



# D2.1

## LER procedures

### version 1.0

Confidential

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### Abstract

D2.1 : LER procedures [5]

It will be an online catalogue of LERs on the DIH<sup>2</sup> marketplace and a toolkit for LERs including communication procedures, code of practices and pitches to address Regional bodies, SMEs and other DIHs.

Task 2.1. Local Evangelist in Robotics [LER] (M1-M48) [Leader: EUT, Involved: DIHs, ED,ISDI,PIAP,LRA,FIWARE,IDSA&Sponshorps]

EUT will coordinate the pool of LERs and will (together with them) define the Internal Procedure and the Toolkit to properly address the market. Sub-tasks:

LERs appointment and internal procedures definition [DIHs]: In the KO meeting each DIH will nominate its LER. His main mission will be to efficiently communicate with the other DIHs in the Network, with additional Robotics DIHs in its country and, specially, with SMEs (clients). A DIH<sup>2</sup> Market Toolkit (pitch to address clients, procedure and code of practises) will be defined to support LERs in their activities and compiled as LER internal procedures. LERs Training of Trainers program [EUT/ED&ISDI&PIAP&LRA&FIWARE&IDSA&Sponshorps]. A 2-days training program will be organized in M6 to help LERs in making a better use of the DIH<sup>2</sup> tools and provide training on how to bring support regarding definition of concrete architectures in compliance to the proposed Reference Architecture. The main contents are: (I). Catalogue of services offered to SMEs and how to use them; (II). Selling skills and techniques to properly offer those services to SMEs. (III). Robots demonstrators exhibition. Manufacturers in the Sponsorship Program (We use 'Sponshorp' term to refer to Robot and Components Manufacturers and Large Integrators participating in the Sponshorp Program) will show their USP, for LERs to take into account when offering. Travel cost to attend the event is covered by the project.

LERs Short-Term Mobility program [DIHs]. DIH<sup>2</sup> will promote cross-border collaboration among the DIHs by exchanging innovation staff. Each DIH will have up to 3-months support to send its LER to some other DIH which have a more mature Service Portfolio (commercial approach) approach towards SMEs (A 3-months 'Short-Term Mobility Program' has been budgeted for each DIH based on MSCA rates which is 2,100EUR/month. Each DIH can decide how to better use them, they can dedicate a part to the LERs Mobility Program and a part to the TiRs, if needed).

LERs services provision [DIHs]. LERs will provide information and first-level support to potential clients, dispatching their requests within the DIH<sup>2</sup> Network, if needed, and actively follow-up the SMEs. A private space for real-lifeconversation among LERs will be used, where they can easily interact and establish cooperation.

LERs Networking Sessions [DIHs]. LERs will meet, by default, in all the Project Meetings to consolidate the Community of Practices. LERs from (current and future) DIH<sup>2</sup> members will assist to those meetings. Although the project will only cover the travel cost of LERs partnering the project, the Network will support newcomers in getting additional funding to cover those costs (sponsorship by corporates or regional government support). The online catalogue of LERs on the DIH<sup>2</sup> marketplace will be updated every 6 months with online map of the DIH<sup>2</sup> members (DIHs) publically available on the DIH<sup>2</sup> Marketplace.

LERs monitoring system [DIHs] to track the LERs activity an Impact Monitoring Module for LER as part of Impact System in WP6, will include KPIs, such as regional activity, mobility, networking sessions, etc. The LERs activity will be 50% EU Funded and 50% against DIHs own resources, because assistance to SMEs is part of the day-to-day work of DIHs\* (This activity will be executed against DIHs own resources as day-to-day work). Attendance to the Training Course, mobility program and Networking will be covered.

Deliverables: D2.1, D2.4, D2.7

KPIs: Pool of 26 specialized LERs, Training Program and 26 LERs Short-Term mobility programs

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**Notification**

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## HISTORY OF CHANGES

Date	Version	Author	Comments
10/05/2019	0.5	Laura Arribas (EUT)	Final deliverable draft
16/05/2019	0.6	Harri Kuusela (VTT)	Comments on the deliverable
20/05/2019	0.7	Daniel Reischl (LCM)	Comments on the deliverable
23/05/2019	0.8	Laura Arribas (EUT)	Final deliverable integrating comments

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## EXECUTIVE SUMMARY

The present document, together with D2.4 DIH<sup>2</sup> network 1.0, compiles the activities, procedures and training that affect Local Evangelists in Robotics (LERs). This deliverable is part of Task 2.1. Local Evangelist in Robotics and it is an essential tool for LERs to understand and follow a standardised way to proceed considering the large amount of DIHs and the expectation of others to join.

That is why this deliverable is the first version but not a final. It will be a life document in which improvements will be made if necessary, mainly related to LERs internal procedures and activities. All changes will be complied and integrated in a final version D2.7 DIH<sup>2</sup> network 2.0 according to the testing experience of partners of these procedures and tools.

Eurecat coordinates this activity and will be continuously looking after improvements that will facilitate the adoption of the procedures and its implementation. The regular meetings among LERs will help do this follow up with LERs and also DIHs.



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