

# IoT4Industry

## Project Deliverable

### Advisory Board final members list

<b>Project Title</b>	Towards smarter means of production in European manufacturing SMEs through the use of the Internet of Things technologies
<b>Project Acronym</b>	IoT4Industry
<b>Grant Agreement No</b>	777455
<b>Instrument</b>	Innovation Action
<b>Topic</b>	Cluster facilitated projects for new industrial value chains
<b>Start Date of Project</b>	1 <sup>st</sup> April 2018
<b>Duration of Project</b>	30 Months



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<b>Reviewer(s)</b>	Silvia Zinetti (MESAP)

#### Abstract

The role of the Advisory Board is to support the IoT4Industry consortium in the following activities:

- Be consulted for the results of the analysis that specifies the “offer” and “demand” side: D1.4 Identification and analysis of focus sectors for collaboration support (August 2018)
- Be consulted for the specifications and results of the open calls for collaborative projects - approx. July 2018 and in 2019
- Review of a selection of “Follow up Reports” of supported collaborative projects (confidential) to advise on the maturity potential for further support
- Support the dissemination of the project’s calls and outputs to SMEs and other research Development and Innovation (RDI) actors

#### Keywords

Industry 4.0; smart manufacturing; IoT; Management



## Revisions

Version	Submission date	Comments	Author
v0.1	15/06/18	Draft version	Eva Fadil, Hubert Santer
v0.2	25/06/18	Integration of nominated Advisory Board Members	Guillaume Roux, Thibaud Vanrooden, Jana Heuer, Bjorn Van de Vondel, Junuz Jakupovic, Perrine Grosjean
v0.3	27/06/18	Version for peer review	Eva Fadil, Hubert Santer
v0.4	27/06/18	Peer review	Silvia Zinetti
v1.0	29/06/18	Version submitted	Eva Fadil, Hubert Santer, Guillaume Roux

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## Acronyms and definitions

Acronym	Meaning
AB	Advisory Board
ICT	Information and Communication Technologies
IoT	Internet of Things
NDA	Non-Disclosure Agreement
ToR	Terms of References

## The IoT4Industry project

The proportion of the manufacturing industry is currently decreasing in developed European countries' GDP. Industry 4.0 – also called smart manufacturing, digital industry or industry of the future – provides several technological responses to the challenging competitive market. The Industry 4.0 focuses on the development of processes based on technologies and devices autonomously communicating with each other along a value chain. Indeed, the integration of the Internet of Things (IoT) and related components – Cyber-Physical Systems (CPS), Digital Security, Cloud Computing and Big Data – in manufacturing SMEs will improve efficiency and flexibility in production and consumption.

IoT4Industry is an EC-funded project aiming at fostering this integration by connecting ICT clusters having capacities in IoT with Advanced Manufacturing clusters having access to process manufacturers and manufacturing SMEs. Based on a cross-border and cross-sectorial approach, a hundred of SMEs will be selected to receive funding and support to develop their access to smarter means of production and to modernize their processes and security. In fine, the project and this integration aims at creating new or improved value chains and new business opportunities.



