

4 - 5 DEC. 2024

**20 YEARS**  
OF EUROPEAN PARTNERSHIPS

**EUROPEAN  
PARTNERSHIP  
STAKEHOLDER  
Forum 2024**

BLUE POINT | BRUSSELS

**WELCOME TO THE THIRD  
EUROPEAN  
PARTNERSHIP  
STAKEHOLDER FORUM**



# 09:00 – 09:30 Registration and coffee

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## *09:30 PARALLEL WORKSHOPS – IMPROVEMENTS FOR FP10*

***B1: PARTNERSHIP PORTFOLIO BUILDING: HOW TO DEVELOP A COHERENT AND STRATEGIC PARTNERSHIP LANDSCAPE?***

***EINSTEIN ABC (PLENARY)***

***B2: INSTRUMENT DESIGN: HOW TO FOSTER SIMPLIFICATION AND EFFECTIVENESS/EFFICIENCY?***

***NEWTON B/C***

***B3: MULTI-ACTOR COLLABORATIONS FOR TRANSFORMATIVE RESILIENCE AND LONG-TERM IMPACT***

4 - 5 DEC. 2024

**20 YEARS**  
OF EUROPEAN PARTNERSHIPS

# EUROPEAN PARTNERSHIP STAKEHOLDER Forum **2024**

BLUE POINT | BRUSSELS

SESSION B1

## B1 PARTNERSHIP PORTFOLIO BUILDING

How to develop a coherent and strategic  
partnership landscape?



# Timeline for the session

- 9:30 – 9:40      **Introduction, group formation & rapporteur identification (10 min)**
- 9:30 – 10:20      **Group brainstorming and discussion (40 minutes)**
- 10:20 – 10:45      **Wrap-up session: the rapporteur share key messages with the large group (2 min each - 25 min total)**

# Instructions for Group Discussion

**10 groups** in total, **2 per dimension** of portfolio building:

- 1. **Size of partnership theme:** Broad vs. Focused
- 1. **Identification of thematic priorities:** Bottom-up vs. Top-down
- 1. **Justification for the partnership approach:** Added Value
- 1. **Coherence:** Synergy vs. Overlap with existing initiatives
- 1. **Stakeholder interest:** Targeted vs. Inclusive participation



# Thank you

# THANK YOU



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# 10:45 – 11:15 Networking Coffee

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# European Partnership Pitches

SUSTAINABLE BLUE ECONOMY PARTNERSHIP

EIT MANUFACTURING

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Sustainable Blue  
Economy Partnership

# Partnership Knowledge Hub Forum

## Showcasing measures to increase impact

*5 December 2024*



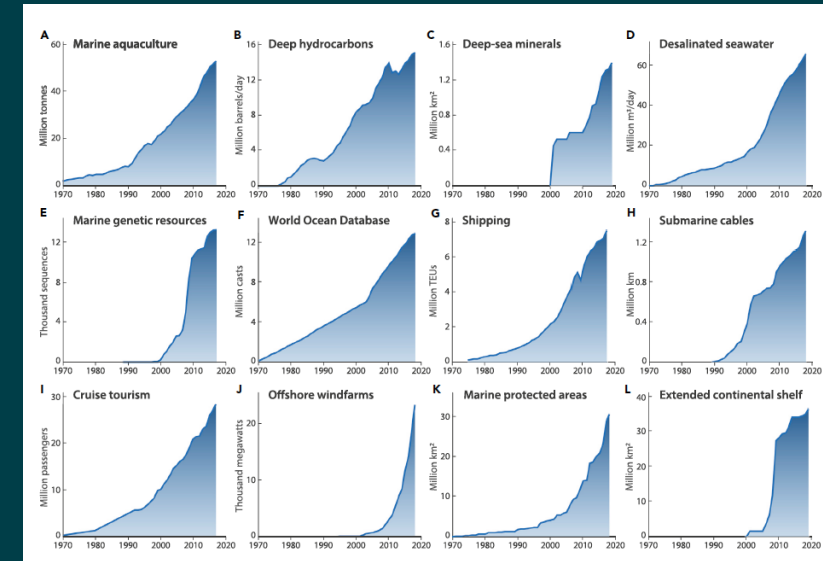
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EUROPEAN PARTNERSHIP



The Sustainable Blue Economy Partnership aims to boost the transformation towards a climate-neutral, sustainable, productive and competitive blue economy by 2030, while creating and supporting the conditions for healthy oceans for the people by 2050.

