

Hannover Messe
Forum tech transfer
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Hochschule Fulda
University of Applied Sciences



OPENiSME – Vorteile für innovative, kleine und mittlere Unternehmen mit einer Open Innovation Plattform

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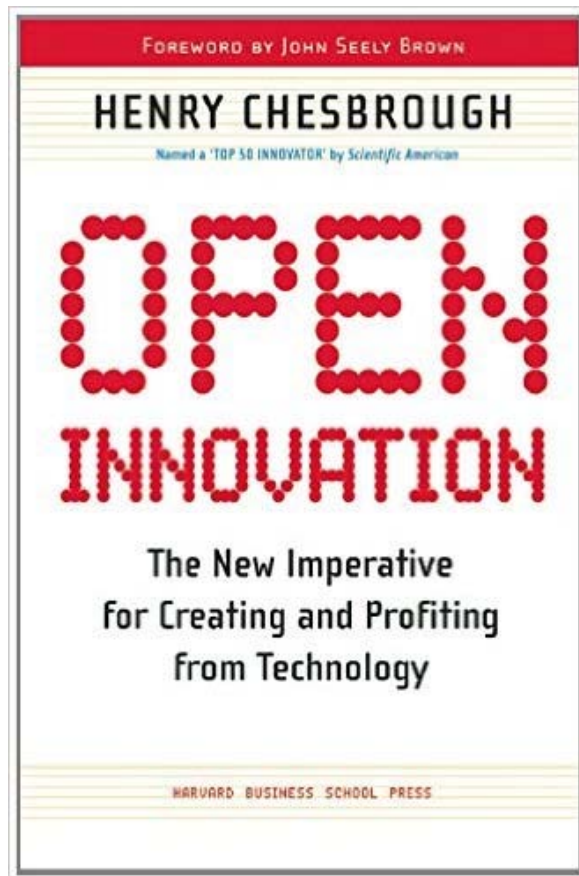


Überblick

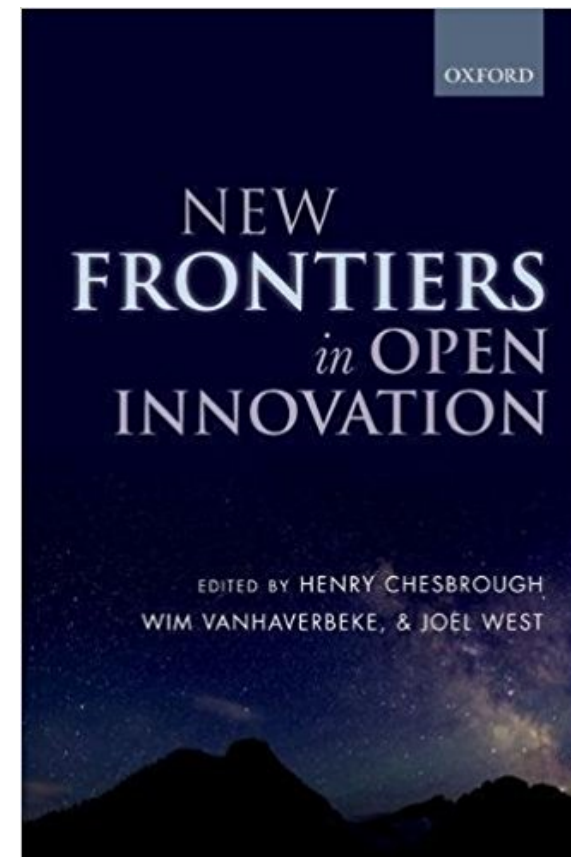
- Einführung in Open Innovation
- Wirtschaftskraft von KMU
- Innovationskraft von KMU
- Open Innovation in KMU
- Open Innovation-Plattformen
- EU-Vorhaben OPENiSME - ideXlab
- Zusammenfassung und Fazit



