

# FundingBox

Mayte Carracedo

EUROPEAN INITIATIVES FOR  
DIGITAL TRANSFORMATION

Santiago, 6th November 2019



**About US**

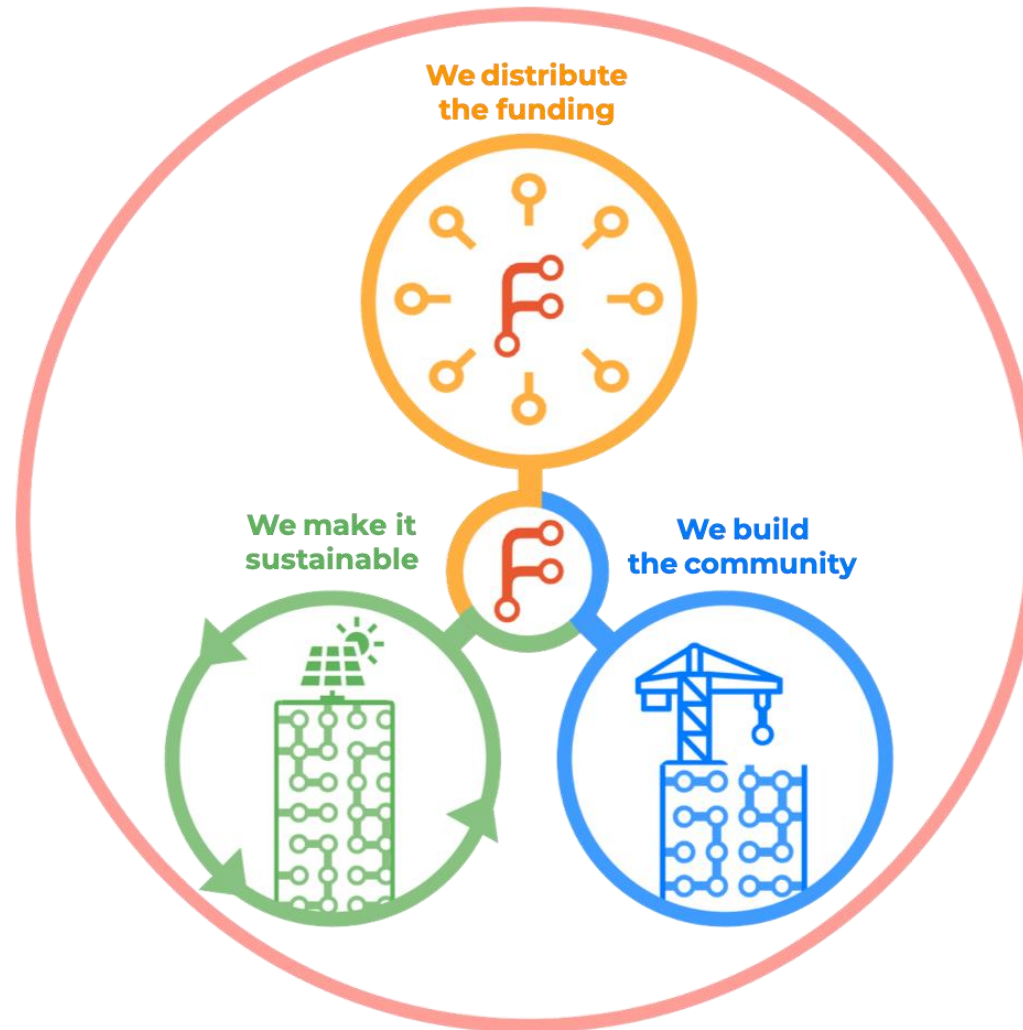
# We are growth catalyst

FundingBox is the constant guide for every entrepreneur in the quest for growth.

Through an open culture and specialized communities we provide access to funding opportunities, knowledge and connections.

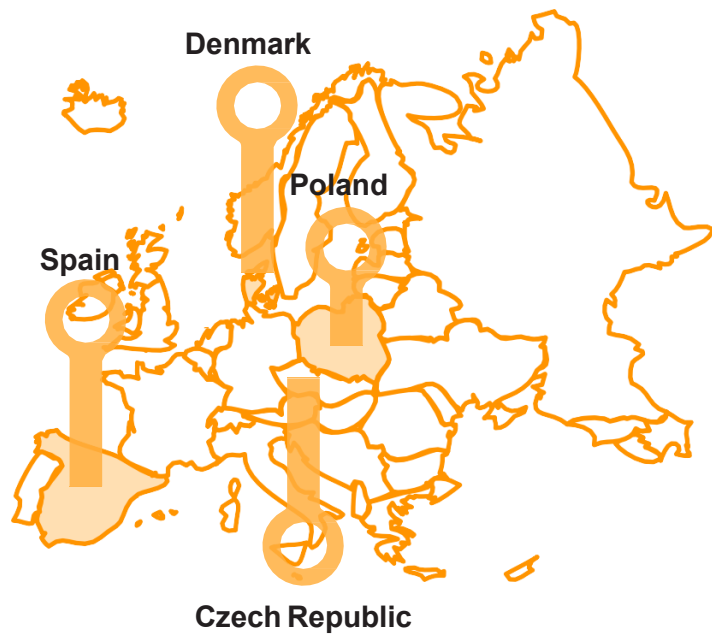


# Service portfolio

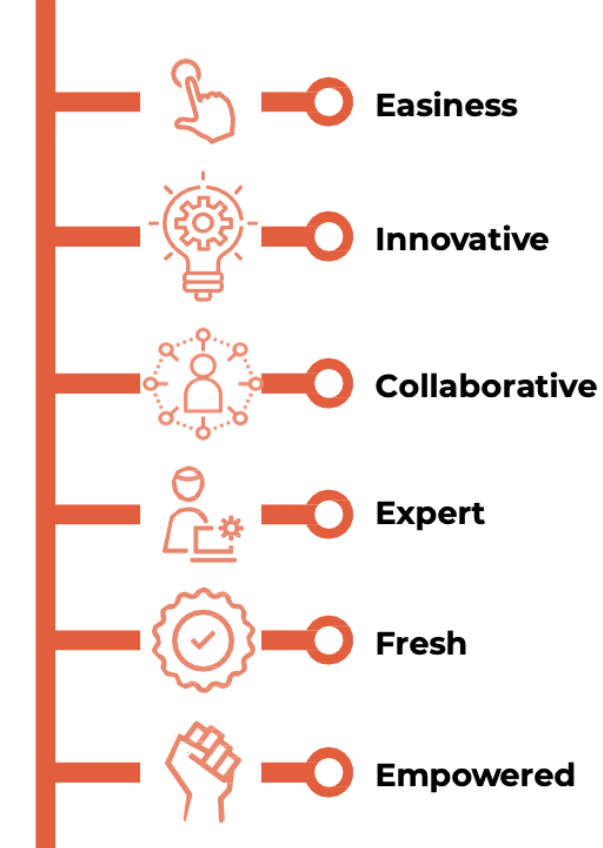


# Team and location

Our locations: Spain, Poland, Denmark, Czech Republic



Our values:





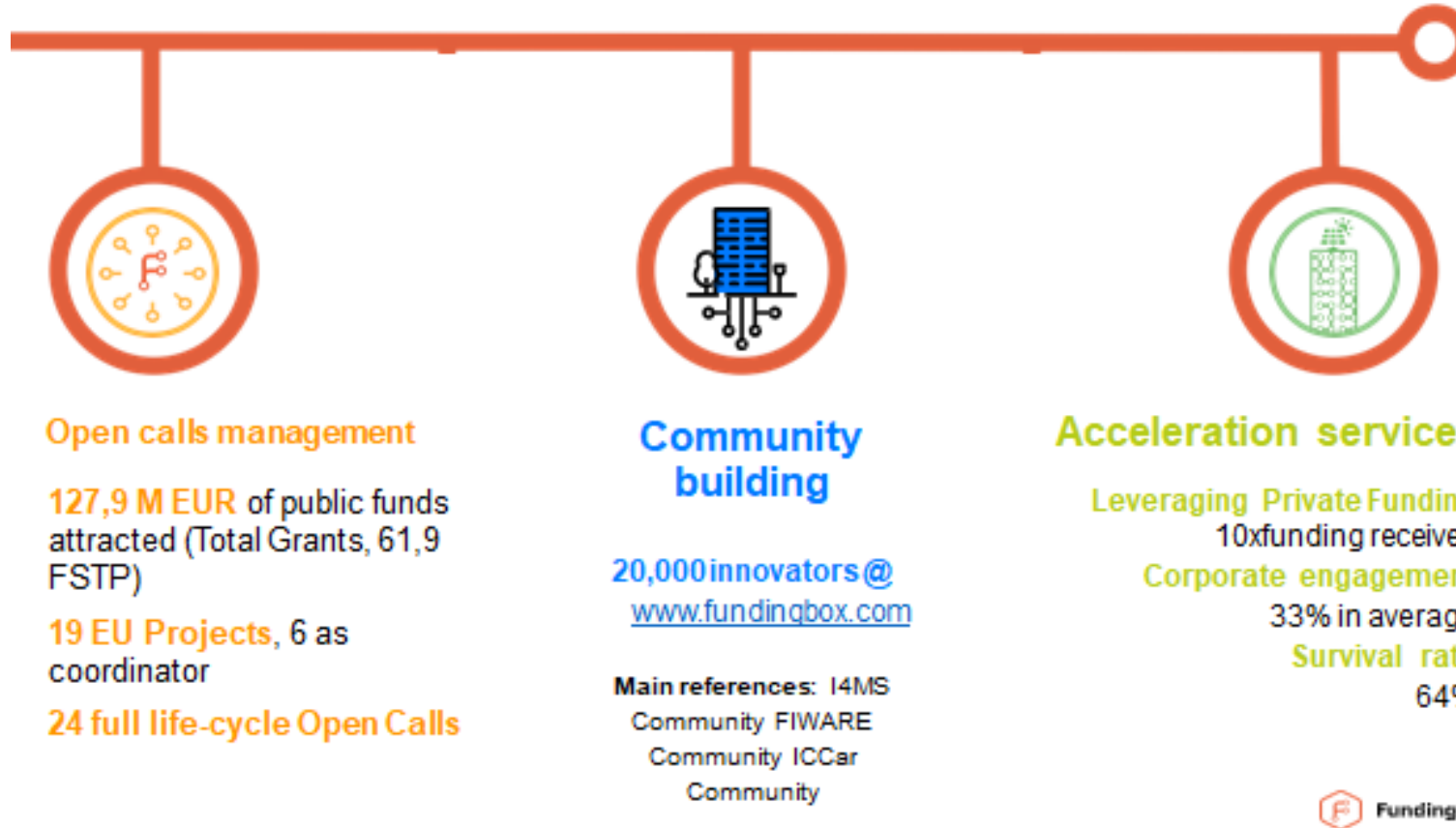
# Proof of work

\*(Ref. May, 2019)



IMPACT GROWTH Accelerator, Top  
10 global Accelerators

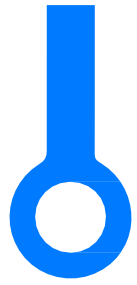
Gust's Global Accelerator  
Report 2016





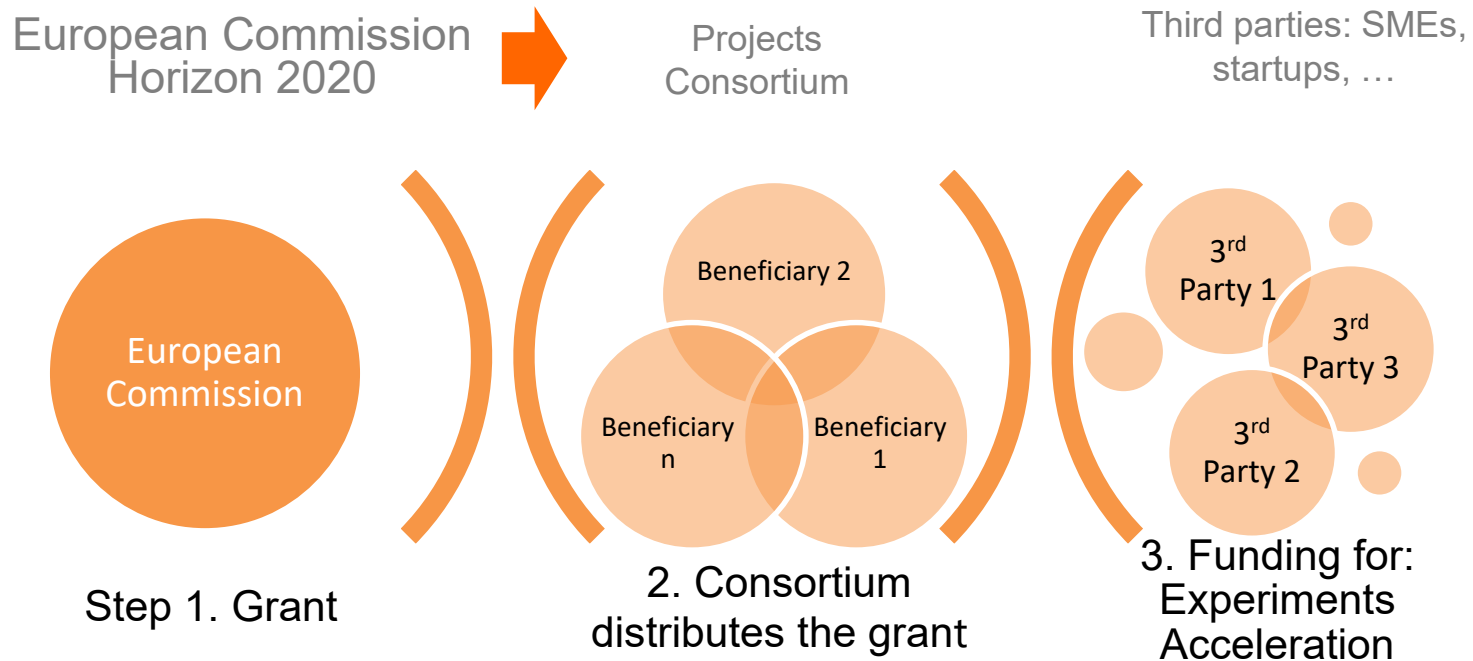
# CASCADE FUNDING OPPORTUNITIES

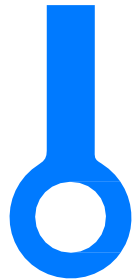




# Cascade Funding

## What is?





# Cascade Funding

## Where I can find information?

<https://ec.europa.eu/info/funding-tenders/opportunities/portal/screen/opportunities/competitive-calls>

