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# DELIVERABLE D.T1.2.1

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Protocols of Action Planning Workshops held  
in Partner Meetings and regional workshops  
- Veneto (Italy)

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Version 1  
12 2019



<b>Project information</b>	
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Lead Contractor of the Deliverable:	PP4 – University of Padova
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## Introduction

This deliverable aims to summarize the focus of regional action planning (RAP)/road-mapping discussion and the significant evidences emerged during workshops with local stakeholders in Veneto (Italy). These inputs were used to update the RAP. Documentation of the three regional workshops on RAP is provided below.

### 1. Regional workshop one

<b>Type of activity</b>	Discussion of Regional Action Planning	
<b>Date of event</b>	Workshop with local stakeholders (10/06/2019)	
<b>Method of interaction</b>	Face-to-face meeting (VI premises)	
<b>Partners and stakeholders involved</b>	<b>PPs</b>	<b>Stakeholders</b>
	VI (IT)	Confindustria Veneto SIAV – Ms Gabriella Bettiol, Mr Giacomo Tosoni Gradenigo
<b>Output of the activity</b>	<p><u>Focus of the discussion</u></p> <p>The meeting started with a presentation of the INNO PEER AVM activities and an overview of the RAP. Afterwards the representatives of Confindustria Veneto SIAV gave a short introduction to initiatives they are implementing connected with the topic of Industry 4.0. In particular they introduced the SMART-watch Central Europe initiative and the Future 4.0 Adrion initiative, in order to compare issues and identify possible linkages among the different experiences.</p> <p>In particular there were connections with the last project as it aims to design a shared strategy to innovate companies' approach to training through a special approach called Smart Learning Model. The possibility to add a specific focus on I4.0 on the foreseen calls for proposals under the ROP ERDF was considered interesting and, at the same time, the idea of using ESF funds to support the development and implementation of specific training paths was discussed.</p> <p><u>Summary of most significant issues emerged</u></p> <ul style="list-style-type: none"> <li>• Need to create synergies and cooperate between stakeholders in order to focus the public support effort in the same direction;</li> <li>• Need to improve the international content of such training initiatives and, in this sense, the INNOPEER AVM experience should be very valuable;</li> <li>• Still work to be done to assure a coherent policy approach to be shared at local level.</li> </ul>	



## 2. Regional workshop two

<b>Type of activity</b>	Discussion of Regional Action Planning	
<b>Date of event</b>	Workshop with local stakeholders (16/11/19)	
<b>Method of interaction</b>	Face-to-face meeting (ACRIB premises)	
<b>Partners and stakeholders involved</b>	<b>PPs</b>	<b>Stakeholders</b>
	VI (IT)	Politecnico Calzaturiero Veneto – Mr. Mauro Tesaro CEO
<b>Output of the activity</b>	<p><u>Focus of the discussion</u></p> <p>The meeting was the final step of several contacts carried out in order to implement the second edition of the Basic Course in Veneto. In fact Politecnico Calzaturiero Veneto is active in the sectors of education, research and innovation and it offers services of rapid prototyping, quality control, workplaces' safety and machineries' supervision and, in the last years it was more and more involved in the Industry 4.0 topic both from the education point of view and the services offered to the companies.</p> <p>The INNO PEER AVM initiative was therefore deeply discussed to share a common approach towards the educational tools available and the necessary development to be closer to companies' expectations.</p> <p>In particular, within this framework, the Politecnico Calzaturiero Veneto is fully in line with the visions 1 and 2 included in the RAP and sustain all possible actions aiming to reach the goals there identified. This is also the reason why it agreed to be an active partner in the implementation of the Basic Course, providing technical and logistic support to the INNO PEER AVM partners and promoting the initiative among their networks.</p> <p><u>Summary of most significant issues emerged</u></p> <ul style="list-style-type: none"> <li>• Need to create synergies and cooperate between stakeholders in order to define an offer adjusted for the changing needs of the entrepreneurs.</li> </ul>	



### 3. Regional works three

<b>Type of activity</b>	Discussion of Regional Action Planning	
<b>Date of event</b>	Workshop with local stakeholders (22/11/2019)	
<b>Method of interaction</b>	Face-to-face meeting (DTG Vicenza)	
<b>Partners and stakeholders involved</b>	<b>PPs</b>	<b>Stakeholders</b>
	UNIPD (IT)	<p>Stefano Cesaro, Owner at Isinet Consulting, Associate at Equasoft</p> <hr/> <p>Luca Fabbri, Director of the Network ICT for Smart and Sustainable Living</p> <hr/> <p>Manuel Maraschin, Director of Apindustria Vicenza</p> <hr/> <p>Filippo Miola, Delegate of Innovation and Industry 4.0 at Confindustria Vicenza</p> <hr/> <p>Lara Agostini, Assistant Professor at University of Padova</p> <hr/> <p>Anna Nosella, Full Professor at University of Padova</p> <hr/> <p>Manfredi Manfrin, Senior business consultant</p> <hr/>
<b>Output of the activity</b>	<p><u>Focus of the discussion</u></p> <ul style="list-style-type: none"> <li>• Do you have any comments/suggestions for improving the program?</li> <li>• Who are the potential future clients?</li> <li>• Which are the training associations that could offer the training program?</li> <li>• How can it be financially sustainable?</li> <li>• Is this initiative in line with the regional development?</li> </ul> <p><u>Summary of the most significant issues emerged</u></p> <p><b>Manuel Maraschin</b></p> <p>The program is interesting and perfectly in line with the lines of regional development (“There is not a plan B for the Veneto region if we want to remain competitive in the market”).</p> <p>There are some issues deserving attention:</p> <ul style="list-style-type: none"> <li>• Understanding and mapping of initiatives already in place to avoid replication;</li> <li>• Finding funds to make it financially sustainable does not seem to be a huge problem, but the point is having enough firms interested in joining the</li> </ul>	



	<p>program. Here the issue of how to make firms interested in such activities comes into play;</p> <ul style="list-style-type: none"> <li>• The “natural” clients could be the medium firms; however, the smallest ones could reap the highest benefits from such kind of initiative that, accordingly, should be crafted for small firms as well;</li> <li>• Webinars are always critical for firms, especially small ones; maybe webinars should complement face-to-face training instead of substituting them.</li> </ul> <p><b>Luca Fabbri</b></p> <p>Overall the structure of the course is ok and this type of course fits well with firms willing to approach the Industry 4.0 path.</p> <p>The practical modules, overall the strategy camps could be used as a way to make firms understand that inter-organizational collaboration may be beneficial both in terms of competitiveness and knowledge transfer and learning. Starting from a game is a good way of triggering cultural change.</p> <p>The massive use of practical cases showing the real benefits deriving from an overarching approach towards Industry 4.0 can be a good way of pushing firms towards change.</p> <p>Suggestion of considering the integration of the “Jobs-to-be-done” methodology in the program to account for firms’ needs more accurately.</p> <p><b>Filippo Miola</b></p> <p>Training is at the basis of development and improvement, it is necessary. However, this is still to be recognised by many entrepreneurs and employees. Actually, the entrepreneur is the first actor we should dedicate our attention to, because only if (s)he is fully aware of the benefits deriving from training, (s)he can transmit the same culture and approach to the whole organization.</p>
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