

D3.5.4 8 local workshops / Local - regional fora

Work Package 3

Testing

Final version

December 2019

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1. Introduction

a. The Green mind project

The Green mind project transnational challenge is the development of economic competitiveness and innovation in the green and smart mobility industry, by strengthening regional and transnational cooperation between businesses, research bodies and authorities.

More in detail, Green mind aims at:

- testing new market intelligence, public funding screening, B2B matchmaking services for SMEs;
- building a transferable model of the tested services for clusters and agencies;
- setting up a transnational innovation network involving authorities, business and research;
- implementing a transfer programme targeted to clusters and agencies to foster their transnational activities; and
- delivering a policy support programme to mainstream the project results based on the Smart Specialization Strategies of the involved regions

Being active in a context of fast technological advancements and stricter environmental policies, Green mind has the objective of strengthening the transnational activities of clusters and agencies to support SMEs systems in exploiting the market opportunities and tapping the raising demand for green and smart mobility products and services in key mobility sectors such as transport and logistics, automotive, energy, and IT.

More specifically, Green mind focuses in the following products and services: clean fuels and infrastructures, green and automated vehicles, Mobility as a Service, new business models for green & smart mobility.

Green mind's transnational approach lies in a joint learning, knowledge sharing and capacity building process for innovation in the MED area and involves eight partners from eight different regions in the Mediterranean, these are– Emilia Romagna, Central Macedonia, Andalucía, Occitanie, Jadranska Hrvatska, County of Istria, Sarajevo, and Vzhonda Slovenija.

b. Purpose of the Testing Work Package

The Testing Work Package (WP3) has the aim of shaping and demonstrating new services for SMEs active in the green and smart mobility industry in the MED area. These services will benefit SMEs in multiple levels, as they intend to support their competitiveness, innovation capacities, and international visibility at the same time.

Alongside with the Transferring Work Package (WP4), WP3 lies at the centre of Green-mind's operations in terms of importance, and allocated time and budget. More specifically, WP3 is responsible for the conceptualization, development, implementation, and evaluation of Green-mind's most important outputs, the service pilots, the model, and the transnational network.

WP3 consists of five distinct activities. These are:

A.3.1 Methodology for Pilots Implementation

- A.3.2 Pilots Preparation and Planning
- A.3.3 Testing SMEs Services
- A.3.4 Pilots Evaluation and Service Model
- A.3.5 Green-mind Transnational Innovation Network

More in detail, A.3.1 refers to developing structured guidelines for the set-up, running, and coordination of the pilot activities. In A.3.2 the partners formulate the necessary knowledge background upon which Green-mind will develop its processes. Here, the partners exchange information about their experience, identify the needs of their beneficiaries, the SMEs, analyse the market, identify existing public funding and matching opportunities, and start involving the necessary stakeholders. This preparation stage is crucial for the optimal and unhindered development of A.3.3, the testing of the services, as its final outcome is a transnational pilots plan. In A.3.3, the plan is tested in each country in close collaboration with selected green and smart mobility SMEs and a transnational innovation networked is formulated. A.3.4 is responsible for evaluating A.3.3's produced results and constructing a transferable model for general use in the MED and EU areas. Finally, A.3.5 refers to online and physical events in regard to the transnational network and the exchange of information between project partners and stakeholders.

Upon the completion of WP3, three main outputs should be delivered. These outputs are:

- Output 3.1:** the delivery of three types of services to 200 hundred MED SMEs
- Output 3.2:** the development of a transferable model of transnational services for SMEs
- Output 3.3:** the creation of a transnational innovation network for SMEs

c. Scope of Pilot Testing

The Green mind Transnational Innovation Network (A3.5) is the unique piece that makes the project last in time in a meaningful way. Indeed, it builds on the core of the project, which is the Pilot testing of the SMEs services (A3.3) and the Pilot evaluation & service model (A3.4). Hence, after building the pilot services and taking a step back to evaluate their efficiency, it is time to build a long-lasting relationship to spread the acquired knowledge.

To this end, A3.5 consists of five deliverables. The former three refer to transnational online seminars for each of the selected actions; the fourth refers to the capitalization of the pilot testing knowledge and evaluation through local workshops; while the latter deliverable is about the physical formalisation of a transnational network that connects the SMEs that engaged at local level across the participating countries through an event. These deliverables are the following:

- D3.5.1 Transnational online seminar with MED SMEs and research bodies on market intelligence
- D3.5.2 Transnational online seminar with MED SMEs and research bodies on B2B events
- D3.5.3 Transnational online seminar with MED SMEs and research bodies on public funds screening
- D3.5.4 8 local workshops / Local – regional fora
- D3.5.5 Green mind transnational network event

In every step of the process, each action for each service is developed and reported in all partner countries in close collaboration with selected green and smart mobility SMEs.

d. Focus of Deliverable 3.5.4

This deliverable focuses on presenting the structure and results of the local workshops that each partner organized in their territorial contexts, as tools to exchange information between stakeholders and to share the project experiences recommendations. This document presents the logistics and details of the workshops (i.e. time, location, participants), as well as their scope, topics and outcomes. Finally, it includes additional information in the form of photos, links, agendas, etc.

D3.5.4 draws from the deliverables 3.3.4 and 3.3.5 and provides input to deliverables 3.5.5 as well as to activities results transferability planning (A4.2) and “Green mind” transfer & take up programme (A4.3).

e. Document’s targeted audience

Pilot evaluation and service model focus on the following audiences and the accomplishment of the respective relevant objectives:

- Green-mind consortium partners: as a tool for the optimal coordination and transferability of the knowledge drawn from all pilot related activities in each Green mind region.
- Stakeholders, and more specifically the entities: as a guide through-out the implementation of knowledge sharing events.

f. Document structure

After the introductory part, the local capitalization workshops are presented per partner. In each sub-section, the five key items (1) presentation of the workshop and the participating SMEs and stakeholders, (2) time frame and location, (3) scope and objectives of the action regarding the project and the participating SMEs, (4) outcomes of the workshop, and (5) additional info (photos, links, agendas, etc.).

2. Local workshops / Local - regional fora

The objective of these local workshops that follow up the pilot phase is to share information and experiences from the pilot testing with the local and regional project stakeholders.

a. BiH local workshop

1/ Presentation of the workshop and the participating SMEs and stakeholders

The aim of the workshop is to present results of the tested innovative pilot services developed based on EU standards and practices:

- **MIRL Tool and Market Intelligence Expert List** - Market intelligence service for a specific market or market segment that provides a better understanding of the green and smart mobility market and seizes new business opportunities by developing a strategic plan to take on a new market, create a new product, improve marketing, and sales techniques.
- **Handbook for EU funds** - Support Service (application assistance) in finding potential grant funds, co-financing or favourable credit to finance business development, marketing, production and operational innovation for SMEs operating in the GSM sector.
- **Handbook for B2B events** - Connecting Service with EU and Domestic Companies as Potential Partners for New Business Ventures and Projects - visit EU Fairs and Conferences.

In addition, the workshop presented next steps in terms of participation of SMEs from BiH, development agencies and relevant institutions at fairs and presented networking opportunities in the MED network of the GSM sector.

The list of participants is given in the table below.

