

## DT.1.1.1 BASELINE STUDY

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Desk research on the three key FabLabNet  
topics by assigned Partners (1 joint report)  
LP (IT) /PP2 (AT) /PP3 (HU)

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## Description of the deliverable:

*Baseline studies will be carried out by WPT leader PPS while actively involving all PPs on*

- 1) How to create transnational network of grassroots communities (LP - IT);*
- 2) Matching FabLabs with their (business) innovation stakeholders (PP3 - HU);*
- 3) Embedding FabLabs in society (PP2 - AT).*

## Baseline Studies General Introduction

### 1.1) How to create transnational network of grassroots communities (LP - IT)

To carry out the how to create transnational network of grassroots communities baseline study we have created a research strategy aimed at mapping stakeholder networks at three different levels: personal, operational and discursive networks and from there we derived what are those practical constraints regarding the research questions (how to create transnational network of grassroots communities).

### 1.2) Matching FabLabs with their (business) innovation stakeholders (PP3 - HU)

The collaboration-oriented model of FabLabs value creation process embeds a real potential into the innovation system. It is a trivial that every FabLab has a strong effect on this system by facilitating research, development and innovation (RDI), product development, education and creation of an entrepreneurial ecosystem. This bottom-up approach meets the top-down strategy of innovation stakeholders and the needs of the business and investment sector. The statement for the second part of baseline study is: Do the FabLabs represented by the Project Partners understand the needs and innovation ecosystem and the ecosystem itself they are embedded in? Also one of the major goals of the FabLabNet project is to establish a sustainable Central European network. A network could be only sustainable on a macro level if each member is sustainable on the micro level. The baseline study focuses on the current business models and business processes of the Project Partners using business canvas modelling.

### 1.3) Embedding FabLabs in society (PP2 - AT)

The purpose of the third part of the baseline study is to determine the current situation of the partners involved in the FabLabNet project regarding their infrastructure, program portfolio, like workshops and other activities and map established strategies they practice to reach out to their target groups. According to that, the problem statement for the third part of baseline study is: What are the current strategies for Fab Labs to get in touch with society and was is the offered infrastructure of the Project Partners?

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## A. IT / How to create transnational network of grassroots communities

Report by:  
Guido ANSELMi and Alberto COSSU

### A.1. Methods

To carry out this baseline study we have created a research strategy aimed at mapping stakeholder networks at three different levels: personal, operational and discursive networks. We have defined them as follows:

1. Personal networks: individual professional connections that are available to a key figure in the FabLab (Source of data: CVs)
2. Operative networks: inter-organisational connections that are available as strategic partner to a FabLab (Source of data: Survey).
3. Discursive networks: affinity connections within different projects established through Facebook linking.

To map personal and operative networks, we have used the survey (along with CVs) to profile the apical figures within each partner FabLab and to map the relations they have established with a stakeholder arena at both individual (see section 3) and inter-organisational level (see section 4).

The web survey (N=15, see details in Annex 1) was distributed to all the partners involved in the first half of November. Through the survey we have gathered data about socio-demographic composition of the responder base, their professional skills, trajectories and networks.

Concerning the latter, we have asked three key questions to have a bottom-up qualitative network mapping of the relevant stakeholders in three different domains:

- a) Business opportunities
- b) Community Outreach
- c) Knowledge and Skills transfer

To obtain richer data we have asked the respondents to attach their CV, an ideal strategy for us (and less time consuming for the respondents) to assess the professional trajectories of the key figures within each FabLab. The choice to focus on the core members, and specifically on those who handle external relations within each FabLab, allowed us to reconstruct dense and meaningful networks for each sub-ecosystem (see points a,b,c).

The data we have retrieved through the survey and the CVs, are not anonymous, while we value privacy it is only through biographical information we could accomplish this task. However, we treat them in strictly confidential way, according to EU guidelines and privacy laws.

To map discursive networks we have adopted a digital methods approach, namely we have used Netvizz to download Facebook page connections for each of the partners with an active Facebook profile (see section 5). Subsequently we have tagged each connection according to the nature of the connected page. This allowed us to get a first glimpse of who the partners are talking with.



The combination of these three layers allows us to have an overall idea of the shape of the network combining not just top down techniques but mixing the perspectives so to have multiple, interconnected networks to form a more realistic perspective.

## A.2. The respondents

We have at least two respondents with each FabLab with the exceptions of: Muse FabLab (IT) and Arrsa (PL) with one respondent each and FabLab Hrvatska (HR) with three respondents. Almost all of the respondents have an executive role within their organisations, with the exception of two respondents who stated their roles as regular members. Among the respondents, an overwhelming majority (72%) has been engaged with their respective FabLab for at least two years. Furthermore, we underline almost half of the responders (46,7%) have been doing so for more than three years.

Concerning the educational profile of our respondents, considering the specificity of the FabLab realm and the peculiar figures object of this inquiry, it comes with no surprise almost all of them have a degree (86,7 %), within which 20% have a second level degree, and another 20% has doctoral or another postgraduate degree.

In the survey we have asked to state the subject of study that the respondents have undertaken while pursuing graduate or undergraduate education. This allows us to establish their formal fields of expertise, measured by academic certifications. More than half (8 out of 15) of our respondents have a hard sciences background (e.g. mechanical engineering, computer science); a third (5 out of 15) come from a social science/ business background and 2 come from Architecture. One last responder has reported no graduate or undergraduate field of education.

In the area of technical expertise our responders were asked to state their predominant field of engagement: 8 out of 15 engage with generic DIY, 4 are engaged with 3D modelling, 3 with CAD, 2 with robotics and only one is engaged with 3D printing or education. Furthermore, two respondents state project management as their field of expertise. Except for the two who state project management as their field of expertise, management often overlaps with technical expertise and no formal education for managerial roles seems to be widespread. Considering the small size of our responder base, we suggest this as a provisional insight, although we must stress how this is also validated by our qualitative analysis of CVs.

## A.3. Personal Networks and CV Analysis

First, we must state that 11 out of 15 respondents uploaded their CVs. This allowed us to integrate further demographic data to the ones we collected via survey. Among those who have shared their CVs, we have a predominant male composition, as we have 9 men and 2 women. Regarding age groups<sup>1</sup>, the vast majority (7 out of 11) of responders were between 40 and 50 years old, three were between 30 and 40 years old and only one was under 30.

The analysis of CV encompassed also professional trajectory. For each responder we have codified the jobs they have held throughout their careers according to three categories: NGO (Grassroots - Third Sector), Private Sector, Public Sector. We have counted a total of 35 of job-events:

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<sup>1</sup> For the three cases in which age was not explicitly stated in the CV we have approximated the age based on their declared start of graduate studies.



- a) 18 are in the public sector (ministerial consultancies, embassy staff, executive roles in museums and academia)
- b) 14 are in the private sector (mostly technology and software firms)
- c) 3 are in NGO sector.

Except for three people, almost all our respondents have been active in the public sector, at some point in their careers. Within these, four have careers that developed exclusively in academic institutions.

As we have analysed personal-professional networks from CVs, we can state that high engagement in the public sector is common among key figures in the FabLab scene in the EU area that this project investigates. Although provisional, it seems to work as a precondition for developing an executive career in the FabLab scene. Given that, we suggest that the State and the Public are probably the key stakeholder in this context.

## A.4. Operative Networks

In our survey, we have asked respondent three key questions about their stakeholder ecosystem. The questions aimed at gathering information about the key partners to achieve three critical goals: nurturing business opportunities, the expansion of community outreach and the exchange of knowledge and skills. The overall aim was to reveal who are deemed being the key stakeholder partners from a bottom-up perspective (created by the FabLab community involved in the survey). Given that the general aim of the FabLabNet project is to establish/empower a transnational grassroots network of practitioners, through this research we could survey how many of the key stakeholders to each FabLab operate in the same national context.

Two are the main insights we can provide from this data. The first is related to the public/private/NGO divide within the global pool of stakeholders. The second, is based on their location (national/extra national). The insight in this case is that almost all connections within the national boundaries in which each given FabLab is located.

Concerning Business opportunities we have a total of 39 connections<sup>2</sup> of which 21 are in the private sector, 17 in the public sector and one is a FabLab. 36 out of 39 connections are located within national boundaries.

Concerning Community Outreach we have a total of 43 connections, 26 of which are in the public sector, 7 in the private, 7 in the grassroots area and 3 FabLabs. 43 out of 43 connections are located within national boundaries.

Concerning Knowledge and Skills we have a total of 38 connections, 17 of which are in the public sector, 11 in the private sector, 7 with other FabLabs and 3 with Grassroots/NGOs. 34 out of 38 connections are located within national boundaries.

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<sup>2</sup> Each connection equals to one respondent mentioning one particular stakeholder. Concerning the question on “Business Opportunities”, 15 respondents provided 39 connections, which amount to six less than the expected as not all respondents provided three stakeholders for each domain, as we had asked.

## A.5. Discursive Network

In our last report, we have stressed how the creation of a functioning grassroots stakeholder ecosystem also depends on the capacity to create common discourses and operational goals. To put it simply a discursive network measures the communicative outreach of the project as a whole and of each project partner. Technically the discursive network has been mapped by using a Digital Methods tool called “Netvizz”. Beyond all technicalities, the Netvizz tool is capable to count the existing connections between one page (the starting page, e.g. of Muse FabLab) with other pages that have been liked. One like equals to one connection, and the actor behind this action is the one who manages the pages, which often are the social media managers, or, in case of a simpler division of tasks, the apical figures. In more qualitative terms these connections can be interpreted as an explicit effort which entails: increasing the likelihood of reading the facebook updates of the liked pages more often, expressing support, interest, belonging to the same scene and ultimately a willingness to include.

The data generated from this research effort allow us to map the number and type of connection for each given partner. Overall linking patterns testify of a low activity in this, area apart from 3 partners (HU, IT, SI) all other FabLabs have less than 60 connections. When it comes to the type of connections we have surveyed, the nature of each according to the same public/private/grassroots divide is as we have previously employed. Based upon the extensive data provided by Facebook we could also create other categories, our categories are: small business, large business, public (sector), grassroots FabLab, news and other oddball pages with no collocation.

linked_by	fablab	grassroots	large business	news	other	public	small business	Total
3dlaboratory.cz	1	-	-	1	1	4	1	8
Agencja Rozwoju Regional.	1	6	2	5	14	17	2	47
FabLab Budapest	38	18	13	14	20	6	38	147
Fablab Hrvatska	9	5	4	10	3	8	1	40
Fablab SLOvensko	18	8	4	2	11	3	11	57
HappyLab	6	3	1	2	3	1	14	30
MUSE Fablab	27	5	13	18	33	12	15	123
RogLab	10	69	7	24	44	45	29	228
<b>Total</b>	<b>110</b>	<b>114</b>	<b>44</b>	<b>76</b>	<b>129</b>	<b>96</b>	<b>111</b>	<b>680</b>

Concerning the composition of the overall network (sum of all the connections created by each FabLab Facebook page) we can witness how:

- Pages belonging to grassroots organisations are the most linked (n=114);
- Pages belonging to either FabLabs or small business are close second (n=110 and n=111 respectively);
- Pages belonging to public institutions and actors are also relevant (n=96);
- Pages belonging to large business are not strongly represented (n=44);

Out of 680 pages linked by at least one FabLab, only 33 are linked by two or more FabLabs. Among them we can list: Arduino (4), FabLab Amsterdam (4), Maker Faire Rome (4), FabLab (3), Make: Magazine (3), Muse FabLab (3), Ultimaker (3). However, we must underline how, given the skewed distribution within the dataset (3 actors generate 498 connections out of 680) it is an indicator of a weak and ultimately disconnected network.

## A.6. Conclusions

The following observations need to be considered in light of the amount of data available regarding the interactions we could observe in the three networks we set out in the starting section. Since the survey has a limited scope and the online interactions are limited (and skewed) please consider the following insights as a starting point for a reflection that would require a much bigger amount of data and a longer research engagement.

In this context, and with due caution, we can formulate two observations based on the data analysed in this report. In the first place, we have witnessed how the national context is still the main arena in which FabLabs are acting. Secondly, the influence and the support we have registered from the Public sector indicates that it is an unavoidable actor in the current phase of FabLab development.

As far as we are concerned we strongly believe that the FabLabNet Project is much needed to develop an extra-national and non-public (grassroots) alternative to the current state of things.

Annex

Page Name	Connections	Page Name	Connections
Arduino	4	FabLab München	2
Fablab Amsterdam	4	Fablab SLOvensko	2
Maker Faire Rome -The Eu Edition: 4.0	4	HappyLab	2
FabLab	3	HappyLab Wien	2
Make: Magazine	3	Institute for Advanced Architecture of Catalonia	2
MUSE Fablab	3	Maker Faire Vienna	2
Ultimaker	3	MakerBot Industries	2
#labOS - Otvoreni multimedijski laboratorij	2	MIT Media Lab	2
ArchDaily	2	MUSE - Museo delle Scienze	2
Engineering for Change	2	Poti-Poti.org	2
Fab Lab Grenoble	2	Radiona	2
Fab10 Barcelona	2	RepRap project	2
FabLab Berlin	2	RogLab	2
FabLab Budapest	2	Thingiverse	2
FabLab Italia	2	Trieste Mini Maker Faire	2
Fablab Lisboa	2	Vienna OPEN	2

Annex 1. List of pages who have more than two connections.

## B. HU / Matching FabLabs with their Innovation (Business) Stakeholders

Report by:  
David PAP, Peter VARGA, Vidor VERES-SZÉKELY

## B.1. Introduction

The collaboration-oriented model of FabLabs value creation process embeds a real potential into the innovation system. It is a trivia that every FabLab has a strong effect on this system by facilitating research, development and innovation (RDI), product development, education and creation of an entrepreneurial ecosystem. This bottom-up approach meets the top-down strategy of innovation stakeholders and the needs of the business and investment sector. The statement for the second part of baseline study is: Do the FabLabs represented by the Project Partners understand the needs and innovation ecosystem and the ecosystem itself they are embedded in?

Also one of the major goals of the FabLabNet project is to establish a sustainable Central European network. A network could be only sustainable on a macro level if each member is sustainable on the micro level. The baseline study focusses the current business models and business processes of the Project Partners using business canvas modelling.

## B.2. Method

To reach the objectives of the baseline study we used a survey and business canvas modelling. In the survey we were addressing the following topics:

What is the host institution of the Project Partner? - Our supposition is that the nature of the host institution determines strongly the behaviour of each FabLab regarding the services, the revenue model and the orientation in the innovation ecosystem.

Is there any considered business and annual financial planning by the Project Partner? - Our supposition while real business and financial planning is evident at those Project

Partners whose host institution is a business body, it is less comprehensive at those Project Partners whose host institution has top-down planning and management process.

Are the FabLabs represented by the Project Partner focussing more on value creation or creating the leanest cost structure? - Our supposition is that majority of the partners joined the FabLab idea to have an impact on the innovation ecosystem rather than creating a business.

Which FabLab business model describes the Project Partner best? - A report of FabLab Iceland<sup>3</sup> from 2011 describes 4 business models for Fab Labs:

- The Enabler business model: launch new Labs or provide maintenance, supply chain or similar services for existing Labs.
- The Education business model: a global distributed model of education through Fab Lab (with the Fab Academy) where global experts in particular topics can deliver training from local Fab Labs or even from universities/businesses via the Fab Lab

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<sup>3</sup> *Business Models for Fab Labs:*

*Open2pdesign.org - <http://www.open2pdesign.org/2011/fabbing/business-models-for-fab-labs/>*



video conferencing network. P2P learning among users is also part of this business model.

- The Incubator business model: provide infrastructure for entrepreneur to turn their Fab Lab creations into sustainable businesses. The incubator provides back-office infrastructure, promotion and marketing, seed capital, the leverage of the Fab Lab network and other venture infrastructure to enable the entrepreneur to focus on his or her areas of expertise.
- The Replicated/Network business model: provide a product, service or curriculum that operates by utilizing the infrastructure, staff and expertise of a local Fab Lab. Such opportunities can be replicated, sold by and executed at many (or all) local Labs, with sustainable revenue at each location. The leverage of all Labs in the network simultaneously promoting and delivering the business creates strength and reach for the brand.

Our supposition is that presently the value creation driven Project Partners implement frequently the Education business model.

How the annual budget composition of the Project Partner looks like? - Our supposition is that majority of the Project Partners who implemented the Education Business model use public resources rather than income from business services. Our other supposition is that equipment based services are common by all partners.

*How satisfied are the Project Partners with their impact of the on the surrounding innovation ecosystem?* - Our supposition is that the Project Partners need a better understanding on the players of the innovation ecosystem to have a real impact on it.

What is the Life Cycle stage<sup>4</sup> of each Project Partner? The Fab Lab Life Cycle Report describes thoroughly each of the Fab Lab life cycle stages:

**Conception:** How to start, paperwork, funding and all issues until the lab goes live

**Early childhood:** challenges during the first year

**Coming to age:** management issues, professional PR and advocacy, service development

**Fostering new businesses:** supporting the creation of new products, processes and organizations

**Surviving:** Funding, business model, good practices, community building

Our supposition is that presently all Project Partners are an advanced level looking for a way to step ahead to be more independent and sustainable.

Are there projects on the market or being invested? - Our supposition that those Project Partners where projects have been developed which entered to the market, or were able to have investment have a strong cooperation with business angel/seed capital/venture capital. We are interested in the relation between capital and the open innovation.

We also used the Business Model Canvas is a strategic management and lean template to understand and document the existing business models of every Project Partner. This visual chart with elements describes each FabLab's value proposition, infrastructure, customers, and finances.

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<sup>4</sup> Pieter van der Hijden & Beno Juarez - "The Fab Lab Life Cycle"

### B.3. General findings of the survey

Mostly all of the questions have been answered by all the Project Partners.

The host organisations of the Project Partners are diverse. From the 8 Project Partners 2 (AT and HU) are hosted by a business entity, public institutions (institutions related arts/science; educational institutions and NGO) are giving the majority of the host institutions (IT, CZ, SL, PL, CR, SK). We can state that most Project Partners are hosted by an organisation which has a strong top-down financial and management structure. Our supposition was that the nature of the host institution determines strongly the behaviour of each FabLab regarding the services, the revenue model and the orientation in the innovation ecosystem. The results of the survey underline this.

6 Project Partners (IT, CZ, SL, PL, CR, HU) answered that their FabLab does focus on value creation rather than implementing a lean cost structure. 4 Project Partners (CZ, SL, PL, CR) described their business model as educational, all these 4 Project Partners are value driven. 2 Project Partners (IT and AT) described their business model as an enabling one, while network business model is represented only by SK Project Partner, incubator only by HU Project Partner.

Corporate sponsorship is relevant only at 2 Project Partners (IT, CR).

It is interesting that while the annual budget of the SL and SK Project Partner comes from majorly public resources PL and CR Project Partner states that their annual budget comes from the private sector.

Only 3 Project Partners (CZ, SL, CR) does not offer services to create revenue stream, these Partners also describes themselves as an educational business model.

Innovation is more research driven by the majority of the Project Partners. 6 Partners are not satisfied with the impact they have on their innovation ecosystem (IT, CZ, SL, PL, CR, HU) only 2 Project Partner (AT, SK) answered that they are satisfied. We can state that the picture of the Project Partners on the innovation ecosystem could be more detailed. Only at 3 Project Partners (CZ, AT, HU) have been projects developed in which entered to the market or were able to have investment from a business angel/seed capital/venture capital even that 5 Project Partners (CZ, SL, PL, CR, HU) declared to have a strong cooperation with a private company to help the business development. From these Partners 2 (SL, PL) gave a positive answer if capital would be involved into the FabLab projects it would affect the open innovation and the principle of sharing knowledge.

6 Project Partners (CZ, AT, SL, PL, CR, HU) answered that their FabLab is financially independent and sustainable, 2 Project Partners (IT, SK) answered that they are not. In the case of SK the annual budget comes from public funds; it relies hardly on government resources, all other incomes are not relevant. A FabLab could be sustainable and driver of innovation even its annual budget comes only from public funds. To have a relevant service based income could foster the Project Partners developmental arc.

5 Project Partners (CZ, AT, SL, PL, HU) described their Life Cycle Stage as “Surviving”, 2 Project Partners (IT, SK) as “Fostering”.

### B.4. General findings of the business canvas models

Each Project Partner has completed a business canvas model to describe their activities, resources and their approach. These canvases shows that even the circumstances of the project partners are different

the idea of the FabLab has a strong effect on processes. Key partners, customers segments and the value proposition is the same by every Project Partner.

It is sure that there is no specific business model that can be applied to all FabLabs. The FabLabNet network should create modular business models, including network and revenue stream, strategies for marketing communication, help in the service development and strategies to support each other.

## B.5 Conclusion from the collected data

To conclude the survey we can make the following statements:

**All FabLabs are in a developing phase.** The Life Cycle stage “Surviving” and “Fostering” commonly could be described as realizing internal and external needs and make processes, structures more flexible and effective.

**There is a demand to play a more important role in the innovation ecosystem.** While having a bottom-up approach to innovation, the innovation ecosystem effects the Project Partners too. To have real matchmaking with business and innovation stakeholders most Project Partners have to review the service portfolio and business models.

A FabLab could be sustainable and driver of innovation even its annual budget comes only from public funds. **To have a relevant service based income could foster the Project Partners developmental arc.**

**Fundamentally most of the Project Partners are financially dependent on the host institution.** The structure of the annual budget per partner is imbalanced to government and EU related funds. The revenue stream based on services is low.

**Only those two Project Partners (AT, SK) are satisfied with their effect on the innovation ecosystem who implements a lean cost structure.**

## C. AT / Embedding FabLabs in society

Report by:

Dr. Roland STELZER, Karim JAFARMADAR, Joanna KOWOLIK

### C.1. Introduction

The purpose of the third part of the baseline study is to determine the current situation of the partners involved in the FabLabNet project regarding their infrastructure, program portfolio, like workshops and other activities and map established strategies they practice to reach out to their target groups. According to that, the problem statement for the third part of baseline study is: What are the current strategies for Fab Labs to get in touch with society and was is the offered infrastructure of the Project Partners?

### C.2. Method

The survey is based on our knowledge and experience from the last ten years and the developed strategies for Happylab how we can address a large target group within the society and provide a low-threshold access especially to those with no relevant prior knowledge.

We are focusing on the following topics:

At first we gather the basic information's about the project partner's infrastructure. This way we try to learn more, whether the Fab Lab is embedded into a certain institution. Since how many years it is operating. How many employees and volunteers are working in the Lab. What kind of equipment the partners are offering right now and how the Labs are organizing the access for users? In the next step we try to learn more about the current users, the main target groups of the project partners and map them by age and gender.

In the third part we focus on workshops, corporations and others activities.

Based on this three angles we can map and understand the current possibilities and activities of the project partners related to their infrastructure, staff and established workshop programs. We learn more about their main target groups, about current cooperation's and try point out some similarities and differences within the project partners.

Before focusing on the results of the survey and mapping the activities of the project partners, we outline some of the established and successful strategies at Happylab.

### C.3. Low-Threshold Access to Fab Labs through Training Programs and Outreaching Activities at Happylab

2010 the Happylab in Vienna was Austria's first Fab Lab. With currently about 2000 regular users and a growth rate of 1 to 2 users daily the demand in the metropolitan region of Vienna is clearly visible. Key to this development is the combination of professional equipment and low-threshold access. Besides low cost this includes regular welcome evenings for first-timers as well as training courses for the



machine usage. In order to survive economically aside from large cities such as Vienna new approaches are needed to address a larger target group. Therefore special offers for children and teenagers as well as people without technical knowledge have been developed. These include mobile formats to address schools, youth centres and craft shops in the surroundings specifically.

Furthermore, the workshops were expanded from mere trainings on the machines to comprehensive courses themed “from ideas to products”. The following sections present a model that offers low-threshold access to a Fab Lab in order to make it interesting and useful for a broad target group.

A key aspect is providing low-threshold access in order to appeal even to those not yet equipped with the relevant prior knowledge. In addition to its low cost for the public, this model also includes an inviting offer for first-timers, such as an open house with a tour of the lab for first-time visitors every Wednesday. Other low-threshold or easy access events, such as an annual Happylab birthday party - open to the public and featuring the exhibition of and awarding of prizes for the best Fab exhibits by visitors -, will provide additional opportunities to get to know the Fab Lab without any obligations.

It is also important that a newcomer’s entry into the world of digital manufacturing is made as easy as possible. Regular initial training, free of charge, on the machines (laser cutter, 3D printer, vinyl plotter, CNC milling unit and lathe) helps users get started. These workshops are meant to show how to operate a machine by means of a simple example and provide a good basis for gaining further experience on one’s own.