### Competitive calls and calls for third parties

#### Call for proposals 3i (CfP-3i)

Deadline: 5 March 2019

open



#### FED4SAE - Third open call for Application Experiments

Deadline: 5 March 2019

open



#### VICINITY 2nd Open Call Value Added Services

Deadline: 15 March 2019

open



#### Vida Demonstration Voucher

Deadline: 29 March 2019

open



#### TETRAMAX 2nd open call for Value Chain Oriented and Interdisciplinary Technology Transfer Experiments (TTX)

Deadline: 31 March 2019

open

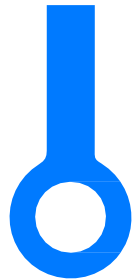


#### NGI TRUST

Deadline: 1 April 2019

open





# Cascade Funding

## Where I can find information?

<https://ec.europa.eu/info/funding-tenders/opportunities/portal/screen/opportunities/competitive-calls>

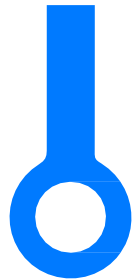
### List

Drop-down menu  
with all info (click)  
Example:  
TETRAMAX (SAE)

TETRAMAX 1<sup>st</sup> open call for Entrepreneurial Technology Transfer Experiments (TTX)

**Project acronym:** TETRAMAX  
**Project full name:** TEchnology TRAnsfer via Multinational Application eXperiments  
**Project grant agreement number:** 761349  
**Project web address:** <https://www.tetramax.eu/>  
**Project coordinator:** Prof. Rainer Leupers, RWTH Aachen University/DE ([leupers@ice.rwth-aachen.de](mailto:leupers@ice.rwth-aachen.de))  
**Call title:** 1<sup>st</sup> open call for Entrepreneurial Technology Transfer Experiments (TTX)  
**Call identifier:** TETRAMAX-ENTREPRENEURIAL-TTX-1  
**Publication Date:** 31 August 2018  
**Full open call information:** <https://www.tetramax.eu/ttx/calls/>  
**TTX online proposal submission platform:** <https://entrepreneurial1-tetramax.fundingbox.com>  
**Proposal submission deadline:** 30 November 2018, 23:59 CET (Brussels time)  
**Expected TTX duration:** 3-6 months  
**Expected TTX start and end date:** at the first day of the following month after entry into force of the TTX funding agreement. Any date prior to 1 March 2019 is not possible. The TTX has to end by November 2019 at the latest.  
**Total financial support per TTX:** Between €20 000 and €30 000 maximum; On average, a financial support of €25 000 is anticipated per TTX. Financial support will be granted to the applicant's organisation.  
**Number and type of partner organisations/team members involved in the TTX:** **Team:** The TTX team comprises three distinguished team members: principal investigator, entrepreneurial lead, mentor  
**Organisations:** All team members are typically from one site located in an EU member state or in a country associated to H2020; nevertheless, the team may be formed by one or more entities, and team members may be located in a different country





# Cascade Funding

## Where I can find information?

A grid of 8 funding opportunity cards, each with a colored background and an 'Apply' button. The cards are arranged in two rows of four.

Card Title	Description	Action
<b>FIWARE Global City Teams Challenge 2017</b>	An ambitious competition to achieve cross-border cooperation in the deployment of groundbreaking solutions	Apply
<b>TETRAMAX</b>	2nd call for bilateral TTX is open until 31st January 2019 - 2nd call for Value Chain oriented interdisciplinary TTX is	Apply
<b>FIWARE iHubs</b>	Become a FIWARE iHub	Apply
<b>frontierCities2</b>	European Smart Cities Driving the Future Internet	Apply
<b>IMPACT Growth</b>	Apply to IMPACT Growth and get up to €250K equity free	Apply
<b>TechFoodHub</b>	Take your research based food start-up to the next level -because rocket science is all about food	Apply
<b>SMOOTH</b>	Is your micro enterprise GDPR compliant ? SMOOTH can help you!	Apply
<b>IMPACT Connected Car Open Call 2...</b>	Apply to IMPACT Connected Car 2nd Open Call: get up to €60K equity free and more!	Apply

