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Deliverable D5.5

WP5

First Intermediate Report on Dissemination & Exploitation Activities

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644090

Abstract

This document describes the dissemination activities realized during the first year of the project, as well as the exploitation plans of all the EuroCPS partners. In particular, different strategies have been implemented to successfully promote the EuroCPS initiatives at both National and International level within the Smart Anything Everywhere initiative. To this purpose, the consortium leveraged multiple digital tools, such as an internet website and different social platforms, organized several events to promote the EuroCPS project, its objectives and its instruments, such as workshops, brokerage days, booths at conferences and fairs, etc. Specific communication kits have been arranged by the platform providers in order to support the promotion activities performed by all the EuroCPS network. Press releases, flyers and slides constituted further useful instruments to promote the project initiatives and the first open calls. Specific events to disseminate the results obtained by the funded experiments will be organized during the second and third year of the project, starting when the first IE outcomes will be available. The document concludes with a short description of the strategies planned by the EuroCPS partners to exploit the results and the experience maturated during the project to further strengthen the links between the research and the industrial worlds in the field of IoT and CPS at European level.



Table of Contents

Introd	uction	5
1.1. F	Project Website	5
1.2. E	EuroCPS on Social Media	7
1.3. E	EuroCPS Communication Kit	8
2. Ev	vent Participation & Organization	10
2.1.	ARTEMIS/ITEA Co-Summit	
2.2.	SAE Launch Event	13
2.3.	EuroCPS-Italy workshop	14
2.4.	IoT Pit Stop Event	14
2.5.	EuroCPS-Austria workshop	16
2.6.	eDIGIREGION conference	17
2.7.	CEA Tech workshop	17
2.8.	PCIM conference	
2.9.	Comment IT	19
2.10.	IoT Ignition Lab	19
2.11.	Austrian ICT Week	
2.12.	Senzations 2015	
2.13.	Trends and Opportunities within the IoT	
2.14.	ARTEMIS Technology conference	25
2.15.	SemiconEuropa 2015 Event	
2.16.	EPoSS Annual Forum	
2.17.	Cooperation Forum Power Electronics	
2.18.	International IKT Forschung	
2.19.	H2020 Infoday	
2.20.	HIPEAC conference	30
3. Pr	oject liaisons	30
4. Ex	ploitation Plan	31
4.1.	Overall Project Objectives	
4.2.	Individual Exploitation Strategy	
4.2	.1. COMMISSARIAT A L'ENERGIE ATOMIQUE ET AUX ENERGIES	
AL	TERNATIVES	

5.



644090

Annex 2					
An	nex 1		39		
5.	Conclu	usion	39		
	4.2.14.	ST POLITO	39		
	4.2.13.	STMICROELECTRONICS SRL			
	4.2.12.	Finepower GmbH	38		
	4.2.11.	VERENIGING HIGH TECH NL	37		
	4.2.10.	BUDAPESTI MUSZAKI ES GAZDASAGTUDOMANYI EGYETEM	37		
	4.2.9.	LULEA TEKNISKA UNIVERSITET	36		
	4.2.8.	ALMA MATER STUDIORUM-UNIVERSITA DI BOLOGNA	36		
	4.2.7.	The Connected Digital Economy Catapult Limited	36		
	ANGEW	ANDTEN FORSCHUNG E.V	35		
	4.2.6.	FRAUNHOFER-GESELLSCHAFT ZUR FOERDERUNG DER	35		
	4.2.5.	INFINEON TECHNOLOGIES AUSTRIA AG	35		
	4.2.4.	AVL LIST GMBH	34		
	4.2.3.	THALES SA	34		
	4.2.2.	STMICROELECTRONICS GRENOBLE 2 SAS	33		



Work package **WP5**

Introduction

This document is organized as follows. In Chapter 1 some statistics about the project website are provided, as well as the usage of newsletters and other social platform to disseminate the most important information about EuroCPS. Chapter 2 describes the events in which the EuroCPS project has been promoted during the first year. To this purpose, all networking partners organized and/or participated in forums, fairs, workshops and other events related to IoT and CPS technologies, organizing booths and presentations to promote the EuroCPS approach and the project objectives within the Smart Anything Everywhere (SAE) initiative. For all the participated initiatives a detailed description is provided. In the last Chapter of the document, the current exploitation plan for all the EuroCPS partners is reported, highlighting how the experience maturated in the project, the creation of a European research-industry integrated network and the technical achievements of the project will be exploited by the consortium. In the appendix, some press releases and flyers are reported as examples of the material used to promote EuroCPS.

1.1. Project Website

A responsive design has been selected, assuring easy reading and navigation on multiple devices: smart phones, tablets, notebooks and desktop PCs. The home page is the landing page, it contains the most important and up to date information in an easy to read format.

Guidance for newcomers: the bottom part of the page gives a short description of the platforms and the design centers.

The EuroCPS website has been designed and is operated by BME. It has become operational in the first month of the project, and it is continuously updated and upgraded to facilitate better dissemination, outreach and project operation. It includes a public part for public dissemination and a restricted part used only by the consortium partners.

It has three functions:

- (1) To inform SMEs, MidCaps about the EuroCPS project, the funding opportunities, the available CPS platforms and the coaching opportunities, the associated brokerage events.
- (2) To facilitate the operation of the EuroCPS project and the collaboration between partners, to archive EuroCPS documents, by sharing project related restricted information among the partners,
- (3) To enable the submission and evaluation of innovators projects of the Open Calls.

The promotion of EuroCPS will be enhanced by promoting the selected projects, their objectives and expected outcomes and their realization.

The web address of the public website is <u>https://www.eurocps.org/</u>.

Dissemination level: restricted within EuroCPS (CO)

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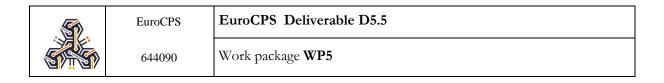
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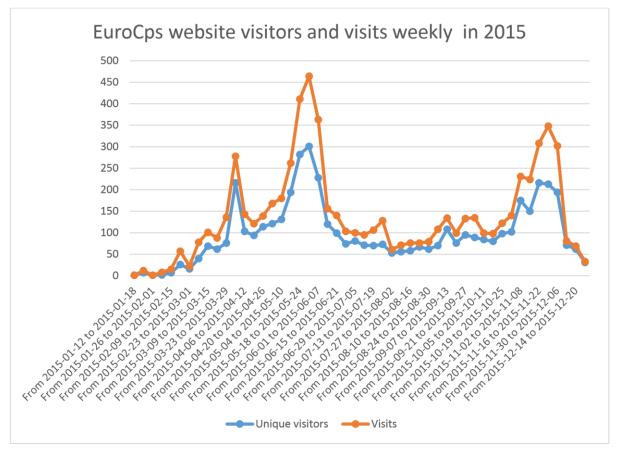
Work package WP5

The number of visitors increased continuously during the first 5 months of the project. It fell back after the deadline of the first open call. It shows a cycling nature since then with peaks around the Open Call dates.



As the chart shows the project has reached the expected reach of 800 SME target number already in the first year as already in the month of May the number of unique visitors has reached 800.





Further detailed numbers about the web visits are available upon request.

1.2. EuroCPS on Social Media

The Digital Catapult has created a landing page (<u>http://www.digitalcatapultcentre.org.uk/project/eurocps/</u>) for promoting the EuroCPS project and the related open calls that has exceeded 500 page views; while the EU open calls FAQs blog post (<u>http://www.digitalcatapultcentre.org.uk/eu-open-calls-faqs/</u>) published on the Digital Catapult website and has attracted more than 90 views.

The Digital Catapult has has been actively communicating both the 1st and the 2nd EuroCPS open calls through their IoT mailing list and through Newsletters publications reaching an audience of nearly 3000 members.

Furthermore, the Digital Catapult has been regularly promoting both the 1st and the 2nd EuroCPS open calls through LinkedIn, Facebook and Twitter posts reaching an audience of 2000+ followers/contacts.



1st Open Call promotion and reach

EuroCPS Social Mee	ala Posts				
Where	Text	Date	Reach/Impressions	Link Click	Link
LinkedIn	EuroCPS Internet of Things Open Call now live. The Digital Catapult is one of 15 EuroCPS members working on a pan- European project to support SMEs to design and build new Cyber Physical Systems (CPS) products for IoT markets: http://bit./JFWVU&3 *Application deadline 1 June*	19/05/15	1304	9	https://www.linkedin.com/company/3179878?trk=tyah&trkInfo=clickedVerti al%3Accompany%2Cld%%3A2-1- 4%2Ctard%3A34349436572%2Ctas%3Adigital%2Ocatapult
Facebook	Check out our EuroCPS open call for innovative companies looking to build new Cyber Physical Systems (CPS) products for the Internet of Things: http://bit.ly/1FwVUa8	20/05/15	35	0	https://www.facebook.com/DigitalCatapult
LinkedIn	Check out our EuroCPS open call for innovative companies looking to build new Cyber Physical Systems (CPS) products for the Internet of Things: http://bit.ly/1FwVUa8	20/05/15	578	1	https://www.linkedin.com/company/31798787trk=tyah&trkinfo=clickedVerti al%3Acompany%2Cidx%3A2-1- 4%2Ctarld%3A1433429436672%2Ctas%3Adigital%20catapult
Twitter	Sign up to our EuroCPS open call and submit your IoT proposals: http://bit.ly/1FwVUa8	21/05/15	1326	10	https://twitter.com/DigiCatapult/status/601402408846110720
Twitter	Apply for our #EuroCPS #IoT open call, closing date June 3: http://bit.ly/1FwVUa8	26/05/15	1070	11	https://twitter.com/DigiCatapult/status/603190184633618433
Twitter	Hurry - our EuroCPS open call ends on Wednesday: http://bit.ly/1FwVUa8	01/06/15	815	5	https://twitter.com/DigiCatapult/status/605292805351743488
Twitter	5pm (Brussels time) deadline to apply for our EuroCPS #IoT open call: http://bit.ly/1FwVUa8	03/06/15	859	6	https://twitter.com/DigiCatapult/status/606003743277125632
loT mailing list	Sign up to our latest open call Have you got an idea set to transform the internet of Things market? If yes, you can take part in our EuroCPS IoT open call - a new opportunity to expand the range of Cyber Physical Systems (CPS) products in the internet of Things market, as part of the Horizon 2020 Smart-Anything-Everywhere initiative.	29/05/15	112	31	http://digital-catapult.org.uk/r/2D2Y-9L5N-21H9L4912/cr.aspx
DigiCat Newsletter	EuroCPS IoT Project - last chance to apply You have until Wednesday 3rd June to submit your proposals for our EuroCPS open call. It's a fantastic opportunity to put forward your ideas and develop new Cyber Physical Systems products for the Internet of Things market, so apply now.	01/06/15	2956	28	http://digital-catapult.org.uk/t/2D2Y-9RWH-21H9L4912/cr.aspx?v=0

