

PILOT ACTION EVALUATION

DT252 - LP - Partner Report on Pilot 2
FabLab 2 Industry 07.03.-19.04.2018

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1. Short overview of the Pilot Action

The transition from an idea to a product is a long and difficult process, and startups always face these challenges and often badly crash into them. “Fablab 2 Industry” was an international coaching program to support and develop startup ideas and prototypes.

The program was divided into 4 modules:

- 7-9/03/2018 USER CENTRED & VALIDATION

User-centered design is a design and process philosophy in which the user's needs, desires and limitations on the final product are given great care in every step of the design process to maximize the usability of the product itself.

Using learning by doing methodologies in a design thinking perspective, participants will be asked to analyze and predict how the user will use the final product, but also to verify and validate their assumptions considering the user behavior in usability and accessibility tests. (user experience test).

- 28-29/03/2018 BUSINESS MODEL

The coaches provided the participants with the tools to understand the keys of the development from the idea to the business, offering the basic skills to govern the start of a business and the growth of the same

- 4-5/04/2018 LEAN MANUFACTURING

The participants received concrete skills to organize a production process and to direct it to development and innovation by finalizing manufacturing plans

- 18-19/04/2018 (RE) DESIGN TO MANUFACTURING

Based on the manufacturing plans, the participants carried out a design analysis of the components of the prototype and then designed them again with a view to the emergence of the supply chain for the manufacturability

The participants were selected with a National call for makers. We received 19 applications from work groups, university teams and startups, and we selected 5 teams with 11 members which participated to the coaching program which was concluded in June with the FabBusiness events in Bratislava and Budapest, and in July during the Tech fest in Munich. These events were an opportunity for further coaching the teams, and for meeting investors who can finance the realized projects.

The teams are:

- Orthoponics:

It is the first smart solution to equip each building with a vertical vegetable garden. Fully automated, from sowing to harvest, it combines green wall technology with robotics, opening up new and incredible scenarios for agriculture and environmental sustainability.

- Wonder gene:

It is a portable device for genetic analyzes. It replaces the genetic laboratory and, thanks to customized protocols and reagents, can be used to control the quality and production chain, in the food and zoological fields. Born for research, now accessible to everyone.

- LabAdmin:

LabAdmin provides a simple toolset of software and hardware solution to manage your shared working environments, defining user roles, access time, machines used, communication. It tracks everything down and help the space manager to look after the space

- BugBits:

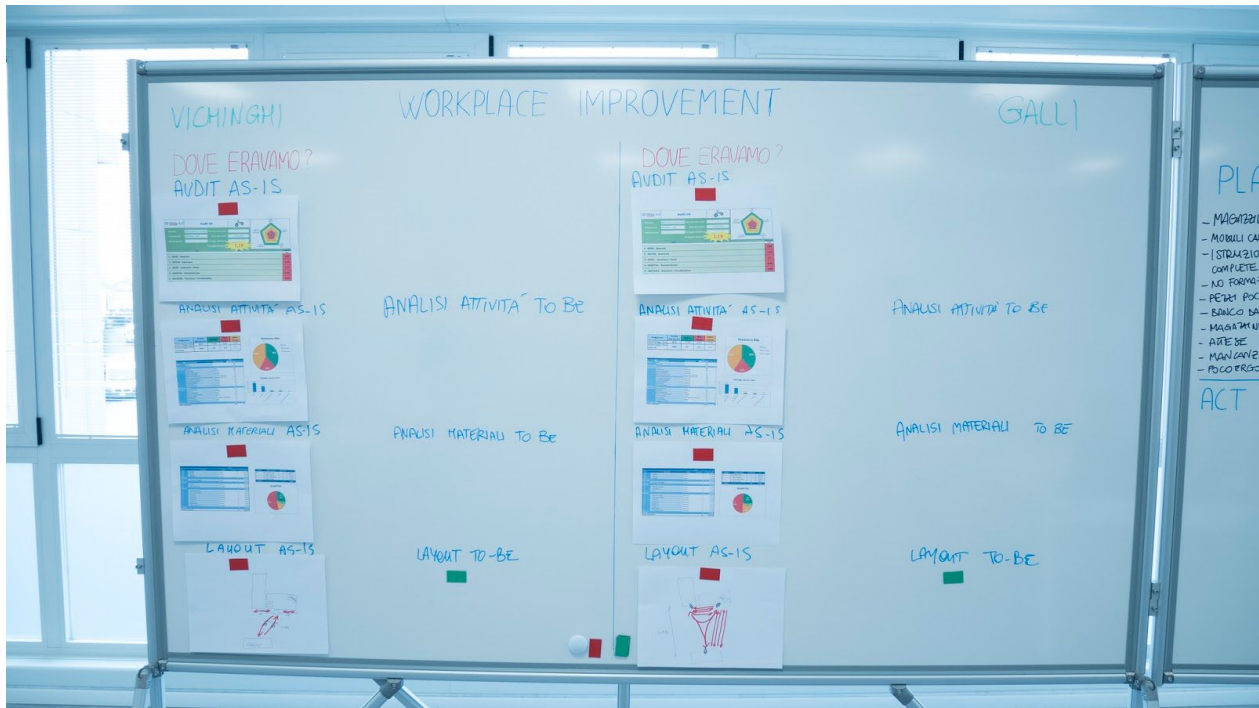
BugBits is an easy-to-use microcontroller kit designed for creating playful and educational experiences based on color and music theories.

- Airate:

Is a data control system related to air quality.

The system is offered to service providers linked to tourist accommodation, who will be able to check the quality of the air inside and outside of their structure.















2. Lessons learnt

Trough “Fablab 2 Industry” we traced a high interest from startups and informal groups in following an acceleration program. We developed some activity with private companies, this activity was for us a good exercise, because we are public authority and working with private companies is not always easy, but we have learned to collaborate in a optimale way.

Stop Doing

- Selection only through mail
- Accept startups that have different degrees of development

Keep doing

- Supports prototyping of prototypes, providing fablab skills and tools
- Give free access to the spaces of the fablab and free use of the machines
- Offer courses to use the fablab machines
- Share in real time all the documentation used during the training days

Start doing

- Select startups through mail and video interview
- Stimulate participants to use the fablab spaces
- Create prototyping courses specific to the needs of the selected participants



3. Outcomes

Participants participated in lessons made by MUSE team and international mentors. During the “Fablab 2 Industry” the different groups have followed the lessons and produced documentation useful to develop the idea and product. The teams took part in the training courses to use all the machines present in the fablab and to use the tools.

The courses gave the participants useful tools for the development of their idea and product:

- They have applied the theory of the user centered design, methodology that puts the user at the center of the design.
- tools to understand the keys to development for the company, the basic skills to govern the start-up of a business and its growth
- Concrete skills for organizing a production process and orienting it to development and innovation, finalizing manufacturing plans
- Tools for the analysis of the prototype useful to redesign the product following the needs emerged

4. Sustainability

The excellent response to the call to select teams (19 applications) and the active participation of the selected teams, leads us to imagine that the pilot can be repeated in the future.

A joint venture can be done with local and Northern Italy accelerators, like those already involved in this Pilot (Industrio in Rovereto, Artisan Association in Trento, Artisan and Industrial association in Brescia, Sei consulting in Brescia). The involvement of the University can also be repeated as they may provide training as in kind cooperation, giving to the academia the possibility to open the course to promising start-uppers among their students.