Einführung in Open Innovation



2003

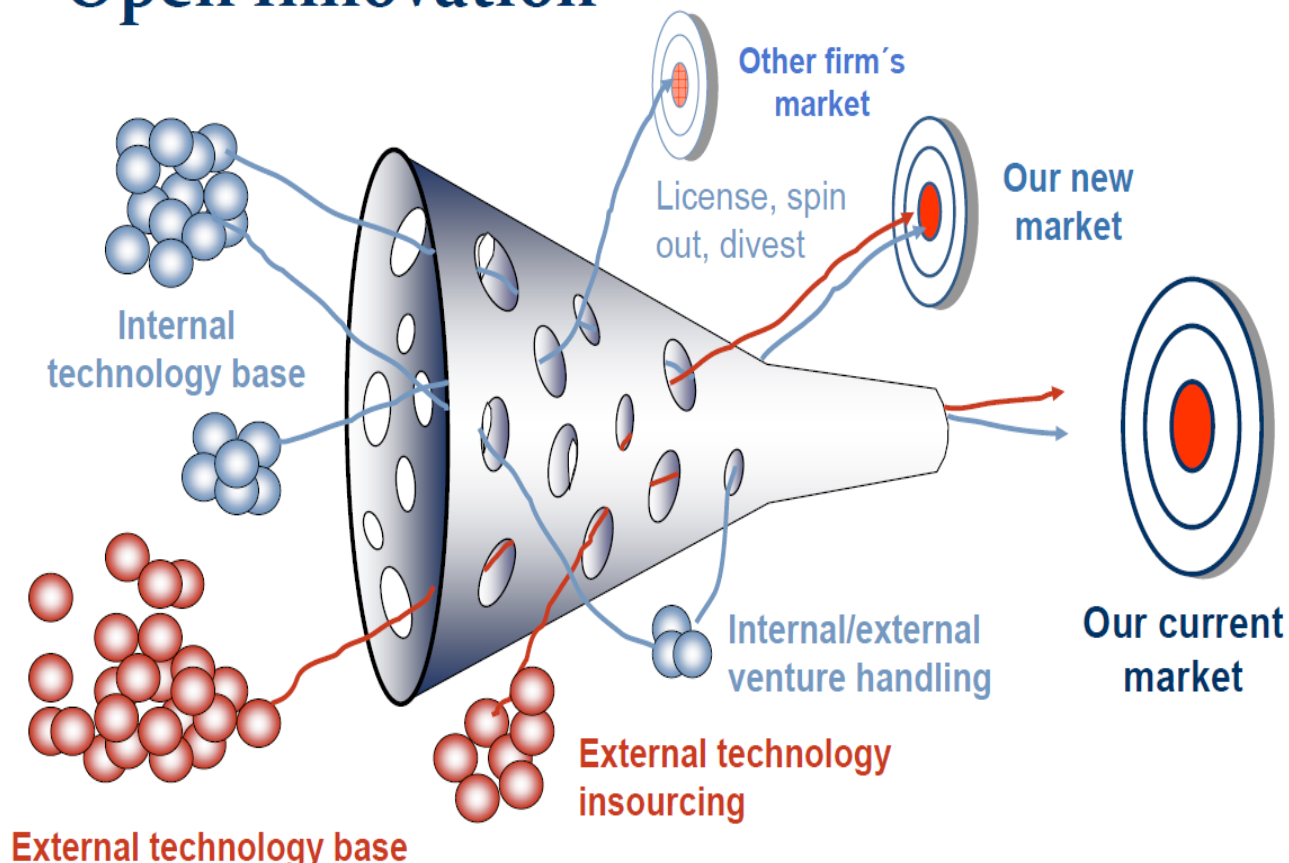


2014



Einführung in Open Innovation

Open Innovation