Vision



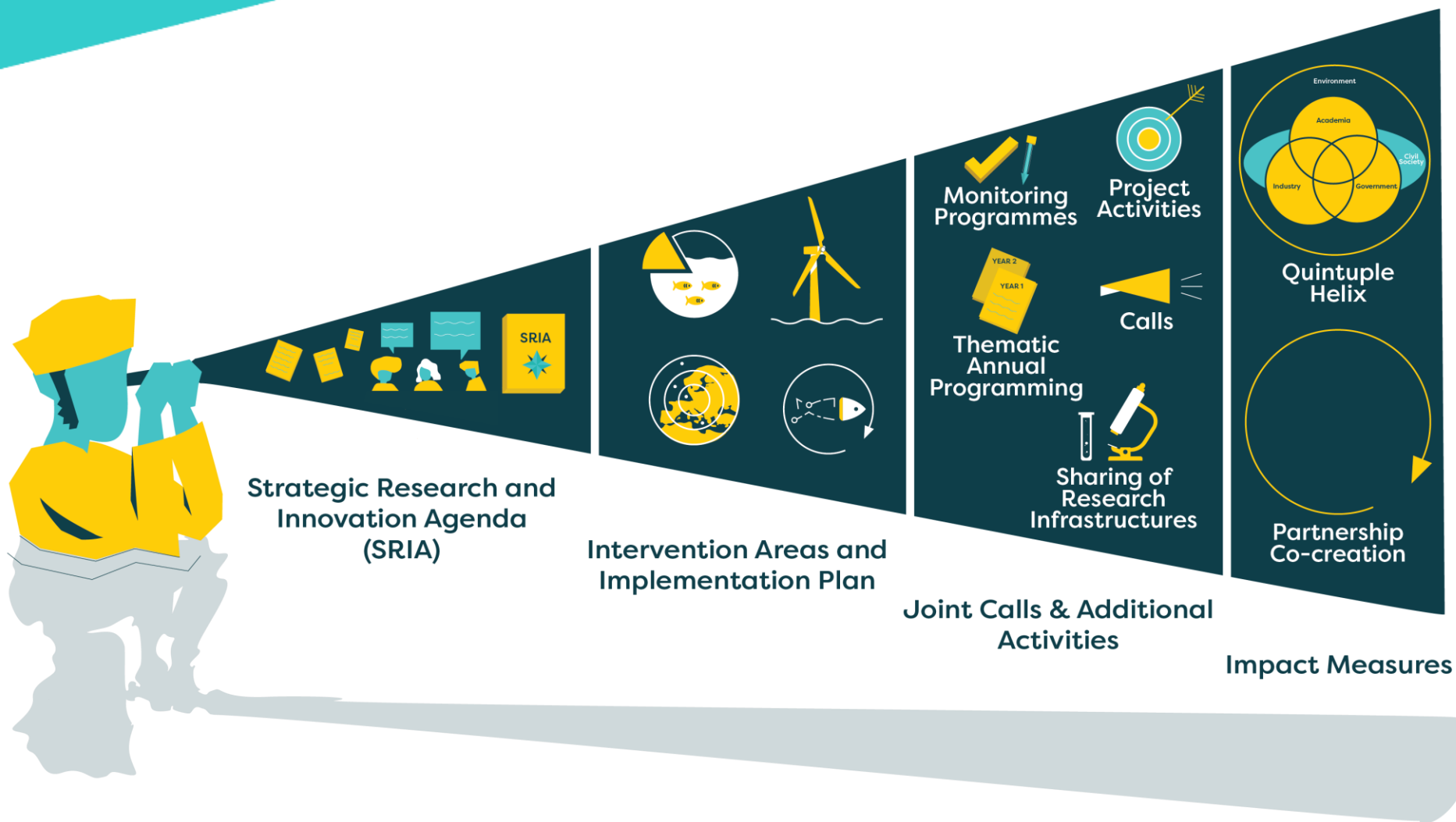
*The Blue Acceleration, Jouffroy J-B. et al., 2020, One Earth*



