OUTPUT FACT SHEET

Pilot actions (including investment, if applicable)   Version 3

Project index number and acronym	CE1392 - ECOS4IN
Output number and title	OT.3.1 – PILOT action report
Investment number and title (if applicable)	
Responsible partner (PP name and number)	PP2 – Ca' Foscari University of Venice
Project website	ECOS4IN - Interreg (interreg-central.eu)
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Summary description of the pilot action (including investment, if applicable) explaining its experimental nature, demonstration character and transnational added value

The main challenge the pilot action attempted at addressing is reducing the gap in terms of competences, awareness and readiness of small and micro-firms in the region as far as digital transformation, industry 4.0 and the ecosystem are concerned. In particular, the pilot action moved from the assumption, backed by WP1 and WP2 evidence, that the gap in the adoption of Industry 4.0 technologies is due to the fact that small and micro firms:

a. Do not possess enough information on the "use cases" of industry 4.0 technologies, with a specific focus on the processes and strategies of SMEs;
b. Do not know how to navigate the complex support ecosystem in the Region and at a national level. In particular, it is difficult, given their dimensions, resources, time constraints and lack of absorptive capacity, to orient themselves among the different actors and engage in fruitful relationships with them.

Thus the pilot action took the form of a series of workshops (3 plus a fourth one which will be developed in December and January, after a specific request by all the participating firms) that addressed the following issues:

1. Identifying the most pressing urgencies at a strategic and operational level of SMEs in a variety of inudstries;
2. Transfer to these companies, through online meetings and digital tools such as Miro, competences related to problem definition and problem solving, with particular attention to design thinking techniques and lean methods;
3. Co-design potential digitalization processes in a workshop mode;
4. Interview the firm and create a follow-up deliverable that would orient the SMEs in the Ecosystem and towards accessible financing opportunities.

The transantional dimension of ECOS4IN contributed in the measure that WP1 and WP2 allowed us to identify best practices in other regions (Especially Upper Austria) and insert them into our workshops. The experimental nature and demonstration character in the pilot action lies in the following two aspects:

1. The use of digital tools for collaboration and co-design;
2. The piloting of a set of actions (training, co-design and mentoring) that could be replicated in the Region (and currently is already replicated).

NUTS region(s) concerned by the pilot action (relevant NUTS level)

The pilot action involved firms and stakeholders from the Veneto Region. Participants were concentrated especially in the provinces of Venice, Treviso, Rovigo and Padova. The SMEs came from the main specializations of the region (food, mechanics, services).

Investment costs (EUR), if applicable

Not applicable

Expected impact and benefits of the pilot action for the concerned territory and target groups and leverage of additional funds (if applicable)

The expected impacts of the Pilot action are manifold, in particular:

1. Continue to mentor the SMEs that took part into it and provide them a guide to follow-up on their digitalization process;
2. Create a format that can be replicated (and is actually currently replicated) in the Region to favor the adotion of digital technologies by small and micro-enterprises;
3. Provide actors in the Ecosystem (the region, municipalities, trade associations, research centers and organizations) with a template of a training/co-design/mentorship action that could become standard in the actions the ecosystem might deploy to advance the status of adoption of digital technologies in the Region.

The current replication and potential funding of the project are addressed in the following section.

Sustainability of the pilot action results and transferability to other territories and stakeholders

The pilot is currently already going towards replication and scaling up. In particular, a similar action was financed by the local Chamber of Commerce (Venice and Rovigo) to mentor SMEs in the food industry. The project was financed by the Chamber. Then, after seeing the presentations of the result, one Innovative Regional Network (Innosap, a RIS specific innovation network on agrifood) is in conversations with the university to replicate the initiative through private funding (provided by firms). The Regional network of chambers of commerce is evaluating a replication of the initiative at a regional scale for the year 2022-2023.

The implementation of the initiatives in other territories will be relatively simple:

1. The digital contents realized for the workshops were recorded and translated in English, so to be employed in all the regions in the project;
2. The materials used for the co-design sessions will be translated in English and could be used by other partners;
3. Training sessions for other units of the project might be organized to transfer methods, capacities and competences.

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TAKING **COOPERATION** FORWARD

If applicable, contribution to/ compliance with:
- **relevant regulatory requirements**
- **sustainable development – environmental effects. In case of risk of negative effects, mitigation measures introduced**
- **horizontal principles such as equal opportunities and non-descrimination**

The third workshops involved female entrepreneurs, an action oriented towards the inclusion of female entrepreneurs into the ecosystem.

References to relevant deliverables (e.g. pilot action report, studies), investment factsheet and web-links
If applicable, additional documentation, pictures or images to be provided as annex

This Output is linked to:
Contact Point/information Hub sustainability plan DT3.3.4
Report on Sustainability of contact point/information Hubs DT3.3.3
Pilot testing of the normal operation of contact points DT3.1.4