Interreg CENTRAL EUROPE
European Union
European Regional
Development Fund

4STEPS

SME QUESTIONNAIRE

D.T1.1.2 Definition of the transnational tool for the anyalysis

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For all recipients

1. Please state your company name (voluntary): _____

2. Please state your country of origin: _____

3. What is your company size?

employees	turnover / year	total balance / year	= company size
☐ up to 9	☐ up to 2 Mio€ / year	☐ up to 2 Mio€ / year	= smallest company
☐ up to 49	☐ up to 10 Mio€ / year	☐ up to 10 Mio€ / year	= small company
☐ up to 249	☐ up to 50 Mio€ / year	☐ up to 43 Mio€ / year	= middle size company
☐ more than 249	☐ more than 50 Mio€ / year	☐ more than 43 Mio€ / year	= large company

4. Please state what industrial sector **your company, your suppliers and customers** belong to

Industrial sector	NACE	your company	your suppliers	your customers sector	your customers % of your turnover
food products	10	☐	☐	☐	
aerospace	303	☐	☐	☐	
nautical industry, ships and boats	301	☐	☐	☐	
automotive	29	☐	☐	☐	
Textile, clothing, footwear, fashion	13	☐	☐	☐	
wood and furniture	31	☐	☐	☐	
publishing activities	58	☐	☐	☐	
Plastics materials	22	☐	☐	☐	
glass, ceramics, stone	23	☐	☐	☐	
engineering and architectural activities	71	☐	☐	☐	
electrical equipment	27	☐	☐	☐	
construction of buildings / plants	41	☐	☐	☐	
commerce & trade	46	☐	☐	☐	
tourism / catering	79	☐	☐	☐	
transport, logistics, warehousing, postal activities	49-53	☐	☐	☐	
computer, electronic and optical products	26	☐	☐	☐	
Computer porgramming, consultancy and related actvts.	62	☐	☐	☐	
mining	08	☐	☐	☐	
chemicals	20	☐	☐	☐	
metal products, except machinery	25	☐	☐	☐	
pharmaceutics	21	☐	☐	☐	
medical devices	266	☐	☐	☐	
machinery and equipment	28	☐	☐	☐	
railway locomotives and rolling stock	302	☐	☐	☐	
other transport equipment	30	☐	☐	☐	
consumer goods	32	☐	☐	☐	
civil engineering	42	☐	☐	☐	

broadcasting activities	60	☐	☐	☐	
financial service activities	64	☐	☐	☐	
scientific research and development	72	☐	☐	☐	
office administrative, office support and other business support	82	☐	☐	☐	
public administration	84	☐	☐	☐	
defence	8422	☐	☐	☐	
education	85	☐	☐	☐	
libraries, archives, museums and other cultural activities	91	☐	☐	☐	
other (please state):_____		☐	☐	☐	

5. How were your most important products and services developed (focus on the 3 most important products or services you offer on the market)? *[Multiple answers allowed]*

- [ ] Thanks to R&D investments
- [ ] With support of the R&D office
- [ ] With support of the technical office
- [ ] With support of suppliers/customers

- [ ] Totally externally, with the support of partners of Universities/Research centers
- [ ] With the support of design studios and engineering companies
- [ ] With the support of foreign partners
- [ ] Starting from a technology previously developed by a competitor

- [ ] Thanks to an improvement of technologies existing on the market, implemented internally
- [ ] Other (please state)
- [ ] No development implemented

6. If you selected this answer → to what extent are you involving your customers into your product development?

- [ ] not at all
- [ ] Input from sales is being used by engineering
- [ ] Key account requirements are actively incorporated in the engineering of the products
- [ ] Requirements of as many customers as possible are actively incorporated into the engineering and manufacturing of the products.

- [ ] Customer requirements are systematically documented and integrated throughout the engineering, manufacturing and servicing steps of the products.
- [ ] All customer requirements are continuously kept up-to-date to be used throughout all engineering, manufacturing and servicing processes in order to obtain the highest possible value solution for each individual customer.
- [ ] by exploiting digital usage data generated by the customer
- [ ] Co-creation techniques

- [ ] the customer himself designs the product

7. R&D and Technical staff

Total Staff in R&D office	
Staff in R&D office with University degree (BA as minimum)	
Staff in R&D office with PhD	
Total Staff in in technical office	
Staff in technical office with University degree (BA as minimum)	
Staff in technical office with PhD	

8. Did you participate in funded projects in research and innovation in the past?

☐ No   ☐ Yes – EU   ☐ Yes – Country level   ☐ Yes – Regional level

☐ Yes – Other (please state)

9. Innovation eco system integration

#	0	1-5	5-10	10-20	20-50	> 50
Involvements in public funded projects (European, national, regional, …) in the last 5 years	☐	☐	☐	☐	☐	☐
Ongoing number of cooperations with research labs, universities, cluster initiatives and associations	☐	☐	☐	☐	☐	☐

10. What is the percentage of labor costs on the total expenses?

…………………..