<https://fundingbox.com/about/equity-free-programs>





## I4MS Opportunities for SMEs

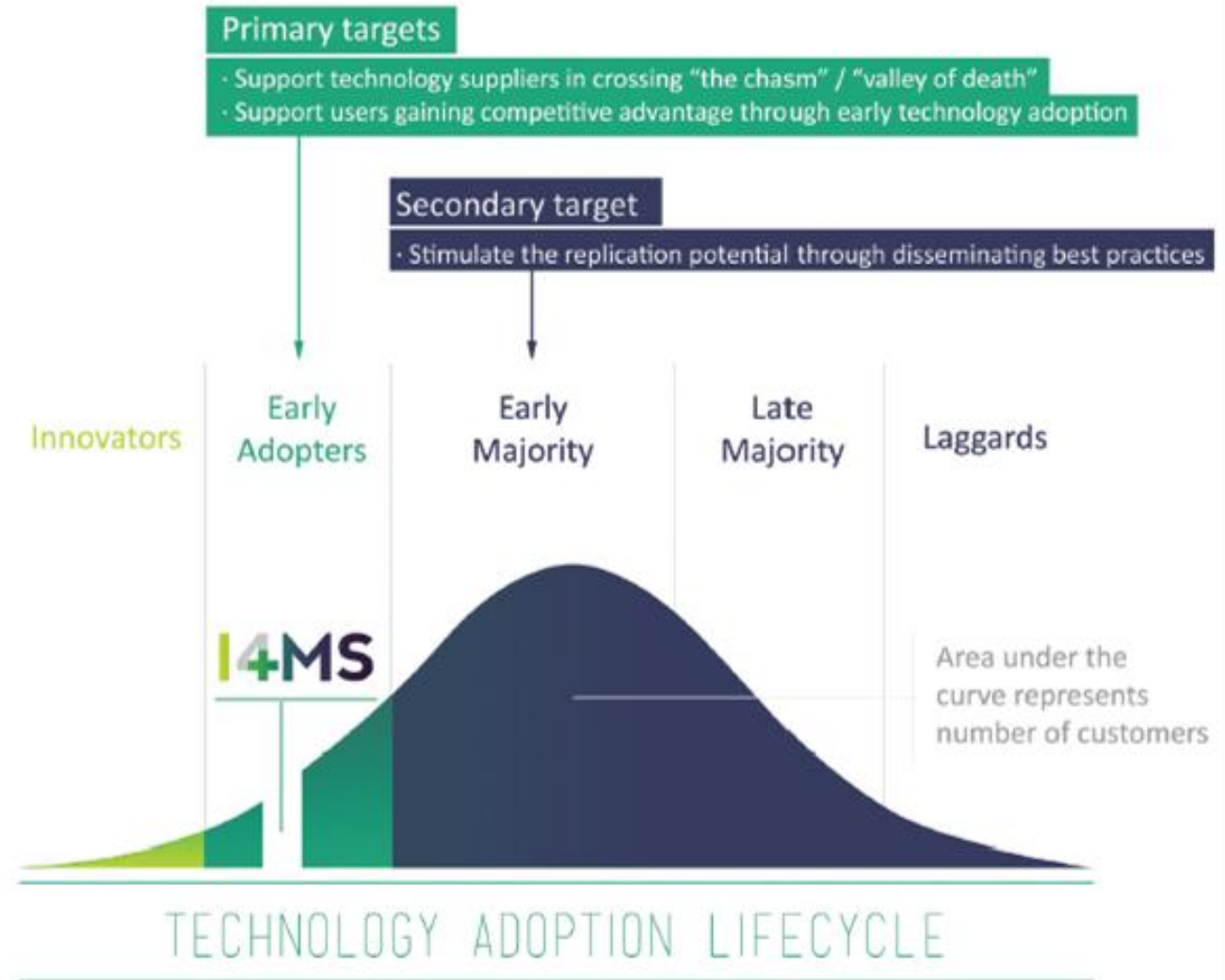


*This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No 768631*

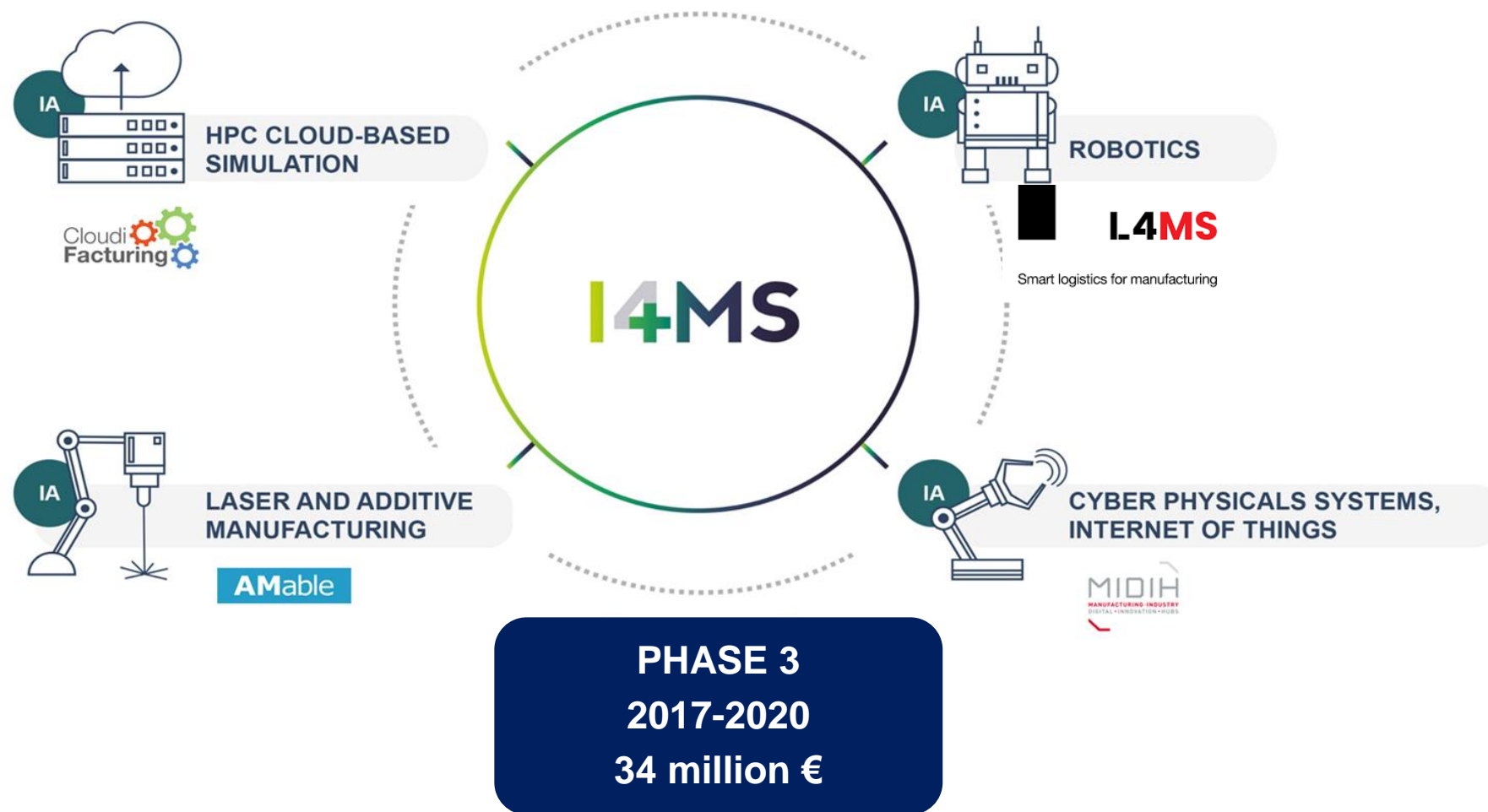
# I4MS: focused on SMEs

Ensure that any **SMEs in Europe** can fully benefit from digital innovations to upgrade its products, improve its processes and adapt its business models to the digital age.

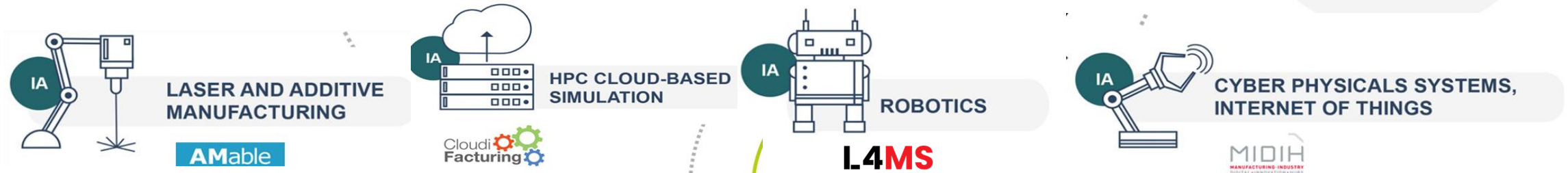
- Provide **access to competences: tech solutions and mentoring**
- Provide **access to innovation networks** of competences and **best practice** examples
- Provide **financial support** to SMEs and mid-caps (FSTP/Cascade Funding)



# Access to tech solutions



# Overview I4MS Open Calls



TECHNOLOGICAL EXPERTISE	ADDITIVE MANUFACTURING	HPC CLOUD-BASED SIMULATION	ROBOTICS	CPS & IOT
FUNDING	60,000€ per applicant	100,000 € proposal, max. 60,000 per applicant	250,000 € per proposal, max 50,000 SMEs	60,000 € proposal
N° APPLICANTS	2	2-5	2-5	1
TYPE OF APPLICANTS	Supplier (SMEs or midcap) and users (industrial preferably SME)	End-users, ISV, engineers, cloud providers, HPC centres, RTOs, DIH	SMEs, midcaps; automation Solution Providers; software developers; system integrators DIH & CC..	IT SMEs as tech providers

