

***Smart Factories in new  
EU Member States***  
General Presentation

A person in a dark suit is holding a white smartphone in their right hand. The background is a server room with rows of server racks and numerous cables. A large, semi-transparent grey circle is overlaid on the left side of the image, containing the text 'EUR 110 billion each year'.

**EUR 110  
billion  
each year**

***This is how much of additional revenue the European industry sector can generate from the digitization and interconnection of products and services (for instance Internet of Things/Services)***

# ***Digitising European Industry***

***The European Commission recognised the need for actions and launched its Strategy on Digitalising European Industry on 19 April 2016***

The Digitalising European Industry (DEI) initiative aims towards:



Coordination of initiatives for digitising industry



Co-investing in Europe's digital innovation capacities



Providing the appropriate regulatory framework conditions



Providing human capital with the necessary skills for the digital transformation



# *Objective and Scope of the Project*



# ***Smart Factories in new EU Member States***

The objective of the project is to **support the European Commission with implementing a network of Digital Innovation Hubs (DIH)** across 13 new EU Member States

Successful implementation of this initiative can set the basis for ensuring the long term competitiveness of industry in new Member States

We will capitalise on achievements and lessons learned from previous and ongoing relevant initiatives (e.g. H2020's I4MS project etc.)

***Client***



***Main Partner***



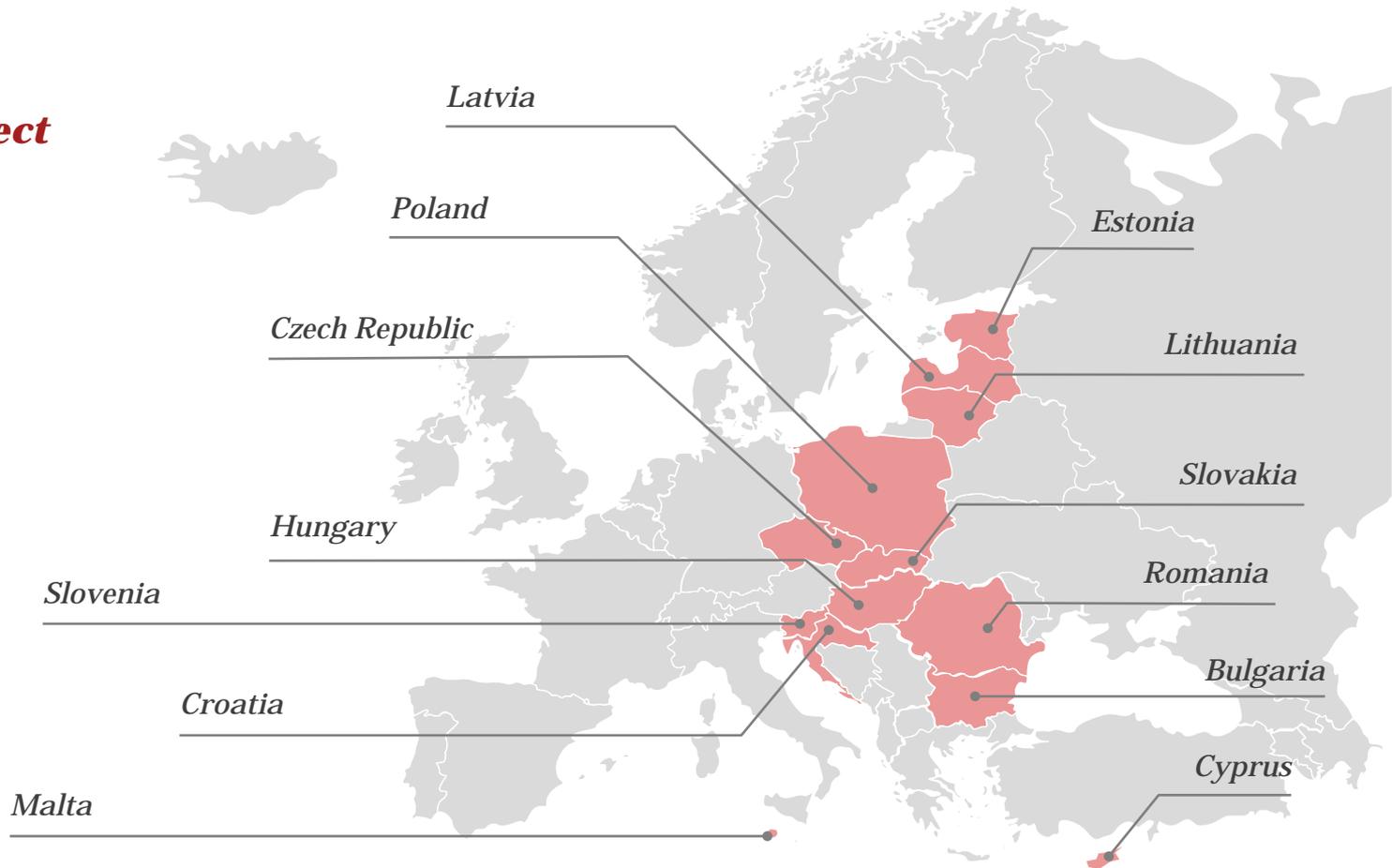
***Subcontractor***



Oxford University  
Innovation

# *Project's geographical coverage*

***Countries covered with project activities***



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# ***What are we going to do?***

## ***We will***



Provide methodology to select the most appropriate DIHs for implementation

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Collect and assess applications from potential DIHs, conduct interviews and recommend to the EC DIHs to participate in the programme