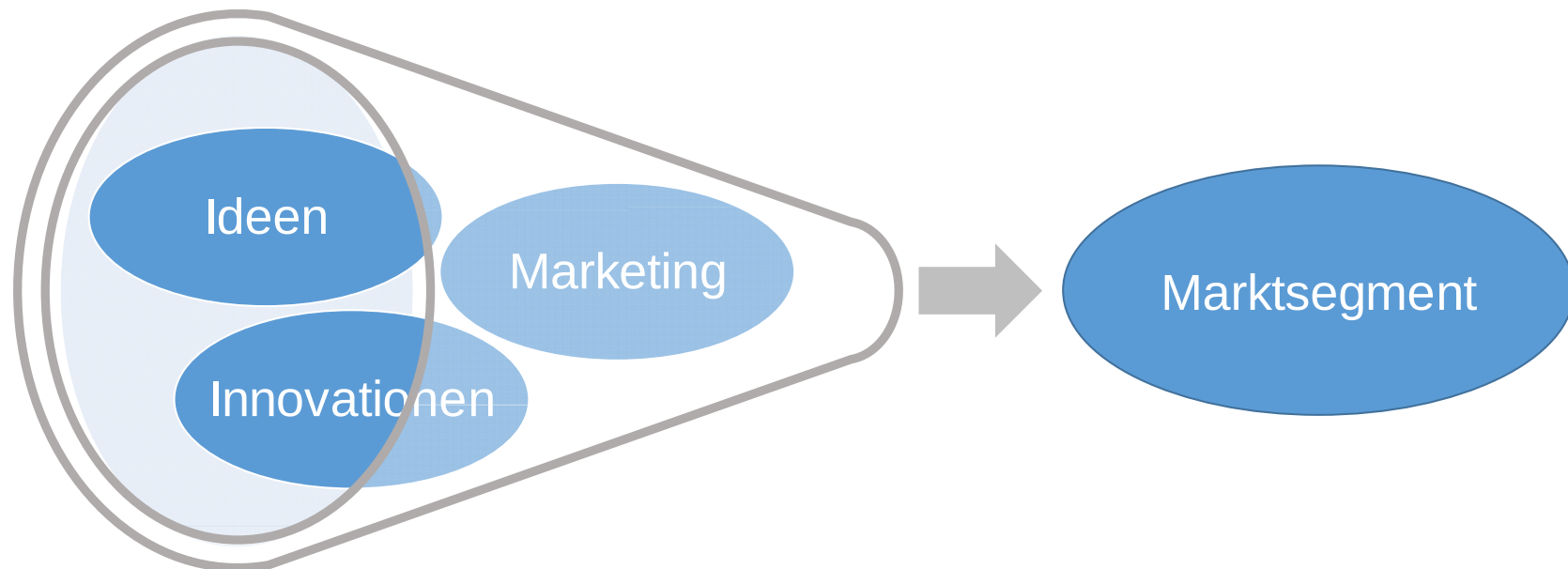


aus:
Chesbrough: Open Services
Innovation- Rethinking Your Business
to Compete and Grow in a New Era,
Presentation at CIMIT, 2011