2nd Open Call promotion and reach

Tweet (URL)	Date	RTs	Favourites	Impressions/Reach	Web page	URL	Page views	Unique page view
https://twitter.com/DigiCatapult/status/654314076202496000	14/10/15	7	4	1551	EU Open Calls FAQs	http://www.digitalcatapultcentre.org.uk/eu-open-calls-faq	9	78
https://twitter.com/DigiCatapult/status/657180368215351298	22/10/15	9	6	1465	EuroCPS IoT Open Call	http://www.digitalcatapultcentre.org.uk/open-calls/eurocp	51	2 445
https://twitter.com/DigiCatapult/status/657537138154713089	23/10/15	8	5	1774	EuroCPS Project Page	http://www.digitalcatapultcentre.org.uk/project/eurocps/	7	7 61
https://twitter.com/DigiCatapult/status/659033135196327936	27/10/15	6	3	1364	EuroCPS Press Release	http://www.digitalcatapultcentre.org.uk/eurocps- announces-next-round-of-support-for-companies/	6	3 53
https://twitter.com/DigiCatapult/status/661126928896811008	2/11/2015	3	0	852	Newsletter	Date	Views	Clicks
https://twitter.com/DigiCatapult/status/661517133466181633	3/11/2015	1	0	840	Newsletter November	2/11/2015	116	9
https://twitter.com/DigiCatapult/status/661952696782557184	4/11/2015	5	5	1225				
https://twitter.com/DigiCatapult/status/662295980977594368	5/11/2015	2	1	935				
https://twitter.com/DigiCatapult/status/663705305235202048	9/11/2015	2	1	843				
https://twitter.com/DigiCatapult/status/664414958785077248	11/11/201	3	0	1081				
https://twitter.com/DigiCatapult/status/664777338924761090	12/11/201	6	1	1471				
https://twitter.com/DigiCatapult/status/665175137952661505	13/11/15	3	1	1417				
https://twitter.com/DigiCatapult/status/670160258313138176	27/11/15	4	1	1153				
https://twitter.com/DigiCatapult/status/671710550339006464	1/12/2015	4	0	1162				
https://twitter.com/DigiCatapult/status/606003743277125632	2/12/2015	2	0	944				
LinkedIn	Date	Likes	Impressions/Reach	1				
What do the EU Open Calls have to offer? How can the Digital Catapuit help in preparing my proposal? How many Open Calls can an SME submit to? The Digital Catapult's Programme Manager Maria Prokopi answers all your burning questions about EU Open Calls: http://bit.ly/10W99mQ	23/10/15	9	1403					
You can now apply for the EuroCPS IoT Open Call; if you're working on an Cyber Physical Products for the Internet of Things markets, we want to hear from you! Apply before 2 December: http://bit.ly/1FwVUa8	2/11/2015	6	1414					
Not long to go until applications close for our EuroCPS IoT Project Open Call. We're looking for European SMEs and new entrants wanting to develop new CPS products and components. Interested? Then apply here for 2 Dec: http://bit.lyteuroCPS	23/11/15	19	2094					
Last few days to sign up to our EuroCPS Open Call It's a great chance for SMEs involved in the internet of Things to show off their talents and ideas. Hurry as the 2 December deadline is fast approaching: http://bit.ly/EuroCPS	27/11/15	5	1289					
Facebook	Date	Likes	Impressions/Reach	1				
https://www.facebook.com/DigitalCatapult/photos/a.1501252	23/10/15	0	25					
https://www.facebook.com/DigitalCatapult/photos/a.1501252	2/11/2015	1	10					
https://www.facebook.com/DigitalCatapult/photos/a.1501252	12/11/201	0	17					
https://www.facebook.com/DigitalCatapult/photos/a.1501252	23/11/15	1	28					
https://www.facebook.com/DigitalCatapult/photos/a.1501252	27/11/15	0	34					

1.3. EuroCPS Communication Kit

A platform communication kit has been elaborated by platform partners especially for the usage of networking partners. The purpose of this kit was to increase the awareness of the networking partners about the platforms. It allows them to explain the platform characteristics to the

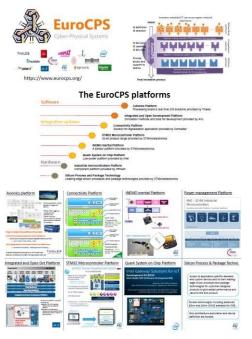


Work package WP5

candidate third parties. It also allows them to choose the adequate platform for the industrial experiment proposal they are involved in as networking partner.

The kit is composed of a poster, an overview document and a set of slides.

The poster gives an overview of the platforms. It illustrates what a EuroCPS platform is and it describes briefly their main features. The poster can be used for the various events organised by the networking partners.



EuroCPS platforms poster

<u>The overview document</u> provides quick information on each of the 8 platforms. For each platform, a typically one-page description gives the main information (company, platform oneline description, application target, and contact point), a half-page description and application examples.

<u>The set of slides</u> allows a deeper explanation of the platforms and their possible usage. It follows a template elaborated with the networking partners. The template includes: Platform description

- Type of offer (discrete IC's semiconductors / sensors / supporting software and hardware: eval boards for..../ Software-development kit)
- List of items provided
- Architecture diagram



- Links to platform technical information (e.g. Specs, architecture, list of APIs etc)
- Examples which describe the maximum extension / performance of platform features
- Platform utilisation
 - Results that can be expected from Industrial Experiments performed on the platform (what can be done with the platform, application families addressed by the platform, example of results expected, etc.)
- Platform potential market
- Platform support and contact
 - Contact person of the platform
 - Supporting design centres, coach, networking / people

2. Event Participation & Organization

During the first year of the project, the EuroCPS partners participated in several events to promote the initiative and the open calls for experiment proposals. Some events were organized by the consortium with the specific purpose of providing information about the project objectives and its approach, of consolidating the collaboration between competence centres, technology providers and SMEs across Europe.

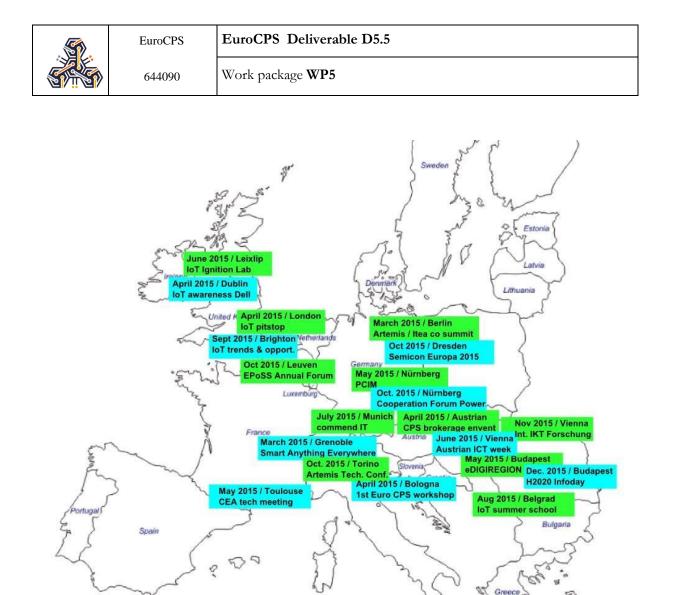


Fig. 1: Geographical distribution of EuroCPS events in 2015

STATISTICS SUMMARY	
Number of events:	20 (TBC)
Total participants (events) :	>400
Total number of participating SMEs (events):	>200
Number of SMEs contacted via e-mail or social networks	>4.000
Number of website visitors (accumulated Feb. 2015 to Dec. 2015)	> 6.800
Number of unique website visitors (accumulated Feb. 2015 to Dec. 2015)	> 4.100
Number of SMEs interested in proposing industrial experiments:	> 100
Total number of submitted IEs of two calls (registered / fully submitted IE)	72 / 68

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In the following, the main events in which the EuroCPS initiative was promoted during year 2015 (first year of the project) are reported, including some details concerning their scope and target audience.

2.1. ARTEMIS/ITEA Co-Summit

Conference & Exhibition	March 9-11, 2015	Berlin (Germany)		
Organizer:	EC			
EuroCPS participants:	CPSE Labs			
Number of participants:	NC			
Link:	https://artemis-ia.eu/co-summit-2015/index.html			



Description

The 2015 Co-summit held in the bcc Berlin Congress Center in Berlin, Germany. The event was jointly organized by ARTEMIS, represented by ARTEMIS Industry Association, the association for actors in Embedded & Cyber-Physical Systems within Europe, and by ITEA, the EUREKA Cluster on Software-intensive Systems & Services. This 7th edition was dedicated to 'Smart industry: impact of software innovation'. The event featured:

- International keynote speakers from industry and Public Authorities
- A panel session on the theme with European high level panellists
- An exhibition showcasing around 75 European leading R&D&I projects
- Speakers corners fuelled by the project teams themselves
- The ARTEMIS Community session & Recognition Award Ceremony

A booth was organized and managed by Fortiss in charge of the CPSe Labs project to promote the SAE initiative and the 4 relative projects (cf. section 4.Project liaisons).



