



# EIT Manufacturing

Corporate presentation



Co-funded by the  
European Union



[eitmanufacturing.eu](http://eitmanufacturing.eu)



# 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**

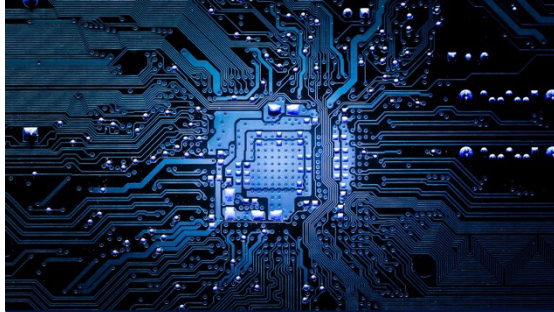
in turnover

**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

EIT Manufacturing leads  
global manufacturing  
innovation

## Growth phase

Gain trust through excellence

5 years

## Ramp-up phase

Addressing European challenges

2 years

## Initial phase

Engaging committed partners

# 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

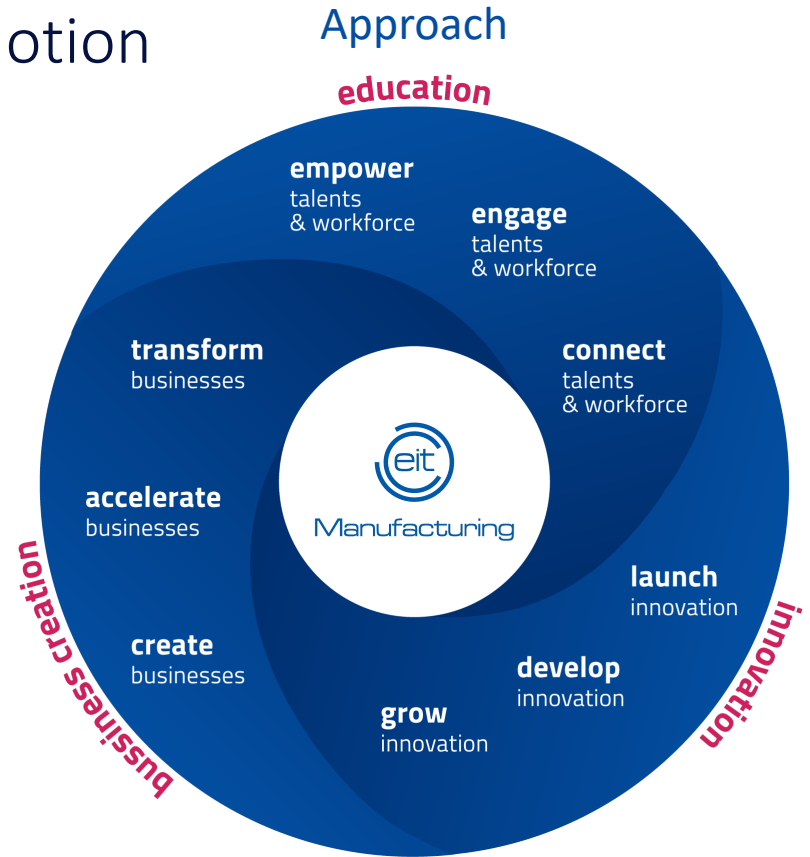




# In practice: Putting the wheels in motion

## 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





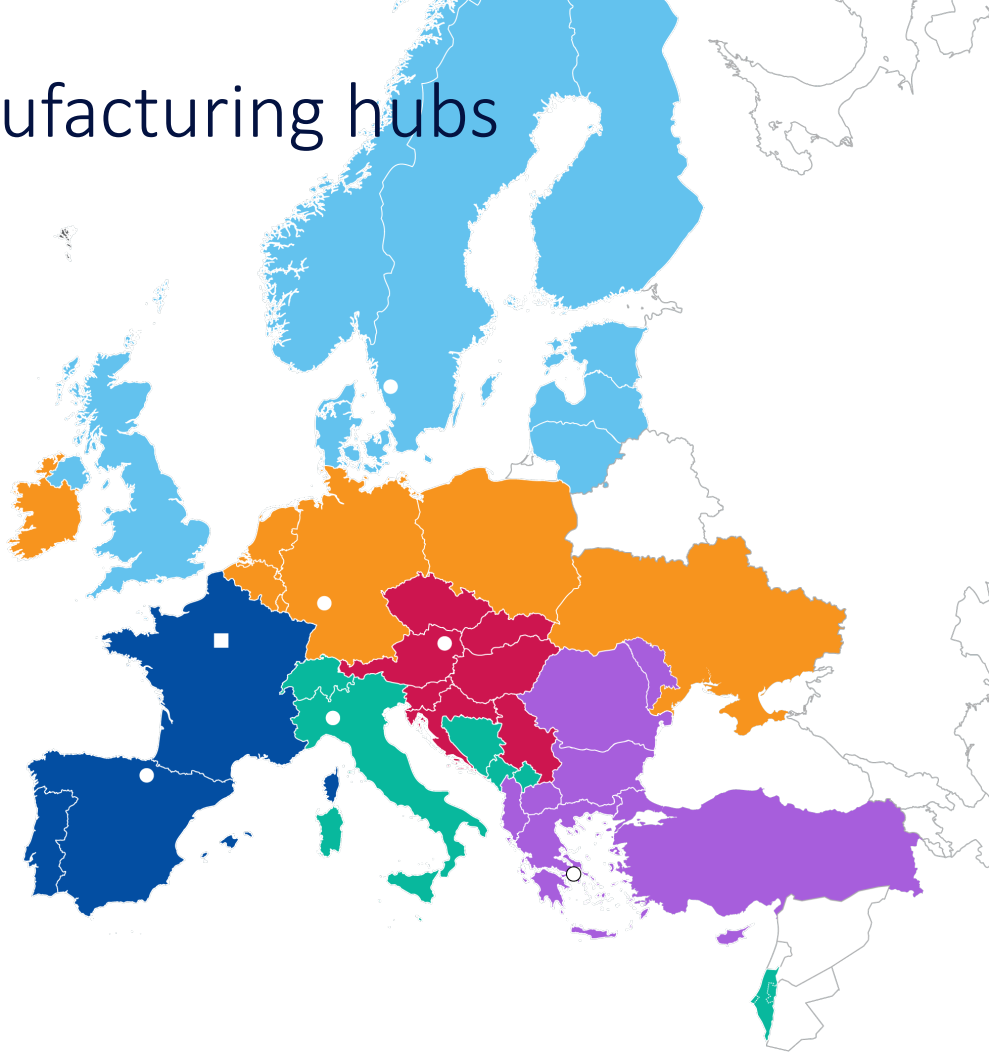