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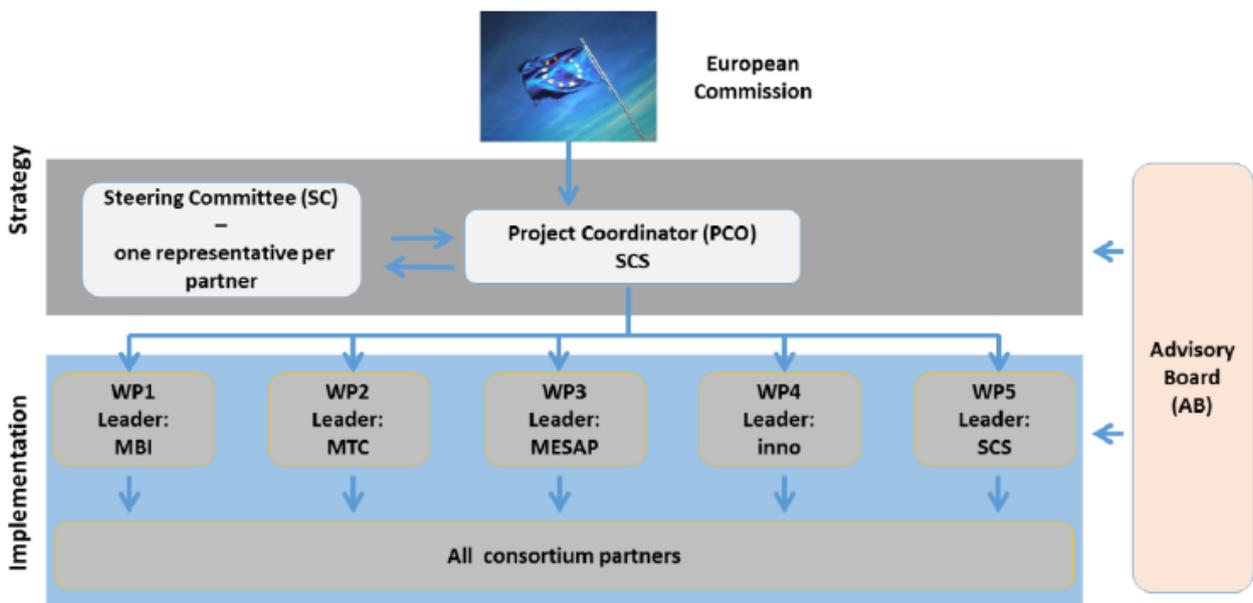


# 1. Introduction

To achieve the project’s objectives, the IoT4Industry consortium will mobilize for the duration of the project and on a regular basis a community of six experts from either the ICT sector either the manufacturing sector in the different countries of the EU. The consortium will benefit from the transfer of knowledge and will subsequently be able to provide further expertise in its work and specifically in the support to SMEs. The members of the Advisory Board will provide the IoT4Industry team with an external vision, opinion and feedback on the different activities of the project and will allow to establish a state of play of the ICT and manufacturing industries. The Advisory Board will consequently be implicated all along of the project and have an important supporting role within the project.

As displayed in Figure 1, the Advisory board is an important component in IoT4Industry structure.

