



GreenPowerIT - Deliverable

Strategic Plan for Internationalisation

This project has received funding from the European Union's Digital Europe programme under **Grant Agreement No. 101083637**

Deliverable number : D8.1
Due Date : 31/03/2023
Nature¹ : R
Dissemination Level¹ : CO
Work Package : WP8
Lead Beneficiary : TEAM2
Contributing Beneficiaries : ALL

¹ Nature: R = Report, P = Prototype, D = Demonstrator, O = Other

Dissemination Level
PU = Public
PP = Restricted to other programme participants (including the Commission Services)
RE = Restricted to a group specified by the consortium (including the Commission Services)
CO = Confidential, only for members of the consortium (including the Commission Services)

Co-funded by the European Union.

Views and opinions expressed are however those of the author(s) only and do not necessarily reflect those of the European Union or the European Commission. Neither the European Union nor the European Commission can be held responsible for them.



DOCUMENT HISTORY

Version	Date	Author	Description
0.1	31.03.2023	TEAM2	First version
0.2			Updates and completions
0.3			Critical review and proofreading
0.4			Final edits for approval
1.0			Final version

DOCUMENT HISTORY	2
TABLE OF CONTENT	3
TABLE OF FIGURES	5
ACRONYMS	6
INTRODUCTION.....	7
1. Introduction	7
1.1 Purpose and Scope of the Deliverable	7
1.2 References	7
STRATEGIC PLAN	8
2. Strategic plan	8
2.1 Priority 1: internationalization as a leverage of complementary competences and equipments to GREENPOWERIT’s service offer.	8
Objective 1: Identify and list competences and service offer from other EDIH of the French Corridor.....	8
Objective 2: Identify and list competences and service offer from other EDIH of the Blue Banana area.....	8
Objective 3: Identify and list competences and service offer from other complementary EDIH.	10
Objective 4: provide information of complementary expertise and equipment, external to GreenPowerIT, available to GreenPowerIT’s ecosystem.....	10
2.2 Priority 2: to identify GREENPOWERIT as key European player for Green Digital Transition.	10
Objective 1: to promote EDIH competences and expertise throughout Europe	10
Objective 2: to visit other European EDIH, and receive companies, for mutual presentation and identification of collaborations	10
2.3 Priority 3: to develop partnerships at European level.	11
ANNEX 1.....	12

Annex 1: EDIH from “French Corridor” to be contacted 12
ANNEX 2..... 13
Annex 2: EDIH from “Blue Banana” area to be contacted 13

TABLE OF FIGURES

Number	Title	Page
Figure 1		p.XX
Figure 2		p.XX
Figure 3		p.XX
Figure 4		p.XX
Figure 5		p.XX
Figure 6		p.XX
Figure 7		p.XX
Figure 8		p.XX
Figure 9		p.XX
Figure 10		p.XX

ACRONYMS

Acronym	Description
EDIH	European Digital Innovation Hub

1. Introduction

1.1 Purpose and Scope of the Deliverable

This deliverable presents the strategic plan for connecting other EDIH across Europe, contributing to an internationalization of GREENPOWERIT.

It is structured among 3 priorities, with related objectives and actions to be undertaken.

Updates of the deliverable will be published as necessary.

1.2 References

Technical description (part B) of the GREENPOWERIT project

List of European EDIH (<https://european-digital-innovation-hubs.ec.europa.eu/edih-catalogue>)

2. Strategic plan

2.1 Priority 1: internationalization as a leverage of complementary competences and equipments to GREENPOWERIT's service offer.

As stated in the technical description, the project will focus on neighbouring EDIHs, focusing on French EDIH corridor and Blue Banana members. As a consequence, the following objectives and actions will be pursued and performed:

Objective 1: Identify and list competences and service offer from other EDIH of the French Corridor.

Since 2020, the 17 French EDIH's candidates have decided to build a working group to share experiences and best practices for the setup of the EDIH. The 17 coordinators of the French candidate EDIH have commonly expressed their willingness to continue such a collaboration once the EDIH become operational.

As given from the EDIH catalogue, an initial list of French EDIH to be contacted is provided in Annex 1.

The following actions will be performed:

- Identification of competences from the EDIH catalogue and website of the EDIH (if existing).
- Direct contact with EDIH with the aim of setting up a meeting, on-site or remotely, with the following agenda:
 - o Presentation of contacted EDIH: objectives, competences, service offer,
 - o Presentation of GREENPOWERIT: objectives, competences, service offer,
 - o Identification of synergies.
- As some EDIH have been recently set up, first contacts will be performed with already launched ones.

