

EFPP: European Connected Factory Platform for Agile Manufacturing



European Factory
Platform

WP11: Dissemination, Collaboration and Standardisation

D11.1: Dissemination, Communication and Ecosystem Creation – I

Vs: 1.0

Deliverable Lead and Editor: Ingo Martens, HAW

Contributing Partners: All

Date: 2020-06-30

Dissemination: Public

Status: <Draft | Consortium Approved | EU Approved>

Short Abstract

The deliverable describes the dissemination and communication activities carried out in the first 18 months of the EFPP project. The deliverable presents the overview of the EFPP dissemination strategy and the marketing material developed in the project. It also reports on the different types of dissemination activities carried out by all project partners to promote the project among target audience.

Grant Agreement:
825075



Document Status

Deliverable Lead	Ingo Martens, HAW
Internal Reviewer 1	Stefano Modafferi, UoS-ITI
Internal Reviewer 2	Usman Wajid, ICE
Type	Deliverable
Work Package	WP11: Dissemination, Collaboration and Standardisation
ID	D11.1: Dissemination, Communication and Ecosystem Creation - I
Due Date	2020-06-30
Delivery Date	2020-06-30
Status	<Draft Consortium-Approved EU Approved>

History

See Annexe A.

Status

This deliverable is subject to final acceptance by the European Commission.

Further Information

www.efpf.org

Disclaimer

The views represented in this document only reflect the views of the authors and not the views of the European Union. The European Union is not liable for any use that may be made of the information contained in this document.

Furthermore, the information is provided "as is", and no guarantee or warranty is given that the information is fit for any particular purpose. The user of the information uses it at its sole risk and liability.

Project Partners:



Executive Summary

This deliverable D11.1 serves, on the one hand, to define the dissemination and communication strategy of the EFPP project and on the other hand it shows the dissemination activities carried out so far as well as the activities still planned. This is done particularly under the aspect of the current COVID-19 crisis. This deliverable reports on the dissemination and ecosystem creation activities carried out in the following tasks of the EFPP project.

T11.1: Dissemination, communication and consultation

T11.2: Ecosystem creation and organisation of public events

At the beginning of the project, it was planned to organise primarily physical meetings with potential users of the EFPP platform, e.g. at congresses, international trade fairs and local workshops. In the last weeks and months, it became clear that physical meetings – at least in 2020 – cannot take place in the planned scope anymore. Therefore, participation in virtual conferences and webinars has been increased. The integration of EFPP into the Cluster Digital Manufacturing Projects (DMP) is of outstanding importance in this context. Here, attention is not only generated in the partner projects but also beyond, by using their dissemination activities.

The developed marketing material is described in this document as well as the details of the events where EFPP partners presented the project and its outcomes. The planned activities will be reviewed to ensure that they meet the requirements for digital dissemination (e.g. standard paper formats for on-site printing, readability, and usability in digital media).

The EFPP partners outstandingly support the dissemination activities – in particular by developing videos, publishing on the web and social media channels, organising participation in scientific conferences and workshops including scientific publications. Especially the dissemination activities in the project are designed to support the Open Call from October 2020, which will lead to more substantial participation of SMEs in the EFPP ecosystem. The project team is, therefore, motivated to implement the dissemination and communication strategy to ensure that the project results will be widely disseminated and that many industrial users will be attracted to the EFPP platform.

Table of Contents

0	Introduction	1
0.1	EFPF Project Overview	1
0.2	Deliverable Purpose and Scope	1
0.3	Target Audience	1
0.4	Deliverable Context	1
0.5	Document Structure.....	1
0.6	Document Status	2
0.7	Document Dependencies	2
0.8	Glossary and Abbreviations.....	2
0.9	External Annexes and Supporting Documents	2
0.10	Reading Notes.....	2
1	Dissemination and Communication Strategy	3
1.1	Purpose	3
1.2	Target Groups (TG) for Dissemination Activities	4
1.3	Project Phases	7
1.4	Dissemination Activities.....	10
1.5	Partner's Roles	11
1.6	Dissemination and Communication KPIs.....	12
2	Promotion Material.....	13
2.1	Promotion Material for the Project	15
2.2	Promotion Material for Tools	22
2.3	Newsletters.....	24
3	Dissemination Events	26
3.1	Past Events	26
3.2	Future Events	45
3.3	Collaboration and Joint Events with Other Projects.....	46
3.4	Other Dissemination Events	50
3.5	Work in Social Media Channels.....	53
3.6	Planning for Future Dissemination and Communication Activities.....	54
3.7	Planning for SMEs Using EFPF Platform	54
3.8	Strategy for Dissemination Activities in the COVID-19 Crisis	55
4	Publications	56
4.1	Peer Reviewed Research Publications.....	56

0 Introduction

0.1 EFPF Project Overview

EFPF – European Connected Factory Platform for Agile Manufacturing – is a project funded by the H2020 Framework Programme of the European Commission under Grant Agreement 825075 and conducted from January 2019 until December 2022. It engages 30 partners (Users, Technology Providers, Consultants and Research Institutes) from 11 countries with a total budget of circa 16M€. Further information can be found at www.efpf.org.

To foster the growth of a pan-European platform ecosystem that enables the transition from "analogue-first" mass production, to "digital twins" and lot-size-one manufacturing, the EFPF project will design, build and operate a federated digital manufacturing platform. The platform will be bootstrapped by interlinking four base platforms from FoF-11-2016 cluster funded by the European Commission, early on. This will inform the design of the EFPF Data Spine and the associated toolsets to fully connect the existing user communities of the four base platforms. The federated EFPF platform will also be offered to new users through a unified Portal with value-added features such as single sign-on (SSO), user access management functionalities to hide the complexity of dealing with different platform and solution providers.

0.2 Deliverable Purpose and Scope

The purpose of this deliverable "D11.1 Dissemination, Communication and Ecosystem Creation – I" is to document the activities in the project with a particular focus on dissemination and trade fairs.

0.3 Target Audience

The deliverable is declared public, and therefore its content can be used for raising the awareness of the project among a wider audience.

0.4 Deliverable Context

This document is one of the cornerstones for achieving the project aims. Its relationship to other documents is as follows:

- **Description of Action (DOA):** Provides the foundation for the actual research and technological content of EFPF. Notably, the Description of Action includes a description of the overall project work plan.
- **Project Handbook (D1.1):** Provides the foundation for the practical work in the project throughout its duration and helps to ensure that the project partners follow the same well-defined procedures and practices also in terms of information sharing.

0.5 Document Structure

This deliverable is broken down into the following sections:

- **Section 0 Introduction:** An introduction to this deliverable, including a general overview of the project, an outline of the purpose, scope, context, status, and target audience of the deliverable at hand.

- **Section 1 Dissemination and Communication Strategy:** Describes the target groups and dissemination phases as well as the objectives and some KPIs for dissemination and communication activities
- **Section 2 Dissemination and Communication Strategy**

The EFPF dissemination and communication strategy is based on the need to organise and promote events, interaction occasions, publications, media campaigns that can allow the maximum interaction with the different EFPF stakeholders and target groups. The dissemination and communication strategy defined for the EFPF project is broadly static as it primarily focuses on the identification of target groups, defining the purpose of the dissemination and communication activities and the timing or schedule of performing relevant activities. In this respect, the dissemination and communication activities can be tailored to different stakeholder/target groups and can be carried out in different phases of the project lifetime.

The impact strategy and plan are defined according to:

- Why this should happen?
- Who is addressed?
- When to disseminate?
- What to dissemination?

0.6 Purpose

The purpose of EFPF dissemination and communication is heavily rooted in the high-level objectives of the project. The dissemination and communication activities should ensure that the project outcomes (concepts, scientific results, tools, methodologies, results of validation work, standardization punch-lists, and business model) are widely disseminated to the appropriate target groups, at appropriate times and via appropriate methods, and that external stakeholder who can contribute additional value to the development, evaluation, uptake and exploitation of EFPF outcomes can be identified and encouraged to participate. Moreover, a high visibility of the project and promotion of an active interaction with key stakeholders are necessary elements to build project awareness. Providing the wider stakeholders with advance notice of possible future plans and actions, it also strengthens collaboration links with partners and helps to establish and reinforce a wider collaboration activity.

It is very crucial to promote the project's results to stakeholders outside the project partnership to ensure that: **i)** the project outputs will be fully exploited in the most effective manner, i.e. the scaling-up of the pilot activities will be facilitated; **ii)** the knowledge gained through the project, and more generally the information generated by the project, can be made available to all interested entities; **iii)** elements of excellence of the project can be reused and replicated in other projects, becoming a reference point triggering further developments in the Industry4.0 field and beyond; **iv)** the project reaches decision-makers to contribute improving future policies and **v)** the benefits that the project's outcomes will bring to society (services, employment, economy) are well pointed out.

The EFPF consortium is ideally positioned to build/nurture favourable innovation ecosystem based on collaborative approaches and the federation model adopted in the project, bringing EFPF ecosystem swiftly to scale. Dissemination is inherently embedded in many project activities, from requirements definition to final evaluation, as means to involve users and stakeholders of the project developments in all phases of the project implementation. Awareness and social engagement activities for (end-)users as well as research labs, manufacturing facilities, SMEs and technology/solution providers around the EU (with emphasis on the consortium countries) will comprise a fundamental element of these

activities. Uptake and use of project results will be measured during and after the project execution and is considered as a major success indicator.

0.7 Target Groups (TG) for Dissemination Activities

EFPF dissemination and communication strategy focus not only on promoting the project results in the countries represented by EFPF partners (Austria, Spain, Greece, Germany, Italy, Portugal, UK, Sweden, Romania, Turkey) but also where EFPF relevant developments, deployments and pilot activities can be carried and adapted according to the local industrial ecosystems and needs. The main target groups of the project’s dissemination and communication strategy are identified through a stakeholder analysis activity carried out in WP10 of the EFPF project and reported under the deliverable: D10.1 "EFPF Exploitation, Sustainability and IPR Report I". Based on the findings of the stakeholder analysis, the target groups for the dissemination and communication activities are defined below.

Target Group	Value Proposition	Approach/Activities
TG1: Industrial Customers (Manufacturing/Logistic/Supplier Companies etc)	<ul style="list-style-type: none"> • Cost reduction through easy access to digital technologies and innovative solutions • Ability to setup and manage collaborative networks • Ability to expand the business reach and market size • Single point of interaction with multiple solutions and solution providers • Ability to connect different systems and/or make them interoperable 	<ul style="list-style-type: none"> • Participation in the industrial exhibitions and trade fairs • Workshops, webinars and training sessions on applicable project results • Promotion of project through Chamber Commerce • Use of the project website and social media channels to promote benefits of the relevant EFPF solutions • Development of brochures and marketing material
TG2: ICT Companies (Tool/Service Providers)	<ul style="list-style-type: none"> • Ability to connect different systems and/or make them interoperable • Access to SDK for the development of smart factory solutions • Extension of the target audience • Access to open source solutions for reuse or further development 	<ul style="list-style-type: none"> • Use of the project website and social media channels solutions • Promotion of project in open source community and promotion of open source solutions such as the SDK • Development of brochures and marketing material • Participation in events and exhibitions

	<ul style="list-style-type: none"> • Access to users and understanding of industrial needs 	
TG3: Associations and Clusters	<ul style="list-style-type: none"> • Establishment of customer community • Technical consultancy to member companies • Visibility of market trends and member activities • Better understanding of latest business activities • Reduction of cost and effort for the management of members 	<ul style="list-style-type: none"> • Use of the project website and social media channels • Development of brochures and marketing material • Participation in industrial exhibitions and tradeshows
TG4: Platform/Marketplace Providers	<ul style="list-style-type: none"> • Efficient platform set-up and operation • Revenue generation based on consulting, platform set-up, customisation, and operation 	<ul style="list-style-type: none"> • Development of brochures and marketing material • Use of the project website and social media channels • Participation in workshops and technology exhibitions

In addition to the above key target groups identified in D10.1 (from business value and exploitation perspective), the dissemination communication activities in the EFPF will also target the following groups that are also representative in EFPF and therefore are relevant to the EFPF objectives:

Target Group	Value Proposition	Approach/Activities
TG5: Research Community	<ul style="list-style-type: none"> • Ability to use and experiment with EFPF solution • Ability to use EFPF as testbed for latest research and innovation • Networking and collaboration with EFPF researchers • Ability to expand and enrich EFPF solutions with latest findings • Access to users and relevant infrastructure (e.g. machines, IoT 	<ul style="list-style-type: none"> • Participation and presentations in the workshops and conference • Publishing of articles and blogs • Promotion of project through webinars • Use of the project website and social media channels to promote EFPF • Posters and marketing material

	devices, sensors, data)	
TG6: Research and Innovation Projects	<ul style="list-style-type: none"> • Access to open-source federated solutions • Ability to utilise and build upon existing solutions • Access to users and relevant infrastructure (e.g. machines, IoT devices, sensors, data) • Networking and collaborations with EFPF partners • Clustering for joint research, piloting, dissemination and impact activities 	<ul style="list-style-type: none"> • Use of the project website and social media channels solutions • Promotion of project in local and EU level networking and clustering events • Development of brochures and marketing material • Participation in workshops and conferences • Participation in industrial events and exhibitions
TG7: Policy Makers and Standardisation Organisations	<ul style="list-style-type: none"> • Contribution to ongoing standardisation activities • Promotion of standards by different stakeholders in the digital manufacturing domain 	<ul style="list-style-type: none"> • Use of the project website and social media channels • Networking with standardisation bodies • Contribution towards the development of standards • Participation in workshops and conferences

The dissemination and communication activities defined for the above stakeholders are expected to contribute towards an enhanced impact of the project. In essence, the aim of the dissemination and communication activities for each target groups is described below:

TG1: Industrial Customers e.g. manufacturing companies

Aim of the above described dissemination and communication activities for this target group:

- Experimentation of project outcomes
- Participation in the events organised by the project
- Training on applicable project results
- Use of the project results in daily operations

TG2: IT companies and software developers

Aim of the activities for this target group:

- Participation in the events of the project
- Use of project results for own developments and extensions of existing tools and applications

- Participatory involvement in the EFPF federation with new ideas and applications

TG3: Associations and industrial clusters at European level

Aim of the activities for this target group:

- Dissemination of the project results to the affiliated companies and institutions
- Participation of the associated companies and institutions in knowledge sharing events
- Wide dissemination of project results
- Introducing companies to EFPF as users and contributors

TG4: Platform and Marketplace Providers

Aim of the activities for this target group:

- Integration and inclusion in the federated EFPF ecosystem
- Making their offerings available through EFPF federation
- Extension/reuse of the project's innovative technologies and applications to other areas of application
- Promotion of EFPF in their user communities

TG5: Research Community

Aim of the activities for this target group:

- Participation in the events of the project
- Further progress in the research activity of the project through mutual knowledge transfer
- Extension/reuse of the project's innovative technologies and applications to other areas of application
- Inspiration for future research initiatives based on the concept and results of the project

TG6: Research and Innovation projects

Aim of the activities for this target group:

- Synergies and cooperation to develop joint results, e.g. in standardisation
- Promoting innovation by combining results
- Co-organisation of events
- Information for the other target groups of the projects

TG7: Policy makers and standardisation organisations

- Definition of future directions of innovation considering the knowledge and experience gained in the project
- Inputs to standardisation activities

0.8 Project Phases

To address the defined target groups in a targeted manner and provide them with tailored information, the time phases of the project must be taken into account. These phases are:

- Phase 1: Awareness Phase
- Phase 2: Participation Phase
- Phase 3: Exploitation Phase

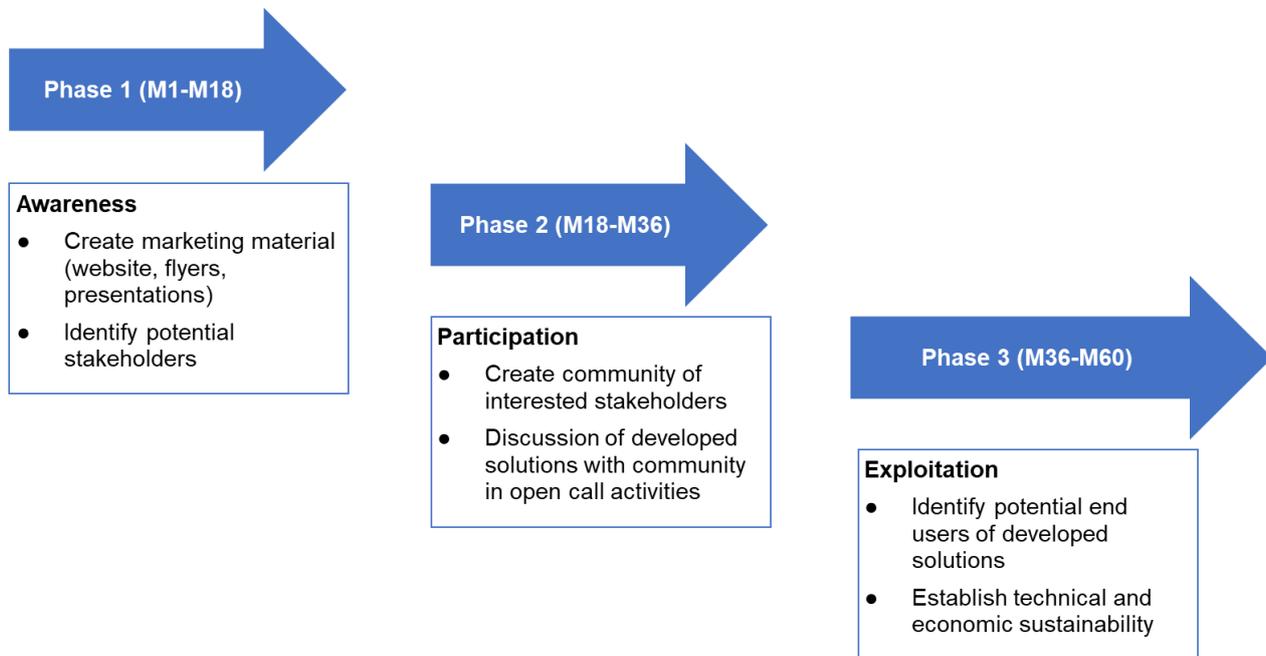


Figure 1: Temporal Project Phases for Dissemination Activities

The phases mentioned in Figure 1 are described in more detail as follows.

0.8.1 Awareness Phase

At the beginning of the project, the aim was to raise awareness of the project and the problems it intends to tackle among the public, industry and the research community. During this phase, the main tasks were to produce marketing material and raise awareness through presentations at various events and trade fairs. Activities relevant for the awareness phase are:

- Identification of value proposition of the project’s activities/outcomes for different stakeholders
- Preparation of marketing materials for the value propositions e.g. design and development of brochures, flyers and posters; also design of templates for public presentation of documents and presentations
- Creation of a website presenting the objectives of the project, the actors involved and current news from the project
- Creation of social media channels and using it to create a brand image
- Organisation of participation in exhibition stands and conferences with presentation opportunities for the project team

0.8.2 Participation Phase

This phase aims to make the project results known to the defined target groups. The following tasks are dealt with in this phase:

- Updating the project website with publicly available results and news to show the progress and progress of the project and keep interested parties informed
- Opening the project’s technical achievements (such as Portal, digital manufacturing solutions etc) for 3rd party access and promoting the participatory development, utilisation and/or experimentation of different solutions by relevant stakeholders
- Presentations at international conferences and forums to present the scientific and technical results of the project

- Demonstration of early published prototypes at key events, to demonstrate the benefits of the solutions developed and to interact with interested parties to find prototype users and obtain their feedback

0.8.3 Exploitation Phase

The exploitation-oriented phase serves to improve awareness of the project results and to reflect the feedback from the results-oriented phase back to the market. This phase is specifically aimed at potential new users of the developed and mature applications. The tasks of this phase are:

- Promotion of the business model(s) and sustainability plans for enhanced awareness and impact
- Organisation of events such as workshops for the dissemination of project results
- Promotion of developed solutions and best practices to raise awareness among target stakeholders
- Participation in key conferences and workshops where the results of the project can be presented to stakeholders in a way that is appropriate for the target groups. Use of demos to establish contacts for future use

The following table shows an overview of the EFPF phases, including the dissemination methods, primary target audience, the communication channels, and the goals.

Duration	Dissemination Methods	Audience	Channel	Goals
M1-M18	Website, brochures, presentations of EFPF objectives	General public, re-research community	Web, social and print media, clustering	General visibility
	Industrial fairs and exhibitions	General public, hardware vendors, software community	Networking, one-to-one discussions, presentations	General visibility among the robotic ecosystem
	Social Media	General public	Twitter, Facebook, LinkedIn	General visibility
	Presentations of EFPF concepts, connected factory centric concepts, SDK functionality, scientific publications	Potential users of EFPF platform such as OEMs, SME Clusters, manufacturers, developers, researchers	International trade fairs, virtual events like workshops, conferences, webinars, website, social media	Attracting collaborators, general visibility, attracting early users and adopters
M18-M36	Demonstrations of project solutions, scientific and industrial publications, standardisation activities	All communities identified above, standardisation bodies and EC	Hannover Messe 2021 nad other relevant trade fairs, workshop and all communication channels	Attracting users, customers and investors, attracting collaborators, visibility
M36- ... (at least M60)	Specific user/customer-oriented demonstrations	Customers and users of EFPF solutions	Trade fairs, Web-site, demonstrations, journals and conferences	Attracting customers and investors

0.9 Dissemination Activities

Dissemination activities will ensure that the results of the project are disseminated widely and in good time to the intended target groups through appropriate mechanisms and that the main actors for the exploitation of the project and market uptake are involved at an early stage and actively participate in the different phases of implementation.

The consortium partners will aim at implementing an intensive but clear strategy and will carry out effective dissemination and exploitation activities in the early stages of the project. All partners are committed to mobilising the relevant stakeholders to multiply the impact of the dissemination and exploitation activities.

0.9.1 Dissemination Channels

The dissemination activities of EFPF are organised through the following channels:

- **Scientific dissemination:** visualisation of the leading architectural and scientific achievements, such as the project vision, the general architecture of the Data Spine, algorithms, etc.
- **Industrial dissemination:** emphasis on technological and commercial aspects, such as platform access, value proposition and enabling technologies

0.9.2 Objectives of the Dissemination Activities

Objectives of Dissemination Activities according to the Description of Action (DoA) are:

- **Creating general visibility**, i.e., awareness of the project and its goals through the website, publications, partner networking, social media and participation in industrial fairs, e.g. World Manufacturing Forum and Hannover Messe
- **Assuring strong cooperation** among the beneficiaries to guarantee flawless communication towards external stakeholders
- **Assuring effective communication** of the research activities and outputs to the interested communities, including customers and business partners of the beneficiaries, relevant players in the field at the European scale, as well as the scientific community through paper publishing
- **Interacting with EU initiatives** such as projects, clusters (e.g. through EFFRA), and European Technology Platforms (ETPs) and specifically FIWARE and I4MS. Also, feedback to the EC to demonstrate the success of the project and how EU platforms have been adopted and promoted within EFPF
- **Interacting with the standardisation and regulatory** community such as CEN, ISO and NIST, through partners and establishing contacts with their national member organisations such as DIN, ASI, NOS
- **Gaining the support and commitment of key people** in the topics covered by the project by involving smart factory solution providers, software developers, users and policymakers (such as the EC through EFFRA)
- **Attracting the attention of potential collaborators** to increase the impact of achieved results. This includes the establishment of links with related initiatives and H2020 projects that will enrich the project content and development providing reciprocal feedback for better knowledge sharing

The following table shows an overview of the EFPF dissemination strategy, including the dissemination methods, the primary target audience, the communication channels, and the dissemination goals.

Duration	Dissemination Methods	Audience	Channel	Goals
----------	-----------------------	----------	---------	-------

M1-M18	Website, brochures, presentations of EFPF objectives	General public, re-research community	Web, social and print media, clustering	General visibility
	Industrial fairs and exhibitions	General public, hardware vendors, software community	Networking, one-to-one discussions, presentations	General visibility among the robotic ecosystem
	Social Media	General public	Twitter, Facebook, LinkedIn	General visibility
	Presentations of EFPF concepts, connected factory centric concepts, SDK functionality, scientific publications	Potential users of EFPF platform such as OEMs, SME Clusters, manufacturers, developers, researchers	International trade fairs, virtual events like workshops, conferences, webinars, website, social media	Attracting collaborators, general visibility, attracting early users and adopters
M18-M36	Demonstrations of project solutions, scientific and industrial publications, standardisation activities	All communities identified above, standardisation bodies and EC	Hannover Messe 2021 nad other relevant trade fairs, workshop and all communication channels	Attracting users, customers and investors, attracting collaborators, visibility
M36- ... (at least M60)	Specific user/customer-oriented demonstrations	Customers and users of EFPF solutions	Trade fairs, Web-site, demonstrations, journals and conferences	Attracting customers and investors

Table 1: EFPF Dissemination Strategy

The dissemination tasks in WP11 will assure effective exposure of EFPF to the external world through the effective use of communication channels. Also, project partners will constantly engage through teleconferences to discuss opportunities for scientific and industrial dissemination.

0.10 Partner's Roles

All of the project partners can be linked to the above-mentioned target groups and will support the dissemination activities in their domain. The project partners can be clustered in:

- **Industrial partners** (ICE, SIE, VLC, NXW, C2K, ALM, CNET, ASC, CMS, BRM, ELN, SRDC) will play a crucial role in promoting the project, and engaging stakeholders and potential customers in the industrial sector. One of the key points will be the establishment of business relationships with the main players in the industrial sector. Dissemination of the EFPF results will also pave the way towards the implementation of the business models defined during the project.
- **Academic and Research Partners** (FIT, SFRG, CERTH, LINKS, FOR, UOS-ITI) will disseminate the results of the project to the scientific community through scientific publication in reputable scientific journals and conferences. Liaisons among different research initiatives will also be promoted to disseminate results and activate synergies.
- **Pilot Providers** (KLE, ELD, AID, LAG, IAI, WOM, 3DI, AAM, MIL) will organise workshops for the local community to promote the results of the project and ensure public support in grid balancing activities and new business model implementation. Another important aspect will be the establishment of links with relevant national groups or associations to have their support on regulatory issues.

- **Other Partners: Association Partner** (HAW, ASI) will disseminate the EFPF results in their communities to raise awareness of the EFPF platform and the benefit it offers to the manufacturing companies.
- **The EFPF Consortium** will disseminate the project at relevant industrial exhibitions and fairs as described in section **Error! Reference source not found.:**

All Partners will use the developed dissemination material for their activities and engage in participation and organisation of events and trade fairs according to their target groups.

0.11 Dissemination and Communication KPIs

The consortium has defined a set of KPIs regarding the number of events and dissemination activities which will be reached until the end of the project. In the following Table 2 the activities until M18 and until end of the project (M48) are defined. That will help to assess the impact.

Dissemination and Communication Activity	Number of Events until M18	Number of Events until End of Project (planned)
Participation in Conferences	2	10
Press release	2	6
Non-scientific and non-peer-reviewed publication (popularised publication)	3	10
Participation in Exhibition	3	6
Flyer	7	10
Training/Workshop/Webinar	0	3
Social Media	1 post per month	2 posts per month
Website Updates	2 per month	2 per month
Communication Campaign (e.g. Radio, TV)	0	0
Participation to a Workshop	5	8
Participation to an Event other than a Conference or a Workshop	2	8
Video/Film	16	30+
Brokerage Event	2	4
Pitch Event	0	2
Trade Fair	2	5
Participation in activities organised jointly with other EU project(s)	2	6

Table 2: List of KPIs for Dissemination Activities

The promotion material, the events and the publications according to this dissemination strategy are described in the following chapters.

- **Promotion Material:** Describes the marketing material for the project the developed tools and the material for information of a broader audience
- **Section 3 Dissemination Events:** Describes the past events and the planned participation in future events

- **Section 4 Publications:** Describes the published papers and documents and the planned activities
- Annexes:
 - **Annex A:** Document History

0.12 Document Status

This document is listed in the Description of Action as "public".

0.13 Document Dependencies

This document has no preceding documents or further iterations.

0.14 Glossary and Abbreviations

A definition of standard terms related to EFPF, as well as a list of abbreviations, is available at <https://www.efpf.org/glossary>

0.15 External Annexes and Supporting Documents

Annexes and Supporting Documents:

- None

0.16 Reading Notes

- None

1 Dissemination and Communication Strategy

The EFPF dissemination and communication strategy is based on the need to organise and promote events, interaction occasions, publications, media campaigns that can allow the maximum interaction with the different EFPF stakeholders and target groups. The dissemination and communication strategy defined for the EFPF project is broadly static as it primarily focuses on the identification of target groups, defining the purpose of the dissemination and communication activities and the timing or schedule of performing relevant activities. In this respect, the dissemination and communication activities can be tailored to different stakeholder/target groups and can be carried out in different phases of the project lifetime.