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Help the chosen DIHs reach their potential by mentoring and coaching activities

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Develop policy recommendations for improvement

A modern, brightly lit interior space, likely a museum or gallery, featuring large glass windows and a red banner at the bottom. The space is filled with light, and the glass reflects the surrounding environment. In the background, four people are standing near the windows, looking out. The floor is polished and reflects the light. The red banner at the bottom contains the text "Digital Innovation Hubs" in a white, serif font.

# ***Digital Innovation Hubs***

# ***Digital Innovation Hubs***

***One of the European Commission's (EC) objectives for the Digitise European Industry initiative is to develop a network of DIHs***

DIH can help ensure that every company, small or large, high-tech or not, can grasp the digital opportunities

DIHs act as a one-stop-shop, serving companies within their local region and beyond to digitalise their business



# ***Digital Innovation Hubs***

***DIH shall provide local industry with:***



Access the latest knowledge, expertise and technology



Connections with investors, facilitate access to financing for digital transformations



Help connect users and suppliers of digital innovations across the value chain



Foster synergies between digital and other key enabling technologies



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## ***Digital Innovation Hubs***



Certain features are already evident for universities, research centres, incubators, cluster organisations, industry association or local authorities of private companies

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### **What is different about DIHs?**

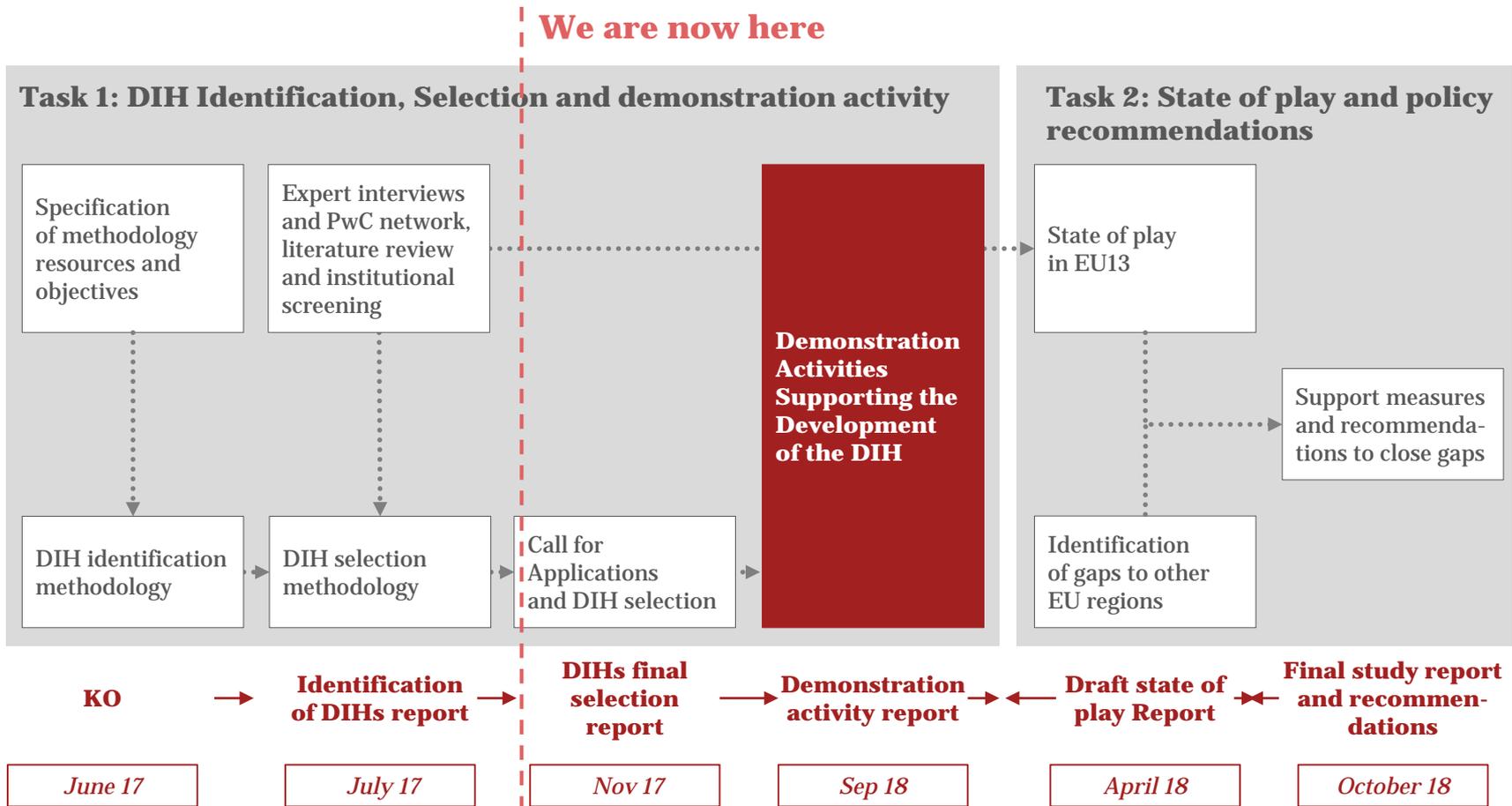
DIHs will bring all these actors together in a region and develop a coherent and coordinated set of services that are needed to help those companies (especially small companies or enterprises from low tech sectors) that have difficulties with their digitisation through a one-stop-shop



