



Topic addressed: FoF-09-2015 “ICT Innovation in Manufacturing SMEs”

Support action

ICT4INTERSME

Next generation ICTs for Internationalizing SMEs

List of participants

Participant No	Participant Organization Name	Short name	Country
1 (Coordinator)	Politecnico di Torino	POLITO	Italy
2	DI.GI. Academy S.r.l..	DI.GI.	Italy
3	Centro Estero per l’internazionalizzazione SCPA	CEIPIEMONTE	Italy
4	Universidad de Vigo	UVIGO	Spain
5	Asociacion Nacional de Fabricantes de Bienes de Equipo	SERCOBE	Spain
6	Technological Educational Institute (TEI) Of Epirus	TEI	Greece
7	Knowledge and Innovation Consultants Symvouleftiki Monoprosopi EPE	KINNO	Greece
8	Attica Venture Capital	ATTICA	Greece
9	Universidade do Minho	UMINHO	Portugal
10	Centro de Apoio Tecnológico a Indústria Metalomecânica Associação	CATIM	Portugal
11	Associação Comercial e Industrial de Guimarães	ACIG	Portugal
12	Dexter Technologies, S.A.	DEXTER	Portugal
13	Association pour la Recherche et le Développement des Méthodes et Processus Industriels	ARMINES	France
14	Panevropski Univerzitet Apeiron Za Multidisciplinarnu i Virtuelnu Studiju Banja Luka	APEIRON	Bosnia
15	Procyon Media DOO	Procyon	Bosnia

ABSTRACT

The scope of the ICT4INTERSME Support Action is to organize and coordinate a balanced network of academic institutions, industrial companies and private/public organizations, such as to develop a portal of new conception, denoted in the following “**networked innovation portal**”, that will support ICT innovations mainly in Small-Mid Enterprises (SME) and in new business start-ups.

The “networked innovation portal” will act as the “innovation support tool” of a cloud-based **network composed by**,

- on one side, a number of SMEs – that are the portal end users, asking for support in exploring new application areas in manufacturing for advanced ICT tools and new business models, such to improve their internationalization;
- on the other side, a set of highly qualified centers - that are
 - university departments, RTD centers to provide expertise and technical advice;
 - selected leading enterprises, to share best practices and industrial experiences;
 - public and private centers/associations for promoting internationalization of enterprises;
 - venture capital centers, to leveraging further investments;
 - legal, accounting, and technical consultants.

The portal will be managed by a “mediator”, that is a virtual networked coordination body, structured as an international association, initially composed by partners of the Support Action but open to other members in the future, denoted **European Networked Cloud Association – ENCA**. In practice this means that, through the “networked innovation portal”, the ENCA association will act as a “cloud consultancy network”, and involve SMEs in solving their specific problem of ICT innovation from the perspective of “participatory learning”: the SME calling for support, the consultancy centers and the leading enterprises will cooperate in order to find an effective industrial solution of the SME’s problem, while the venture capital centers will provide evaluations on the investments and the funding opportunities. SMEs will also find, in the portal or with the help of the portal, training opportunity, **free of charge or paid**, to support them in adopting innovation. The offer of training will affect not only technical issues but also aspects of human resource development, such as the Change Management and the Innovation Leadership.

Then, the portal will act in a proactive way, by suggesting ICT innovation tools and processes to the registered SMEs and **facilitating the adoption of new business models** such as servitisation. The portal itself will explore the possibility to adopt new **way of collaboration between actors going beyond the traditional “supplier-customer” relationship toward a “sharing and collaboration” business model**.

The ENCA association, through the “networked innovation portal”, will give answers to SMEs for the following four practice-oriented questions:

- a) **Where** can a SME have clear and simple information on a set of “best practices”, and possibly to have direct contacts with this leading SMEs?
 - ➔ Through the ICT4INTERSME portal, allowing a simple & advanced management of an archive of cases of industrial success.
- b) **In which way** can a SME have clear and simple access to opportunities for new funding programs, without a long search over a large number of different web sites?
 - ➔ By looking in the ICT4INTERSME portal, the section on a continuously updated repository of data and information about opportunities for new funding programs, and by calling for the support of a core group of experts virtually connected to the portal itself;
 - ➔ By presenting its innovation project through the portal to potential investors members of the ENCA Association or users of the portal. ENCA Association will also help SMEs in developing implementation and business plans to rise the interest of the investors and make clear the expected return of investments.
- c) **How** can a SME have clear and simple view of the opportunities for using new ICT technologies by small businesses, through interactions and cooperation with other small business and with universities?

