EIT Manufacturing

Corporate presentation
Introduction

The manufacturing industry is a global base for prosperity and key to Europe’s economic, social and environmental sustainability.

The sector is a main driver of industrial innovation, job creation and growth for the European society.
Global manufacturing innovation led by Europe

2.1M+ enterprises

€7.11Tr in turnover

32M jobs
Shared challenges across Europe and the world

Digital transformation

Sustainability

Competition
Our vision

Global manufacturing innovation is led by Europe.

Our mission

Bring together manufacturing actors across Europe to integrate innovation and education for an entrepreneurial and sustainable Europe.
From ramp-up to growth

Ramp-up phase
Addressing European challenges

Growth phase
Gain trust through excellence

Initial phase
Engaging committed partners

5 years

2 years

EIT Manufacturing leads global manufacturing innovation
Unique approach: Innovation based on industry needs

- Public-private partnership
- A holistic, tested method
- Focus on solutions to high-value manufacturing challenges
- 80+ full members, 50+ activity partners: leading companies, universities and research organisations
- €400M budget until 2026
In practice: Putting the wheels in motion

Strategic objectives

1. Competitive manufacturing skills and social sustainability
2. Powerful manufacturing innovation ecosystems
3. Globally competitive and resilient manufacturing
4. Environmentally sustainable manufacturing
5. Manufacturing fit for the digital age
Locations: Linking key manufacturing hubs

Legal Entity        France
Headquarters        Paris

6 Co-location Centers (CLCs)

- **West**  San Sebastian, Spain
- **North**  Gothenburg, Sweden
- **Central** Darmstadt, Germany
- **South**   Milan, Italy
- **East**    Vienna, Austria
- **South-East** Athens, Greece
Focus: Shared industrial needs

Prosperity 🈷️Planet

People
Focus: Shared industrial needs

**Prosperity**
- Raising competitiveness
- Meeting new customer demands
- Leveraging new tech
- Boosting startups

**People**
- Upskilling workforce
- Ensuring access to the right talent
- High retention
- Diversity

**Planet**
- Reducing resource use
- Lowering emissions
- Improved sustainability
Four focus areas: The Flagships

- Flexible production systems for competitive manufacturing
- Low environmental footprint systems & circular economy for green manufacturing
- Digital & collaborative solutions for innovative manufacturing ecosystems
- Human-machine co-working for socially sustainable manufacturing
Powerful partnership: 80+ partners from 20+ countries

Industry

- ELECTRONICS AND DIGITAL
  - Atos
  - ENI
  - Contact Software
  - Reply
  - NIGO
  - Razolabs

- AUTOMOTIVE
  - Magna
  - Bonfiglioli

- ROBOTICS
  - Kuka

- MACHINERY & EQUIPMENT
  - Linpra

- CONSUMER GOODS, MEDICAL EQUIPMENT AND PROCESS INDUSTRIES
  - Stryker

Universities

- Arts et Metiers ParisTech
- SUPSI
- PTV
- AERinnova

- Centrale Nantes
- Chalmers University of Technology
- Grenoble INP

- RUB
- TU Delft

- LMS
- STU

- Aalto University
- Politecnico Di Milano

- TUM

- Politecnico di Torino
- Technical University of Braunschweig

- Joanneum Research

- Lukasiewicz

As of March 2022

Co-funded by the European Union
Partnership model

Members

• Formal accession process
• Annual membership fee*  
• Voting rights in the general assembly of the EIT Manufacturing association

Activity partners

• Participation on activity basis
• Reduced membership fee; no financial obligations at the end of the activity
• No voting right in the general assembly

Network partners

• Discussion partner for further development
• Representation in EIT Manufacturing advisory councils
• No formal member of EIT Manufacturing association

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Large enterprises, RTOs and Universities; Mid-sized Companies; SMEs; and Young Companies.

Project participants

Associations and incubators

*Except for Young Companies
The strength of EIT Manufacturing

To ensure that innovations reach the market, industry has the right talent and entrepreneurs can thrive, EIT Manufacturing connects and integrates the areas of education, innovation and business creation and the Regional Innovation Scheme (RIS).
Innovation: Creating value and impact

Supporting European manufacturing community of companies & tech organisations to industrialise innovative projects.
Innovation: Creating value and impact

- **Ensure adoption** of innovations for manufacturers as end-users.
- **Increase market traction** and robustness of solutions-to-scale.
- **Ensure market reach** and exploitation.
- **Explore and test go-to-market strategy** to hit the right targets.
Innovation: What can we do for you?

Decreasing risks in projects to provide higher business growth potential

Give innovative edge through access to technologies and business implementation

Foster engagement with the right partner
Business Creation

Bringing together European startups, SMEs and corporates in the manufacturing sector and supporting them to realise their ambitions.

Investing in new businesses to fuel growth and achieve sustainable economic and societal impact.
Services for entrepreneurs

• Access to new clients and new markets
• Fundraising support and potential financial investment up to €300k
• Specialised expertise around IP-management and pitch training
Services for corporates & SMEs

• Access to innovative technologies from across Europe
• Open innovation services tailored to industrial challenges
• Assistance in consortia building and co-funding for innovation projects
• Demystification & market insights around new technologies
• Co-investment opportunities in Industry 5.0 startups
• New business opportunities for system integrators
# Business Creation programmes