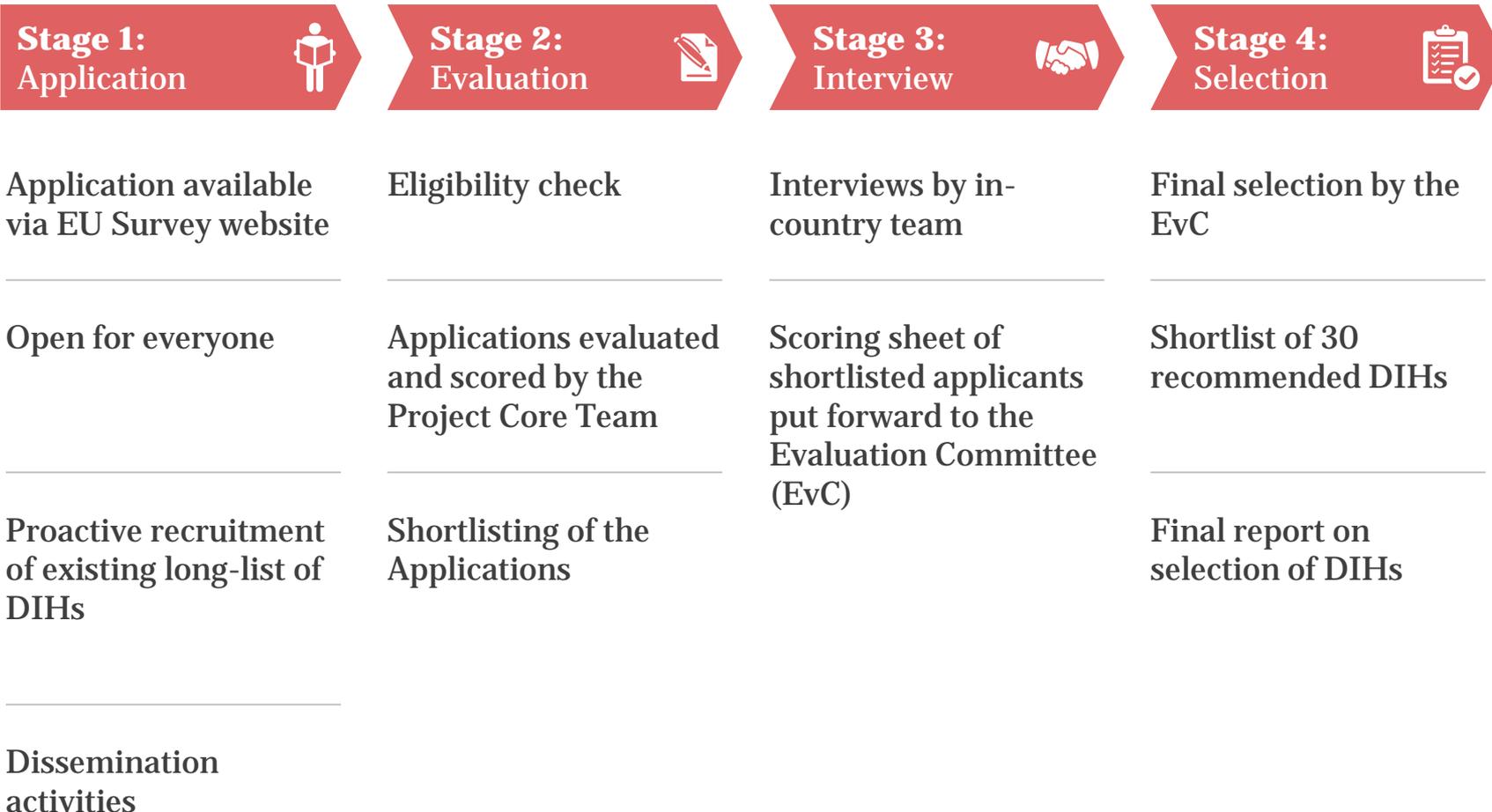
# ***Workplan***

# Methodological Approach

## Overview of our work architecture and timeline



# The process for evaluating and shortlisting of DIH



# Assessment and selection of DIHs

## Eligibility criteria

### Based in EU13

- **Universities and research and technology Universities and research and technology centres** (RTOs), generally referred to as 'competence centres' (CCs) or 'centres of competence' (CoCs)
- **Incubators and accelerators** that help start-up companies to grow and scale
- **Cluster organisations and industry associations** representing private sector companies
- **Public administrations** that are aware about the importance of innovation and are developing their smart specialisation plans