11. What is the percentage of workers from external labor agencies or external contract on total staff?

…………………..

12. Your role

Are you rather end user or supplier of industry-4.0 products and services?

→ End user: go to question n. 13

→ Supplier: go to question n. 18

For End Users of Industry 4.0 technologies

13. Level of Adaption of Industry 4.0 Technologies:

To what extent are you **currently using** Industry-4.0 methods & technologies?

method/technology	no usage at all	few usage	good extent	very intense use
1. autonomous robots	☐	☐	☐	☐
2. simulation	☐	☐	☐	☐
3. horizontal and vertical systems integration	☐	☐	☐	☐
4. industrial internet of things Sub-topics on: - Connected shop floor: Shop floor entities are connected to enable data exchange. - Transparent view on shop floor status: Real-time production data are used for optimisation and decision making.	☐	☐	☐	☐
5. Cyber Security Suptopics on: Secure digital infrastructure: Security information and event management systems safeguard a continuous & smooth manufacturing operation.	☐	☐	☐	☐
6. cloud technologies	☐	☐	☐	☐
7. additive manufacturing	☐	☐	☐	☐
8. augmented reality	☐	☐	☐	☐
9. big data and analytics	☐	☐	☐	☐

14. What is your motivation for the digital transformation?

	I don't agree	I partly agree	I mostly agree	I fully agree
1. Our business model changes	☐	☐	☐	☐
2. We adapt existing products and services	☐	☐	☐	☐
3. We offer new products and services	☐	☐	☐	☐
4. New markets, new business areas evolve	☐	☐	☐	☐
5. New customers occur	☐	☐	☐	☐
6. Materials usage: The company reduces material consumption through product and manufacturing optimisation.	☐	☐	☐	☐
7. Managing quality & robustness: Prevention and correction actions, product and service changes, transfer processes and manufacturing feasibility tests are all documented and feed into KPI's for new products, processes and services.	☐	☐	☐	☐
8. We remove existing products and services from the market.	☐	☐	☐	☐
9. Internal innovation (internal renewal, change and adaption) is fostered.	☐	☐	☐	☐

15. Do you have a strategy for your digital transformation?

	I don't agree	I partly agree	I mostly agree	I fully agree
1. Roadmap for Industry 4.0 realization available	☐	☐	☐	☐
2. Central coordination of Industry 4.0 activities	☐	☐	☐	☐
3. Financial resources to realize Industry 4.0 available	☐	☐	☐	☐
4. Communication of Industry 4.0 activities ongoing	☐	☐	☐	☐

5. Employee objectives to realize Industry 4.0 defined	☐	☐	☐	☐
6. Risk assessment for Industry 4.0 available	☐	☐	☐	☐
7. Willingness of managers to realize Industry 4.0	☐	☐	☐	☐
8. Manager trainings for Industry 4.0 available	☐	☐	☐	☐
9. Mastering the digital transformation: The digital transformation is managed and forms a part of the company's DNA.	☐	☐	☐	☐
10. Rules, regulation and standards: The company actively deals with both existing as well as new rules, regulations and standards.	☐	☐	☐	☐
11. Innovation strategy	☐	☐	☐	☐
12. Industry-4.0 technology strategy	☐	☐	☐	☐
13. Investment strategy including budget	☐	☐	☐	☐
14. Other (please state):	_____
15. Can you state a total budget (in EUR per year)?	_____

16. Needs of Industry 4.0 Technologies:

To what extent are you **planning to use** Industry-4.0 methods & technologies and when?