# Locations: Linking key manufacturing hubs

Legal Entity **France**

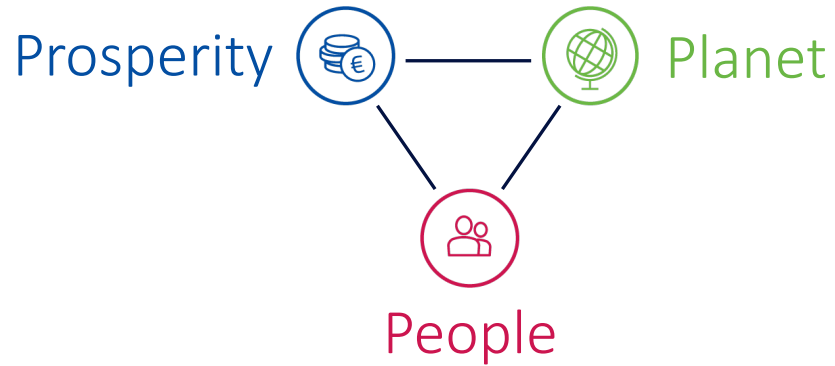
Headquarters **Paris**

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



# 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: 130 + partners



As of March 2023

# Partnership model

## Core Partners

- Formal accession process
- Voting right on Partner Assembly
- Representation in governance
- Participation in strategy development
- Involvement of Affiliated Entities (former Linked Third Parties)
- Privileged access to services, events and tools
- Annual membership fee

Large enterprises, RTOs and Universities; Mid-sized Companies; SMEs; and young companies