# Integrated pan-European initiative 29 countries and the EC









# 5 Impact-oriented Intervention Areas



Digital Twins of the Ocean



Transitioning blue economy sectors



Resilient **coastal communities** and **businesses**



Blue Bioresources



Managing sea-uses



# Joint Calls

- ▶ 19 projects cofunded under the first joint call
- ▶ Proposals to the 2nd joint call under evaluation
- ▶ 4 additional joint calls to be launched in 2025 - 2028



# Additional Activities and synergies of funding streams



Alignment of  
Thematic  
Annual  
Programming



Alignment of  
Monitoring  
Programmes



Sharing of Research  
Infrastructures



Design of an  
European Ocean  
Observing System  
Knowledge Hub



Portfolios of Projects





# First Transnational Access Call to Research Infrastructures (RIs)

- ▶ Strategic assets to value national investments
- ▶ Ground breaking pilot action contributing to the Partnership's objectives
- ▶ Portfolio of Research Infrastructure available from owners of 7 countries
- ▶ All Partnership's countries can apply
- ▶ Use of Ris is offered, projects are self-funded
- ▶ Delivering further impact
- ▶ Capacity development
- ▶ Data circulation
- ▶ Elevate at the policy level (Partnerships VS ESFRI)
- ▶ **Internationalization and widening across less equipped countries/communities**



# International connectivity

📍 Sea basin nodes



# Follow-up of projects towards impact

- 
- The diagram illustrates the progression of a startup from Ideation to Scaling, categorized into four phases: Ideation, Testing, Traction, and Scaling. It features two parallel readiness scales: Business Readiness Level (BRL) and Technology Readiness Level (TRL).
- Business Readiness Level (BRL) Milestones:**
- 0 HUNCH:** You perceive a need within a market and something ignites.
  - 1 BASIC RESEARCH:** You can now describe the need(s) but have no evidence.
  - 2 NEEDS FORMULATION:** You articulate the need(s) using a customer/user story.
  - 3 NEEDS VALIDATION:** You have an initial offering; stakeholders like your solution.
  - 4 SMALL SCALE STAKEHOLDER CAMPAIGN:** Run a campaign with stakeholders ("closed" beta - 50 friendly stakeholders).
  - 5 LARGE SCALE EARLY ADOPTER CAMPAIGN:** Run a campaign with early adopters ("open" beta - 100 interested customers).
  - 6 PROOF OF TRACTION:** Sales match 100 paying customers.
  - 7 PROOF OF SATISFACTION:** A happy team and happy customers give evidence to progress.
  - 8 PROOF OF SCALABILITY:** A stable sales pipeline are strong understanding of the market.
  - 9 PROOF OF STABILITY:** KPIs surpassed and predictable growth.
- Technology Readiness Level (TRL) Milestones:**
- 0 IDEA:** Unproven concept, no testing has been performed.
  - 1 BASIC RESEARCH:** You can now describe the need(s) but have no evidence.
  - 2 TECHNOLOGY FORMULATION:** Concept and application have been formulated.
  - 3 NEEDS VALIDATION:** You have an initial offering; stakeholders like your solution.
  - 4 SMALL SCALE PROTOTYPE:** Built in a laboratory environment (ugly prototype).
  - 5 LARGE SCALE PROTOTYPE:** Tested in intended environment (ugly prototype).
  - 6 PROTOTYPE SYSTEM:** Tested in intended environment close to expected performance.
  - 7 DEMONSTRATION SYSTEM:** Operating in operational environment at pre-commercial scale.
  - 8 FIRST OF A KIND COMMERCIAL SYSTEM:** All technical processes and systems to support commercial scale in ready state.
  - 9 FULL COMMERCIAL APPLICATION:** Technology on general availability for all customers.
- Phases and Risks:**
- Ideation:** Focuses on the initial concept and basic research.
  - Testing:** Involves validation and stakeholder campaigns. A red line indicates a path that is "Too focused on market – limited content".
  - Traction:** Focuses on proof of traction and satisfaction. A blue line indicates a path that is "Well balanced technology, value prop & business model".
  - Scaling:** Focuses on proof of stability and scalability. A blue line indicates a path that is "Too technology focused / solution-oriented – low customer focus".
- Common Innovation/Deep Tech Company Path:** A red line starting at BRL 0 and TRL 0, moving through BRL 1, 2, 3, 4, 5, 6, 7, 8, and 9, ending at BRL 9. This path is labeled "Common innovation/ deep tech company?".