Learning from each other is another important point in the Happylab community. In addition to the physical meeting place provided for joint working and tinkering, a web-based forum and a wiki page also offer the opportunity to exchange experiences. Our goal is to provide the widest possible group of people an opportunity to implement their ideas in the Fab Lab. To achieve this goal, we are implementing measures to expand the Happylab target group in the following directions:

- Disciplinary extension by involving interested parties with no prior know-how
- Offerings for an expanded target age group
- Spatial extension through a mobile offering (“Fab Box”)

#### **C.4. Disciplinary extension by involving interested parties with no prior know-how**

To make a wider public familiar with the opportunities offered by “digital design” and “digital fabrication,” a new way of imparting knowledge is needed, namely hands-on workshops for technical and creative work at Fab Labs. Prior knowledge is neither assumed nor required. The entire innovation process from idea to finished prototype is worked through and acquired in a workshop. Participants can contribute their own ideas and realize them in small groups under expert supervision. Such courses are offered for both children and adolescents (10-15 years) as well as for adults.

Initial training has been offered for many of the machines in Happylab for quite long time already. However, this only provides an introduction to the safe handling of each machine and its control software. The creation of digital designs that serve as a template for the computer controlled production machines would go beyond the scope of these workshops.

## C.5. Fab Lab Boot Camp

To circumvent the limitations described above, we have developed a new workshop format called the “Fab Lab Boot Camp.” It is aimed specifically at people with creative and innovative ideas who lack specific prior knowledge. The target group thus includes inventors, start-up entrepreneurs, students from all disciplines, hobbyists and all those who want to make initial prototypes and finished products using 3D printers, laser cutters, CNC milling machines and vinyl plotters.

In one week participants learn how to create two and three dimensional models on the computer as well as the subsequent production using Happylab’s digital production machines. Only freely available software is used in the design process, giving participants the opportunity to deepen their knowledge at home at no additional cost.

The Fab Lab Boot Camp is divided into two days of an intensive workshop and five days of free project work under professional supervision at Happylab. The number of participants is limited a maximum of 12 people.

## C.6. Offerings for an expanded target age group - workshops for school classes and youth groups in Happylab

Tours of Happylab and workshops on specific topics related to the keyword “digital fabrication” can be booked for school classes and youth groups at any time. In the context of hands-on workshops, children and adolescents are acquainted with modern production technologies and new vocational fields. The offer is aimed at students ages 10 and up. Depending on interest, workshops on individual machines or one-hour introductory tours of Happylab can be booked. Workshops can last two to four hours, depending on the topic.

## C.7. Spatial extension through a mobile offering (“fab box”) Happylab Pop-Up Fab Lab

So-called “Fab Boxes,” which mobilize parts of the Fab Lab, actively build up awareness and know-how in a wider catchment area. The “Fab Box” enables design and production workshops or technology presentations to be conducted in schools, businesses or youth centers, for example. There are currently three Fab Boxes that are suitable for mobile use:

- “3D printer - Create your own things”: Kids and teenagers first create their own 3D models on the computer and then immediately print them out with the 3D printer.
- “2D design - Create and print your own T-Shirt”: In this workshop kids create their self-printed T-shirts.
- “Drawdio - Music out of a pencil”: In only a few steps kids build “Drawdios”, electronic musical instruments.

The mobile “Fab Box” allows us to hold workshops and presentations on digital production technologies across Austria.

## C.8. Low-threshold access at HappyLab - how to embed society

If the objective is to make the Fab Lab opportunities available to as many people as possible, low-threshold access programs are essential. First-timers need to feel welcome and be offered a program adapted to their personal level of know-how for a quick entry into the world of digital production. This offering ranges from tours for first-time visitors and design workshops to initial training on machines. These training courses can, however, only convey basic knowledge and provide help for getting started. Further experience is then gained by working on specific projects and through the sharing of know-how within the user community. Online services, such as Wikis or forums, can also provide support.

From our experience free regular trainings on the digital fabrication machines have a significant influence on the number of active lab users. Providing low-threshold access to high technology in a Fab Lab also makes it possible to address people who, due to their educational or social backgrounds, would otherwise not be given the opportunity to become actively engaged in research and innovation. Fab Labs are helping to more effectively exploit the untapped potential in groups of people that are often neglected.

## C.9. General findings and conclusion from the collected data

Before we focus on some general findings, it should be noticed that the sample of eight Fab Labs is not very big. Therefore, findings and conclusions that tried to be made in the following cannot be generalized (or have no general validity). Still we can observe some conspicuousness in the sample, that led us to the following conclusions. Anyway the findings give us some guidance for the upcoming activities and topics that should be deepened.

Even if we can see some variations, more or less most of the Labs provide the standardised equipment of a Fab Lab. Since 3D printers are a symbol for the digital fabrication, this is one machine that all partners provide. Poland is focussing mainly on 3D printers and provides no other Fab Lab machines. This might also be a reason for the rather limited number of visitors per week. Another option is, that the Polish partner is mainly focused on providing 3D services for enterprises, since one of the most important cooperations are SME's and it is embedded into a company.

University students are one of the most important target groups for all project partners. This also matches the demographics of the users (most of the users are under 30 years old). Therefore, the workshop formats are aimed at this group (all project partners rated university students as important or very important regarding their workshop target group). Another reason for this outstanding target group might be, that all project partners also claimed to have cooperations with universities and schools and most of them listed education as one of their main activities. Maybe this is a good example for a sustainable approach, how to establish a user group. We need consistent cooperations, matched with a tailored workshop program that is fitting the needs of a particular users.

If we compare the rated target groups and most important workshops offered by the project partners, Makers - shortly followed by Designers and artists - are the second significant user groups of the Labs. Aiming workshop programs at this groups are supporting this observation.

Worth mentioning is, that most of the participating labs don't have cooperations with start-up's and larger companies (except Hungary and Czech Republic). Partners try to provide some workshops for start-up's and engineer's, but are not focusing on this target group. Even if six out of eight Labs are



listing “providing services to enterprises and other customers” as a main activity, their services seem to be tailored for SME’s and professional makers or tinkerers.

Another interesting observation is the contrast in rating of children and adolescents as a general target group for the Lab and as a target group for the offered workshops. In average the partners rated children and adolescents as one of the least important target groups (rated with 3 out of 5 stars), but compared to the rating of offered workshops, they are higher rated (4 out of 5 stars). It can be assumed, that children and adolescents are mostly reached through workshop activities and are not becoming regular visitors immediately (this can also be observed in the user distribution by age). Offering workshops for children and adolescents may also be a good investment in future makers.

FabLab Budapest is not offering any tours in the Lab and workshops are only held occasionally. It still has on average 10 to 50 visitors per week, like most of the partners, that make tours occasionally. A reason for this might be, that FabLab Budapest - like the polish Lab - are both embedded into companies. Poland is offering charged tours and free workshops only on occasion and has the lowest visitor numbers among the partners per week. The Czech partner, like FabLab Budapest, is not offering any tours, but FME BUT Brno is offering weekly workshops for their students with about 30 visitors per week. By that we can assume, that most visitors are students participating at the weekly workshops. Also Croatia and Slovenia offers weekly workshops on average with six to eight participants. These participants are important for the general visitor figures, since on average they have 10 to 50 per week. Austria, Hungary and Czech Republic have the most workshop participant. One reason for the high numbers regarding workshop participants in Brno and Vienna might be, that they are for free and held weekly. One can observe how weekly tours and workshops have a positive impact on visitor’s figures per week in general, especially when we have a look at the average visitor numbers and workshop participants.

We couldn’t see any connection between the visitors per week and the affiliation of the Labs to an institution, since e.g. Croatia, that is independent, has the same visitors per week as the other partners, that are embedded into different institutions. Worth mentioning is that FabLab MUSE, has the second highest visitors (50 to 100) per week, but don’t distinguish much compared to the project partner with 10 to 50 visitors regarding their activities. The location in the museum, might have a positive impact on the visitor figures.

We can see from our findings that most of the partners have very good, some of them very diverse, cooperations with different stakeholders and they also list “cooperations with local initiatives” as one of the main activities. From this observation it could be deduced, that most of the partners have a strong local network. Due to the variation in stakeholders, a strength of Fab Labs seems to be the ability to connect and cooperate with different organisations and institutions. In this context it should be noted, that all project partners are very active in communicating the idea and the concept of Fab Labs at conferences, Fairs or Festivals and school or university related events.

Although the partners have a strong network and also participate in different events on regular bases (what is important for expanding the awareness about Fab Labs), maybe they don’t manage to communicate the offered workshops to their specific target groups, since the attendance figures in some cases are very low. It’s also possible that the offered workshops are not fitting the needs or the interest of the target groups or the workshop participants are not becoming regular users. The approach we choose at Happylab was to open up our target groups as much as possible, offering the workshops for free on regular bases and provide workshop content, that is meaningful for different kind of target groups and specially for people with no relevant prior knowledge.

Some questions came up that we need to find out more about in the future activities:

- Do we need to adjust the offered workshops to our target groups and how we can ensure that workshop participants are becoming regular users of the Labs?
- Are we focussing too much on one cooperation or activity, e.g. universities/education and the need for our services is limited for students?
- Can open Lab tours be offered on regular bases and for free to provide a low-threshold access for public without any obligations and ensure that we give access to a broad audience within society to get in touch with Fab Labs?

## D. Conclusions

Following the analysis of data gathered with the purpose of perusing the topic and also research question “How to create transnational network of grassroots communities”, two main observations arises. In the first place, we have witnessed how the national context is still the main arena in which FabLabs are acting. Secondly, the influence and the support we have registered from the Public sector indicates that it is an unavoidable actor in the current phase of development the FabLabs belonging to the FabLabNet consortium. As far as we are concerned we strongly believe that the FabLabNet Project is much needed to develop an extra-national and non-public (grassroots) alternative to the current state of things.

The analysis of the survey and the consultation with the Project Partners shows that all FabLabs are in a developing phase: the Life Cycle stage “Surviving” and “Fostering” commonly could be described as realizing internal and external needs and make processes, structures more flexible and effective. By establishing the FabLabNet network we should focus on how to embed the FabLabs deeper into their local innovation and business ecosystem. The network will provide training, methodology and toolkits to help the Project Partners and other FabLabs as well to understand business processes, innovation itself and be more visible for stakeholders of the innovation system. With the help of the network the bottom-up approach could meet with the top-down mechanism of the innovation ecosystem.

If the objective is to make digital fabrication and the Fab Lab opportunities available to a wider public, we have to analyse our strategies how we try to involve different target groups from the society. Most of the partners manage to establish sustainable connections with e.g. university students, are very active in participating in public events and have a stable local network. Still we have to rethink and analyse our offers and not only regarding the different workshop types we offer, since the attending and visitor figures in some cases are very low. Therefore the transnational knowledge exchange, as planned in FabLabNet, can be a great opportunity for the participating partners to adjust the offered workshops to new target groups or establish strategies to increase their users and visitors in general.



## E. Annexes

This document is completed by the following Annexes:

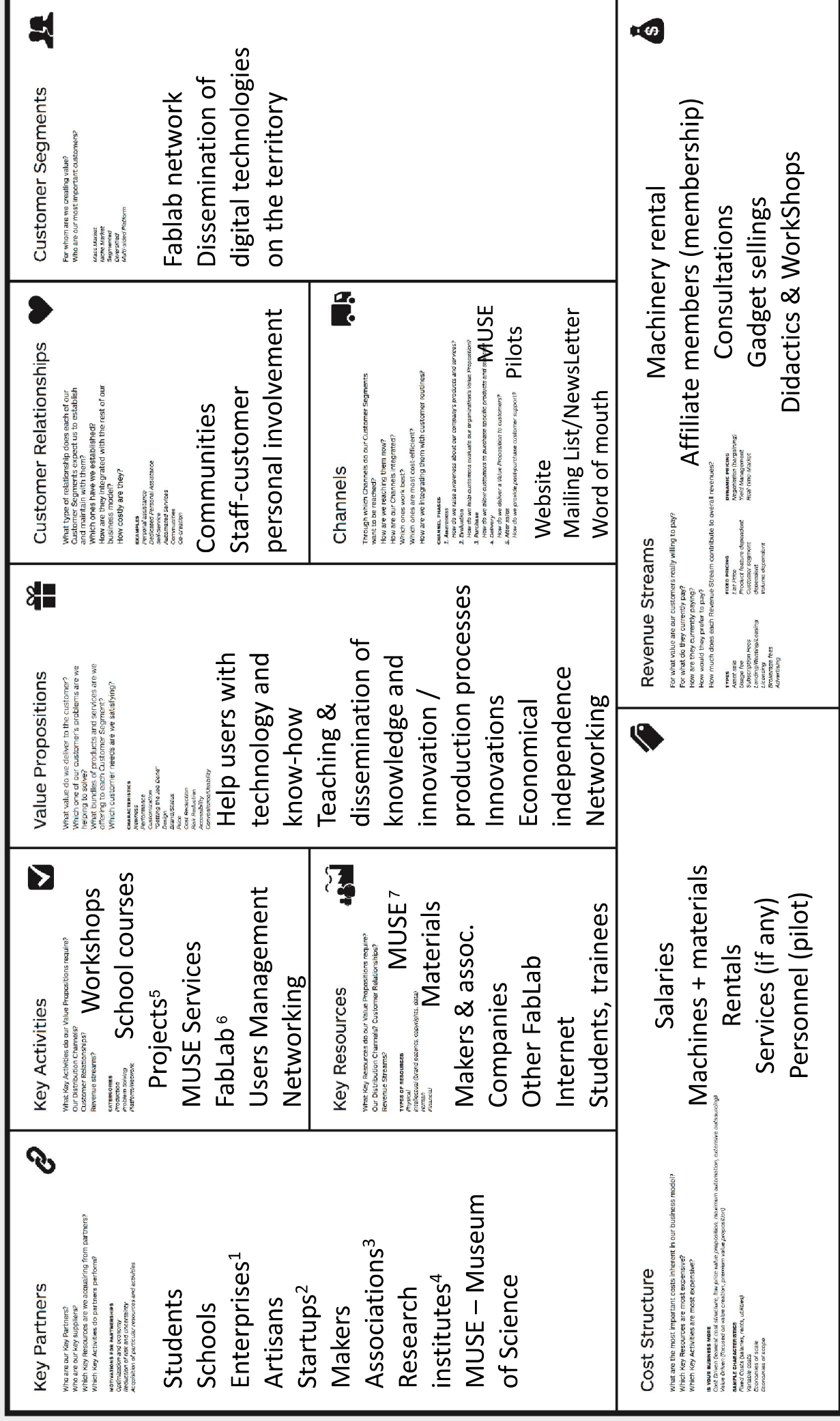
- Annex 1: Business model canvasses of 9 FabLabs (9 pages).
- Annex 2: Survey summary General Report (7 pages).
- Annex 3: Survey summary Partner Breakup (7 pages).
- Annex 4: How to create transnational networks of grassroots communities Survey (66 pages).
- Annex 5: Embedding Fab Labs in society Survey (37 pages).

# The Business Model Canvas

Designed for: FabLabNet

Designed by: MUSE Fablab

Date: Dec 2016 Version: 1.0



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<sup>1</sup>INFOTN, HSL, MarcoStudio, Krealine, Skysense, Trentino Sviluppo, Practix, spin off di FBK, Folgaria Hotels

<sup>2</sup>Mbox, Trentino Sviluppo, University of Trento

<sup>3</sup>LinuxTrent, OpenHW-TN, HakerSpace, etc

<sup>4</sup>University of Trento, FBK, CNR, create net

<sup>5</sup>eg flywheels, Placemats, Grandfather Clock, etc)

<sup>6</sup>FabLab management, maintenance & site, FabLab purchases

<sup>7</sup>loans? Both from public tenders, which deals with private companies or public as a common and Province



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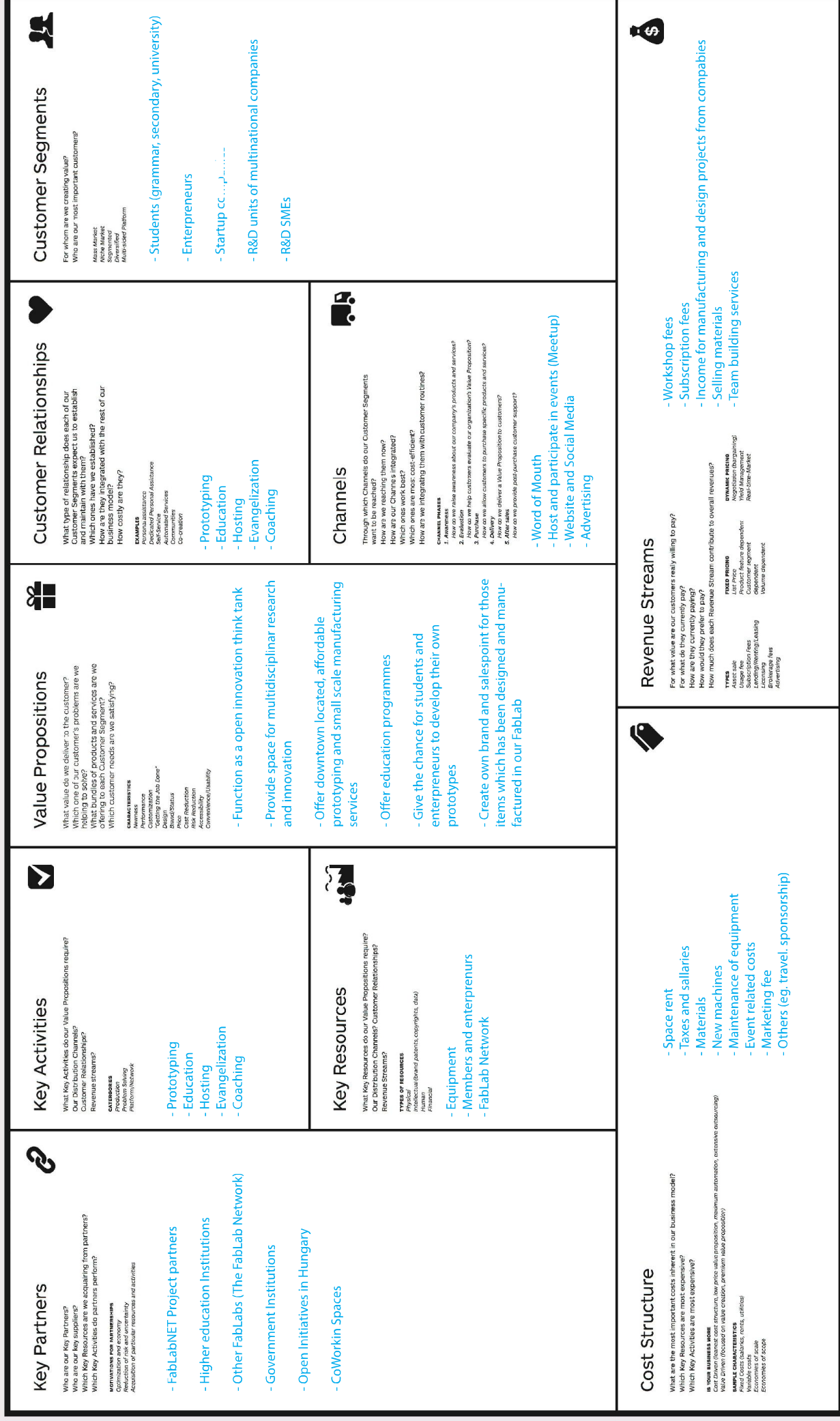
# The Business Model Canvas

Designed for: FabLab Budapest

Designed by: David PAP

Date: 22.11.2016

Version: v01



## Version: 1



# The Business Model Canvas

Designed for:  
**FabLab Bielsko-Biala**

Designed by:  
**Jan Sienkiewicz**

**On NOV 2016**

**ver.1**

## Key Partners

Who are our Key Partners?  
Who are our key suppliers?  
Which Key Resources are we acquiring from partners?  
Which Key Activities do partners perform?

- Partners of FabLabNet project
- Local Vocational training institutions
- Bielsko-Biala city
- Bielsko-Biala District county offices
- Startup Podbeskidzie Association
- Local education institutions
- Beskid Technology Incubator

## Key Activities

What Key Activities do our Value Propositions require?  
Our Distribution Channels?  
Customer Relationships?  
Revenue streams?

- education
- prototyping
- custom design and services
- dissemination of modern knowledge
- innovation incubation

## Key Resources

What Key Resources do our Value Propositions require?  
Our Distribution Channels? Customer Relationships?  
Revenue Streams?

- Trainers
- Entrepreneurs
- Equipment
- Creative people
- Education work spaces

## Value Propositions

What value do we deliver to the customer?  
Which one of our customer's problems are we helping to solve?  
What bundles of products and services are we offering to each Customer Segment?  
Which customer needs are we satisfying?

- creative lab for innovators
- design knowledge support
- creation training centre
- innovation source
- fast prototyping laboratory
- education centre
- custom design and production facility
- art and craft working space

## Customer Relationships

What type of relationship does each of our Customer Segments expect us to establish and maintain with them?  
Which ones have we established?  
How are they integrated with the rest of our business model?  
How costly are they?

- education environment cooperation platform
- open space for self-development
- coaching and mentoring
- information source
- fast prototyping shop

## Channels

Through which Channels do our Customer Segments want to be reached?  
How are we reaching them now?  
How are our Channels integrated?  
Which ones work best?  
Which ones are most cost-efficient?  
How are we integrating them with customer routines?

- direct communication to the education institutions
- social media channels
- FabLab web page
- direct contact

## Customer Segments

For whom are we creating value?  
Who are our most important customers?

- education system (highschool mates and students)
- startups of the region
- innovative companies of Beskid technology Incubator and Accelerator
- Bielsko-Biala District counties
- R&D institutions, mainly Bielsko-Biala University

## Cost Structure

What are the most important costs inherent in our business model?  
Which Key Resources are most expensive?  
Which Key Activities are most expensive?

- educational programmes
- machinery and technical equipment
- software licences (3D design programs)
- trainers (salaries and social taxes)
- materials and maintenance cost
- venue and space related costs

## Revenue Streams

For what value are our customers really willing to pay?  
For what do they currently pay?  
How are they currently paying?  
How would they prefer to pay?  
How much does each Revenue Stream contribute to overall revenues?