The impact strategy and plan are defined according to:

- Why this should happen?
- Who is addressed?
- When to disseminate?
- What to dissemination?

1.1 Purpose

The purpose of EFPF dissemination and communication is heavily rooted in the high-level objectives of the project. The dissemination and communication activities should ensure that the project outcomes (concepts, scientific results, tools, methodologies, results of validation work, standardization punch-lists, and business model) are widely disseminated to the appropriate target groups, at appropriate times and via appropriate methods, and that external stakeholder who can contribute additional value to the development, evaluation, uptake and exploitation of EFPF outcomes can be identified and encouraged to participate. Moreover, a high visibility of the project and promotion of an active interaction with key stakeholders are necessary elements to build project awareness. Providing the wider stakeholders with advance notice of possible future plans and actions, it also strengthens collaboration links with partners and helps to establish and reinforce a wider collaboration activity.

It is very crucial to promote the project's results to stakeholders outside the project partnership to ensure that: **i)** the project outputs will be fully exploited in the most effective manner, i.e. the scaling-up of the pilot activities will be facilitated; **ii)** the knowledge gained through the project, and more generally the information generated by the project, can be made available to all interested entities; **iii)** elements of excellence of the project can be reused and replicated in other projects, becoming a reference point triggering further developments in the Industry4.0 field and beyond; **iv)** the project reaches decision-makers to contribute improving future policies and **v)** the benefits that the project's outcomes will bring to society (services, employment, economy) are well pointed out.

The EFPF consortium is ideally positioned to build/nurture favourable innovation ecosystem based on collaborative approaches and the federation model adopted in the project, bringing EFPF ecosystem swiftly to scale. Dissemination is inherently embedded in many project activities, from requirements definition to final evaluation, as means to involve users and stakeholders of the project developments in all phases of the project implementation. Awareness and social engagement activities for (end-)users as well as research labs, manufacturing facilities, SMEs and technology/solution providers around the EU (with emphasis on the consortium countries) will comprise a fundamental element of these activities. Uptake and use of project results will be measured during and after the project execution and is considered as a major success indicator.

1.2 Target Groups (TG) for Dissemination Activities

EFPF dissemination and communication strategy focus not only on promoting the project results in the countries represented by EFPF partners (Austria, Spain, Greece, Germany, Italy, Portugal, UK, Sweden, Romania, Turkey) but also where EFPF relevant developments, deployments and pilot activities can be carried and adapted according to the local industrial ecosystems and needs. The main target groups of the project’s dissemination and communication strategy are identified through a stakeholder analysis activity carried out in WP10 of the EFPF project and reported under the deliverable: D10.1 "EFPF Exploitation, Sustainability and IPR Report I". Based on the findings of the stakeholder analysis, the target groups for the dissemination and communication activities are defined below.

Target Group	Value Proposition	Approach/Activities
TG1: Industrial Customers (Manufacturing/Logistic/Supplier Companies etc)	<ul style="list-style-type: none"> • Cost reduction through easy access to digital technologies and innovative solutions • Ability to setup and manage collaborative networks • Ability to expand the business reach and market size • Single point of interaction with multiple solutions and solution providers • Ability to connect different systems and/or make them interoperable 	<ul style="list-style-type: none"> • Participation in the industrial exhibitions and trade fairs • Workshops, webinars and training sessions on applicable project results • Promotion of project through Chamber Commerce • Use of the project website and social media channels to promote benefits of the relevant EFPF solutions • Development of brochures and marketing material
TG2: ICT Companies (Tool/Service Providers)	<ul style="list-style-type: none"> • Ability to connect different systems and/or make them interoperable • Access to SDK for the development of smart factory solutions • Extension of the target audience • Access to open source solutions for reuse or further development • Access to users and understanding of industrial needs 	<ul style="list-style-type: none"> • Use of the project website and social media channels solutions • Promotion of project in open source community and promotion of open source solutions such as the SDK • Development of brochures and marketing material • Participation in events and exhibitions

<p>TG3: Associations and Clusters</p>	<ul style="list-style-type: none"> • Establishment of customer community • Technical consultancy to member companies • Visibility of market trends and member activities • Better understanding of latest business activities • Reduction of cost and effort for the management of members 	<ul style="list-style-type: none"> • Use of the project website and social media channels • Development of brochures and marketing material • Participation in industrial exhibitions and tradeshows
<p>TG4: Platform/Marketplace Providers</p>	<ul style="list-style-type: none"> • Efficient platform set-up and operation • Revenue generation based on consulting, platform set-up, customisation, and operation 	<ul style="list-style-type: none"> • Development of brochures and marketing material • Use of the project website and social media channels • Participation in workshops and technology exhibitions

In addition to the above key target groups identified in D10.1 (from business value and exploitation perspective), the dissemination communication activities in the EFPF will also target the following groups that are also representative in EFPF and therefore are relevant to the EFPF objectives:

Target Group	Value Proposition	Approach/Activities
<p>TG5: Research Community</p>	<ul style="list-style-type: none"> • Ability to use and experiment with EFPF solution • Ability to use EFPF as testbed for latest research and innovation • Networking and collaboration with EFPF researchers • Ability to expand and enrich EFPF solutions with latest findings • Access to users and relevant infrastructure (e.g. machines, IoT devices, sensors, data) 	<ul style="list-style-type: none"> • Participation and presentations in the workshops and conference • Publishing of articles and blogs • Promotion of project through webinars • Use of the project website and social media channels to promote EFPF • Posters and marketing material

<p>TG6: Research and Innovation Projects</p>	<ul style="list-style-type: none"> • Access to open-source federated solutions • Ability to utilise and build upon existing solutions • Access to users and relevant infrastructure (e.g. machines, IoT devices, sensors, data) • Networking and collaborations with EFPF partners • Clustering for joint research, piloting, dissemination and impact activities 	<ul style="list-style-type: none"> • Use of the project website and social media channels solutions • Promotion of project in local and EU level networking and clustering events • Development of brochures and marketing material • Participation in workshops and conferences • Participation in industrial events and exhibitions
<p>TG7: Policy Makers and Standardisation Organisations</p>	<ul style="list-style-type: none"> • Contribution to ongoing standardisation activities • Promotion of standards by different stakeholders in the digital manufacturing domain 	<ul style="list-style-type: none"> • Use of the project website and social media channels • Networking with standardisation bodies • Contribution towards the development of standards • Participation in workshops and conferences

The dissemination and communication activities defined for the above stakeholders are expected to contribute towards an enhanced impact of the project. In essence, the aim of the dissemination and communication activities for each target groups is described below:

TG1: Industrial Customers e.g. manufacturing companies

Aim of the above described dissemination and communication activities for this target group:

- Experimentation of project outcomes
- Participation in the events organised by the project
- Training on applicable project results
- Use of the project results in daily operations

TG2: IT companies and software developers

Aim of the activities for this target group:

- Participation in the events of the project
- Use of project results for own developments and extensions of existing tools and applications
- Participatory involvement in the EFPF federation with new ideas and applications

TG3: Associations and industrial clusters at European level

Aim of the activities for this target group:

- Dissemination of the project results to the affiliated companies and institutions
- Participation of the associated companies and institutions in knowledge sharing events
- Wide dissemination of project results
- Introducing companies to EFPF as users and contributors

TG4: Platform and Marketplace Providers

Aim of the activities for this target group:

- Integration and inclusion in the federated EFPF ecosystem
- Making their offerings available through EFPF federation
- Extension/reuse of the project's innovative technologies and applications to other areas of application
- Promotion of EFPF in their user communities

TG5: Research Community

Aim of the activities for this target group:

- Participation in the events of the project
- Further progress in the research activity of the project through mutual knowledge transfer
- Extension/reuse of the project's innovative technologies and applications to other areas of application
- Inspiration for future research initiatives based on the concept and results of the project

TG6: Research and Innovation projects

Aim of the activities for this target group:

- Synergies and cooperation to develop joint results, e.g. in standardisation
- Promoting innovation by combining results
- Co-organisation of events
- Information for the other target groups of the projects

TG7: Policy makers and standardisation organisations

- Definition of future directions of innovation considering the knowledge and experience gained in the project
- Inputs to standardisation activities

1.3 Project Phases

To address the defined target groups in a targeted manner and provide them with tailored information, the time phases of the project must be taken into account. These phases are:

- Phase 1: Awareness Phase
- Phase 2: Participation Phase
- Phase 3: Exploitation Phase

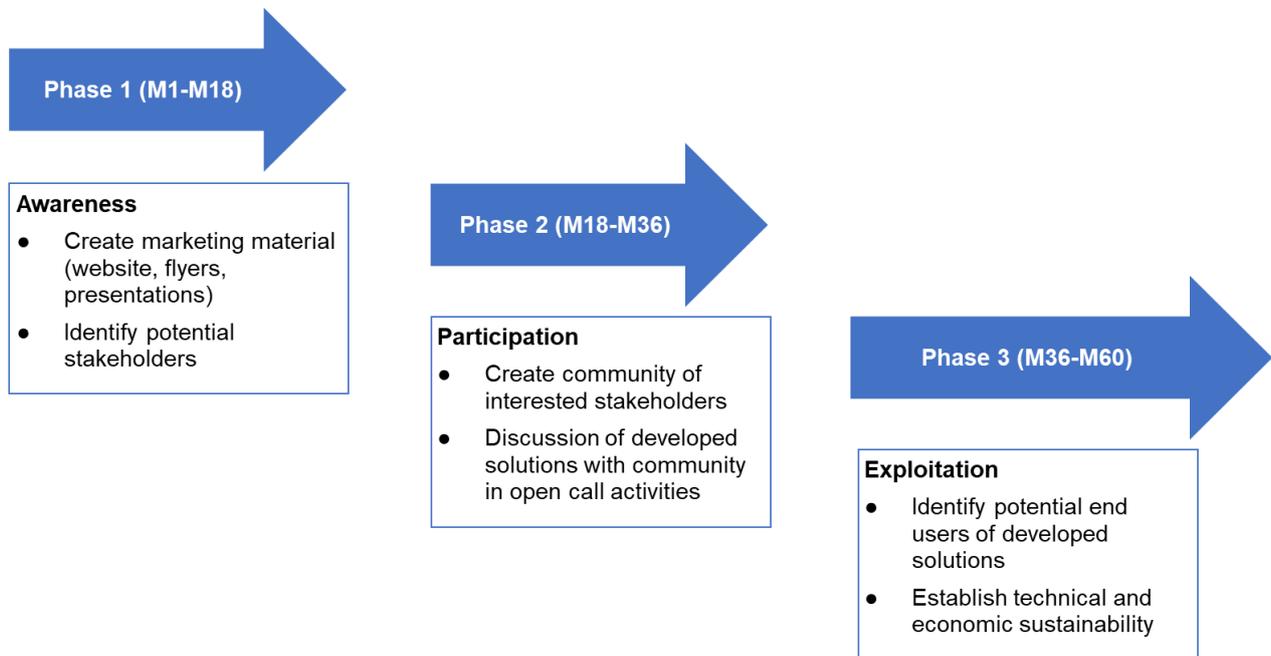


Figure 1: Temporal Project Phases for Dissemination Activities

The phases mentioned in Figure 1 are described in more detail as follows.

1.3.1 Awareness Phase

At the beginning of the project, the aim was to raise awareness of the project and the problems it intends to tackle among the public, industry and the research community. During this phase, the main tasks were to produce marketing material and raise awareness through presentations at various events and trade fairs. Activities relevant for the awareness phase are:

- Identification of value proposition of the project's activities/outcomes for different stakeholders
- Preparation of marketing materials for the value propositions e.g. design and development of brochures, flyers and posters; also design of templates for public presentation of documents and presentations
- Creation of a website presenting the objectives of the project, the actors involved and current news from the project
- Creation of social media channels and using it to create a brand image
- Organisation of participation in exhibition stands and conferences with presentation opportunities for the project team

1.3.2 Participation Phase

This phase aims to make the project results known to the defined target groups. The following tasks are dealt with in this phase:

- Updating the project website with publicly available results and news to show the progress and progress of the project and keep interested parties informed
- Opening the project's technical achievements (such as Portal, digital manufacturing solutions etc) for 3rd party access and promoting the participatory development, utilisation and/or experimentation of different solutions by relevant stakeholders
- Presentations at international conferences and forums to present the scientific and technical results of the project

- Demonstration of early published prototypes at key events, to demonstrate the benefits of the solutions developed and to interact with interested parties to find prototype users and obtain their feedback

1.3.3 Exploitation Phase

The exploitation-oriented phase serves to improve awareness of the project results and to reflect the feedback from the results-oriented phase back to the market. This phase is specifically aimed at potential new users of the developed and mature applications. The tasks of this phase are:

- Promotion of the business model(s) and sustainability plans for enhanced awareness and impact
- Organisation of events such as workshops for the dissemination of project results
- Promotion of developed solutions and best practices to raise awareness among target stakeholders
- Participation in key conferences and workshops where the results of the project can be presented to stakeholders in a way that is appropriate for the target groups. Use of demos to establish contacts for future use

The following table shows an overview of the EFPF phases, including the dissemination methods, primary target audience, the communication channels, and the goals.

Duration	Dissemination Methods	Audience	Channel	Goals
M1-M18	Website, brochures, presentations of EFPF objectives	General public, re-research community	Web, social and print media, clustering	General visibility
	Industrial fairs and exhibitions	General public, hardware vendors, software community	Networking, one-to-one discussions, presentations	General visibility among the robotic ecosystem
	Social Media	General public	Twitter, Facebook, LinkedIn	General visibility
	Presentations of EFPF concepts, connected factory centric concepts, SDK functionality, scientific publications	Potential users of EFPF platform such as OEMs, SME Clusters, manufacturers, developers, researchers	International trade fairs, virtual events like workshops, conferences, webinars, website, social media	Attracting collaborators, general visibility, attracting early users and adopters
M18-M36	Demonstrations of project solutions, scientific and industrial publications, standardisation activities	All communities identified above, standardisation bodies and EC	Hannover Messe 2021 nad other relevant trade fairs, workshop and all communication channels	Attracting users, customers and investors, attracting collaborators, visibility
M36- ... (at least M60)	Specific user/customer-oriented demonstrations	Customers and users of EFPF solutions	Trade fairs, Web-site, demonstrations, journals and conferences	Attracting customers and investors

1.4 Dissemination Activities

Dissemination activities will ensure that the results of the project are disseminated widely and in good time to the intended target groups through appropriate mechanisms and that the main actors for the exploitation of the project and market uptake are involved at an early stage and actively participate in the different phases of implementation.