Work package WP5

2.2. SAE Launch Event

EC event	March 27, 2015	Grenoble (France)	
Organizer:	EC, CEA		
EuroCPS participants:	CEA, AVL, LTU, BME, DIGICAT, FhG, HTNL, CPSE Labs, GateOne, SMART-SI		
Number of participants:	135 participants, 38 SMEs		
Link:	http://smartanythingeverywhere.eu/		



Forum France-Europe

Electronics to enable SME competitiveness L'électronique moteur de la compétitivité des PMEs March 26-27 2015



Description

This forum has launched the European cluster «Smart Anything Everywhere» made of 4 networks of regional competence centres and funded with 26 M€. Their ultimate goal is to facilitate access to latest technologies in the areas of systems and components. The forum discussed capabilities of electronics and ICT technologies to enable SMEs building innovative and competitive «smart» products.

Agenda

- The first day introduced SME success stories from the CAP'TRONIC Initiative as well _ as a set of new platforms aimed to ease the access of SMEs to electronics and ICT innovation
- The second day introduced the European vision about the enabling role of electronics and ICT as well as new tools to facilitate the access of SMEs to electronics and ICT innovation



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2.3. EuroCPS-Italy workshop

Workshop	April 8, 2015	Bologna (Italy)
Organizer:	UNIBO, ST-I	
EuroCPS participants:	UNIBO, ST-I	
Number of participants:	25 participants, 6 SMEs	

Description

The first EuroCPS-Italy workshop, promoted by the University of Bologna (Italian competence Center) and STMicroelectronics (Italian platform provider) had a dual goal: first, to clarify the scope and the organizational aspects of EuroCPS and, second, to introduce the STMicroelectronics Platform and product portfolio coupled with the role of UNIBO as competence center. SMEs have been invited to participate, ask questions and brainstorm on industrial experiments to be proposed in the first call of 2015.

Agenda

10:30 - 10:50	Welcome and Round Table
10:50 – 11:20	EuroCPS – A primer (UNIBO: L. Benini, F. Callegati, M. Mazzotti)
11:20 – 11:45	EuroCPS and IoT (STM: R. Zafalon)
	Industry vision for the Internet of Things: the next wave!
11:45 – 12:15	Tech Jam Session 1: Reference platform and product portfolio (STM) ST product portfolio and roadmap iNEMO platform solution Other platforms/solutions

12:15 – 14:30 Break

14:30 – 16:30	Tech Jam Session 2 (STM)
16:30 – 17:20	Open Discussion – Brainstorming on proposal
17:20 – 17:30	Wrap-Up: Action items for the next future.
17:45	End of day

2.4. IoT Pit Stop Event

Event	April 27-28, 2015	London (UK)
Organizer:	DIGICAT	
EuroCPS participants:	DIGICAT, CEA, FhG, INTEL, THALES	
Number of participants:	16 SMEs	
Link:	http://www.digitalcatapultcentre.org.uk/event/sensingenvironments- an-internet-of-things-pit-stop/	



The Digital Catapult held an IoT Pit Stop event in their premises in London where EuroCPS project was presented by the CEA to 16 SMEs and a number of IoT experts. The event marked the opening of the 1st EuroCPS call and SMEs were invited to work closely with design centers across Europe and submit their proposals. In addition to the EuroCPS presentation and the 1st open call announcement a EuroCPS stand was available at the event break out area during these 2 days, for one-to-one SME engagement and discussion over the project and the open call opportunities. At the stand, SMEs could also talk to EuroCPS platform experts such Thales & Intel to find out more about the technology available through the open call and the project.

Pit Stop is a series of events developed by Digital Catapult which tackle different issues companies face. These two-day events bring together startups, SMEs, larger corporates, university researchers and experts to help solve problems, learn from each other and initiate new collaborations. They take various forms: workshops, one-to-one sessions, networking or problem solving groups.

SENSING ENVIRONMENTS: AN INTERNET OF THINGS PIT STOP

April 27 @ 9:00 am - April 28 @ 5:30 pm

Supported by Cisco

Join us at the Digital Catapult for a two day pit stop event where you will have the chance to get one-to-one advice from experts in the Internet of Things on Smart Cities, Sensing Environments and Smart Buildings.

With recent emphasis on building Internet of Things applications around Smart Cities, we've gathered together key thinkers in this space. They will be offering a series of 30 minute onetoone clinics where you can discuss your ideas, prototypes, problems or thoughts to get expert advice and help.

What topics will the experts cover?

We're pleased to welcome a variety of experts who will be covering ten different topics as they relate to sensing environments and smart cities:

- **Big Data & Machine Learning**
- Connectivity & telecommunications
- Electronics, Embedded Software •
- Designing for Manufacturing •
- Security •
- Marketing ٠
- User Research

- Investment & Finance
- Legal & Intellectual Property

Agenda

Day One 27th April:	Day Two 28th April:
9:30 – Introduction to the day from Digital Catapult	9:30 – Introduction to the day from Digital Catapult
9:45 – Keynote: Usman Haque	10:00 – 11:00 – Clinics with the experts
10:15 – 11:15 – Clinics with the experts	11:30 – 13:00 – Clinics with the experts
11:30 – 13:00 – Clinics with the experts	14:00 – 15:30 – Clinics with the experts
14:00 – 14:30 – Talk and open call from EuroCPS	16:00 – 17:30 – Clinics with the experts
14:30 – 15:30 – Clinics with the experts	17:30 – End of day
16:00 - 17:30 – Clinics with the experts	
17:30 – Wrap up talk	
18:00 IoT Showcase	

Who should attend?

- Entrepreneurs from seed-funded SMEs and startups that have a product or service at the prototype or product testing stage.
- Stakeholders from larger companies and device manufacturers looking to partner with startups and researchers
- University researchers or PhD students working on IoT applications looking to explore collaboration or commercial opportunities.

As the clinics are one-to-one you get to shape the 30 minutes you spend with the expert, therefore, this event will be value for CEOs, CTOs, heads of business development or innovation, as well as individual researchers from the academic side.

2.5. EuroCPS-Austria workshop

Meeting	April 30, 2015	Vienna, Austria
Organizer:	ECSEL-Austria	
EuroCPS participants:	AVL	
Number of participants:	22 participants	



Link:	http://www.ecsel-	
	austria.net/eventsfull/events/cpsprojektbesprechung.html	

Internal meeting of ECSEL-Austria member organizations with discussion of the ECSEL Call 2015 and a CPS brokerage event. EuroCPS was presented and the process for participation of SMEs was explained.

Workshop	May 19, 2015	Budapest (Hungary)
Organizer:	eDigiRegion project	
EuroCPS participants:	BME	
Number of participants:	N.C.	
Link:	http://www.edigiregion.eu	

2.6. eDIGIREGION conference

Description

Workshop of the eDigiRegion project about issues of IoT. eDigiRegion consortium members, representatives of Hungarian SMEs, gvmtal innovation funding organizations, SME networking institutions

2.7. CEA Tech workshop

Workshop	May 20, 2015	Toulouse (France)
Organizer:	CEA Tech regional branch office	
EuroCPS participants:	CEA	
Number of participants:	30 participants, 10 SMEs	



EuroCPS



Description

Seminar title « More Moore et projets structurants, Intégration hétérogène et cadre de projets R&D »

The seminar was dedicated to SMEs located in the Midi-Pyrénées & Aquitaine area. The seminar aimed at showing the microelectronic market trends and possible funding supports (Local, National and European) to make innovative product in Europe.

2.8. PCIM conference

EC event	May 19-21, 2015	Nuremberg (Germany)
Organizer:	ECPE	
EuroCPS participants:	FINEPOWER	
Number of participants:	5 SMEs (direct booth visitor) / 8000 business visitors	
Link:	http://smartanythingeverywhere.eu/	

Description

PCIM: exhibition for Power Electronics, Intelligent Motion, Renewable Energy, Energy Management 2015.

Finepower participated in the fair for power electronics with an own booth where we actively explained our visitors Euro CPS with separate handouts.

An dedicated meeting with the management of ECPE manager was organized in order to have an additional brokerage event at events or seminars of ECPE (European Center for Power Electronics - 70 members companies and 70 universities & research institutes addressable SME's)

Dissemination level: restricted within EuroCPS (CO)

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EuroCPS Deliverable D5.5

2.9. Comment IT

EC event	March 31, 2015	Munich (Germany)
Organizer:	Comment IT	
EuroCPS participants:	FINEPOWER	
Number of participants:	10 SMEs	
Link:	http://www.commendit.de	

Description

Commend IT: SME cooperation of IT companies Germany, Munich. Comment IT is an association of currently 29 SME mainly working in the IT business segment

On 31.March 2015 a meeting with the board member of Commend IT took place where EuroCPS was explained and first possible project were discussed.

During regular meeting within Comment IT organization Peter Lutter presented on 24. July 2015 the activities and funding possibilities to the member (www.commendit.de).

Workshop	June 5, 2015	Leixlip (Ireland)
Organizer:	INTEL	
EuroCPS participants:	INTEL	
Number of participants:	100+ SMEs	
Link:	http://www.intel.com/content/www things/iotignition-labs.html http://newsroom.intel.com/commu -unveils-iot-ignition-lab-in-ireland Challenge Up at Intel Ireland Ever https://www.youtube.com/watch?v	nity/en_ie/blog/2015/06/05/intel

2.10. IoT Ignition Lab





EMEA IOT Ignition labs

Description

The Intel IoT Ignition Labs are a place to Innovate, Collaborate, and Scale. The labs offer tools, technology and engineering know-how to those in the industry keen to take IoT projects into commercial deployment.

Intel's first labs opened in May 2014 in recognition of the need to enable the fast creation of scalable, standardized solutions and building blocks. For a lot of companies, getting started on new projects takes too much time in getting approval, funding, and sourcing the right components.

