D7.4
RAMP business plan 2.0 version 1.0

CONFIDENTIAL

Arto Wallin
Ali Muhammad

Arto.wallin@vtt.fi
+358 40 5765033

Ali.Muhammad@eurodyn.com

This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No. 951813.

Project acronym	Project title	Grant agreement No.
Better Factory	Grow your manufacturing business	951813

Deliverable No.	Deliverable title	Version
D7.4	RAMP business plan 2.0	1.0
Type	**Dissemination level**	**Due date**
REPORT	CONFIDENTIAL, ONLY FOR MEMBERS OF THE CONSORTIUM	31.03.2022
Lead beneficiary		**WP No.**
VTT		7

Main author	Reviewed by
Arto Wallin	Pekka Jussila
Accepted by Project Coordinator	**Accepted by Technical Coordinator**
Magnus Simons	Ali Muhammad

Contributing author(s)	Pages
Ali Muhammad	3

VTT archive code	Lead beneficiary archive code
VTT-R-01396-20	

Abstract

This deliverable introduces current business hypothesis which will be tested in Better Factory project. Business development activities will continue throughout the Better Factory project the focusing on activities of testing and refining the business hypothesis further with help of feedback from KTEs. RAMP business model and value proposition will be tested also with other potential customers and stakeholders outside the consortium.

During KTEs the feedback from participants will be collected to estimate the value creation in these interactions and potential to monetize interactions conducted via RAMP. Various feedback mechanisms are utilized with the different types of customers in order to validate all the. The draft business plan will also be used to create awareness among stakeholders relevant for the RAMP. Business plan works as a foundation for 'Elevator pitch', which will be prepared to be used in approaching potential investors and partners (regional/national/European governments, DIHs, Robot manufacturers, Large Manufacturers and private investors, among others). The Business Plan will be updated after each round of KTEs.

Project Coordinator contact	Technical Coordinator contact
Magnus Simons VTT Technical Research Centre of Finland Ltd Visiokatu 4, P.O. Box 1300, 33101 Tampere, Finland E-mail: magnus.simons@vtt.fi Tel: +358 40 543 8586	Ali Muhammad European Dynamics SA E-mail: ali.muhammad@eurodyn.com Tel: +358 400 560 851

Acknowledgement

This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No 951813

INESCTEC 35 · SUPSI · aimen TECHNOLOGY CENTRE · Cyprus University of Technology · Fraunhofer

FundingBox · NCRI · INOVA+ · GLUON · waag technology & society

European Dynamics · TIMELEX · MOBILE WORLD CAPITAL BARCELONA · Hermia Yrityskehitys Oy · HOLONIX BRING THINGS TO LIFE

TOP data science A MORPHO COMPANY · industrial generation network · GESTALT ROBOTICS · In4Art guiding curiosity.... · OULUN YLIOPISTO

CLUSTER MOBILIER TRANSILVAN · TECOS Razvojni center orodjarstva Slovenije · ICT cluster · LATVIJAS PĀRTIKAS UZŅĒMUMU FEDERĀCIJA · BYDGOSZCZ INDUSTRIAL CLUSTER

clutex klastr technické textilie · PÉCS-BARANYAI KERESKEDELMI ÉS IPARKAMARA alapítva 1881

H2020 Innovation Action – This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No 951813.