The consortium partners will aim at implementing an intensive but clear strategy and will carry out effective dissemination and exploitation activities in the early stages of the project. All partners are committed to mobilising the relevant stakeholders to multiply the impact of the dissemination and exploitation activities.

1.4.1 Dissemination Channels

The dissemination activities of EFPF are organised through the following channels:

- **Scientific dissemination:** visualisation of the leading architectural and scientific achievements, such as the project vision, the general architecture of the Data Spine, algorithms, etc.
- **Industrial dissemination:** emphasis on technological and commercial aspects, such as platform access, value proposition and enabling technologies

1.4.2 Objectives of the Dissemination Activities

Objectives of Dissemination Activities according to the Description of Action (DoA) are:

- **Creating general visibility**, i.e., awareness of the project and its goals through the website, publications, partner networking, social media and participation in industrial fairs, e.g. World Manufacturing Forum and Hannover Messe
- **Assuring strong cooperation** among the beneficiaries to guarantee flawless communication towards external stakeholders
- **Assuring effective communication** of the research activities and outputs to the interested communities, including customers and business partners of the beneficiaries, relevant players in the field at the European scale, as well as the scientific community through paper publishing
- **Interacting with EU initiatives** such as projects, clusters (e.g. through EFFRA), and European Technology Platforms (ETPs) and specifically FIWARE and I4MS. Also, feedback to the EC to demonstrate the success of the project and how EU platforms have been adopted and promoted within EFPF
- **Interacting with the standardisation and regulatory** community such as CEN, ISO and NIST, through partners and establishing contacts with their national member organisations such as DIN, ASI, NOS
- **Gaining the support and commitment of key people** in the topics covered by the project by involving smart factory solution providers, software developers, users and policymakers (such as the EC through EFFRA)
- **Attracting the attention of potential collaborators** to increase the impact of achieved results. This includes the establishment of links with related initiatives and H2020 projects that will enrich the project content and development providing reciprocal feedback for better knowledge sharing

The following table shows an overview of the EFPF dissemination strategy, including the dissemination methods, the primary target audience, the communication channels, and the dissemination goals.

Duration	Dissemination Methods	Audience	Channel	Goals
----------	-----------------------	----------	---------	-------

M1-M18	Website, brochures, presentations of EFPF objectives	General public, re-research community	Web, social and print media, clustering	General visibility
	Industrial fairs and exhibitions	General public, hardware vendors, software community	Networking, one-to-one discussions, presentations	General visibility among the robotic ecosystem
	Social Media	General public	Twitter, Facebook, LinkedIn	General visibility
	Presentations of EFPF concepts, connected factory centric concepts, SDK functionality, scientific publications	Potential users of EFPF platform such as OEMs, SME Clusters, manufacturers, developers, researchers	International trade fairs, virtual events like workshops, conferences, webinars, website, social media	Attracting collaborators, general visibility, attracting early users and adopters
M18-M36	Demonstrations of project solutions, scientific and industrial publications, standardisation activities	All communities identified above, standardisation bodies and EC	Hannover Messe 2021 and other relevant trade fairs, workshop and all communication channels	Attracting users, customers and investors, attracting collaborators, visibility
M36- ... (at least M60)	Specific user/customer-oriented demonstrations	Customers and users of EFPF solutions	Trade fairs, Web-site, demonstrations, journals and conferences	Attracting customers and investors

Table 1: EFPF Dissemination Strategy

The dissemination tasks in WP11 will assure effective exposure of EFPF to the external world through the effective use of communication channels. Also, project partners will constantly engage through teleconferences to discuss opportunities for scientific and industrial dissemination.

1.5 Partner's Roles

All of the project partners can be linked to the above-mentioned target groups and will support the dissemination activities in their domain. The project partners can be clustered in:

- **Industrial partners** (ICE, SIE, VLC, NXW, C2K, ALM, CNET, ASC, CMS, BRM, ELN, SRDC) will play a crucial role in promoting the project, and engaging stakeholders and potential customers in the industrial sector. One of the key points will be the establishment of business relationships with the main players in the industrial sector. Dissemination of the EFPF results will also pave the way towards the implementation of the business models defined during the project.
- **Academic and Research Partners** (FIT, SFRG, CERTH, LINKS, FOR, UOS-ITI) will disseminate the results of the project to the scientific community through scientific publication in reputable scientific journals and conferences. Liaisons among different research initiatives will also be promoted to disseminate results and activate synergies.
- **Pilot Providers** (KLE, ELD, AID, LAG, IAI, WOM, 3DI, AAM, MIL) will organise workshops for the local community to promote the results of the project and ensure public support in grid balancing activities and new business model implementation. Another important aspect will be the establishment of links with relevant national groups or associations to have their support on regulatory issues.

- **Other Partners: Association Partner** (HAW, ASI) will disseminate the EFPF results in their communities to raise awareness of the EFPF platform and the benefit it offers to the manufacturing companies.
- **The EFPF Consortium** will disseminate the project at relevant industrial exhibitions and fairs as described in section **Error! Reference source not found.:**

All Partners will use the developed dissemination material for their activities and engage in participation and organisation of events and trade fairs according to their target groups.

1.6 Dissemination and Communication KPIs

The consortium has defined a set of KPIs regarding the number of events and dissemination activities which will be reached until the end of the project. In the following Table 2 the activities until M18 and until end of the project (M48) are defined. That will help to assess the impact.

Dissemination and Communication Activity	Number of Events until M18	Number of Events until End of Project (planned)
Participation in Conferences	2	10
Press release	2	6
Non-scientific and non-peer-reviewed publication (popularised publication)	3	10
Participation in Exhibition	3	6
Flyer	7	10
Training/Workshop/Webinar	0	3
Social Media	1 post per month	2 posts per month
Website Updates	2 per month	2 per month
Communication Campaign (e.g. Radio, TV)	0	0
Participation to a Workshop	5	8
Participation to an Event other than a Conference or a Workshop	2	8
Video/Film	16	30+
Brokerage Event	2	4
Pitch Event	0	2
Trade Fair	2	5
Participation in activities organised jointly with other EU project(s)	2	6

Table 2: List of KPIs for Dissemination Activities

The promotion material, the events and the publications according to this dissemination strategy are described in the following chapters.

2 Promotion Material

Since the early stage of the project, all project partners have contributed towards branding and creating a distinctive identity of the project. A key tool for this purpose is the project website – as shown below:



Figure 2: Snapshot of the project website

Since its setup from the start of the project, the project website has been instrumental in promoting the project and broadcasting the latest developments in the project. The website has been constantly updated to include latest news, publications, events information and also a monthly blog post.

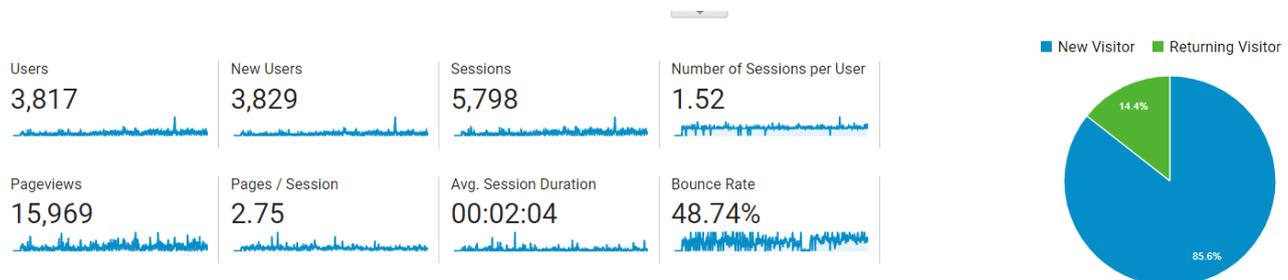


Figure 3: Website traffic analysis

The blog feature has been used to provide an insight into the project activities. Although not directly describing a specific project activity, the blog posts have been designed to be of lighter nature and of general interest for audience in the digital manufacturing domain. Over the months, several project partners have contributed towards proving a steady stream of

interesting blog posts that are also broadcasted on projects' social media channels – resulting in more traffic to the project website.

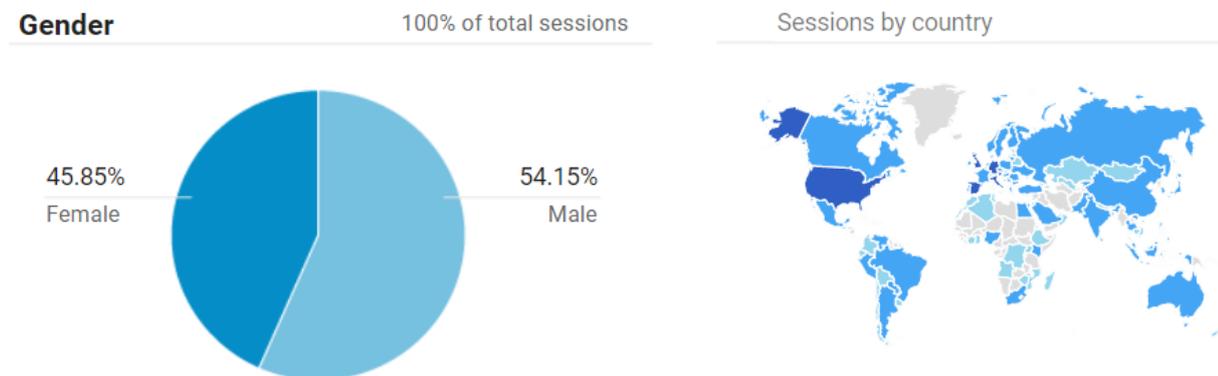


Figure 4: Gender and location analysis of website users

As shown in Figure 3, so far the project website has received nearly 4K unique visitors that have been engaged in nearly 6K sessions, where each session lasted in average of over 2mins. The greater proportion of new users (compared to returning users) show that the EFPF dissemination activities are generating interest in the new audience and different target groups. An interesting analysis in Figure 4 shows that the project website has proven attractive for male and female audience; and the website has been accessed from all over the world e.g. USA stands at 4th in the number of website users.

It is also important to note that in this early phase of the project, the website did not have too much content e.g. the more interesting content on open calls and platform offerings (as shown in has recently been published on the website.

The new webpage on Funding Call provides details of the call scope and timing. This page also provides a contact form that can be used to register interest in the project open-call. This page will be further populated with further details and promoted in the coming period to generate more interest in the project. Moreover, the updated Platform Offerings webpage highlights the different value propositions in the EFPF federation – as shown in Figure 4. This page serves as a dashboard from where the user can navigate to dedicated pages for the different value propositions e.g. Matchmaking Service, Data Analytics etc. Each value proposition page provides an overview of the offered functionality, how this functionality is being used by the project pilot partners and also what relevant tools/applications/services are on offer in the EFPF federation.

As the project progresses, the project website is being constantly updated and adapted to cater the project needs and highlight the key achievements of the project. This website is also being used as a vital dissemination tool for project outcomes e.g. a dedicated Publications page provides access to the project deliverables, marketing material and scientific publications. In future the website will also host the videos that describe different aspects of the project and EFPF Platform. A private section in the website is also being developed to provide access to the EFPF Portal that is the entry point to the EFPF Platform.

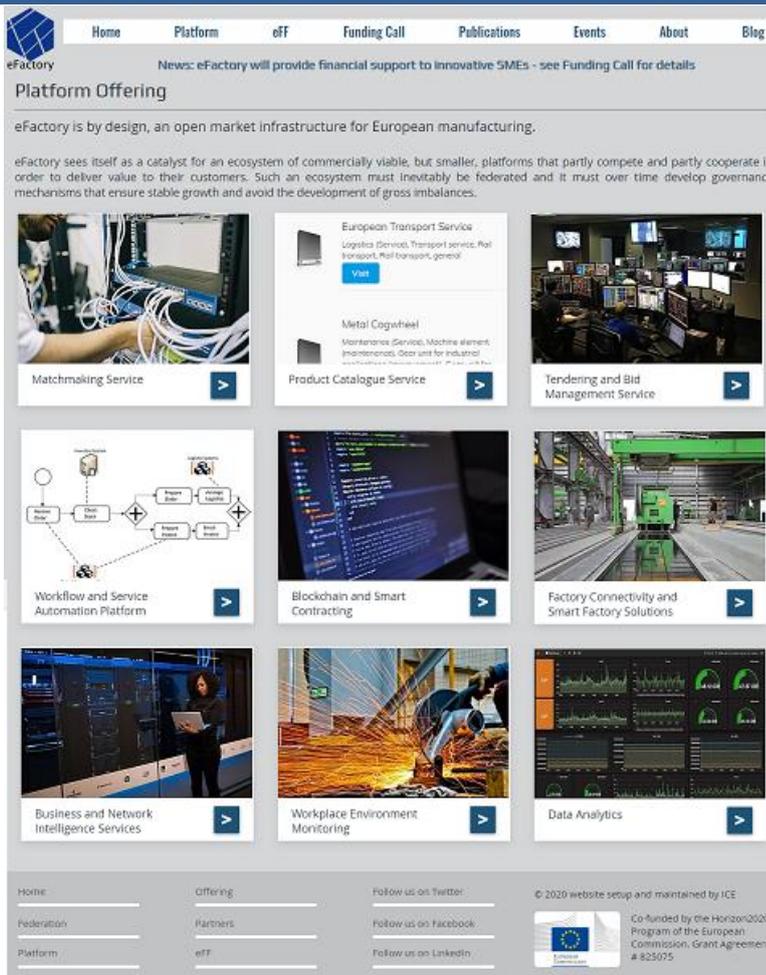


Figure 5: New content on the project website showing platform offerings

In addition to the project website, project promotion activities are enhanced by the development of different types of marketing material. In the project, three types of marketing material are available to the partners:

- Promotion material for the project
- Promotion material for the tools
- Promotion material for general information to a broader audience

2.1 Promotion Material for the Project

To promote the general information about the project, a banner and a flyer were developed in the early stages of the project. The banner is available in two languages – English and Spanish.



Figure 6: Banner for the EFPF project



Figure 7: Flyer for the EFPF project

The banner and the brochures have been used in various events, conferences, and project meetings where the project partners had a chance to promote the project and its offerings for different stakeholders in the digital manufacturing ecosystem.

Also, a flag with the EFPP logo was developed to be used in social events such as the Hanse-Aerospace Sailing Cup event organised by the EFPP partner Hanse Aerospace (HAW). The sailing ship event provides an opportunity to bring together members of HAW association and discuss topics of mutual interest in an adventurous setting.