Sustainable Blue  
Economy Partnership

Thank you for your attention

[sbep@mur.gov.it](mailto:sbep@mur.gov.it)  
[www.bluepartnership.eu](http://www.bluepartnership.eu)  
[@BlueEconomyEU](https://twitter.com/BlueEconomyEU)



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EUROPEAN PARTNERSHIP





# EIT Manufacturing Innovate Together programme

Caroline VIAROUGE  
CEO, EIT Manufacturing



# For Europe to prosper, manufacturing needs to thrive

Innovation is key

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Manufacturing in Europe represents:

**16%**

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GDP

**2.1 m**

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Enterprises

**32 m**

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Jobs

**EUR 7.2 tn**

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Revenue



# The European manufacturing industry faces five main challenges



Skill gaps

Lack of  
diversity

Linear  
production  
models



High GHG  
emissions























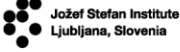




Insufficient  
resilience



# Powerful partnership with 170+ partners

## CORE PARTNERS

Industry 57%	
Aerospace 	Automotive    
   <b>VOLVO</b>	Consumer goods, Medical equipment and process industries 
 <b>itema</b> lab∞   <b>voestalpine</b> ONE STEP AHEAD. 	
Electronics and Digital     <b>ICEBERG</b> <sup>+</sup>  <b>thinkin</b>	
 <b>VIGO PHOTONICS</b>	Machinery & Equipment <b>ARITEX</b> Engineering since 1961   <b>fives</b> ultimate machines ultimate factory 
<b>inspire</b>    <b>RENISHAW</b> apply innovation™ 	
 <b>3DHUB</b>	Robotics   Agile automation
	Other  

Universities 25%	
 	
 	
  	
 	
<b>SUPSI</b>  	
  	
  	
  <b>Cefriel</b> POLITECNICO DI MILANO	
<b>eurecat</b> 	
 	
 	
 	
<b>tecnalia</b> MEMBER OF BASQUE RESEARCH & TECHNOLOGY ALLIANCE 	

# EIT Manufacturing accelerates the digital and green transition

## 01

### Broadening network and collaboration

- Networking & community building
- Finding commercial and technology partners
- Learning expedition

## 02

### Boosting viable innovation

- Funding of innovation projects
- Support in Tech Transfer
- Tech Radar & Business Intelligence
- Access to Ideation Challenge

## 03

### Developing skills and competences

- Funding and support for training development
- E-learning platform
- Professional training for customers
- Master & Doctoral School programmes
- Placement of international talents