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26	Hamid Mehinović	Westport Consulting	h.mehinovic@westport.ba	Yes / No

2/ Time frame and location

The workshop was held at premises of SERDA at Kolodvorska 6, 71000 Sarajevo. The event was held on November 14th, 2019 from 10:30 to 13:30.

3/ Scope and objectives of the action regarding the project and the participating SMEs

The objective of the workshop was to present the results of testing three pilot services, as well as to inform stakeholders about the next steps and their opportunities to get involved.

The workshop presented the following:

- **MIRL Tool and Market Intelligence Expert List** – Market Intelligence Expert (Westport Consulting) presented the MIRL tool and list formed throughout the project. Discussion was based on the testing phase and lessons learned. The presentation was based on the involved SMEs in the testing phase, how the tool and list of experts were made, and achieved results.
- **Handbook for EU funds** – Expert (Westport Consulting) presented the handbook and all relevant GSM available EU funds. He pointed out the specific requirements of each call and provided information about availability, amount of funds and types of activities that can be funded. Also, he talked about the testing phase with 9 SMEs, pointed out the questions which SMEs had and repeated the answers to this question with the goal of passing on the information that can be useful to participants.
- **Handbook for B2B events** – Expert (Westport Consulting) presented the selected B2B events on the national, regional and EU level that were included in the handbook. He talked about the conditions and benefits that the SMEs can gain from participation, and presented the findings of testing phase with 6 SMEs – their feedbacks.

- **Next steps** –the opportunities of participation of SMEs from BIH were presented, development agencies and relevant institutions at fairs and presented networking opportunities in the MED network of the GSM sector. Also, it was talked about the Project Academy of SERDA and informed the participants about benefits and timeline of this segment of public funding screening pilot.

The feedback generated from the participants was highly encouraging, with few SMEs asking questions about possible participation in the next phase. Also, there was high interest of governmental institutions and development agencies to further share the developed pilots (Handbooks and MI tool) to wider group of SMEs as they find it to be useful for all SMEs in BIH.

4/ Outcomes of the workshop

The outcomes were:

- Presented the MIRL tool and List of experts
- Presented the results of MI pilot testing phase
- Presented Handbook for B2B events
- Presented the results of B2B pilot testing phase
- Presented Handbook for EU funds
- Presented the results of Public Funding Screening pilot testing phase
- Announced SERDAs Project Academy
- Announced the Transnational Network of Green Mind
- Announced opportunities for involvement of BIH actors (B2B events)

5/ Additional info through photos, links, agenda from the event, etc.





Agenda of the workshop:

10:30 – 11:00 Registration

11:00 - 11:10	Opening Remarks and objectives of the workshop <ul style="list-style-type: none"> - <i>Maja LUKIĆ GRABOVAC, SERDA</i> - <i>Hamid MEHINOVIĆ, Westport Consulting</i>
11:10- 11:30	Presentation of the results of the testing of the B2B pilot service - Linking, cooperation with companies in the EU and the region <ul style="list-style-type: none"> - <i>Osman LINDOV, Westport Consulting</i>
11:30 – 11:50	Presentation of pilot testing results of the Public Funding Screening service <ul style="list-style-type: none"> - <i>Boran PIKULA, Westport Consulting</i>
11:50 – 12:10	Presentation of pilot test results of Market Intelligence <ul style="list-style-type: none"> - <i>Haris HADŽIALIĆ, Westport Consulting</i>

12:10 – 12:30	Conclusions and next steps - <i>Hamid MEHINOVIĆ, Westport Consulting</i>
12:30 – 13:30	Lunch

Workshop information was published on following Sarajevo economic region development agency website:

<https://serda.ba/bs/novosti/odrzana-treca-radionica-o-razvoju-konkurentnosti-i-inovacijama-u-industriji-zelene-i-pametne-mobilnosti/3577>
<https://www.facebook.com/Sarajevska-regionalna-razvojna-agencija-SERDA-2354213991501606/>

b. CRO (IDA) local workshop

1/ Presentation of the workshop and the participating SMEs and stakeholders

Workshop included introduction in fundraising possibilities, acceptable applicants, intensity of support for each project, explanation of the subject of each call, acceptable activities and costs and brief guidelines for application and further process of monitoring after EU funds are approved and authorized by governing bodies of Croatia. Presented opportunities are connected with, business competitiveness, connectivity and mobility, promoting energy efficiency and renewable energy choices, environmental protection and resource sustainability and the use of communication and information technologies.

2/ Time frame and location

Workshop on Public funding was held on 10th of September 2019 in Pula, In the Istrian Development Agency, Mletačka street 12/IV.

3/ Scope and objectives of the action regarding the project and the participating SMEs

Objectives of the workshop were to enhance awareness of public funding possibilities in Croatia, better understanding of ongoing public funding screening programs, to share experience on public funding tenders' application and the process of project implementation, to encourage involved SMEs to apply and to offer consultancy service and expert advices and help with public funding screening in Croatia.

4/ Outcomes of the workshop

Public funding screening pilot within the Green Mind project proved successful and of use for future planning of enterprises in consideration for application to EU funds as the information has clearly presented and explained.

Outcomes of the workshop:

- Clear description and presentation of public funding opportunities in Croatia
- Better understanding of application for public funding tenders
- Insight in available public funding tenders related with green and smart mobility industry
- Presented challenges (key concerns) with EU projects and solutions
- Shared experiences through discussion
- Consultancy service and expert advices on EU funding

5/ Additional info through photos, links, agenda from the event, etc.

Workshop information was published on following Istrian Development Agency website and as well:

<https://ida.hr/hr/tn/novosti-481/detail/2150/istarskim-poduzetnicima-predstavljene-mogucnosti-za-financiranje-projekata-u-domeni-zelene-i-pametne-mobilnosti/>



c. CRO (SDC) local workshop

1/ Presentation of the workshop and the participating SMEs and stakeholders

The workshop included an introduction on the activities of the Split-Dalmatia County for the promotion of small and medium-sized entrepreneurs in the area of SDZ and activity thru project Greenmind. We were presented funding opportunities and how and how they could be realized. Furthermore, connectivity and capitalization, enhancing competitiveness and creating new opportunities through such sustainable and smart development projects using new technologies.

2/ Time frame and location

Friday, October 25, 2019 at the SASO Conference Room at the Spladium Arena, 21000 Split The presentation will start at 11 am

3/ Scope and objectives of the action regarding the project and the participating SMEs

Object is to presented tools developed during the pilot aimed at strengthening the competitiveness of local SMEs, like providing self-assessment capabilities in areas of market intelligence, B2B matching and finding public funding sources. The county's goal is to encourage SMEs to collaborate with public, higher education and research institutions as well as leverage B2B connectivity to new business opportunities.

4/ Outcomes of the workshop

The outcomes were:

- Clear description and presentation of public funding opportunities in Croatia
- Presented market intelligence roadmap and the Contact list of institutions
- Presented public funding roadmap document
- Presented all documents developed for the B2B matching
- Presented activities of the County's economic development support.

5/ Additional info through photos, links, agenda from the event, etc.

<https://www.sasofair.com/fotogalerija-10-s-radionice-greenmind-interreg-med-na-kojoj-je-predstavljen-green-mind-projekt-splitsko-dalmatinske-zupanije/>

<https://dalmacija.hr/programi-gospodarstva/eu-projekti/novosti/project-greenmind-saso-2019>

<https://www.facebook.com/508583982631855/videos/391609151724561/>

d. FR local workshop

1/ Presentation of the workshop and the participating SMEs and stakeholders

To reach as many stakeholders as possible, AFT organised the 3.5.4 workshop linked to the HyDéO day which was dedicated to hydrogen heavy mobility and was organised by the Occitanie region on the 6th of November 2019.