<table>
<thead>
<tr>
<th>Programme</th>
<th>For whom?</th>
<th>What do we offer?</th>
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<tbody>
<tr>
<td><strong>Switch*n</strong></td>
<td>Early-stage startups</td>
<td>• <strong>Access to market</strong>: new clients, new countries, commercialization strategy</td>
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<td>• <strong>Access to finance</strong>: partner VCs, corporate ventures, EU institutions</td>
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<td>• <strong>Equity financing</strong> up to 300k €</td>
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<td>• <strong>Training</strong> on investor pitch readiness</td>
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<td>• <strong>Visibility</strong> through events support</td>
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<td><strong>Supercharge</strong></td>
<td>Scaleups</td>
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<td><strong>Level Up</strong></td>
<td>SMEs</td>
<td>• <strong>Technology scouting</strong></td>
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<td></td>
<td></td>
<td>• <strong>Open innovation</strong> services</td>
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<td></td>
<td>• <strong>Coaching &amp; mentoring</strong></td>
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<td><strong>BoostUP</strong></td>
<td>Corporates &amp; scaleups</td>
<td>• <strong>For scaleups</strong>: Access to market</td>
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<td></td>
<td>• <strong>For corporates</strong>: Access to open innovation</td>
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<td></td>
<td>• <strong>Pilot facilitation and financial support</strong></td>
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Empowering Europe with people that are capable and inspired to shape the future of manufacturing.
Education: Connecting people with competences

Goals by 2027
- 30,000 individuals educated, upskilled and reskilled
- 10,000 women empowered towards a career in manufacturing
- 2,000 EIT-labelled Master and PhD graduates

Achievements
- Pan-European networks of 21 teaching & learning factories
- Manufacturing digital learning
- 500+ digital learning units
- 4 EIT-labelled Master and 1 PhD programme
Education: Developing skills for future

Empower programme
- EIT-labelled Masters programmes
- EIT-labelled PhD programme
- Flexible personalised empowering programmes

Transform programme
- Transform organisations through education & training
- Upskilling and re-skilling programmes for corporates

Engage programme
- Attract young talent through networking, workshops and events
- Engage women, engage pupils
- Cross-industry, societal engagement

EIT Regional Innovation Scheme (RIS) contributes to boosting innovation in EIT RIS countries by strengthening links between key innovation actors.
RIS: Bridging strong connections

Objectives

• **Widen** participation in the EIT Innovation Communities’ activities by engaging players from countries that have lower participation.

• **Share** good practice, experience and know-how emerging from EIT Communities’ activities with local innovation ecosystems.

• **Offer** tailor-made services to address identified innovation gaps.
RIS Programme & activities

Activities up to 2022

• EIT Manufacturing RIS hubs network
• Best practice classes for national authorities
• Women Innovators in Manufacturing at EIT RIS
• EIT Jumpstarter
• RIS Evolution of Research Results
• Intrapreneurship Challenge
• Teaching & Learning Factories
• Programs to engage Society and Pupils
• Innovating for a Circular Economy
• Artificial Intelligence at EIT RIS
• Green and digital ‘twin’ transition for SMEs

12 RIS HUBS
Realising a powerful, pan-European innovation ecosystem for manufacturing
Real cases from across the value chain
Case: BoostUP!

<table>
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<tr>
<th>Challenge</th>
<th>To identify and promote entrepreneurs proposing innovative solutions to create tomorrow’s green and digital manufacturing. To support established SMEs with their transformation challenges.</th>
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<tbody>
<tr>
<td>Solution</td>
<td>A European business competition for innovative projects, startups, scaleups in the manufacturing sector.</td>
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<tr>
<td>Benefits</td>
<td>• Harnessing the most promising ventures (182 applicants during the competition’s first year).</td>
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<td>• Supporting the creation of new startups.</td>
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<td>• Building a pan-European innovation network.</td>
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Case: Gazelle Accelerator

Challenge
Connect industry needs with the right transformational business ideas to help solve industry challenges.

Solution
Dedicated pan-European business accelerator programme, which provides SMEs and startups with the right business development support, tools and networks to help them thrive.

Benefits
• ~50 startups accelerating industry 4.0 transformation and SMEs
• ~20 practical use cases, covering five critical technology areas identified by the industry
• An open-source, user-friendly educational kit
Using a AI and big data to predict quality defects and save raw materials

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<th>Challenge</th>
<th>High-levels of energy and raw materials waste due to quality defects.</th>
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<tr>
<td>Solution</td>
<td>A digital tool to predict defects. The tool leverages Artificial Intelligence (AI) and Big Data for consistent quality and predicts quality defects before they occur.</td>
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<tr>
<td>Benefits</td>
<td>• Significant reduction of waste material and energy.</td>
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<td>• In pilot plant, an estimated 245 tonnes of wood could be saved annually.</td>
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Case: CanvAAs

Challenge: Fragmented industry landscape—making interoperability (machines speaking the same language) a challenge and slow adoption of industry 4.0 technologies.

Solution: A user-friendly tool and methodology to plan, test and deploy the AAS interface on manufacturing equipment to ensure machine interoperability.

Benefits:
- Promoting one common standard
- A free, open-source, user-friendly toolkit
- Accelerating industry 4.0 transformation
## Case: V-Machina

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<th>Challenge</th>
<th>Offer high quality training regardless of position in a company or location</th>
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<tr>
<td>Solution</td>
<td>Cutting-edge virtual manufacturing environment for teaching maintenance and repair, which brings together people and machines in a safe and virtual environment</td>
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| Benefits  | - Safe, quick, easy to access at lower cost  
- Reducing inequalities between populations and regions  
- Supports the adoption of new technologies |
Goals by 2030: Green, innovative & the right skills

- **30%** of material use is circular
- **60%** sustainable production practices
- Create **360** new solutions
- **€325M** investment attracted by EIT ventures
- **50,000** people trained and up- or re-skilled
- Create and support **1,000** startups
Global manufacturing led by Europe
Thank you!

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