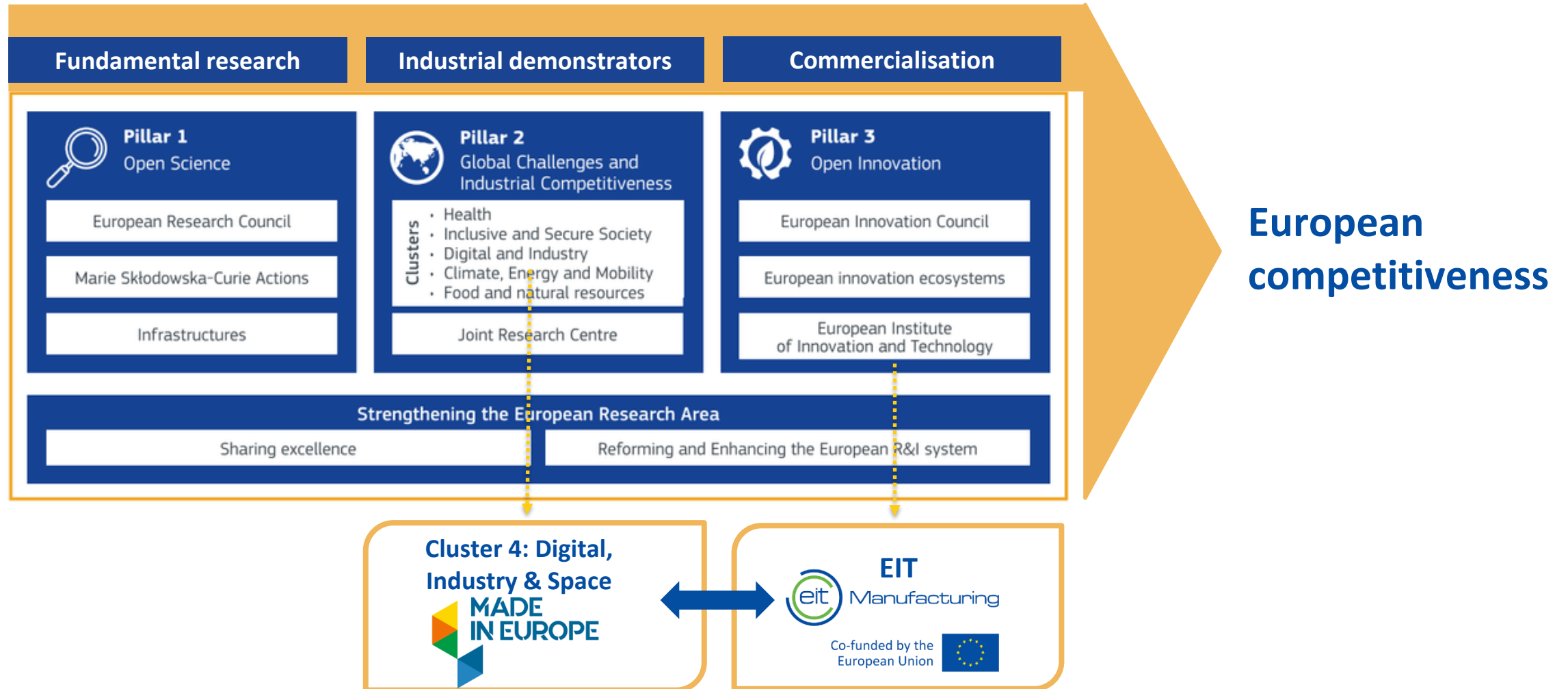
## 04

### Accelerating growth

- Innovation Funding Catalyst
- Access to other funding
- Scale-up Investment support

# Innovate Together

## Building synergies between HE pillars in Manufacturing



# Innovation success results in commercialisation

## LAMM project 2022 funded through Innovate Together programme

### Solution developed:

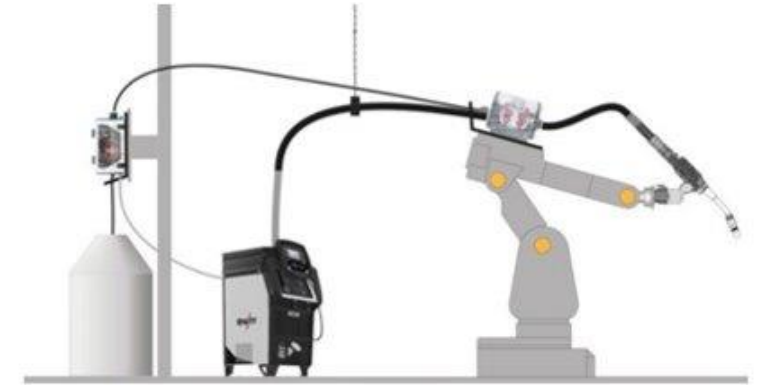
LAMM developed a fast and efficient 3D printing technology for metal, more than doubling the speed of current methods, reducing costs, and opening up new markets.

### Project outcome:

The project created two specialised tools for printing with titanium alloy (Ti64) and steel, as well as new software to improve the printing process and design paths. Additionally, existing tools used to assess the environmental impact of production were updated to work with these new printing methods.

**Potential markets:** Aerospace, energy

**Funding:** EUR 428 000



The collaboration builds on the industrialisation efforts led by WAAM3D (UK), a Cranfield University spin-out company.