Indeed, hydrogen appeared as an important topic in the French Green mind pilot services testing that was implemented in the Occitanie region in the period from January to September 2019. In total, 25 SMEs participated in the service tests, including 12 companies from the transport and logistics sector. At the beginning of the testing phase, diagnostic interviews were conducted with these 12 carriers in order to analyse their needs and identify their interests in innovative projects in the field of green and intelligent mobility. One of the topics most often discussed in these interviews was the need for carriers to better understand the different alternative energy solutions to replace diesel, and especially to learn more about hydrogen solutions for mobility.

This workshop gave AFT the opportunity to present the regional Green mind project results linked to hydrogen mobility solutions. HyDeO Day brought together more than 300 participants, mainly from the world of industry and research. The presentation of Green mind was followed by around thirty participants in the 3.5.4 project workshop "Hydrogen and heavy mobility for logistics, construction sites and industrialists".

2/ Time frame and location

The workshop took place in Toulouse on the 6th of November from 4pm to 5:30pm.

3/ Scope and objectives of the action regarding the project and the participating SME

The scope of this action clearly was the dissemination of regional Green mind results and the sharing of the project's experiences linked to hydrogen mobility solutions. The objective was indeed to capitalise on these results during the HyDéO Day because they are of strategic interest for the Occitanie Region as it aims to become Europe's first positive energy region by 2050. In this context, it created the HyDéO brand to represent the regional hydrogen initiatives carried by the Region, its economic development agency AD'OCC, the French Environment and Energy Management Agency ADEME and many regional players. AFT therefore used this opportunity to increase the Green mind visibility at regional level, to strengthen and enlarge the regional stakeholders community.

The event could also be used to promote the Green mind webinars (activities 3.5.1, 3.5.2 and 3.5.3) which will be organised in the end of November.

4/ Outcomes of the workshop

This workshop enabled us to:

- share the encouraging results of the study on the perception of hydrogen and show that the 12 Occitan SMEs interviewed have high expectations of new energies, including hydrogen, are closely monitoring developments around hydrogen and are ready to evolve their processes to allow the deployment of hydrogen in their business;
- emphasise the need expressed by the carriers for awareness among all stakeholders and the necessary sharing of the extra costs of cleaner transport that cannot be carried solely by the carriers;
- give a voice to the users of future hydrogen mobility solutions: our presentation stood out during the day because it was the only one; most of the other interventions aimed at explaining the state of the art of hydrogen in the Occitanie region, in France and around the world and at presenting applications and vehicles that are already existing or currently under development;
- promote the Green mind webinars (we already received additional registrations thanks to the presentation at the workshop).

5/ Additional info through photos, links, agenda from the event, etc.

Prochaines étapes du projet Green mind

Vous voulez initier de nouvelles coopérations européennes et/ou monter des projets innovants ?

- **Webinaires B2B européen**

21 novembre 10h–11h30	Présentation d'appels à projets de recherche et d'innovation européens + échanges et réseautage
28 novembre 10h–11h30	Présentation de projets en cours de montage à la recherche de partenaires

- **Salon Green Cities Malaga – 21 et 22 avril 2020**



Présentation du projet Green mind aux parties prenantes en Occitanie

(Workshop local, activité 3.5.4)



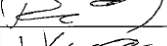


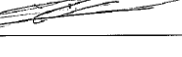

Hôtel de Région (Toulouse), 22 boulevard du Maréchal Juin, Toulouse | Mercredi, 6 novembre 2019, 16h00 à 17h30

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11					

Présentation du projet Green mind aux parties prenantes en Occitanie - Workshop local - Activité 3.5.4

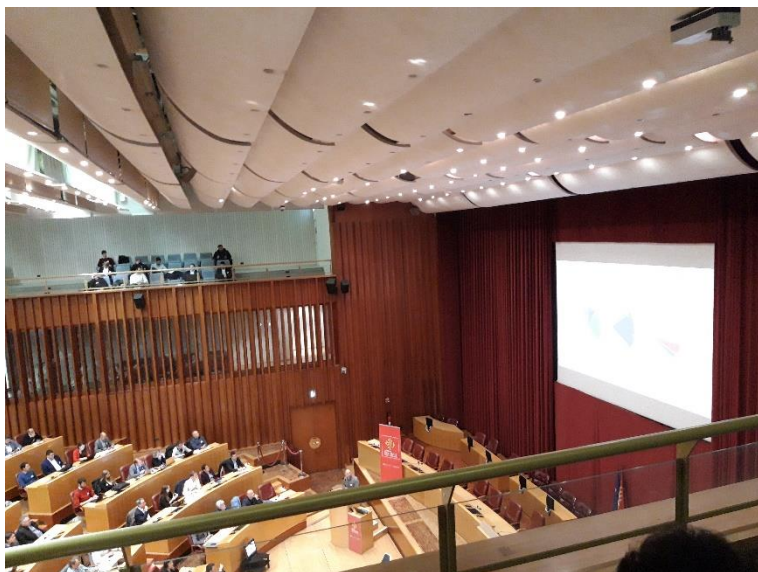
	Prénom NOM	Organisation	E-Mail	Téléphone	Signature
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Présentation du projet Green mind aux parties prenantes en Occitanie - Workshop local - Activité 3.5.4

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33	CHRISTOPHE GARNIER	CAFA	HL01N6.L@CAFAMILL.COM		
34					
35					
36					
37					
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41					

Présentation du projet Green mind aux parties prenantes en Occitanie - Workshop local - Activité 3.5.4





e. GR local workshop

1/ Presentation of the workshop and the participating SMEs and stakeholders

The workshop that was organized on 22nd of October had twofold significance. On the one hand to training SMEs and on the other to set the framework under which SMEs can cooperate with local stakeholders. Firstly, there was an introductory welcome speech from the Deputy Director of the Hellenic Institute of Transport. A presentation of the Institute of Entrepreneurship Development from Mr. Vasileiadis Anastasios followed.

The Institute of Entrepreneurship Development is an organization that is active and undertakes projects related to entrepreneurship and enhancement of competitiveness for enterprises in a variety of sectors. Most of the projects that the Institute runs is under the Erasmus+ and Horizon program. Mrs Chatzivasileiou who works for the institute took the floor in order to present the tool EU calls that they had developed which is a useful tool so that anyone can seek funding opportunities and partners according to its specific interests that can be expressed through filters that are available on the platform. After her presentation she gave access to participating enterprises to use the platform for one month for free.

Next presentation was from Mr. Siagas Sotiris who was the representative of Incubation for Growth (i4G). He presented the form of funding called venture capitals and presented the development of such funds for example Equifund in Greece.

A training on Market Intelligence from Mr. Batsis Andreas followed. He presented the Linked Business platform which is a portal for every enterprise that needs to recognize its business environment. It's the most informed platform that automatically process data from open sources and offers B2B sales leads, information for new enterprises in an industry and other covered business opportunities.