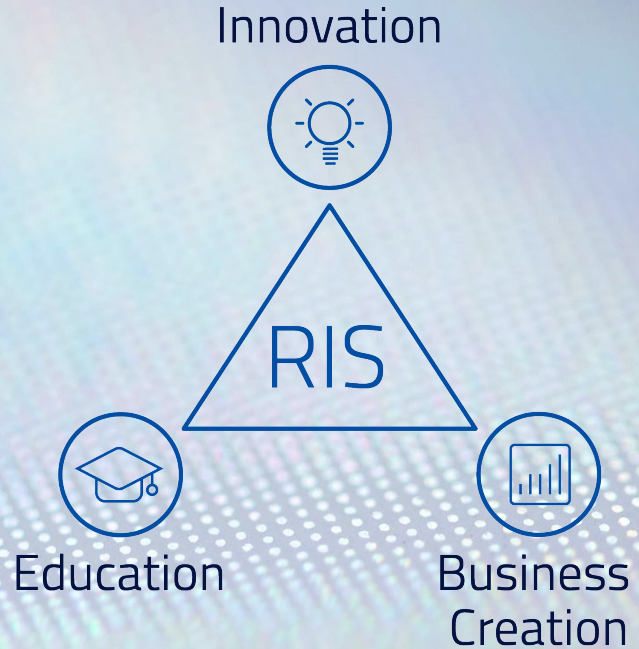
## Associate Partners

- Participation on activity basis
- No voting right on Partner Assembly
- Representation in governance as an observer
- No Participation in strategy development
- Restricted access to services, events and tools
- Annual membership fee

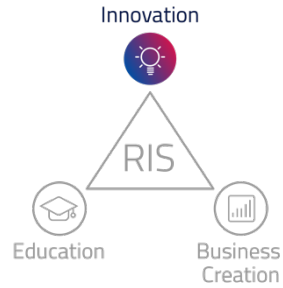
Project participants and Large enterprises, RTOs and Universities; Mid-sized Companies and SMEs