WAAM3D is joined by:

- Guaranteed BV (Belgium)
- FAN3D (Portugal)
- Laboratory For Manufacturing Systems & Automation (LMS) of the University of Patras (Greece)

# Innovate Together 2024

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The second edition of the Innovate Together 2024 call launched by EIT Manufacturing in collaboration with EFFRA and co-financed by the DG RTD.

**Purpose:** Support industrial actors in fast-tracking the commercialisation of key manufacturing technologies.

**Specific eligibility condition:** The core technology to be further developed and launched in the market should come from past developments under FoF/Made in Europe funded projects.

**Topic:** Technologies outlined in the **Net Zero Industry Act**.

1. First-Time-Right Manufacturing (e.g digital twins, predictive maintenance)
2. End-of-Lifecycle Management (e.g circular design, easy disassembly)

- **Opening date:** 2 Oct - 14 Jan
- **Call budget:** EUR 5 million
- **Project duration:** 18 months (May 25 – Oct 26)

Find out more:





# Thank you!

[eitmanufacturing.eu](https://eitmanufacturing.eu)



EITManufactur



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eitmanufacturing



EIT Manufacturing



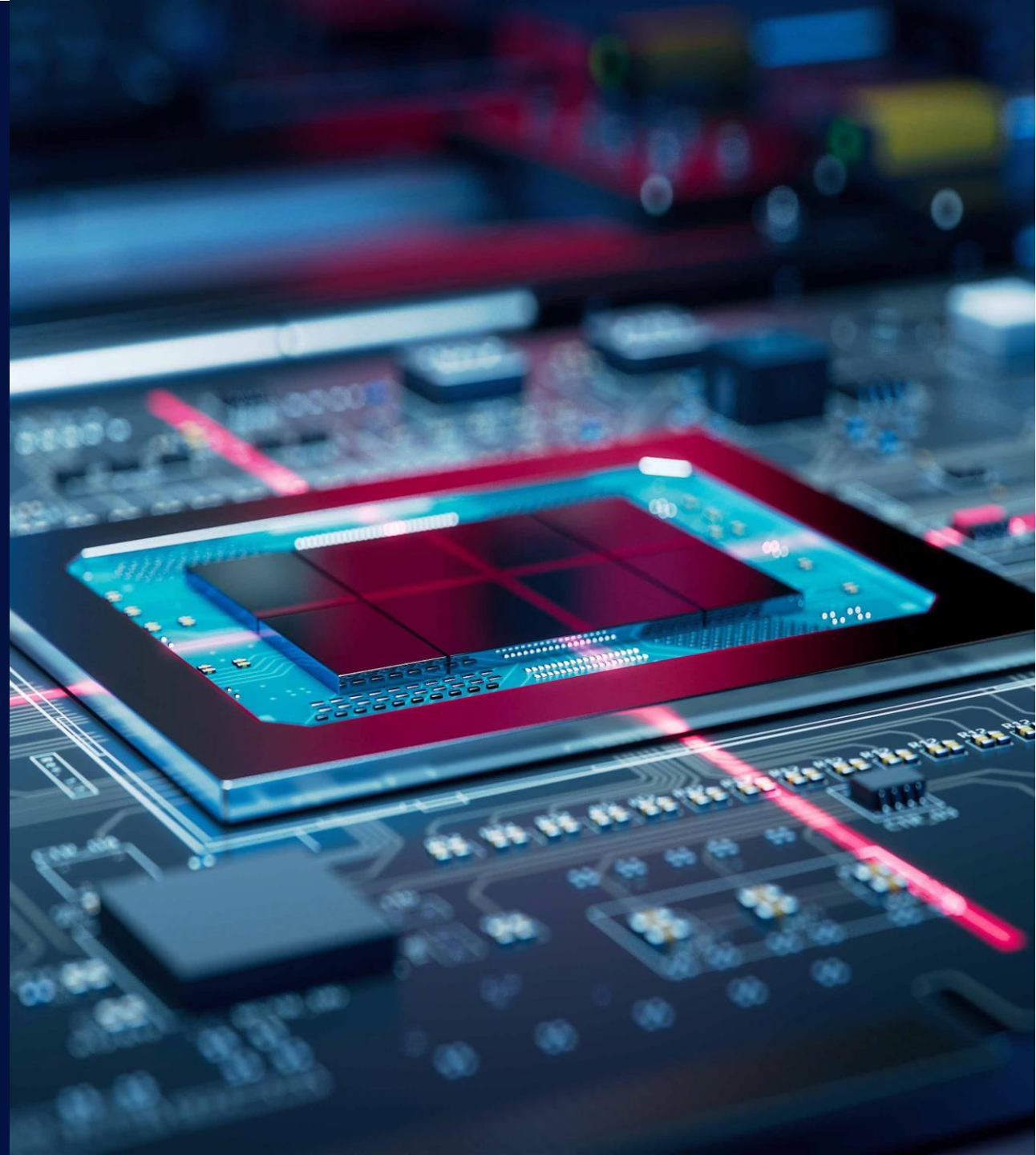
eit-manufacturing



Manufacturing



Co-funded by the  
European Union



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# 11:30 Main Takeaway of parallel sessions and wrap-up



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# A1: Cluster 1: Health

RAPPORTEUR: DARIA JULKOWSKA, ERDERA

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# Main results

## AI in healthcare: Application levels, Challenges, and Solutions

Levels of application	Key Challenges	Proposed Solutions
<ul style="list-style-type: none"><li>• Partnership adoption (strategy – operations)</li><li>• Direct research collaboration and funding opportunities</li><li>• Strategic level for decision and policy making</li></ul>	<ul style="list-style-type: none"><li>• Lack of harmonised approach in calls</li><li>• Disconnected communities (health/medical &amp; AI)</li><li>• Need for end-user integration</li><li>• Overlapping regulations (AI-ACT, GDPR, Data reg)</li></ul>	<ul style="list-style-type: none"><li>• Evaluation and assessment framework (rapidly applicable)</li><li>• Organize events to bridge communities (hackathons and convergence meetings) and build understanding (workshop on regulations)</li><li>• Create high-level group to support partnerships and policy makers</li></ul>