**Figure 1: IoT4Industry management structure**



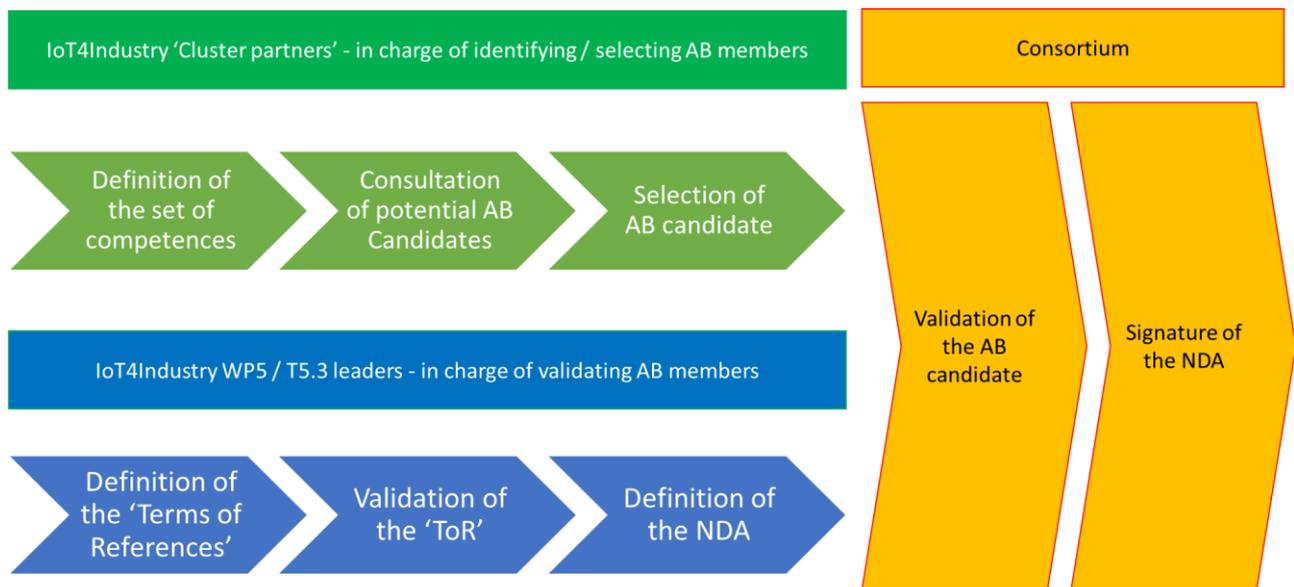
## 2. Methodology

IoT4Industry Advisory Board members were selected by the project partners. Each ‘cluster’ partner selected an Advisory Board member candidate and submitted it to the task leader for validation.

Advisory board members were provided with a background document, the ‘Terms of References’, and a ‘Non-disclosure agreement’ (NDA) and requested to sign the latter as part of the validation process.

An overview of the methodology is available in Figure 2.

**Figure 2: AB members validation process**



The results of the methodology applied are detailed in the section below.



### 3. Terms of References

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The Advisory Board will make their members' experience on smart manufacturing available for both the project team and the collaborative projects selected for support. The members will work jointly on:

- (1) feeding in an external experts' opinion
- (2) ensuring the matching of market expectations
- (3) supporting the project team
- (4) reviewing the support scheme and the selection processes.

The role of the Advisory Board is to support the IoT4Industry consortium in the following activities:

- **Be consulted for the results of the analysis that specifies the “offer” and “demand” side: D1.4 Identification and analysis of focus sectors for collaboration support (August 2018)**
- **Be consulted for the specifications and results of the open calls for collaborative projects - approx. July 2018 and in 2019**
- **Review of a selection of “Follow up Reports” of supported collaborative projects (confidential) to advise on the maturity potential for further support**
- **Support the dissemination of the project's calls and outputs to SMEs and other research Development and Innovation (RDI) actors**
- **The Advisory Board will be pivotal in assessing the developments of the projects funded. The Advisory Board will not participate in the project selection beforehand.**

#### 3.1. COMPOSITION OF THE ADVISORY BOARD

The Advisory Board will be composed of six external members. Each cluster will select one expert. Three experts in the field of IoT and four experts in the field of Smart Industry will compose the Advisory Board. The list of the Advisory Board members will be published on the project website with a short bio.

#### 3.2. EXPECTATIONS ON ADVISORY BOARD MEMBERS

The Advisory Board members are expected to:

- Provide the IoT4Industry team with an up-to-date and practical vision of the Industry 4.0, its challenges, its main drivers
- Provide the IoT4Industry team with external opinion, feedback, advices and ideas on the project's activities based on the projects intermediary reports
- Participate in at least 2 webinars and one physical meeting (schedule to be determined; travel support for the meeting will be provided) during the lifetime of the project (between July 2018 and September 2020)
- Be committed to participate at all the meetings they are invited to
- Contribute, during these meetings, to project discussions, findings and recommendations
- Read and give feedback on different important deliverables of the project
- Be the project ambassadors by informing their networks of the project objectives, the call of interest and of propositions, the project outcomes, the success stories



- By agreeing to be part of the Advisory Board, the members agree to have his / her names and organisations to be displayed on the IoT4Industry project website and possibly other project communication support material.

### 3.3. OPERATIONAL MODE OF THE ADVISORY BOARD

#### 3.3.1. MANAGEMENT OF THE ADVISORY BOARD

inno TSD with the support of Pole SCS will manage the involvement of the Advisory Board members all along the project when their actions will be needed. inno will be the contact point between the IoT4Industry consortium and the Advisory Board members. inno will send the invitations for meetings and webinars to the Advisory Board members as well as the documents for consultation and some updates on the IoT4Industry project.