The Intel IoT Ignition Labs provide an opportunity for new and existing partners, developers, and systems integrators to gain access to tools, resources, and expertise. Companies not only get hands-on with latest technology solutions but they also get access to matchmaking across Intel's enviable ecosystem, exposure to POCs and use cases from their peers, and advice on how to take their solutions into market.

Inside the Labs

- Each lab has a showcase area, featuring solution demos and developer kits.
- Focus of the labs is to turn customer projects into commercial products and revenue.
- Workshops with training that covers many diverse areas of Intel from gateways through to Hadoop* and big data analytics.
- Venue's to host networking and matchmaking events across the IoT community as well as multi-party sessions on business modeling and sustainable go-to-market strategies.

Locations and Focus Areas

- Ireland: Leixlip near Dublin. Co-hosted with the Intel Labs Europe team. Focus Verticals: Energy, Industrial, Smart City but also Agriculture.
- Israel: Haifa. Focus Verticals: Agriculture, Transportation, Smart Home, and Smart City.
- Russia: Moscow. Focus Verticals: Smart building, Smart City, Retail.



- UAE: Hosted within Dubai Silicon Oasis Authority (DSOA), the regulatory body for Dubai Silicon Oasis (DSO), the integrated free zone technology park, has signed a Memorandum of Understanding (MoU) with Intel to jointly establish a first-of-a-kind lab facility in the Middle East.
- UK: Swindon. Focus Verticals: Retail, Transportation, Smart City.
- Germany: Munich. Co-hosted with the Intel Labs Europe team Focus Verticals: Energy, Industrial, Smart Buildings.
- Turkey: Istanbul. Co-hosted with the Intel Labs Europe team at the Technology University. Focus Verticals: Retail, Smart City, Transportation.
- Sweden: Stockholm. Communication Infrastructure, Smart building, Sustainable City.



Challenge Up! IoT Accelerator by Intel, Cisco and Deutsche Telekom is an international accelerator and incubation program for start-ups. The main areas of the program are Internet of Things ("IoT") / Internet of Everything ("IoE") and related fields connected/ smart solutions (smart home, smart city, smart energy, connected cars, wearables, Industry 4.0), Information Security, Big Data, Analytics, Connectivity and Cloud Computing.

The program unites the resources and experience of the corporate startup programs of each company: Cisco Entrepreneurs in Residence (Cisco EIR), Intel Business Challenge Europe and hub:raum by Deutsche Telekom. Challenge Up! is free to early-stage entrepreneurs and startups with no-strings attached (no equity in return for participation).

Key parts of the program are:

- mentoring by business and technology experts to accelerate product development
- opportunities for high-value networking with executives
- go-to market support leveraging the resources of Cisco, Deutsche Telekom and Intel.

During 2015 there were over 300 submissions in various areas of Internet of Things, Big Data, Cloud, Analytics from across 40+ Countries and at various stages of their lifecycle (from prototype to market) etc.

During November 2015, the Intel Ireland IoT Ignition Lab hosted the ChallengeUP winners and invited the EuroCPS design centres and the then funded SMEs to join the event.



The event covered the range of Intel IoT Platforms from upcoming Curie Wearable, Quark and Atom powered devices, Windriver O/S and Intel Security (MacAfee) and the IoT Ignition labs exist to help design and develop integrated IoT edge/gateways or cloud solutions.

There were also introductory hands on workshops using the Intel Edison (Atom) Boards and Windriver's Operating Systems.

Intel is delighted to host similar events and opportunities for the EUROCPS Consortium and the SME to visit our Labs and to collaborate in enabling the Internet of Things.

Workshop	June 9, 2015	Vienna (Austria)
Organizer:	ECSEL Austria	
EuroCPS participants:	AVL, CEA, INFINEON	
Number of participants:	Approx. 40 (plus ~ 40students) SMEs	
Link:	http://www.ecsel- austria.net/eventsfull/events/ecse austria.html	lhochtechnologie-made-in-

2.11. Austrian ICT Week

Description

A workshop was held as part of the Austrian ICT Week "Imagine Bits of Tomorrow 2015" event organized by Austrian government agencies. Entitled "High Technology Made in Austria", some success stories in the field of microelectronics were presented to inspire SMEs to participate in the EuroCPS project. Participants were given the opportunity to discuss ideas with researchers from several Austrian companies.

2.12. Senzations 2015

Summer School	August 30 – September 5, 2015	Belgrade (Serbia)
Organizer:	DunavNet	
EuroCPS participants:	DIGICAT	
Number of participants:	50+ participants	
Link:	http://senzations.net/agenda/technology-track/	

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EuroCPS

Description

The Digital Catapult presented open innovation in the UK at the SenZations 2015 summer school. EuroCPS was presented as part of the Digital Catapult portfolio of projects that allow for open innovation engagement across the UK and Europe. The presentation was delivered to an audience of 50+ students and junior researchers.

DunavNet (<u>http://www.dunavnet.eu</u>), supported by other EU project, IoT-Lab, Smarti, SOCIOTAL and with Sponsorship from Microsoft and IoT-forum organized the 10th Summer School on IoT and Applications in Belgrade, from August 30th to September 5th. Over 50 students and junior researchers, attended the technology or business track, worked in teams, hands-on, built IoT services, prepared business models, learnt about innovation, marketing and leadership.

This year SenZations celebrated its 10th edition. The first SenZations Summer School was held in 2006 and making SenZations the oldest summer school on IoT in the world.

From the very beginning, the goal was to combine interesting topics, great lecturers from academia and industry and amazing students, to work hard and enjoy even more while learning about the latest developments in the IoT world, creating new contacts, initiating new projects...The business savvy guys joined computer geeks in the recent years for an even richer experience.

The participants from all over the world, spend 6 days (and nights) together, providing ample time to work, talk, discuss with fellow students and lecturers. Over the previous 9 years, more than 700 people attended the school, learning about a wide range of topics from the IoT domain, working with various software tools and implementing cool gadgets.

Event	September 21, 2015	Bradford (UK)
Organizer:	DIGICAT	
EuroCPS participants:	DIGICAT	
Number of participants:	18	
Link:	http://www.digitalcatapultcentre.o	rg.uk/local-centre/yorkshire/

2.12 DigicatYorks Partnership Board Meeting

Description

The Digital Catapult presented the EuroCPS project at a board meeting with local stakeholders in Yorkshire, participants from University of York, University of Bradford, Leeds City Region Local Enterprise Partnership, British Telecom, Bradford Council and the Open Data Institute heard about the opportunities presented to their network of SMEs and were then able to act as information multipliers.

644090

2.13 Digital Catapult Centre North East and Tees Valley – Steering Group Meeting

Event	October 8th, 2015	Bradford (UK)	
Organizer:	DIGICAT		
EuroCPS participants:	DIGICAT		
Number of participants:	14		
Link:	http://www.digitalcatapultcentre	http://www.digitalcatapultcentre.org.uk/local-centre/netv/	

Description

The Digital Catapult presented the EuroCPS project at a board meeting with local stakeholders in North East of England, participants from University Of Sunderland, Newcastle University, Northumbria University, North East Local Enterprise Partnership and Durham University heard about the opportunities presented to their network of SMEs and were then able to act as information multipliers.

Event	September 24, 2015	Brighton (UK)
Organizer:	DIGICAT	
EuroCPS participants:	DIGICAT	
Number of participants:	48 participants, 29 SMEs	
Link:	http://www.digitalcatapultcentre.org.uk/event/trends- andopportunities-within-the-iot/	

2 13 Trends and Opportunities within the IoT

Description:

The Digital Catapult held an IoT event in their Brighton node, where EuroCPS project and call were announced to an audience of 48 participants. In addition to the 2nd EuroCPS open call pre-announcement, a EuroCPS stand was available at the event break out area, for one-toone SME engagement and discussion over the project and the open call opportunities. At the stand, SMEs could also talk to the CEA and the Digital Catapult to find out more about the technology available through the open call and the project.

RETAIL INNOVATION AND THE IOT – TRENDS & OPPORTUNITIES

September 24 @ 1:30 pm - 6:00 pm

The Internet of Things (IoT). It's shaping our cities and lives in every way, growing and evolving at a rapid pace across a variety of sectors, from digital and creative to retail, leisure, lifestyle and art.



How does embedding technology into physical things make a difference to the retail sector? What do the themes search, shop and share mean within retail and IoT?

At this event we will be bringing together the people at the forefront of retail innovation around IoT. We will be looking at recent trends and developments within this space, challenge areas and opportunities opening up within the future – the distance and not so far away.

This is a practical event designed to inspire and provoke collaborative discussion and innovation. We'll be hearing from thought leaders in this area with case studies and inspirational learning opportunities.

Confirmed speakers includes:

<u>Eva Pascoe</u>, Head of Retail Futures, <u>The Retail Practice</u> <u>Simon Liss</u>, Founding Partner, Strategy & Innovation, <u>Omnifi Ltd</u> <u>Dan Thornton</u>, Head of Solutions Development, <u>Hughes Network Systems Europe</u> <u>Mike Cowburn</u>, Account Director, <u>Ideal Networks</u> <u>Helen Kennedy</u>, Deputy Head School of Art, Design & Media, <u>University of Brighton</u>

If you are working in the retail, digital and creative sectors; developing products, software or services, and are interested in learning about how you can engage with this concept, this event is for you.

Join us to discuss what has led to recent developments in this space. We'll be exploring opportunities for growth going forward and looking at what this means for creative & digital businesses.

The Digital Catapult is one of 15 EuroCPS members working on a pan-European project to help innovative companies design and build new Cyber Physical Systems (CPS) products for the Internet of Things market. At this event we'll also have representatives from this initiative at this event who will be able to tell you all about the project and how you can get involved.

