

ACTIVITY 1.1

D.T.1.1.3

SMES CHECK-UP IMPLEMENTATION

350 filled questionnaires on partnership level

FINAL version
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Project Number	CE1492
Project Name	Towards the application of Industry 4.0 in SMEs
Project Acronym	4STEPS
Work package	WPT1-The SME towards the scenario and themes of Industry 4.0
Activity	Activity 1.1: RIS3 SME Involvement
Deliverable	Deliverable D.T1.1.3-SMEs check-up implementation
WP responsible partner	Pannon Business Network
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This document must be referred to as	SMEs check-up implementation: 350 filled questionnaires on partnership level- Pannon Business Network- PP6 - Hungary
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Contributors	All partners' SME involvement results contributed to transnational results



D.T1.1.3 Result of SMEs check up implementation

In the framework of previous activities of the project, project partners were required to conduct the already adopted “transnational tool” for analysis, the Industry 4.0 questionnaire (D.T1.1.2) with SMEs in their regions. According to the project requirements, at least 350 SMEs were expected to be involved (undergo the analysis/fill the questionnaire) within the partnership on an equal distribution level, so 50 companies were supposed to be involved by partner. However, during the SME involvement procedure some partners informed PP6 (PBN as WPT1 leader) as well as PP1 (CNA as Lead Partner) that because of numerous reasons (e.g: not adequate company network, not appropriate SME support..) they were not going to be able to reach the expected 50 filled questionnaires. Based on a common agreement, of the partnership, the minimum requirement was reduced to 30 filled questionnaires, and the remaining ones were covered by the Italian partners (PP1 CNA; PP2: RE:LAB). Due to the tremendous effort of all partners, the partnership reached 355 filled questionnaires by January 2020 in the following distribution: CNA+RELAB together: 77; ARRSA: 50, FHV, 47; DEXIC: 44; PBN:50; GZS: 39; VDC 48.

Visibility of the filled questionnaires

The filled questionnaires of all partners can be seen on the CRM system, developed by PBN’s external expert in the first period. The CRM was developed in order to create a common system where all partners could conduct the questionnaire, and the main administrators (PBN, CNA, RELAB) could monitor the process of SME involvement in every region (how many questionnaires have been filled in the region and when and by whom...)

The data received from SMEs had to be uploaded to the CRM, in order we got an integrated dataset which involves all partners’ data irrespective of the methodology how partners conducted the questionnaire. In this way all data can be compared and analysed within the CRM system.

The log-in screen of the CRM is available here:

<https://4stepscrm.com/index.php>

The credentials of PBN as WP Leader (and main administrator of the system) is the following:

username: martin.dan@pbn.hu

Password: aA123456



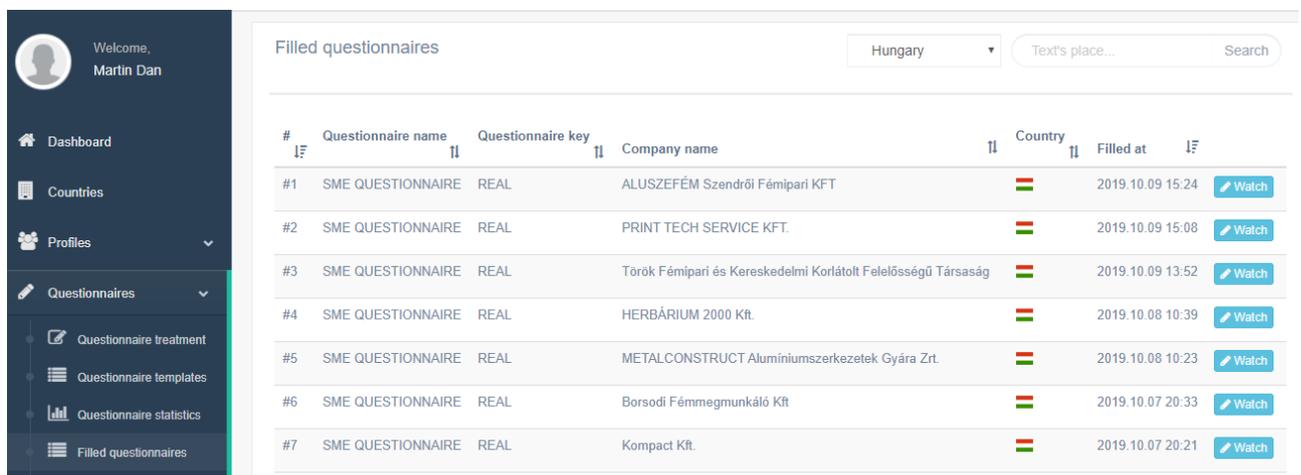
The filled questionnaires, in the CRM system can be seen this way:

1st: Log in to the CRM with the above mentioned credentials

2nd: Click on questionnaires and then filled questionnaires menu

As it can be seen on the screenshot, on the right hand side, it is possible to choose the countries, if a country is chosen only that country's companies will be visible, but if you choose "All country" every SME's result can be checked.