Figure 8: Flag for the EFPP project

Moreover, three flyers are developed to describe the three EFPP pilot scenarios, including the goal of the individual pilot, the description of the challenges faced in the pilot domain and an overview of the expected outcomes. At 1 page each, the pilot flyers provide an introduction to the industrial areas and challenges that EFPP is addressing during the project. The use of the flyers is expected to generate interest of new users to the EFPP ecosystem from the domains of the existing partners and also from new industrial domains.



**EUROPEAN CONNECTED
FACTORY PLATFORM
FOR AGILE MANUFACTURING**

The eFactory project demonstrates the power of federation through three embedded large-scale pilots focusing on lot-size-one manufacturing and on establishing fast, sustainable value networks in the aerospace, the furniture manufacturing and the waste management sector. The piloting activity will form the basis for socio-economic impact assessment of the eFactory platform. The pilots will also initiate an ecosystem for large scale experimentation through cascade-funded open calls to achieve the critical mass that is essential for future sustainability of the eFactory platform.

Get in touch to learn more about us:

Take advantage of the eFactory offerings and learn what type of support is available both in terms of technical consultancy and financial assistance.



www.efactory-project.eu
info@efactory-project.eu

PARTNERS



The platform development is a joint effort between 30 partners. The development of eFactory Platform is partly funded by the European Commission in the Horizon 2020 framework programme under the Grant Agreement No. 825075.

Figure 9: First page of all pilot flyers with general information about the EFPF project



Pilot_01

AD-HOC AEROSPACE SUPPLIER NETWORKS

GOAL

The customer specified products, e.g. for novel cabin features, must be developed and produced in a very short time in close collaboration between OEMs and high-tech SMEs. This typically requires an ad-hoc production and supply network, which currently is best served via a local cluster around the OEM. Especially when the parties are geographically separated, the OEM and the innovative SMEs (organised in industrial clusters) need ICT solutions (technical platforms, novel governance approaches, coordination tools and services) to simplify the ad-hoc setup and management of collaborative production in the agile network and to manage the intellectual property rights.

RESULTS

The interoperable toolset in the eFactory platform can support the enactment of distributed production processes, support collaborations and provide vital visibility to distributed activities taking place across production networks.

DESCRIPTION

Large OEMs, such as Airbus, have streamlined their supply chains and reduced the number of first-tier suppliers to a small number of large preferred suppliers (typically large companies such as Thales or Diehl). Other constraints such as extensive risk-sharing requirements, complex procurement and collaboration procedures, rules and diversity of IT systems create strong barriers for SMEs to become a supplier of those companies. On the other hand, highly customised products, such as commercial aircrafts, often require very specific solutions to be developed. These solutions are provided by small but innovative high-tech companies.



**PILOT
LEAD**

Ingo Martens

e-mail: i.martens@hanse-aerospace.net



www.efactory-project.eu/pilots

Figure 10: Second page of flyer with a short description of the Pilot 1



Pilot_02

LOT-SIZE-ONE IN FURNITURE MANUFACTURING

GOAL

Companies with new business models in the furniture manufacturing sector can benefit from the eFactory platform that facilitates the search and selection of suppliers and/or products with certain characteristics. The platform also allows the monitoring of manufacturing processes, the coordination of deliveries, and the planning of both internal and external activities throughout the existing or newly created supply network.

RESULTS

The furniture manufacturing pilot envisions the creation of a lot-size-one Consolidation Center to control small scale stocking and consolidation points for large manufacturers, such as LAGRAMA. For LAGRAMA, the supply network of products that are not manufactured by the company (e.g. lighting, textiles, etc.) is defined from scratch for each customer order. This presents the need for establishing an agile network of collaborators (or connected factories) through advanced tools in a collaborative manufacturing ecosystem.

DESCRIPTION

The need to find new customer segments for increased turnover is pushing furniture manufacturers to diversify both production systems and supply chains. The traditional clients of the Home Segment, who buy from a catalogue with different options to personalise the products, coexist with new clients of the Contract Segment (e.g. hotels, offices) that demand an integral service of furnishing and decoration with highly customised rooms. Sometimes this service is provided entirely by a third party (e.g. decorator, interior designer). On other occasions, it is provided by the furniture manufacturer who accepts the order and deals with different suppliers. These unique products are manufactured in unit-sized lots, customised for a specific interior decoration project.



**PILOT
LEAD**

María José Núñez Ariño
e-mail: mjnunez@aidimme.es

Joan Grau
e-mail: j.grau@lagrama.es



www.efactory-project.eu/pilots

Figure 11: Second page of flyer with a short description of the Pilot 2



Pilot_03

AGILE SUPPLY NETWORKS IN CIRCULAR ECONOMY

GOAL

The federated services of eFactory will provide tools for the integration of enterprise systems and a marketplace for negotiating business contracts concerning waste collection, management, as well as purchase-back of the processed/recycled material by the manufacturing companies. The current limited availability of shop-floor automation tools and support for agile network management as well as the need for experimentation and validation of existing solutions in real-world conditions demand the use of the eFactory environment in the circular economy scenarios.

RESULTS

The eFactory platform provides digital tools that enable SMEs to take part in closed-loop supply chain activities and also develops new business opportunities with the use of its multi-sided marketplace. eFactory improves the quality of communication between companies and provides traceability of business processes with trusted information across the entire supply chain.

DESCRIPTION

This pilot scenario addresses the agile supply network through circular economy activities involving multiple European companies from the manufacturing ecosystem. At present, the supply chain and business relationships in the manufacturing ecosystem are being managed via traditional communication means. Key issues include the lack of waste tracking and tracing functionality, lag in material transition phases and entry barriers for new innovative European companies related to limited awareness of business opportunities within the ecosystem and complexity of collaboration procedures. Both research and real-world examples highlight the issues concerning the interoperability and integration of enterprise systems.



**PILOT
LEAD**

Theofilos Mastos
e-mail: t.mastos@kleemannlifts.com



www.efactory-project.eu/pilots

Figure 12: Second page of flyer with a short description of the Pilot 3

2.2 Promotion Material for Tools

To promote the technical innovations of the project, it is planned to develop flyers for each available tool in the EFPF ecosystem. The first flyer developed is for the marketplace in EFPF. A flyer for each tool is currently under development. These flyers will highlight the functional and non-functional aspects of the different tools that are available in the EFPF ecosystem. All tool flyers are expected to be available for use in the open-call promotion phase.



WHY CONNECTING TO EFACTORY MARKETPLACE?

Being integrative by nature, the eFactory marketplace does not replace your sales channels but enhances their reach. The eFactory marketplace provides a unified interface to multiple marketplaces. As soon as potential customers are interested in a specific offering, the eFactory marketplace forwards them to base marketplace for all detailed information and completing the purchase.

To boost the reach and connectivity of the eFactory marketplace and consequently your offerings, the eFactory marketplace can also be integrated in other digital platforms – Get in touch with the eFactory team to learn about the eFactory marketplace.

Connect your marketplace to eFactory today – make your offerings available to a wider audience.



The platform development is a joint effort between 30 partners. The development of eFactory Platform is partly funded by the European Commission in the Horizon 2020 framework programme under the Grant Agreement No. 825075.

eFACTORY MARKETPLACE

Reach out to users and customers from multiple industrial sectors by exposing your marketplace offerings through the eFactory marketplace. Find out the technical requirements and steps needed to include your Marketplace into the eFactory environment.

WHAT IS THE eFACTORY MARKETPLACE?

The eFactory marketplace provides a unified interface to multiple third-party marketplaces in a one-stop-shop approach. eFactory marketplace is free to access and provides advanced federated search functionality to facilitate the lookup for apps, tools, products, software as well as consultancy services, hosted or offered by multiple Marketplaces and platforms.

WHAT IS AVAILABLE THROUGH EFACTORY MARKETPLACE?

The eFactory marketplace does not offer product listing or checkout functionalities, rather it provides a federated search functionality and unified interface to interlink multiple marketplaces. Product listing and checkout functionalities are provided by interlinked marketplaces. Currently interlinked marketplaces support different types of user needs, including:

-  **Software applications or apps**
(IoT, data transformation, analytics etc)
-  **Software services**
-  **Digital solutions or systems**
(connectivity, monitoring, optimisation etc)
-  **Consultancy and integration services**
-  **Physical products**

Figure 13: Flyer with a short description of the marketplace in EFPF

For the open call in the project, a new flyer was developed to raise awareness of the open-call and provide some early information, e.g. the timeline and nature of experiments to be supported through the open-call mechanism. Originally it was planned to print the flyer in a paper version for distribution in physical events like trade fairs and conferences. Due to the cancelling of all physical meetings in 2020, the project team has decided to use the flyer only digital in the standard A4 format. It is shown in Figure 14.

EUROPEAN FACTORY PLATFORM

SETUP OF INITIAL TIME PLAN

European Factory Platform (EFPF) is offering technological and financial support to manufacturing companies, particularly SMEs and mid-caps, to experiment with innovative digital manufacturing solutions, Industry 4.0 processes and innovative business models.

EFPF OPEN CALL

The open call for experimentation will support two types of experiments:

- Experiments for the development, testing, validation or utilization of digital manufacturing applications and services
- Experiments for the enhancement of European Factory Platform ecosystem through the integration of innovative solutions

REGISTER YOUR INTEREST IN THE EUROPEAN FACTORY PLATFORM (EFPF) OPEN FUNDING CALL

European Factory Platform has allocated 2.5 Million Euros to provide Financial Support to third parties for open experimentation over the federated platform. The EFPF project will initiate an open call towards October 2020, inviting manufacturing companies, digital solution providers, software developers and researchers to carry out experiments related to the development, prototyping, integration and validation of innovative solutions using European Factory Platform.

Timeline:

- October 2020: Call Publication
- February 2021: End of Evaluation - Report to EC - Approval
- May 2021: Contract Discussions & Admin Procedures
- July 2021: Commencement of Selected Experiments
- from August 2021: Experiments & Management

FOLLOW THE QR CODE TO REGISTER!

Project Manager
Information Catalyst for Enterprise (ICE)
37 Crewe Road | Haslington
CREWE CW15QR United Kingdom
+44 1270 254020 | +44 7970 429251
info@informationcatalyst.com

<https://www.efpf.org>

Partners: fortiss, ARDIMME, Alimende, BRIMATECH, GENIELEC, Innovint, milai, valuechain, NETWORKS, LNKET, ABODIA, USTIA, Fraunhofer, CNet, SIEMENS, etc.

Please also visit our partner project ZOMP at www.zomp.eu for details on their €3.2 million call for zero defect production!

The platform development is a joint effort between 20 partners. The development of European Factory Platform is partly funded by the European Commission in the Horizon 2020 framework programme under the Grant Agreement No. 622075.

Figure 14: Open Call Flyer

2.3 Newsletters

The EFPF project has played a key role in the establishment of a network called the European Digital Innovation Network (ENGINE). ENGINE is a collaborative network of (currently) 11 EC funded project. The network aims at strengthening connections among digital initiatives at the European level, working on strategic topics addressing the constitution, population or regulation of the European Digital Single Market. ENGINE projects share a common perspective of fostering the sharing, dissemination and exploitation of up-to-date information about projects' results and initiatives, to mutually extend dissemination channels, find connection points among the participating projects, and promoting networking and cross-fertilisation in the EU based digital innovation domain.

(<https://us14.campaign-archive.com/home/?u=c6ec287a13331cbb1fc8622d8&id=eb8ed4a3ed>)



Figure 15: Screenshot of the first ENGINE Newsletter

The key outcome of the ENGINE initiative is an electronic newsletter that is distributed on the projects' mailing lists, among others. Two instances of the newsletter have been published so far, and the latest news from EFPF have featured in both instances.

In this respect, participation in the ENGINE initiative and the publishing the newsletter has contributed not only towards the dissemination and promotion of the EFPF project but also towards the establishment of an ecosystem of collaborative projects in the digital manufacturing space.

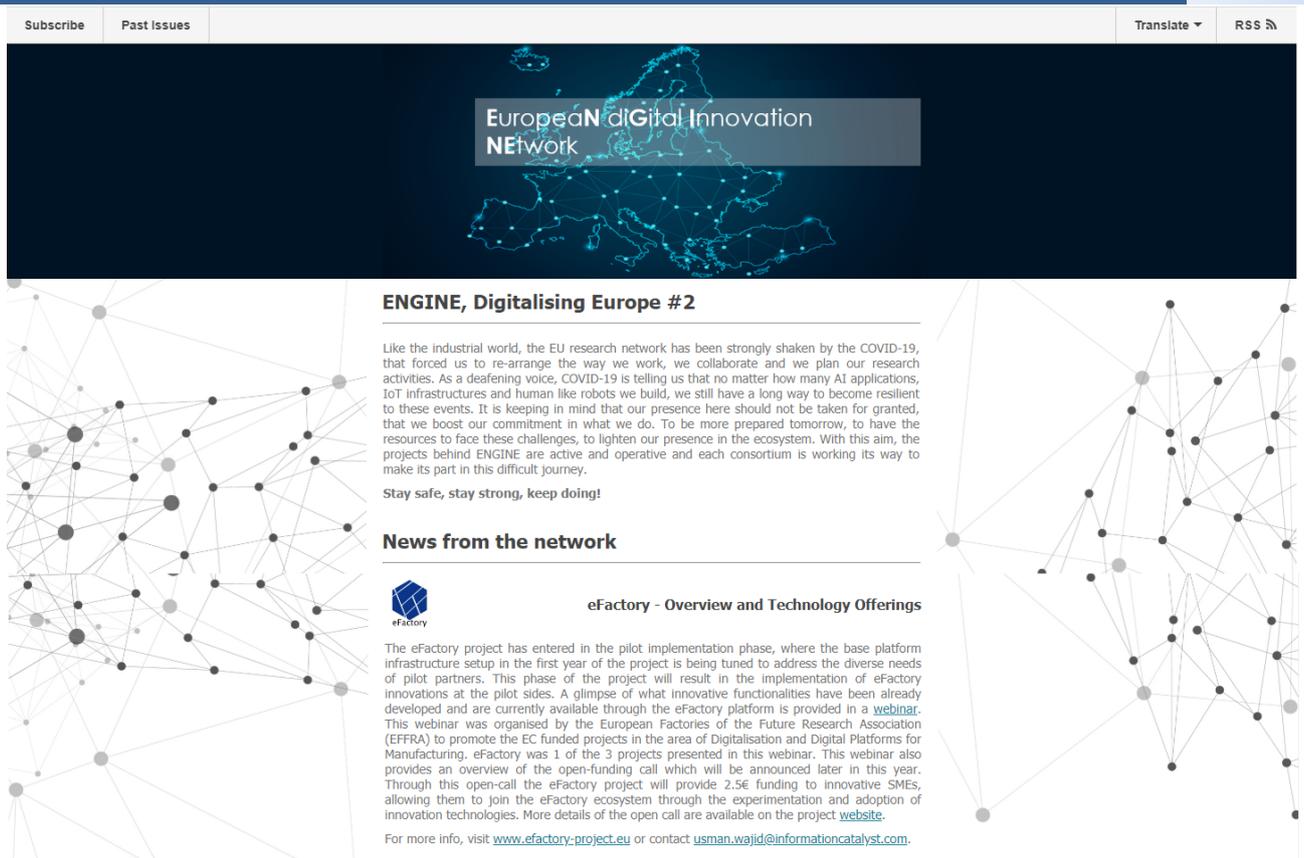


Figure 16: Screenshot of the second ENGINE Newsletter

3 Dissemination Events

This section provides an overview of some of the key events where partners presented the project.