Conference	October 7, 2015	Torino (Italy)
Organizer:	CEA, LTU	
EuroCPS participants:	CEA	
Number of participants:	120 participants	
Link:	http://artemis-ia.eu/technologyconference2015/index.html	

2.14. ARTEMIS Technology conference





For a leading position of Europe in Embedded & Cyber-Physical Systems

Description

This 2-day event called the ARTEMIS Technology Conference (ATC), has - as the name indicates - a focus on deep technological presentations, both on project achievements and state-of-the-art technology.

During this event a presentation of EuroCPS and SAE was made. Agenda

https://artemis-ia.eu/technologyconference2015/programme-9.html

- CPS for Smart Production and Industrial Automation
- Revisit of the ARTEMIS Reference Platform concept
- Future CPS industrial challenges
- CPS for Smart Mobility and Autonomous Driving
- Input for ProcessIT.EU roadmap
- Smart Everywhere
- Workshop on ProcessIT.EU roadmap



2.15. SemiconEuropa 2015 Event

EC Event	October 7-8, 2015	Dresden (Germany)	
Organizer:	EC		
EuroCPS participants:	CEA	CEA	
Number of participants:	28 participants to the Low-Power conference		
Link:	http://www.semiconeuropa.org/ProgramsandEvents/LowPower		





SEMICON Europa is the place to see the leading companies, technologies, and people driving the future of micro- and nanoelectronics design and manufacturing.

SEMICON Europa exhibitors are the suppliers to and partners of the Europe's leading microelectronics companies. From silicon to system and everything in between and beyond SEMICON Europa showcases the biggest and brightest names in microelectronics manufacturing.

SEMICON Europa proposes several conference along with exhibitions like the Low-Power Conference in which EuroCPS was presented to support IoT design and integration.

Low-Power conference description:

Exciting new applications such as safety enhanced automotive, medical monitoring or nextgeneration wearable smart equipment in a number of systems will be powered by energy scavenging technologies. Already today, whatever it is to get the best battery autonomy or to fit within the power budget, energy efficiency has become a key challenge across most of applications. The winning approach will surely be to take the best of the technologies potential, from silicon process to architecture implementation. And, this year in Dresden, even more emphasis will be put on system aspects.

To cover this strategic topic and powered by the success of last year edition, SEMICON Europa 2015 is proposing you to attend the Highly Energy Efficient Nanotechnologies and Applications conference.

With its talented speakers, HEENA conference is aiming at describing how organizations and their technologies are building energy optimized applications in various domains from automotive to healthcare and IOT. *Agenda*

- Session 1 Market view from automotive to healthcare and IOT
- Session 2 Smart and energy efficiency silicon technologies
- Session 3 Energy efficient design technics
- Session 4 Automotive SoCs challenges and solutions
- Session 5 Think global : energy efficient systems (Healthcare and IoT)
- Session 6 IoT systems challenges

2.16. EPoSS Annual Forum

Forum & Exhibition	October 12, 2015	Leuven (Belgium)
Organizer:	EC	

Dissemination level: restricted within EuroCPS (CO)

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S	EuroCPS	EuroCPS Deliverable D5.5
	644090	Work package WP5

EuroCPS participants:	CEA
Number of participants:	N.A.
Link:	http://www.smart-systems- integration.org/public/newsevents/events/eposs-annual-forum- 2015-mnbs-2015/



EPoSS brings together European private and public stakeholders in order to coordinate and to bundle efforts and to set-up sustainable structures for improving the competitiveness of European R&D on Smart Systems Technologies and their integration.

During the annual forum a session was dedicated to the SAE initiative. The SAE umbrella as well as the four projects were presented.

Agenda

Special Session by Smart Anything Everywhere Initiative: Cyber Physical Systems and Smart Systems Meet for "Smart Anything Everywhere"

Chair: Henri Rajbenbach, DG CONNECT, European Commission, Belgium

- Jérôme Dethier, European Commission, Belgium The European Smart Anything **Everywhere Initiative**
- Régis Hamelin, BLUMORPHO, France Gateone-project – Innovation Service for European Smartization by SMEs
- Rainer Günzler, Hahn-Schickard, Germany -SMARTER-SI - Smart Access to Manufacturing for Systems Integration
- Holger Pfeifer, fortiss, Germany CPS Engineering Labs - expediting and accelerating the realization of cyber-physical systems
- Olivier Thomas, CEA, France EuroCPS - European Network of competencies and platforms for Enabling SME from any sector building Innovative CPS products to sustain demand for European manufacturing
- Discussion "Smart Anything Everywhere State of Play and Future Directions"

2.17. **Cooperation Forum Power Electronics**

	Forum & Exhibition	October 15, 2015	Neurember (Germany)
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Dissemination level: restricted within EuroCPS (CO)



Organizer:	Bayern Innovativ & ECPE
EuroCPS participants:	FINEPOWER
Number of participants:	160+ participants
Link:	http://www.bayern- innovativ.de/leistungselektronik2015/bildergalerie

Finepower presented Charger Technologies (speech) and participated with its own booth at the exhibition. Euro CPS was presented at the booth with flyer and banner.

Event	November 3, 2015	Vienna (Austria)	
Organizer:	Austrian Research Promotion Agency (FFG)		
EuroCPS participants:	AVL		
Number of participants:	150 participants		
Link:	http://www.ffg.at/veranstaltungen/ikt_doppelpack_2015-11-03		
	https://www.ffg.at/sites/default/file	es/09 eurocps affenzeller.pdf	

2.18. International IKT Forschung

Description

The Austrian Research Promotion Agency held a national event to present national and European open calls on the topics related to information and communication technologies (IKT). EuroCPS was presented as well. Keynotes on the topics "Brain Computer Interfaces" and "Dependable Cyber Physical Systems", a presentation of ICT in Horizon2020 by a representative of the European Commission and presentations of the national call "IKT der Zukunft" were followed by networking opportunities.

2.19. H2020 Infoday

Event	December 3, 2015	Budapest (Hungary)
Organizer:	NIH Hungary	
EuroCPS participants:	BMe	
Number of participants:	85 participants	
Link:	http://nkfih.gov.hu/nemzetkozi-tevekenyseg/nemzetkozihirek/ict- informacios-nap-2015-12-03	

Dissemination level: restricted within EuroCPS (CO)



Two day event to brief Hungarian candidates about the H2020 funding opportunities and open calls.

2.20. HIPEAC conference

Event	January 18-20, 2016	Prague (Czech Rep.)
Organizer:	HIPEAC NOE (Thales for industrial part)	
EuroCPS participants:	Thales, CEA	
Number of participants:	651 participants	
Link:	https://www.hipeac.net/conferenc	e/

Description

Three day event organised by the HIPEAC NOE, including conference, workshops, industrial session, posters, and industrial booths.

As industrial chair, Thales organised the industrial session. Thales made a presentation including presentation of the EuroPCS project.

As a sponsor of the event, Thales setup a booth with a poster presenting EuroCPS platforms

3. Project liaisons

In response to new challenges arising from the increased integration of digital components and smart functionality in products and services of everyday life, the European Commission proposed the creation of a "Smart Anything Everywhere (SAE)" Initiative. The core of the initiative is the networks of competence centers which cluster a wide spectrum of technical and application knowledge to support innovation and industrial technology platform which provide technology technical support and manufacturing solutions.

The ecosystems built under these initiatives are based on collaboration between researchers, large industries and SMEs which will help to transfer knowledge and resources available to a much wider group of companies. SMEs and middle size companies can experiment with new technologies, try them out in their processes and work together with the suppliers of the technology to adapt it to their specific needs.

A first group of four Innovation Actions, GateOne, Smarter-SI, CPSE Labs, and EuroCPS are combining efforts under the SAE initiative to support experiments with the aim of involving SMEs and midcaps in the field of Cyber-Physical Systems (CPS), Internet of Things (IoT) and Smart Systems Integration (SSI).

The foreseen activities of the four projects to liaise and cooperate with one another have been defined in the deliverable D5.1 "Smart Anything Everywhere collaboration plan". The cooperation aims at exploiting synergies between the projects and increasing the impact of the



EuroCPS

initiative. Two levels of such cooperation were distinguished: first, activities that are necessary to build up and further develop the SAE initiative as a brand, and second, activities that aim at exploiting synergies between the projects.

The four projects have planned to support this task individually by contributing viewpoints on the project's own thematic focus, strategic objectives, stakeholders addressed, and intended positioning in the eco-system.

In order to perceive high quality of the service of SAE, it was decided to share links to innovation networks established by the projects, to cross-project processes to guide external stakeholders to services provided by individual projects and to exchange best practices in quality management between the projects.

In order to make the SAE initiative known to a broad audience and achieve a high recognition value of the SAE brand, the four projects are supporting the development of a common webportal (https://smartanythingeverywhere.eu/) for SAE, operated by BME from EuroCPS. It provides contributing information about the focus themes of the design centers (EuroCPS and CPSE Labs) and the services provided, sharing news about relevant projects events, announcing Open Calls launched by the projects (EuroCPS and CPSE Labs), reporting on results and achievements of conducted experiments with external participants. On the top of the web-portal, the four SAE projects are organizing (ex: SAE launch event organized by EuroCPS) and participating (ex: EPoSS event organized by the EC, Co Summit event organized by ARTEMIS/ITEA) to common brokerage and dissemination events as illustrated in section 2.

In order to provides opportunities to gain synergies, regular meetings of SAE coordinators are organized to assess the general co-operation activities. The next step would to initiate common working groups, e.g. on platforms, tool chain and architectures, or on business modelling, strategic coaching.

4. Exploitation Plan

4.1. Overall Project Objectives

One of the central objectives of EuroCPS is to build on existing structures and links provided by partners, a European core of competence on Embedded systems and Cyber Physical Systems, for fostering innovation through SMEs. This will be achieved through tight integration between the partners and the SME's which will be selected during the timeframe of the project with the Cascade Funding scheme.