- users fees
- training programs fees
- small scale manufacturing fees
- material selling
- equipment sales commission

# The Business Model Canvas

Designed for: RogLab

Designed by: François Friderich  
Meta Štular

Date: 25.11.2016

Version: 1.0

<div>Key Partners</div> <div><ul style="list-style-type: none"><li>- Other FabLabs and MakerLabs</li><li>- Slovene primary and high schools</li><li>- Higher Education institutions in Slovenia</li><li>- Governmental institutions (national and local )</li><li>- Cultural NGOs</li><li>- Public cultural institutions</li><li>- Private companies in the field engineering and digital fabrication</li><li>- Other initiative in Slovenia which promote autonomous use of digital technology</li></ul></div>	<div>Key Activities</div> <div><ul style="list-style-type: none"><li>- Technical training and workshops</li><li>- Thematic workshops for children and adults</li><li>- Providing technical support</li><li>- Prototype development</li><li>- Hosting events of other organizations</li><li>- Providing access to equipment for digital fabrication</li><li>- Providing consumables for digital fabrication</li><li>- Promotion of critical thinking about new technologies (lectures, presentations, etc.)</li></ul></div>	<div>Value Propositions</div> <div><ul style="list-style-type: none"><li>- Improving the accessibility of new technologies</li><li>- Creating social links</li><li>- Providing technical support to creators and entrepreneurs</li><li>- Fostering the circulation of ideas</li><li>- Fostering innovation and creativity</li><li>- Stimulating interdisciplinary approach of problems solving</li><li>- Revalorization of abandoned premises of former industrial site</li><li>- Addressing burning issues and needs of contemporary society</li><li>- Preparing the society, especially the young generation, to the 3d industrial revolution</li></ul></div>	<div>Customer Relationships</div> <div><ul style="list-style-type: none"><li>- Technical support and training</li><li>- Personal assistance and advices</li><li>- Community building</li></ul></div>	<div>Customer Segments</div> <div><ul style="list-style-type: none"><li>- Entrepreneurs</li><li>- Creators / Artists / Designers / Architects</li><li>- DIY enthusiasts / creative hobbyists</li><li>- Teachers</li><li>- Students</li><li>- Pupils</li></ul></div>
<div>Key Resources</div> <div><ul style="list-style-type: none"><li>- Any equipment for digital fabrication</li><li>- RogLab container (working space)</li><li>- RogLab staff</li><li>- Partners / International network</li></ul></div>	<div>Channels</div> <div><ul style="list-style-type: none"><li>- Social media</li><li>- Webpage and mailing lists</li><li>- Traditional media</li><li>- Partners</li><li>- Local and international events related to education and/or new technologies</li><li>- International networking</li></ul></div>	<div>Revenue Streams</div> <div><ul style="list-style-type: none"><li>- Municipality of Ljubljana (major revenue)</li><li>- Public grants -local, national and european- via public tenders (major revenue)</li><li>- Membership</li><li>- Training and workshop's fees</li><li>- Commissioned workshops</li><li>- Prototyping services</li></ul></div>	<div>Cost Structure</div> <div><ul style="list-style-type: none"><li>- Maintenance of equipment and premises</li><li>- Taxes and salaries</li><li>- External support (workshop, organization, promotion)</li><li>- Purchase of new equipment</li><li>- Running costs (telephone, internet, electricity, heating, etc.)</li></ul></div>	



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Version: 1.0

## Diplomatic missions (e.g. Institut Français)

## Crafting / Creating/Fabrication

## Material for production/fabrication

Variable costs  
 Examples of scale  
 economies of scope

## Creating prototypes

Direct promotion via conferences, exhibitions, workshops, lectures

Online promotion

Students,  
Researchers,  
Innovators - startupists,  
Artists,  
Hobbyists,  
NGOs

Direct promotion via conferences, exhibitions, workshops, lectures

Online promotion

Types	Fixed Pricing	Dynamic Pricing
Asset sale	Used Product	Regeneration/Reengineering
Order fee	Product feature dependent	Field Management
Subscription Plans	Customer segment	Real-time Auction
Leasing/Financing/Leasing	Dependent	
Knowledge fees	Volume dependent	
Insurance		

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# The Business Model Canvas

Designed for: **FabLab Zagreb**

Designed by: **Roberto Vdović**

Date: **28/11/2016**

Version: **v.0.1**

<h3>Key Partners</h3> <p>Who are our key partners? Which key resources are we acquiring from partners? Should key activities be performed by partners?</p> <p><b>FabLabNet Project Partners</b></p> <p>Primary Education Institution Secondary Education Institution Higher Education Institution</p> <p>Other FabLabs (FabLab.io) Other FabLabs (other EU projects)</p> <p>Makerspaces &amp; Coworkingspaces</p> <p>Local and National Government</p> <p>Other Civil &amp; Social Associations</p> <p>SME's</p>	<h3>Key Activities</h3> <p>What key activities do our value propositions require? Which key resources are most important? Name our channels?</p> <p><b>Education</b> <b>Research</b> <b>Developing</b> <b>Evaluation</b></p>	<h3>Value Propositions</h3> <p>What value do we deliver to the customer? What bundles of products and services are we offering to each customer segment? Which customer needs are we satisfying?</p> <p><b>Education Workshops</b> <b>Training</b> <b>Collaborative Space</b> <b>Creative Space</b></p>	<h3>Customer Relationships</h3> <p>What type of relationship does each of our customer segments expect us to establish and maintain with them? Which ones have we established? How are they integrated with the rest of our business model? How costly are they?</p> <p><b>Education</b> <b>Research</b> <b>Developing</b> <b>Modeling</b> <b>Printing</b></p>	<h3>Customer Segments</h3> <p>For whom are we creating value? Who are our most important customers?</p> <p><b>Students</b> <b>Pupils</b> <b>Local Community</b> <b>Other Social Groups</b> <b>Entrepreneurs</b> <b>SME's</b></p>	<h3>Key Resources</h3> <p>What key resources do our value propositions require? Which key resources are most important? Name our channels?</p> <p><b>Equipment</b> <b>Software</b> <b>Knowledge</b> <b>Members</b> <b>Community</b> <b>Network</b></p>	<h3>Channels</h3> <p>Through which channels do our customers integrate our value proposition into their lives? How are we reaching them now? How are our channels integrated? Which ones work best? Which ones are most cost-efficient? How are we integrating them with customer segments?</p> <p><b>Website &amp; Social Media</b> <b>Word of mouth</b> <b>Events (annual &amp; monthly workshop)</b></p>	<h3>Revenue Streams</h3> <p>For what value are our customers really willing to pay? For what do they currently pay? How are they currently paying? How much does each customer segment contribute to gross revenue?</p> <p><b>Evaluation Fee</b> <b>Education Fee</b> <b>Projects related</b> <b>Sponsorship</b></p>
<h3>Cost Structure</h3> <p>What are the most important costs inherent in our business model? Which key resources are most expensive? Which key activities are most expensive?</p> <p><b>Equipment</b> <b>Software</b> <b>Maintenance</b> <b>Research</b> <b>Education</b> <b>Travel</b> <b>Sponsoring</b> <b>Marketing &amp; Events</b></p>	<h3>Revenue Streams</h3> <p>For what value are our customers really willing to pay? For what do they currently pay? How are they currently paying? How much does each customer segment contribute to gross revenue?</p> <p><b>Evaluation Fee</b> <b>Education Fee</b> <b>Projects related</b> <b>Sponsorship</b></p>	<h3>Revenue Streams</h3> <p>For what value are our customers really willing to pay? For what do they currently pay? How are they currently paying? How much does each customer segment contribute to gross revenue?</p> <p><b>Evaluation Fee</b> <b>Education Fee</b> <b>Projects related</b> <b>Sponsorship</b></p>	<h3>Revenue Streams</h3> <p>For what value are our customers really willing to pay? For what do they currently pay? How are they currently paying? How much does each customer segment contribute to gross revenue?</p> <p><b>Evaluation Fee</b> <b>Education Fee</b> <b>Projects related</b> <b>Sponsorship</b></p>				



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The authors of Business Model Innovation and Strategyzer

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# The Business Model Canvas

Designed for:

Designed by:

Date:

Version:



## Key Partners

Who are our Key Partners?  
Who are our Key Suppliers?  
Which Key Resources are we acquiring from partners?  
Which Key Activities do partners perform?

**MOTIVATIONS FOR PARTNERSHIPS**  
Reduction of risk and uncertainty  
Acquisition of particular resources and activities

- UnternehmerTUM
- BMW
- other Industry Partners
- Technical University of Munich (TUM)
- > different Departments
- City of Munich
- Bavarian State Ministry for Economic Affairs and Media, Energy and Technology
- Lokal Maker Environment (like Make Munich)
- FabLabNet Partners



## Key Activities

What Key Activities do our Value Propositions require?  
Our Distribution Channels?  
Customer Relationships?  
Revenue streams?

**EXTERNALISERS**  
Production  
Problem Solving  
Platform/Network

- Micro Factory: Access to equipment
- Prototyping
- Education
- Hosting Events
- Own Events / Supporting Program Projects (like Think Make Start)
- Coaching
- Contract work (e.g. 3D Printing)



## Key Resources

What Key Resources do our Value Propositions require?  
Our Distribution Channels? Customer Relationships?  
Revenue Streams?

**TYPE OF RESOURCES**  
Physical  
Human  
Intellectual (Brand patents, copyrights, data)  
Financial

- Equipment
- well educated staff
- Members
- strong Partners

## Cost Structure

What are the most important costs inherent in our business model?  
Which Key Resources are most expensive?  
Which Key Activities are most expensive?

**IS YOUR BUSINESS MORE**  
Cost Driven (lowest cost structure, low price value proposition, maximum automation, extensive outsourcing)  
Value Driven (More cost structure, premium value proposition)

**SCALE CHARACTERISTICS**  
Fixed Costs (salaries, rents, utilities)  
Variable costs  
Economies of scale  
Economies of scope

MakerSpace is value driven

- Cost Structure
  - Taxes and salaries
  - Space rent
  - Maintenance of equipment
  - Cost of new equipment to keep up to date
  - Event related
  - Marketing related costs



## Value Propositions

What value do we deliver to the customer?  
Which one of our customer's problems are we helping to solve?  
What bundles of products and services are we offering to each Customer Segment?  
Which customer needs are we satisfying?

**CHARACTERISTICS**  
Newness  
Performance  
Customization  
"Getting the Job Done"  
Design  
Status  
Price  
Cost Reduction  
Convenience/Usability  
Accessibility

- Access to state of the art maker tools and workshop combined with full service and support
- Inspiring Environment / Environment on rethinking how we can foster innovation
- Openess and accessibility for everyone
- Improvement of accessibility of the new (digital) technologies
- For professionals: Free space outside their common company environment
- Education programs



## Channels

Through which Channels do our Customer Segments want to be reached?  
How are we reaching them now?  
How are our Channels integrated?  
Which ones work best?  
Which ones are most cost-efficient?  
How are we integrating them with customer routines?

**CHANNEL PHASES**  
1. Awareness  
2. Evaluation  
3. Selection  
4. Trial  
5. Adoption  
6. Retention  
7. Advocacy  
8. Repurchase  
9. Referral  
10. Exit  
11. Renewal  
12. Upgrade  
13. Downgrade  
14. Churn  
15. Reactivation  
16. Re-engagement  
17. Re-activation  
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95. Re-activation  
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97. Re-activation  
98. Re-engagement  
99. Re-activation  
100. Re-engagement

- University programs
- Social media
- Newsletter
- Hosting of events
- Word of mouth



## Customer Segments

For whom are we creating value?  
Who are our most important customers?

Mass Market  
Niche Market  
Segmented  
Diversified  
Multi-sided Platform

- Entrepreneurs
- Startup companies
- Professionals outside of their company environment
- R&D SMEs
- University students
- craftsmen
- professional makers



## Customer Relationships

What type of relationship does each of our Customer Segments expect us to establish and maintain with them?  
Which ones have we established?  
How are they integrated with the rest of our business model?  
How costly are they?

**EXAMPLES**  
Personal assistance  
Self-Service  
Automated Services  
Co-creation  
Community building  
Foster multidisciplinary

- keep the grade of technical support and service very high
- Community building
- foster multidisciplinary



## Revenue Streams

For what value are our customers really willing to pay?  
For what do they currently pay?  
How are they currently paying?  
How much does each Revenue Stream contribute to overall revenues?

**TYPE**  
Usage fee  
Subscription fees  
Licensing  
Advertising

**FIELD PRICING**  
Product feature dependent  
Customer segment  
Volume dependent

**DYNAMIC PRICING**  
Yield Management  
Real-time Market

- Fixed subscription fees of members from industrial partners

- Member subscription fees
- Income from contract work

- Workshop fees
- selling Materials



**DESIGNED BY: Business Model Foundry AG**  
The makers of Business Model Generation and Strategyzer

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strategyzer.com

### The host of Your FabLab is

8 out of 8 people answered this question

1	Business (SME, large enterprise, individual entrepreneur)	2 / 25%
2	Institution related arts/science (museum, library, etc.)	2 / 25%
3	Educational institution (grammar school, secondary school, university, etc.)	1 / 13%
4	Non-governmental organization (NGO)	1 / 13%
5	Other	1 / 13%
6	Policy related governmental institution (agencies, ministries, etc.)	1 / 13%
7	Academia	0 / 0%
8	We are community based, so non the before listed ones	0 / 0%

### Do you know what is a business canvas?

8 out of 8 people answered this question

1	Yes	6 / 75%
2	No	2 / 25%

### Does Your FabLab have a business canvas?

8 out of 8 people answered this question

1	No	6 / 75%
2	Yes	2 / 25%

### Does you FabLab have an annual financial plan?

8 out of 8 people answered this question

1	Yes	5 / 63%
2	No	3 / 38%

### Your FabLab is more

8 out of 8 people answered this question

1	Value driven (focuses on value creation)	6 / 75%
2	Cost driven (leanest cost structure)	2 / 25%

3	Other	0 / 0%
---	-------	--------

## You would describe Your FabLab has

8 out of 8 people answered this question

1	An education business model	4 / 50%
2	An enabler business model	2 / 25%
3	A network business model	1 / 13%
4	An incubator business model	1 / 13%

## Your FabLab's annual budget comes from

8 out of 8 people answered this question

Average: 6.38

0	1	2	3	4	5	6	7	8	9	10
Public resources						Private resources				

8		2 / 25%
10		2 / 25%
1		1 / 13%
2		1 / 13%
3		1 / 13%
9		1 / 13%

## Does your FabLab offer services (education, design,manufacturing, etc.) to have a revenue stream?

8 out of 8 people answered this question

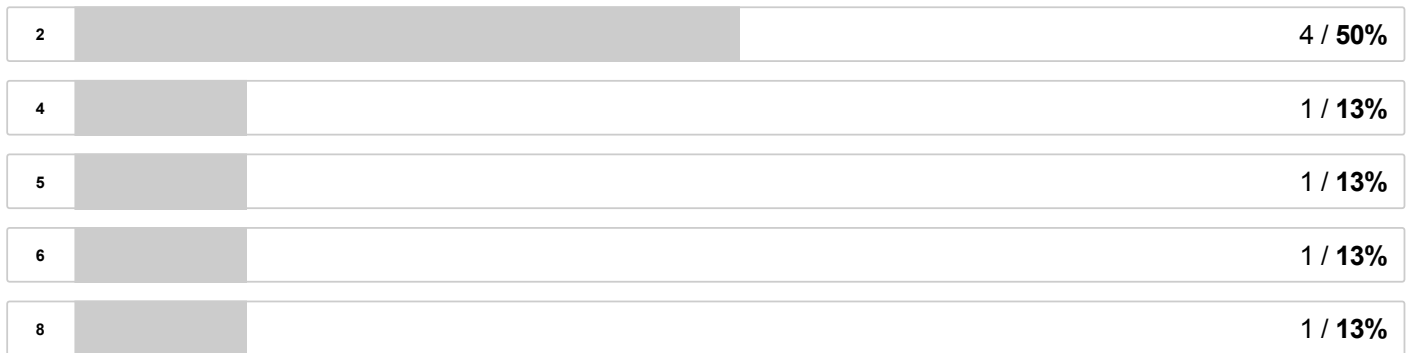
1	Yes	5 / 63%
2	No	3 / 38%

## Innovation is

8 out of 8 people answered this question

Average: 3.88

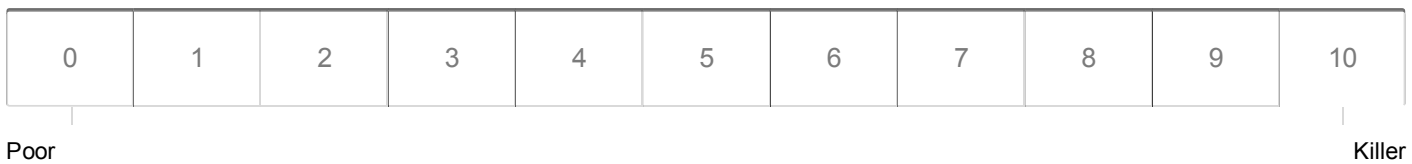
0	1	2	3	4	5	6	7	8	9	10
Research driven						Market driven				



### How detailed You know your innovation ecosystem?

8 out of 8 people answered this question

Average: 5.50



### Are You satisfied with the impact of Your FabLab on the surrounding innovation ecosystem?

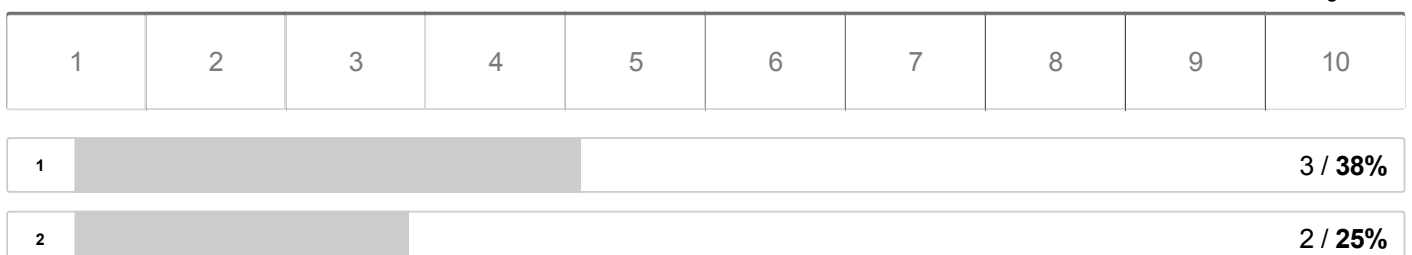
8 out of 8 people answered this question



### Membership Fees

8 out of 8 people answered this question

Average: 3.13





## Tool Fees

8 out of 8 people answered this question

Average: 2.38



## Education Fees

8 out of 8 people answered this question

Average: 3.50



## Commercial Work

8 out of 8 people answered this question

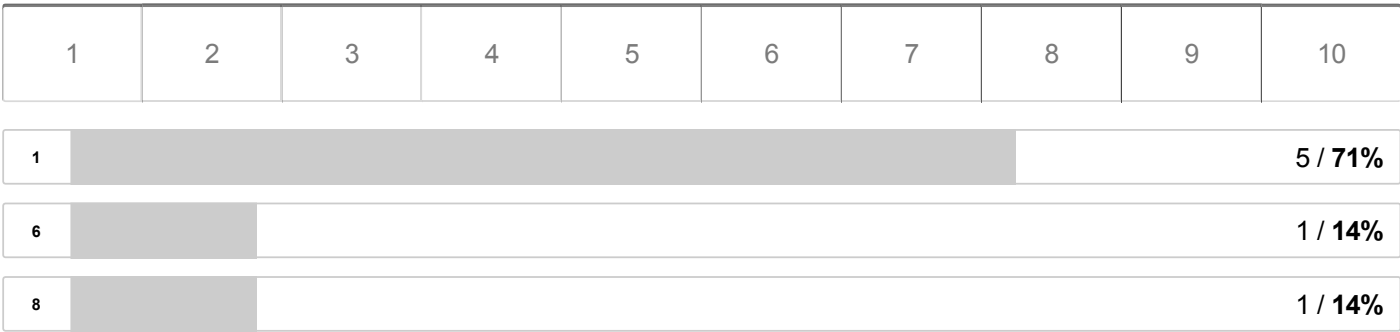
Average: 3.00



Corporate Sponsor

7 out of 8 people answered this question

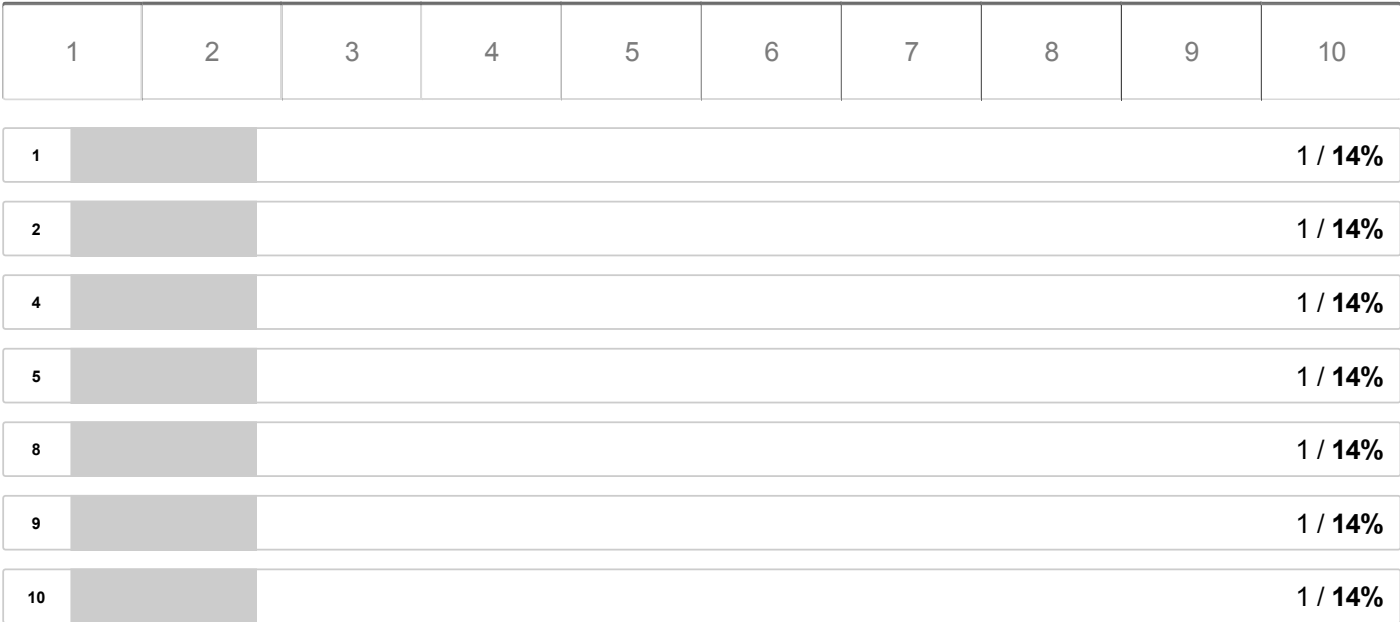
Average: 2.71



Government (local/central)

7 out of 8 people answered this question

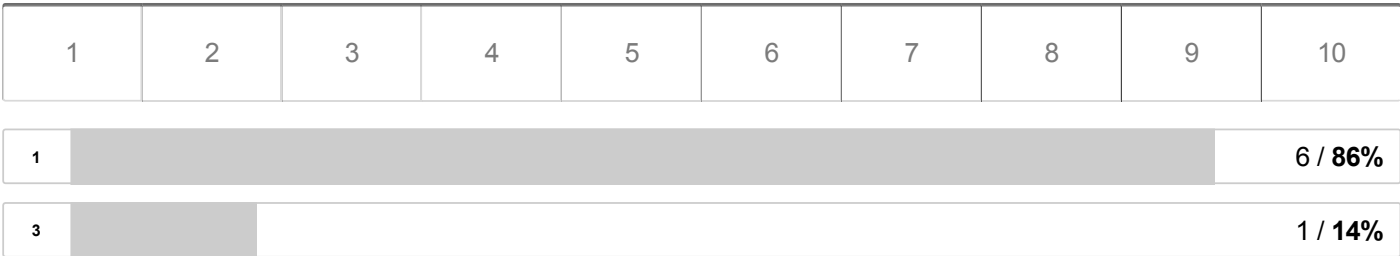
Average: 5.57



NGO

7 out of 8 people answered this question

Average: 1.29



EU funds

7 out of 8 people answered this question

Average: 4.71



5		2 / 29%
1		1 / 14%
2		1 / 14%
3		1 / 14%
7		1 / 14%
10		1 / 14%

### Your FabLab's Life Cycle stage is

7 out of 8 people answered this question

1	Surviving: Funding, business model, good practices, community building	5 / 71%
2	Fostering new businesses: supporting the creation of new products, processes and organizations	2 / 29%
3	Conception: How to start, paperwork, funding and all issues until the lab goes live	0 / 0%
4	Early childhood: challenges during the first year Coming to age: management issues, professional PR and advocacy, service development	0 / 0%

### Do You have any projects developed in Your FabLab which **entered to the market**, were able to have investment from a business angel/seed capital/venture capital?

8 out of 8 people answered this question

1	No	5 / 63%
2	Yes	3 / 38%

### Does Your FabLab have a venture partner or strong cooperation with a private company to help the business development of the projects developed at You?

8 out of 8 people answered this question

1	Yes	5 / 63%
2	No	3 / 38%

### Do You think that involving capital to the FabLab projects would affect the open innovation and the principle of sharing knowledge?

8 out of 8 people answered this question

1	No	5 / 63%
2	Yes	3 / 38%

Is Your FabLab financially independent and sustainable?

8 out of 8 people answered this question

1	Yes	6 / 75%
2	No	2 / 25%

The host of your FabLab is

	IT	CZ	AT	SL	PL	CR	SK	HU
Business								
Art/science institution								
Educational institution								
NGO								
Other								
Policy institution								
Academia								
Community								

Do you know what is a business canvas?

	IT	CZ	AT	SL	PL	CR	SK	HU
Yes								
No								

Does your Fablab have a business canvas?

	IT	CZ	AT	SL	PL	CR	SK	HU
Yes								
No								

Does you FabLab have an annual financial plan?

	IT	CZ	AT	SL	PL	CR	SK	HU
Yes								
No								

Your FabLab is more

	IT	CZ	AT	SL	PL	CR	SK	HU
Value driven								
Cost driven								

You would describe Your FabLab has a(n) ... business model

	IT	CZ	AT	SL	PL	CR	SK	HU
Education								
Enabler								
Network								
Incubator								

Your FabLab's annual budget comes from

	IT	CZ	AT	SL	PL	CR	SK	HU
1								
2								
3								
4								
5								
6								
7								
8								
9								
10								

Does your FabLab offer services (education, design, manufacturing, etc.) to have a revenue stream?

	IT	CZ	AT	SL	PL	CR	SK	HU
Yes								
No								

Innovation is

	IT	CZ	AT	SL	PL	CR	SK	HU
1								
2								
3								
4								
5								
6								
7								
8								
9								
10								

How detailed You know your innovation ecosystem?

	IT	CZ	AT	SL	PL	CR	SK	HU
1								
2								
3								
4								
5								
6								
7								
8								
9								
10								

Are You satisfied with the impact of Your FabLab on the surrounding innovation ecosystem?