Objective 2: Identify and list competences and service offer from other EDIH of the Blue Banana area.

A first collaboration has been formalised with Walhub, an EDIH from Belgium for a cross-border collaboration on the digitalisation of industry. Furthermore, GreenPowerIT has signed a collaboration agreement with members of the “Blue Banana” European EDIH partnership in the industrial sector. The goal is to collaborate and establish a framework for long-term and structured cooperation with the aim to strength the competitiveness of SMEs, Start -ups and Mid-Caps and facilitate the Digital Transformation of the EU industry reinforcing knowledge, skills, and its innovation capability.

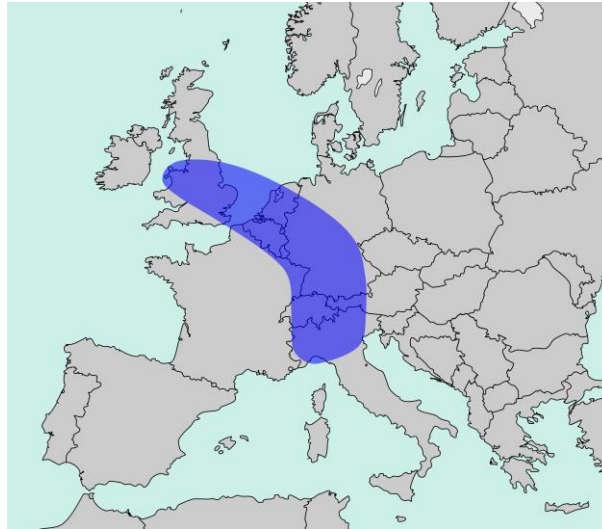


Figure 1: the blue banana area¹

According to the Blue Banana area shown above, the following EDIH are to be contacted:

- Belgium, Luxembourg, Netherlands, Liechtenstein (full country)
- Germany (south west area),
- Italy (Piemonte, Venetian and Lombardia areas and surroundings regions),
- United-Kingdom (no EDIH identified in the European catalogue),
- Switzerland (no EDIH identified in the European catalogue).

As given from the EDIH catalogue, an initial list of EDIH from Blue Banana area, to be contacted, is provided in Annex 2.

The following actions will be performed:

- Identification of competences from the EDIH catalogue and website of the EDIH (if existing).
- Direct contact with EDIH with the aim of setting up a meeting, on-site or remotely, with the following agenda:
 - o Presentation of contacted EDIH: objectives, competences, service offer,
 - o Presentation of GREENPOWERIT: objectives, competences, service offer,
 - o Identification of synergies.

¹ by ArnoldPlaton - Own work based on: Blaue-banane.png and This file, CC BY-SA 3.0, <https://commons.wikimedia.org/w/index.php?curid=18449969>

- As some EDIH have been recently set up, first contacts will be performed with already launched ones.

Objective 3: Identify and list competences and service offer from other complementary EDIH.

A continuous survey on EDIH network will be performed, in order to identify additional competences that could complement the GREENPOWERIT's offer, in case these could not be identified in the above categories. In case, contacts will be performed in the same way than described above.

Objective 4: provide information of complementary expertise and equipment, external to GreenPowerIT, available to GreenPowerIT's ecosystem.

Contacts will be established with existing regional structures (RERI, EEN...) in order to identify already available communication solutions (e.g. website). Requirements for setting-up of specific page dedicated to GreenPowerIT and other EDIH equipment, competences and service offer will be listed.

A template page will be created to guide GreenPowerIT's partners when discussing or visiting other EDIHs, in order to collect information and be able to publish the information efficiently on the webpage.

2.2 Priority 2: to identify GREENPOWERIT as key European player for Green Digital Transition.

Objective 1: to promote EDIH competences and expertise throughout Europe

One the objective of the discussion and visits (see below) of other EDIHs is to determine possible events (workshop, webinar...) during which an opportunity could be offer to present GREENPOWERIT competences, equipments and service offer. The objective is to co-organize 6 events with other European EDIHs.

This work will be performed in close collaboration with WP3:

- Materials for presentation of GREENPOWERIT.
- Contribution to organisation of events identified.

Objective 2: to visit other European EDIH, and receive companies, for mutual presentation and identification of collaborations

Among the list of EDIH available in annex, some of them, considered as most relevant for GREENPOWERIT ecosystem, will be selected and proposed for a visit. As stated in the technical description, the aim is to have :

- 10 delegation visits organised to other EDIHs during the project,
- 15 SMEs from other EDIH received.