# 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.

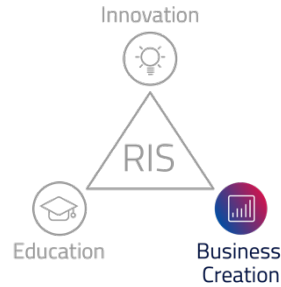


# Innovation: What can we do for you?

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



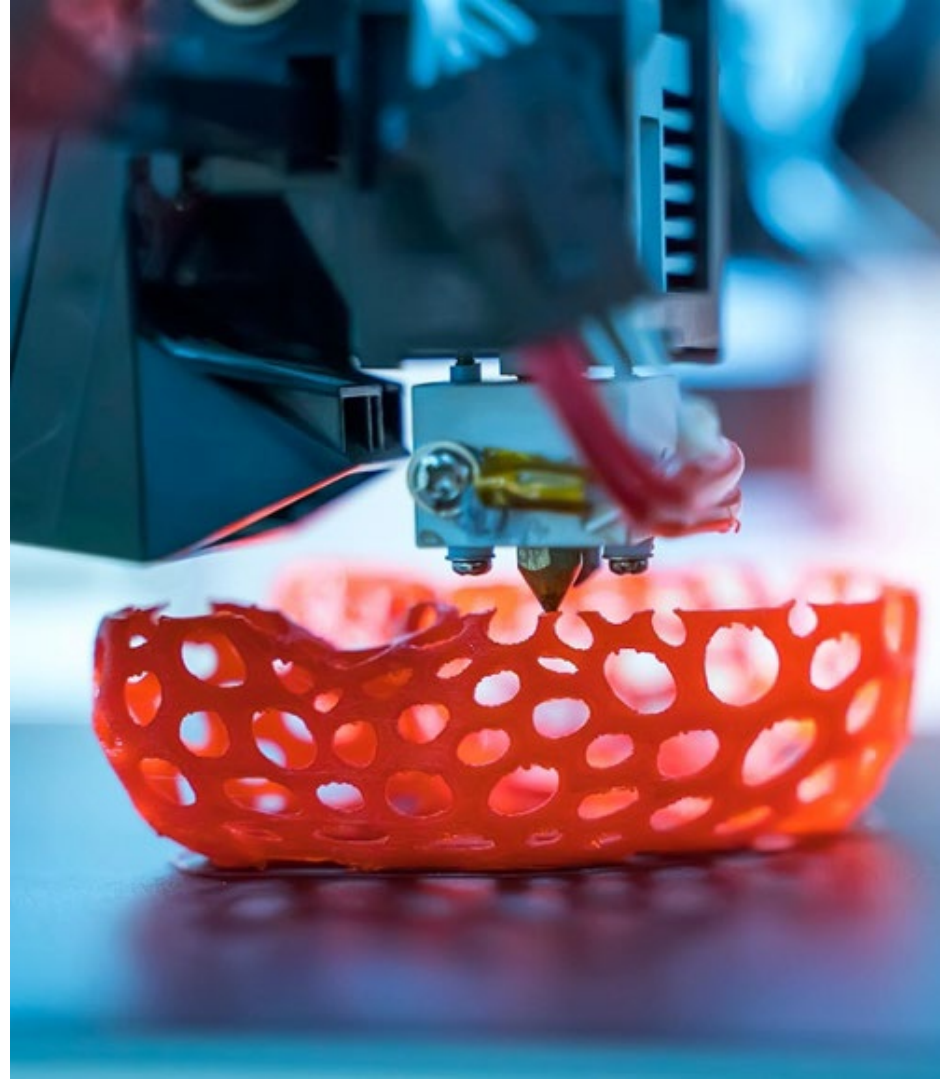
## Business Creation

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

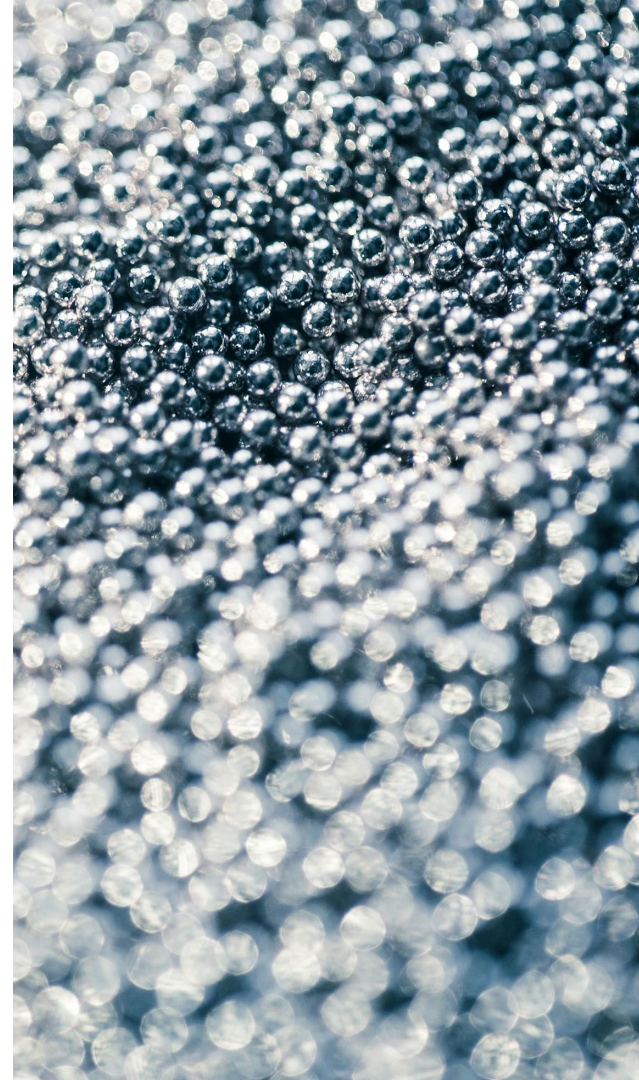
- Access to new clients and new markets
- Fundraising support and potential financial investment up to € 300k
- Specialised expertise around IP-management and pitch training









# 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

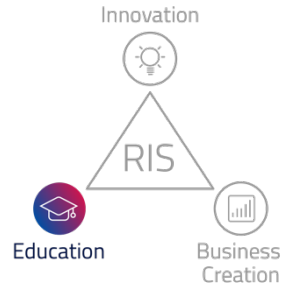




# Business Creation programmes

Programme	For whom?	What do we offer?
 Switch*	Early-stage startups	<ul style="list-style-type: none"><li>• <b>Access to market:</b> new clients, new countries, commercialization strategy</li><li>• <b>Access to finance:</b> partner VCs, corporate ventures, EU institutions</li></ul>
 Supercharge	Scaleups	<ul style="list-style-type: none"><li>• <b>Equity financing</b> up to 300k €</li><li>• <b>Training</b> on investor pitch readiness</li><li>• <b>Visibility</b> through events support</li></ul>
 Level Up	SMEs	<ul style="list-style-type: none"><li>• <b>Technology scouting</b></li><li>• <b>Open innovation</b> services</li><li>• <b>Coaching &amp; mentoring</b></li></ul>
 BoostUp BRIDGE	Corporates & scaleups	<ul style="list-style-type: none"><li>• <b>For scaleups:</b> Access to market</li><li>• <b>For corporates:</b> Access to open innovation</li><li>• <b>Pilot facilitation</b> and financial support</li></ul>





# Education: Connecting people with competences

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

Enhanced by **Skills.Move**: Digital learning platform with nuggets, learning paths & journeys integrated with virtual and augmented reality (VR and AR) — Teaching and learning factories — innovation & entrepreneurship modules.