EuroCPS grows a wide array of Industrial and SME partners with strong and high-level industry participation. This impact will be more visible during the project. Exploitation plans for the EuroCPS consortium are measured considering the number of international events organized and the capability to reach more third parties and to extend the ecosystem of SMEs which are excellent in embedded systems and CPS.



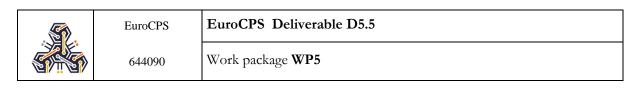
In the second part of the project, also the number and the quality of the strategic alliances, between SMEs and the EuroCPS core will be considered. Then, an expected number of technology providers will be contacted to create a valuable technology portfolio for SMEs.

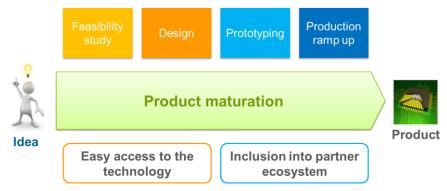
4.2. Individual Exploitation Strategy

4.2.1. COMMISSARIAT A L'ENERGIE ATOMIQUE ET AUX ENERGIES **ALTERNATIVES**

The CEA is the French Atomic Energy Commission (Commissariat à l'énergie atomique et aux énergies alternatives). The CEA is active in three main fields: energy, information and health technologies, defense and national security. In each of these fields, the CEA maintains a crossdisciplinary culture of engineers and researchers, building on the synergies between fundamental and technological research. Within the CEA Technological Research Division, institutes lead research in order to increase the industrial competitiveness through technological innovation and transfers. The two institutes, CEA-Leti and CEA-List involved in EuroCPS project are focusing on many different applied research domains (RF, digital and SoC design for image processing, design environment and embedded software, wireless communication measurement, test and design...), developing advanced leading edge hardware and software technology solutions in particular for Cyber Physical Systems (CPS) and Internet of Things (IoT) systems.

In 2015 CEA-Leti launched the Silicon Impulse (SI) initiative. This collaborative design platform for advanced silicon processes includes a network of design services and facilities focused on accelerating development of products for devices that require low-power use. SI is designed to help innovative SMEs to deal with the challenge of switching to new technologies and markets by augmenting both their knowledge of the supply chain and their skills to master the entire design process from ideas to products. The SI platform leverages the competencies and expertise of the CEA-Leti and CEA-List institutes and Leti's industrial partners, which comprise a wide spectrum of technical and application knowledge. SI partners are major industrial players in the semiconductor ecosystem, world-class research centers and technology providers. Based on this strong foundation, the key added value of SI for SMEs is to have access to the most advanced energy efficient IC design solutions and silicon platforms for prototyping and make pre-series of robust and reliable IC products (IoT, CPS, µServer...). The key benefit is to significantly reduce development time and speed industrialization, thus putting innovative SMEs at the cutting edge of energy-efficient system development and implementation thanks to a strong and adapted industrial supply chain for small volume demand.





Silicon Impulse: A Low-Power IC Gateway Between R&D and Industry

In this framework, EuroCPS operates as a key enabling party to allow SME to access advanced competencies and know-how to evaluate silicon technology platforms to make the prove of concept of their innovative products. Indeed, through the first and second EuroCPS project open calls, a large number of SMEs have approached CEA-Leti and CEA-List to learn more about the institute expertise and the SI capabilities to design innovative IoT/CPS lowpower solutions. Clearly, the possibility to have access to EuroCPS funding (cascade funding, base funding for platform and competence) together with CEA expertise and SI capabilities has strengthened the discussion and cooperation between CEA institutes, hardware/silicon platforms with innovative SMEs. Already 7 industrial experiments have been granted by EuroCPS, including 3 industrial experiments using the 28nm FD-SOI STMicroelectronics technology platform. This success shows how this funding-collaboration model is efficient to stimulate synergy between innovative SMEs, research institutes and technology platforms for development of new IoT/CPS products or key modules. Having just started, the exploitation capability of these industrial experiments will be reported in the next deliverable. However it shows a win-win situation where SMEs, CEA and technology silicon platform provider can generate new business conjointly. Innovative SMEs are expert in their business field, making them the best indicator regarding the evolution of the market and the future technology needs allowing CEA to track promising ideas, technologies and market trends in order to develop the technologies of tomorrow. On the other hand, SMEs can validate their next product thanks to EuroCPS funding while preparing next the manufacturing phase by having access to the CEA and industrial partner leading edge technologies, SI capabilities. For technology platform providers, it enables to attract new SMEs for manufacturing. Regarding the selected 4 industrial experiments using integration platforms (STM32, iNEMO), these projects will enable to complete the CEA hardware and software solutions to manage system resources (radio, sensors, computing...) to achieve energy efficient autonomous system versus the SME business cases. The SMEs will take benefit of the most advanced solution for industrialization. The industrial transfer of the developed hardware and software solutions will be extended to other SME business cases.

4.2.2. STMICROELECTRONICS GRENOBLE 2 SAS

For ST the exploitation strategy is based on the expansion of its STM32 eco-system. With EUroCPS it gives us the opportunity to follow some SME's a bit more closely than on a pure open market approach and especially for some them developing innovation solutions. It is an



opportunity to identify in advance some emerging technologies and then potentially integrate them in our offer if the business conditions make sense

4.2.3. THALES SA

It is in a general manner interesting for Thales to be able to take benefit of a good ecosystem around the region providing technologies usable for the products and systems Thales can bring to the market. Beyond this, on more specific case it is also very useful for Thales to follow quite closely, through coaching and networking, the product developments of SMEs or other third parties of this ecosystem in order to better know these technologies, better asses and compare their values and also possibly influence their technological choices. For instance it can also permit to Thales to compare best technologies for potential further utilisation for Thales business lines applications, not only in avionics domain (as proposed for EuroCPS Industrial Experiments) but also for any other application domain in the fields of safety and/or security.

4.2.4. AVL LIST GMBH

AVL LIST GmbH is the world's largest privately owned and independent company for the development of powertrain systems with internal combustion engines as well as simulation, instrumentation and test systems. AVL has about 3800 employees in Graz (over 700 graduated engineers) and a global network of 65 representations and affiliates resulting in more than 7500 employees worldwide.

As innovation partner, one core competency of AVL is the capability to identify, create and industrialize innovative ideas toward innovative products and services. While already relying on a company structure combining on high skilled experts tightly connected to the world-wide customers, it is important for AVL to keep the door and mind open for promising ideas, technologies and markets. The possibility to present the Integrated and Open Development Platform as EuroCPS platform is for AVL the possibility to strengthen the discussion and cooperation with innovative companies, and finally to conjointly enhance the respective portfolio and generate new business (EuroCPS as innovation multiplicator). Hence, innovative companies are expert for new technologies and targeting different businesses, which are good complement to existing AVL technology and market, therefore leading to a winwin situation where both institutions can generate new business conjointly.

In the course of the first EuroCPS call for project, a large number of SMEs approached AVL to learn more about the capabilities of the AVL IODP platform and prepare a proposal. Already these discussions were positive outcomes from the EuroCPS project to strengthen B2B network. These discussions have led to 3 proposals related to the IODP platform, one of them has been finally granted. The success of 3 proposals during the first call indicates that the interest and commitment to cooperate is present. The granted industrial experiment finally started in October 2015, and it is too early to evaluate exploitation capability on the basis of project outcome at this stage. Further information will be provided in the next deliverable. Regarding the second call for project, similar figures were available with 3 proposals directly



644090

Work package **WP5**

related to the AVL platform. This is a confirmation that the AVL platform is interesting for the business and that innovative companies are willing and interested to cooperate with AVL. According to the number of discussion already ongoing, we expect this situation even to improve with the third and last EuroCPS call for project.



Figure 1: Preliminary exploitation process for AVL

During the EuroCPS project, already after one year project duration, an *important B2B networking dynamic was created to stimulate cooperation* between AVL (large company) and innovative SMEs. Besides the strengthening of the technology expertise, we expect *an easier entry and increase of market share for new and innovative markets*. Outcomes (in term of market shares and new businesses) will be visible at best at the end of the EuroCPS project, expected 1-3 years after project end. Figure 1 summarizes the preliminary process for exploitation for AVL within EuroCPS

4.2.5. INFINEON TECHNOLOGIES AUSTRIA AG

N.C.

4.2.6. FRAUNHOFER-GESELLSCHAFT ZUR FOERDERUNG DER ANGEWANDTEN FORSCHUNG E.V

Fraunhofer will use the outcome of EuroCPS for further projects funded on European or national level and for projects with its third parties and for education purposes in collaboration with linked universities for training of PhD, master and bachelor students of engineering sciences. EuroCPS will help to strengthen to position of IISB in the area of cyber physical systems and thereby, the partners of IISB (SMEs, start-ups) will be further supported as well.



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4.2.7. The Connected Digital Economy Catapult Limited

The Digital Catapult collaborates with digital champions across academia, industry and the creative SME communities to unlock IoT specific challenges that will accelerate new economic growth and the launch of new products to market. The Digital Catapult expects that the project will support its mission to enable large-scale "real world" demonstrators to help innovators prototype, test and grow their IoT ideas. EuroCPS will increase SME engagement through our innovation centre and regional nodes and fuel Digital Catapult collaboration programmes such as the Pitstops.

4.2.8. ALMA MATER STUDIORUM-UNIVERSITA DI BOLOGNA

As an academic partner, UNIBO will not directly exploit the results of the project from a commercial point of view. As a consequence, the exploitation plan by UNIBO can be summarized as follows:

- Support to SMEs and creation of new collaboration links with the industrial world at regional, National and European level
- Further applied research in the field of IoT and CPS, leading to dissemination in international conferences and workshops, publication of books and journal articles, as well as IPR protection of the most promising ideas, in collaboration with the other EuroCPS partners and the supported SMEs
- Undergraduate training
- Training of PhD students
- Industrial training courses and tutorials given at IEEE conferences

From this point of view, UNIBO represents an important socio-economic and cultural driving force for the territory it operates in: it is the primary research partner for the Emilia-Romagna region and for the regional branch of "Confindustria", the Confederation of Italian industry. The exploitation plans by UNIBO include the involvement of the Regional High Technology Network as well as the dissemination channels of UNIBO to promote the results and achievement of the project at the regional, National and international level. In addition, UNIBO will also leverage its participation to the KIC EIT ICT Labs to increase the visibility of the industrial experiments at the EU level, and to contribute and participate to training activities organized in the context of the ICT labs.