Mrs Aifadopoulou made a presentation for a new call for proposal from General Secretariat for Research and Technology of Greece and notified enterprises for the intention of Hellenic Institute of Transport to form an innovation cluster in the field of green and smart mobility with the participation of stakeholders of the network of Green mind project.

The section of presentations ended and a round table discussion was followed in which participated bodies discussed about future collaborations even through the formal creation of a cluster or in funded projects. Participants were coming from the Thessaloniki Technology Park which is an organization that promotes innovation, competitiveness and entrepreneurship of the Greek enterprises, Incubation for Growth which supports enterprises to further develop their ideas by offering them functional office space, support for achieving funding, and networking and representatives of Aristotle University of Thessaloniki. The seven enterprises that participated are willing to participate in small working groups and finding through appropriate guidance the niche markets that they can invest in by providing new products or services.

2/ Time frame and location

The workshop was organized on Tuesday 22 of October 2019 and it lasted approximately three hours. It was located on the meeting room of HIT/CERTH which was on the institute head offices.

3/ Scope and objectives of the action regarding the project and the participating SMEs

The scope of the training seminar was to give enterprises some tools such as EU calls platform and Linked business platform so that they can be benefited and be able to uncover funding and market

opportunities. This is believed to enhance their competitiveness against their competitors. But also, the seminar had the aim of putting together stakeholders from the three groups of triple-helix model and discuss on how they can capitalize the results and the network that was developed on the Green mind project further.

4/ Outcomes of the workshop

The participants decided to strive to form the cluster and requesting a first funding for this so that a step towards building peripheral expertise on green and smart mobility can be set. All agreed that the target of the cluster should be towards the promotion and enhancement of networking among them and other members from academia, authorities and industry. The cluster should be open to new entries and through exchange of expertise and information among its members become able to require funding for its activities from other financial mechanisms of EU. It was also highlighted that processing big data from transport systems can create new opportunities for the development of innovative products and services. The Deputy Director of HIT pointed out that the Institute will intent its efforts to expand its network and promote synergies among beneficiaries of Green mind project and institutes partners in other projects.

5/ Additional info through photos, links, agenda from the event, etc.

A Save the date informative picture was sent to all potential participants via email so that they can be informed about the seminar in time.



The agenda of the workshop was formed as below:

Workshop

**“Tools and Opportunities for
Enhancing Competitiveness and Innovation
of SMEs on green and smart mobility industry”**

GREEN MIND

Green and Smart Mobility Industry Innovation

Location:

Centre for Research and Technology Hellas
Amphitheatre of Hellenic Institute of Transport
6th km Charilaou-Thermis
57001, Thermi, Thessaloniki

Date:

Tuesday 22 October 2019, 14:00

Workshop program

14:00 – 14:20

Registrations - Coffee

14:30-14:50

Tools for seeking funding opportunities

-Vasileiadis Anastastios, Institute of Entrepreneurship Development

14:50-15:00

Questions

15:00 – 15:20

New developments and opportunities for companies through Venture Capital

-Siaqas Sotiris, Incubation for Growth i4G

15:20-15:30

Questions

15:30 – 15:50

Training on Market Intelligence

-Batsis Andreas, Linked Business

15:50 – 16:00

Questions

16:00 – 16:15

Cluster creation initiative on green and smart mobility/Call for Action "Innovation Cluster" GSRT

-Aifadopoulos Georgia, HIT

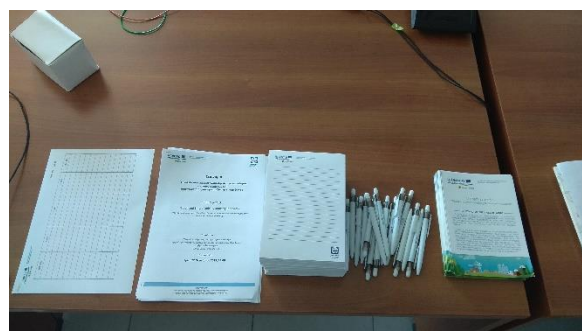
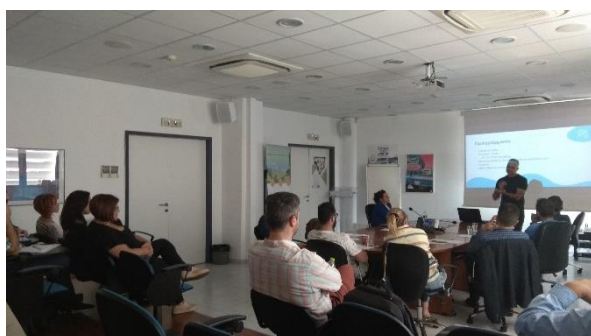
16:15-16:50

Discussion on capitalization of Green mind project results

16:50 – 17:00

Conclusions

Photos of the event:



f. IT local workshop

1/ Presentation of the workshop and the participating SMEs and stakeholders

Green Mind Workshop - UpIdea Roadshow! Startup Program – Call for Innovation

For the UpIdea Roadshow! Startup Program – Call for Innovation, was held on the day of October 30 an event organized by Sipro with the Tecnopolo of Ferrara. After a short visit to the business incubator and the Tecnopolo, the 50 participants had a few minutes to talk about their mission and their business idea to find interesting ideas and possibilities in the "Pitch moment".

For SIPRO participated: ARDA Solutions, Astolfi Engineering, BM Assembles, IN4TECH and WAMO Studio, located in the incubators of the Technological Scientific Pole and Cassana (PMI zone), Makros Italia, Passarotto Silvia and Vettore Innovation interested in accessing the network of SIPRO incubators.

For the Tecnopolo participated 2 spin-offs of the University of Ferrara - NEA and HELIX PHARMA - and two research groups: one of the MECHLAV laboratory of the Tecnopolo, with a focus on ICT technology, coordinated by Prof. Cesare Stefanelli and the other led by Prof. Michele Bottarelli of the TEKNEHUB laboratory, also of Tecnopolo, with a focus on energy efficiency in industrial and residential buildings.

2/ Time frame and location

30/10/2019 at 14.30 – Conference room, Sipro's Incubator, via Saragat 9, Ferrara

3/ Scope and objectives of the action regarding the project and the participating SMEs

The main objective of the event was introducing the structures that host working groups, innovative start-ups and young and dynamic companies and the creation of opportunity to make yourself known, present the business idea and create a network to sharing ideas and new synergies for future collaborations.

The UpIdea program! selects business ideas and startups and supports their development through an acceleration path realized using the skills and networks of productive companies.

This program is promoted by the Young Entrepreneurs of Confindustria of Emilia-Romagna and Veneto, with the coordination of Unindustria Reggio Emilia and the contribution of the accelerator LUISS Enlabs.

4/ Outcomes of the workshop

The UpIdea program is especially useful for companies operating in the Green and Smart Mobility sectors to promote new business ideas and collaborations such as those presented by professors Stefanelli and Bottarelli who have studied ICT services for professionals and possible advices on energy efficiency issues in buildings

5/ Additional info through photos, links, agenda from the event, etc.

Agenda



Project co-financed by the European Regional Development Fund



“Pitch moment for startup e roadshow Upidea!”

mercoledì 30 Ottobre 2019 alle ore 14.30

Sala Riunioni dell'incubatore Sipro
Ferrara, Via Saragat, 9

In occasione della tappa del Roadshow Upidea! Startup Program – Call for Innovation, ospitata da Sipro in collaborazione con il Tecnopolo di Ferrara, i presenti avranno a disposizione qualche minuto per parlare della loro mission e della loro idea imprenditoriale allo scopo di trovare spunti interessanti e possibilità di collaborazione nel “Pitch moment” a loro dedicato.

