

PILOT ACTION EVALUATION

DT252 - PP8 - Partner Report on Pilot 2

Version FINAL
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1. Short overview of the Pilot Action

The pilot action 2 aimed at interconnect of services of Fablab in Bratislava and business oriented ideas of innovators by providing innovators with mentoring in technologies in fablab accompanied with workshops with experts in bring innovations to market. Each workshop had different topic aiming at mentoring how to bringing the product to the market. Participants were invited to the mentoring and workshops with open call and in their applications they shortly described the prototype they already developed, or they wanted to develop with help of fablab.

Topics of workshops:

- Intellectual property rights
- How to develop a manufacturing plan for digital fabrication
- How to develop a business plan
- Training of presentation and communication in front of an investor

During the mentoring and cycle of workshops participants could consult their prototypes and their development from digital fabrication point of view to fablab employees.

Participants involved in cycle of workshops and mentoring received knowledge on basic elements needed to bring their products to the market. The importance and options of IP protection has been explained, as well as the basic postulates of manufacturing and technology plans. During sessions devoted to business plan and communication to potential investors participants received: knowledge on how to develop their businesses plans, how to define target markets and customers, how to develop a marketing plan, financial plan, and recommendations whom to get in touch to for consultations to develop the business further.

Target groups: students and young professionals, entrepreneurs, early staged businesses, inventors and innovators who were interested in bringing their prototypes to the market. In the open call it has been emphasized that prototypes should be relevant to priority areas such as: agriculture, quality of life, energy and the environment, mechatronics, information and communication technologies, social innovation, smart cities and biotechnology

The cycle of workshops and mentoring took place in FabLab Bratislava, since April 4 to May 5, 2018

Involved prototypes:

- ParkBOT
- Prototype of a brand new type of wind turbine
- Wooden Keyboard
- Social Media Counter
- Smart IoT Weather Station
- Control panel for rocket simulator
- Compent

Eventually 2 mentored prototypes from Slovak republic have been chosen to participate with presentation in Bratislava business event as well as in Budapest business event. These were: COMPENT - Safety system for public events by DOMINIKA TÓTHOVÁ and IoT Weather Station, Smart weather stations for everyone by FILIP KOLLÁR.

Fab Business Event in Bratislava in Nutshell:

Title of the event: SOCIETAL AND ENVIRONMENTAL CHALLENGES IN THE FIELD OF INNOVATION AND TECHNOLOGY

Place: Bratislava

Date: MAY 22, 2018

Number of participants: 100

Organized by: PP8 (Slovak Center of Scientific and Technical Information)

The event in Bratislava named SOCIETAL AND ENVIRONMENTAL CHALLENGES IN THE FIELD OF INNOVATION AND TECHNOLOGY, aimed to create space for pitching ideas of mentees in front of broad audience, bring together different parts of the innovation ecosystem, discuss the most critical topics reflected in EU policies, exchange the best practices in different areas of business where fablabs can contribute and establish mutual contacts and partnerships across the region.

The agenda of the event mixed together speeches of different experts and successful entrepreneurs to encourage pilot 2 mentees into business which is not only innovative and high tech oriented but also considers the impact on environment and society. Following the keynote speeches proved by 2 notable entrepreneurs: Solved Finland (CleanTech Company) and ITUD (virtual reality used in urban planning), mentees pitch their ideas in 5 minute presentation, which was followed by Q&A session with investors representing venture capital and bank. The afternoon session was split into 2 workshops where participants could directly discuss in small groups particular problems and exchange information and experience from with experts from environmental and societal innovations. The benefit of attending such workshop for participants was to learn and understand how technologies employed could have positive impact on environment and society (products created with tools used in fablabs, virtual reality technology) and how to communicate results of innovative project to the public.

Target groups involved into Fab Business Event in Bratislava: Business supporters, international business representatives, policy makers, innovators and inventors, start ups, SMEs, researchers, students.

Following the event in Bratislava participants traveled to **Budapest** to join the next Fab Business event organized by FabLab Budapest where they received 2-days long comprehensive training in presentation, aiming at improving their business pitches, by a remarkable expert with several years of experience in startup support services. During the second day participants could also learn by experienced experts about the legal issues of venture capital, crowdfunding and well success and failed stories of early staged ideas or entrepreneurs.



International jury composed of project partners then assessed all aspects of business ideas and presentations of participants and decided which participant is offered with opportunity to travel to **Munich Tech Fest** organized by PP10 to pitch their products in front of investors and business angels. Unfortunately the Slovak participant was able to attend the event.

Scheme of pilot action 2 from point of view of the PP8:

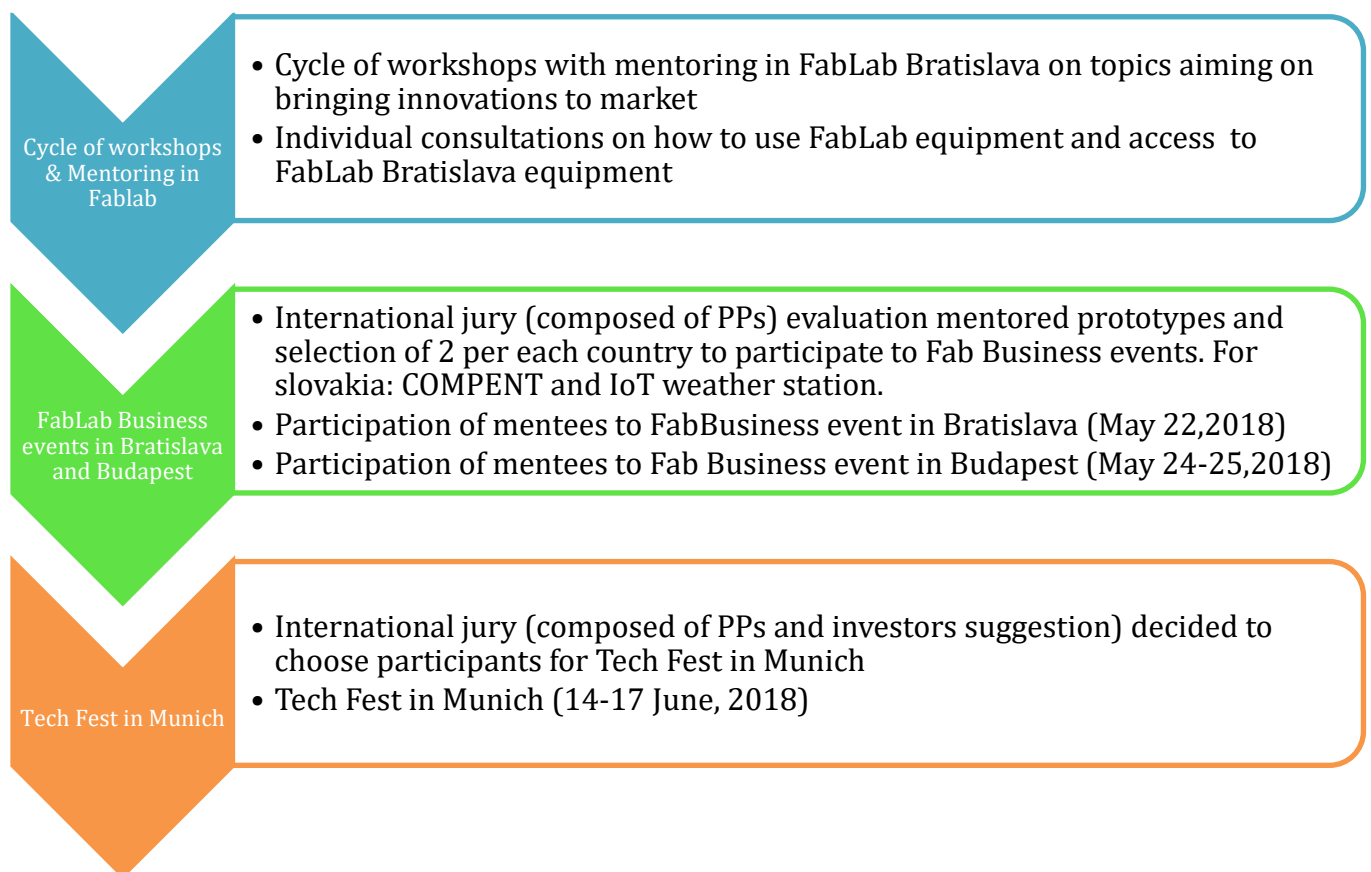


Photo-documentation of cycle of workshops and mentoring in FabLab Bratislava:





Photo-documentation of the business event in Bratislava: SOCIETAL AND ENVIRONMENTAL CHALLENGES IN THE FIELD OF INNOVATION AND TECHNOLOGY, May 22 2018:

Keynote speeches:



Panel discussion:



Presentations of prototypes:







Afternoon workshops:



2. Lessons learnt

Keep doing

- Cooperate to business supporter
- Cooperate to companies and early staged businesses
- Support students in using rapid prototyping to validate their ideas
- Organize workshops to introduce intellectual property rights
- Organize workshops to introduce business oriented topics: business plan, access to finance, presentations to investors

Start doing

- Awareness building aiming to encourage students and innovators in validation of their ideas (prototypes) in business environment (events, consultations)
- Work with selected companies

3. Outcomes

Participants of cycle of workshops learned from experts basics of how to bring their innovation to market and had opportunity to validate their ideas, or developed prototypes in front of business support experts.

Participants of the Fab Business event in Bratislava had a great opportunity to present their ideas in front of broad audience and thus try their presentation skills; they could validate their ideas in front of investment companies and receive direct feedback. The event also created a unique opportunity to establish contacts and partnerships across the region and that can help move forward the business ideas in early stages. The event brought together innovators from Italy, Croatia, Czech Republic, Slovakia, Hungary, and Germany who presented their innovative technology solutions in front of different representatives of innovation ecosystem.

4. Sustainability

The pilot action 2 sustainability in form of workshops and mentoring is achievable for FabLab Bratislava only if there will be stronger links of FabLab Bratislava to business sector and to business support sector established. The costs for workshops are not that significant. The FabBusiness Event organized in Bratislava was a unique opportunity to meet innovators from the region, and the limits to achieve sustainability of such event are mainly financial. However, and based on positive feedback by participants, we would like to continue with its organization, maybe with support of upcoming projects. The transferability of pilot action 2 as such is mainly dependent on transfer of experience of participants (including project partners, event organizers, audience, direct participants) of events, who can incorporate certain parts of events and good practices into their own work by replicating them or overtaking selected parts and practices used in pilot 2 as inspiration. The transferability process as such is also supported by documents as evaluation reports and reports on events and mentoring in all participating counties.