Moreover, inno will organize a conference call about every 6 months with all the Advisory Board members to set the deadlines and missions for the following 6 months, to communicate about the last updates and to ensure a stable relationship between the consortium and the Advisory Board.

#### 3.3.2. MEETINGS OF THE ADVISORY BOARD

The members of the Advisory Board will be invited to a meeting which date will be determined at least 1 month in advance in order to provide enough time to ensure the necessary logistical preparations.

Moreover, over the 30 months lifetime of the project, the Advisory Board members will be invited to two webinars. The dates and schedules of the webinars will be transmitted at least 15 days in advance.

#### 3.3.3. CONFIDENTIALITY ISSUES

Documents for consultation will be circulated to the Advisory Board members, asking for comments and remarks where applicable until a certain deadline. All documents should be considered confidential unless specified differently. If no feedback is provided until this deadline, the consortium will consider this to be an approval.

Moreover, the confidential deliverables and information on supported collaborative projects provided by the IoT4Industry team should not be disclosed by the Advisory Board. A **non-disclosure agreement** will be signed by the members of the Advisory Board for this purpose.

#### 3.3.4. CONFLICT OF INTEREST

To avoid conflict of interest, members of the Advisory Board will not be eligible as experts to evaluate the project proposals of the IoT4Industry's two calls.

#### 3.3.5. RESOURCES

The travel costs of the nominated Advisory Board members to participate to one meeting/event will be covered by the IoT4Industry project up to the maximum amount of 600€/person.



### **3.3.6. TIMESCALE AND DURATION**

The Advisory Board is established for the duration of the project.

### **3.4. LEGAL STATUS**

These Terms of Reference are not intended to create any legally binding obligations and do not constitute an agreement under international law. The Non Disclosure Agreement (available in 0) is securing the conditions for collaboration.



## 4. Advisory Board members' list

The members of the Advisory Board – validated by IoT4Industry consortium – is available in Table 1 : Advisory Board Members list below

**Table 1 : Advisory Board Members list**

Name	Position	Organisation	Organisation type, domain	Fields of competences of the AB member linked to IoT4Industry project
<b>Alessandro Masciarelli</b>	Director of Scouting & Partnership	Telecom Italia Mobile	Large company, ICT	IoT
<b>Jacques Germy</b>	Board Member	FN Herstal	Large company, Defense	Advanced Manufacturing
<b>Jan Adriaenssens</b>	Director – City of Things programme	IMEC	Research and Technology Organisation	IoT
<b>Malcolm Harold</b>	Senior manager	Knowledge Transfer Network	Governmental agency	Advanced Manufacturing / IoT
<b>Prof. Dr. Olivier Schecker</b>	Professor	Hochschule Karlsruhe Technik und Wirtschaft	University	IoT
<b>Lionel Rolland</b>	Head of industrial coordination	SOMFY	Large Company, ICT / smart objects	Advanced Manufacturing / IoT



## 5. Advisory Board Member ‘mini CVs’

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### 5.1. Alessandro Masciarelli



Alessandro Masciarelli is responsible for Scouting & Partnership in Telecom Italia Mobile (TIM) Innovation & Digital Strategy Business Unit. He manages the company’s digital transformation, notably products and services portfolio, processes, channels and culture. He focused lately on defining the TIM strategic vision and positioning in various areas such as mobile payment and trusted services, IP interworking, VoLTE, 3G, 4G and 5G deployment strategy, automotive, mobile advertising, Industry 4.0, eCommerce & digital retail. Today, he focuses on new digital enablers such as digital touchpoints and CX, Artificial intelligence, big data analytics, security, cloud, IoT and 5G.