## Health and Societal readiness: Application levels, Challenges, and Solutions

Levels of Application	Key Challenges	Proposed Solutions
<ul style="list-style-type: none"><li>• Co-developing a consistent narrative</li><li>• Dissemination &amp; communication</li><li>• Direct implication - RRI</li><li>• Policy Stakeholders engagement</li></ul>	<ul style="list-style-type: none"><li>• Attractiveness of formats</li><li>• Proper connection to medical societies and patients</li><li>• Translation of results into policy makers language and transforming into policies</li></ul>	<ul style="list-style-type: none"><li>• Dissemination: Podcasts, video awards, trainings, lay language summaries</li><li>• Patient engagement: Education of patients/experts through workshops, trainings, mock sessions</li><li>• Policy integration: Use NCPs, Governing Boards &amp; hubs early in the discussion</li><li>• Centralised resources: knowledge sharing for information on existing guidelines, workshops, RRI</li></ul>

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# A2: Cluster 4: Digital, Industry and Space

**MODERATOR: LUCAS VAN HATTEM, DG RTD, G.4**

**RAPPORTEUR: EFFIE AMANATIDOU, ERA-LEARN**

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# Main results

- Some common features: regular and direct engagement; specific bodies; SRIA development, more than soft synergies (cooperation agreements, joint calls, white papers, etc). Diversity of project portfolio.

## Discussion:

- need to rationalise on synergies (with whom, how, why);
- synergies in innovation steps with programmes of higher TRLs like the EIC and EITs more useful.
- Cross-cutting nature of thematic area key factor?
- More resources needed but really pays off.
- Need to be transparent; not imposed; synergies important for integration of tech, deployment, application and thus impact.
- Synergies with ESIF also important.

