IOT 4 INDUSTRY

Strategies towards SMEs Digital Transformation in Europe

Turin, 14 September 2018

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Manufacturing & industry

Definition

1) **Manufacturing**: the process of converting raw materials, components, or parts into finished goods that meet a customer's expectations or specifications.

2) **Industry**: organized economic activity concerned with manufacture, extraction and processing of raw materials, or construction

Sources: 1) [www.businessdictionary.com](http://www.businessdictionary.com) and 2: Collins English Dictionary
European manufacturing industry
Facts & trends

- 2 million enterprises
- 31 million jobs
- 15% of GDP
- 80% of total EU exports

SMEs
- 59% of employment
- 45% of value added

But challenge to maintain competitiveness on global stage
4th industrial revolution
an opportunity to revive the European Industry

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| Mechanization, water power, steam power | Mass production, assembly line, electricity | Computer and automation | IoT
| 1770         | 1870                 | 1970                 | Today               |
|             | Big Data, Artificial Intelligence, Cybersecurity |
European industrial policies and programmes

European Union’s Horizon 2020 Programme
This project has received funding from the European Union’s Horizon 2020 research and innovation programme under grant agreement No 777455.
Our initiative

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IoT4Industry concept

New cross-sectoral value chain

IoT
- Cloud Computing,
- Big Data,
- AI
- Digital Security,

Integration

Smarter
- machines,
- robots
- and manufacturing tools

Innovation

More efficient
- factories

Competitiveness

New business opportunities for European SMEs

IoT4Industry concept

for European SMEs
Our definition of the IoT

- **Data collection/acquisition**
  - End Point Devices: Sensors, microcontrollers, embedded software, batteries, wireless, packaging

- **Transmission integration organisation**
  - Infrastructures and networks: Communication, base stations, box, gateway, Cloud, local networks, data flow management

- **Analysis computing**
  - Software and Servers: Servers, Cloud, storage, Big Data, analytics, Artificial Intelligence

- **Report/actionnize**
  - Applications and/or Services: Vertical applications, systems and solutions integration

Securing of access, data and transmissions
IoT4Industry concept

source: localgridtech.com
OBJECTIVES

• **Raise awareness** of the **IoT** opportunities for the industry

• Help industries (in particular SMEs) to **modernize** their **production**

• Develop, text and deploy **innovative products** / solutions in Industry 4.0

• Accelerate the **access to the market** to IoT SMEs (solutions providers)

• Build a **sustainable** network
**METHODOLOGY**

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**Analysis** of demand ("meca" and manufacturing) versus technology offer (IoT)

**Identification, assessment** and **training** of SMEs to prepare them for the smart industry

**Call for EoI** (x2)

**Call for CP** (x2)

**Selection, funding** and **follow-up** collaborative projects

**Matchmaking** to help SME find suitable partners for collaborative projects

**SMEs involved**
- 100
- 300
- 1000+ (theoretical study)

**Development of new products**

**Call for EoI** = Expression of Interest

**Promotion of the results**

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