Roll out Strategy

D.T3.3.2

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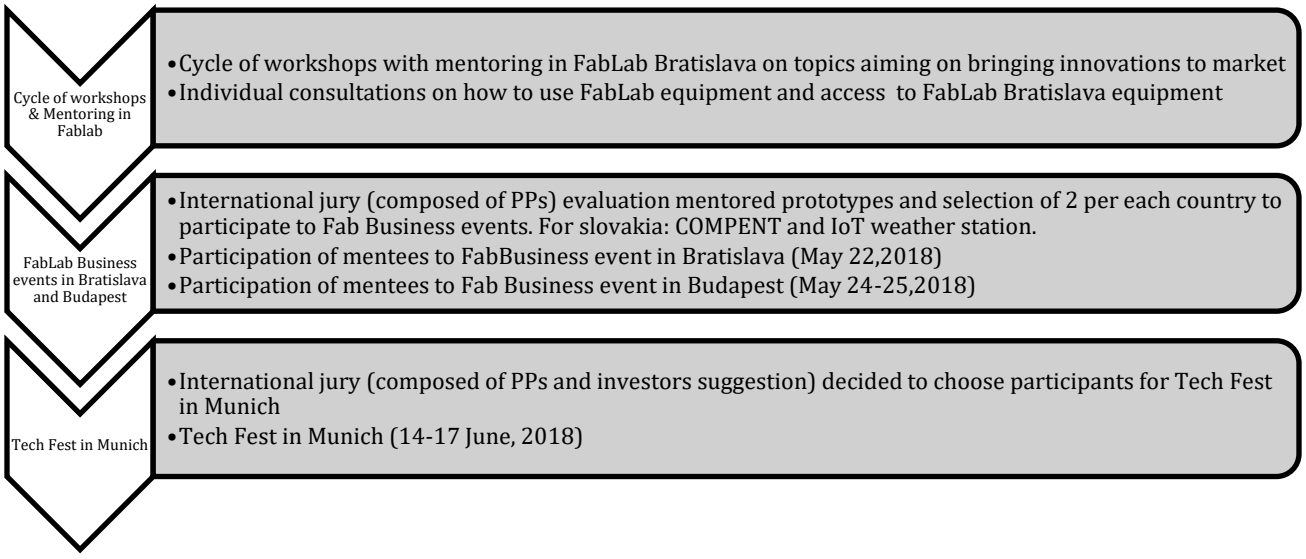
1. Incorporation of innovative services and tools to your portfolio

1.1. Chapter 1 - Background

Pilot action focused on connection to business

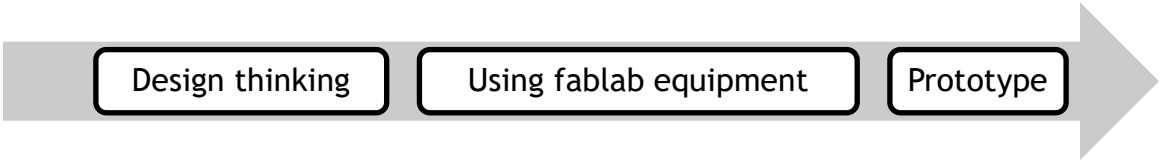
Within the project FabLabNet, The FabLab Bratislava had an opportunity to test actions supporting business mindset as well as design thinking process approach. Supporting students in gaining business-oriented and problem solving skills is a very important however; there are only few opportunities to receive such training for young innovators that are only in early stage of innovation. The pilot action developed within the project FabLabNet gave a good opportunity to learn, try and test several topics and activities from world of business. The first pilot was composed of several steps where each step followed the previous one: 1) Students were provided with workshops once per week on topics: protection of intellectual property, business plan, presentation in front of investors and digital fabrication. 2) Students could use the FabLab equipment and ask for mentoring with tools and machines. 3) Best prototypes produces in FabLab were chosen to be presented at major event in Bratislava and test presentation skills in from of 100+ audience. 4) Following students were provided with mentoring to improve presentation and pitching skills in Budapest.



The business skill training and presentation skills training was very beneficial for students in Slovakia who did not get any business training or communication and presentation skills training. Students had a unique opportunity to develop own products that are valuable in the market and present in in front of investors. Trainings such these (supporting innovation mindset) are currently missing in portfolios of education institutions.

Pilot action focused on connection to education

Another pilot action, which took place in Fablab Bratislava within the project FabLabNet implementation, was a pilot action in form of course for university students. The course was focused on IT systems from 3 domains-layers: Business Layer, Systems, Applications, Data layer and Technology layer. Systematic approach to solving solutions was used. Students were guided how to develop solution and transform their ideas into products (prototypes). Students attended the course one a week during the whole semester and gradually developed different prototypes solving identified problems.



1.2. Chapter 2 - Goal and expected outcomes

Vision

The main objective of this strategy is to implement the developed and tested tools (pilot actions), which support the business mindset and problem solving skills into portfolio of services and tools provided by FabLab in form of providing opportunities to develop prototypes. These services are mainly courses, counseling and help to prepare for events where the business ideas can be presented.