3.1 Past Events

21.02.2019	Working Group Meeting on Standards of the Austrian Platform Industry 4.0	Partner: ASI
Brief Description	EFPF was presented in the meeting of the Working Group on Standards of the Austrian platform for Industry 4.0, 21. February 2019. The presentation had the objective to raise awareness about the project and its relation to the EU initiatives on digitising European Industry, mainly focusing on how standard and standardisation can support these initiatives.	
Impact	Participants of the meeting included members of the Austrian Platform Industry 4.0, including representatives from companies (incl. SMEs), ministries, patent office, research organisations such as universities and standardisation bodies like Austrian Standards, OVE and IEEE. Special guest was Mr Udo Bausch, Chairman of Systems Committee Smart Manufacturing IEC. The presentation helped to raise awareness and interest in the work of the EFPF project.	



02.-04.04.2019	Trade Fair Aircraft Interiors Expo (AIX), Hamburg	Partner: HAW
Brief Description	The world most significant exhibition for aircraft interiors was used to discuss the first requirements of the aerospace use case in the EFPF project with potential end-users.	
Impact	more than 600 exhibitors in total, more than 90 exhibitors at the Hanse-Aerospace booth, more than 18,000 visitors	



10.-11.04.2019	Industry4.0 Summit Manchester	Partner: ICE
Brief Description	<p>ICE presented the EFPF project in the Industry4.0 Summit in Manchester. It is the UK's premier gathering of senior-level executives from the UK manufacturing industry interested in developing their digital strategies. The summit was attended by over 2000 people over two days. At the exhibition booth, digital manufacturing and IoT solutions developed as part of the base platforms (such as vf-OS and DIGICOR) were the key attractions. Participation in the summit enabled ICE to promote the EFPF project along with its aim to establish an open, connected factory platform in Europe. In addition to the exhibition of EFPF offerings, a presentation of a distributed workflow automation solution was made by ICE.</p>	
Impact	<p>The Industry4.0 Summit attracts leading authorities from government, business, academia & industry associations keen to share their experiences and to look at best practices for manufacturers eager to implement change across their organisation. A large number of people expressed interest in the EFPF platform. Also, the presentation of the distributed workflow automation solution helped increase the awareness of the tools that will be offered through the EFPF platform.</p>	



22.05.2019	Energy Efficiency Conference 2019, Athens	Partner: KLE
Brief Description	The established annual meeting on energy efficiency was successfully concluded for the seventh time in a row with a clear message to plan and initiate immediate measures to reduce energy consumption and environmental pollution. At his presentation during the Conference, Mr Angelos Papadopoulos (Group HSE and Technical Services Manager at KLEEMANN) has explained how the Industry 4.0 tools and functionalities that will be applied in EFPF project, have the potential to improve energy efficiency in the industrial domain from a circular economy perspective.	
Impact	More than 180 senior executives participated in the fruitful dialogue, which included presentations on current energy audit topics and case studies from industry leaders and large building installations. EFPF was presented and attracted interest.	



22.-23.05.2019	FoF Community Days, Brussels	Partner: ICE
Brief Description	The two-day event included brokerage sessions to bring together different stakeholders of the digital manufacturing domain. This was followed by parallel sessions focussing on the project results, demonstrators and their impact, covering a broad spectrum of technologies and applications. EFPF was presented.	
Impact	More than 120 participants were introduced to EFPF, and some interesting discussions took place regarding the use of tools on the platform.	



05.-06.06.2019	Cluster Meeting Digital Manufacturing Projects DMP), London	Partner: all
Brief Description	Experts from the three EU projects ZDMP, QU4LITY and EFPF met to discuss synergies between projects. In the meeting, joint activities regarding the development of industrial standards, joint publications and joint participation in events for the dissemination of the results of all three projects were agreed upon.	
Impact	A total of 25 work package leaders and software developers met and exchanged information across projects.	



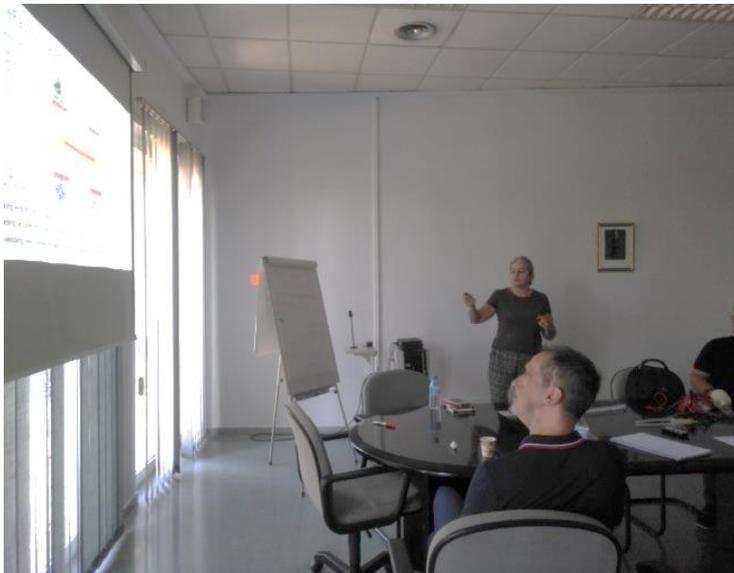
17.-23.06.2019	Trade Fair Paris Air Show (PAS), Paris Le Bourget	Partner: HAW
Brief Description	The 53rd Paris Air Show is considered the world's largest aerospace event. Experts from the aerospace and telecommunications industries and their players meet every two years. With more than 2,450 companies attending, it is an opportunity for discussions and the signing of contracts. The order volume in 2019 was over 140 billion dollars. The event has a strong international dimension with the presence of over 300 official delegations, visits from the French President and members of the French government. There were a total of around 316 000 visitors and 2700 journalists.	
Impact	For EFPF, about 30 technical discussions with experts and about 20 conversations with private visitors were held.	



10.-11.09.2019	14th Day of the Aerospace Regions in Germany, Potsdam	Partner: HAW
Brief Description	The Day of Aerospace Regions in Germany is traditionally the industry meeting of aerospace experts in Germany. Under the motto "Innovation for low-emission aviation", technological approaches, as well as procedures for optimising supply chains with the help of Internet platforms, were discussed.	
Impact	Besides the conference, discussions were held with five interested companies about the EFPF platform and its future functions and tools.	



04.10.2019	Workshop with Researchers, Valencia	Partner: AID
Brief Description	<p>AIDIMME has taken the opportunity of doing dissemination on EFPF project to a group of researchers of the Faculty of Mechanical Engineering and Naval Architecture from the University of Zagreb. They were at AIDIMME on a training stage for two weeks. The session took place on October 4th, 2019, at AIDIMME premises.</p> <p>The meeting was focused on showing to the researchers other capabilities by AIDIMME beyond the subject of the training and EFPF has been demonstrated as the paradigm of an excellent European collaboration towards the leadership of Europe in B2B.</p>	
Impact	<p>Croats have shown their interest in the concept behind and the possibilities this kind of platforms can provide to widen the commercial relationships between European companies.</p>	



27.09.2019	Researcher's Night 2019, Thessaloniki	Partner: CERTH
Brief Description	<p>"Researcher's Night" is an initiative of the European Union, aimed at familiarising the public with the world of research. Every year, on the last Friday of September, the "Researcher's Night" events are organised throughout Europe. Greece is consistent in its appointment by continuously undertaking the organisation of events since the beginning of the institution in 2005.</p>	
Impact	<p>The event showcases the diversity of research and highlights the impact of research on our daily lives. The aim is also to motivate young people to embark on research careers. The events promote how researchers contribute to our society by displaying their work in an interactive and engaging forum. CERTH had a booth to demonstrate the fill level sensors monitoring system, which is part of the EFPF Circular Economy pilot scenario.</p>	



17.10.2019	Habitat Congress 2019, Valencia	Partner: AID
Brief Description	<p>Habitat Congress celebrated its third edition with the focus on the digitalisation of the industry, both in its productive aspects and in its market orientation where the creation of value through interaction with customers is increasingly important. Several examples of how business models are transformed in the digital context were showed. Habitat Congress is possible thanks to the close collaboration of the main industrial, institutional and technological actors in the furniture sector with the support of the Generalitat Valenciana through the program of support for the industrial sectors. The event can combine companies, associations and sector federations, the Valencian administration and AIDIMME, the Technological Institute, in a single forum, to understand the changes in the competitive environment and generate a joint vision on the future of the sector. AIDIMME had a booth in the main entrance of the Congress to explain EFPF to some stakeholders from the audience interested in.</p>	
Impact	<p>Habitat Congress 2019 (http://www.aidimme.es/@congresohabitat) brought together more than two hundred professionals from the Habitat industries (furniture value chain).</p>	



06.-07.11.2019	Innovation and Networking Days, Bonn	Partner: CERTH, KLEEMANN
Brief Description	The Innovation and Networking Days will be hosted by Fraunhofer FIT following the three previous successful editions held in Bonn in 2013 and 2017 as well as in Torino in 2018. The event is co-organised by LINKS Foundation (Italy) and by the Centre for Research and Technology CERTH (Greece). The event unfolds through two consecutive half-days organised around inspirational speeches and technical presentations, informal discussions at World Cafés and networking opportunities. On the evening of the first day, a networking and poster session (including drinks) will be organised to facilitate connections among participants further.	
Impact	The Innovation and Networking Days allow innovators from industry, research and public administrations to meet, share, network and discuss different facets of a broad topic(s). In this edition, it will be Smart City and Energy as well as Intelligent Processes. CERTH and KLEEMANN present a poster about EFPF there.	



13.11.2019	European Conference "Boosting Innovation through Standards", Brussels	Partner: all
Brief Description	CEN and CENELEC are the European standards organisations. They have organised a conference for researchers, technologists and innovators to show how standards support the scaling of research and innovation in markets. Small exhibition stands enabled the exchange with the participants on the fringes of the conference.	
Impact	Some discussions were held about opportunities for using the EFPF platform outside of Europe with companies from Asia (China, India) and Saudi Arabia.	



11.-13.11.2019	Convergence, The Global Blockchain Congress, Malaga	Partner: CERTH
Brief Description	<p><i>Convergence</i> is the first global blockchain conference, bringing together the worldwide blockchain community for an intense dialogue with regulators, policymakers, industry influencers and members of the social impact community. Attendees have several unique opportunities not available at any other blockchain gathering. With close to 1,400 attendees representing over 50 countries, some 230 speakers and over 80 keynotes, panels, fireside chats, roundtables and meetings, <i>Convergence</i> met its goals in terms of size and scope.</p>	
Impact	<p>Some discussions were held about opportunities for using blockchain technologies via the EFPF platform.</p>	



13.-14.11.2019	Big Data London (BDL2019) Event, London	Partner: ICE
Brief Description	<p>ICE presented data analytic and digital manufacturing aspects of the EFPF project in the Big Data London (BDL) event in London. It is the UK's premier gathering of ICT companies from across the globe, who are developing innovative data-centric solutions. The BDL event was attended by 130 leading technology vendors, including EFPF partner ICE who showcased the EFPF platform among the latest solutions from other companies. Most of the industrial solutions offered deep dives into AI, Governance, Big Data, DataOps, Self Service Analytics and many other data science topics. Dozens of UK media and analysts covered the event over the two days, including ITV, The Telegraph, Computer Weekly, Verdict, ITPro, IDC and TechMarketView. At the exhibition booth, digital manufacturing and IoT solutions developed as part of the base platforms (such as vf-OS and DIGICOR) were the key attractions. The EFPF project banner and brochure also generated a lot of interest.</p>	
Impact	<p>The Big Data London event attracts leading technology companies (such as Google, IBM, H2O, Snowflakes, Couchbase, Confluent, Domo, Talend, etc.) keen to share their data-centric solutions. The attendees of the event were a healthy mix reflecting the full spectrum of the Big Data community across data creators, data modifiers and data consumers. A large number of attendees expressed interest in open EFPF platform and obtained information about the open-call mechanism in the EFPF project. The BDL event provided an excellent opportunity to showcase the data analytic solutions being developed and integrated into the EFPF platform. The event also served to promote the EC funded innovation across the international audience.</p>	



16.11.2019	2019 SMECLUSTER EVENT 5 Bridgend, South Wales UK	Partner: C2K / SEMA
------------	---	------------------------

Brief Description	This practical demonstration event is held every two years and showcases the work undertaken in the research community and exploitation routes to market in the business world. Several business speakers are invited to speak and present their visions of the technology that will become mainstream in the coming years. The audience consisted of scientists, experts and business professionals
Impact	They were showcasing the work done in several EU projects and how the results of projects such as DIGICOR have been carried forward into EFPF.

Artificial Intelligence On the Shop Floor



2011 – SMECLUSTER EVENT 1
Cloud Computing & Factory Automation:
Taking Business into the Next Generation

2013 – SMECLUSTER EVENT 2
Take advantage of the Connected Business
Community

2015 – SMECLUSTER EVENT 3
The Connected Business Community 4.0:
Service Based Software Economy

2017 – SMECLUSTER EVENT 4
Pragmatically Stepping into the Twinned Digital
World of 4IR:
The fourth Industrial Revolution

www.smecluster.com

2019 SMECLUSTER EVENT 5

These projects received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No 723336 and 825075



Video sessions of the different activities have been recorded and will be uploaded to www.smecluster.com



28.-30.11.2019	23rd Pan-Hellenic Conference on Informatics (PCI 2019), Nicosia, Cyprus	Partner: CERTH
----------------	---	-------------------

Brief Description	The conference provides a unique opportunity for presenting methodological approaches to describe, explain, predict, and design information and communication models, architectures, and systems for the business environment. The audience consisted of scientists, experts and professionals in computer science and the emerging fields of informatics
Impact	Presentation of 'Transforming the supply-chain management and industry logistics with blockchain smart contracts' concerning EFPF Circular Economy scenario was given.

