relationships José Damião, Madan Park Leo Scott-Smith, Tended Marlos Silva, SONAE Emmanuel Fonesca, BOSCH</p>
18:00	<p><b>Networking</b></p>

**IoT NEXT CLUB**

Figure 4: Agenda 27<sup>th</sup> February 2019

## 5. ANNEX 2 - IMAGES

### 5.1 SYNCHRONICITY BOOTCAMP

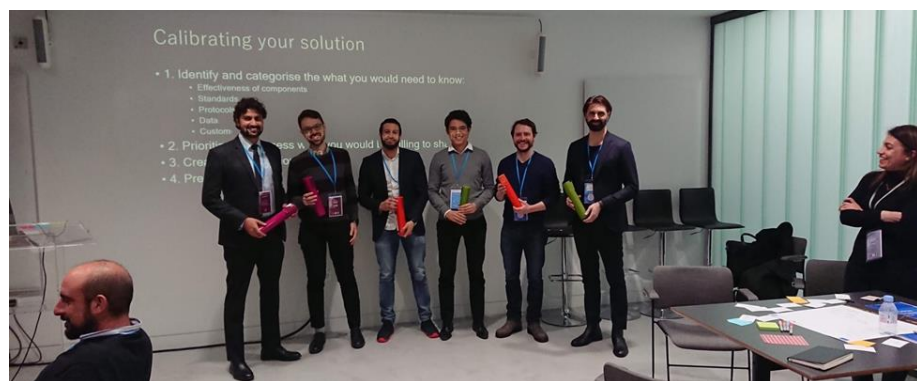


Figure 5: Images from the bootcamp workshop

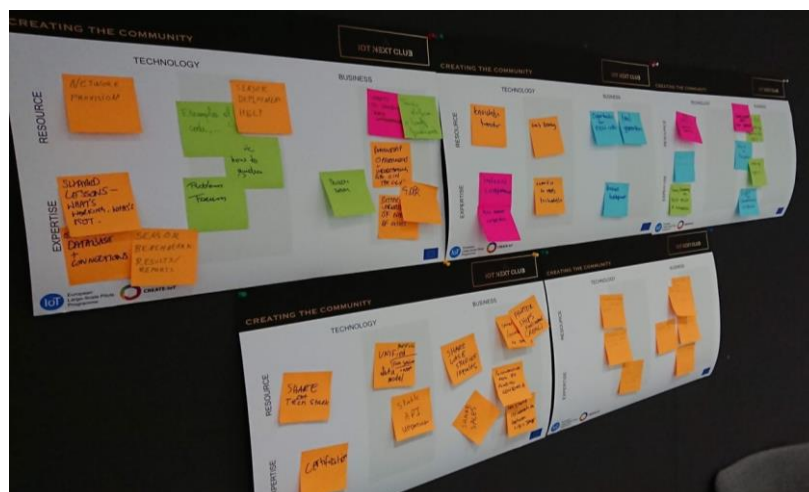


Figure 6: Outcomes from the bootcamp workshop



*Figure 7: Images from the bootcamp workshop*



## 5.2 LISBON WORKSHOP



Figure 8: Group photo from the event



Figure 9: Images from the IoT LSP event

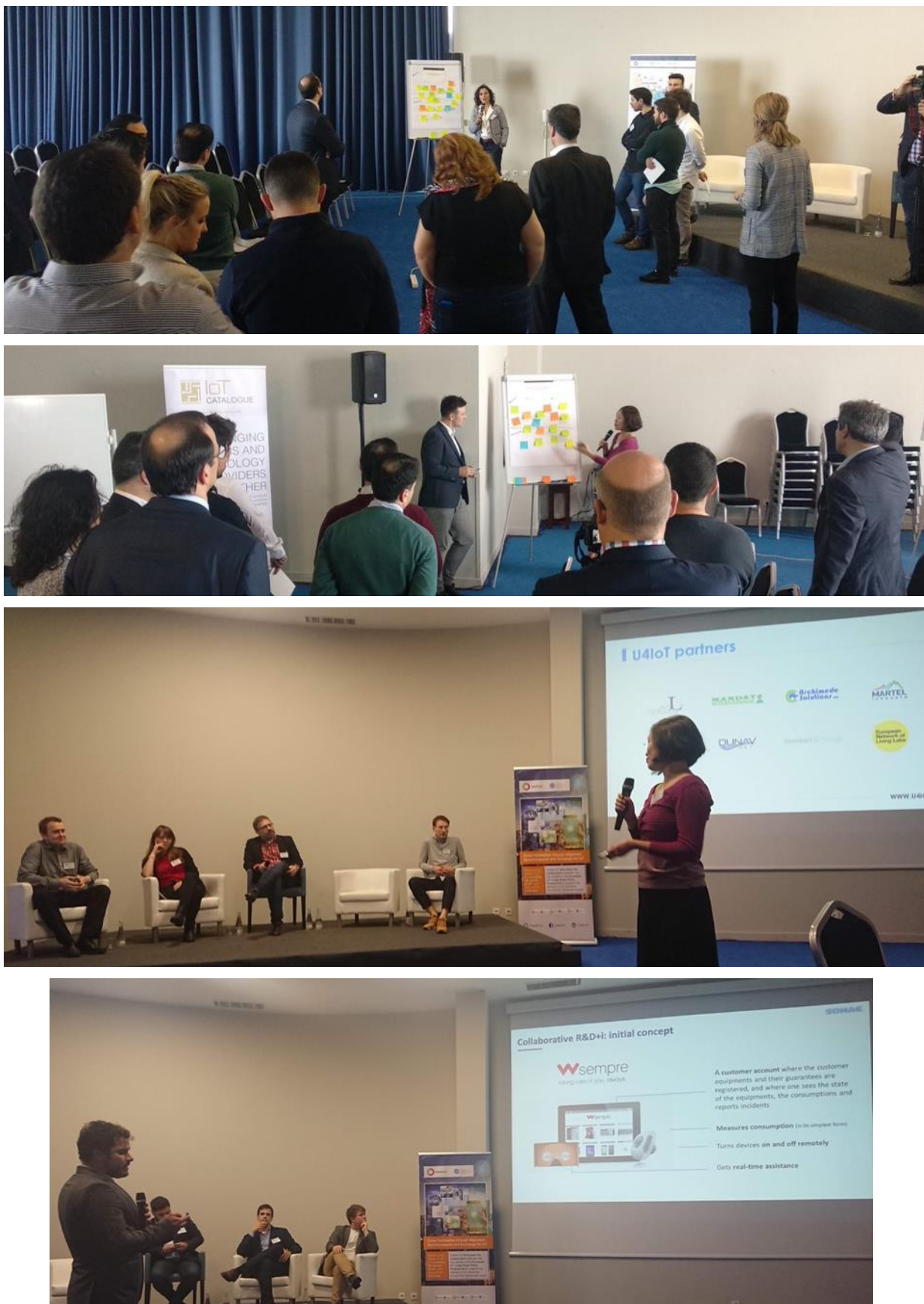


Figure 10: Images from the IoT LSP event





Figure 11: Images from the IoT LSP event