	IT	CZ	AT	SL	PL	CR	SK	HU
Yes								
No								

Membership fees

	IT	CZ	AT	SL	PL	CR	SK	HU
1								
2								
3								
4								
5								
6								
7								
8								
9								
10								

### Tool fees

	IT	CZ	AT	SL	PL	CR	SK	HU
1								
2								
3								
4								
5								
6								
7								
8								
9								
10								

### Education fees

	IT	CZ	AT	SL	PL	CR	SK	HU
1								
2								
3								
4								
5								
6								
7								
8								
9								
10								

### Commercial Work

	IT	CZ	AT	SL	PL	CR	SK	HU
1								
2								
3								
4								
5								
6								
7								
8								
9								
10								

### Corporate Sponsor

	IT	CZ	AT	SL	PL	CR	SK	HU
1								
2								
3								
4								
5								
6								
7								
8								
9								
10								

### Government (local/central)

	IT	CZ	AT	SL	PL	CR	SK	HU
1								
2								
3								
4								
5								
6								
7								
8								
9								
10								

### NGO

	IT	CZ	AT	SL	PL	CR	SK	HU
1								
2								
3								
4								
5								
6								
7								
8								
9								
10								

## EU Funds

	IT	CZ	AT	SL	PL	CR	SK	HU
1								
2								
3								
4								
5								
6								
7								
8								
9								
10								

## Other

	IT	CZ	AT	SL	PL	CR	SK	HU

## Your FabLab's Life Cycle stage is

	IT	CZ	AT	SL	PL	CR	SK	HU
Surviving								
Fostering								
Conception								
Early childhood								

Do You have any projects developed in Your FabLab which entered to the market, were able to have investment from a business angel/seed capital/venture capital?

	IT	CZ	AT	SL	PL	CR	SK	HU
Yes								
No								

Does Your FabLab have a venture partner or strong cooperation with a private company to help the business development of the projects developed at You?

	IT	CZ	AT	SL	PL	CR	SK	HU
Yes								
No								

Do You think that involving capital to the FabLab projects would affect the open innovation and the principle of sharing knowledge?

	IT	CZ	AT	SL	PL	CR	SK	HU
Yes								
No								

Is Your FabLab financially independent and sustainable?

	IT	CZ	AT	SL	PL	CR	SK	HU
Yes								
No								

Responses cannot be edited

## FLN\_Baseline Studies / Topic #1: How to create transnational networks of grassroots communities \_ DT1.1.1 Survey

Hello and thanks for your time! this survey is part of the FabLabNetwork EU Project. It aims to map the existing links between the FabLabs taking part in the project and their local stakeholder ecosystem. The survey is not anonymous, however we guarantee that sensitive data will not be publicly circulated. Data will be treated and stored according to the project guidelines.

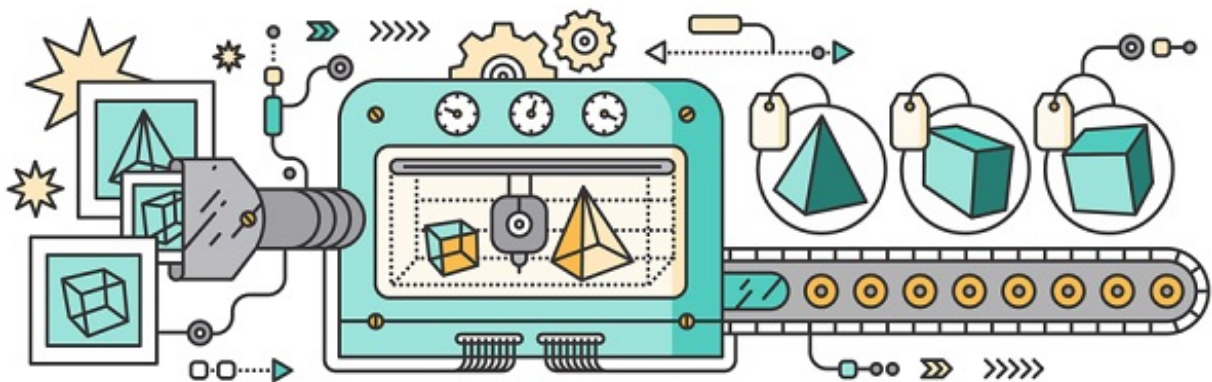
In order to gather all the required information, we believe that rather than making the survey long and tedious we'd better ask you to upload your cv in the folder linked below. Please name the CV file with this format (FabLabName\_YourName\_YourSurname). Please upload them in PDF format.

Upload your cv here >>

<https://drive.google.com/drive/folders/0B4oQmiLTPPuLUUxwWWQ1X3lYd0U?usp=sharing>

Your Name and Surname \*

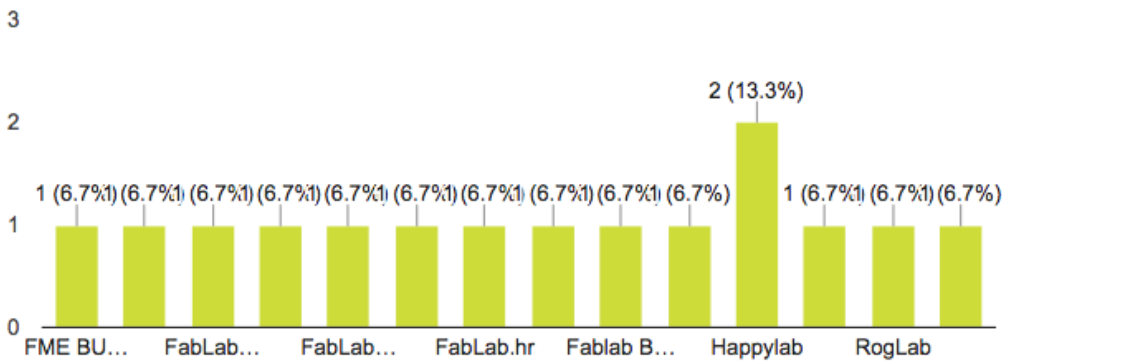
Hana Kubánová



Your Name and Surname (15 responses)

Hana Kubánová
Jozef Vasko
David Palousek
Karim Jafarmadar
Meta Štular
Leyla Jafarmadar
Jan Sienkiewicz
David Tombolato
François FRIDERICH
Peter Varga
David Škaroupka
David PAP
Roberto Vdović
Marko Salopek
Morana Pap

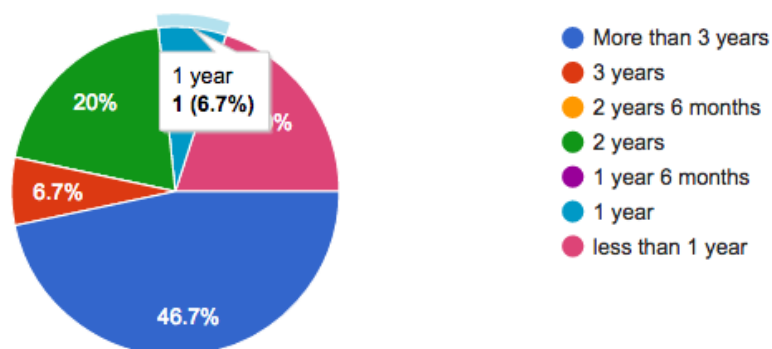
To which Fablab are you affiliated with? (15 responses)



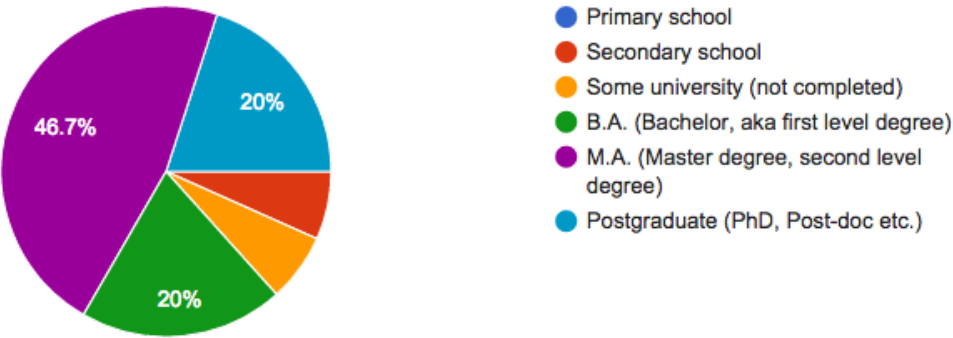
## What is your role within the FabLab? (15 responses)

clerk and worker with machines
manger
Project manager
Co-Founder & CEO
General Manager
PR and Communications, Community Management
Supervising Officer
FabLab coordinator
Project Manager for FabLabNet
Head of Office
Event coordinator
CEO
President
Im a member.
member (researcher&educator, secretary of the association)

## How long have you been affiliated with the fablab? (15 responses)



What is your level of education? (15 responses)

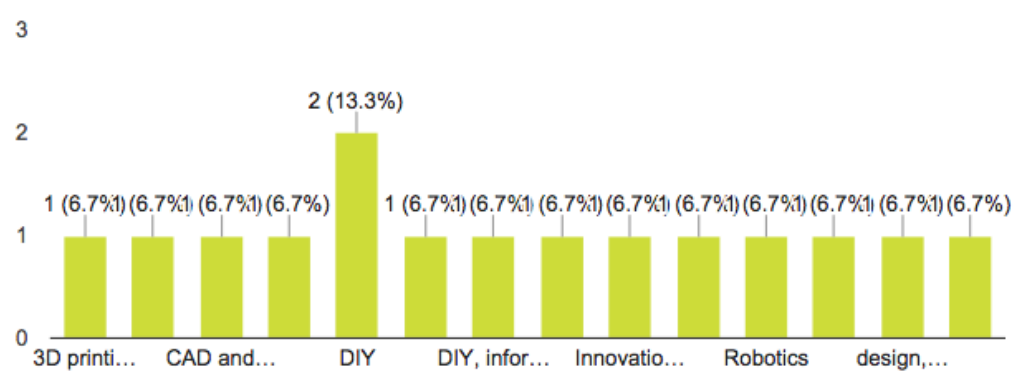


What is your formal field of study (i.e. mechanical engineering, sociology, business and management etc. )

(15 responses)

library
electronic engineering
mechanical engineering
Computer Science
Philosophy, French B.A., Cultral management M.A.
Communications, Art History
Mechanical Engineering & Energy
Physics
Electrotechnics and Electronics
psychology
mechanical engineering - industrial design
Business
Architecture
Applied engineering
Architecture and Urban Planning (University of Zagreb, Faculty of Architecture)

What is your field of expertise (i.e. robotics, hacking, DIY etc.) (15 responses)



Thinking of your stakeholder ecosystem, while pursuing \*business opportunities\*, who do you work with? Please name the 3 most relevant actors for you (other fablabs, institutions, companies, research groups etc.). Please use this format: 1. Name - City - Country e.g. 1. Muse Fablab - Trento - Italy

(15 responses)

French Institute - Bratislava - Slovakia , Bratislava City - Bratislava - Slovakia,

1. institutfrancais.sk - Bratislava - French embassy in Slovakia 2. Happylab - Vienna - Austria 3. City Bratislava - Bratislava - Slovakia

1. Y-soft - Brno - Czech rep., 2. MCAE - Brno - Czech rep., 3. JCMM - Brno - Czech rep.

1. Vienna Business Agency - Vienna - Austria  
2. Inits - Vienna - Austria  
3. Ministry for Economy - Vienna - Austria

RPS (3D printing solutions) - Ljubljana - Slovenia, Aereform (Aeronautic company) - Trbovlje - Slovenia, Toolmakers' Cluster - Celje - Slovenia

Vienna Business Agency - Vienna - Austria  
Austria Wirtschafts Service - Vienna - Austria  
inits - Vienna - Austria

City of Bielsko-Biala Strategic Development Department, - Bielsko-Biala-Poland; Beskid Technology Incubator- Bielsko Biala-Poland,  
City Education Department, Bielsko-Biala, Poland  
Bielsko-Biala University, Bielsko-Biala, Poland

Provincia Autonoma di Trento--Trento-Italy  
Fbk--Trento--Italy  
Industrio--Trento--Italy

.

1. NNG - Budapest - Hungary 2. Siemens - Budapest - Hungary 3. Shapr3D - Budapest - Hungary

MCAE - Kurim - CZ, Invent Medical Group - Ostrava - CZ, JIC - Brno - CZ

1. MOME (University of Design) - Budapest - Hungary 2. Design Terminal (Former Government Agency) - Budapest - Hungary 3. Siemens R&D (Company) Budapest - Hungary

1. Business incubator - Zagreb - Croatia  
2. Span (SME) - Zagreb - Croatia  
3. Ministry of Entrepreneurship - Zagreb - Croatia

1. Arca Somni - Karlovac - Croatia, 2. Canelio startup - San Francisco - USA, 3. 3DHubs - Amsterdam - Netherlands

1. Makerbuino - Karlovac - Croatia

Thinking of your stakeholder ecosystem, while pursuing \*community outreach\*, who do you work with? Please name the 3 most relevant actors for you (other fablabs, institutions, companies, research groups etc.). Please use this format: 1. Name - City - Country e.g. 1. Muse Fablab - Trento - Italy

(15 responses)

Robotika.sk - Bratislava - Slovakia, AMAVET - Bratislava - Slovakia

1. robotika.sk - Bratislava - Slovakia 2. agnicoli.org - Bratislava - Slovakia 3. IoT Bratislava - Bratislava - Slovakia

1. JIC - Brno - Czech rep., 2. C-agency - Brno-Czech rep., 3. Netme Centre - Brno - Czech rep.

1. Maker Faire - Vienna - Austria  
2. Vienna Business Agency - Vienna - Austria  
3. Science Center Netzwerk - Vienna - Austria

City of Ljubljana - Ljubljana - Slovenia, Rampa Laboratory - Ljubljana - Slovenia, Stripburger Comix Society - Ljubljana - Slovenia.

wienXtra - Vienna - Austria  
Science Center Network - Vienna - Austria  
Otelo - Vienna - Austria

Bielsko-Biala District Authority, Bielsko-Biala, Poland  
National Technical Organization, Bielsko-Biala Branch, Poland  
City Education Department, Bielsko-Biala, Poland

University of Trento—Trento—Italy  
Municipality of Trento—Trento—Italy  
L'Adige—Trento—Italy

Rampa - Ljubljana - Slovenia  
Zavod 404 - Ljubljana - Slovenia

1. Moholy-Nagy University of Art and Design - Budapest - Hungary 2. Design Terminal - Budapest - Hungary 3. Kitchen Budapest - Budapest - Hungary

Impact Hub - Brno - CZ, TU Brno Racing (formula student) - Brno - CZ, SKAS BUT - Brno - CZ

1. Design Terminal (Former Government Agency) - Budapest - Hungary 2. LOFFICE (CoWorking) - Budapest - Hungary 3. MOME (University of Design) - Budapest - Hungary

1. Elementary school Borovje - Zagreb - Croatia  
2. Technical school Faust Vrancic - Zagreb - Croatia  
3. Croatian Muscular Dystrophy Association - Zagreb - Croatia  
x. Local and national media (TV, news)

1. Forestry and wood processing school - Karlovac - Croatia, 2. Technical school Sisak - Sisak - Croatia, 3. 1st elementary school Petrinja - Petrinja - Croatia

1. Special hospital for children with neurodevelopmental disorders Goljak – Zagreb - Croatia  
2. Primary schools (Borovje, Borongaj, Josip Racic, Lovro pl. Maticic, Medvedgrad) – Zagreb – Croatia  
3. Secondary school Faust Vrancic – Zagreb - Croatia

Thinking of your stakeholder ecosystem, while pursuing \*knowledge and skills exchange\*, who do you work with? Please name the 3 most relevant actors for you (other fablabs, institutions, companies, research groups etc.). Please use this format: 1. Name - City - Country e.g. 1. Muse Fablab - Trento - Italy

(15 responses)

Happy Lab - Vienna - Austria, Lab - Bratislava - Slovakia,

1. robotika.sk - Bratislava - Slovakia 2. agnicoli.org - Bratislava - Slovakia 3. IoT Bratislava - Bratislava - Slovakia

1. DEPO2015 - Plzen - Czech rep., TUL Liberec - Liberec - Czech rep.

1. Fab Academy - Boston - USA  
2. Trotec - Marchtrenk - Austria  
3. European Forum Alpbach - Alpbach - Austria

RPS (3D printing solutions) - Ljubljana - Slovenia, Rampa Laboratory - Ljubljana - Slovenia, Aereform (Aeronautic company) - Trbovlje - Slovenia

European Forum Alpbach - Alpbach - Austria  
Trotec - Marchtrenk - Austria

Beskid Technology Incubator, Bielsko-Biala, Poland  
Bielsko-Biala University, Bielsko-Biala, Poland  
Beskid Technology Accelerator, Bielsko-Biala, Poland  
Technical High Schools, Bielsko-Biala, Poland

University of Trento—Trento—Italy  
Associazione Artigiani—Trento—Italy  
Haker space and Impact hub—Trento—Italy

Faculty of Natural Science and Engineering - Ljubljana - Slovenia  
Cene Štupar - Ljubljana - Slovenia  
Tone Čufar Primary school - Ljubljana - Slovenia

1. Budapest Institute of Technology - Budapest - Hungary 2. Moholy-Nagy University of Art and Design - Budapest - Hungary

HappyLab - Wien - Austria, JIC - Brno - CZ

1. MOME (University of Design) - Budapest - Hungary 2. Design Terminal (Former Government Agency) - Budapest - Hungary 3. BUTE (Technical University of Budapest) Budapest - Hungary

1. Faculty of Architecture - Zagreb - Croatia  
2. Makerspace - Zagreb - Croatia  
3. Secondary school Ludbreg - Ludbreg - Croatia

1. 3D udruga SK - Sisak - Croatia, 2. Canelio startup - San Francisco - USA

1. School of Design, Faculty of Architecture - Zagreb - Croatia  
2. Archaeological Museum Zagreb - Zagreb - Croatia

To which Fablab are you affiliated with? \*

Fablab Bratislava

What is your role within the FabLab? \*

clerk and worker with machines

How long have you been affiliated with the fablab? \*

- ☐ More than 3 years
- ☐ 3 years
- ☐ 2 years 6 months
- ☐ 2 years
- ☐ 1 year 6 months
- ☐ 1 year
- ☒ less than 1 year

What is your level of education? \*

- ☐ Primary school
- ☒ Secondary school
- ☐ Some university (not completed)
- ☐ B.A. (Bachelor, aka first level degree)
- ☐ M.A. (Master degree, second level degree)
- ☐ Postgraduate (PhD, Post-doc etc.)

What is your formal field of study (i.e. mechanical engineering, sociology, business and management etc. ) \*

library

What is your field of expertise (i.e. robotics, hacking, DIY etc.) \*

DIY

Thinking of your stakeholder ecosystem, while pursuing \*business opportunities\*, who do you work with? Please name the 3 most relevant actors for you (other fablabs, institutions, companies, research groups etc.). Please use this format: 1. Name - City - Country e.g. 1. Muse Fablab - Trento - Italy \*

French Institute - Bratislava - Slovakia , Bratislava City - Bratislava - Slovakia,

Thinking of your stakeholder ecosystem, while pursuing \*community outreach\*, who do you work with? Please name the 3 most relevant actors for you (other fablabs, institutions, companies, research groups etc.). Please use this format: 1. Name - City - Country e.g. 1. Muse Fablab - Trento - Italy \*

Robotika.sk - Bratislava - Slovakia, AMAVET - Bratislava - Slovakia

Thinking of your stakeholder ecosystem, while pursuing \*knowledge and skills exchange\*, who do you work with? Please name the 3 most relevant actors for you (other fablabs, institutions, companies, research groups etc.). Please use this format: 1. Name - City - Country e.g. 1. Muse Fablab - Trento - Italy \*

Happy Lab - Vienna - Austria, Lab - Bratislava - Slovakia,

.....

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## FLN\_Baseline Studies / Topic #1: How to create transnational networks of grassroots communities \_ DT1.1.1 Survey

Hello and thanks for your time! this survey is part of the FabLabNetwork EU Project. It aims to map the existing links between the FabLabs taking part in the project and their local stakeholder ecosystem. The survey is not anonymous, however we guarantee that sensitive data will not be publicly circulated. Data will be treated and stored according to the project guidelines.

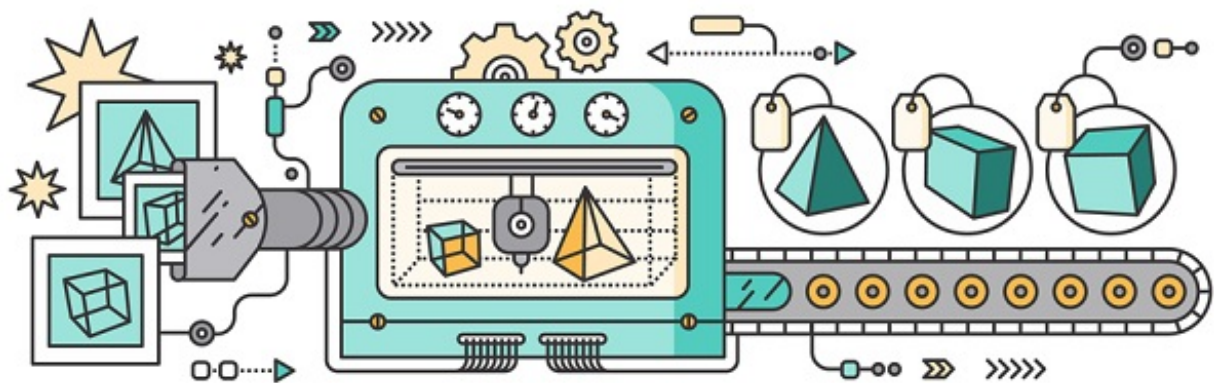
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Upload your cv here >>

<https://drive.google.com/drive/folders/0B4oQmiLTPPuLUUxwWWQ1X3lYd0U?usp=sharing>

Your Name and Surname \*

Jozef Vasko



To which Fablab are you affiliated with? \*

Fablab.sk

What is your role within the FabLab? \*

manger

How long have you been affiliated with the fablab? \*

- ☐ More than 3 years
- ☐ 3 years
- ☐ 2 years 6 months
- ☒ 2 years
- ☐ 1 year 6 months
- ☐ 1 year
- ☐ less than 1 year

What is your level of education? \*

- ☐ Primary school
- ☐ Secondary school
- ☐ Some university (not completed)
- ☐ B.A. (Bachelor, aka first level degree)
- ☒ M.A. (Master degree, second level degree)
- ☐ Postgraduate (PhD, Post-doc etc.)

What is your formal field of study (i.e. mechanical engineering, sociology, business and management etc. ) \*

electronic engineering

What is your field of expertise (i.e. robotics, hacking, DIY etc.) \*

DIY, information systems, IT administration, CAD

Thinking of your stakeholder ecosystem, while pursuing \*business opportunities\*, who do you work with? Please name the 3 most relevant actors for you (other fablabs, institutions, companies, research groups etc.). Please use this format: 1. Name - City - Country e.g. 1. Muse Fablab - Trento - Italy \*

1. institutfrancais.sk - Bratislava - French embassy in Slovakia 2. Happylab - Vienna - Austria 3. City Bratislava - Bratislava - Slovakia

Thinking of your stakeholder ecosystem, while pursuing \*community outreach\*, who do you work with? Please name the 3 most relevant actors for you (other fablabs, institutions, companies, research groups etc.). Please use this format: 1. Name - City - Country e.g. 1. Muse Fablab - Trento - Italy \*

1. robotika.sk - Bratislava - Slovakia 2. agnicoli.org - Bratislava - Slovakia 3. IoT Bratislava - Bratislava - Slovakia

Thinking of your stakeholder ecosystem, while pursuing \*knowledge and skills exchange\*, who do you work with? Please name the 3 most relevant actors for you (other fablabs, institutions, companies, research groups etc.). Please use this format: 1. Name - City - Country e.g. 1. Muse Fablab - Trento - Italy \*

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## FLN\_Baseline Studies / Topic #1: How to create transnational networks of grassroots communities \_ DT1.1.1 Survey

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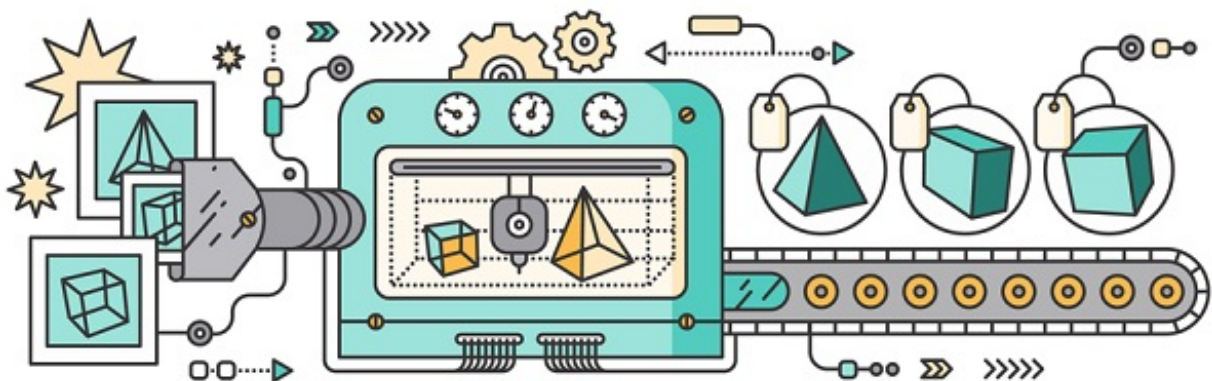
Upload your cv here >>

<https://drive.google.com/drive/folders/0B4oQmiLTPPuLUUxwWWQ1X3lYd0U?usp=sharing>

Your Name and Surname \*

David Palousek

---



To which Fablab are you affiliated with? \*

FME BUT Brno

---

What is your role within the FabLab? \*

Project manager

---

How long have you been affiliated with the fablab? \*

- ☐ More than 3 years
- ☐ 3 years
- ☐ 2 years 6 months
- ☐ 2 years
- ☐ 1 year 6 months
- ☐ 1 year
- ☒ less than 1 year

What is your level of education? \*

- ☐ Primary school
- ☐ Secondary school
- ☐ Some university (not completed)
- ☐ B.A. (Bachelor, aka first level degree)
- ☐ M.A. (Master degree, second level degree)
- ☒ Postgraduate (PhD, Post-doc etc.)

