



BETTER FACTORY

D7.3

DIHs business plans 1.0
version 1.0

CONFIDENTIAL

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Abstract

D7.3 : DIHs Business plans 1.0 [M24]

The deliverable will report on the mentoring of DIHs and resulting Business plans for long term sustainability.

Task 7.3. Sustainability of DIHs (M1-M48) [Leader: VTT, Involved: FBA, DIHs]

In order to contribute to the DIHs sustainability, Better Factory network members will receive customized training and mentoring programme to support DIHs in implementing the Knowledge Transfer Program at local level as a systematic methodology to connect all the actors, at local level, involved in the manufacturing value chain, generating benefits for each of them and, at the same time, contribution to the DIH sustainability. Better Factory will provide the methodology and support to DIHs on following aspects

1. Identifying with a bottom-up approach which are the main manufacturing sectors in its ecosystem;
2. Defining the specifications that the Program should have attending to the realities of each region;
3. Defining the value proposition for Manufacturing SMEs and identifying the services which should be paid by them to show their engagement with the program;
4. Defining the value proposition for Regional Authorities and negotiate their investment based on a detailed cost structure and KPIs expected;
5. Defining the terms of a Sponsorship program at local level involving Tech-suppliers and System Integrators since the beginning, as they will be the main beneficiaries of the Technology Transfer Program;
6. Attract the attention of private investors and Large Manufacturers interested in the solutions developed at local level.

Deliverables: D7.3, D7.7

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