4.2.9. LULEA TEKNISKA UNIVERSITET

Luleå University of Technology (LTU) has three main tasks: Research, Education, and Interaction with the surrounding society. Thus, exploitation of results stemming from research projects is not performed directly by the University, but LTU is to support the exploitation when being done by participating SMEs or spin-off companies. With this purpose, LTU has formed the company LTU Business AB (http://www.ltu.se/org/LTU-Holding/LTU-Business?l=en). LTU Business focuses on commissioned education, business development for small and mediumsized companies and the commercialization of research from Luleå University. The



company is also commissioned to take business decisions about the intellectual rights that the company LTU License AB can buy from researchers at the University.

Thus, the SMEs working together with LTU within the EuroCPS project will be connected to LTU Business, in order to maximize the possibility for successful exploitation for the SME

4.2.10. BUDAPESTI MUSZAKI ES GAZDASAGTUDOMANYI EGYETEM

Being an academic partner, the Department of Electron Devices of the Budapest University of Technology and Economics (BME) will not directly exploit the results of the project from a commercial point of view.

Consequently, the exploitation plan of the partners BME can be summarized as follows:

- Support to SMEs and creation of new collaboration links with the industrial world at regional, National and European level, with special emphasis on Eastern – Europe;
- In cooperation with the SME partners of the coached industrial experiments further applied research in the field of IoT and CPS, leading to dissemination in international conferences and workshops, publication of books and journal articles, as well as IPR protection of the most promising ideas;
- Upgrading the undergraduate and graduate training material with knowledge gained via the EuroCPS project, including upgrading of the Training material of the Smart Systems Integration International Erasmus Mundus Mater Program;
- Development of a new elected Subject for MSc students of BME together with AVL in Automotive Electronics:
- Teaching and training PhD students to the use of the EuroCPS Platforms;
 I Industrial training courses and tutorials given at IEEE conferences.

4.2.11. VERENIGING HIGH TECH NL

As a pure network partner (cluster organization), HTNL will not directly exploit the results of the project from a commercial point of view. The exploitation for HTNL will be as follows:

- · Support to SMEs and creation of new collaboration links with the industrial world at regional, national and European level. A stronger community on CPS based systems will actively support and fuel the Dutch "Smart Industry" initiatives;
- As the SME companies addressed do not necessarily belong to the cluster organization of HTNL as formal member, the EuroCPS project will provide HTNL with the opportunity to actively scout for new member companies active in the CPS world. As such this will enlarge the association and provide more capacity for innovation activities for and with member companies also along axes using IoT/CPS.



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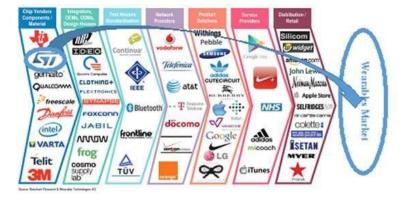
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4.2.12. Finepower GmbH

Network expansion: Currently the network of companies related to CPS products is widely spread especially the combination of power electronics with network interfaces where Finepower is acting. Especially the SME support of EuroCPS, which is platform support, support via design center and direct funding for industrial experiments, gives Finepower the possibility to address and to attract directly SME's and to get easy access to small networks. Through EuroCPS Finepower could already expand its business network and will continue to do so. For instance, the connection to Commend IT network in Germany was set up via EuroCPS networking where several members of Commend IT where interested in participating for industrial experiments but also this network bears the opportunity for Finepower to setup new business possibilities for the 3 segments of Finepower.

New Business: Finepower is acting as field application support for Infineon. Another segment is the distribution business for power components. Both segments can be extended via the support of new companies derived from the expanded network activities of Euro CPS.

New Products: The third segment of Finepower is Engineering for power electronics which is also acting in EuroCPS as a Competence Center especially for the Infineon platform which was enlarged for EuroCPS from pure power components to dedicated microprocessor with additional CPS interfaces. Via the deep discussions with interested SME's for EuroCPS the different platform possibilities were discussed with the SME's. Helping the SME with the expertise of power electronics from Finepower already the product ideas of the SME could be improved from topology point of view in the way that additional unique selling point will be achieved. This results on the one hand in increased market acceptance and business success of the SME and on the other hand, an extended collaboration of Finepower with the SME's is planned



4.2.13. STMICROELECTRONICS SRL

ST-I, by means of the support to the activities for the SMEs' Industrial Experiment, intends to capture the innovative ideas and recognize the possible constrains, obstacles and limitations



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as inputs for new functionalities and capability largely expected on incoming market linked to IoT and CPS applications.

This aims to overcome the large distance that exists between ST, as technological enabler and solution provider on base of own silicon portfolio products, and the incoming market's needs on developing final products.

This is required to maintain the appropriate technological forefront on silicon device proposition and on the related evaluation platforms that have to be able to allow an easier and a larger adoption of our products following better and fully meeting the incoming specification and request of so high innovative markets.

In the picture just above (Source: Beecham Research & Wearable Technologies AG), that well shows a market overview and the possible actors involved in the value chain for wearable products, this distance to overcome has been highlighted.

Similar condition is expected for any other different CPS market sectors.

4.2.14. ST POLITO

As research centre, ST-Polito has a significant interest in collaborating with the companies involved in the development of CPS for many reasons. First, the collaborations will increase the experience and the technical competences of ST-P, which will be exploited in future research and commercial activities involving the development of cyber-physical systems. Second, the fruitful collaborations that are being created will contribute to strengthen ST-P's reputation among companies developing innovative systems and applications. Third, EuroCPS will contribute to the expansion of the ST-P network potentially increasing the number of longterm collaborations and customers. Finally, the results of the project activities will be disseminated by means of publications at conferences and on technical journals and magazines.

5. Conclusion

This deliverable reports all networking events, Dissemination plans and Exploitation Activities organized and achieved by EuroCPS partners.

A list of forums, fairs, workshops and other events related to IoT and CPS technologies, are described in this deliverable. Focus on the current exploitation plans are reported in the final part of the document.

Annex 1

A 1.1 First Press Release





PRESS RELEASE

Pan-European Project to Help Innovative Companies Design and Build New Cyber-physical Systems Products for IoT Markets

15 EuroCPS Members from Nine Countries Will Assemble Networks for One-stop-shop Services to Ease Product Development and Create Jobs for European Companies

GRENOBLE, France – March 27, 2015 – <u>CEA-Leti</u>, coordinator of the pan-European consortium EuroCPS, today announced that the 15 partners have set up the goals of their collaborative project to establish a network of design centers to help SMEs and large companies develop innovative products for emerging Internet of Things (IoT) markets. The group will use proven cyber-physical system (CPS) platforms and working with research technology organizations (RTOs) or technology transfer-oriented university institutes who cluster a wide spectrum of technical and application knowledge to support innovation.

Funded by the European Commission, the three-year, €9.2 million project is designed to help innovators (SMEs and large companies) overcome barriers they face when entering new markets because they lack both knowledge of the value chain and the skills to master the entire design process from ideas to products. To that end, EuroCPS partners will provide technical expertise, coaching and access to advanced industrial CPS platforms to get innovators up to speed on the innovation ecosystem of "smart" products by facilitating access to the latest technologies and their implementation. In the process, it will offer all the necessary expertise and competencies to provide innovators from any sector with a smooth path to building innovative CPS-enabled systems. It also will tap existing regional ecosystems in several countries to bring the full value chain – from hardware/software platforms to cyber-physical systems – to high value-added products and services.

"EuroCPS will create synergies between emerging and established organizations operating in the CPS sector," said Marie-Noëlle Semeria, CEO of Leti "From that foundation, it will leverage the existing ecosystem to bring the full value chain from micro-electronics, smart systems and CPS to high value-added products and services. This combination will centralize in one project all the necessary expertise and competencies to provide SMEs from any sector with a one-stop-shop opportunity to build innovative CPS-enabled systems."

As ICT becomes increasingly integrated into our everyday environment, the design of embedded ICT from components to CPS becomes more important than ever, not only for the ICT supply industry but also for all major mainstream sectors of the economy. Embedded systems and more particularly CPS are key enablers of innovation in European industry, and SMEs are the primary drivers of job creation. By integrating SMEs into the CPS sector and helping them develop innovative products more rapidly, EuroCPS is expected to foster job growth and create sustained demand for European manufacturing, especially as the IoT creates demand for new products.

1/3

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One key goal of the project is to link software, system and nano-electronic industries along the full CPS value chain to demonstrate a new cooperation model. This will be demonstrated by 30 novel industrial experiments funded through three open calls for developing innovative CPS products that will help increase the competitiveness of the European innovative companies. The targeted products will be designed, constructed and built on the EuroCPS Platforms:

- Avionics platform provided by Thales
- Connectivity platform provided by Schneider
- INEMO platform provided by STMicroelectronics
- Integrated and open platform provided by AVL
- Power management platform provided by Infineon
- Quark platform provided by Intel
- Silicon processes and package technology platform provided by STMicroelectronics
- STM32F platform provided by STMicroelectronics

EuroCPS members are major European system suppliers, world-class research centers and technology providers, all rooted in the top European regional ecosystems. Based on this strong foundation in European and national initiatives, EuroCPS willsignificantly reduce development time and certification efforts, thus putting Europe at the cutting edge of CPS development and implementation. It will do this through pan-European collaboration and knowledge exchange and access to the strong value chain in the strategic sector.