What is your formal field of study (i.e. mechanical engineering, sociology, business and management etc. ) \*

mechanical engineering

What is your field of expertise (i.e. robotics, hacking, DIY etc.) \*

additive manufacturing

Thinking of your stakeholder ecosystem, while pursuing \*business opportunities\*, who do you work with? Please name the 3 most relevant actors for you (other fablabs, institutions, companies, research groups etc.). Please use this format: 1. Name - City - Country e.g. 1. Muse Fablab - Trento - Italy \*

1. Y-soft - Brno - Czech rep., 2. MCAE - Brno - Czech rep., 3. JCMM - Brno - Czech rep.

Thinking of your stakeholder ecosystem, while pursuing \*community outreach\*, who do you work with? Please name the 3 most relevant actors for you (other fablabs, institutions, companies, research groups etc.). Please use this format: 1. Name - City - Country e.g. 1. Muse Fablab - Trento - Italy \*

1. JIC - Brno - Czech rep., 2. C-agency - Brno-Czech rep., 3. Netme Centre - Brno - Czech rep.

Thinking of your stakeholder ecosystem, while pursuing \*knowledge and skills exchange\*, who do you work with? Please name the 3 most relevant actors for you (other fablabs, institutions, companies, research groups etc.). Please use this format: 1. Name - City - Country e.g. 1. Muse Fablab - Trento - Italy \*

1. DEPO2015 - Plzen - Czech rep., TUL Liberec - Liberec - Czech rep.

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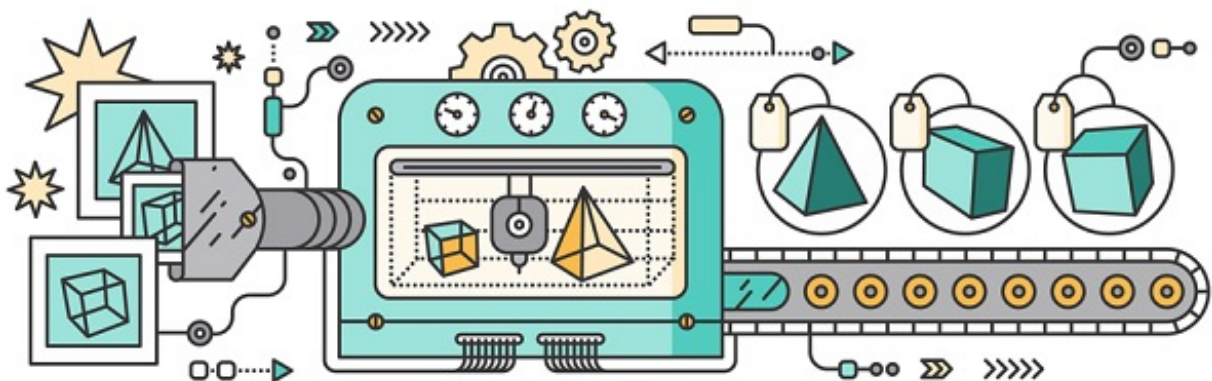
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Your Name and Surname \*

Karim Jafarmadar



To which Fablab are you affiliated with? \*

HappyLab

---

What is your role within the FabLab? \*

Co-Founder & CEO

---

How long have you been affiliated with the fablab? \*

- ☒ More than 3 years
- ☐ 3 years
- ☐ 2 years 6 months
- ☐ 2 years
- ☐ 1 year 6 months
- ☐ 1 year
- ☐ less than 1 year

What is your level of education? \*

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- ☐ Some university (not completed)
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- ☐ M.A. (Master degree, second level degree)
- ☐ Postgraduate (PhD, Post-doc etc.)

What is your formal field of study (i.e. mechanical engineering, sociology, business and management etc. ) \*

Computer Science

---

What is your field of expertise (i.e. robotics, hacking, DIY etc.) \*

Robotics

---

Thinking of your stakeholder ecosystem, while pursuing \*business opportunities\*, who do you work with? Please name the 3 most relevant actors for you (other fablabs, institutions, companies, research groups etc.). Please use this format: 1. Name - City - Country e.g. 1. Muse Fablab - Trento - Italy \*

1. Vienna Business Agency - Vienna - Austria
  2. Inits - Vienna - Austria
  3. Ministry for Economy - Vienna - Austria
- 

Thinking of your stakeholder ecosystem, while pursuing \*community outreach\*, who do you work with? Please name the 3 most relevant actors for you (other fablabs, institutions, companies, research groups etc.). Please use this format: 1. Name - City - Country e.g. 1. Muse Fablab - Trento - Italy \*

1. Maker Faire - Vienna - Austria
  2. Vienna Business Agency - Vienna - Austria
  3. Science Center Netzwerk - Vienna - Austria
-

Thinking of your stakeholder ecosystem, while pursuing \*knowledge and skills exchange\*, who do you work with? Please name the 3 most relevant actors for you (other fablabs, institutions, companies, research groups etc.). Please use this format: 1. Name - City - Country e.g. 1. Muse Fablab - Trento - Italy \*

1. Fab Academy - Boston - USA
  2. Trotec - Marchtrenk - Austria
  3. European Forum Alpbach - Alpbach - Austria
- .....

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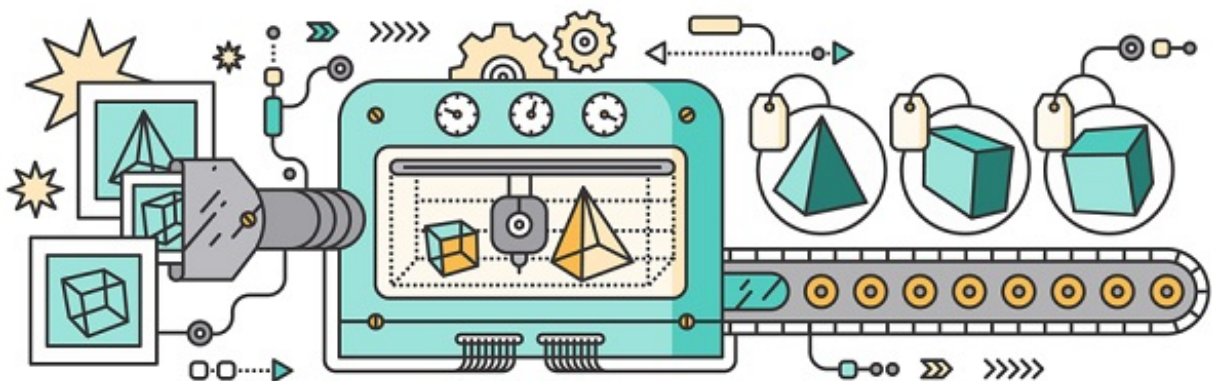
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Your Name and Surname \*

Meta Štular



To which Fablab are you affiliated with? \*

RogLab - Museum and Galleries of Ljubljana

---

What is your role within the FabLab? \*

General Manager

---

How long have you been affiliated with the fablab? \*

- ☒ More than 3 years
- ☐ 3 years
- ☐ 2 years 6 months
- ☐ 2 years
- ☐ 1 year 6 months
- ☐ 1 year
- ☐ less than 1 year

What is your level of education? \*

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- ☐ Secondary school
- ☐ Some university (not completed)
- ☐ B.A. (Bachelor, aka first level degree)
- ☒ M.A. (Master degree, second level degree)
- ☐ Postgraduate (PhD, Post-doc etc.)

What is your formal field of study (i.e. mechanical engineering, sociology, business and management etc. ) \*

Philosophy, French B.A., Cultral management M.A.

What is your field of expertise (i.e. robotics, hacking, DIY etc.) \*

project management

Thinking of your stakeholder ecosystem, while pursuing \*business opportunities\*, who do you work with? Please name the 3 most relevant actors for you (other fablabs, institutions, companies, research groups etc.). Please use this format: 1. Name - City - Country e.g. 1. Muse Fablab - Trento - Italy \*

RPS (3D printing solutions) - Ljubljana - Slovenia, Aereform (Aeronautic company) - Trbovlje - Slovenia, Toolmakers' Cluster - Celje - Slovenia

Thinking of your stakeholder ecosystem, while pursuing \*community outreach\*, who do you work with? Please name the 3 most relevant actors for you (other fablabs, institutions, companies, research groups etc.). Please use this format: 1. Name - City - Country e.g. 1. Muse Fablab - Trento - Italy \*

City of Ljubljana - Ljubljana - Slovenia, Rampa Laboratory - Ljubljana - Slovenia, Stripburger Comix Society - Ljubljana - Slovenia.

Thinking of your stakeholder ecosystem, while pursuing \*knowledge and skills exchange\*, who do you work with? Please name the 3 most relevant actors for you (other fablabs, institutions, companies, research groups etc.). Please use this format: 1. Name - City - Country e.g. 1. Muse Fablab - Trento - Italy \*

RPS (3D printing solutions) - Ljubljana - Slovenia, Rampa Laboratory - Ljubljana - Slovenia, Aereform (Aeronautic company) - Trbovlje - Slovenia

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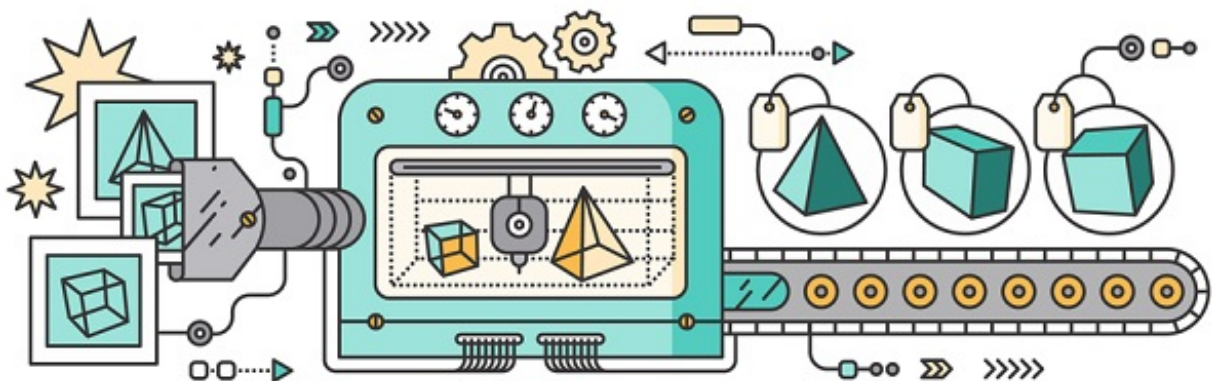
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Your Name and Surname \*

Leyla Jafarmadar



To which Fablab are you affiliated with? \*

Happylab

---

What is your role within the FabLab? \*

PR and Communications, Community Management

---

How long have you been affiliated with the fablab? \*

- ☒ More than 3 years
- ☐ 3 years
- ☐ 2 years 6 months
- ☐ 2 years
- ☐ 1 year 6 months
- ☐ 1 year
- ☐ less than 1 year

What is your level of education? \*

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- ☐ M.A. (Master degree, second level degree)
- ☐ Postgraduate (PhD, Post-doc etc.)

What is your formal field of study (i.e. mechanical engineering, sociology, business and management etc. ) \*

Communications, Art History

---

What is your field of expertise (i.e. robotics, hacking, DIY etc.) \*

DIY, Maker Faire

---

Thinking of your stakeholder ecosystem, while pursuing \*business opportunities\*, who do you work with? Please name the 3 most relevant actors for you (other fablabs, institutions, companies, research groups etc.). Please use this format: 1. Name - City - Country e.g. 1. Muse Fablab - Trento - Italy \*

Vienna Business Agency - Vienna - Austria  
Austria Wirtschafts Service - Vienna - Austria  
inits - Vienna - Austria

---

Thinking of your stakeholder ecosystem, while pursuing \*community outreach\*, who do you work with? Please name the 3 most relevant actors for you (other fablabs, institutions, companies, research groups etc.). Please use this format: 1. Name - City - Country e.g. 1. Muse Fablab - Trento - Italy \*

wienXtra - Vienna - Austria  
Science Center Network - Vienna - Austria  
Otelo - Vienna - Austria

---

Thinking of your stakeholder ecosystem, while pursuing \*knowledge and skills exchange\*, who do you work with? Please name the 3 most relevant actors for you (other fablabs, institutions, companies, research groups etc.). Please use this format: 1. Name - City - Country e.g. 1. Muse Fablab - Trento - Italy \*

European Forum Alpbach - Alpbach - Austria

Trotec - Marchtrenk - Austria

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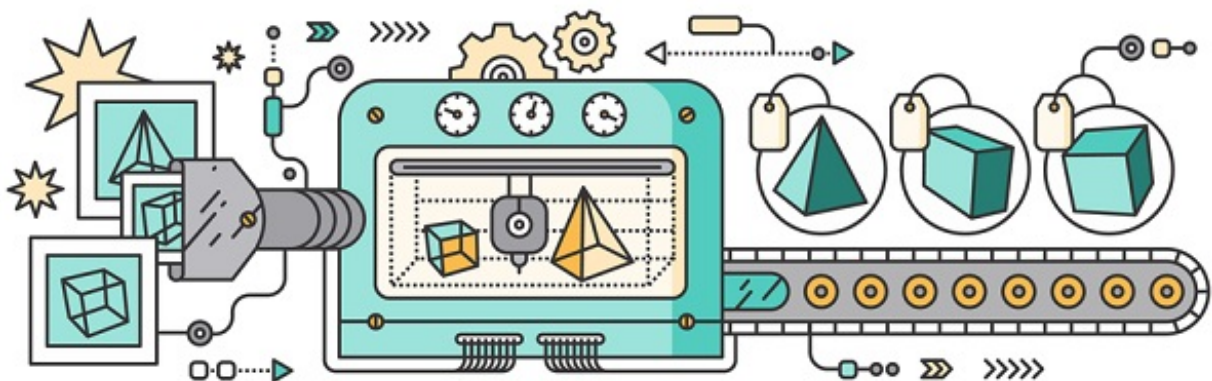
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Your Name and Surname \*

Jan Sienkiewicz



To which Fablab are you affiliated with? \*

FabLab Bielsko-Biała, Poland

---

What is your role within the FabLab? \*

Supervising Officer

---

How long have you been affiliated with the fablab? \*

- ☐ More than 3 years
- ☐ 3 years
- ☐ 2 years 6 months
- ☒ 2 years
- ☐ 1 year 6 months
- ☐ 1 year
- ☐ less than 1 year

What is your level of education? \*

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- ☐ Postgraduate (PhD, Post-doc etc.)

What is your formal field of study (i.e. mechanical engineering, sociology, business and management etc. ) \*

Mechanical Engineering & Energy

What is your field of expertise (i.e. robotics, hacking, DIY etc.) \*

Innovation management, SME development, Consultancy

Thinking of your stakeholder ecosystem, while pursuing \*business opportunities\*, who do you work with? Please name the 3 most relevant actors for you (other fablabs, institutions, companies, research groups etc.). Please use this format: 1. Name - City - Country e.g. 1. Muse Fablab - Trento - Italy \*

City of Bielsko-Biala Strategic Development Department, - Bielsko-Biala-Poland;  
Beskid Technology Incubator-Bielsko Biala-Poland,  
City Education Department, Bielsko-Biala, Poland  
Bielsko-Biala University, Bielsko-Biala, Poland

Thinking of your stakeholder ecosystem, while pursuing \*community outreach\*, who do you work with? Please name the 3 most relevant actors for you (other fablabs, institutions, companies, research groups etc.). Please use this format: 1. Name - City - Country e.g. 1. Muse Fablab - Trento - Italy \*

Bielsko-Biala District Authority, Bielsko-Biala, Poland  
National Technical Organization, Bielsko-Biala Branch, Poland  
City Education Department, Bielsko-Biala, Poland

Thinking of your stakeholder ecosystem, while pursuing \*knowledge and skills exchange\*, who do you work with? Please name the 3 most relevant actors for you (other fablabs, institutions, companies, research groups etc.). Please use this format: 1. Name - City - Country e.g. 1. Muse Fablab - Trento - Italy \*

Beskid Technology Incubator, Bielsko-Biala, Poland

Bielsko-Biala University, Bielsko-Biala, Poland

Beskid Technology Accelerator, Bielsko-Biala, Poland

Technical High Schools, Bielsko-Biala, Poland

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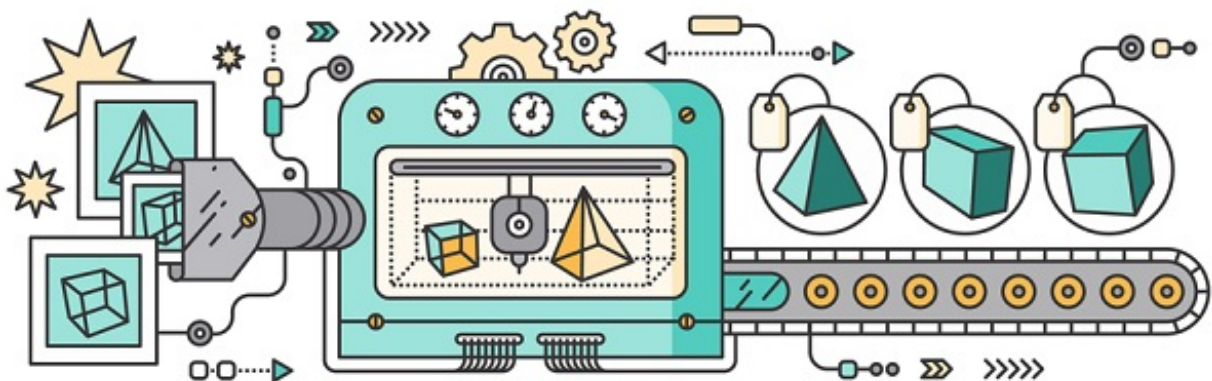
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Your Name and Surname \*

David Tombolato

---



To which Fablab are you affiliated with? \*

Muse FabLab

---

What is your role within the FabLab? \*

FabLab coordinator

---

How long have you been affiliated with the fablab? \*

- ☒ More than 3 years
- ☐ 3 years
- ☐ 2 years 6 months
- ☐ 2 years
- ☐ 1 year 6 months
- ☐ 1 year
- ☐ less than 1 year

What is your level of education? \*

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- ☐ B.A. (Bachelor, aka first level degree)
- ☐ M.A. (Master degree, second level degree)
- ☒ Postgraduate (PhD, Post-doc etc.)

What is your formal field of study (i.e. mechanical engineering, sociology, business and management etc. ) \*

Physics

---

What is your field of expertise (i.e. robotics, hacking, DIY etc.) \*

Education and sustainability

---

Thinking of your stakeholder ecosystem, while pursuing \*business opportunities\*, who do you work with? Please name the 3 most relevant actors for you (other fablabs, institutions, companies, research groups etc.). Please use this format: 1. Name - City - Country e.g. 1. Muse Fablab - Trento - Italy \*

Provincia Autonoma di Trento--Trento-Italy

Fbk--Trento--Italy

Industrio--Trento--Italy

---

Thinking of your stakeholder ecosystem, while pursuing \*community outreach\*, who do you work with? Please name the 3 most relevant actors for you (other fablabs, institutions, companies, research groups etc.). Please use this format: 1. Name - City - Country e.g. 1. Muse Fablab - Trento - Italy \*

University of Trento--Trento--Italy

Municipality of Trento---Trento---Italy

L'Adige---Trento---Italy

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Thinking of your stakeholder ecosystem, while pursuing \*knowledge and skills exchange\*, who do you work with? Please name the 3 most relevant actors for you (other fablabs, institutions, companies, research groups etc.). Please use this format: 1. Name - City - Country e.g. 1. Muse Fablab - Trento - Italy \*

University of Trento---Trento---Italy

Associazione Artigiani--Trento---Italy

Haker space and Impact hub---Trento---Italy

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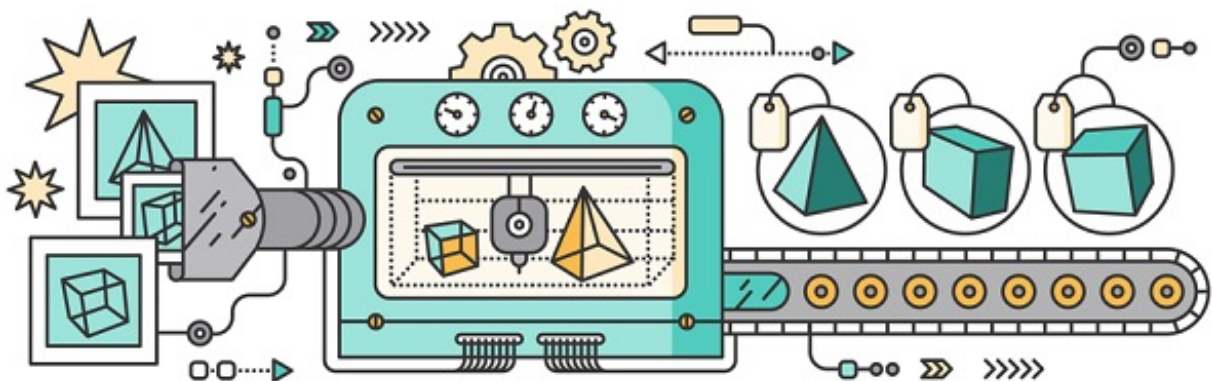
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Your Name and Surname \*

François FRIDERICH



To which Fablab are you affiliated with? \*

RogLab

---

What is your role within the FabLab? \*

Project Manager for FabLabNet

---

How long have you been affiliated with the fablab? \*

- ☐ More than 3 years
- ☐ 3 years
- ☐ 2 years 6 months
- ☐ 2 years
- ☐ 1 year 6 months
- ☐ 1 year
- ☒ less than 1 year

What is your level of education? \*

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- ☒ M.A. (Master degree, second level degree)
- ☐ Postgraduate (PhD, Post-doc etc.)

What is your formal field of study (i.e. mechanical engineering, sociology, business and management etc. ) \*

Electrotechnics and Electronics

What is your field of expertise (i.e. robotics, hacking, DIY etc.) \*

Project Management, Electronics, robotics

Thinking of your stakeholder ecosystem, while pursuing \*business opportunities\*, who do you work with? Please name the 3 most relevant actors for you (other fablabs, institutions, companies, research groups etc.). Please use this format: 1. Name - City - Country e.g. 1. Muse Fablab - Trento - Italy \*

.

Thinking of your stakeholder ecosystem, while pursuing \*community outreach\*, who do you work with? Please name the 3 most relevant actors for you (other fablabs, institutions, companies, research groups etc.). Please use this format: 1. Name - City - Country e.g. 1. Muse Fablab - Trento - Italy \*

Rampa - Ljubljana - Slovenia

Zavod 404 - Ljubljana - Slovenia

Thinking of your stakeholder ecosystem, while pursuing \*knowledge and skills exchange\*, who do you work with? Please name the 3 most relevant actors for you (other fablabs, institutions, companies, research groups etc.). Please use this format: 1. Name - City - Country e.g. 1. Muse Fablab - Trento - Italy \*

Faculty of Natural Science and Engineering - Ljubljana - Slovenia

Cene Štupar - Ljubljana - Slovenia

Tone Čufar Primary school - Ljubljana - Slovenia

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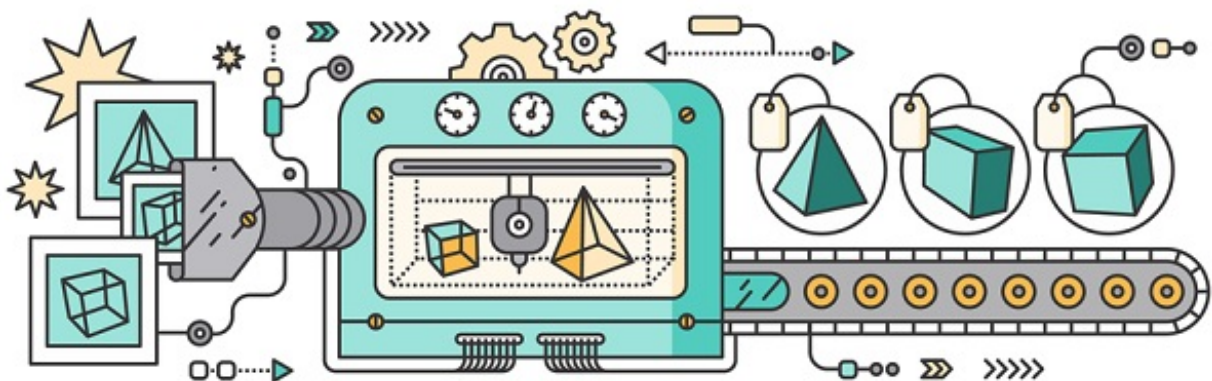
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Your Name and Surname \*

Peter Varga



To which Fablab are you affiliated with? \*

Fablab Budapest

---

What is your role within the FabLab? \*

Head of Office

---

How long have you been affiliated with the fablab? \*

- ☐ More than 3 years
- ☐ 3 years
- ☐ 2 years 6 months
- ☐ 2 years
- ☐ 1 year 6 months
- ☒ 1 year
- ☐ less than 1 year

What is your level of education? \*

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- ☐ B.A. (Bachelor, aka first level degree)
- ☐ M.A. (Master degree, second level degree)
- ☐ Postgraduate (PhD, Post-doc etc.)