- By using addressing information contained in the ICT4INTERSME portal, section containing news on ICT technologies, and by calling for the support of the above-mentioned group of experts virtually connected to the portal;
 - By receiving innovation proposal from the portal itself that, in a proactive way, will contact the potentially interested SMEs when a new innovation opportunity will rise. This will be possible thanks to a detailed profiling of the SMEs that will be contacted only if the opportunity will match the SME profile.
- d) **Which** brokerage action between users (SMEs) and suppliers within and outside the CSA consortium can be called for by a partner SME?
- By consulting the members of the “networked portal” with the specific expertise. Each member of the portal will be able to propose his product or service innovation-related with the corresponding payment type. Non only money based payments will be supported. Projects, technologies, products and consultancy will also delivered in exchange for equity.

Scheme of the European Networked Cloud Association – ENCA

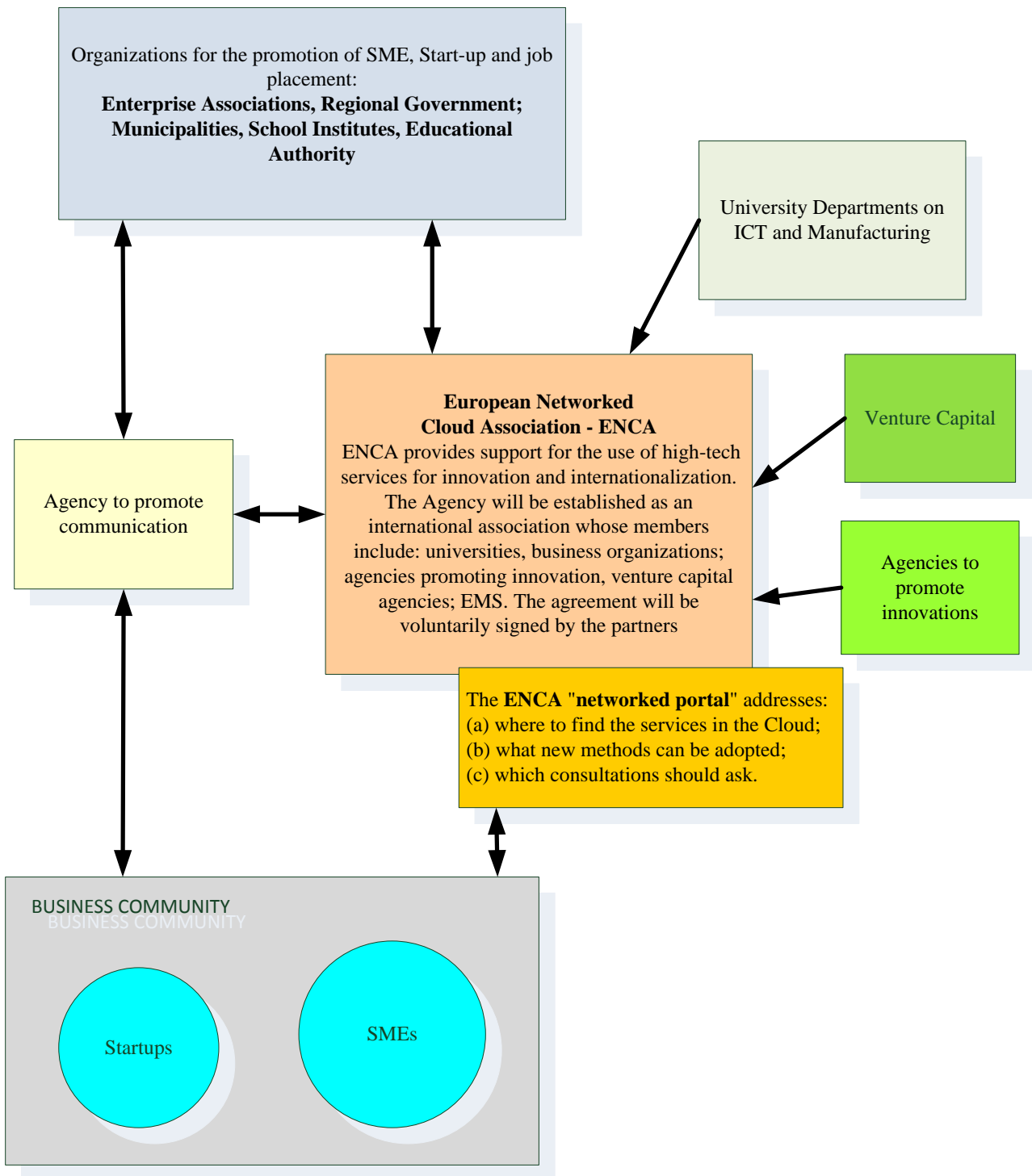


Figure 1. Conceptual scheme of the ENCA network

Scheme of the network of links connecting ENCA partners and the offered innovation supports

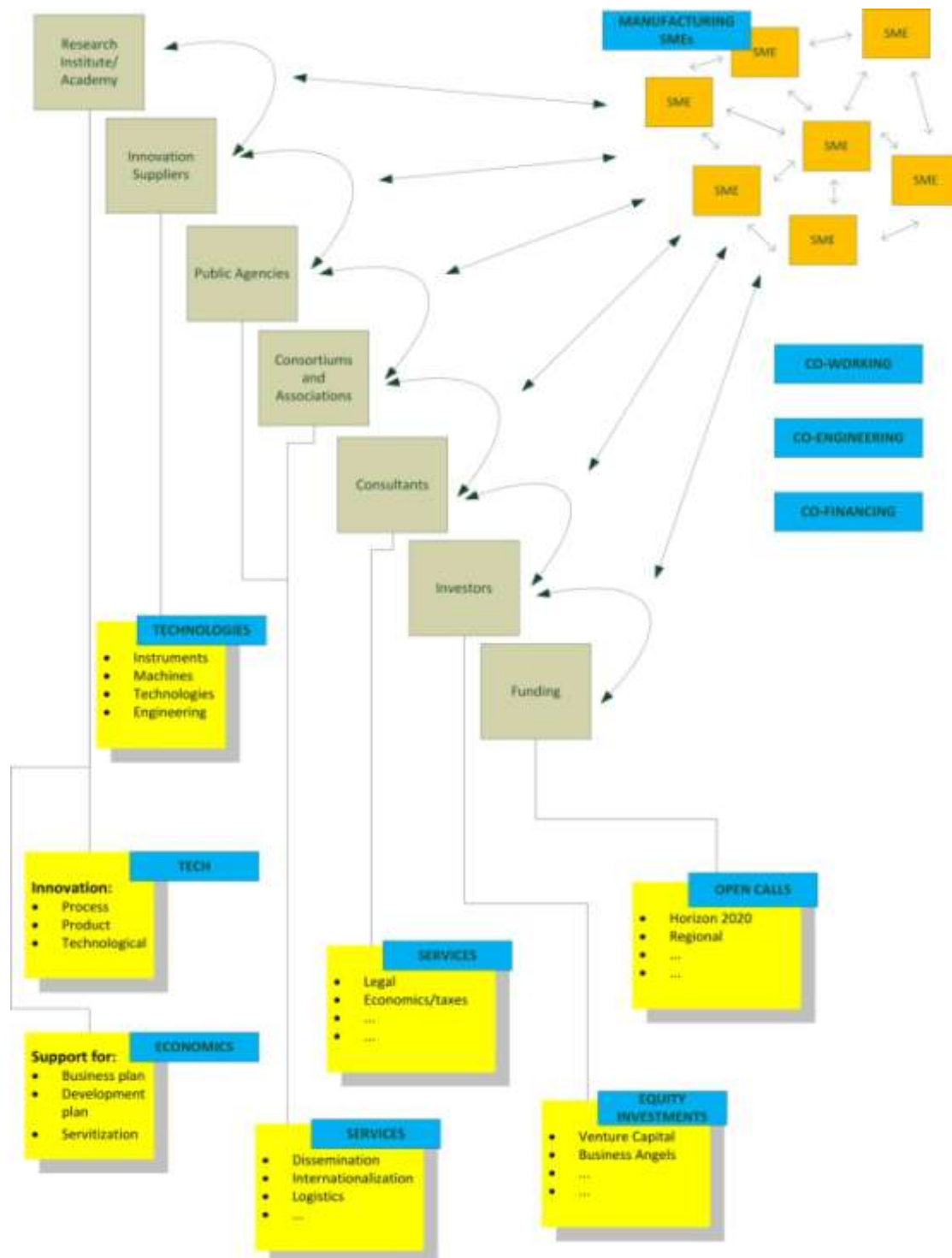


Figure 2. Preliminary model of the transactions involved in the ENCA “networked innovation portal”, and of the main innovation topics supported by ENCA