During his 18 years in the company, Alessandro was responsible for the Strategy and Innovation as Head of the Service Development for Communication and Multimedia Entertainment from 2013 to 2016, he was head of Financials and Mobile Proximity Services in the Marketing Top Clients department of the Telecom Italia group for one year. He was responsible for the launch and development of mobile payment, proximity and advertising services dedicated to their top clients and the public-sector market segments. He also occupied the position of chairman staff for the industry relations after he was a project leader for the launch of the eBook reader and editorial TIM offer, for the development of the mobile unlimited offers for tablets and smartphones and the definition of the new market positioning on mobile advertising.

### 5.2. Jacques Germay



Jacques Germay is currently member of the Board of Directors at FN Herstal, one of the world leaders in the field of Defense/Security. He was also appointed as member of the Board after leaving his position as CEO at pole MecaTech. He is specialized in the mechanical engineering sector through the assembly of innovative collaborative projects with an international vocation.

He was Chief Executive for about 20 years in a number of international industrial companies in the field of mechanical engineering (Browning, FN Herstal, Carmeuse). In 2006, Jacques Germay led the task force in charge of creating Mecatech, the Walloon competitiveness cluster in mechanical engineering. He was appointed CEO of MecaTech shortly after and held that position until December 2016. From 1980 to 2008 he taught international marketing at HEC Management School – University of Liège.



### 5.3. Jan Adriaenssens



Jan Adriaenssens is the Director of the City of Things program at IMEC. IMEC is the world-leading Research and innovation hub in nanoelectronics and digital technologies. The City of Things program, which serves as a living lab and technology lab for large scale, real time and real life smart city.

Before joining IMEC in 2016, Jan Adriaenssens was the vice president ‘Policy and Society’ at iMinds, after being the Innovation Strategy Director (for Digital Strategy) in the same institution.

### 5.4. Malcolm Harold



Malcolm Harold is a senior manager and digital manufacturing specialist currently working for the British program Knowledge Transfer Network (KTN). He is also a board member of the Automotive Division for the Institute of Materials, Minerals and Mining (IOM3) since 2015.

From 2011 until 2014, he has been a Network Membership Manager for the Institute of Materials, Minerals and Mining and for Materials KTN. Since 2014, he works as a Knowledge Transfer Manager for Manufacturing in the framework of the Innovate UK KTN, the national leadership program aiming to develop Industry 4.0 by linking new ideas and opportunities with expertise, markets and finance through their network of businesses, universities, funders and investors. He initiated the “4Manufacturing” program, a new approach aiming at enabling SME’s to embrace the 4th Industrial Revolution and making their business more productive, less resilient, with lower costs, increased profits and increased quality. He is leading the team responsible for implementing the “4Manufacturing” program nationally. Moreover, he works closely with the Manufacturing Sector Deal, ISCF, D4i, Catapult centres, trade associations, APPG for Digital Manufacturing, professional bodies and the Digital Readiness Level group.

### 5.5. Prof. Dr. Olivier Schecker



Prof. Olivier Schecker is a specialist in Microsystem Technologies for 9 years. He graduated with a binational PhD, French and German, in Physics after which he decided to focus on Microsystem Technologies. After his studies he started to work as a research engineer for Robert Bosch.

For 2 years, he teaches at the Karlsruhe University of Applied Science where he holds lectures on Microsystem techniques, on Lithium Ion Batteries, on Hybrid Systems and on Clean Room technologies at the faculty of machine engineering and mechatronics.



## 5.6. Lionel Rolland

Lionel Rolland is Head of industrial coordination at Somfy, the world leader in the automatic control of openings and closures in homes and buildings. He fulfils 2 missions: the management of the industrial schemes and the elaboration of the production systems. As part of those missions, he defines the industrial strategy of Somfy, identifies the need for new production sites and manages their creation, and manages important industrial projects such as the digitisation of their factories and associated management tools.

Moreover, he defines and develops the Production system of Somfy by defining the standards (production principles), indicators, tools, evaluation, etc and provides trainings for capacity building. This production system is then implemented on the production sites under his responsibility, that he evaluates once a year.