# I4MS Open Calls Calendar

I4MS



Year	Quarter	Deadline	Project	Technology area
2019	Q4	30th November	<a href="#">L4MS</a>	Robotics
		1st November	<a href="#">AMABLE</a>	Additive Manufacturing

# Automated Logistics @CHEMI-PHARM

Improving the overall material flow of raw materials inside the factory with an automated logistics solution

**AUTOMATIC AGV  
TRANSPORT RAW  
MATERIAL**

**REDUCE TIME WORKERS  
SPEND ON REPETITIVE  
TASK**

**L4MS**

Smart logistics for manufacturing



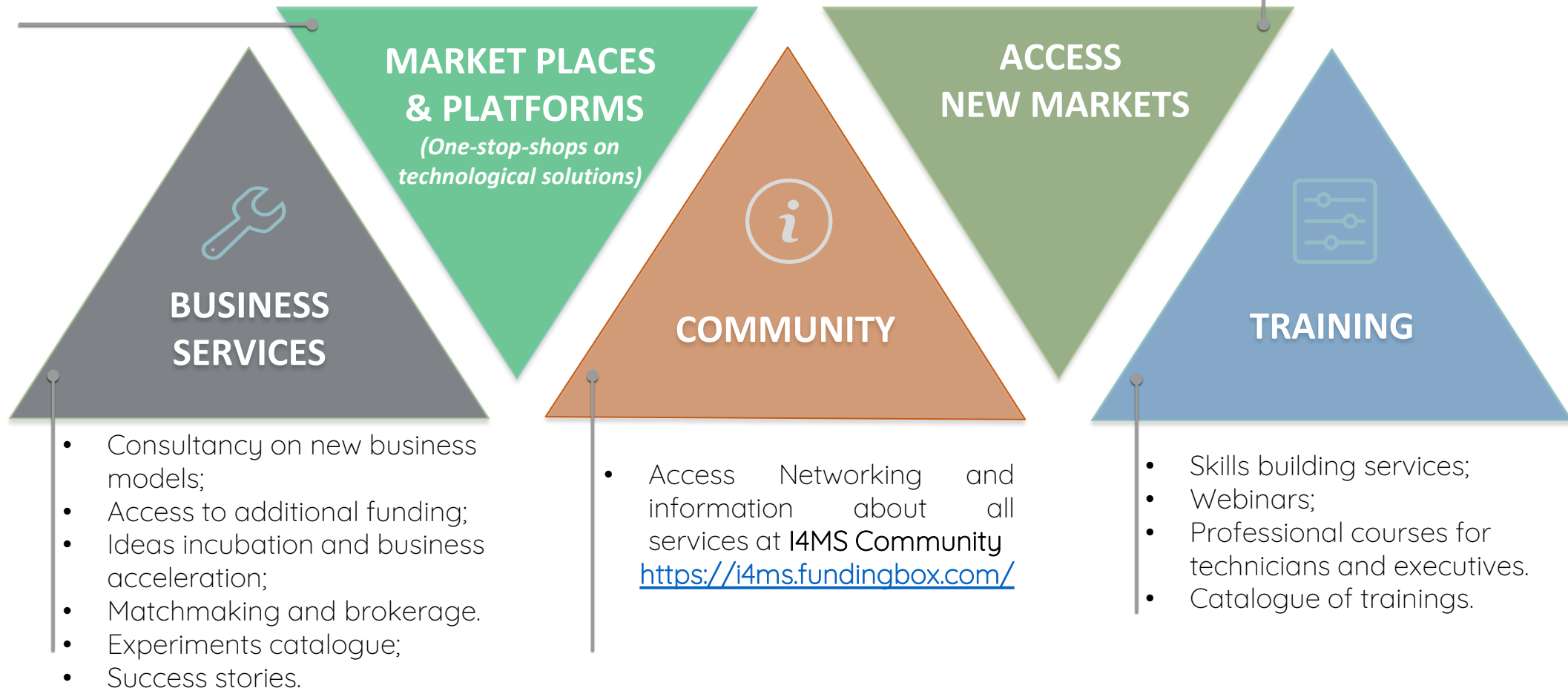
# I4MS ADDITIONAL BENEFITS

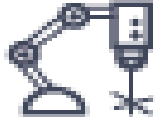
PROVIDED BY THE INNOVATION ACTIONS AND THE CSA



- Fortissimo
- CloudiFacturing
- MIDIH
- L4MS
- Amable Digital data chain

- Technology Observatory
- Market intelligence
- Promotion in world class events
- IPR & Patent management





ADDITIVE  
MANUFACTURING

AMable

# AMABLE DIGITAL DATA CHAIN



## DESCRIPTION

AMable develops a Digital Data Chain that **securely connects all manufacturing steps and stakeholders** – from the design of a part, through all its manufacturing stages to its ultimate use – with a strong focus on **data privacy** and traceability



## CHALLENGES TECHNOLOGY SOLVES

- **Ensuring data protection** for customer files or a company's own product designs and production data.
- **Ensuring data exchange** between the right partners based on collaboration contracts or production agreements.
- Documentation of file content to be prepared for liability claims or functional safety of produced products



## KPIs THIS TECHNOLOGY IMPROVES

- **INCREASED PRODUCTIVITY**
- **ENABLING NEW BUSINESS POSSIBILITIES**
- **IMPROVING AGILE PRODUCTION**



## TRL OF THE TECHNOLOGY

6-7

[www.amable.eu](http://www.amable.eu)

# Additively manufacturable fittings save energy on earth and in space

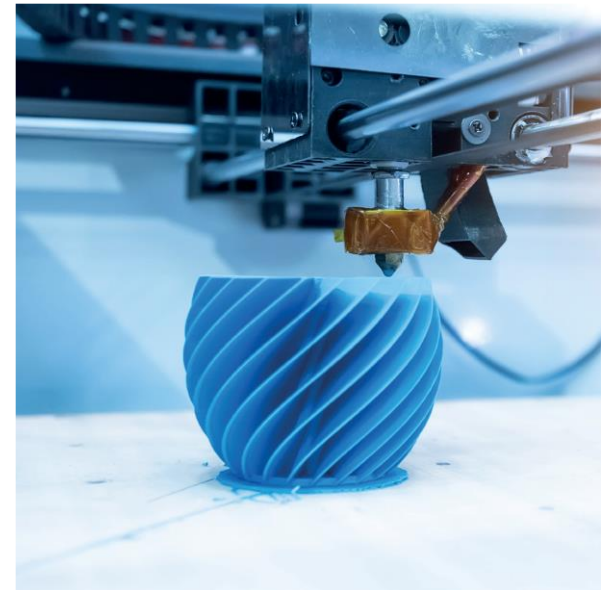
Using additive manufacturing for a structural components of satellites allowing lightweight and robustness

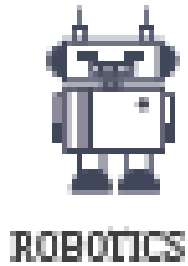
**PRODUCTION OF  
INDIVIDUALISED  
COMPONENTS AT  
MINIMAL COSTS**

**COMPONENTS ARE 45%  
LIGHTER AND THE  
PRODUCTION COSTS  
HAVE BEEN CUT BY 50%**



# AMable





# OPEN PLATFORM FOR INNOVATION IN LOGISTICS (OPIL)



## DESCRIPTION

The key value of OPIL to manufacturing SMEs is providing connectivity and interoperability for all software and hardware systems used in an automated logistics system with little effort and costs required for integration.