Einführung in Open Innovation

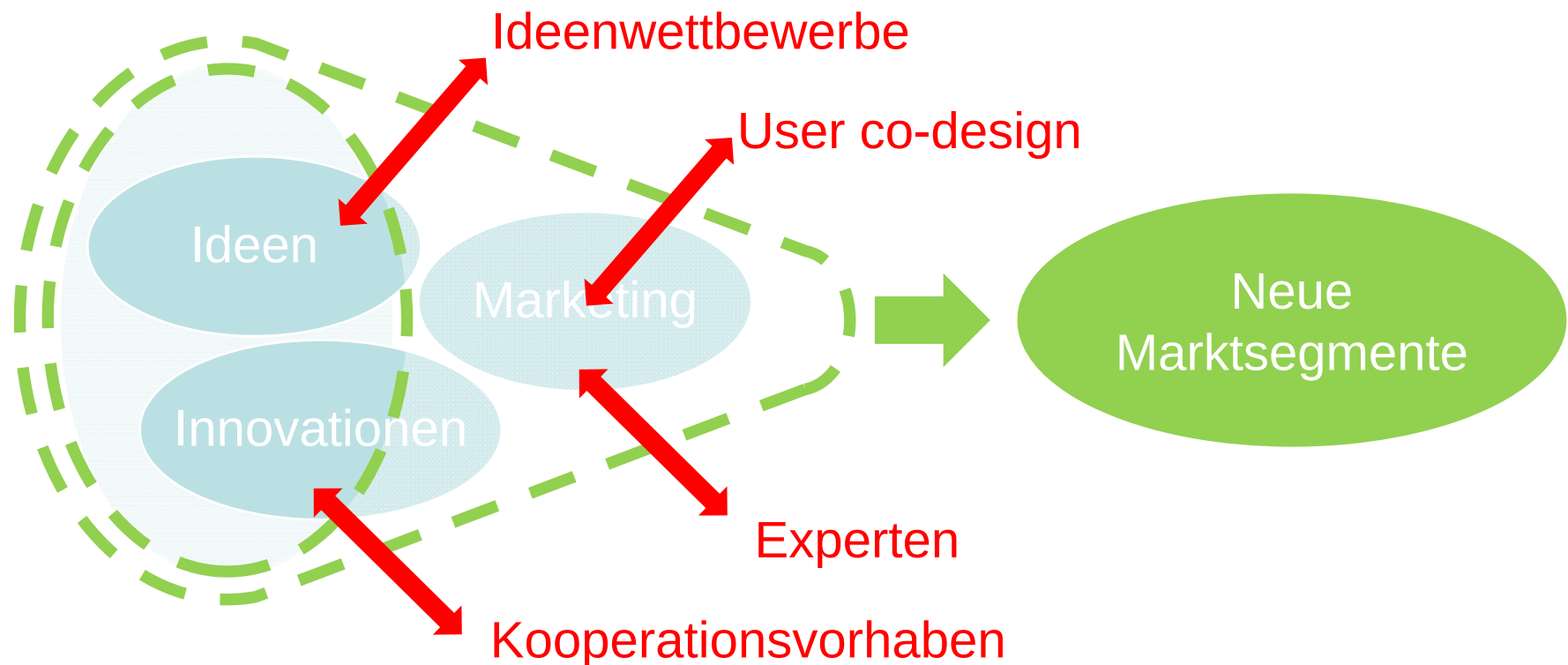
Innovations-Prozess





Einführung in Open Innovation

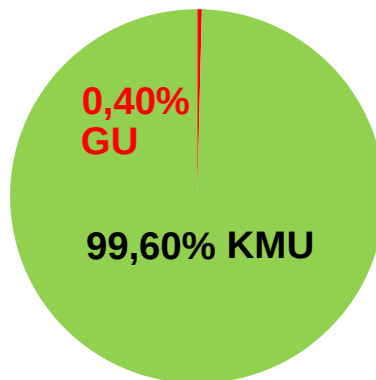
Innovations-Prozess





Wirtschaftskraft KMU

Unternehmen



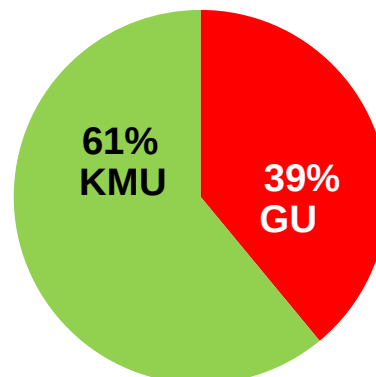
Kleinstunternehmen



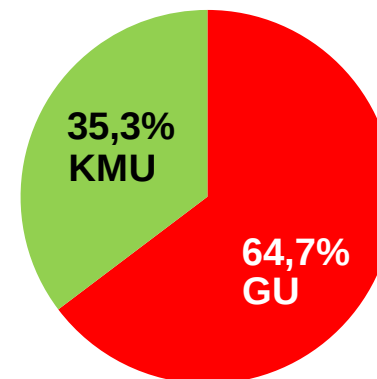
Mittelstand



Beschäftigte



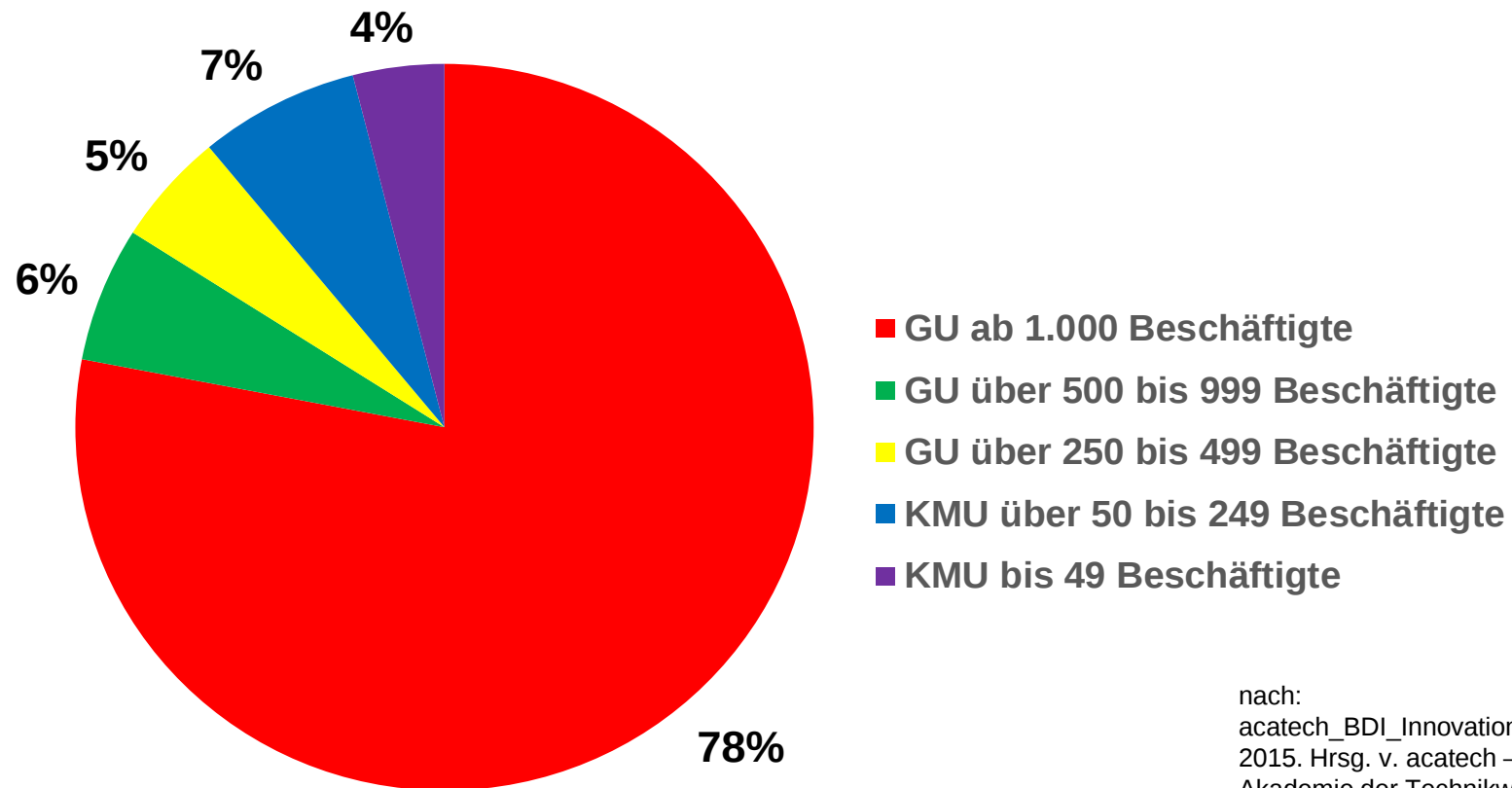
Umsatz





Innovationskraft KMU

Prozentuale Verteilung der FuE-Ausgaben nach Unternehmensgröße

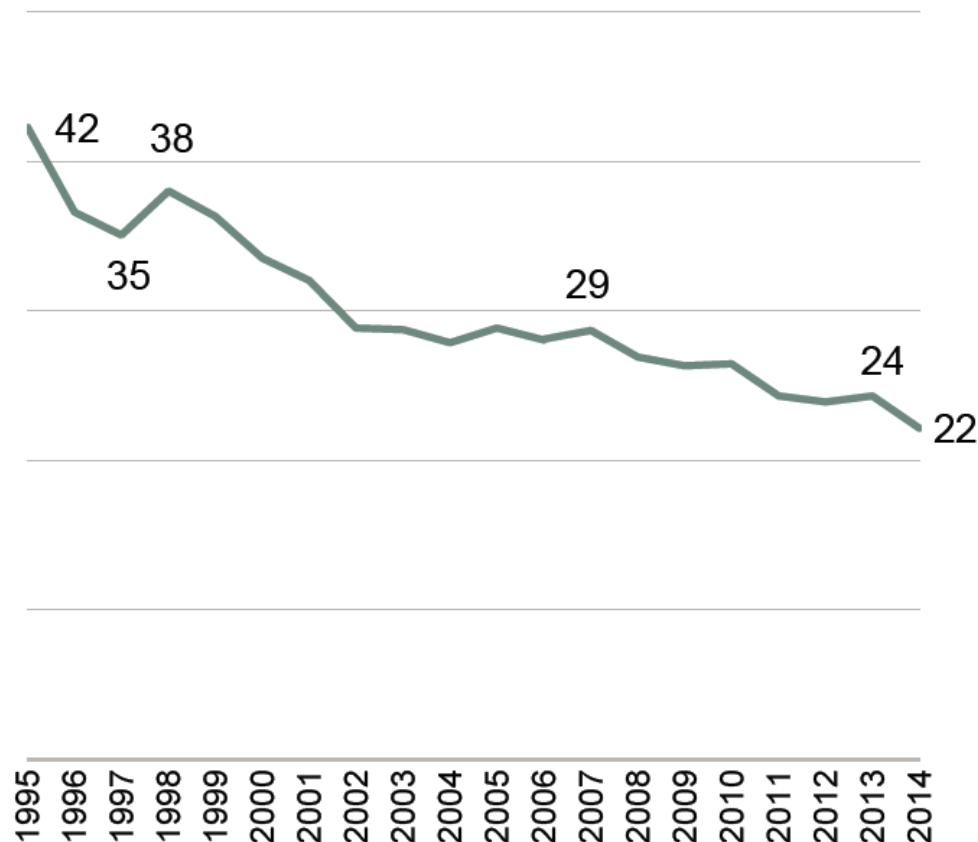


nach:
acatech_BDI_Innovationsindikator
2015. Hrsg. v. acatech – Deutsche