What is your formal field of study (i.e. mechanical engineering, sociology, business and management etc. ) \*

psychology

---

What is your field of expertise (i.e. robotics, hacking, DIY etc.) \*

3D printing, DIY, 2D and 3D modeling

---

Thinking of your stakeholder ecosystem, while pursuing \*business opportunities\*, who do you work with? Please name the 3 most relevant actors for you (other fablabs, institutions, companies, research groups etc.). Please use this format: 1. Name - City - Country e.g. 1. Muse Fablab - Trento - Italy \*

1. NNG - Budapest - Hungary 2. Siemens - Budapest - Hungary 3. Shapr3D - Budapest - Hungary

---

Thinking of your stakeholder ecosystem, while pursuing \*community outreach\*, who do you work with? Please name the 3 most relevant actors for you (other fablabs, institutions, companies, research groups etc.). Please use this format: 1. Name - City - Country e.g. 1. Muse Fablab - Trento - Italy \*

1. Moholy-Nagy University of Art and Design - Budapest - Hungary 2. Design Terminal - Budapest - Hungary 3. Kitchen Budapest - Budapest - Hungary

---

Thinking of your stakeholder ecosystem, while pursuing \*knowledge and skills exchange\*, who do you work with? Please name the 3 most relevant actors for you (other fablabs, institutions, companies, research groups etc.). Please use this format: 1. Name - City - Country e.g. 1. Muse Fablab - Trento - Italy \*

1. Budapest Institute of Technology - Budapest - Hungary 2. Moholy-Nagy University of Art and Design - Budapest - Hungary

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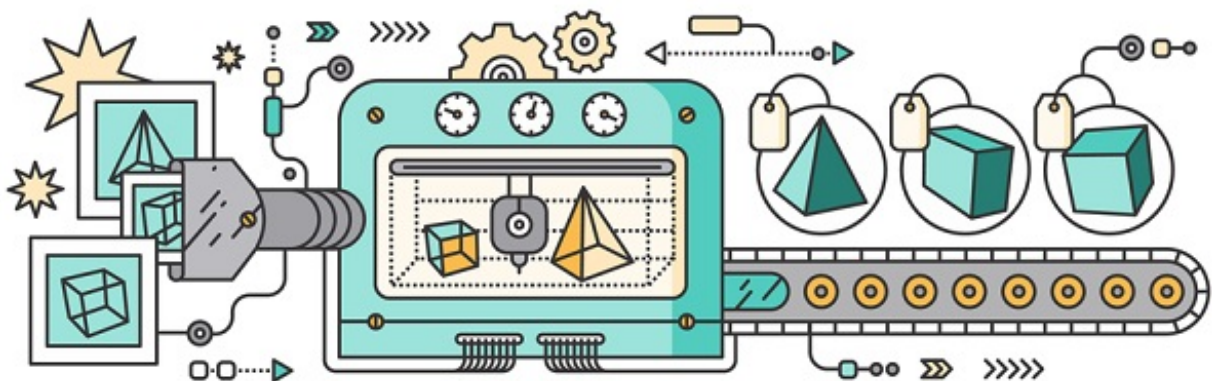
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Your Name and Surname \*

David Škaroupka



To which Fablab are you affiliated with? \*

FabLab BUT Brno

---

What is your role within the FabLab? \*

Event coordinator

---

How long have you been affiliated with the fablab? \*

- ☐ More than 3 years
- ☒ 3 years
- ☐ 2 years 6 months
- ☐ 2 years
- ☐ 1 year 6 months
- ☐ 1 year
- ☐ less than 1 year

What is your level of education? \*

- ☐ Primary school
- ☐ Secondary school
- ☐ Some university (not completed)
- ☐ B.A. (Bachelor, aka first level degree)
- ☐ M.A. (Master degree, second level degree)
- ☒ Postgraduate (PhD, Post-doc etc.)

What is your formal field of study (i.e. mechanical engineering, sociology, business and management etc. ) \*

mechanical engineering - industrial design

What is your field of expertise (i.e. robotics, hacking, DIY etc.) \*

design, DIY, Robotics

Thinking of your stakeholder ecosystem, while pursuing \*business opportunities\*, who do you work with? Please name the 3 most relevant actors for you (other fablabs, institutions, companies, research groups etc.). Please use this format: 1. Name - City - Country e.g. 1. Muse Fablab - Trento - Italy \*

MCAE - Kurim - CZ, Invent Medical Group - Ostrava - CZ, JIC - Brno - CZ

Thinking of your stakeholder ecosystem, while pursuing \*community outreach\*, who do you work with? Please name the 3 most relevant actors for you (other fablabs, institutions, companies, research groups etc.). Please use this format: 1. Name - City - Country e.g. 1. Muse Fablab - Trento - Italy \*

Impact Hub - Brno - CZ, TU Brno Racing (formula student) - Brno - CZ, SKAS BUT - Brno - CZ

Thinking of your stakeholder ecosystem, while pursuing \*knowledge and skills exchange\*, who do you work with? Please name the 3 most relevant actors for you (other fablabs, institutions, companies, research groups etc.). Please use this format: 1. Name - City - Country e.g. 1. Muse Fablab - Trento - Italy \*

HappyLab - Wien - Austria, JIC - Brno - CZ

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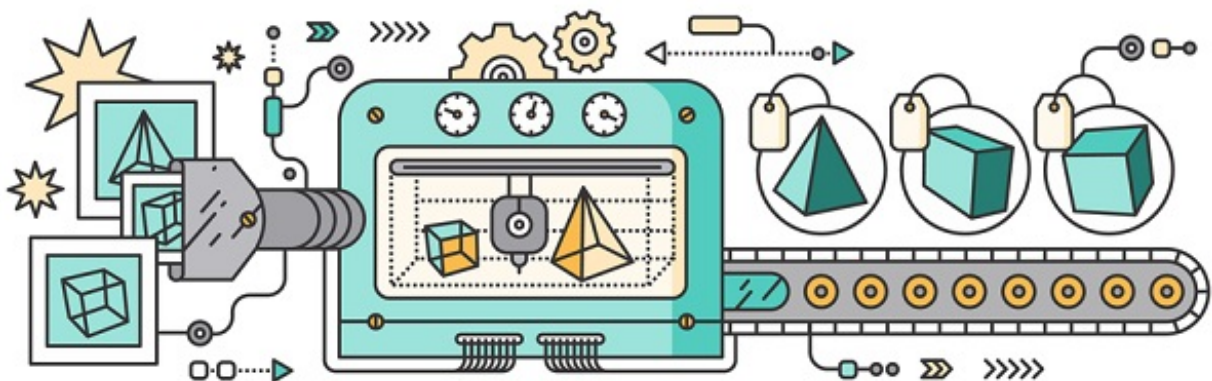
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Your Name and Surname \*

David PAP



To which Fablab are you affiliated with? \*

FabLab Budapest

---

What is your role within the FabLab? \*

CEO

---

How long have you been affiliated with the fablab? \*

- ☒ More than 3 years
- ☐ 3 years
- ☐ 2 years 6 months
- ☐ 2 years
- ☐ 1 year 6 months
- ☐ 1 year
- ☐ less than 1 year

What is your level of education? \*

- ☐ Primary school
- ☐ Secondary school
- ☐ Some university (not completed)
- ☒ B.A. (Bachelor, aka first level degree)
- ☐ M.A. (Master degree, second level degree)
- ☐ Postgraduate (PhD, Post-doc etc.)

What is your formal field of study (i.e. mechanical engineering, sociology, business and management etc. ) \*

Business

What is your field of expertise (i.e. robotics, hacking, DIY etc.) \*

DIY

Thinking of your stakeholder ecosystem, while pursuing \*business opportunities\*, who do you work with? Please name the 3 most relevant actors for you (other fablabs, institutions, companies, research groups etc.). Please use this format: 1. Name - City - Country e.g. 1. Muse Fablab - Trento - Italy \*

1. MOME (University of Design) - Budapest - Hungary 2 . Design Terminal (Former Government Agency) - Budapest - Hungary 3. Siemens R&D (Company) Budapest - Hungary

Thinking of your stakeholder ecosystem, while pursuing \*community outreach\*, who do you work with? Please name the 3 most relevant actors for you (other fablabs, institutions, companies, research groups etc.). Please use this format: 1. Name - City - Country e.g. 1. Muse Fablab - Trento - Italy \*

1. Design Terminal (Former Government Agency) - Budapest - Hungary 2. LOFFICE (CoWorking) - Budapest - Hungary 3. MOME (University of Design) - Budapest - Hungary

Thinking of your stakeholder ecosystem, while pursuing \*knowledge and skills exchange\*, who do you work with? Please name the 3 most relevant actors for you (other fablabs, institutions, companies, research groups etc.). Please use this format: 1. Name - City - Country e.g. 1. Muse Fablab - Trento - Italy \*

1. MOME (University of Design) - Budapest - Hungary 2 . Design Terminal (Former Government Agency) - Budapest - Hungary 3. BUTE (Technical University of Budapest) Budapest - Hungary

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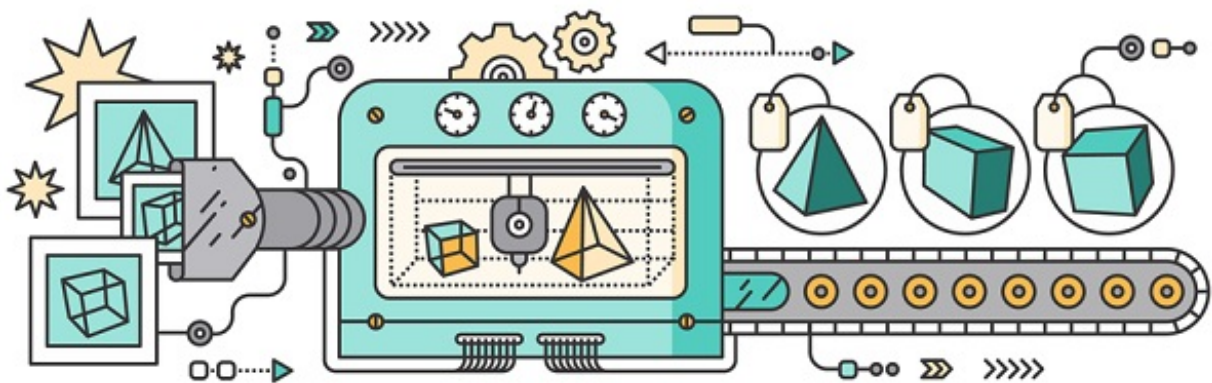
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Upload your cv here >>

<https://drive.google.com/drive/folders/0B4oQmiLTPPuLUUxwWWQ1X3lYd0U?usp=sharing>

Your Name and Surname \*

Roberto Vdović



To which Fablab are you affiliated with? \*

FabLab.hr

---

What is your role within the FabLab? \*

President

---

How long have you been affiliated with the fablab? \*

- ☒ More than 3 years
- ☐ 3 years
- ☐ 2 years 6 months
- ☐ 2 years
- ☐ 1 year 6 months
- ☐ 1 year
- ☐ less than 1 year

What is your level of education? \*

- ☐ Primary school
- ☐ Secondary school
- ☐ Some university (not completed)
- ☐ B.A. (Bachelor, aka first level degree)
- ☒ M.A. (Master degree, second level degree)
- ☐ Postgraduate (PhD, Post-doc etc.)

What is your formal field of study (i.e. mechanical engineering, sociology, business and management etc. ) \*

Architecture

What is your field of expertise (i.e. robotics, hacking, DIY etc.) \*

CAD, BIM, 3D modeling Digital fabrication, DIY

Thinking of your stakeholder ecosystem, while pursuing \*business opportunities\*, who do you work with? Please name the 3 most relevant actors for you (other fablabs, institutions, companies, research groups etc.). Please use this format: 1. Name - City - Country e.g. 1. Muse Fablab - Trento - Italy \*

1. Business incubator - Zagreb - Croatia
2. Span (SME) - Zagreb - Croatia
3. Ministry of Entrepreneurship - Zagreb - Croatia

Thinking of your stakeholder ecosystem, while pursuing \*community outreach\*, who do you work with? Please name the 3 most relevant actors for you (other fablabs, institutions, companies, research groups etc.). Please use this format: 1. Name - City - Country e.g. 1. Muse Fablab - Trento - Italy \*

1. Elementary school Borovje - Zagreb - Croatia
2. Technical school Faust Vrancic - Zagreb - Croatia
3. Croatian Muscular Dystrophy Association - Zagreb - Croatia
- x. Local and national media (TV, news)

Thinking of your stakeholder ecosystem, while pursuing \*knowledge and skills exchange\*, who do you work with? Please name the 3 most relevant actors for you (other fablabs, institutions, companies, research groups etc.). Please use this format: 1. Name - City - Country e.g. 1. Muse Fablab - Trento - Italy \*

1. Faculty of Architecture - Zagreb - Croatia
  2. Makerspace - Zagreb - Croatia
  3. Secondary school Ludbreg - Ludbreg - Croatia
- .....

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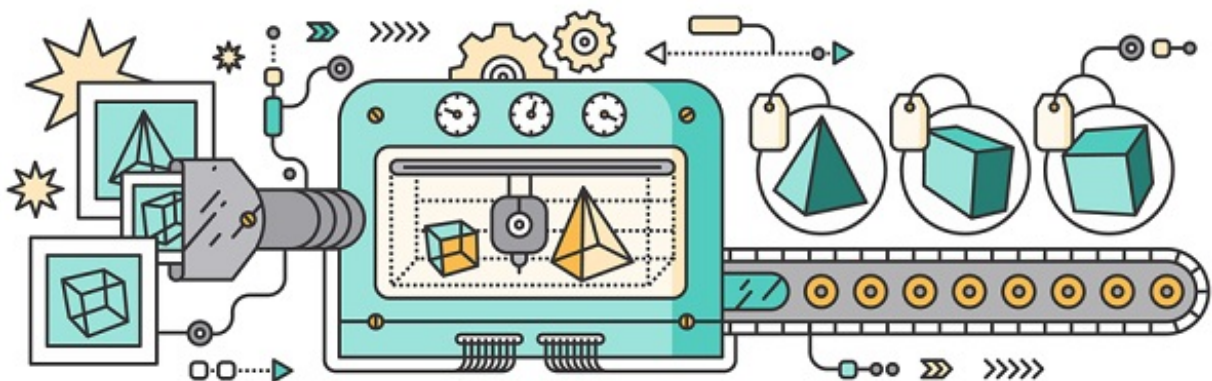
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Your Name and Surname \*

Marko Salopek



To which Fablab are you affiliated with? \*

FabLab Zagreb

---

What is your role within the FabLab? \*

Im a member.

---

How long have you been affiliated with the fablab? \*

- ☐ More than 3 years
- ☐ 3 years
- ☐ 2 years 6 months
- ☒ 2 years
- ☐ 1 year 6 months
- ☐ 1 year
- ☐ less than 1 year

What is your level of education? \*

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- ☐ Secondary school
- ☐ Some university (not completed)
- ☐ B.A. (Bachelor, aka first level degree)
- ☒ M.A. (Master degree, second level degree)
- ☐ Postgraduate (PhD, Post-doc etc.)

What is your formal field of study (i.e. mechanical engineering, sociology, business and management etc. ) \*

Applied engineering

---

What is your field of expertise (i.e. robotics, hacking, DIY etc.) \*

CAD and 3D modeling, DIY

---

Thinking of your stakeholder ecosystem, while pursuing \*business opportunities\*, who do you work with? Please name the 3 most relevant actors for you (other fablabs, institutions, companies, research groups etc.). Please use this format: 1. Name - City - Country e.g. 1. Muse Fablab - Trento - Italy \*

1. Arca Somni - Karlovac - Croatia, 2. Canelio startup - San Francisco - USA, 3. 3DHubs - Amsterdam - Netherlands

---

Thinking of your stakeholder ecosystem, while pursuing \*community outreach\*, who do you work with? Please name the 3 most relevant actors for you (other fablabs, institutions, companies, research groups etc.). Please use this format: 1. Name - City - Country e.g. 1. Muse Fablab - Trento - Italy \*

1. Forestry and wood processing school - Karlovac - Croatia, 2. Technical school Sisak - Sisak - Croatia, 3. 1st elementary school Petrinja - Petrinja - Croatia

---

Thinking of your stakeholder ecosystem, while pursuing \*knowledge and skills exchange\*, who do you work with? Please name the 3 most relevant actors for you (other fablabs, institutions, companies, research groups etc.). Please use this format: 1. Name - City - Country e.g. 1. Muse Fablab - Trento - Italy \*

1. 3D udruga SK - Sisak - Croatia, 2. Canelio startup - San Francisco - USA

---

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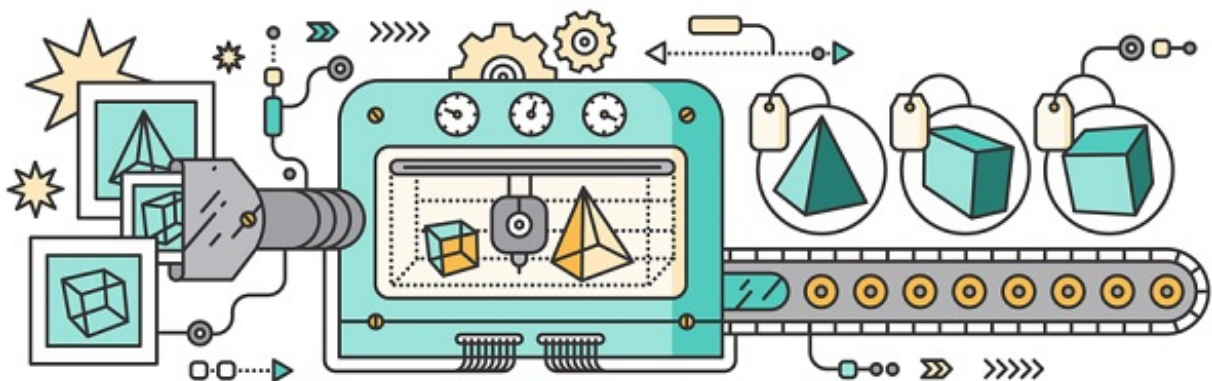
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<https://drive.google.com/drive/folders/0B4oQmiLTPPuLUUxwWWQ1X3lYd0U?usp=sharing>

Your Name and Surname \*

Morana Pap



To which Fablab are you affiliated with? \*

FabLab (Croatia, Zagreb)

---

What is your role within the FabLab? \*

member (researcher&educator, secretary of the association)

---

How long have you been affiliated with the fablab? \*

- ☒ More than 3 years
- ☐ 3 years
- ☐ 2 years 6 months
- ☐ 2 years
- ☐ 1 year 6 months
- ☐ 1 year
- ☐ less than 1 year

What is your level of education? \*

- ☐ Primary school
- ☐ Secondary school
- ☐ Some university (not completed)
- ☐ B.A. (Bachelor, aka first level degree)
- ☒ M.A. (Master degree, second level degree)
- ☐ Postgraduate (PhD, Post-doc etc.)

What is your formal field of study (i.e. mechanical engineering, sociology, business and management etc. ) \*

Architecture and Urban Planning (University of Zagreb, Faculty of Architecture)

What is your field of expertise (i.e. robotics, hacking, DIY etc.) \*

3d modeling, 3d printing, 3d scanning, researching topics such as connection of architecture and neuroscience and connection of architecture and music

Thinking of your stakeholder ecosystem, while pursuing \*business opportunities\*, who do you work with? Please name the 3 most relevant actors for you (other fablabs, institutions, companies, research groups etc.). Please use this format: 1. Name - City - Country e.g. 1. Muse Fablab - Trento - Italy \*

1. Makerbuino - Karlovac - Croatia

Thinking of your stakeholder ecosystem, while pursuing \*community outreach\*, who do you work with? Please name the 3 most relevant actors for you (other fablabs, institutions, companies, research groups etc.). Please use this format: 1. Name - City - Country e.g. 1. Muse Fablab - Trento - Italy \*

1. Special hospital for children with neurodevelopmental disorders Goljak – Zagreb - Croatia

2. Primary schools (Borovje, Borongaj, Josip Racic, Lovro pl. Matacic, Medvedgrad) – Zagreb – Croatia

3. Secondary school Faust Vrancic – Zagreb - Croatia

Thinking of your stakeholder ecosystem, while pursuing \*knowledge and skills exchange\*, who do you work with? Please name the 3 most relevant actors for you (other fablabs, institutions, companies, research groups etc.). Please use this format: 1. Name - City - Country e.g. 1. Muse Fablab - Trento - Italy \*

1. School of Design, Faculty of Architecture - Zagreb - Croatia
  2. Archaeological Museum Zagreb - Zagreb - Croatia
- .....

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## DT.1.1.1 BASELINE STUDY

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**Embedding Fab Labs in society – ANNEX**  
**PP 2/ INNOC**

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**21.04.2017**

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## **1. Survey Evaluation**

### **1.1. Embedded or independent and period of activity**

Two of the partners are embedded into a company (Regional Development Agency Bielsko-Biała and FabLab Budapest), two are embedded into a museum (Muse FabLab and RogLab), two are independent (HappyLab in Vienna and FabLab in HR). FME BUT Brno is located at the university and the Lab of the Slovakian partner is directly managed by the Ministry of Education. All partners except HappyLab (active since 10 years) and FabLab Budapest (active since five years) opened the Labs between two and four years ago.

### **1.2. Access**

Most of the partners are offering a fee-based membership (five out of eight). Four of eight are offering the possibility to drop in and use their facility on demand. Worth mentioning is, that the Czech partner's facilities are only open for members of the organization and Croatia is providing their services also for free.

