

**Interreg**



CENTRAL EUROPE

European Union  
European Regional  
Development Fund

**4STEPS**

TAKING  
**COOPERATION**  
FORWARD



Szombathely, 4STEPS Conference



**Transnational analysis with catalogue**



Pannon Business Network - PBN

# ELEMENTS OF 1<sup>ST</sup> ACTIVITIES

I.

**Company Analysis**

II.

**Aggregated Index**

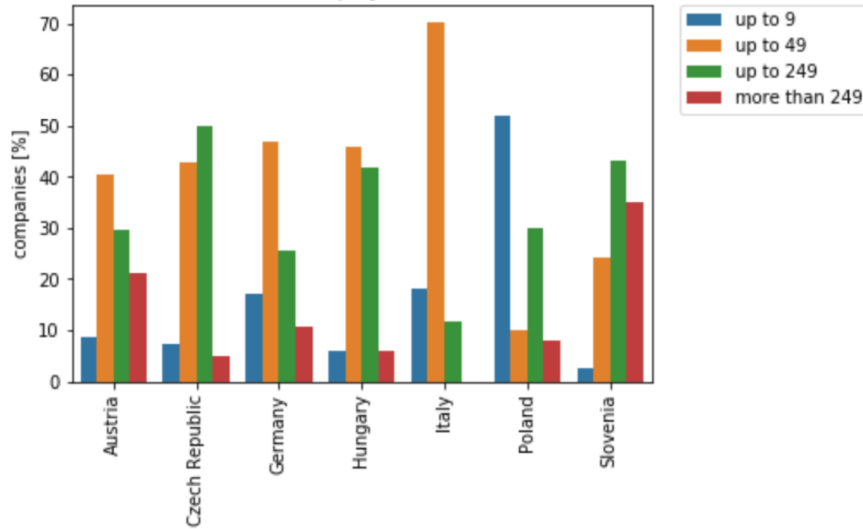
III.

**Service Catalogue**



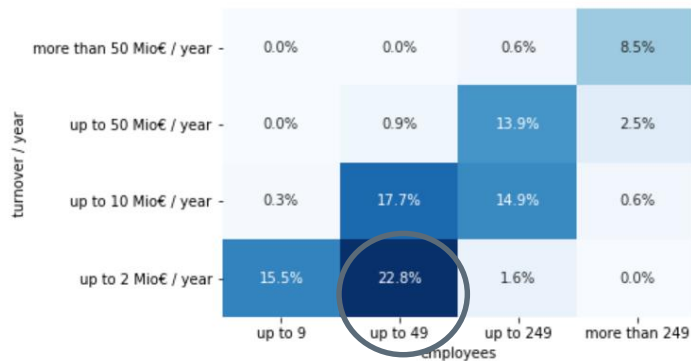
# II. Company Analysis - General Statistics

3. What is your company size?  
employees



- 355 SMEs from 7 countries
- 36% from metal & machinery
- Underperforming 10-49 employees overrepresented
- Significant variance by country

turnover / year - employees

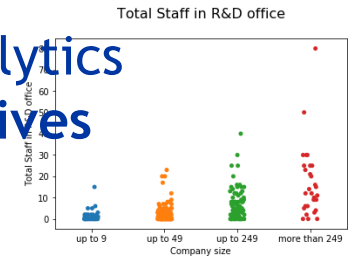


Sector of your company

Metal products, except machinery	7	14	9	34	50	8	8	130
Machinery and equipment	9	12	14	7	2	8	9	61
Computer programming, consultancy and related activities	12	3	25	0	0	3	2	45
Automotive	2	8	3	0	3	10	13	39
Electrical equipment	4	2	5	1	5	0	17	34
<b>Total</b>	<b>34</b>	<b>39</b>	<b>56</b>	<b>42</b>	<b>60</b>	<b>29</b>	<b>49</b>	<b>309</b>
	Austria	Czech Republic	Germany	Hungary	Italy	Poland	Slovenia	Total

# I. Company Analysis - Correlations

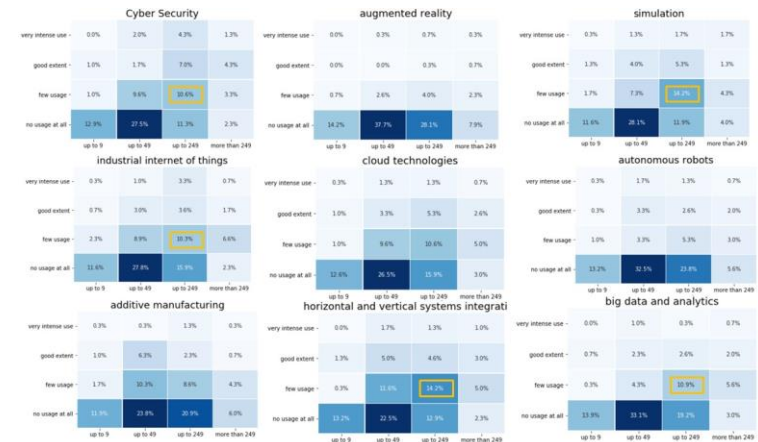
- 3 sources of innovation - customer/supplier; R&D office; technical office
- Customer is the driver for new services for smaller companies versus internal driver for larger businesses
- Limited current adaptation in 9 digitalization areas
- Intended development in IIoT, simulation and big data analytics
- New customers, new markets and agile production are motives



