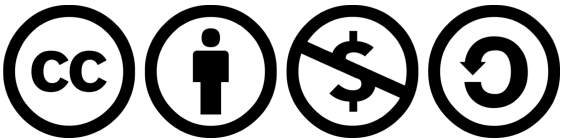


PILOT ACTION EVALUATION

DT252 - PP9 - Partner Report on Pilot 2
FabLab 2 Industry 07.03.-19.04.2018

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1. Short overview of the Pilot Action

Important role of FabLab is to enable and make easy idea to product process. People who are interested to develop their idea, if those are not on research or high education institution, have hard work to do and long time to spent. PP9 has some small experience in idea2product process, helping some of Startups and individuals to bring their ideas to market. One of two most known are STEMI (www.stemi.education) and one with even more international impact is Makerbuino by Albert Gajšak.

The whole program had three stages. First mentoring program at partners, second, polishing business plans and pitch together on close events, and third final pitch at open event.

The participants were selected with a National call for makers. PP9 received 9 inquires, but on final date we got official 3 applications, therefore we selected 3 teams with 9 members to participate in coaching program:



MakerPhone by Albert Gajšak (secondary and high school)
MAKERphone kit is an educational device shaped like a mobile phone. It comes disassembled (in a kit form) and is assembled by the user according to a set of educational tutorials. After being successfully assembled, MAKERphone has all the functionalities of a basic mobile phone - establishing phone calls, exchanging text messages, running simple apps etc. The MAKERphone's software development environment will be open-source so that anyone can write a simple app or a video game for the mobile phone and share it on our community website along with other users.



Robot Puppet Theatre by LenTinTin Studios (high school)
A device that enables combining different skills and interests (STEM + Art + Literature) of students in a group project. Theatre is programmable (with block programming) and the puppets are simple/traditional (made of paper, cardboard, textile, 3D printed...). Provide educational tool to modernize group work, primary on required reading, and didactic guidelines for use in the class.



Vacuum forming machine by Marko Stošić (secondary school)
The device is designed for quick molding. It is made of recycled parts of household appliances. In addition to mold making, it can also serve as a cooking appliance. It has innovative solutions. Idea is special for many reasons: all vital parts was not bought, but are used from old, thrown away kitchen devices, this machine s purpose is to creatively incite producing by yourself and to recycle old kitchen devices.



Mentoring program was divided in few steps, which was shaped to individual needs of each team. Steps was related to overview of their ideas and prototypes with extensive checking of different aspects need to bring idea to product like target groups, manufacturing limitation, maintenance and support, second was introduction to business canvas and how to build and improve business model, and third related to manufacturing, how to make plans, production options and limitation, how to scale up. Mentoring was lead by Kristina Škaler, who is FabLab member, teacher in school (education background), and mechanical engineer by profession.

After four meetings, and about month of mentoring program, teams are invited to second stage. Because of the preparation for Kickstarter, one team (MakerPhone) didn't finish program, therefore two teams were presented their projects in May with the FabBusiness events in Bratislava and Budapest. These events were an opportunity for further coaching the teams, and for meeting investors who can finance the realized projects.

Unfortunately, none of two projects from Croatia were not able to join Tech fest in Munich in June because both team were under required age (18). This was big disappointment, and something what should be discussed in future similar activities.



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

- Accept startups that have different degrees of development
- Customize approach for each project, at least in such activities, but this is required because of reason 1.
- Limit schools level projects and groups participation or make special one for them, but not mix with others

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

- Enhance selection process to get more insight before decision
- Stimulate participants to use the fablab spaces in preincubation phase
- Prepare specific calls for schools which can generate nice ideas
- Create prototyping courses specific to the needs of the selected participants
- Collaborate with other stakeholders who got similar activities
- Prepare and give more support to projects and groups from remote areas



3. Outcomes

During the “Fablab 2 Industry” the different groups have followed the lessons and produced documentation useful to development 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 skills and knowledge for the development of their idea and product:

- Get familiar with design thinking process for projects in future, and user centered design
- Knowledge and useful tools related to business development needed to understand the keys to development for the company, the basic skills to govern the start-up of a business and scaleup.
- Knowledge and skills for organizing manufacturing and scaleup production
- Practical skills on digital fabrication tools, needed to understand whole process, and help them in future idea to product processes.

4. Sustainability

Limited response is probably related to fact that there is increasing number of calls from various projects and programmes. On other hand, this situation is mainly, because we are situated in capital city, and we know that interest be much more if we can offer such support in remote areas.

From sustainability point it is necessary to explore business model, and options for financial contribution of successfully developed startups to sustainability and similar activities in FabLabs.