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# A3: Cluster 5: Climate, Energy, Mobility

RAPPORTEUR: GIULIANA SCHAFFERT & JAKOB  
MICHELMANN

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# Main results

- From SRIA to project portfolio.
  - *Diversity helps: The large & diverse ecosystems per partnership support the process from SRIA to projects*
  - *Time consuming participation processes: Translating SRIAs into technology roadmaps, work programmes and concrete projects in a participative approach requires time so there is a demand for capacity building for stakeholder participation to increase effectiveness*
- Key factors for achieving impact.
  - *Achieving impact through de-risking effect of partnerships based on participation of diverse stakeholders (who are not in regular exchange outside the partnership) and through roadmapping with a systemic view (tech, economic, ecologic, etc.)*
  - *Opportunity for FP10: Increase impact through fusion of different funding sources (LIFE-programme, alignment with national funding etc.)*
- Creating synergies among partnerships.
  - *Success through joint conferences, regular exchange, joint coordination groups (e.g. CCAM/2ZERO), joint programme activities (e.g. in a mission), through joint roadmapping*
  - *Demand for cross-partnership plans to exploit synergies and clustering of projects of different partnerships (e.g. driven by EC)*
- Threats, needs and opportunities for collaboration with third countries
  - *Opportunities: Internationalisation and collaboration is strengthened (e.g. in Mission Innovation) and international solutions can be provided where necessary (e.g. climate crisis)*
  - *Opportunities: Huge benefit of collaboration to learn and to improve R&D to stay competitive (e.g. trilateral working groups)*

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# A4: Cluster 6: Food, Bioeconomy and Natural resources, Agriculture and Environment

RAPPORTEUR:

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# A4: Cluster 6: Food, Bioeconomy and Natural resources, Agriculture and Environment

1. **Joint activities between Partnerships:** Joint calls, Alternative activities around projects, joint communication actions, policy briefs; best practice and tool sharing; Challenges: resources & time; Governance: cross-participation in stakeholder boards
2. **Stakeholder engagement:** engagement strategies, key tools for stakeholder engagement, sector-specific consultations, co-creation in early stages, engagement for sustainability
3. **International cooperation and enlargement:** advantages, disadvantages and criticalities, open challenges and solutions, African countries, Latin American countries, Eastern Europe countries
4. **Partnership implementation aspects:** burden of successive proposals/SRIA, untailored tools, size of partnership, newcomers/ small partners, insufficient funding rate, manage undersubscription/oversubscription, connectivity between partnerships, conflict of interest.

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# B3: Multi-actor collaborations for transformative resilience and long-term impact

RAPPORTEUR: PIRITA LINDHOLM, DIRECTOR AT ERRIN  
& ERA-LEARN ADVISORY BOARD MEMBER

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# Main results

- Creating platforms and formats that allow to bring together established and new actors to leverage change
- Creating impactful collaborations takes time. It requires to **connecting needs and services**, to open doors and establish trust
- Collaboration cannot be an “add-on” – it needs to be embedded into the work of the Partnerships
- Centralised support or coordination is needed to help with establishing synergies with other partnerships and related initiatives
- Overcome fragmentation
- Multi-level governance – connect actors from different levels

11:45 – 13:00

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# European Partnerships: Shaping the future – Outlook to the next Framework Programme

*MODERATION*

*FABIENNE GAUTIER, DG RTD, HEAD OF UNIT G.4 MISSIONS AND PARTNERSHIPS*

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# European Partnerships: Shaping the future – Outlook to the next Framework Programme

Presentation of the PKH Opinion on FP10

***ALEXANDER GRABLOWITZ***

***PKH CO-CHAIR***

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# European Partnerships: Shaping the future – Outlook to the next Framework Programme

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## Panel discussion/ High-level round table

*JOANNA DRAKE, DG RTD, DEPUTY DIRECTOR-GENERAL FOR RESEARCH AND INNOVATION*

*ALEXANDER GRABLOWITZ, PKH CO-CHAIR*

*AXEL KREIN, EXECUTIVE DIRECTOR OF CLEAN AVIATION (JU)*

*MURIEL ATTANÉ, SECRETARY GENERAL OF EARTO*

*MARIA CHIARA CARROZZA, PRESIDENT OF THE ITALIAN NATIONAL RESEARCH COUNCIL (CNR)*

*MARTIN KERN, EIT DIRECTOR*

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13:00 – 14:00 Networking lunch

**GOOD-BYE AND COME HOME SAFELY!**