## Assessment Criteria

### Vision

- Vision and objectives
- Business Model
- Technology and sector focus
- Services (mentoring, prototyping areas, test production, access to finance)
- Partners

### Strategic Fit with Existing Initiatives

- Regional smart specialization strategy
- Collaboration

### Geographical

- Presence of SMEs and Innovation Supporting Institutions
- Market Demand
- Location and ecosystem based attributes (proximity to SMEs, transportation and other facilities, and infrastructure, etc.)



## ***Next steps***

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The deadline for applications is **22 October**

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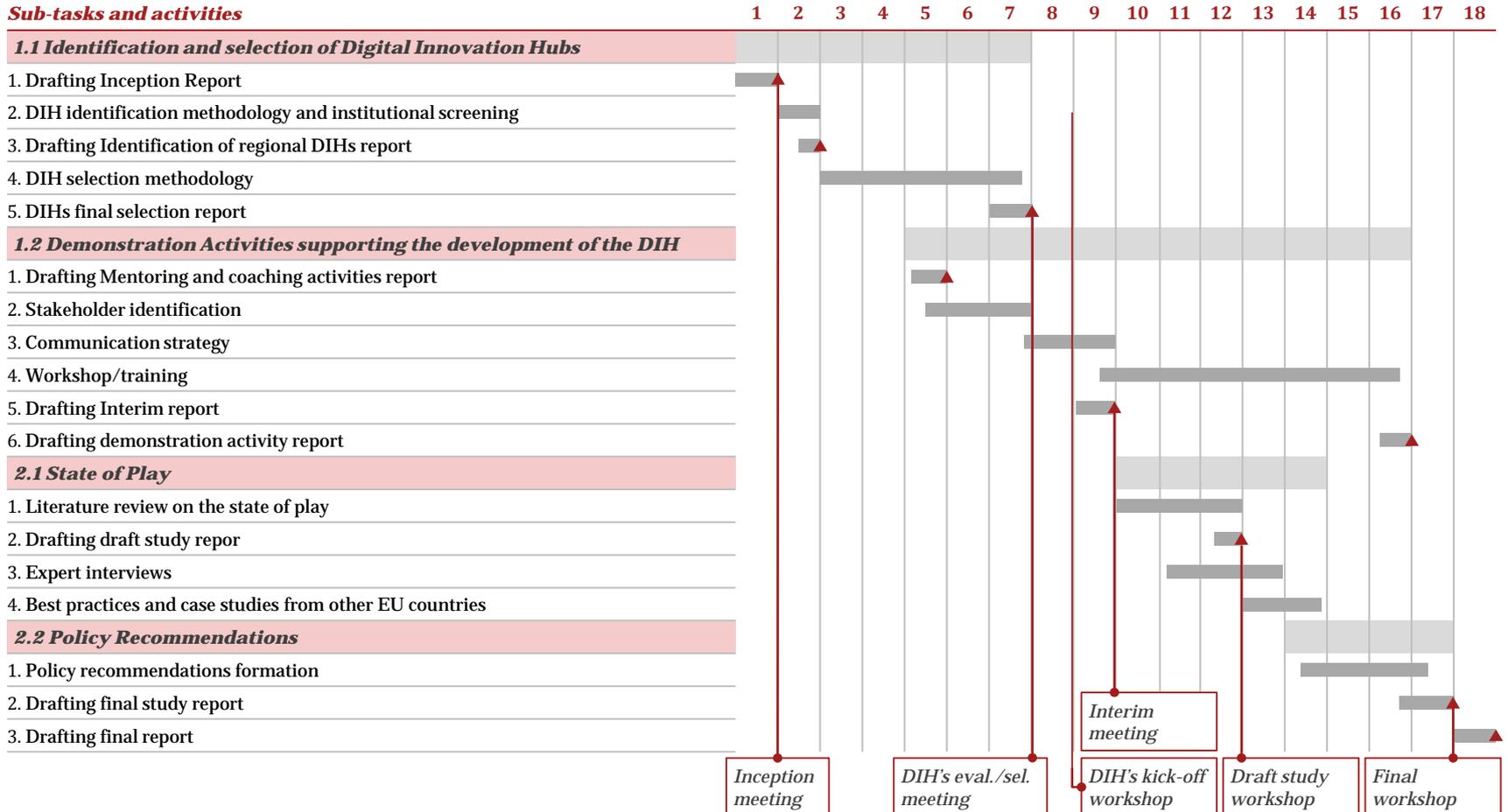
Interviews with Applicants to take place in **October and November**