Il programma Upidea! seleziona idee imprenditoriali e startup e ne supporta lo sviluppo attraverso un percorso di accelerazione realizzato utilizzando competenze e network delle imprese produttive.

E' promosso dai Giovani Imprenditori di Confindustria dell'Emilia Romagna e del Veneto, con il coordinamento di Unindustria Reggio Emilia e il contributo dell'acceleratore LUIS ENIACS.

All'incontro parteciperanno con un **breve intervento**:

- _ Angela Travagli, Assessore Attività Produttive Comune di Ferrara
- _ Vittorio Cavani, Vice Presidente Giovani Imprenditori Confindustria Emilia-Romagna – Upidea!
- _ Annalisa Po, componente Comitato Giovani Imprenditori Confindustria Emilia-Romagna – Upidea!
- _ Paola Goldoni, manager del Tecnopolo dell'Università di Ferrara
- _ Chiara Franceschini, Responsabile Progettazione europea, rapporti con Università di Ferrara ed incubatori SIPRO

E' prevista anche una **breve visita** all'incubatore per imprese ed al Tecnopolo.

Wellcome coffee a disposizione di tutti i partecipanti



Pictures












Attendance sheets




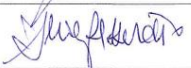

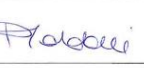

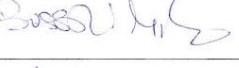
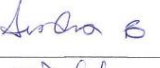

Green Mind Project D3.5.4 LOCAL WORKSHOP



30th October 2019, Ferrara

Venue: Sipro Incubator - Via Saragat, 9

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FRANCESCO CHIARA	SIPRO	/	/	Francesco Chiara
FRESNAN ANNA	SIPRO	/	/	Anna Fresnan

Media articles

8/11/2019

Sipro e Tecnopolo insieme per la rete degli incubatori | [estense.com Ferrara](#)

Mer 6 Nov 2019 - 120 visite

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Condividi

2

Sipro e Tecnopolo insieme per la rete degli incubatori

Partecipato evento per conoscere da vicino start up innovative e imprese giovani e dinamiche



Ha riscosso successo, con un'affluenza di circa 50 persone, l'evento organizzato da Sipro Agenzia Provinciale per lo Sviluppo in collaborazione con il Tecnopolo dell'Università di Ferrara il 30 ottobre scorso.

L'obiettivo principale dell'evento, oltre a far conoscere le strutture che ospitano gruppi di lavoro, start up innovative e imprese giovani e dinamiche, era di "creare l'occasione per farsi conoscere, presentare la propria idea d'impresa o realtà imprenditoriale e soprattutto 'fare rete', condividere idee e spunti, nonché creare nuove sinergie per collaborazioni future" come sottolineato da Chiara Franceschini, responsabile Progettazione europea, rapporti con Università di Ferrara e incubatori di Sipro e da Paola Goldoni, manager del Tecnopolo dell'Università di Ferrara.

Dopo una breve visita all'incubatore per imprese, di proprietà del Comune di Ferrara e gestito da Sipro, e al Tecnopolo, i presenti hanno avuto a disposizione qualche minuto per parlare della loro mission e della loro idea imprenditoriale nel "Pitch moment" a loro dedicato.

Per Sipro sono intervenuti: Arda Solutions, Astolfi Engineering, Bm Assemblaggi, In4Tech e Warno Studio, insediate presso gli incubatori del Polo Scientifico Tecnologico e di Cassana (zona Pmi). Hanno partecipato inoltre Makros Italia, Passarotto Silvia e Vettore Innovazione interessate ad accedere alla rete degli incubatori di Sipro.

Per il Tecnopolo hanno partecipato due spin off dell'Università di Ferrara – Nea ed Helix Pharma – e due gruppi di ricerca: uno del laboratorio Mechlav del Tecnopolo, con focus su tecnologia Ict, che vede come

8/11/2019

Porte aperte all'incubatore del Polo Scientifico Tecnologico per mostrare l'attività e promuovere la rete di imprese innovative



VENERDÌ, 08 NOVEMBRE 2019

CronacaComune

Quotidiano online del Comune di FERRARA

Attività Produttive Lavoro Fiere e Mercati

SIPRO FERRARA - Incontro nella sede di via Saragat a Ferrara

Porte aperte all'incubatore del Polo Scientifico Tecnologico per mostrare l'attività e promuovere la rete di imprese innovative

05-11-2019 / [Giorno per giorno](#)



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Per il Tecnopolo hanno partecipato 2 spin off dell'Università di Ferrara - NEA ed HELIX PHARMA - e due gruppi di ricerca: uno del laboratorio MECHLAV del predetto Tecnopolo, con focus su tecnologia ICT, che vede come responsabile il Prof. Cesare Stefanelli e l'altro coordinato dal Prof. Michele Bottarelli del laboratorio TEKNEHUB, sempre del Tecnopolo, con focus sull'efficientamento energetico negli edifici industriali ed abitativi.

All'evento erano presenti anche Vittorio Cavani e Annalisa Po dei Giovani Imprenditori di Confindustria Emilia che, in occasione del Roadshow Unideal Startup Program - Call for Innovation, hanno presentato questo programma che seleziona le migliori idee e le supporta nel loro sviluppo attraverso un percorso di accelerazione realizzato utilizzando strumenti innovativi. Sono utilizzati software di monitoraggio e gestione dei dati e di analisi e valutazione presentati ai Sociati Confindustria di Ferrara. Per informazioni e per partecipare al programma, visitate il sito [Unideal Startup Program](#) o contattate il Responsabile del Progetto, Dott. Luca Pizzari, al numero 0532/200000 o al numero 0532/200001. Per maggiori informazioni visitate il sito [Unideal Startup Program](#) o contattate il Responsabile del Progetto, Dott. Luca Pizzari, al numero 0532/200000 o al numero 0532/200001.

<https://www.cronacacomune.it/notizie/37592/porte-aperte-all-incubatore-del-polo-scientifico-tecnologico-mostrare-l-attivita-e-promuovere-la-rete-di-imprese-innovative> 1/2

Local Capitalization Workshops

1. Briefly present the workshop, the topic(s) covered and the participating SMEs and stakeholders (list of participants)
2. Describe when and where the action was implemented (time frame, location)
3. Describe the scope and objectives of the action regarding the project and the participating SMEs
4. Present and discuss the outcomes of the workshop, feedback from the participants, etc.
5. Provide additional info through photos, links, agenda from the event, etc.

g SL local workshop

1/ Presentation of the workshop and the participating SMEs and stakeholders

The GREEN MIND workshop as part of the projects pilot phase was organised in conjunction with two additional transnational projects targeting sustainable mobility in the region (SAMBA and ALPINE PERALS, Alpine Space programme). The event enabled vital exchange between stakeholders of the project local network and has been an active forum for us to share project experiences and recommendation as well as to capitalize on activities across projects and channel the efforts towards supporting a creation of shared transnational network.