03.-05.12.2019	IDSA 2nd Winter Days, Paris	Partner: CERTH
Brief Description	Insights in projects adopting IDS concepts at national and European level, presentations on use cases and concrete applications as well as interactive sessions and networking sessions were shown. Technical Managers, R&D managers, Developers, SMEs, Business Consultants, CEOs, CIOs, COOs and CTOs from industrial and software sectors, Academics, Researchers and EC members discussed. Innovative, data-driven business models of companies were combined with the IDS concept for data sovereignty and secure data ecosystems. A central insight that was shared by all participants: IDS is already taking place, and the threshold for market acceptance has already been crossed. This was made clear by the presentation of concrete implementations, applicable concepts and market-ready products.	
Impact	Almost 200 participants attended the 2nd IDSA Winter Days in Paris. Presentation of EFPF use case pitch about Circular Economy Scenario based on smart waste management. The EFPF scenario was introduced alongside with the mapping of use case architecture with the IDS reference architecture.	



29.01.2020	Steering Committee Meeting of the Supply Chain Excellence (SCE) Initiative, Berlin	Partner: HAW
Brief Description	The German Supply Chain Excellence (SCE) initiative bundles the measures for increasing the efficiency of German aerospace companies to remain competitive in the global marketplace. One of the most critical topics is the digitisation of small and medium-sized enterprises (SMEs), among other things, with the help of new technology platforms such as the EFPF platform. The project partner Hanse-Aerospace represents the interests of aerospace SMEs in the steering committee of the SCE initiative, as mentioned above. In this meeting, it was decided to approach the politicians more intensively to obtain essential funding for the two programme offices for the initiative. In particular, established aerospace trade fairs will be used for this purpose. The EFPF project will be represented at these trade fairs and will certainly convince many SMEs of the new possibilities of this innovative platform.	
Impact	12 leader of different German aerospace associations were informed about the EFPF project and act as a multiplier to their over 100 member companies.	

04.08.2020	Virtual event "Zhejiang Overseas Online Matchmaking Conference on Smart City/ Austria Online Technology Session" on 04th August 2020	Partner: SRFG
Brief Description	This virtual event is sponsored by the Zhejiang Provincial Department of Science and Technology (ZDST) and the Austrian Embassy in Beijing. The event was organised with the aim to support joint R&D projects that is planned to be funded in 2021. The event included several 7-min pitches given by Chinese high-tech AI companies (Alibaba DAMO, NetEase Games, Yue Yin Technology Inc) and Austrian companies (My Privacy, AIT, X-NET, and SRFG). SRFG's presentation on "Digital Twins for Product Life Cycle Traceability", included one slide description of the EFPF project, plus a reference to the EFF as an organisation that is established and located in Austria.	
Impact	The event included both high-tech representatives and politicians from two countries, China and Austria, which gave an update on EU-funded EFPF projects and on, at that time, newly established EFF.	

The screenshot shows a Zoom meeting interface. On the left, a presentation slide titled "eFactory Foundation (EFF)" is displayed. The slide content includes:

- <https://efactoryfoundation.org/>
- Established in 2019 in Vienna (Austria)
- An association of research and industry organizations in the ICT sectors
- A legally independent body providing an open platform for collaborations.

Below the slide, a table lists meeting topics and speakers:

15:37-15:45	Security	
15:45-15:52	Unmanned vehicle application in sanitation and sightseeing	<i>Yin Yin Technology Inc.</i>
15:52-16:00	Digital Twins for Product Life Cycle Traceability	<i>Schuberg Research</i>
16:00-16:07	Encryption of Content - Compliance Beyond Firewalls	

The main video feed shows a conference room with a large screen displaying Chinese text: "浙江全球科技精准合作‘云对接’系列 奥地利智慧城市专场活动". Several people are visible in the room, some wearing masks.

3.2 Future Events

A significant number of trade fairs in 2020 – especially in the aerospace sector – were cancelled or postponed due to the unexpected COVID-19 situation. Many of them will take place in the following years.

Year	Exhibition / Conference Name	Date	Location
2020	EFFRA event	11.03. - 12.03.2020	Online Event
2020	FIMMA-MADERALIA	10.03. - 13.03.2020 postponed to November	Valencia (Spain)
2020	Aircraft Interiors Expo	31.03. - 02.04.2020 cancelled	Hamburg (Germany)
2020	Hannover Messe	20.04. - 24.04.2020 cancelled	Hannover (Germany)
2020	ILA Berlin	13.05. - 15.05.2020 cancelled	Berlin (Germany)
2020	ICE/IEEE ITCM Conference	15.06. - 17.06.2020	Online Event
2020	Farnborough Airshow	20.07. - 24.07.2020 cancelled	Farnborough (UK)
2020	HABITAT Fair	22.09. - 25.09.2020	Valencia (Spain)
2020	HABITAT CONGRESS	October 2020 (tbd which date)	Valencia (Spain)
2020	AIRTEC Munich	12.10. - 14.10.2020	Munich (Germany)
2020	World Manufacturing Forum	11.11. - 12.11.2020	Cernobbio (Italy)
2020	I-ESA 10th International Conference On Interoperability for Enterprise Systems and Applications	17.11. - 20.11.2020	Online Event
2020	ISM 2020 - International Conference on Industry 4.0 and Smart Manufacturing	23.11. - 25.11.2020	Linz (Austria)
2020	ICT 2020: Leading the digital Age	01.12. - 03.12.2020 cancelled	Cologne (Germany)
2021	Aircraft Interiors Expo	13.04. - 15.04.2021	Hamburg (Germany)
2021	Hannover Messe	12.04. - 16.04.2021	Hannover (Germany)
2021	HABITAT Fair	September 2021 (tbd which date)	Valencia (Spain)
2021	Paris Airshow	21.06. - 27.06.2021	Le Bourget [Paris] (France)
2021	HABITAT CONGRESS	October 2021 (tbd which date)	Valencia (Spain)
2022	Aircraft Interiors Expo	tbd	Hamburg (Germany)
2022	ILA Berlin	tbd	Berlin (Germany)
2022	Farnborough Airshow	tbd	Farnborough (UK)
2022	HABITAT Fair	September 2022 (tbd which date)	Valencia (Spain)
2022	HABITAT CONGRESS	October 2022 (tbd which date)	Valencia (Spain)

Table 3: List of events with the participation of EFPF partners

A register of all (pilot-sector) relevant industrial events is being maintained by the project and based on that, the EFPF team aims to present the project outcomes in the events listed in Table 3.

3.3 Collaboration and Joint Events with Other Projects

As part of the ecosystem development goal, the EFPF project has actively contributed towards the establishment of a Digital Manufacturing Platforms (DMP) cluster that initially involves other DT-ICT-07-2018 projects ZDMP and QU4LITY. Since then, the DMP cluster has been extended to involve the DT-ICT-07-2019 projects and other relevant projects and initiatives such as EFFRA (European Factories of the Future Research Association). The DMP cluster has developed a plan for collaboration activities that involve different teams from participating projects to work together on topics of joint interest such as joint dissemination, platform interoperability, standardisation, among others. Following workgroups in the DMP cluster are established.

Figure 17: Examples for joint dissemination material for DMP cluster and example for a webinar with presentations from EFPF perspective

These working groups are composed of experts from all DMP projects and work is in progress to (a) bring more transparency into the different (WG relevant) activities; (b) identify areas of technology cross-over and knowledge exchange/reuse; and provide opportunities for joint work:

- WG1 Standardisation
- WG2 Dissemination
- WG3 Research
- WG4 Performance
- WG5 Market Analysis

- WG6 Open Calls
- WG7 Platforms
- WG8 Pilots

So far the DMP cluster has organised number of physical and virtual events to exchange ideas and report progress on the collaborative activities. For example, 2 pan-European workshops were organised from EFFRA on 12.03.2020 and 20.05.2020.

In the near future, the EFPF project plans to organise webinars for end-users in the DMP cluster. These webinars will provide demonstrations of developed tools in the EFPF project. Also, the collaboration with the CSA projects Connected Factories 2 and OPEN DEI is established and shall be continued e.g through participation in webinars. EFPF partners will contribute with presentations in webinars and invite internal and external experts to show their solutions. The EFPF team has designed the joint layout.

11.03.2020	EFFRA Webinar / DMP Cluster Meeting #1	Partner: ICE, HAW, CERTH, BRM, ASI
Brief Description	This webinar focused on the projects associated to the call topic DT-ICT-07-2018-2019 (Digital Manufacturing Platforms for Connected Smart Factories), complemented by other key projects in this area. The main outcome and objectives of the projects were presented. The webinar addressed domains such as human-centered manufacturing, circular manufacturing, dataspaces for manufacturing and security for manufacturing.	
Impact	Near 60 participants from all over Europe learned about the ongoing platform development initiatives and the value propositions of different platforms. The areas for potential collaboration were identified and a plan for joint work was agreed	

The image shows a LinkedIn event post. On the left is the EFFRA logo, a stylized 'E' composed of yellow, green, and blue shapes. Below it, the date '11.03.2020' and a notification icon with '0' are visible. A 'Share' button is followed by social media icons for Facebook, Twitter, YouTube, Google+, and Pinterest. The main event banner features a blue background with a network of glowing nodes and lines. The text on the banner reads: 'Digitalisation and digital platforms for manufacturing webinar' in orange and white, with the 'CONNECTED FACTORIES' logo to the right. Below the banner, the event details are listed: '11 March 2020' and 'Live Webinar from 09:15'. At the bottom of the post, the title 'Digitalisation and digital platform Webinar' is repeated, followed by a link 'Digitalisation and digital platform live webinar' and the time '11 March 2020 at 09:15'.

13.05.2020	DMP Cluster Meeting #2	Partner: ICE, HAW, CERTH, BRM, ASI
Brief Description	The meeting was to align joint activities of the projects financed under the call "H2020-DT-ICT-07-2018- 2019 - Digital Manufacturing Platforms for Connected Smart Factories". The objective was to define a common cluster strategy for cooperating, dissemination and outreach of the cluster projects results.	
Impact	approx. 35 people from the cluster projects ZDMP, QU4LITY and EFPF exchanged knowledge and ideas	

DMP WG Leaders Meeting Agenda May 13th

- Prepare the next DMP Cluster Meeting, June 4th
- Contribute (WG3 Research) to the new CF2 Maturity Pathways
 - Circular Economy
 - Data Spaces for Manufacturing

11:00 Introduction and Objectives

11:10 WGs Progress Presentations Plans for June 4th Meeting

- WG1 Standardisation; * *for cross-domain DT topics we can address OPEN DEI CSA*
- WG2 Dissemination; *
- WG3 Joint Research; *
- WG4 Performance; *
- WG5 Business; *
- WG6 Open Calls; *
- WG7 Platforms; *
- WG8 Pilots; *

11:50 Brief Presentation of the two Maturity Pathways

Supported by European Commission grant number 873086



04.06.2020	DMP Cluster Meeting #3	Partner: ICE, HAW, CERTH, BRM, ASI
Brief Description	Aim of this meeting was the alignment of activities in the Workgroups WG1-Standardisation and WG7-Platforms. The CSA Connected Factories2 also presented the latest work on Pathways for Digital Platforms. New activities, e.g. CWA "App Requirements" (WG1 Standardisation), were presented to the audience.	
Impact	approx. 40 participants from 6 EU projects exchanged their expertise and knowledge on the WG topics. The WG leaders presented latest progress from their WGs and a plan for gathering further input from participating projects was formulated. The cluster projects agreed to update the EFFRA innovation portal with the latest developments in the projects	



**CONNECTED
FACTORIES**

DMP Cluster meeting
4 June 2020
09:30-13:00 CET

**CONNECTED
FACTORIES**

[Join the meeting via Gotomeeting](#)

[ConnectedFactories - origin of the project and outreach](#)

AGENDA

09:30-09:45	Introduction and Objectives (CF2) Q&A
09:45-10:30	WG1 Standardisation - CWA - terminology - requirements - data exchange (Olga Meyer, IPA Fraunhofer) Q&A
10:30-11:15	WG3-CF2 Pathway: Data Spaces for Manufacturing (CF2 Sergio Gusmeroli, Politecnico di Milano) Q&A
11:15-12:00	WG7 Digital Platforms - reference architectures - open source - marketplace interoperability (Usman Wajid, Information Catalyst) Q&A
12:00-12:45	WG3-CF2 Pathway: Sustainability and Circular Economy (CF2 Katri Valkokari, VTT) Q&A
12:45-13:00	Conclusions and Next Steps (CF2) Q&A

This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreements No 723777 (ConnectedFactories1) and 873086 (ConnectedFactories2) under the Factories of the Future PPP.

23.06.2020	DMP Cluster Meeting #4, WG1 Standardisation	Partner: ICE, HAW, CERTH, BRM
Brief Description	New activities, e.g. CWA "App Requirements" (WG1 Standardisation), were discussed. The new partner project Kyklos 4.0 presented the key facts.	
Impact	approx. 25 partners from DMP cluster projects attended the meeting to discuss standardisation activities being carried out in different projects. The progress on a joint CWA was also reported	

WP 1 Standardisation: Next WG1 Workshop

-- Next WG1 Workshop --

Date/Time: Next meeting [Doodle](#).