## CHALLENGES TECHNOLOGY SOLVES

- Managing fleets of mobile robots and AGVs for material handling systems in facilities.
- Facilitating **connectivity and interoperability** between enterprise applications, mobile robots, operators, sensors and simulation software.
- Designing intra-factory logistic systems in a virtual environment using real production data.
- Reducing the time and installation costs of intra-factory logistics solutions.
- Providing a flexible platform that allows for easy modifications with low integration efforts



## KPIs THIS TECHNOLOGY IMPROVES

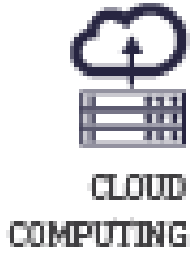
- **IMPROVEMENT IN PRODUCTIVITY.**
- **IMPROVED FLEXIBILITY AND EFFICIENCY OF THE FACTORY LOGISTICS PROCESSES.**
- **REDUCE ACCIDENTS AND IMPROVED FACTORY SAFETY.**



## TRL OF THE TECHNOLOGY

5-6

[www.l4ms.eu](http://www.l4ms.eu)



# CLOUDIFACTURING DIGITAL MARKETPLACE

Commercialization hub and space for community-building around cloud-based engineering software for the manufacturing Industry.



## DESCRIPTION



## CHALLENGES TECHNOLOGY SOLVES

- End users can gain access to a set of technologies with just a **single set of credentials**, including central billing and invoicing, data management and software execution. For an end user who merely consumes executable artefacts on the CloudiFacturing platform, there will no longer be a difference between executing a CloudFlow workflow or a CloudBroker application.
- ISVs will still be able to implement software using the technology of their choice, while gaining access to software on other technologies with almost no effort.
- This enlarges the possible breadth and **variety of software solutions**, benefitting both ISVs and end users. By keeping the existing technology stacks intact within the CloudiFacturing solution, the **loss of existing customer groups is prevented**.



## KPIs THIS TECHNOLOGY IMPROVES

- **SHORTER DESIGN CYCLES**
- **LOWER SIMULATION SOFTWARE AND INFRASTRUCTURE INVESTMENTS**
- **IMPROVED PRODUCT QUALITY**



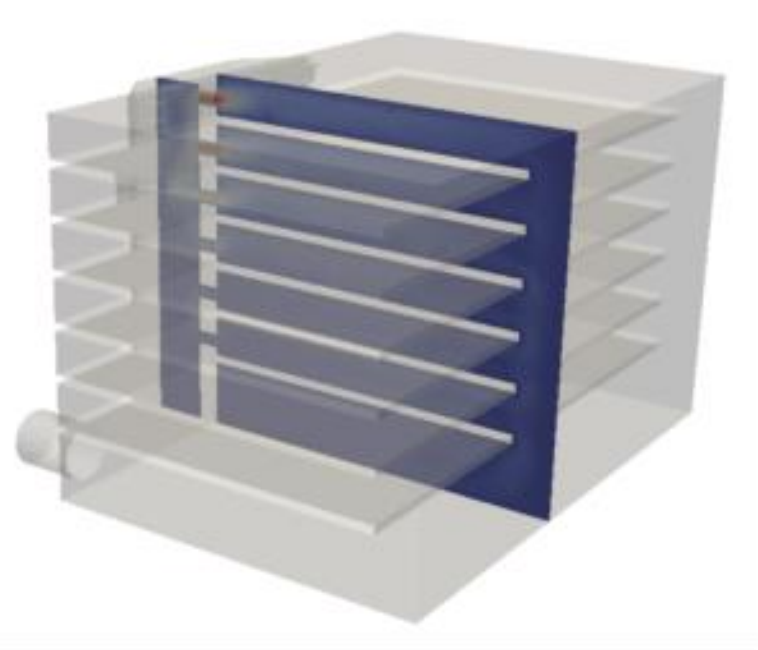
## TRL OF THE TECHNOLOGY

5-6

[www.cloudifacturing.eu](http://www.cloudifacturing.eu)

# Optimizing Solar Panel Production

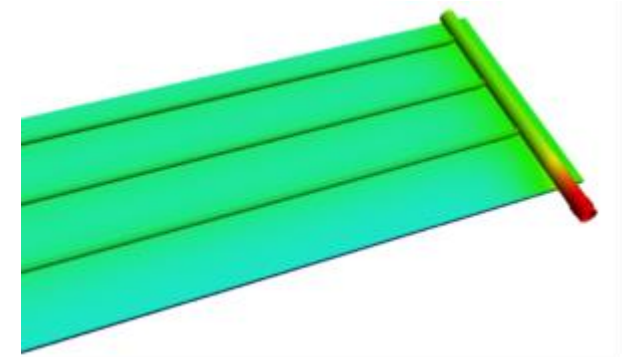
Optimizing the manufacturing process of solar hybrid panels, with a time and cost reduction that is reflected in panel profitability.



Simulation of lamination process

**SIMULATION SOFTWARE  
PACKAGE TO OPTIMISE  
SOLAR PANEL  
MANUFACTURING (HEAT  
PROCESS)**

**MANUFACTURING TIME  
REDUCED BY 20%  
30% ENERGY SAVINGS**



Simulation of the heat process

# MIDIH OPEN PLATFORM



## DESCRIPTION

CPS/IoT MIDIH Reference Architecture and Open Source Middleware supporting the digitalization of manufacturing SMEs.



## CHALLENGES TECHNOLOGY SOLVES

- **Digital transformation challenges** within the manufacturing sector.
- Supporting companies that are willing to grasp the real business **benefits of digital manufacturing**.
- Overcoming the main obstacles **preventing actual adoption and push**, which are various but mainly boil down to technical/infrastructural, organizational/competence and vision/management



## KPIs THIS TECHNOLOGY IMPROVES

- **INCREASED PRODUCTIVITY:** fast assignment of data transfer, clear status overview with protocol.
- **ORGANIZATIONAL:** agile product development; reduction of the risk that actions taking place externally are not documented with respect to changes in digital data



## TRL OF THE TECHNOLOGY

7-8

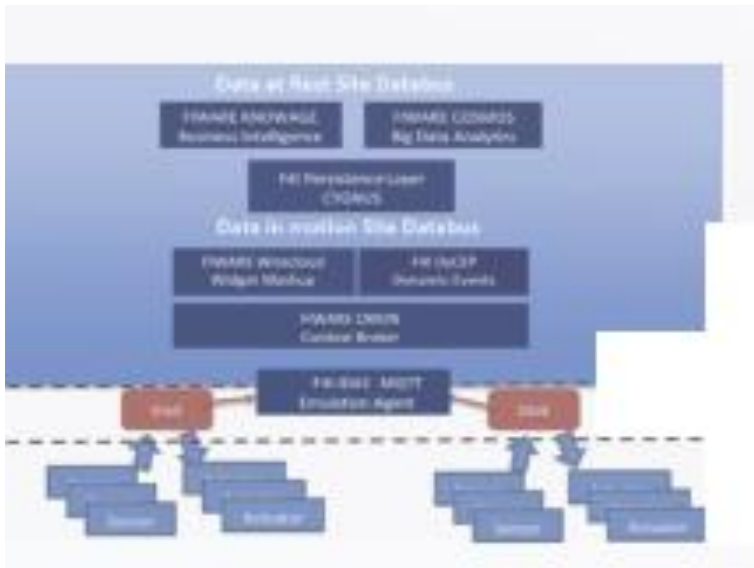
[www.midih.eu](http://www.midih.eu)