FabLab Bratislava wants to support early staged innovators and researcher, students and creative people in developing problem solving skills and bringing innovations to market by providing them with space, tools, machines and knowledge.

Goal

The main goal is to increase the skills of students to transform their ideas into products that could be possibly marketable.

As the main outcome of such activities, we see improved skills of students in area of creatives and application of their knowledge received in studies at universities or HEIs.

1.3 Chapter 3 - Target groups

The main target group are students of universities and HEIs, mainly those who attend technical studies, but also those who would like to transform their ideas into products, and receive knowledge and courses how to bring their ideas to market.

The target group would be involved by the same tools tested during the pilot action implemented within the project: individual counseling, access to machines, courses providing development of skills for business (intellectual property protection, pitch training, business plan).

Students will have opportunity to learn different approaches how to transform their ideas into real prototypes, such are 3D modeling, 3D printing, working with modeling programmes, cutting on laser cutter and in the same time confront their ideas with the business world and lectures from this field.

1.4. Chapter 4 - Content of the action

As a result of piloted actions, we would like to offer different services with the portfolio of Fablab:

- Individual counseling (how to work with machines and how to transform ideas into products)
- Courses (business plan, intellectual property protection, pitch training)
- One semester long cooperation to university (or high schools) in supporting design thinking process and problem solving approach among students.

- No of expected participants in courses and : max. 10
- Duration: 1 week
- Trainers: professionals from FabLab (for works with machines and programmes), business angels and professional business supporters for business plan and pitch training, professionals in intellectual property protection

1.5 Chapter 5 - Timeline

- In general the activity is broke into week during which students attend courses and also receive concealing and work on their ideas to create a prototype.

1.6 Chapter 6 - Budget

- The financial resources to open the course could come from new projects within different programmes, sponsoring is also an option.

1.7. Chapter 7 - Assessment of the environment

SWOT analysis

Strengths • Equipped laboratory • Professionals supporting work of students • Own counseling rooms • Capacities and experience to organize events • Cooperation to different professionals who can help to develop ideas	**Weaknesses** • Dependence on external professionals in lecturing • Not enough internal personnel •
Opportunities • Cooperation to business supporters • Learning new approaches in education and workshop leading • Application of zero waste approach	**Threads** • Lack of funds • Lack of personnel • Lack of interest from students side

1. 8 Chapter 8 - Advertisement

To encourage students we would disseminate the event via courses that are lectured by professionals from fablabs at universities.

2. Strategies to target policy makers to spread FabLabs nation-wide

2.1 Chapter 1 -Background

Growing automatization, robotization and use of artificial intelligence is highlighting the need for skilled workforce mastering the digital tools. Moderate interest in STEAM studies, weak presentation of these study areas, lack of opportunity to experience the new technology in a comprehensible way causes insufficient enrollment in the most crucial fields, gender imbalance and consecutively a structure of workforce not responding to the needs of the employment market resulting in youth unemployment but also lack of problem solving spirit, which motivates to entrepreneurship that is able to create high skilled workplaces.
The strategical approach focuses on empower of young people, students, trainers with new skills and rapid prototyping equipment in order to boost the passion for technology in informal learning and free time.

2.2 Chapter 2 - Vision and mission statement

The main goal is to encourage young people, students, trainers to gain new skills and learn how to use rapid prototyping equipment in order to boost the passion for technology. Overall the FabLab Bratislava aims to promote the interest in STEAMs studies by adopting a learning by doing approach and engage people to create own prototypes or materialize their ideas. It is a perfect place to test their ideas for business or research and studies.

2.3 Chapter 3 - Action

Fablab employees promote the idea of placing 3D printers in schools, libraries and other available places to reach out with this technology to a broad group of audience. In order to reach this dialogue has been established to local policy makers:

- Local policy makers on level of cities
- Local policy makers on level on national level dealing with education

2.4 Chapter 4 - Stakeholders and target groups

- Ministry of education as body cooperating on development of strategies for education
- Local municipalities running libraries or community centers
- Cities providing services to communities where 3D printing could be showcased

- NGOs working in the field of bringing technology and IT education closer to particular target groups: vulnerable children, population in removed locations, girls and whoever who wants to actively learn new skills

2.5 Chapter 5 -Policies targeted

In order to bring the FabLab experience and tools closer to communities to support STEM studies we would target the future Smart Strategy for cities and regions in Slovakia.

2.6 Chapter 6 - Financial sustainability and resources

Within the dialogue to policy makers the options for funding of FabLab activities and their spreading in communities (municipalities, libraries, removed areas) funding options should be searched:
Structural funds projects running or submitted under:

- Operational program human resources
- Operational Program Research and Innovation

Also options to join consortiums and submit a proposal within Horizon 2020 calls in area of Science with and for Society (Swafs) or Creative Europe programme, or Cost programme.