Place: Remote, MS Teams (tbd)

Participants: WG1

Contact: olga.meyer@ipa.fraunhofer.de

[Here you can join the mailing list for WG1](#)

[Next meeting Doodle](#)

Agenda

- > **(16 - 17 CEST) General update on actions (MEYER, QU4LITY)**
 - Standardization in Kyklos 4.0 (BENGTSSON, Kyklos 4.0)
 - Standardization in QU4LITY (MEYER, QU4LITY)
 - Other?
- > **(17 – 18 CEST) CWA preparation (GRUNEWALD, ZDMP)**

Any other volunteers for the next WG1 meeting? → please inform olga.meyer@ipa.fraunhofer.de

Do not forget to provide CWA participants from your project to olga.meyer@ipa.fraunhofer.de





Working Groups „Standardisation“

08 June 2020

3.4 Other Dissemination Events

24/25.03.2020	Workshop on Digital Platform Ecosystems: From Interoperability to Federation (IFED 2020), in conjunction with the I-ESA 2020 conference, Tarbes, France, March 24-25, 2020	Partner: SRFG
Brief Description	<p>The IFED 2020 Workshop addresses the present interoperability challenges for digital manufacturing platform (DMP) ecosystems and points at a variety of interoperation solutions, e.g. semantic interoperability at the data level (decoding the meaning of data), structural interoperability (decoding the organisation of data), syntactic interoperability (converting data from a serialised representation to an internal data structure). IFED 2020 also addresses AI methods to leverage interoperation capabilities of federated platforms.</p> <p>More details: https://www.efpf.org/post/ifed-2020-call-for-papers</p> <p>NOTE: The IFED 2020 is postponed from March 2020 to November 2020, due to the COVID-19 outbreak.</p>	
Impact	<p>This workshop, collocated with I-ESA 2020 conference can be considered as one of the first research oriented DMP cluster events. At IFED 2020, the ongoing projects from the H2020 DT-ICT-07-2018-2019 call, contributed towards shaping up the work pgoram of the event</p>	



An excerpt from the final Conference Program is presented below:

WEDNESDAY November 18 th			
Keynote speaker 2 - Pr. Fernando Mas - CTO (CHIEF TECHNOLOGY OFFICER) AT M&M Aeronauticos, Sapin			
Coffee break			
Track 5. Ontology-based engineering	Track 6. Data and Knowledge Modeling	Track 7. Business oriented applications	Workshop 8. Pathways towards a Modelling and Architecture Language for Interoperable Cyber-Physical Systems
Lunch break			
Workshop 5.1 Industrial Ontology Foundry (IOF) – achieving data interoperability	Workshop 6.1 Zero defects Manufacturing platforms	Workshop 7.1 Digital Platform Ecosystems: From Interoperability to Federation	Workshop 9.1 Challenges of Enterprise Interoperability in industry
Coffee break			
Workshop 5.2 Industrial Ontology Foundry (IOF) – achieving data interoperability	Workshop 6.2 : Zero defects Manufacturing platforms	Workshop 7.2: Digital Platform Ecosystems: From Interoperability to Federation	Workshop 9.2 : Challenges of Enterprise Interoperability in industry

02.06.2020	Apache FeatherCast on Apache APISIX in EFPF	Partner: SRFG
Brief Description	10 Minutes Interview via Google Meet, on the usage of Apache APISIX for the implementation of the API Security Gateway (in EFPF)	
Impact	This interview includes video as well as an audio recording. The resulting interview will be promoted using EFPF communication channels in both formats – audio (currently available on) on http://feathercast.org/ and video (currently available) on https://www.youtube.com/theapachefoundation	



3.5 Work in Social Media Channels

For the work in social media channels the project team defined a List of Hashtags that should be used for EFPF. The defined hashtags are:

- #EFPF
 - #H2020
 - #HorizonEU
 - #DigitiseEU
 - #FoF_EU
 - #EFFRA
 - #DSMeu
 - #Manufacturing
 - #SmartManufacturing
 - #ConnectedFactory
 - #digital
 - #DigitalPlatforms
 - #SmartFactory
 - #industry40
 - #IoT
 - @FoF_EU
 - @EFFRA_Live (this is the official account of EFFRA)
 - @DSMeu (this is the official account of the Digital Single Market)
 - #IIoT
 - #Cybersecurity
 - #Standards
 -
 - In addition, the project is making active use of the following social media channels:
 - Facebook: EFPF Project)
 - Twitter: @EFPFproject)
 - LinkedIn: EFPF Project
 -
- News from the project is being continuously posted on the above channels
- -

3.6 Planning for Future Dissemination and Communication Activities

In order to allow planning and fine monitoring of dissemination and communication activities, a detailed plan of activities, providing nature and number of communications per month until the end of the project is provided below:

Dissemination and Communication Activities	Lead Partner	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48
		July	August	September	October	November	December	January	February	March	April	May	June	July	August	September	October	November	December	January	February	March	April	May	June	July	August	September	October	November	December
Social Networks - LinkedIn	ICE	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2
Social Networks - Facebook	ICE	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2
Social Networks - Twitter	HAW	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2
Website News/Update	ICE	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	
Website Blog	ICE	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	
DMP Cluster Update	HAW					1		1		1		1		1		1		1		1		1		1		1		1		1	
Webinar	UoS-ITI					1		1	1				1						1						1					1	
Open-Call Newsletter					1																										
Open-Call Email Invitations (DIH etc)					1	1	1	1																							
Tool/Solution Brochure	HAW						4		3		4		3																		
Hackathon	FOR															1															
Promotion Video	HAW				1	1						1						1						1						1	
Publication (Scientific/Whitepaper)	All										1						1					1							1		
Event - EFPF Conference / Workshop	ICE															1														1	
Event - AIRTECH Munich	HAW					1																									
Event - World Manufacturing Forum	HAW						1																							1	
Event - Big Data London	ICE																1													1	
Event - I-ESA Conference	SRFG						1																								
Event - International Conference on Industry4	SRFG						1																								
Event - EU ICT Conference																															1
Event - Aircraft Interiors Expo	HAW										1																				
Event - Hannover Messe	HAW										1																				
Event - Habitat Furniture Fair	AID																1														
Event - Paris Airshow	HAW												1																		
Event - Habitat Furniture Fair	AID																												1		
Event - Habitat Congress	AID																													1	

Due to the fluid nature of events taking place in the wake of COVID-19 pandemic, the above plan and the list of activities remains tentative. This means the timing of some of the activities (especially physical events) may change and more activities or events may be added in the plan.

3.7 Planning for SMEs Using EFPF Platform

The effective implementation of the dissemination and communication strategy will enable the project to establish an active and vibrant ecosystem of digital manufacturing stakeholders in Europe. The following plan describes the projects view of SMEs using smart factory solutions through EFPF and SMEs joining the federated EFPF ecosystem through the remaining period of the project. This plan will be implemented, monitored and finetuned throughout the project by the WP11 leader, in conjunction with the EFPF EXEC board, to ensure that the desired impact of the dissemination and communication activities, as well as the overall project can be achieved

Status	Certainty of (day to day) Usage	M19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	M48	
		July	August	September	October	November	December	January	February	March	April	May	June	July	August	September	October	November	December	January	February	March	April	May	June	July	August	September	October	November	December	
SMEs registered on federated platforms	Medium	150					300														500										650	
SMEs registered through EFPF portal	High	18				38	50		70							90								110								140
SMEs actively using innovative EFPF solutions	Very High	18													45												80					100

A cluster of HAW member companies is setup on iQcluster. Over 100 AID member companies are currently being registered. Additional platforms through open calls and dissemination will further enhance the ecosystem

Open access to the EFPF portal has resulted in a number of new SME registrations since July 2020. This number is expected to grow at a steady pace supported by the dissemination activities

A number of SMEs will be actively using the EFPF solutions through the open funded and non-funded calls starting from Sept 2021

As an effect of dissemination and communication activities companies from the upper categories are expected to move down

3.8 Strategy for Dissemination Activities in the COVID-19 Crisis

In the actual situation all over Europe, the trade fairs and events are cancelled or postponed. Physical meetings are not possible. That is why the project team decided to foster activities without physical meetings. These activities are shown in:

<ul style="list-style-type: none"> Activity 	<ul style="list-style-type: none"> Status Not yet started  Active  Completed 
<ul style="list-style-type: none"> The project partners will record short videoclips to show and explain their contribution to the project. The videos will be published in the above-mentioned social media channels and on the project website. A screenplay for the videos was written and is available for each partner. 	<ul style="list-style-type: none"> 
<ul style="list-style-type: none"> The EFPF team plans a series of webinars to promote and demonstrate the value proposition of the platform for open call experimenters and other 3rd parties. The objective is to show potentially interested companies the possibilities of the EFPF platform and invite them to join the ecosystem 	<ul style="list-style-type: none"> 
<ul style="list-style-type: none"> Regular End-User webinars for different topics shall be organised together with other projects to show the possibilities of the EFPF platform to end-users. The long-term operation of the platform will be taken over by the EFF (European Factory Foundation) as a partner in the EFPF consortium. 	<ul style="list-style-type: none"> 
<ul style="list-style-type: none"> The project partners will participate and give presentations in virtual workshops for knowledge exchange between projects organised by DMP cluster together with EFFRA, OPEN DEI and other EU projects. 	<ul style="list-style-type: none"> 
<ul style="list-style-type: none"> Each project partner shall contact the local Chamber of Commerce. An example of a publishable text was sent out to all partners. The aim is to be present in the periodic publications (e.g. newsletters) and win interested companies for the open call phase. 	<ul style="list-style-type: none"> 
<ul style="list-style-type: none"> The number of publications in different scientific journals, in online conferences and virtual workshops (papers, reviews, etc.) shall be raised. 	<ul style="list-style-type: none"> 
<ul style="list-style-type: none"> A lot of emphasis is to be paid towards promoting the project through virtual meetings. This includes regular updates on social media and web channels and also the development of new videos and electronic brochures that can be widely distributed through virtual channels 	<ul style="list-style-type: none"> 
<ul style="list-style-type: none"> The project will develop close synergies with EFFRA and other projects to utilise joint dissemination opportunities A web-site link and news exchange program will also be developed to with other EU funded projects 	<ul style="list-style-type: none"> 

Figure 18: Activities for dissemination in the COVID-19 situation

With these actions, the project team will increase the awareness for the project and its results until the restrictions of the actual COVID-19 situation are lowered.

4 Publications

4.1 Peer Reviewed Research Publications

4.1.1 Accepted Research Publications

	Title	Author(s)	Proceedings, Book, Journal
1	Federated Identity Management and Interoperability for Heterogeneous Cloud Platform Ecosystems	N. Selvanathan, D. Jayakody and V. Damjanovic-Behrendt	In Proceedings of the 14 th International Conference on Availability, Reliability and Security (ARES'19), Workshop on Industrial Security and IoT (WISI 2019), August 26-29, 2019, Canterbury, United Kingdom. Open Access: https://doi.org/10.1145/3339252.3341492
2	Transforming the supply-chain management and industry logistics with blockchain smart contracts	S. Terzi, A. Zacharaki, A. Nizamis, K. Votis, D. Ioannidis, D. Tzovaras, I. Stamelos	In Proceedings of the 23rd Pan-Hellenic Conference on Informatics (PCI '19), November 2019 https://doi.org/10.1145/3368640.3368655
2	Governance Mechanisms for Federated Digital Platform Ecosystems	V. Damjanovic-Behrendt and W. Behrendt	In Proceedings of the 10th International Conference on Interoperability for Enterprise Systems and Applications (I-ESA 2020) "Interoperability in the Era of AI", November 17, 2020, Tarbes, France (virtual event)
4	Federated Search and Recommendation	D. Jayakody, N. Selvanathan and V. Damjanovic-Behrendt	In Proceedings of the Workshop on Digital Platform Ecosystems: From Interoperability to Federation (IFED 2020), in conjunction with the I-ESA 2020 conference, November 18, 2020, Tarbes, France (virtual event)

4.1.2 Planning Research Publications in Journals

Periodical	Impact factor	URL or other details	Status
Applied Sciences/ SI on Smart Resilient Manufacturing	2.474	https://www.mdpi.com/journal/applsci/special_issues/Smart_Resilient_Manufacturing#info	Planned Deadline: 28 Feb 2021
Applied Sciences/ SI on Resilient Cyber-Physical Systems	2.474	https://www.mdpi.com/si/55139	Planned Deadline: 30 March 2021

Future Internet/ SI on HCI Models and Experiences for Internet of Things Systems and Edge Computing	2.8	https://www.mdpi.com/journal/futureinternet/special_issues/HCL_ME_IOT_Edge_Computing	Planned Deadline: 28 Feb 2021
Sensors/ SI on IoT Security in Different Industrial Application Areas: Manufacturing, Autonomous Driving and Smart Farming	3.275	https://www.mdpi.com/journal/sensors/special_issues/ISDIAAMADSF	Planned Deadline: 15 June 2021
IEEE Transactions on Industrial Informatics	9.112	https://ieeexplore.ieee.org/xpl/RecentIssue.jsp?punumber=9424	Planned
IEEE Access	3.745	https://ieeexplore.ieee.org/xpl/RecentIssue.jsp?punumber=6287639	Planned
ACM Transactions on Intelligent Systems and Technology	3.820	https://dl.acm.org/journal/tist	Planned
International Journal of Computer Integrated Manufacturing (IJCIM)	2.861	https://www.tandfonline.com/toc/tcim20/current	Planned

4.1.3 Planned Research Publications for Conferences

Conference	URL or other details	Status
25th International Conference on Knowledge-Based and Intelligent Information & Engineering Systems (KES2021)	http://kes2021.kesinternational.org/submission.php	Planned Deadline:

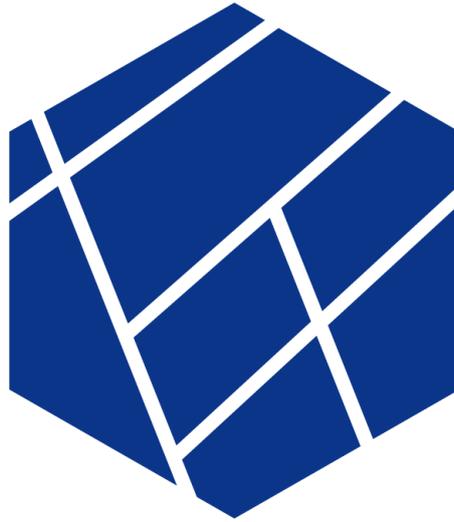
8-10 September 2021, Szczecin, Poland		
---	--	--

4.1.4 Non-Peer Reviewed Publications

	Title	Author(s)	further information
2	Participation in the COMPOSITION and EFPP projects	Kleemann Lifts	Journal "Build" #067, p. 2 Athens, 11.07.2019 https://build-constructive-news.s3.eu-west-2.amazonaws.com/Build_11_07_2019.pdf
3	KLEEMANN and Innovation	Kleemann Lifts	Kleemann Newsletter https://kleemannlifts.com/newsletter/kleemann-and-innovation

Annex A: History

Document History	
Versions	<p>V0.1:</p> <ul style="list-style-type: none"> • Document set-up and draft Table of Contents <p>V0.2:</p> <ul style="list-style-type: none"> • First draft version of Dissemination Plan <p>V1.0:</p> <ul style="list-style-type: none"> • Final draft <p>V1.0 (resubmission)</p> <ul style="list-style-type: none"> • Updates in various sections to address the EC review recommendations • Dissemination and Communication strategy analysing target groups and what they should be presented with • A clear plan linking the activities to dissemination objectives to particular stakeholder groups • A detailed plan of activities, providing number of publications and communications per month until the end of the project • A detailed plan of SMEs using smart factory solutions through EFPF • Updates in KPIs and publications • Updates in COVID related actions
Contributions	all partners



**European Factory
Platform**

www.efpf.org