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# **D5.5**

## **DIH<sup>2</sup> ROSE-APs lessons learned**

### **version 1.0**

Confidential

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### Abstract

The objective of this deliverable is to report on the lessons learned on the ROSE-APs after the first wave of TTEs completing the WP5. The content of this deliverable is focussed on the aspects related to the commercialisation of the ROSE-APs <sup>1</sup>. The commercialisation strategy of each technology provider is developed as a transverse action during the phase 2 and 3 of the TTE.

The challenge of commercialisation of ROSE-APS has multiple facets. First of all, it requires a convergence of interests between RAMP and the Technology providers. Indeed, we have encountered situation of competitive position between the 2 parties. For start-ups, the problem is slightly different, they do not necessarily compete with RAMP, the commercialisation of a ROSE-AP can be a distraction from the main focus of the company.

The ROSE-AP are components which are difficult to disseminate as a stand-alone product. We will see that the whole framework should be promoted to all the TTEs and more interactions among the technology providers will permit a better overall adoption. These interactions were stimulated for business purposes, we plan to increase this aspect under a technical framework for faster problem solving and to consolidate a community around RAMP.

Our analysis shows that an integration layer is necessary in the value chain between RAMP and the end users. This issue of convergence of interest is key since integrators are the necessary partners for RAMP that will give market access. If RAMP does not provide this service with its own resources, there is a need to build a network of approved integrators.

We will introduce the strategies in place to exploit the findings and implement the necessary corrective actions.

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<sup>1</sup> The technical report on the ROSE-APs can be found in D5.3 – reusability and standardisation of ROSE-AP 1.0.

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