Akademie der Technikwissenschaften
e. V., Berlin, 2015



Innovationskraft KMU

Anteil der KMU an den Innovationsausgaben der Wirtschaft (in Prozent)



aus:
Zeuner, J.: Innovationen trotz leichter
Erholung im Tal - Ergebnisse des KfW-
Innovationsbericht Mittelstand 2015.



Open Innovation in KMU

- Innovations-Hemmnisse bei KMU
 - Mangel an Fachpersonal für FuE
- Innovations-Chancen von KMU
 - Kunden als externe Quellen für Innovationsideen
- Delphi-Studie 2016

“Eine wesentliche Herausforderung
des Innovationsmanagements im
innovativen Mittelstand besteht in der
Gestaltung der Offenheit von
Innovationsprozessen.“



Open Innovation-Plattformen

- **Voraussetzungen und Eigenschaften**
 - Internet basiert: open source, open access, cloud computing, big data, big analytics, collective intelligence, artificial intelligence
 - Suchmaschinen mit intelligenten semantischen Algorithmen
 - Expertise für effektive Anwendung (Intermediäre oder OI-Accelerators)

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OPENiSME - ideXlab

OPENiSME

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www.openisme.eu

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Access the Platform

[Read more](#)



The OPENiSME Project

[Read more](#)



Innovation Self-Check

[Read more](#)