The agenda was as follows:

8:30 - 9:00 Registration

9.0 - 10.30 Panel speeches

10.30 - 11.30 Workshop

As part of world café workshop the participants have covered the topics of:

- Status and needs for accelerating green and smart mobility in the region
- Services required to accelerate the green and smart mobility in the region
- Framework and behaviour changes needed
- How to accelerate cooperation at transnational level

11:30 – 11:45 Presentation of conclusions

12:00 Press conference

12:20 - 13.30 Lunch






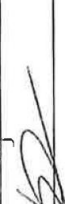









14.30 – 16:00 Site visit – good practice on public transport solutions in a tourist hub

The following participants attended the event (see participants list):

Delavnica – World Caffè











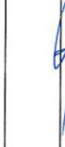

Bohinjka, Stara Fužina 37, 4265 Boh. Jezero

Datum: 5.7.2019

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Delavnica – World Caffé
 Bohinjka, Stara Fužina 37, 4265 Boh. Jezero

Datum: 5.7.2019

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2/ Time frame and location

The event took place at Triglav National Park Centre in Bohinj, Stara Fužina 37, 4265 Boh. Jezero, on 5th June 2019 between 9 am and 4pm.

3/ Scope and objectives of the action regarding the project and the participating SMEs

The objective of the event from the Green Minds focus was twofold: on the one hand the event was organised so that it enabled capitalisation of experiences gained in the pilot phase at the local governance level, and to support the initiation of efforts towards the creation of a transnational innovation network for green and smart mobility. In this respect we have connected with several transnational initiatives and stakeholders with similar objectives to start building synergies that will help with transnational innovation network formation. On the other hand, the event acted also as effective regional fora enabling exchange of information between the stakeholders of the project local networks and to share the project experiences and recommendations and drive the next stages of the pilot project.

This was achieved through exchange of information and experiences as part of panel speeches and the workshop, as well as during the informal/formal networking over working lunch and site visits.

The panel speeches held are as follows:

- Sustainable mobility and best practice in Alpine regions (SAMBA, Interreg Alpine Space)
- Sustainable mobility as part of SECAP, dr. Matej Ogrin, University of Ljubljana
- Sustainable mobility in Alpine Pearls regions (ALPINE PEARLS, Interreg Alpine Space)
- Social services and mobility cross-linking, Municipality of Bohinj
- Sustainable mobility in Julian Alps, Turizm Bohinj and Municipality Bohinj
- Green and Smart Mobility in Mediterranean regions (GREEN MIND, Interreg Mediteran) – introduction to the workshop and the Green Mind Pilot activities; mag. Darko Ferčej- E zavod

As part of world café workshop the participants have covered the topics of:

- Status and needs for accelerating green and smart mobility in the region
- Services required to accelerate the green and smart mobility in the region
- Framework and behaviour changes needed
- How to accelerate cooperation at transnational level

The workshops outcomes were then presented and further discussed in the continuation of activities. Networking was enabled during the working lunch and site visit activities.

4/ Outcomes of the workshop

Key outcomes for GREEN MIND project:

The workshop provided an extended and “hands-on” insight into the challenges and needs faces by SME’s and municipalities in the sustainable mobility sector.

The Panel speakers provided new knowledge that helped expand our knowledge base on the status and regulatory frameworks for GSM activities in Slovenia.

The workshop provided more comprehensive and “hands on” insights into services required by SME’s to accelerate the GSM activities.

The event enabled ample networking opportunities with stakeholders that see the potential synergies in cooperation and have expressed interest in the transnational innovation network.

The event enabled networking opportunities with additional SME’s that are interested in pilot services.

5/ Additional info through photos, links, agenda from the event, etc.





Invitation and agenda:

Vabilo na strokovno konferenco **Na pot k zeleni mobilnosti**

Naše okolje od nas zahteva pametno okoljsko ravnanje, ki se zdi najbolj problematično ravno na področju prometa. Posebej mesta in obiskani turistični kraji dobro poznajo prometno problematiko, ki jo bolj ali manj uspešno tudi rešujejo. To je tek na dolge proge, ki tudi od voznikov in prebivalcev zahteva spremembo navad. Svobodo, ki jo predstavlja pot z osebnim avtomobilom težko zamenja javni promet s slabimi povezavami in le dobra alternativa bo v prihodnje lahko obrodila sadove. Na konferenci bomo prisluhnili predstavnikom organizacij, ki nam bodo s primeri dobrih praks predstavili nekatere možnosti reševanja prometne problematike in usmerjanje v okoljsko odgovorno načrtovanje prometnega režima in rešitev, ki prispevajo k zmanjševanju CO2 in trajnostni mobilnosti.

Uvodnemu delu bo sledila praktična delavnica, na kateri bomo oblikovali tudi nekaj zaključkov v smeri okoljsko odgovornega ravnanja v prometu.

Kje: Center TNP – Bohinjka, Stara Fužina 37, 4265 Boh. jezero

Kdaj: V petek 5. junija od 9.00 do 12.00 ure – konferenca, popoldan: ogled dobrih praks na terenu

Program:

8:30 - 9:00 Registracija in sprejem udeležencev
9.00 - 10.30 Uvodna strokovna predavanja (trajnostna mobilnost) <ul style="list-style-type: none"> Trajnostna mobilnost s primeri dobrih praks v regijah Alpskega prostora (projekt SAMBA, program Alpski prostor), mag. Helena Cvenkel, Roko Padovac- BSC Kranj d.o.o.,

<ul style="list-style-type: none"> • Ukrepi za umiritev prometa- Trajnostni energetska podnebni načrt Gorenjske (SECAP) – dr. Matej Ogrin, Filozofska fakulteta, Univerza v Ljubljani • Trajnostna mobilnost v skupnosti Alpskih biserov v regijah Alpskega prostora, predstavnik ALPINE PEARLS • Mobilni socialni servis – predstavitev s poudarkom na mobilnosti, Iva Lapajne, Občina Bohinj • Julijske Alpe – umirjanje prometa v Julijskih Alpah, promocijski dan zapore Ukanc in Mangartska cesta – predstavniki TNP, Turizma Bohinj in Občine Bohinj • Trajnostna mobilnost v regijah Mediterana z uvodom v delavnico (projekt GREEN MIND, program MEDITERAN), mag. Darko Ferčej- E zavod
<p>10.30 - 11.30 Delavnica</p> <p>Izzivi in rešitve trajnostne mobilnosti - kako lahko prispevamo k trajnostnim spremembam na področju trajnostne mobilnosti</p>
<p>11:30 – 11:45 Predstavitev zaključkov delavnice/konference</p>
<p>12:00 Termin za novinarje</p>
<p>12:20 - 13.30 kosilo</p>

Po kosilu ogled dobrih praks:

- Po kosilu se bomo z novo ladjo, kot del javnega prevoza odpeljali do Ukanca, v času vožnje vam bomo predstavili smer razvoja trajnostne mobilnosti v Bohinju s povezovanjem znotraj Julijski Alp tudi preko Kartice Julijske Alpe. Vrnili se bomo z brezplačnim organiziranim prevozom (Shuttlom), ki jih v času poletja v smeri umirjanja prometa in razbremenitve jezerske sklade na petih linijah ponujamo v Bohinju.