## Annex A – Non Disclosure Agreement template

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### Agreement

Between the

European Commission funded Project Consortium **IoT4Industry – Towards smarter means of production in Europe manufacturing SMEs through the use of the Internet of Things technologies**

Represented by Pole SCS, the coordinator,

And the

Advisory Board Members

**IoT4Industry** will develop new cross-sectoral and cross-border industrial value-chains, including in particular European SMEs, to foster the development of their competitiveness on the global stage. This development will be based on the construction of new value chains and the reconfiguration of existing ones driven by the integration of IoT and know-how between manufacturing SMEs from diverse sectors and SMEs having strong competences in IoT. To maximize the impact of the project, the research and development work must be in line with the requirements of the different sectors and of the industry.

The project therefore has set up a high level European ICT and manufacturing expert group: the Advisory Board. The Advisory Board includes six top industry and academia experts, from the ICT and the smart industry sectors and from different countries in the EU. The consortium, supported by the Advisory Board, will provide contributions for making SMEs competitive at a global level, for integrating IoT in their industrial value chains. The Advisory Board will be mobilized for the duration of the project and on a regular basis. The consortium will benefit from the transfer of knowledge and will subsequently be able to gather further expertise and specifically share it in the support to SMEs. The members of the Advisory Board will provide the IoT4Industry team with an external vision, opinion and feedback on the different activities of the project and will allow to establish a state of play of the ICT and manufacturing industries up-to-date. The Advisory Board will consequently be implicated all along of the project and have an important supporting role within the project.

The Advisory Board members are expected to:

- Provide the IoT4Industry team with an up-to-date and practical vision of the Industry 4.0, its challenges, its main drivers
- Provide the IoT4Industry team with external opinion, feedback, advices and ideas on the project's activities based on the projects intermediary reports
- Participate in at least 2 webinars and one physical meeting (schedule to be determined; travel support for the meeting will be provided) during the lifetime of the project (between July 2018 and September 2020)
- Be committed to participate at all the meetings they are invited to
- Contribute, during these meetings, to project discussions, findings and recommendations



- Read and give feedback on different important deliverables of the project
- Be the project ambassadors by informing their networks of the project objectives, the call of interest and of propositions, the project outcomes, the success stories
- By agreeing to be part of the Advisory Board, the members agree to have his / her names and organisations to be displayed on the IoT4Industry project website and possibly other project communication support material.

The Project IoT4Industry partners and the Advisory Board members agree on the following:

1. The meeting and webinars are held as closed-door meetings, and information given there is not for publication. Most of the information given will be non-confidential, as the intention is that the Advisory Board members act as multipliers for the project results. The Advisory Board members are aware that statements in the meeting and webinars can be reported to the Commission with reference to the source as Confidential Information and that results of the discussions can be publicized by the IoT4Industry project consortium but only without any direct or indirect reference to the person or company that made the statement.
2. All information in whatever form or mode of communication, which is disclosed by a party (“the Disclosing Party”) to any other party (the “Recipient”) in connection with the project during its implementation and which has been explicitly marked as “confidential at the time of disclosure”, or when disclosed orally has been identified as “confidential at the time of disclosure” and has been confirmed and designated in writing 15 calendar days from oral disclosure at the latest as Confidential Information by the Disclosing Party, is “Confidential Information”.
  - 2.1. The Recipients of such Confidential Information hereby agree for a period of 2 years after the end of the IoT4Industry project:
    - Not to disclose Confidential Information to any third party without the prior written consent by the Disclosing Party
    - Not to use Confidential Information otherwise than for the purpose for which it was disclosed
    - To ensure that internal distribution of Confidential Information by a Recipient shall take place on a strict need-to-know basis
    - To return to the Disclosing Party on demand all Confidential Information which has been supplied to or acquired by the Recipients including all copies thereof and to delete all information stored in a machine-readable form. The Advisory Board members may keep a copy to the extent it is required to keep, archive or store such Confidential Information to comply with applicable laws and regulations or for the proof of on-going obligations.
  - 2.2. The obligations described in 2.1. do not apply when:
    - The Confidential Information becomes publicly available by means other than a breach of the Recipient’s confidentiality obligations
    - The Disclosing Party subsequently informs the Recipient(s) that the Confidential Information is no longer confidential
    - The Confidential Information is communicated to the Recipient(s) without any obligation of confidence by a third party who is in lawful possession thereof and under no obligation of confidence to the Disclosing Party