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Final selection of 30 DIHs by the EvC in **late November/early December**

# Initial Gantt Chart



A photograph of three business professionals standing in a hallway with large columns. In the foreground, a woman with long dark hair, wearing a grey blazer, is smiling warmly at the camera. Behind her, two men in business attire (suits and ties) are standing, looking towards the camera with neutral expressions. The background is slightly blurred, emphasizing the subjects in the foreground.

***What is in it for you?***

# ***Benefits for Project Participants***



The project will provide you with an opportunity to participate in a unique training and mentoring programme designed based on a needs assessment of the applicants combined with best practices and expertise of PwC and Oxford University Innovation experts. The programme will ensure that one horizontal approach is applied in case of all 30 DIHs with adjustments resulting from regional/sectoral specificities.

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The project intends to foster collaboration and facilitate cross-fertilisation between DIHs and to promote best practices. You will be able to tap into the network of DIHs in the EU and build helpful relationships.

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Even though the project does not intend to identify or recognise any of the applicants as being a DIH, your participation in the project activities may provide your organisation with publicity and exposure to leading to other development opportunities.

# Training Programme

***We want to avoid offering an of the shelf solution. Thus, the training programme will be designed taking into account findings of a needs assessment carried out during the interviews with Applicants.***

The training programme will be build around the Technical Assistance Toolkit, which:



Aim is to provide the selected DIHs with knowledge necessary for successful operations and continuous progress.

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Will be a combination of written materials (manuals, brochures), as well as training, mentoring and coaching activities implemented on a regional level.

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Will ensure the delivery of activities is done at the same level of quality and that all necessary components are effectively executed.

# Provisional Components of the Technical Assistance Toolkit

## Technical Assistance Toolkit for the demonstration activity delivery and coaching



### Service description

This training module will explain the DIH services that will support SMEs and companies in their digital transformation efforts

Standard



Locally specific



### Business development skills

This module will provide all relevant business development skills that DIHs required such (networking, pipeline building etc.)

Standard



### Business model and funding options

This module will include all tasks related to the development of a sustainable business model and identifying the right funding opportunities

Standard



Locally specific



### Business case and Feasibility

This module will include all necessary training to develop a sound business case and feasibility of the DIH

Standard



### Event organisation

The Event module will provide a step-by-step guide to prepare all workshops / trainings in a professional and consistent manner

Standard



Locally specific

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## ***Core Project Team:***

### ***Smart.Factories@pl.pwc.com***



***Agnieszka Gajewska***

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# *Thank you*

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