Cyber Security, AR, simulation, IIoT, cloud, autonomous robots, additive manufacturing, system integration, big data analytics

Source of new services developed

	Austria	Czech Republic	Germany	Hungary	Italy	Poland	Slovenia
No development implemented -		4.2%		0.85%		23%	
Other (please state)	4.3%	1%	3%		0.74%	1.3%	1.9%
Starting from a technology previously developed by a competitor	7.8%	7.3%	4%	14%	2.2%	1.3%	1.9%
Thanks to R&D investments	9.5%	14%	13%	3.4%	5.9%	6.3%	19%
Thanks to an improvement of technologies existing on the market, implemented internally	5.2%	16%	5%	22%	15%	16%	16%
Totally externally, with the support of partners of Universities/Research centers	6.9%	4.2%			1.5%		1.9%
With support of suppliers/customers	27%	23%	35%	17%	32%	20%	19%
With support of the R&D office	16%	14%	13%	5.9%	6.7%	3.8%	15%
With support of the technical office	16%	12%	19%	31%	25%	16%	19%
With the support of design studios and engineering companies	3.4%	2.1%	3%	3.4%	8.1%	6.3%	3.7%
With the support of foreign partners	4.3%	3.1%			3%	5.1%	3.7%



## II. Aggregated Index - TML - RE:Lab + CNA

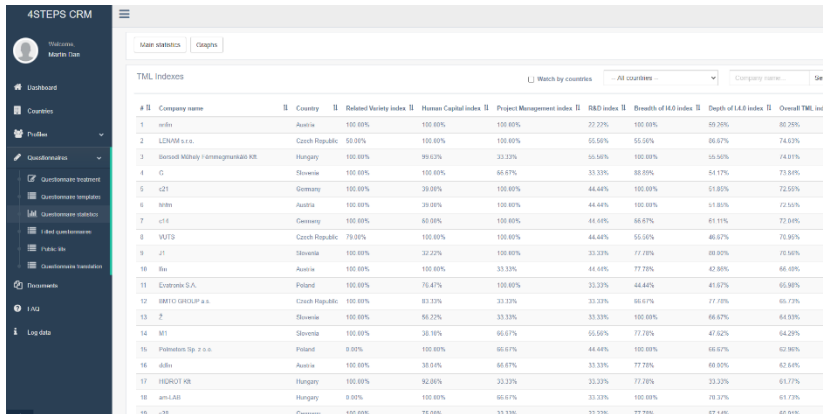
$$M_i = \frac{\sum_{i=1}^n M_{Di} * g_D}{\sum_{i=1}^n g_D}$$

- Focus on firm characteristics and behaviour
  1. Concentrate on the difference between the average of the **sectors** in which its **suppliers and buyers** are operating and the sectors in which the **firm** is operating
  2. Average of the **share of graduates** operating in R&D departments or other relevant occupations
  3. Capability to **raise funds** to be devoted to innovative activities
  4. **Internal and external R&D**, technology purchases, reverse engineering and embodied technical change
  5. **Number of Industry 4.0 technologies** in which the firm is operating and/or is investing/purchasing

# II. Aggregated Index - TML - RE:Lab + CNA

## TML computation

Each partners provided with the computation of the TML on all the national dataset



The screenshot shows the 4STEPS CRM interface with a table of TML Indexes. The table has columns for Company name, Country, Balanced Variety index, Human Capital index, Project Management index, R&D index, Breadth of I&D index, Depth of I&D index, and Overall TML index. The data is as follows:

#	Company name	Country	Balanced Variety index	Human Capital index	Project Management index	R&D index	Breadth of I&D index	Depth of I&D index	Overall TML index	
1	arbo	Austria	100.00%	100.00%	22.22%	100.00%	89.26%	80.24%	80.24%	
2	LDNAM s.r.o.	Czech Republic	50.00%	100.00%	100.00%	55.56%	55.56%	86.67%	74.63%	
3	Borsod Műhely / éremgyártó Kft.	Hungary	100.00%	99.03%	33.33%	55.56%	100.00%	55.56%	74.61%	
4	C	Slovenia	100.00%	100.00%	66.67%	33.33%	88.89%	54.17%	73.84%	
5	c2i	Germany	100.00%	100.00%	39.09%	100.00%	44.44%	100.00%	51.85%	72.55%
6	W&S	Austria	100.00%	39.09%	100.00%	44.44%	100.00%	51.85%	72.55%	
7	c14	Germany	100.00%	60.00%	100.00%	44.44%	66.67%	61.11%	72.04%	
8	VUTD	Czech Republic	79.09%	100.00%	100.00%	44.44%	55.56%	46.67%	70.95%	
9	z1	Slovenia	100.00%	32.22%	100.00%	33.33%	77.78%	88.89%	70.56%	
10	Bo	Austria	100.00%	100.00%	33.33%	44.44%	77.78%	42.86%	66.69%	
11	Ecotrade S.A.	Poland	100.00%	76.47%	100.00%	33.33%	44.44%	41.67%	65.98%	
12	IMFIO GROUP s.r.o.	Czech Republic	100.00%	83.33%	33.33%	33.33%	66.67%	77.78%	65.73%	
13	Z	Slovenia	100.00%	56.22%	33.33%	33.33%	100.00%	66.67%	64.93%	
14	M1	Slovenia	100.00%	36.19%	66.67%	55.56%	77.78%	47.62%	64.25%	
15	Polimex Sp. z o.o.	Poland	0.00%	100.00%	66.67%	44.44%	100.00%	66.67%	62.96%	
16	d&w	Austria	100.00%	38.04%	66.67%	33.33%	77.78%	60.00%	62.64%	
17	HSDROT Kft.	Hungary	100.00%	92.86%	33.33%	33.33%	77.78%	33.33%	61.77%	
18	am-LAB	Hungary	0.00%	100.00%	66.67%	33.33%	100.00%	70.37%	61.73%	
19	c20	Germany	100.00%	75.00%	33.33%	22.22%	77.78%	87.14%	60.91%	

## TML applied to the CRM

CRM System developed and applied by each partner.

## Selection of Pilot companies

Each partner selects 10 companies to which to apply the TML

# III. Service Catalogue

## 1. 4steps I4.0 supporting tool catalogue

Introduction of the project

Short summary of SME involvement on tr

Objective of this current Supporting Cata

## 2. General Introduction of the project partners

CNA Emilia Romagna

Szerkesztve: máj. 15.

RE:Lab s.r.l.

Regional Development Agency B

## 3. Partners competences and services in I4.0

## 4. Partners planned services in I4.0 pillars

Simulation

Szerkesztve: máj. 12.

ital and vertical system integration

Szerkesztve: máj. 12.

ial Internet of Things

Szerkesztve: máj. 12.

## 5. Partners services on innovation enabling fa...

Human Capital and Competences

Fundraising

Research and Developm

Internationalisation

Strategies to approach r

Further enabling factors

## 6. Connections with relevant stakeholders

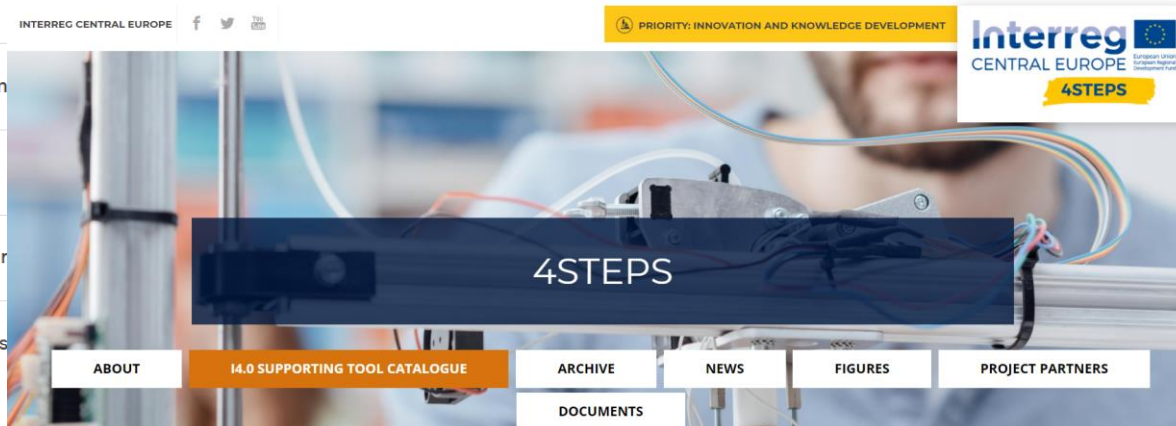
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# PLEASE, COME AND VISIT US!!!



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