# DELTA – Data-driven experiment for energy Saving and quality assessment.

Set up a “**plug-and-play**” energy efficiency and product quality assessment system

**PLUG-AND-PLAY  
SOLUTION TO PROVIDE  
ENERGY EFFICIENCY  
ANALYSES**

**90% OF THE MACHINERY  
IS MONITORED  
ALLOWING A 10% OF  
ENERGY SAVINGS**



# Stay tuned about the upcoming opportunities, events and more!

[www.i4ms.eu](http://www.i4ms.eu)

I4MS

The collage consists of four screenshots from the I4MS website and community platform:

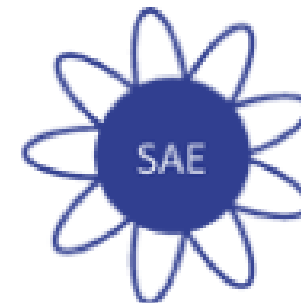
- Top Center:** A banner titled "Open Calls" with the subtitle "Find funding opportunities for the Digital Transformation of the European Industry". It mentions "Other available calls for small and medium-sized enterprises within the framework of Digital Innovation Hubs here" and includes a button "Get to know more about funding opportunities in our community".
- Bottom Left:** A screenshot of the community directory sidebar. It lists various categories like "About I4MS", "Community directory", "Community settings", "Manage team", "Manage members", "Collections", "Threads", "Files", and "Spaces in this community". A list of members is visible, including @pierre.pleven, @pierrejava, @pilaranadon, @raul.aragones, @rkhuttun, @roberto-buratti, @rosaliasimon, @SanyuKarani, @silviavalcarcel, @smartweldingfactory/lac, @sofia.azevedo, @spaces, @sundmaeker, @thorsten.huelsmann@effizienzclust, @tmazuryk, @vitomorreale, @weisenburger, @wic, @wolgangtreinen, @xabi.chao, and @xurxo.
- Bottom Center:** A post titled "Digital Transformation in Manufacturing - I4MS / Share your challenges & best practices - Start As an SME or mid-cap, what have you done to become smart? Share with us the...". It includes a note about English subtitles and a video thumbnail of a man speaking.
- Right:** A post titled "How to get started making additive manufacturing a part of your business". It features an image of a 3D printer and text about additive manufacturing, including a quote from Jeppe Byskov.

# The I4MS Brochure

Available at  
<https://i4ms.eu/>



# SAE Open Calls Calendar



SmartAnythingEverywhere

Year	Quarter	Deadline	Project	Technology area
2019	Q4	30th November	<a href="#">TETRAMAX</a> Entrepreneurial	Customized Low-Energy Computing (CLEC) for Cyber-Physical Systems and the Internet of Things
			<a href="#">TETRAMAX</a> Value Chain	
		31st December	<a href="#">TETRAMAX</a> Bilateral	
2020	Q1	January 2020	<a href="#">TETRAMAX</a> Bilateral	
	Q2	April 2020	<a href="#">TETRAMAX</a> Entrepreneurial	

# I4MS

THANK YOU

[WWW.I4MS.EU](http://WWW.I4MS.EU)

**Mayte Carracedo**  
**Business Development**  
**Manager at FundingBox**  
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**Follow us:**

**Twitter:** [@I4MS\\_Europe](https://twitter.com/I4MS_Europe).

**LinkedIn:** [I4MS](https://www.linkedin.com/company/i4ms).

**Join the I4MS community:**  
<https://i4ms.fundingbox.com/>



*This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No 768631*

# **ADMA initiative**

**Advanced Manufacturing Support Centre**

**Mayte Carracedo**

**FundingBox**

EASME/COSME/2017/018

Contract number : 2017/S 152-3140



**What is ADMA?**

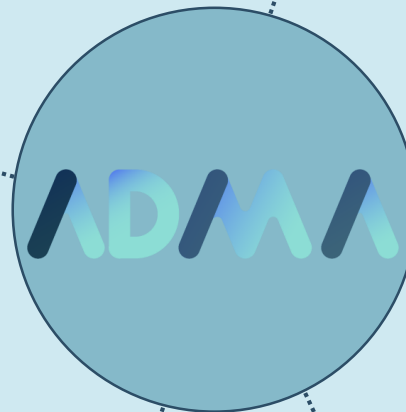


# At a glance...

[www.adma.ec](http://www.adma.ec)

## Goal (general)

Establish and operate a virtual European Advanced Manufacturing Support Centre to **help SMEs assess the possibility of adopting advanced manufacturing solutions in order to transform their organisations towards next-generation factories** with more competitive, modern and sustainable production.



## Duration

36 Months  
(started 07/18)

## Participating countries



## Project partners

### Core team

**.AGORIA**



### Technology partners



### Outreach & Learning network partners



### Communication experts



## Project ownership

DG GROW, (EASME) in Brussels

# **A Support Centre for SMEs acting in 5 phases**



## Phase 1

*Vision & ambition  
(hours)*



## Phase 2

*Registration on digital portal & Factory of the Future scan  
(minutes & hours)*

SMEs can register and fill out their self-assessment scan **on their own**

SMEs can register and fill out their self-assessment scan **with the help of the advisors**

## Phase 3

*Transformation plan  
(days)*

Advisors help SMEs in their transformation plans

## Phase 4

*Implementation plan  
(months)*



**Factory of the Future assessment**  
(years)

Coaches help SMEs in their Implementation plans to become a Factory of the Future

## Short-term pilot action

320 days of support for 60 companies out of 15 countries

## Long-term pilot action

320 days of support for 20 companies out of 6 countries

## 7 transformation areas ...

1. Advanced Manufacturing Technologies
2. Digital Factory
3. ECO Factory
4. End-to-End Customer Focussed Engineering
5. Human Centred Organisation
6. Smart Manufacturing
7. Value Chain Oriented Open Factory

# Individual ADMA scan - maturity summary

## Your Maturity Summary

Thank you for taking the time to complete our online questionnaire. We have evaluated the results of the questionnaire and compiled them in this PDF file.

As part of ADMA we offer workshops for SMEs in which we visit your company and jointly carry out a potential analysis at your premises. If you are interested, please contact us directly.



## Your Transformation Areas

### Advanced Manufacturing Technologies

Area	1	2	3	4	5
Advanced Manufacturing Technologies					
...					
...					
...					

### Digital Factory

Area	1	2	3	4	5
Digital Factory					
...					
...					
...					

### End to End...

Area	1	2	3	4	5
End to End...					
...					
...					
...					