EuroCPS Project members:

- CEA-Leti, coordinator (France) .
- CEA-List (France)
- STMicroelectronics Grenoble 2 SAS (France)
- Thales SA (France)
- AVL LIST GmbH (Austria) .
- Infineon Technologies Austria AG (Austria)
- Fraunhofer-Gesellschaft zur Förderung der
- angewandten Forschung E.V. (Germany)
- The Digital Catapult (UK)

- Alma Mater Studiorum University of Bologna (Italy)
- Lulea Tekniska Universitet (Sweden)
- Budapesti Muszaki es Gazdasagtudomanyi Egyetem (Hungary)
- Intel Shannon Limited (Ireland)
- Schneider Electric Industries SAS (France)
- . Vereniging High Tech NL (The Netherlands)
- Finepower GmbH (Germany)
- STMicroelectronics SRL (Italy)

EuroCPS is part of the Smart-Anything-Everywhere Initiative under Horizon 2020 Leadership in Enabling Industrial Technologies which aims to generate new and breakthrough technologies, boost competitiveness, create jobs and support growth by offering a European-wide network of design centers. A first group of four innovation actions will combine efforts under the 25M€ funding budget to support around 100 industrial experiments with the aim of involving more than 200 SMEs and midcaps in the field of cyber-physical systems (CPS), Internet of Things (IoT) and smart systems integration (SSI).

More details on available competences, platforms and design centers are available at www.eurocps.org



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About CEA-Leti (France)

By creating innovation and transferring it to industry, Leti is the bridge between basic research and production of micro- and nanotechnologies that improve the lives of people around the world. Backed by its portfolio of 2,200 patents, Leti partners with large industrials, SMEs and startups to tailor advanced solutions that strengthen their competitive positions. It has launched more than 50 startups. Its 8,000m² of new-generation cleanroom space feature 200mm and 300mm wafer processing of micro and nano solutions for applications ranging from space to smart devices. Leti's staff of more than 1,700 includes 200 assignees from partner companies. Leti is based in Grenoble, France, and has offices in Silicon Valley, Calif., and Tokyo. Follow us on www.leti.fr and @CEA_Leti.

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3/3

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A 1.1 Second Press Release



PRESS RELEASE

EuroCPS, a Horizon 2020 Project, Announces Next Round Of Support for Innovative Companies and their CPS projects

The Innovative-company-support Project Started in February 2015. 15 EuroCPS Members from Nine Countries Are Now Supporting Nine Projects out of the First Call. The Second Call for Industrial Projects Is Now open.

GRENOBLE, France – Nov. 19, 2015 – <u>CEA-Leti</u>, coordinator of the pan-European consortium EuroCPS, today announced that the 15 partners are continuing their support for SMEs, midcaps and large companies with the second open call for industrial projects, which is open from Oct. 28 to Dec. 2. Innovative cyber-physical system (CPS) projects can be submitted.

Innovative companies will have multiple support sources:

- Technical support from platform partner (indirect funding)
- Technical support from design center (indirect funding)
- Cascade funding support (direct funding)

EuroCPS project:

Funded by the European Commission, the three-year, ≤ 9.2 million project is designed to help innovators (SMEs, midcaps and large companies) overcome barriers they face when entering new markets by providing technical expertise, coaching and access to advanced industrial CPS platforms. It gets innovators up to speed on the innovation ecosystem of "smart" products by facilitating access to the latest technologies and their implementation. It also taps existing regional ecosystems in several countries to bring the full value chain – from hardware/software platforms to cyber-physical systems – to high value-added products and services.

Way of working and achievements:

EuroCPS partners were made aware of the innovative companies-support project via local network organizations, brokerage events, technical forums, exhibitions and the EuroCPS homepage (<u>www.eurocps.org</u>). More than 1,000 companies received notice of EuroCPS. Out of a high number of interested parties, 29 companies submitted industrial experiments during the first call. The proposals came out of seven countries, addressing hardware, software and Integration projects and utilized all platforms that are provided within EuroCPS:

- Avionics platform provided by Thales TRT
- iNEMO[®] platform provided by STMicroelectronics
- Integrated and open platform provided
 by AVL
- Power management and XMC platform provided by Infineon
- Quark platform provided by Intel
- Silicon processes and package technology platform provided by STMicroelectronics
- STM32F platform provided by STMicroelectronics

Two external and independent experts assessed the proposals, and based on their ranking, nine industrial experiments were selected for funding and have started projects.



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The selected proposals show a huge variety of application areas, such as: low-power wireless connectivity, connected lighting, universal graphical data display, monitoring and optimization of different tasks in agri-food production, remote data tracking for vehicles by use of hardware in the loop systems, tracking of clinical test tubes, multi-core platform for avionic domain; human system interfaces and security control of cloud data.

In addition to the direct funding from the European Commission, the selected companies will get technical support from the platform partners and the following competence centers:

- CEA-Leti (France)
- Thales TRT (France)
- AVL LIST GmbH (Austria)
- Fraunhofer Institute for Integrated Systems and Device Technology (IISB)
- (Germany)
- The Digital Catapult (UK)
- Alma Mater Studiorum University of Bologna (Italy)
- Lulea Tekniska Universitet (Sweden)
- Budapest University of Technology and Economics (Hungary)
- Finepower GmbH (Germany)

Second open call for industrial experiments: After selection and start of the first CPS projects, EuroCPS will support a new set of innovative companies. Based on the feedback of several companies, Infineon and STMicroelectronics enlarged their platform to provide a broader portfolio for the second round. Proposals can be submitted from Oct. 28 to Dec. 2. The networking partners in EuroCPS are pleased to help the new entrant companies with registration, submitting proposals and finding the right platform and competence center. Selected projects will be notified the beginning of February 2016.

EuroCPS is part of the Smart Anything Everywhere Initiative under Horizon 2020 Leadership in Enabling Industrial Technologies, which aims to generating new and breakthrough technologies, boost competitiveness, create jobs and support growth by offering a Europe-wide network of design centers. A first group of four innovation actions included efforts under the combined 25M€ funding budget to support approximately 100 industrial experiments with the aim of involving more than 200 SMEs and midcaps in the field of cyber-physical systems (CPS), the Internet of Things (IoT) and smart systems integration (SSI).

More details on available competences, platforms and design centers are available at <u>www.eurocps.org</u>.

About CEA-Leti (France)

As one of three advanced-research institutes within the CEA Technological Research Division, CEA Tech-Leti serves as a bridge between basic research and production of micro- and nanotechnologies that improve the lives of people around the world. It is committed to creating innovation and transferring it to industry. Backed by its portfolio of 2,800 patents, Leti partners with large industrials, SMEs and startups to tailor advanced solutions that strengthen their competitive positions. It has launched 54 startups. Its 8,500m² of new-generation cleanroom space feature 200mm and 300mm wafer processing of micro and nano solutions for applications ranging from space to smart devices. With a staff of more than 1,800, Leti is based in Grenoble, France, and has offices in Silicon Valley, Calif., and Tokyo. Follow us at www.leti.fr and @CEA_Leti.

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2/2

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Annex 2 A 2.1 EuroCPS-Italy Worshop Flyer



Announcing the first open call to SMEs for industrial experiments (Innovative CPS) First EuroCPS-Italy workshop: Bologna, April 8th 2015

The EuroCPS initiative

EuroCPS is a European Network part of Smart-Anything-Everywhere Initiative under <u>Horizon</u> 2020 Leadership in Enabling Industrial Technologies (LEIT) aiming at generating new and breakthrough technologies, boosting competitiveness, creating jobs and supporting growth by offering a European-wide network of Design centers. The major objective is initiating new business and innovation opportunities for SMEs, major CPS-platform providers, and competence centers. EuroCPS provides great opportunities for SMEs to exploit the new emerging market of the Internet of Things (IoT) by aggregating value chains and lowering the barriers for designing and optimizing novel CPS solutions, from components to systems.

Opportunity

EuroCPS will fund SME-driven **industrial experiments (IE)** for developing innovative CPS products. The targeted products shall be designed, constructed and built on the EuroCPS Platforms provided by STmicroelectronics Italy and France, Intel, AVL, and Thales. The planned work shall be in collaboration with at least one of the EuroCPS Competence centers located across Europe at University of Bologna, CEA, AVL, Thales, LTU, BME, FhG, CDEC and FPG. More details on available competences, platforms and design centers locations are available at <u>www.eurocps.org</u>

The 1st EuroCPS-Italy workshop

The first EuroCPS-Italy workshop, promoted by the University of Bologna (Italian competence Center) and STMicroelectronics (Italian platform provider) has a dual goal: First to clarify the scope and the organizational aspects of EuroCPS, second to introduce STMicroelectronics Platform and product portfolio coupled with the role of UNIBO as competence center. SMEs will be invited to participate, ask questions and brainstorm on industrial experiments to be proposed in the scon-to-be-launched first call 2015.

Date: April 8th 2015

Location: Facoltà di Ingegneria – Sala del Consiglio - Viale Risorgimento 2, 40136 Bologna, Italy

Agenda

10:30 - 10:50	Welcome and Round Table
10:50 - 11:20	EuroCPS – A primer (UNIBO: L. Benini, F. Callegati, M. Mazzotti)
11:20 - 11:45	EuroCPS and IoT (STM: R. Zafalon)
	Industry vision for the Internet of Things: the next wave!
11:45 – 12:15	Tech Jam Session 1: Reference platform and product portfolio (STM) ST product portfolio and roadmap iNEMO platform solution Other platforms/solutions
12:15 - 14:30	Break (free lunch)
14:30 - 16:30	Tech Jam Session 2 (STM)
16:30 - 17:20	Open Discussion – Brainstorming on proposal
17:20 - 17:30	Wrap-Up: Action items for the next future.

17:45 End of day

For more information about the workshop, please contact Matteo Mazzotti (email: <u>mazzotti.matteo@unibo.it</u>) or Angela Cavazzini (email: <u>angela.cavazzini@unibo.it</u>).

A 2.2 LTU Flyer

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