## RIS: Bridging strong connections

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

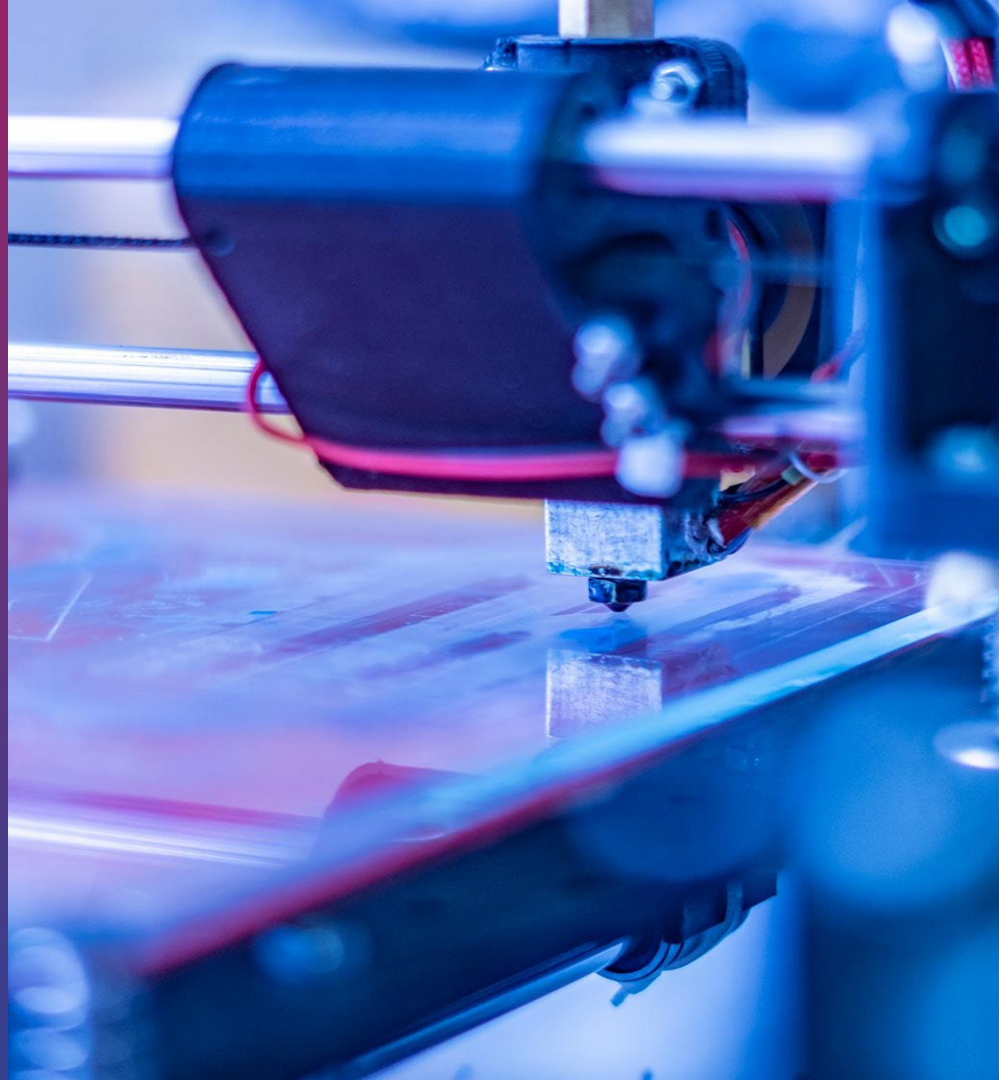
- EIT Manufacturing RIS hubs network
- Best practice classes for national authorities
- Women Innovators in Manufacturing at EIT RIS
- EIT Jumpstarter
- RIS Evolution of Research Results
- Intrapreneurship Challenge
- Teaching & Learning Factories
- Programs to engage Society and Pupils
- Innovating 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





# Building tomorrow's green and digital manufacturing eco-system



## Case: BoostUP!

### Challenge

To identify and promote entrepreneurs proposing innovative solutions to create tomorrow's green and digital manufacturing. To support established SMEs with their transformation challenges.

### Solution

A European business competition for innovative projects, startups, scaleups in the manufacturing sector.

### Benefits

- Harnessing the most promising ventures (182 applicants during the competition's first year).
- Supporting the creation of new startups.
- Building a pan-European innovation network.

# Connecting industry to the right transformational ideas



## 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



# Case: Zero Defects 4.0

## Challenge

High-levels of energy and raw materials waste due to quality defects.

## Solution

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.

## Benefits

- Significant reduction of waste material and energy.
- In pilot plant, an estimated 245 tonnes of wood could be saved annually.

## A common standard for industry 4.0



# 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

# Virtual training in maintenance and repair from anywhere



## Case: V-Machina

### Challenge

Offer high quality training regardless of position in a company or location

### Solution

Cutting-edge virtual manufacturing environment for teaching maintenance and repair, which brings together people and machines in a safe and virtual environment

### 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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