### ECO Factory

Area	1	2	3	4	5
ECO Factory					
...					
...					
...					



## Your Transformation Areas

...

Area	1	2	3	4	5
...					
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Area	1	2	3	4	5
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Area	1	2	3	4	5
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Area	1	2	3	4	5
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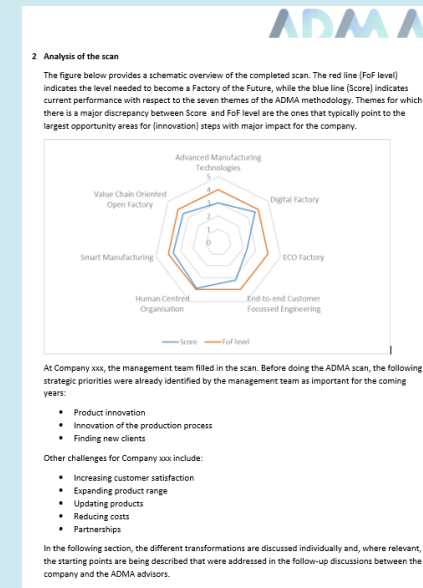
**What's in it for SMEs?**



# Benefit from the support of ADMA advisors

- 60 SMEs supported to create their transformation plan
- 20 SMEs will be supported to elaborate their implementation plan

When: October 2019 onwards



# Learning networks

- Peer learning events among FoF and upcoming FoF
- Events will be focused on the 7 transformation areas
- Find inspiration, learn about new solutions and how other SMEs solved their challenges.
- 150 companies will be invited for the learning networks

**When: October 2019 onwards**

# European FoF Awards

**Organizing for the first time of the Factories of the Future awards at EU level** showcasing successful examples of transformations and showing other companies the path towards innovation.

**When: February 2021**



# Interested?

1. Quick scan at [www.adma.ec](http://www.adma.ec)
2. Contacted by the project (EURECAT in Spain)
3. Interview to discuss the possibility of working together with an ADMA Advisor
4. If accepted you will work together on a Transformation Plan (60 selected SMEs), and an Implementation Plan (20 selected SMEs)

**Interested in using ADMA  
methodology?**

**Become Supporting Organisation**



# Benefits of becoming Supporting Organisation

- **Access to information and training** about the ADMA methodology
- Share challenges and solutions to **enrich ADMA methodology**
- Benefit from advisors **network's knowledge**
- Use the information offered to **support SMEs**
- **Collaborative network**



**OBJECTIVE:**

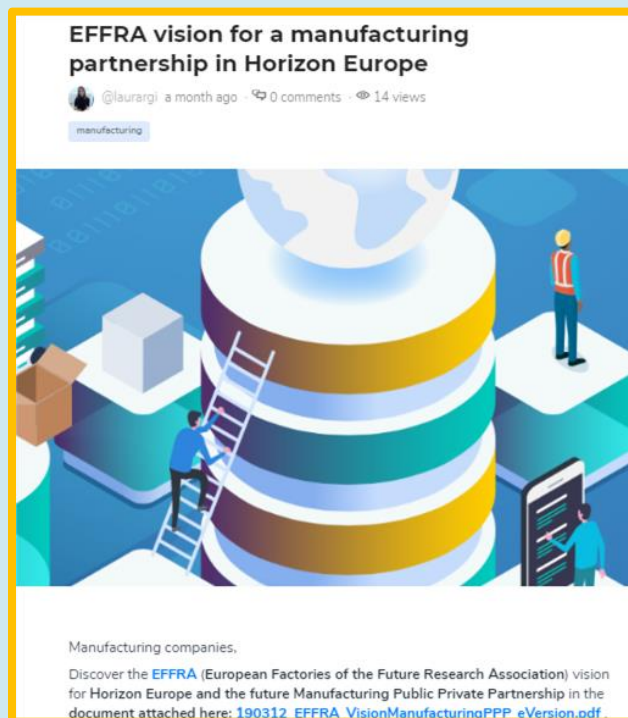
**IMPROVE SERVICES AND SUPPORT TO SMES**

Contact María Roca: [maria.roca@fundingbox.com](mailto:maria.roca@fundingbox.com) or <https://adma.ec/>

**BECOME A SUPPORTING  
ORGANISATION**

# Network of Supporting Organisations

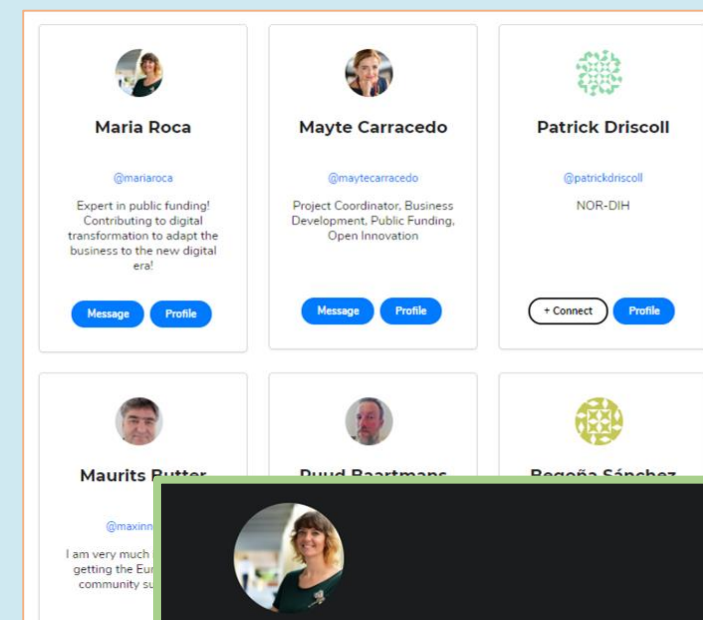
## 1. Articles & Announcements



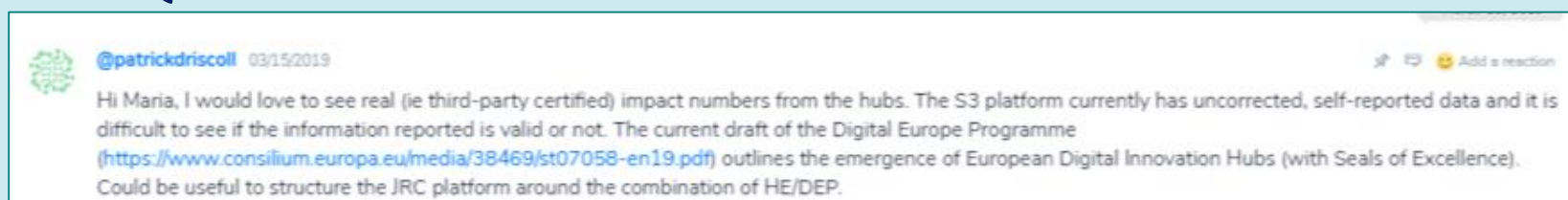
## 2. Events



## 3. Matchmaking



## 4. Q&A



# Thank you for your attention

**Mayte Carracedo**

[mayte.carracedo@fundingbox.com](mailto:mayte.carracedo@fundingbox.com)



**@ADMALeurope**



**ADMA Europe**