Spremljevalni dogodki:

- Splavitev nove ladje – pridobitev javnemu prometu v Bohinju, petek, 5. 7. ob 18:00
- Promocijski dan zapore v Ukancu – sobota, 6. 7. 2019 – od 8:00 – 18:00

h. SP local workshop

1/ Presentation of the workshop and the participating SMEs and stakeholders

Andalucía Smart City Cluster has organised a workshop that is part of the Smart Train Smart Initiative (Inclusive Mobility and Initiative Door to Door), result from the Pilot Testing Services (Market Intelligence and B2B Networking) of the Andalusian Pilot-Green Mind Project.

The main focus of this local workshop has been to gather all the SMEs and stakeholders that participated in the Smart Train Smart Initiative to work on the identified challenges on Inclusive Mobility. Within the initiative Smart Train Smart as results from the B2B Networking meeting celebrated the 18th of September 2019 and the Workshop on the 9th of October 2019 4 challenges were identified: “Luggage Robot”, “Mobile Avatar”, “Fixed Avatar” and “Guiding system”. The objective was to organize stakeholders and SMEs around the challenge/s where they can contribute their knowledge and/or technology and identify one leader for each group.

ESTACION				ESTACION							
Robots de equipaje				Avatares Móviles							
Alcance / Objeto				Desarrollo de aplicaciones y sistemas para la creación de Avatares - Asistentes Virtuales Inteligentes - Infraestructuras Móviles que favorezca una accesibilidad mas inclusiva en estaciones de tren							
Retos (problemática a resolver)	Las necesidades de los administradores y operadores ferroviarios (clientes)	Existencia de diferentes grupos de usuarios / situaciones de necesidades ("los servicios de accesibilidad triunfan cuando son universales para todos")	No duplicar esfuerzos en soluciones existentes o en fase de experimentación: las patentes como factor de decisión para Proyectos de investigación / de innovación / demostrativos ("tecnologías que no estén patentadas")	Retos (problemática a resolver)	Desconocimiento de necesidades de movilidad/habitos/costumbres/dispositivos de los diferentes perfiles personas con dificultades de movilidad	Identificación de información útil (andenes, ocos, actividades, etc.) según demanda y tipo de usuario en tiempo real (discapacidad, turista, otras dificultades de movilidad - edad, accidente, equipaje, ...) y reportarla al Avatar con el fin de planificar viaje	Interactuar con el entorno (geolocalización, beacons, barreras (idioma, lenguaje de signos, ...))	Aumentar la seguridad de las personas con problemas de movilidad: situaciones de emergencia, afluencia, etc.	Pruebas de concepto y Testeo en escenarios reales con usuarios reales		
	La apariencia del robot /vehículo, como factor de rechazo en el usuario ("¿tiene que ser humanoide?")	Las limitaciones, arquitectónicas y de tecnología, de las estaciones para la propia movilidad de los robots ("accesibilidad de los propios robots")	La seguridad de los robots frente a interacciones externas		Unificar las necesidades de información de los usuarios finales para que operadores comerciales y responsables de gestión de IFF estén alineados	Personalizar la información al viajero según demanda, adaptándola a las necesidades del usuario y en tiempo real	Calcular rutas óptimas según información disponible en tiempo real/tipo de usuario y acompañamiento	Interaccionar e integrarse con otros factores/elementos de interés: autobús, taxi, aviones...	Desarrollar aplicaciones móviles que incorporen geolocalización y que sean multiplataforma y multidispositivo	Entender los requisitos de una persona sobre su estado y localización para adaptarse a sus necesidades de uso, información y localización	
Objetivos	Conocer los programas de accesibilidad de ADF y de otros administradores y operadores ferroviarios	Definición de atributos del sistema o robot o vehículo (capacidad de carga, carácter autónomo, el "concepto de inclusión", ...). Incorporar tecnologías según atributos, para dotar de carácter INTEGRAL al sistema. Adaptación a los diferentes tipos de usuarios / necesidades	Generar nuevas soluciones / escalar soluciones existentes: Benchmarking de soluciones de mercado y tecnologías en desarrollo y experimentales: grado de protección	Objetivos	Unificar las necesidades de información de los usuarios finales para que operadores comerciales y responsables de gestión de IFF estén alineados	Personalizar la información al viajero según demanda, adaptándola a las necesidades del usuario y en tiempo real	Calcular rutas óptimas según información disponible en tiempo real/tipo de usuario y acompañamiento	Interaccionar e integrarse con otros factores/elementos de interés: autobús, taxi, aviones...	Desarrollar aplicaciones móviles que incorporen geolocalización y que sean multiplataforma y multidispositivo	Entender los requisitos de una persona sobre su estado y localización para adaptarse a sus necesidades de uso, información y localización	
	Generar confianza y carácter "amigable" de robots	Identificar estaciones y conocer infraestructura necesaria para la puesta en marcha de soluciones de robots	Incorporar tecnologías de ciberseguridad		Tecnologías implicadas	Visión Artificial (RV y RA)	Geolocalización	Comunicación/conexión entre dispositivos y sistemas implicados (Avatar, robot, estación...)	Inteligencia Artificial	Aplicaciones multiplataforma y multidispositivo (sensorica, etc.)	Ciberseguridad
Tecnologías implicadas				Entornos de Aplicabilidad							
Conducción autónoma, Inteligencia Artificial, Tecnologías posicionamiento de robots, Realidad aumentada, Ciberseguridad, ...				Aeropuertos, Centros Comerciales, Entornos Turísticos: Centros de ocio, Cruceiros, Fiestas populares de afluencia, Sitios de interés							
Entornos de Aplicabilidad				Entornos Educativos: Campus Universitarios, Colegios, etc.							
Estaciones inter-modales				Edificios AAP de uso publico							
Estaciones de otros modos de transporte (medialibridad)											
ESTACION				ESTACION							
Sistemas de guiado inteligentes				Avatares Fijos							
Alcance / Objeto				Desarrollo de aplicaciones y sistemas para la creación de Avatares - Asistentes Virtuales Inteligentes - Infraestructuras Fijas que favorezcan una accesibilidad mas inclusiva en estaciones de tren							
Retos (problemática a resolver)	Desconocimiento de necesidades de movilidad/habitos/costumbres/dispositivos de los diferentes perfiles personas con dificultades de movilidad	Interactuar con el entorno (geolocalización, beacons, barreras (idioma, lenguaje de signos, ...))	Conectar el entorno/estación con el sistema de guiado	Aumentar la seguridad de las personas con problemas de movilidad: situaciones de emergencia, afluencia, etc.	Pruebas de concepto y Testeo en escenarios reales con usuarios reales	Retos (problemática a resolver)	Desconocimiento de necesidades de movilidad/habitos/costumbres/dispositivos de los diferentes perfiles personas con dificultades de movilidad	Identificación de información útil (andenes, ocos, actividades, etc.) según demanda y tipo de usuario en tiempo real (discapacidad, turista, otras dificultades de movilidad - edad, accidente, equipaje, ...) y reportarla al Avatar con el fin de planificar viaje	Adaptar la información al usuario (idioma, lenguaje de signos, ...)	Aumentar la seguridad de las personas con problemas de movilidad: situaciones de emergencia, afluencia, etc.	Pruebas de concepto y Testeo en escenarios reales con usuarios reales
	Adaptar el entorno/estación para dar respuesta a las necesidades de la persona Y a los requisitos del sistema de guiado	Personalizar la información al viajero según demanda, adaptándola a las necesidades del usuario y en tiempo real	Recomendaciones de guiado según destino: Calcular rutas óptimas según información disponible en tiempo real/tipo de usuario y acompañamiento	Conocer números de personas y movimientos	Desarrollar aplicaciones móviles que incorporen geolocalización y que sean multiplataforma y multidispositivo		Unificar las necesidades de información de los usuarios finales para que operadores comerciales y responsables de gestión de IFF estén alineados	Personalizar la información al viajero según demanda, adaptándola a las necesidades del usuario y en tiempo real	Interaccionar e integrarse con otros factores/elementos de interés: autobús, taxi, aviones...	Desarrollar aplicaciones móviles que sean multiplataforma y multidispositivo	Entender los requisitos de una persona sobre su estado y localización para adaptarse a sus necesidades de uso, información y localización
Objetivos	Adaptar el entorno/estación para dar respuesta a las necesidades de la persona Y a los requisitos del sistema de guiado	Personalizar la información al viajero según demanda, adaptándola a las necesidades del usuario y en tiempo real	Recomendaciones de guiado según destino: Calcular rutas óptimas según información disponible en tiempo real/tipo de usuario y acompañamiento	Conocer números de personas y movimientos	Desarrollar aplicaciones móviles que incorporen geolocalización y que sean multiplataforma y multidispositivo	Objetivos	Unificar las necesidades de información de los usuarios finales para que operadores comerciales y responsables de gestión de IFF estén alineados	Personalizar la información al viajero según demanda, adaptándola a las necesidades del usuario y en tiempo real	Interaccionar e integrarse con otros factores/elementos de interés: autobús, taxi, aviones...	Desarrollar aplicaciones móviles que sean multiplataforma y multidispositivo	Entender los requisitos de una persona sobre su estado y localización para adaptarse a sus necesidades de uso, información y localización
	Adaptar el entorno/estación para dar respuesta a las necesidades de la persona Y a los requisitos del sistema de guiado	Personalizar la información al viajero según demanda, adaptándola a las necesidades del usuario y en tiempo real	Recomendaciones de guiado según destino: Calcular rutas óptimas según información disponible en tiempo real/tipo de usuario y acompañamiento	Conocer números de personas y movimientos	Desarrollar aplicaciones móviles que incorporen geolocalización y que sean multiplataforma y multidispositivo		Tecnologías implicadas	Visión Artificial (RV y RA)	Geolocalización	Comunicación/conexión entre dispositivos y sistemas implicados (Avatar, robot, estación...)	Inteligencia Artificial (Big Data, ...)
Tecnologías implicadas				Entornos de Aplicabilidad							
Visión Artificial (RV y RA)				Aeropuertos, Centros Comerciales, Entornos Turísticos: Centros de ocio, Cruceiros, Fiestas populares de afluencia, Sitios de interés							
Entornos de Aplicabilidad				Entornos Educativos: Campus Universitarios, Colegios, etc.							
Estaciones inter-modales				Edificios AAP de uso publico							
Estaciones de otros modos de transporte (medialibridad)											