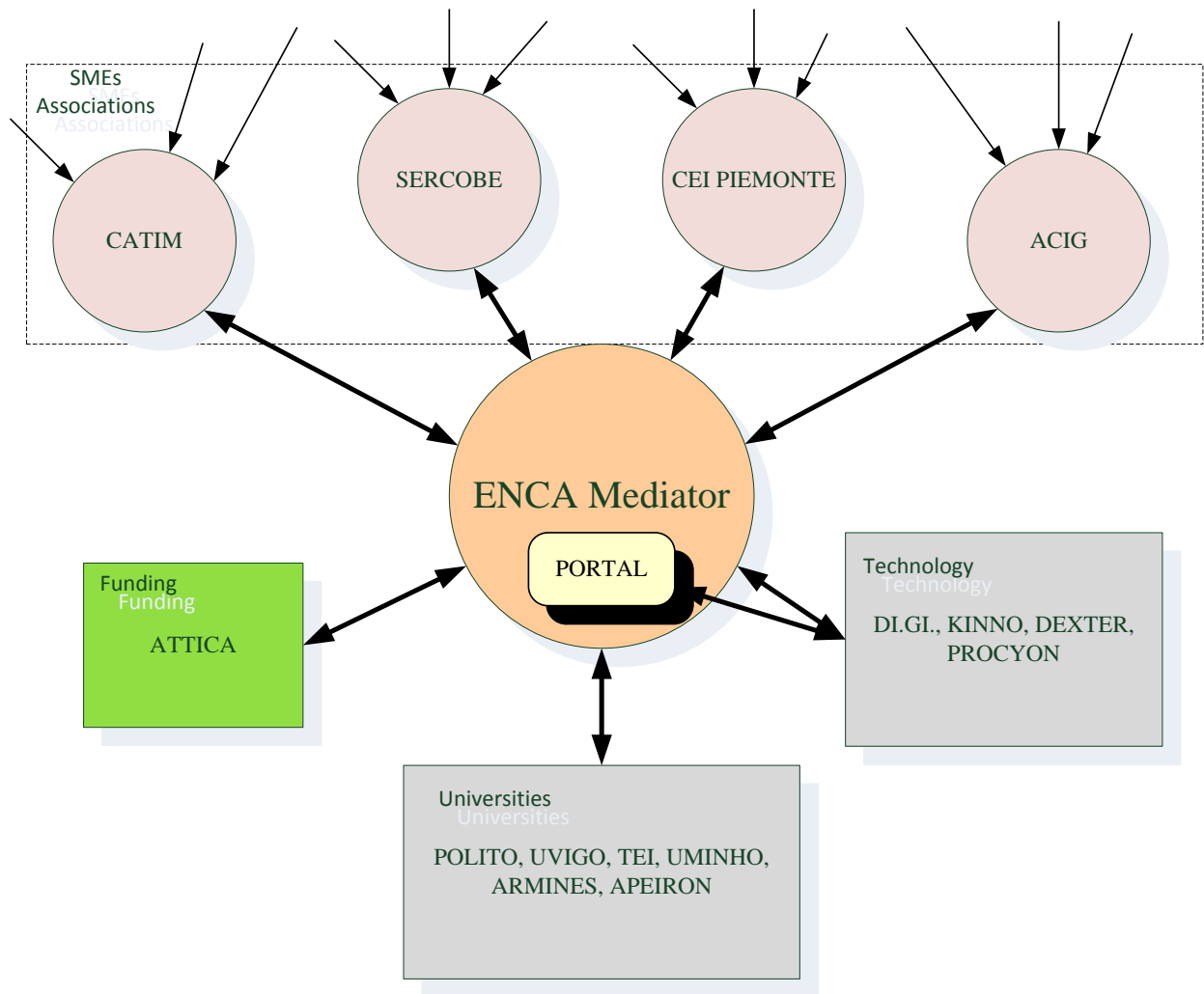


Figure 3. Representation of the different bodies and institution belonging to the ENCA Association.