### **1.3. Employees**

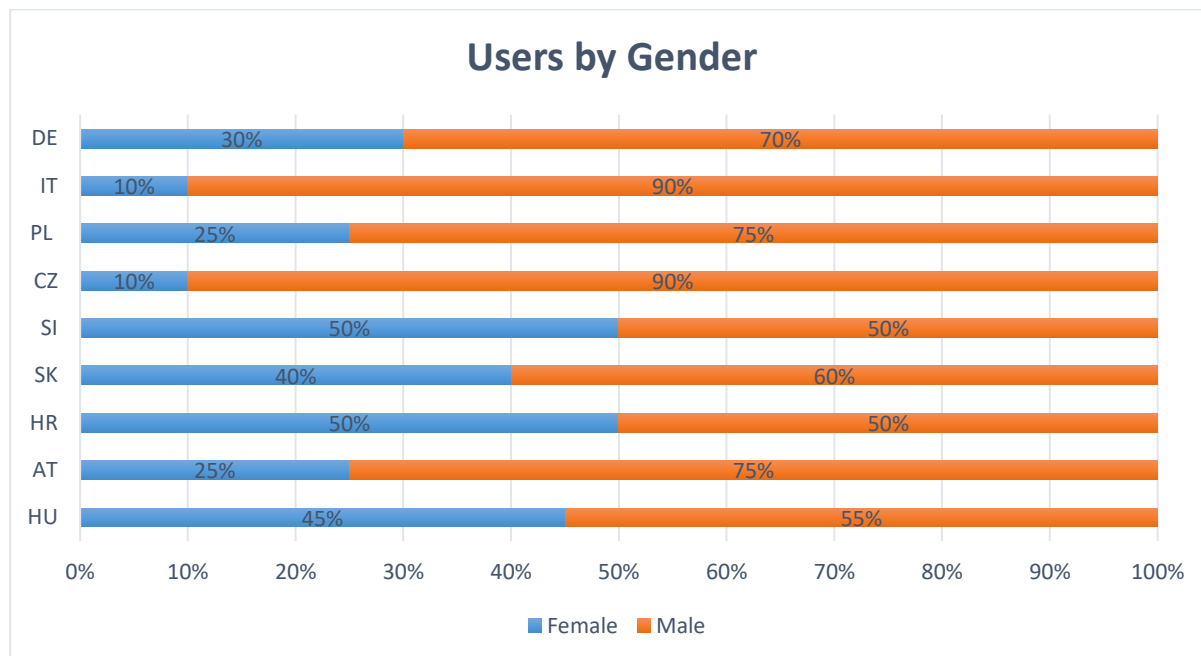
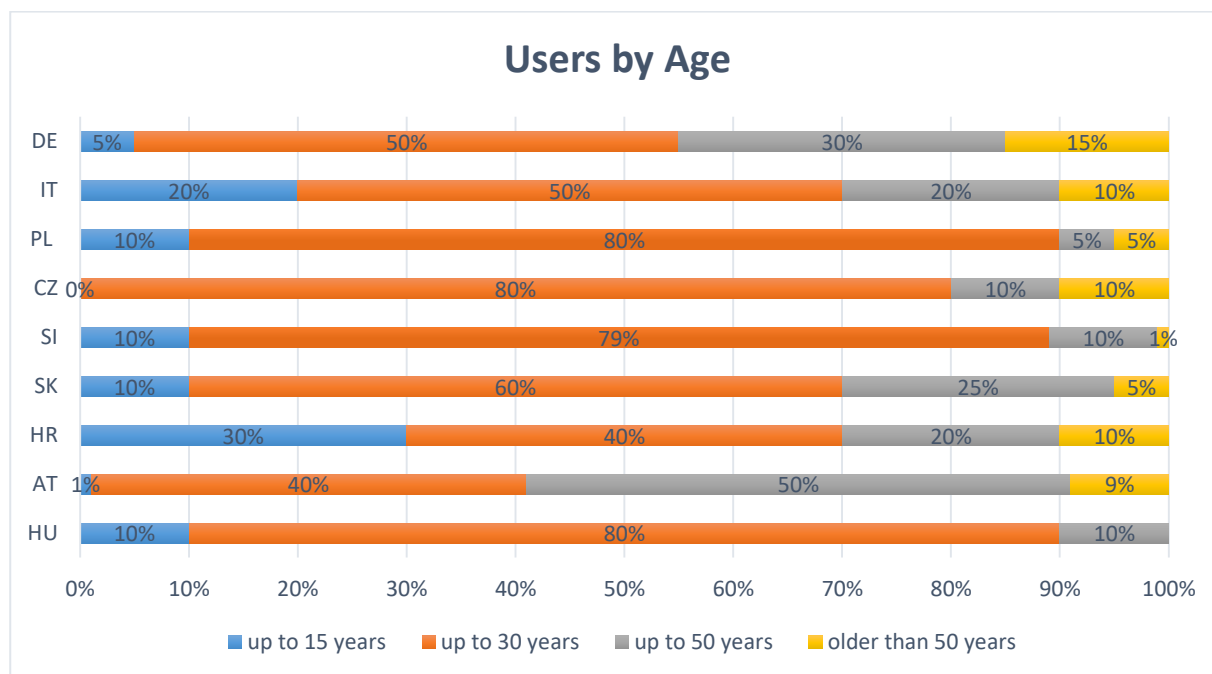
More than 75% have full-time employees (six out of eight) that run the Fab and some have extra part-time employees or volunteers. FME BUT Brno is very low staffed with one part-time employee, since it's only open to the members of the organization. Nevertheless, they manage to provide opening hours from 6am to 9pm. It can be concluded that the users don't need supervision during the stay. This is also true for HappyLab, since power members have the possibility to work in the Lab 24/7 and staff cannot be provided for the whole time. In general, it can be said that all the partners have regular opening hours during the week and therefore ensure a good access to the facilities. UnternehmerTUM München has the most employees with 13 fulltime and 18 part time.

### **1.4. Equipment**

All the partners provide an access to 3D Printers. 88% are offering a Laser Cutter and a CNC Milling Machine. 75% are having an electronics workshop and 63% a Vinyl Cutter in the Lab. A Woodworking shop with manual tools is provided by 50% of the partners. Croatia is offering also a Plasma Cutter. The Fab Lab in Poland is the poorest equipped one and only offers 3D Printers. PP10 has a metal CNC milling machine.



## 1.5. Users/ visitors demographics



As we see in the diagram above, the major part of the users is under 30 years old. Under children and adolescents as well as users over 50 years old constitute a smaller part of the users. We can also see a tendency, that the most users are male.



## 1.6. Visitors per week

If we have look at the responded average number of users at the Lab per week, we can see that most of the partners have 10 to 50 users. Poland has the least visitor's per week and Italy and Austria the most.

Users per week	IT	AT	HU	CZ	PL	SI	SK	HR	DE
1 to 10									
10 to 50									
50 to 100									
over 100									

## 1.7. Communication channels and Events

Communication channels are also an important issue regarding the visibility within the society, so we asked the partners to rate their most frequent once. Social Media is one of the most important communications channels partners use (4,5 stars out of 5), shortly followed by their website (four stars out of five). Press releases (three stars out of five) and Newsletters (two out of five) are the less popular communication channels.

Related to communication we also asked, if the partners are attending in any public events like conferences, Fairs and Festival or educational events. We can see below that all partners are very active and participate in conferences, fairs or other events on regular bases.

	IT	AT	HU	CZ	PL	SI	SK	HR	DE
Conferences									
Fairs/ Festivals									
School/ university events									



## 1.8. Main activities

Concerning the main activities listed by partners, we can see that education is one of the main activities followed by cooperation with local initiatives and providing services to enterprises and other customers. Research and development is perused by four out of eight partners.

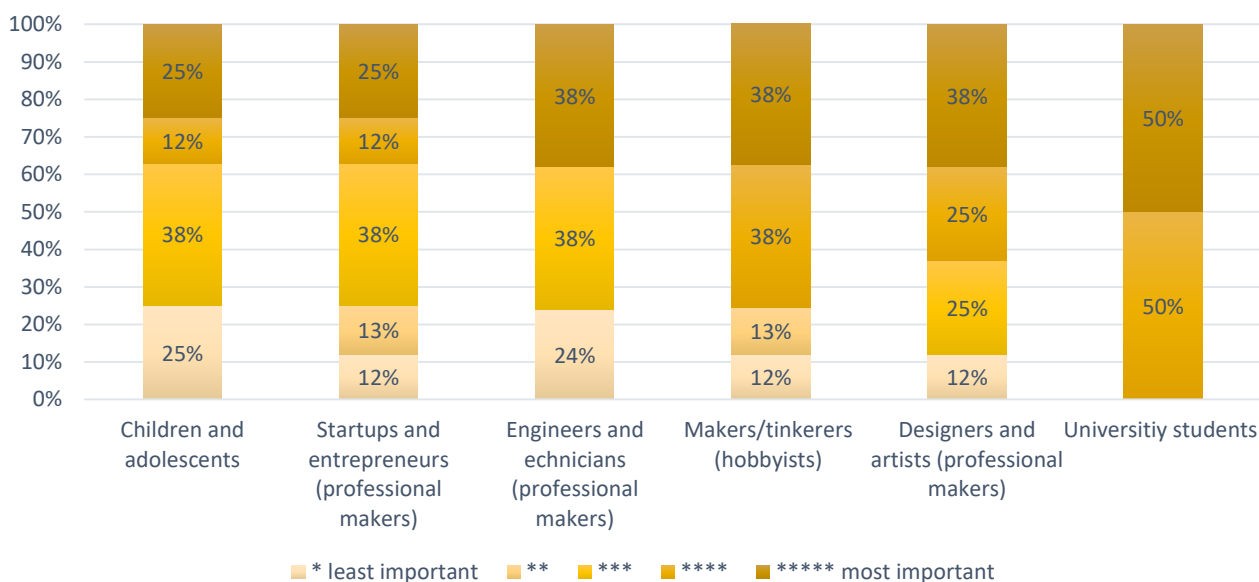
Main activities	IT	AT	HU	CZ	PL	SI	SK	HR	DE
Education									
Cooperation with local initiatives									
Providing services to enterprises and other customers									
Research and development									
Other						Sensibilisation of general public to new technologies		Develop solution for socially challenged groups	Corporations innovation labs

## 1.9. Target groups

We asked the partners to rate different target groups, that are important for Fab Labs (5 stars = most important and 1 star = least important). The result from the survey is, that university students are the most important target group for the project partners (rated with 4,5 out of 5). Maker/ tinkerers (rated with 3,75 out of 5) just as designers and artists (rated with 3,75 out of 5) are in general the second most important target group. Start-up's and entrepreneurs and Engineers and technicians are in the medium range (both rated with 3,25 out of 5). At the moment Children and adolescents were the least important target group (rated with 3 out of 5), as can be seen in the diagram below also in percent.



### Rated target groups by importance - all PP's



## 1.10. Cooperation's

To better understand of the project partners in current network, we asked what kind of consistent cooperation's with local partners they have. As we see in the chart below all partners developed good and consistent cooperation's with universities. Also SME's are named by six out of eight partners. Large companies, start-up's and foundations are the least established local actors for the project partners, when it comes to consistent cooperation's.

Consistent cooperation's	IT	AT	HU	CZ	PL	SI	SK	HR	DE
SME									
Large Companies									
Start-up's									
Universities/Schools									
Research Centers									
Foundations									
Public Institution's									
Other local Fab Labs and Makerspaces									
Other									



### 1.11. Fab Lab Tours

As far as our experience goes, regular tours in the Fab Lab are an effective way to get in touch with a wider target group. At Happylab every Wednesday first-time visitors can join the tour and get more familiar with the possibilities of digital fabrication. There is no need for a registration, the tour is not too long and it's for free.

As we see in the chart below, nearly all partners are offering a tour occasionally. If the tour is offered, it's free of charge and mostly without registration. Except the polish partner charges the tour and also requires a registration.

Offered tours in the Lab	frequency	registration	costs	Min	Visitors
IT	occasionally	Not required	Free	60	10
AT	Once a week	Not required	Free	45	30
HU	Not offered				
CZ	Not offered				
PL	occasionally	required	Charges	60	10
SI	occasionally	Not required	Free	240	20
SK	occasionally	Required	Free	90	20
HR	occasionally	Not required	Free	90	5
DE	More than two times a week	Not required	Free	45	5

### 1.12. Workshops and workshop target groups

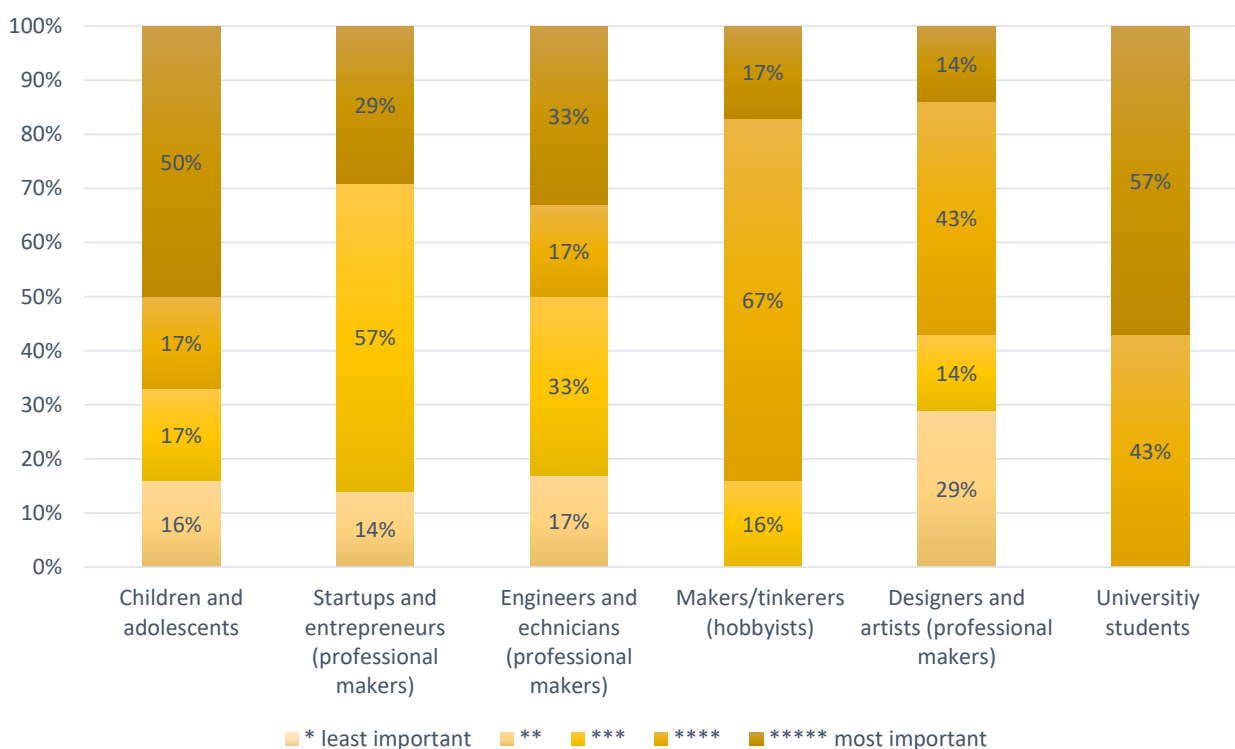
At Happylab regular workshops are also one way to ensure an easy and low-threshold access for newcomers. Therefore, regular initial trainings are free of charge and help users to get started their work in the Lab. This workshops are meant to show how to operate a machine by means of a simple example and provide a good basis for gaining further experience on one's own. Five of the partners try to offer workshops at least once a week. Worth to mention is that the workshops are mainly free of charge, so partners provide their users with the possibility to learn more about digital fabrication on regular bases.

As we see in the rated objectives of workshops, machine handling is the most important one (rated with 4,38 stars out of 5). Software know-how and creation of digital design and templates were rated with 3,75 of 5 stars. Austria Slovenia are focusing mainly on machine handling and less software and templates.



Offered workshop	frequency	Costs (free, charged, both)	Visitors
IT	Once a week	both	8
AT	Once a week	both	40
HU	occasionally	both	20
CZ	Once a week	free	30
PL	occasionally	free	10
SI	Once a week	both	6
SK	occasionally	both	6
HR	Once a week	both	8
DE	occasionally	charged	4

### Rated target groups for offered workshops - all PP's

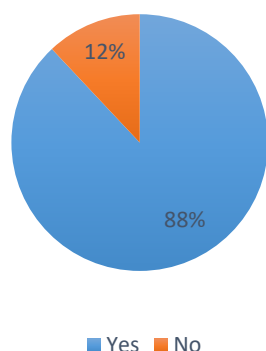


	IT	AT	HU	CZ	PL	SI	SK	HR	DE
Offered One-to-one workshops									



### 1.13. Community activities

Do you organize community events?



88% of the project partners organize community events and we also asked them to list their activities and give so some examples.

#### Austria

- Fab Contest (members show once a year what they have done and according to a public voting they can get a price it.)
- Maker Faire Vienna
- Talks and lectures on irregular bases

#### Hungary

- We founded Science Meetup and 3D Printing Days in Hungary

#### Czech Republic

- Open Days of the Lab are organized for the community

#### Poland

- Educational open day events and trainings in the remote areas of the region

#### Slovenia

- Cycling tours (Ljubljana's Fablabs, Ljubljana former factories, etc.)
- Exhibition of prototypes made in RogLab
- Lecture about design, architecture, internet of things etc.

#### Slovakia

- organisation of regular meetings of communities robotika.sk
- IoT Bratislava

#### Croatia

- Annual event "3D Printing Open Days" (since 2013), usually in November



- (Co)Organize different on-site events (PopUp FabLab), lately up to two per month (more on [www.fablab.hr](http://www.fablab.hr))

#### Germany

- Mint garage - we invite other mint garages in the area to use our space and equipment.
- European Maker Week - we actively take part in this event open to the public

### 1.14. Potential future activities

Below we listed the named activities the partners would like to offer in the future, that they didn't have the chance to in the past.

#### Italy

- workshop about reverse engineering

#### Austria

- Online Member Portal for internal communications between the members (including web-forum and wiki)
- Regular community events like talks, meetings

#### Hungary

- Comprehensive workshops

#### Czech Republic

- Fab Labs could support research activities

#### Poland

- Educational open day events and trainings in the remote areas of the region

#### Slovenia

- Support, knowledge transfer and workshop in the following field: 3D design, Electronic and Robotic

#### Slovakia

- facilitate the co-working of creative communities

#### Croatia

- TruckLab (around Croatia or region)
- BoatLab (around Croatian coast, but also on rivers in region)

#### Germany

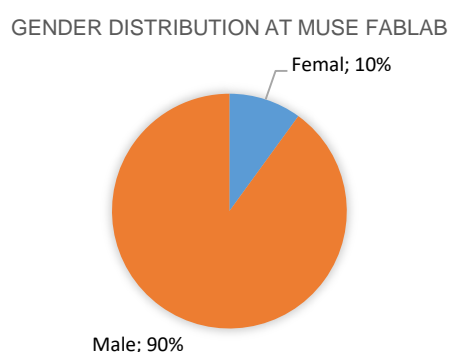
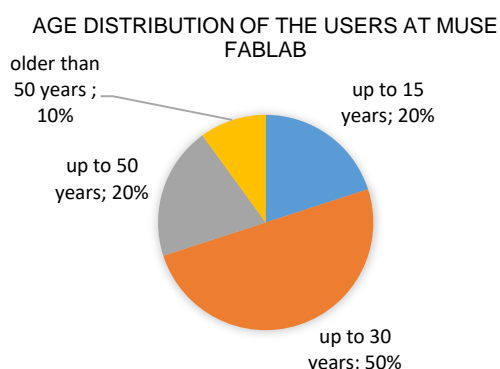
- Wiki
- You tube channel
- Blog



## PROJECT PARTNER NR.1

NAME OF YOUR INSTITUTION  
WEBSITE  
OPERATING SINCE  
EMBEDDED INTO  
OPENING HOURS  
HOW TO USE THE FAB LAB  
EMPLOYEES

MUSE FabLab  
<http://fablab.muse.it/>  
3 years  
Museum  
Mo-Fri 10:00-18:00  
Fee-based membership  
1 full time employee



## EQUIPMENT

3D Printer	
Laser Cutter	
CNC Milling Machine	
Vinyl Cutter	
Woodworkshop with manual tools	
Electronic	
Other	

## WHAT ARE THE MAIN ACTIVITIES OF YOUR LAB?

Research and development  
Education  
Providing services to enterprises and other customers  
Cooperation with local initiatives

## RATED TARGET GROUPS

Engineers and technicians (professional makers)						
University students						
Makers/ tinkerers (hobbyists)						
Start-up's and entrepreneurs (professional makers)						
Designers and artists (professional makers)						
Children and adolescents						
Other: Institutions						

## HOW MANY PEOPLE ON AVERAGE VISIT THE LAB IN A WEEK?



From 50 to 100

**ARE YOU ATTENDING IN PUBLIC EVENTS OR DO YOU HAVE ANY OTHER ACTIVITIES OUTSIDE THE LAB?**

Conferences

Fairs/ Festivals

Events organized by schools/ universities

**WHAT ARE YOUR FREQUENTLY USED COMMUNICATION CHANNELS?**

Social Media					
Website					
Press releases					
Newsletter					

**DO YOU HAVE ANY CONSISTENT COOPERATION'S WITH LOCAL ACTORS?**

Small and Medium Enterprises

Start ups

Universities / Schools

Research Centers

Foundations

Public Institutions

Other local Fab Labs or Makerspaces

**TOURS IN THE LAB ARE OFFERED**

Occasionally

Registration required

Free of charge

60 min

average number of visitors 10

**WORKSHOPS AND OBJECTIVES**

Offered once a week

Average number of participants 8

Offering charged and free of charge workshops

Machine handling					
Software know-how					
Creation of digital designs and templates					



## MOST IMPORTANT WORKSHOPS FOR SPECIAL TARGET GROUPS OFFERED BY MUSE FABLAB

Children and adolescents					
University students					
Makers/ tinkerers (hobbyists)					
Start-up's and entrepreneurs (professional makers)					
Designers and artists (professional makers)					
Engineers and technicians (professional makers)					
Other: Older people					

Not offering private one-to-one workshops

Not organizing community events

## WHAT KIND OF ACTIVITIES WOULD YOU LIKE TO OFFER, THAT YOU DIDN'T HAVE THE CHANCE TO IN THE PAST?

workshop about reverse engineering



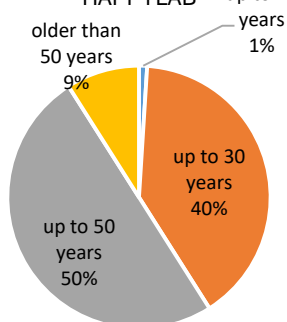
## Project Partner Nr.2

NAME OF YOUR INSTITUTION  
WEBSITE  
OPERATING SINCE  
EMBEDDED INTO  
OPENING HOURS

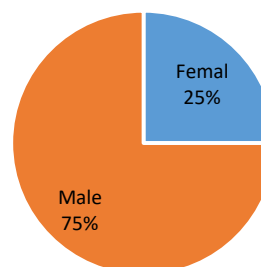
HappyLab Vienna  
<http://www.happylab.at>  
10 years  
Independent  
24/7 for "power users"  
3x4h per week for anybody (Tue, Wed, Thu)  
Fee-based membership  
1 full-time employee

HOW TO USE THE FAB LAB  
EMPLOYEES

AGE DISTRIBUTION OF THE USERS AT HAPPYLAB



GENDER DISTRIBUTION OF THE USERS AT HAPPYLAB



## EQUIPMENT

3D Printer	
Laser Cutter	
CNC Milling Machine	
Vinyl Cutter	
Woodworkshop with manual tools	
Electronic	
Other	

## WHAT ARE THE MAIN ACTIVITIES OF YOUR LAB?

Providing services to enterprises and other customers  
Cooperation with local initiatives

## RATED TARGET GROUPS

University students					
Makers/ tinkerers (hobbyists)					
Start-up's and entrepreneurs (professional makers)					
Engineers and technicians (professional makers)					
Designers and artists (professional makers)					
Children and adolescents					



**HOW MANY PEOPLE ON AVERAGE VISIT THE LAB IN A WEEK?**

More than 100

**ARE YOU ATTENDING IN PUBLIC EVENTS OR DO YOU HAVE ANY OTHER ACTIVITIES OUTSIDE THE LAB?**

Conferences

Fairs/ Festivals

Events organized by schools/ universities

**WHAT ARE YOUR FREQUENTLY USED COMMUNICATION CHANNELS?**

Social Media	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Website	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Press releases	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Newsletter	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

**DO YOU HAVE ANY CONSISTENT COOPERATION'S WITH LOCAL ACTORS?**

Universities / Schools

Research Centers

**TOURS IN THE LAB ARE OFFERED**

Once a week

No registration required

Free of charge

45 min

average number of visitors 30

**WORKSHOPS AND OBJECTIVES**

Offered once a week

Average number of participants 40

Offering charged and free of charge workshops

Machine handling	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Software know-how	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Creation of digital designs and templates	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>



## MOST IMPORTANT WORKSHOPS FOR SPECIAL TARGET GROUPS OFFERED BY HAPPYLAB

Makers/ tinkerers (hobbyists)					
University students					
Designers and artists (professional makers)					
Engineers and technicians (professional makers)					
Start-up's and entrepreneurs (professional makers)					
Children and adolescents					

Offering private one-to-one workshops

Community events:

\* Fab Contest (members show once a year what they have done and according to a public voting they can get a prize it.)