OPENiSME - ideXlab

- **Weiterer Nutzen**
 - Aufbau von Kooperations- oder Förderprojekten
 - Konsortienfindungen
 - Fundraising
 - Technologie-, Markt- und Wettbewerbsbeobachtung
 - Patentrecherchen
 - Internationale Geschäftsentwicklung
 - Ideenfindung
 - Neue Markterschließungen
 - Technologie Transfer
 - Headhunting von hoch qualifizierten Experten
 - Vernetzung



Success Cases



SUCCESS CASE

Innovative collaborative robotics workstation



Company description

Since 1995, BNP develops and manufactures advanced ergonomic solutions and components for the assembly and tightening phases in manufacturing sector industrial processes. In recent years they have been dedicated to the research of new technologies and materials by developing high-tech products with competitive prices.

Need

BNP needed to find experts (preferably from Italy) and partners to develop a new collaborative robotics workstation, to improve production processes and increase ergonomics.

Experts found

Collaboration started with ITIA CNR (Robotics) and HIT Lab (University of Padua) (Ergonomics).

Results

The collaboration allowed to successfully introduce on the market a new generation of industrial workstations. Clients include several lead manufacturers in several industries (automotive, furniture, power tools, etc.). These collaboration allowed a +300% turnover increase (from ~700k€ in 2014 to ~3M€ in 2017).

The solution developed was awarded at MECSPE fair in 2016 for innovation in robotics.



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SUCCESS CASE

Innovative mobility applications
in a smart city's context



Company description

Paragon Europe is an innovative advisory, research and management company with head office in Malta and representation office in Brussels. Paragon Europe aims to realise excellence for its partners and clients in matters linked to social development, education, training and economic development through social and cultural activities, services and products.

Need

Paragon needed to collaborate with an expert to develop an EU-funded project on innovative mobility applications in a smart cities context.

Experts found

OPENiSME partner TAGES (Turkey) helped Paragon to find Mikko Renni – Aalto University (Finland). He is a Project Researcher in the Computer Science Department. He published the article "Towards interoperable traffic data sources", output of TrafficSense Research Project. It aims to improving energy efficiency of traffic by developing a mobile crowdsensing service that identifies users' regular routes and can give personalized and real-time information enabling customers to make the best transportation services.

Results

As a result, Paragon and the Expert decided to develop an H2020 project with a pilot study in Malta where the Traffic Sense service will be deployed. This collaboration also allowed M. Renni to work on the adaptation of TrafficSense Service to new geographical areas.

TAGES



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Zusammenfassung und Fazit

- Open Innovation: Öffnung des Innovationsprozesses von Unternehmen und Einrichtungen über die eigenen Grenzen
- KMU: hoher Wirtschaftsanteil
geringer Innovationsanteil
- Open Innovation bietet KMU ein hohes Innovationspotenzial
- Internet basierte (Experten)-Plattformen

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Left Screenshot: Search for 'digitalization'

Project: Digitalization

Search: digitalization

Best 630/3800 Experts

Expert Name	Author of	Exp.
Mensonen, Aino	digitalization Boosting Novel Services for Consumers	
Shima, Naissa	digitalization Boosting Novel Services for Consumers	
Swingstedt, Anette	Smartphones and the reconfiguration of retailscapes: Stores, shopping, and digitalization	
Mihailescu, Daniela	The Generative Mechanisms of Healthcare digitalization	
Mihailescu, Marius	Understanding health digitalization: critical Real-time approach	

Right Screenshot: Search for 'artificial intelligence' AND 'deep learning'

Project: AI

Search: "artificial intelligence" AND "deep learning"

Best 360/1900 Experts

Expert Name	Author of	Exp.
Zhao, Kai	A deep learning Approach to Android Malware Feature learning and Detection	
Lew, Michael S	deep learning: visual analysis: A	
Yu, Dong	deep learning: Methods and Applications	
Guo, Yanming	Neurocomputing and learning for vis	
Deng, ...	deep learning for Social and Information Processing	

Vielen Dank für Ihre Aufmerksamkeit!