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# D6.2

## DIH<sup>2</sup> Business plan 1.0

### version 1.0

Confidential

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### Abstract

DIH<sup>2</sup> Network Sustainability Model definition (M7-M48) [Leader: VTT, Involved: FBR, ED, FIWARE, ISDI, BLM]

The deliverable will provide the initial proposal for the business and governance model of operating the DIH<sup>2</sup> network. The aim of the project is to find and validate business and governance models during the project in order that the network can become self-sustainable after the project ends.

The document will also briefly introduce RAMP platform, which is a digital platform developed in several R&D projects with an aim to integrate the best results of these projects under one platform. This document focuses on explaining the relationship between RAMP and the DIH<sup>2</sup> network.

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## EXECUTIVE SUMMARY

This deliverable presents the process how project partners aim to identify viable business model and governance model for the DIH<sup>2</sup> network in order that it can continue to operate after the project completes. Therefore, the document focuses on planning how the operations are ran after the project has ended (i.e. without EC funding). However, it outlines our current hypothesis on how the DIH<sup>2</sup> network can continue to operate after the project ends and will be updated when new information and feedback is received during the project.

It is currently proposed that a non-profit association “DIH<sup>2</sup> network” will be established in the end of the project. It will be owned by its members (DIHs and possibly also other stakeholders). As an association it has to have commercially sustainable business model in order to stay operative after the EU funded project ends. Therefore, the main aim is to find a way that the network can create value for its members, other key stakeholders and find a way to capture revenues, at least to cover the costs of its operation.

Although the main focus of this deliverable is on describing a business and governance model for a sustainable DIH<sup>2</sup> network, in the appendix it also outlines some of the current business hypothesis related to RAMP, which will be the main digital platform/channel to provide services to networks members and customers. The RAMP platform will be owned by a startup called RAMP co., and it has a partnership with DIH<sup>2</sup> network. RAMP co. will be operated by a to-be established for-profit business entity (start-up) that is run by a small number of persons, some of which are currently participating in the DIH<sup>2</sup> project. The main role of the RAMP will be to facilitate interaction of two main customer segments i.e. both sides of the platform, namely manufacturing SMEs and technology providers/system integrators. Digital Innovation Hubs will be key stakeholders leveraging the RAMP platform to provide digital services to their customers and reach new customers through digital channels. Therefore, sustainability of the DIH<sup>2</sup> network requires developing enduring business relationships between platform provider (RAMP co), DIH<sup>2</sup> network and Digital Innovation Hubs.

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