\* Maker Faire Vienna

## WHAT KIND OF ACTIVITIES WOULD YOU LIKE TO OFFER, THAT YOU DIDN'T HAVE THE CHANCE TO IN THE PAST?

Online Member Portal for internal communications between the members (including web-forum and wiki)

Regular community events like talks, meetings



## PROJECT PARTNER NR.3

NAME OF YOUR INSTITUTION

WEBSITE

OPERATING SINCE

EMBEDDED INTO

OPENING HOURS

HOW TO USE THE FAB LAB

EMPLOYEES

FabLab Budapest

<http://fablabbudapest.com>

5 years

Company

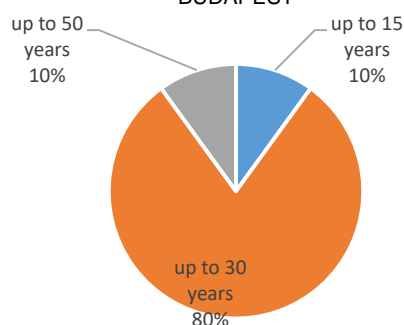
Monday to Friday: 9:00 - 18:00

Saturday: 10:00 - 14:00

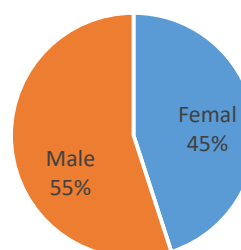
Without any membership, just drop in

3 full time employee, 2 volunteers

AGE DISTRIBUTION OF THE USERS AT FABLAB BUDAPEST



GENDER DISTRIBUTION OF THE USERS AT FABLAB BUDAPEST



3D Printer	
Laser Cutter	
CNC Milling Machine	
Vinyl Cutter	
Woodworkshop with manual tools	
Electronic	
Other	

## WHAT ARE THE MAIN ACTIVITIES OF YOUR LAB?

Research and development

Education

Providing services to enterprises and other customers

Cooperation with local initiatives

## RATED TARGET GROUPS

Engineers and technicians (professional makers)						
University students						
Makers/ tinkerers (hobbyists)						
Start-up's and entrepreneurs (professional makers)						
Designers and artists (professional makers)						
Children and adolescents						
Other: Tech entrepreneurs						

## HOW MANY PEOPLE ON AVERAGE VISIT THE LAB IN A WEEK?

From 10 to 50



## ARE YOU ATTENDING IN PUBLIC EVENTS OR DO YOU HAVE ANY OTHER ACTIVITIES OUTSIDE THE LAB?

Conferences  
Fairs/ Festivals  
Events organized by schools/ universities

## WHAT ARE YOUR FREQUENTLY USED COMMUNICATION CHANNELS?

Social Media					
Press releases					
Website					
Newsletter					

## DO YOU HAVE ANY CONSISTENT COOPERATION'S WITH LOCAL ACTORS?

Small and Medium Enterprises  
Large Companies  
Start-ups  
Universities / Schools  
Research Centers  
Foundations  
Public Institutions  
Other local Fab Labs or Makerspaces

### Not offering any Lab Tours

## WORKSHOPS AND OBJECTIVES

Offered occasionally  
Average number of participants 20  
Offering charged and free of charge workshops

Machine handling					
Software know-how					
Creation of digital designs and templates					

## MOST IMPORTANT WORKSHOPS FOR SPECIAL TARGET GROUPS OFFERED BY FABLAB BUDAPEST

University students					
Engineers and technicians (professional makers)					
Designers and artists (professional makers)					
Start-up's and entrepreneurs (professional makers)					
Makers/ tinkerers (hobbyists)					
Children and adolescents					
Other: Workshop for disabled					

Offering private one-to-one workshops



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### **COMMUNITY EVENTS**

We founded Science Meetup and 3D Printing Days in Hungary

### **WHAT KIND OF ACTIVITIES WOULD YOU LIKE TO OFFER, THAT YOU DIDN'T HAVE THE CHANCE TO IN THE PAST?**

Comprehensive workshops

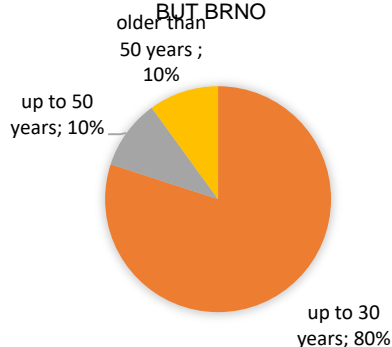


## Project Partner Nr.5

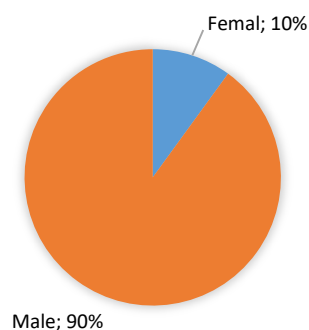
NAME OF YOUR INSTITUTION  
WEBSITE  
OPERATING SINCE  
EMBEDDED INTO  
OPENING HOURS  
HOW TO USE THE FAB LAB  
Employees

FME BUT Brno  
<http://3dlaboratory.cz/>  
2 years  
University  
Mo-Fri 6:00-21:00  
It is open to members of the organization  
1 part-time employee

AGE DISTRIBUTION OF THE USER AT FME BUT BRNO



GENDER DISTRIBUTION AT FME BUT BRNO



## EQUIPMENT

3D Printer	
Laser Cutter	
CNC Milling Machine	
Vinyl Cutter	
Woodworkshop with manual tools	
Electronic	
Other	

## WHAT ARE THE MAIN ACTIVITIES OF YOUR LAB?

Research and development  
Education

## RATED TARGET GROUPS

University students						
Engineers and technicians (professional makers)						
Makers/ tinkerers (hobbyists)						
Start-up's and entrepreneurs (professional makers)						
Designers and artists (professional makers)						
Children and adolescents						
Other: Tech entrepreneurs						



### HOW MANY PEOPLE ON AVERAGE VISIT THE LAB IN A WEEK?

From 10 to 50

### ARE YOU ATTENDING IN PUBLIC EVENTS OR DO YOU HAVE ANY OTHER ACTIVITIES OUTSIDE THE LAB?

Conferences

Fairs/ Festivals

Events organized by schools/ universities

### WHAT ARE YOUR FREQUENTLY USED COMMUNICATION CHANNELS?

Social Media					
Press releases					
Website					
Newsletter					

### DO YOU HAVE ANY CONSISTENT COOPERATION'S WITH LOCAL ACTORS?

Small and Medium Enterprises

Large companies

Universities / Schools

Research Centers

### Not offering any Lab Tours

### WORKSHOPS AND OBJECTIVES

Offered once a week

Average number of participants 30

Workshops are free of charge

Software know-how					
Creation of digital designs and templates					
Machine handling					



## MOST IMPORTANT WORKSHOPS FOR SPECIAL TARGET GROUPS OFFERED MY FME BUT BRNO

University students						
Start-up's and entrepreneurs						
Designers and artists (professional makers)						
Other: Researchers						

Not offering private one-to-one workshops

### COMMUNITY EVENTS

Open Days of the Lab are organized for the community

### WHAT KIND OF ACTIVITIES WOULD YOU LIKE TO OFFER, THAT YOU DIDN'T HAVE THE CHANCE TO IN THE PAST?

Open courses tools for bachelor students

### FINAL COMMENT

FabLabs could support research activities



## PROJECT PARTNER NR.6

NAME OF YOUR INSTITUTION

Regional Development Agency Bielsko-Biała

WEBSITE

<http://www.arrsa.pl>

OPERATING SINCE

2 years

EMBEDDED INTO

Company

OPENING HOURS

Mo, We, Fri 10-18, Tu, Thu 12-20

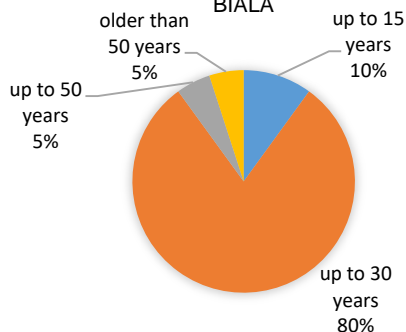
HOW TO USE THE FAB LAB

Fee-based membership and without any membership, just drop in

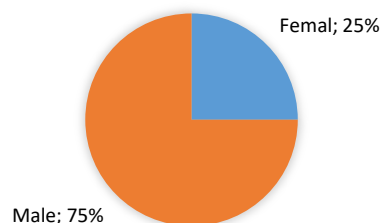
EMPLOYEES

1 full time employee and 1 part-time employee 15h/week

AGE DISTRIBUTION OF THE USERS AT  
REGIONAL DEVELOPMENT AGENCY BIELSKO-  
BIALA



GENDER DISTRIBUTION OF THE USERS AT  
REGIONAL DEVELOPMENT AGENCY BIELSKO-  
BIALA



## EQUIPMENT

3D Printer	
Laser Cutter	
CNC Milling Machine	
Vinyl Cutter	
Woodworkshop with manual tools	
Electronic	
Other	

## WHAT ARE THE MAIN ACTIVITIES OF YOUR LAB?

Education

Providing services to enterprises and other customers

## RATED TARGET GROUPS

University students						
Makers/ tinkerers (hobbyists)						
Designers and artists (professional makers)						
Children and adolescents						
Engineers and technicians (professional makers)						
Start-up's and entrepreneurs (professional makers)						
Other: High school students, general public, technicians						



## HOW MANY PEOPLE ON AVERAGE VISIT THE LAB IN A WEEK?

From 1 to 10

## ARE YOU ATTENDING IN PUBLIC EVENTS OR DO YOU HAVE ANY OTHER ACTIVITIES OUTSIDE THE LAB?

Conferences

Fairs/ Festivals

Events organized by schools/ universities

## WHAT ARE YOUR FREQUENTLY USED COMMUNICATION CHANNELS?

Website	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Press releases	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Social Media	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Newsletter	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Direct Communication	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

## DO YOU HAVE ANY CONSISTENT COOPERATION'S WITH LOCAL ACTORS?

Small and Medium Enterprises

Universities / Schools

Public Institutions

## TOURS IN THE LAB ARE OFFERED

Occasionally

Registration required

charged

60 min

average number of visitors 10

## WORKSHOPS AND OBJECTIVES

Offered occasionally

Average number of participants 10

Workshops are free of charge

Software know-how	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Creation of digital designs and templates	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Machine handling	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
3D studio software trainings	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>



**MOST IMPORTANT WORKSHOPS FOR SPECIAL TARGET GROUPS OFFERED BY Regional Development Agency Bielsko-Biała**

University students					
Engineers and technicians (professional makers)					
Children and adolescents					
Makers/ tinkerers (hobbyists)					
Designers and artists (professional makers)					
Start-up's and entrepreneurs (professional makers)					
Other: School teachers					

Offering private one-to-one workshops

**COMMUNITY EVENTS**

open days in region and schools during different events organized by education units

**WHAT KIND OF ACTIVITIES WOULD YOU LIKE TO OFFER, THAT YOU DIDN'T HAVE THE CHANCE TO IN THE PAST?**

Educational open day events and trainings in the remote areas of the region

**FINAL COMMENT**

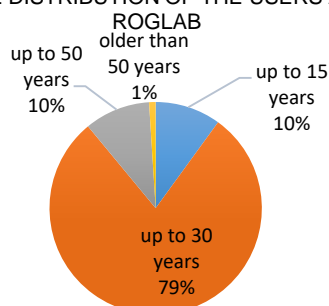
We are mostly focused on education and creativity strengthening in the region. There is more activity on advertising of Fab Lab and possibilities it offers and making cooperation with creative people and offering of skill development trainings.

## PROJECT PARTNER NR.7

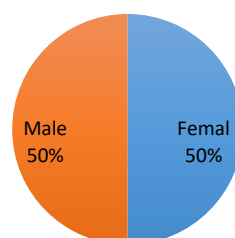
NAME OF YOUR INSTITUTION  
WEBSITE  
OPERATING SINCE  
EMBEDDED INTO  
OPENING HOURS  
HOW TO USE THE FAB LAB  
EMPLOYEES

RogLab- Museum and Galleries of Ljubljana  
<http://www.roglab.si>  
4 years  
Museum  
Mo, We, Thu, Fri 12-20  
Fee-based membership  
2 full time employee and 1 part-time employee 0,20

AGE DISTRIBUTION OF THE USERS AT



GENDER DISTRIBUTION OF THE USERS AT  
ROGLAB



## EQUIPMENT

3D Printer	
Laser Cutter	
CNC Milling Machine	
Vinyl Cutter	
Woodworkshop with manual tools	
Electronic	
Other	

## WHAT ARE THE MAIN ACTIVITIES OF YOUR LAB?

Education  
Providing services to enterprises and other customers  
Cooperation with local initiatives  
Sensibilisation of general public to new technologies

## RATED TARGET GROUPS

Designers and artists (professional makers)					
University students					
Children and adolescents					
Makers/ tinkerers (hobbyists)					
Startups and entrepreneurs (professional makers)					
Engineers and technicians (professional makers)					



#### HOW MANY PEOPLE ON AVERAGE VISIT THE LAB IN A WEEK?

From 10 to 50

#### ARE YOU ATTENDING IN PUBLIC EVENTS OR DO YOU HAVE ANY OTHER ACTIVITIES OUTSIDE THE LAB?

Conferences

Fairs/ Festivals

Events organized by schools/ universities

#### WHAT ARE YOUR FREQUENTLY USED COMMUNICATION CHANNELS?

Social Media					
Website					
Press release					
Newsletter					
Flyers at the University Libraries					

#### DO YOU HAVE ANY CONSISTENT COOPERATION'S WITH LOCAL ACTORS?

Small and Medium Enterprises

Universities / Schools

Research Centers

Public Institutions

Other Fab Labs or Makerspaces

#### TOURS IN THE LAB ARE OFFERED

Occasionally

No registration required

Free of charge

4 h

average number of visitors 20

#### WORKSHOPS AND OBJECTIVES

Once a week

Average number of participants 6

Offering charged and free of charge workshops

Machine handling					
Creation of digital designs and templates					
Software know-how					



## **MOST IMPORTANT WORKSHOPS FOR SPECIAL TARGET GROUPS OFFERED BY ROGLAB**

Socially challenged youngster

Offering private one-to-one workshops

### **COMMUNITY EVENTS**

- Cycling tours (Ljubljana's Fablabs, Ljubljana former factories, etc.)
- Exhibition of prototypes made in RogLab
- Lecture about design, architecture, internet of things etc.

## **WHAT KIND OF ACTIVITIES WOULD YOU LIKE TO OFFER, THAT YOU DIDN'T HAVE THE CHANCE TO IN THE PAST?**

Support, knowledge transfer and workshop in the following field:

- 3D design
- Electronic / Robotic

### **FINAL COMMENT**

Roglab is performing its activities on a 28m2 container placed in the city center (cf picture below). It is actually a pilot project for the regeneration of an abandoned bike factory located in front of the current RogLab's location.

<https://davinci.fablabs.io/6f3d7226643d383030/68747470733a2f2f7777772e66696c657069636b65722e696f2f6170692f66696c652f524843494752796551797956654f303652304d37/bf837396378ead7d17766600513ee0ac108ecbe7>



## PROJECT PARTNER NR.8

NAME OF YOUR INSTITUTION  
WEBSITE  
OPERATING SINCE  
EMBEDDED INTO

Slovak Center of scientific and technical information

<http://www.cvtisr.sk>

2 years

SCSTI is a directly managed institution of the Ministry of Education, Science, Research and Sport of the Slovak Republic. The Center is focused on Support of science, research and development, innovation and education  
Mo-Fr 9-15

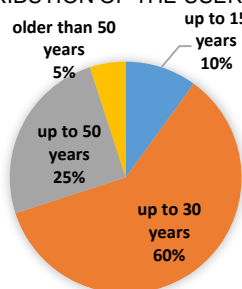
OPENING HOURS  
HOW TO USE THE FAB LAB

Without any membership, just drop in and it's open to members of the institution

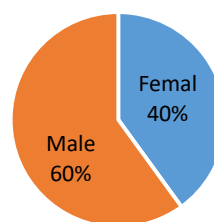
EMPLOYEES

2 full time employees, 1,5 part-time employees, and 0,5 volunteers

AGE DISTRIBUTION OF THE USERS AT SCSTI



GENDER DISTRIBUTION OF THE USERS AT SCSTI



## EQUIPMENT

3D Printer	
Laser Cutter	
CNC Milling Machine	
Vinyl Cutter	
Woodworkshop with manual tools	
Electronic	
Other	

## WHAT ARE THE MAIN ACTIVITIES OF YOUR LAB?

Education

Providing services to enterprises and other customers

Cooperation with local initiatives

## RATED TARGET GROUPS

University students							
Makers/ tinkerers (hobbyists)							
Designers and artists (professional makers)							
Children and adolescents							
Engineers and technicians (professional makers)							
Start-up's and entrepreneurs (professional makers)							
Other: NGOs , visually impaired and blind people are another important target group							



#### HOW MANY PEOPLE ON AVERAGE VISIT THE LAB IN A WEEK?

From 10 to 50

#### ARE YOU ATTENDING IN PUBLIC EVENTS OR DO YOU HAVE ANY OTHER ACTIVITIES OUTSIDE THE LAB?

Conferences

Fairs/ Festivals

Events organized by schools/ universities

#### WHAT ARE YOUR FREQUENTLY USED COMMUNICATION CHANNELS?

Social Media					
Website					
Press release					
Newsletter					
Other: Student online TV of Slovak Technical University					

#### DO YOU HAVE ANY CONSISTENT COOPERATION'S WITH LOCAL ACTORS?

Universities / Schools

#### TOURS IN THE LAB ARE OFFERED

Occasionally

Registration required

Free of charge

90 min

average number of visitors 20

#### WORKSHOPS AND OBJECTIVES

Offering charged and free of charge workshops

Average number of participants 6

Some workshops are free of charge and charges

Machine handling					
Creation of digital designs and templates					
Software know-how					
Lego and football robots, basic of CAD, arduino, electronics					



## MOST IMPORTANT WORKSHOPS FOR SPECIAL TARGET GROUPS OFFERED BY SCSTI

University students						
Engineers and technicians (professional makers)						
Makers/ tinkerers (hobbyists)						
Start-up's and entrepreneurs (professional makers)						
Engineers and technicians (professional makers)						
Designers and artists (professional makers)						
Other: Visually impaired and blind children						

Offering private one-to-one workshops

### COMMUNITY EVENTS:

organisation of regular meetings of communities robotika.sk  
IoT Bratislava

WHAT KIND OF ACTIVITIES WOULD YOU LIKE TO OFFER, THAT YOU DIDN'T HAVE THE CHANCE TO  
IN THE PAST?

facilitate the co-working of creative communities

Joint stand at Makerfaire Vienna <https://www.youtube.com/watch?v=d7f0C7CF9dc>



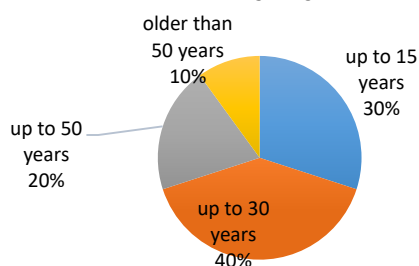
## PROJECT PARTNER NR.9

NAME OF YOUR INSTITUTION  
WEBSITE  
OPERATING SINCE  
EMBEDDED INTO  
OPENING HOURS  
HOW TO USE THE FAB LAB

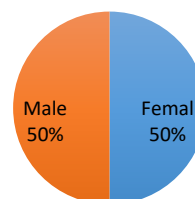
FabLab, association for promoting digital fabrication  
<http://www.fablab.hr>  
3 years  
Independent  
Mo-Fri 9-15, weekends on request  
Free membership  
Fee- based membership  
Without any membership  
2 part-time employees and 3 volunteers

EMPLOYEES

AGE DISTRIBUTION OF THE USERS AT ASSOCIATION FOR PROMOTING DIGITAL FABRICATION



GENDER DISTRIBUTION OF THE USERS AT ASSOCIATION FOR PROMOTING DIGITAL FABRICATION



## EQUIPMENT

3D Printer	
Laser Cutter	
CNC Milling Machine	
Vinyl Cutter	
Woodworkshop with manual tools	
Electronic	
Plasma Cutter	

## WHAT ARE THE MAIN ACTIVITIES OF YOUR LAB?

Research and development  
Education  
Cooperation with local initiatives  
Other: Develop solutions for socially challenged groups

## RATED TARGET GROUPS

Children and adolescents						
University students						
Makers/ tinkerers (hobbyists)						
Engineers and technicians (professional makers)						
Start-up's and entrepreneurs (professional makers)						
Designers and artists (professional makers)						
Other: people with disabilities, kids with special needs						



#### HOW MANY PEOPLE ON AVERAGE VISIT THE LAB IN A WEEK?

From 10 to 50

#### ARE YOU ATTENDING IN PUBLIC EVENTS OR DO YOU HAVE ANY OTHER ACTIVITIES OUTSIDE THE LAB?

Conferences

Fairs/ Festivals

Events organized by schools/ universities

#### WHAT ARE YOUR FREQUENTLY USED COMMUNICATION CHANNELS?

Social Media					
Website					
Press release					
Newsletter					

#### DO YOU HAVE ANY CONSISTENT COOPERATION'S WITH LOCAL ACTORS?

Small and Medium Enterprises

Universities / Schools

Other local Fab Labs or Makerspaces

#### TOURS IN THE LAB ARE OFFERED

Occasionally

No registration

Free of charge

90 min

average number of visitors 5

#### WORKSHOPS AND OBJECTIVES

Offered once a week

Average number of participants 8

Some workshops are free of charge and charges

Software know-how					
Creation of digital designs and templates					
Machine handling					



**MOST IMPORTANT WORKSHOPS FOR SPECIAL TARGET GROUPS OFFERED BY FabLab, association for promoting digital fabrication**

Children and adolescents						
University students						
Makers/ tinkerers (hobbyists)						
Start-up's and entrepreneurs (professional makers)						
Engineers and technicians (professional makers)						
Designers and artists (professional makers)						
Other Disabled persons, unemployed, refugees						

Not offering private one-to-one workshops

**COMMUNITY EVENTS**

Annual event "3D Printing Open Days" (since 2013), usually in November

(Co)Organize different on-site events (PopUp FabLab), lately up to two per month (more on [www.fablab.hr](http://www.fablab.hr))

**WHAT KIND OF ACTIVITIES WOULD YOU LIKE TO OFFER, THAT YOU DIDN'T HAVE THE CHANCE TO IN THE PAST?**

TruckLab (around Croatia or region), BoatLab (around Croatian coast, but also on rivers in region)

**FINAL COMMENT**

Lot of our activities are focused on social groups (from kids, over disabled, to older persons) to find their useful role in modern society by promoting different mind set based on sharing and collaborating

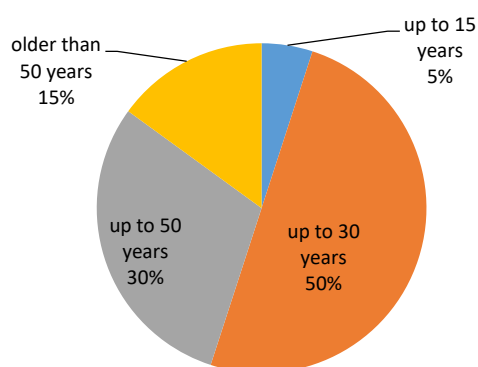


## PROJECT PARTNER NR.10

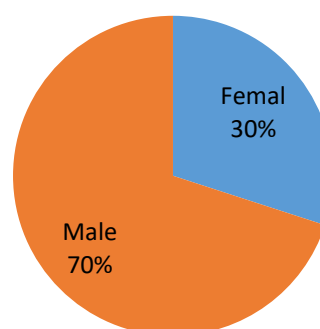
NAME OF YOUR INSTITUTION  
WEBSITE  
OPERATING SINCE  
EMBEDDED INTO  
OPENING HOURS  
HOW TO USE THE FAB LAB  
EMPLOYEES

UnternehmerTUM MakerSpace GmbH : MakerSpace  
<http://www.maker-space.de>  
2 years  
Independent  
Monday - Sunday: 7 days week, daily to 22.00 Hours  
Fee-based membership  
13 full time, 18 part time ( = 6 FTE)

AGE DISTRIBUTION OF THE USERS AT  
UnternehmerTUM MakerSpace



GENDER DISTRIBUTION OF THE USERS AT  
UnternehmerTUM MakerSpace



## EQUIPMENT

3D Printer	
Laser Cutter	
CNC Milling Machine	
Vinyl Cutter	
Woodworkshop with manual tools	
Electronic	
Metal : CNC & Manual	

## WHAT ARE THE MAIN ACTIVITIES OF YOUR LAB?

Education  
Providing services to enterprises and other customers  
Other: Corporations innovation labs

## RATED TARGET GROUPS

Start-up's and entrepreneurs (professional makers)						
Engineers and technicians (professional makers)						
Designers and artists (professional makers)						
University students						
Children and adolescents						
Makers/ tinkerers (hobbyists)						
Corporations / Companies						



#### HOW MANY PEOPLE ON AVERAGE VISIT THE LAB IN A WEEK?

More than 100

#### ARE YOU ATTENDING IN PUBLIC EVENTS OR DO YOU HAVE ANY OTHER ACTIVITIES OUTSIDE THE LAB?

Conferences

Fairs/ Festivals

Events organized by schools/ universities

#### WHAT ARE YOUR FREQUENTLY USED COMMUNICATION CHANNELS?

Social Media	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Website	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Newsletter	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Press release	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

#### DO YOU HAVE ANY CONSISTENT COOPERATION'S WITH LOCAL ACTORS?

Small and Medium Enterprises

Larger Companies

Start ups

Universities / Schools

Foundations

Other local Fab Labs or Makerspaces

#### TOURS IN THE LAB ARE OFFERED

More than two times a week

No registration

Free of charge

45 min

Average number of visitors 5

#### WORKSHOPS AND OBJECTIVES

Occasionally

Average number of participants 4

Charged with a fee

Machine handling	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Software know-how	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Creation of digital designs and templates	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>



## MOST IMPORTANT WORKSHOPS FOR SPECIAL TARGET GROUPS OFFERED BY UnternehmerTUM MakerSpace

Start-up's and entrepreneurs (professional makers)						
University students						
Makers/ tinkerers (hobbyists)						
Children and adolescents						
Engineers and technicians (professional makers)						
Designers and artists (professional makers)						

Offer private one-to-one workshops

### COMMUNITY EVENTS

Mint garage - we invite other mint garages in the area to use our space and equipment.

European Maker Week - we actively take part in this event open to the public

### WHAT KIND OF ACTIVITIES WOULD YOU LIKE TO OFFER, THAT YOU DIDN'T HAVE THE CHANCE TO IN THE PAST?

- 1) WIKI
- 2) YOUTUBE CHANNEL
- 3) BLOG

### FINAL COMMENT

Lot of our activities are focused on social groups (from kids, over disabled, to older persons) to find their useful role in modern society by promoting different mind set based on sharing and collaborating