

ITEA POs – More agile, More user oriented

Call 4 PO Preparation Days, Berlin, 12 September 2017

Philippe Letellier - ITEA Vice-chairman

Smart Manufacturing International customer and end-user workshop

- This year's theme was Smart manufacturing
- Gather a small number of worldwide customers and a set of industrials and SMEs on invitation
- The output is a shared analysis of actual needs that have not yet been solved by present technologies
- The target of these workshops is to create new ITEA proposals with a clear market focus



International customers & end-user workshop

Participants



Key messages

- **E2E digital integration**
 - Silos interoperability
 - Heterogeneous subsystem
 - Numerous different level of description details
 - Global vision of the plant
 - Multi-sites worldwide ramp-up
 - Special focus on 3D data management

- **Middleware for digital manufacturing**
 - Data acquisition, Data analysis
 - Digital twin
 - Dynamic planning of manual operations
 - Legacy
 - Connectivity, security and wireless interoperability



Key messages

■ **Production line flexibility**

- Different products and product personalisation on the same line
- Digital twin could ensure command & control of the flexible production line
- High-end simulation tools for production line design and management

■ **Predictive Maintenance**

- For the production line and for the final product
- Potential for new business models
- Non cooperative machine monitoring
- Digital twin for each machine to compare reality and forecasted behavior
- Quality control



Key messages

- **Security**
 - Disconnection of industrial network from internet keeping flexibility?
 - Model of security compliant with flexibility
- **Geolocalisation**
 - Asset logistic
- **Augmented reality**
 - Training, maintenance
- **Robots, Cobots**
 - Collision prevention
- **3D printing**
 - Control / verification of dimensional, roughness, porosity of the printed parts
 - Reverse engineering



International customers & end-user workshop

Preliminary results



- A dozen of ideas for proposals arose during the workshop
- A feedback document has been published on the ITEA website end of June
- 24 project ideas on Smart Industry were submitted in the ITEA Project Idea Tool before the event



ITEA international customer & end-user workshop
SMART MANUFACTURING

Results from ITEA international customer and end-user workshop on Smart Manufacturing

On 21-22 June 2017, the third ITEA customer and end-user workshop took place and this year's theme was Smart Manufacturing. AIRBUS kindly hosted this event at its premises in Toulouse. 37 participants from 9 countries, coming from large industry, SMEs and public authorities took part in the workshop.

Customer	Industry	SME
Airbus	Koçsistem	Algoryx Simulation
Alstom	Siemens	Convergent Manufacturing Technologies Inc
Daimler		EKS InTec
Eczacıbasi Group Vitra		Enforma Bilisim A.S
Fokker		Evolution Energie
Ford Otosan		ICC Elektronik Ltd
Kordsa		Innovatia Metrology
Philips Lighting		Jotne
National Research Council Canada		Nextel
Safran		Ometa
Valeo		Seclab
		SGS Control Systems Ltd
		Sigfox

The target of the ITEA international customer and end-user workshops is to get important topics for future projects directly from the customers and end users along with their actual pain points. We observed in ITEA success stories that the projects starting from actual user' demands are more successful than the ones starting from promising technologies.

We invite you to check this report carefully if you intend to push a new ITEA project on Smart Manufacturing. You will find a set of pain points to be solved, which interest many top brands struggling with these challenges today.

If you have an innovative idea to solve any (or part) of these challenges, use the ITEA Project Idea Tool (<https://itea3.org/getting-started.html>) to show your interest and participate in the ITEA Project Outline (PO) Preparation Days, taking place on 12-13 September 2017 in Berlin, to define your project and gather the suitable consortium.



Shortening time from project idea to project start

ITEA characteristics

- + Flexibility to be in alignment with different national priorities
- Synchronisation complexity
- ➔ Alignment of all actors (Public authorities (PA), Industry, ITEA Office) to reduce the time from project idea to project start
 - Limited label validity

Shorten time from project idea to start

Actions stakeholders



- Each project leader must ensure that:
 - Each national subconsortium sends the proposal to the national PA
 - Each national country coordinator receives feedback from his national PA

- Each PA is ready to give advice and feedback to each of his subconsortia

- ITEA is ready to support the project leaders to clarify the situation of the funding process of each project

- All the stakeholders share the same target:

Start a project within 10 months after labelling



Shorten time from project idea to start

Advice

- Clear consortia structure
 - Choose strong and involved national country coordinators to ensure they will manage a good relationship with their PA
 - Create regular contact moments (at least monthly telcos) between the project leader and his national country coordinators
- Be aware of the constraints per project for each country from the beginning and ensure alignment
- Simplify the project as much as possible to show the ambition and market impact with a clear beneficial effect for each involved country
- When the funded countries are known, you are required to deliver a restructured proposal aligned with the reality of the consortium
- If a project is reduced by more than 50%, we will require a clear Change Request before the kick-off of the project
- Consider the PA, the ITEA Office and your project relations as a trusted zone



Ultimate ITEA proposal

ITEA proposal

- **Ambitious**
- **Innovation** is our pleasure
- Position in front of the **State-of-the-Art**
- **Disruptive** through **digital transition**
- No success without **market impact**
- Consortium covers the **value chain**
- **Collaborative** but no sleeping partners
- **No bureaucracy**
- **Adaptive**
- **Lightest proposal** as possible

➤ **Usage oriented**



Be straight forward in a trusted zone with ITEA stakeholders



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