When you click on the "Watch" button you can open the certain filled questionnaires and companies' results are visible



#	Questionnaire name	Questionnaire key	Company name	Country	Filled at	
#1	SME QUESTIONNAIRE	REAL	ALUSZEFÉM Szendrői Fémipari KFT		2019.10.09 15:24	Watch
#2	SME QUESTIONNAIRE	REAL	PRINT TECH SERVICE KFT.		2019.10.09 15:08	Watch
#3	SME QUESTIONNAIRE	REAL	Török Fémipari és Kereskedelmi Korlátolt Felelősségű Társaság		2019.10.09 13:52	Watch
#4	SME QUESTIONNAIRE	REAL	HERBÁRIUM 2000 Kft.		2019.10.08 10:39	Watch
#5	SME QUESTIONNAIRE	REAL	METALCONSTRUCT Alumíniumszerkezetek Gyára Zrt.		2019.10.08 10:23	Watch
#6	SME QUESTIONNAIRE	REAL	Borsodi Fémmegmunkáló Kft		2019.10.07 20:33	Watch
#7	SME QUESTIONNAIRE	REAL	Kompact Kft.		2019.10.07 20:21	Watch

1. Figure: Visibility of the filled questionnaires in the CRM system

NOTE: Please note that in some countries, some companies did not indicate their real names into the system, because of data protection reasons. At these cases, codes were used instead of real names.

You can find further information about the usage of the developed CRM system in the "GUIDELINE: HOW TO USE THE ONLINE CRM SYSTEM FOR SME INVOLVEMENT" guideline document already reported in Period 1 under D.T1.1.2



Following the finalisation of SME involvement, every partner (LP+PP2 are working together) was preparing separate mapping reports (D.T1.2.1) based on the results of their own SME involvement in their regions, following the common report structure approved by the partnership. In parallel, with the preparation of the own country reports in English, partners were asked to summarise their SME involvement results shortly on national languages as well, as it was required by D.T1.1.3 task of project Application Form. All partners (LP+PP2 were working together) provided their short summaries in national language, so we reached 7 national language summaries (Italian, Polish, German from Austria, Czech, Hungarian, Slovenian and German from Germany). Based on the finalised Mapping Reports in English of the partners and the demonstrative figures PBN has prepared on transnational level, PBN as WPT1 Leader could prepare the current English summary of SME involvement on partnership level.

Based on the specific country reports provided by each partner, as well as due to the transnational dataset, PBN (as WPT1 Lead) prepared the report on transnational level, and its key findings are the followings:

- Countries data sample are different, due to various customer base (e.g.: Polish micro companies, small Italian businesses, relatively large Slovenian ones; Hungarian and Italian business dominantly from metal industry, while German companies from ICT, others are more balanced)
- *TOP3 key sources of digital transformation:*
 - ❖ Supplier/Customer push
 - ❖ R&D office
 - ❖ Technical office
- *Company size determines the source of transformation:*
 - ❖ Smaller companies customer/supplier
 - ❖ Larger companies R&D and Technical office
- *Research in house capacity*



- ❖ German and Austrian companies are far more equipped than others
- ❖ Italy and Poland far behind
- *European Union Fund absorption*
 - ❖ Large companies and mid-caps are active on European scale
 - ❖ Medium and small companies are present in regional/national funds
 - ❖ Micro companies are inactive
- *Adaption of digital technologies by country*
 - ❖ German and Austrian companies are dominantly to a good extent
 - ❖ Czech and Slovenian businesses are medium users
 - ❖ Italian, Polish, Hungarian companies lag behind
- *Adaptation of technologies by digital technologies:*
 - ❖ Mobile robots and Augmented reality are not used
 - ❖ For medium sized companies: simulation, system integration, data analytics, cyber
 - ❖ security and IIoT are overrepresented
- *Way to raise interest for digital transformation*
 - ❖ New customers
 - ❖ New markets
 - ❖ Flexible production
- *Demand for specific digital technologies yet country specifics are important*
 - ❖ 1. Industrial IoT
 - ❖ 2. Horizontal and Vertical integration
 - ❖ 3. Simulation
 - ❖ 4. Big Data and Analytics
- *Current usage is planned to be improved slightly*
 - ❖ Autonomous robot
 - ❖ Industrial Internet of things



❖ Additive manufacturing

Note: The Transnational Report, prepared under D.T1.2.1 by PBN, consists more detailed results of transnational SME involvement results on partnership level, and in that deliverable numerous transnational figures are integrated to demonstrate the results.