Fig 1. Overview of the 4 challenges: problems to be solve, objectives, technology, applicability environment

The event was gathering by 20 people representing 15 SMEs, 3 Universities, 1 Technological Center and 1 Foundation. Once the focus of the topic was introduced, all the participants discussed on the 4 challenges: identifying problems to be solve, required technology ... Later on they were organized in 4 discussing groups representing each challenge to “draw” the next steps with the final stop on a product to the market.

Entities	Name	Last Name	Mail	Job Function
ACTISA	Salvador	Mansilla Vera	salvadorsmansilla@actisa.net	Director Técnico
Alstom	Alvaro	Urech	alvaro.urech@alstomgroup.com	Director de Innovación
Centro Tecnológico Metalmeccánico y del Transporte (CETEMET)	Ramón	González Merino	r.gonzalez@cetemet.es	Responsable Visual computing
COMSA	Enrique	Ortega Font	enric.ortega@comsa.com	Tecnico de I+D+i
Faro Innovation	Natascha	Wahlberg Macías	nwahlberg@faroinnovation.com	Project Manager
Fundación ONCE	Lourdes	González Perea	lperea@fundaciononce.es	Coordinadora de proyectos de accesibilidad TIC
Grupo Afronta	Jordi	Gómez Navarro	jordi.gomez@grupoafronta.com	CEO
Grupo Eurogestion	José Antonio	Conde Sánchez	jaconde@eurogestion.eu	CTO
HERE Technologies	Pedro	Martínez	pedro.martinez@here.com	Manager WEU Data Sourcing
IERTEC SMART TECHNOLOGIES SL	Jaime	Oliva Pérez	jaime.oliva@iertec.com	A saber
Ineco	Alberto	Comas Sánchez	alberto.comas@ineco.com	Técnico senior - Arquitecto
Integrated Worlds GmbH	Miguel Angel	Martín Rodríguez	miguel.martin@integrated-worlds.com	Business Developer
Metrica6	Eduardo	Dueñas Ladrón de Guevara	eduenas@metrica6.es	CEO
Movilok Interactividad Móvil	Luis	del Ser Toral	ldelser@movilok.com	Socio
Nosolosoftware (NSS)	Ángeles	Rodríguez Serrano	arodriguez@nosolosoftware.es	Chief Innovation Officer
PayThunder	JUAN JOSE	RIDER JIMENEZ	jirider@paythunder.com	Socio Fundador
SOFTWARE FOR CRITICAL SYSTEMS	Fernando	Díaz Rodríguez	fdiaz@softcrits.es	Jefe desarrollo software
Universidad de Alcalá. Grupo Geintra.	Felipe	Espinosa Zapata	felipe.espinosa@uah.es	Catedrático de Universidad.
Universidad de Córdoba	Joaquín	Olivares Bueno	olivares@uco.es	Responsable Grupo de Investigación en Informática
Universidad de Málaga	Juan Pedro	Bandera Rubio	jbandera@uma.es	Profesor Titular de Universidad

Fig 2. Inscription List

2/ Time frame and location

The workshop took place the 12th February 2020 during the event Transfiere Forum in Malaga (12-13 February 2020). Transfiere is an international forum on science, technology, and innovation where all the actors on the innovation value chain have a date since 2011. It is so a great scenario for the workshop.

3/ Scope and objectives of the action regarding the project and the participating SMEs

The scope was to keep on working with mobility SMEs already participating in the Pilot Testing Services and with stakeholders to develop Collaborative Projects resulting in market products to resolve the 4 challenges on the Initiative Inclusive Mobility. To define Collaborative projects, we needed to organize consecutive events/workshops involving tractor and big companies as well as other stakeholders to ensure them the solutions would answer real market needs. Also, it was necessary to gather all the SMEs to work on the problems to be solved, objectives, technology requirements, resources available ... until the technical path is set to start working on a real proposal.

4/ Outcomes of the workshop

As a result, 4 working group have been defined, each dealing with one of the 4 challenges. Each group consists of SMEs and University, the Technological Center and the Foundation being present in most of the groups. Moreover, the groups are already incorporating more members.

As a result, the groups on the Challenge “Luggage Robot” and “Guide Systems” are already working on a proposal to be presented to get public funding in both national and regional calls.



Fig 3. Next steps

5/ Additional info through photos, links, agenda from the event, etc.





Fig 4. Photos taken during the workshop