method/technology	1. desired intensity of use				2. planned time of start of use				3. foreseen investment budget	
	no usage planned	few usage	good extent	very intense use	now	1-2 years	3-5 years	longer	in % of total investments	in €
1. autonomous robots	☐	☐	☐	☐	☐	☐	☐	☐	☐	☐
2. simulation	☐	☐	☐	☐	☐	☐	☐	☐	☐	☐
3. horizontal and vertical systems integration	☐	☐	☐	☐	☐	☐	☐	☐	☐	☐
4. industrial internet of things	☐	☐	☐	☐	☐	☐	☐	☐	☐	☐
5. cybersecurity	☐	☐	☐	☐	☐	☐	☐	☐	☐	☐
6. cloud technologies	☐	☐	☐	☐	☐	☐	☐	☐	☐	☐
7. additive manufacturing	☐	☐	☐	☐	☐	☐	☐	☐	☐	☐
8. augmented reality	☐	☐	☐	☐	☐	☐	☐	☐	☐	☐
9. big data and analytics	☐	☐	☐	☐	☐	☐	☐	☐	☐	☐

17. Are your **employees prepared** for the digital transformation?

	I don't agree	I partly agree	I mostly agree	I fully agree
1. Openness to new technologies	☐	☐	☐	☐
2. Competence with modern ICT	☐	☐	☐	☐
3. Awareness of non-IT-employees for meaning and value of digital data	☐	☐	☐	☐
4. Awareness of non-IT-employees for cyber security	☐	☐	☐	☐
5. Willingness to flexibilize work arrangements	☐	☐	☐	☐
6. Autonomy of shop floor workers	☐	☐	☐	☐
7. Willingness for interdisciplinary work	☐	☐	☐	☐
8. Willingness for continuous training, education and qualification towards industry 4.0	☐	☐	☐	☐
9. We know our employees' digital competences	☐	☐	☐	☐

→ If you are also a supplier of I4.0 technologies, go to question 18

→ If you are not a supplier of I4.0 technologies, go to question 20

For Suppliers of Industry 4.0 technologies

18. To what extent are you **currently** offering Industry-4.0 products and / or services?

method/technology	1. range of offers				2. type of offer	
	no offer at all	few offers	good extent	wide range of offers	discrete products	services
1. autonomous robots	☐	☐	☐	☐	☐	☐
2. simulation	☐	☐	☐	☐	☐	☐
3. horizontal and vertical systems integration	☐	☐	☐	☐	☐	☐
4. industrial internet of things	☐	☐	☐	☐	☐	☐
5. cybersecurity	☐	☐	☐	☐	☐	☐
6. cloud technologies	☐	☐	☐	☐	☐	☐
7. additive manufacturing	☐	☐	☐	☐	☐	☐
8. augmented reality	☐	☐	☐	☐	☐	☐
9. big data and analytics	☐	☐	☐	☐	☐	☐

19. To what extent are you **planning to offer** Industry-4.0 products & services **and when**?
    Are you interested in industrial testbeds for your new I4.0 products & services?

method/technology	1. desired range of products, services				2. TRL*	3. planned time of launch				4. testbed
	no offer planned	few offers	good extent	wide range of offers		now	1-2 years	3-5 years	longer	testbed welcome
1. autonomous robots	☐	☐	☐	☐	☐	☐	☐	☐	☐	☐
2. simulation	☐	☐	☐	☐	☐	☐	☐	☐	☐	☐
3. horizontal and vertical systems integration	☐	☐	☐	☐	☐	☐	☐	☐	☐	☐
4. industrial internet of things	☐	☐	☐	☐	☐	☐	☐	☐	☐	☐
5. cybersecurity	☐	☐	☐	☐	☐	☐	☐	☐	☐	☐
6. cloud technologies	☐	☐	☐	☐	☐	☐	☐	☐	☐	☐
7. additive manufacturing	☐	☐	☐	☐	☐	☐	☐	☐	☐	☐
8. augmented reality	☐	☐	☐	☐	☐	☐	☐	☐	☐	☐
9. big data and analytics	☐	☐	☐	☐	☐	☐	☐	☐	☐	☐

*TRL (Technology Readiness Level) is an index used to assess the level of readiness of technology, according to this scale :1 (definition of basic principles); 2 (technology concept formulated); 3 (experimental testing of concept); 4 (technology validated in laboratory); 5 (technology validated in real space environment); 6 (technology demonstrated in real space environment); 7 (prototype of the system demonstrated in operative environment) ;8 (system complete and qualified); 9 (system tested in operative environment).To this scale we have added value 10 to indicate technologies already in production.

For all recipients

20. You can use the space below, if you have additional comments on the survey or on Industry 4.0:

_____

_____

_____

_____

21. Contact person: _____

22. Email: _____