- The disclosure or communication of the Confidential Information is foreseen by provisions of the Grant Agreement
- The Confidential Information, at any time, was developed by the Recipient completely independently of any such disclosure by the Disclosing Party
- The Confidential Information was already known by the Recipient prior to disclosure without any obligation or confidentiality
- The Recipient is required to disclose the Confidential Information in order to comply with applicable laws and regulations or with a court or administrative order, subject to the section 2.5 hereunder.

2.3. The Recipient shall apply the same degree of care with regard to the Confidential Information disclosed within the scope of the project as with its own Confidential and/or Proprietary Information, but in no case less than reasonable care.

2.4. Each party shall promptly advise the other party in writing of any unauthorised disclosure, misappropriation or misuse of Confidential Information after it becomes aware of such unauthorized disclosure, misappropriation or misuse.

2.5. If any party becomes aware that it will be required, or is likely to be required, to disclose Confidential Information in order to comply with applicable laws or regulations or with a court or administrative order, it shall, to the extent it is lawfully able to do so, prior to any such disclosure:

- Notify the Disclosing Party
- Comply with the Disclosing Party's reasonable instructions to protect the confidentiality of the information

2.6. For the avoidance of doubt, any disclosure of information to the Advisory Board of the IoT4Industry project is not a publication and therefore does not withstand patenting or claiming of rights.

3. This Agreement is valid from the date of its signature to the date of the end of the IoT4Industry project, in September 2020. The Consortium can agree to extend the Agreement. All rights and obligations described in this document shall survive with respect to Confidential Information disclosed prior to such termination.
4. No rights or obligations of the IoT4Industry partners and Advisory Board members arising from this Agreement may be assigned or transferred, in whole or in part, to any third party without the prior formal approval by the other parties to this Agreement.
5. Each party has the right to propose modifications to this Agreement before its expiration. Additions and amendments to this Agreement shall only be valid if made in writing and signed by all parties. The requirement of the written form can only be waived in writing.
6. For the sake of avoidance of Conflict of Interest and of non-disclosure of Confidential Information, the Advisory Board members shall not participate in the evaluation of collaborative project proposals and in the collaborative projects' selection for funding in the context of the IoT4Industry project.



7. Any dispute, controversy or claim arising under, out of or relating to this contract and any subsequent amendments of this contract, including, without limitation, its formation, validity, binding effect, interpretation, performance, breach or termination, as well as non-contractual claims, shall be submitted to mediation in accordance with the WIPO (World Intellectual Property Organization) Mediation Rules. The place of mediation shall be Brussels unless otherwise agreed upon by the parties. The language to be used in the mediation shall be English unless otherwise agreed upon by the parties.  
 If, and to the extent that, any such dispute, controversy or claim has not been settled pursuant to the mediation within 60 calendar days of the commencement of the mediation, the courts of Brussels shall have exclusive jurisdiction.  
 Nothing in this Agreement shall limit the IoT4Industry project partners' and the Advisory Board members' right to seek injunctive relief in any applicable competent court of law.
8. Each member of the Advisory Board and the coordinator of the IoT4Industry project should sign and obtain a duplicate of this Agreement.

On behalf of the IoT4Industry Project:

Advisory Board member:

Date and place of signature:

Date and place of signature:

Signature:

Signature:

Guillaume Roux

Name of the Advisory Board member:

Project coordinator

Advisory Board member

Innovation – European Projects

Position:

Pôle SCS – Site de Sophia-Antipolis

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