2.3 Priority 3: to develop partnerships at European level.

As stated in the technical description, a first collaboration has been formalised with Walhub, an EDIH from Belgium for a cross-border collaboration on the digitalisation of industry. Furthermore, GreenPowerIT has signed a collaboration agreement with members of the “Blue Banana” European EDIH partnership in the industrial sector. The goal is to collaborate and establish a framework for long-term and structured cooperation with the aim to strength the competitiveness of SMEs, Start -ups and Mid-Caps and facilitate the Digital Transformation of the EU industry reinforcing knowledge, skills, and its innovation capability.

GreenPowerIT will also seek collaborations with partners sharing the same sectorial interests. In the logic of sectoral collaborations, GreenPower IT will rely on the DTA to identify EDIHs with identical key sectors to develop collaborations. A partnership with an Italian EDIH, DITECFER, on mobility has already been set-up.

Annex 1: EDIH from “French Corridor” to be contacted

EDIH's name	Adress	Contact
POLYTRONICS	Maison des entreprises 180 rue pierre et marie curie 01115 Bellignat	Annabelle Sion
DIHNAMO	8 rue leopold sedar senghor 14460 Colombelles	Benjamin Cheret
EDIH Corsica.ai	Centre a stella lieu-dit effrico 20167 Sarrola carcopino	Benjamin Pereney
DIGIHALL	Rue leblanc 25 75015 Paris 15	Christophe LEROUX
DEDIH CATED BFC	rue Armand Japy 15 25460 Etupes	Emmanuel Paris
CYBIAH	5-7 rue bellini 92800 Puteaux	Fabien Gainier
EDIH LA REUNION	62 boulevard du chaudron 97491 Sainte clotilde	Frederic LORION
EDIH BRETAGNE	Bâtiment bcom 1219 Avenue des Champs Blancs 35510 Cesson-Sévigné	Hervé Saliou
EDIH-GE	4 avenue du general leclerc 68100 Mulhouse	Jean-Jacques Bernardini
DIHNAMIC	6 allée du doyen georges brus 33600 Pessac	Lucia MARTA
Move2Digital	Place paul borde 13790 Rousset	Marielle Campanella
LVDH	6 rue du carbone 45100 Orleans	Mélodie Fourez
EDIH OCCITANIA	55 avenue louis breguet 31400 Toulouse	Philippe MESTRE
MINASMART	3 parvis louis neel 38054 Grenoble	Pierre Damien Berger
DIVA	Chateau de la chantrerie 44307 Nantes	Simon BOISSERPE

Annex 2: EDIH from “Blue Banana” area to be contacted

EDIH's name	Country	Adress	Contact
Crowd in Motion	Austria	Jakob-Haringer-Strasse 5/3 5020 Salzburg	Markus LASSNIG
DIGITALIS	Belgium	Oude diestersebaan 133 3920 Lommel	Ger VAN DEN KERKHOFF
EDIH-CONNECT	Belgium	av. Pierre Holoffe 21 1342 Limelette	Timothee Lonfils
EDIH-EBE	Belgium	Boeretang 200 2400 Mol	Irena Kondratenko
Flanders AI EDIH	Belgium	Kapeldreef 75 3001 Leuven	Stefan Vermeulen
sustAIIn.brussels	Belgium	Boulevard auguste reyers 80 1030 Bruxelles	Ludwig De Locht
WalHub	Belgium	A reyers 80 diamant building 1030 Bruxelles	Valérie Debois
BMH	Germany	Geschwister scholl strasse 8 99423 Weimar	Uwe Plank-Wiedenbeck
DIH4AIsec	Germany	Appelstrasse 4 30167 Hannover	Daniel Kudenko
DInO	Germany	Dieter gorlitz platz 1 94469 Deggendorf	Wolfgang Dorner
EDIH DIGICARE	Germany	Henkestraße 91 91052 Erlangen	Anna Werner
EDIH Rheinland	Germany	Templergraben 55 52062 Aachen	Robin Günther
EDIH Suedwest	Germany	Wilhelm-Schickard-Strasse 10 78052 Villingen-Schwenningen	Rainer Günzler
EDIH Suedwestfalen	Germany	Adolf-Reichwein-Strasse 2a 57076 Siegen	Thomas Ludwig
EDIH-AICS	Germany	Haid-und-neu-straße 18 76131 Karlsruhe	Frauke Goll
EDIHDO	Germany	Emil-figge-str 80 44227 Dortmund	Maria Beck
EDITH	Germany	Mornewegstr. 30 64293 darmstadt	Hauke Schlüter
IDIH-Saarland	Germany	Gewerbepark Eschberger Weg 9 66121 Saarbrücken	Christoph SPEICHER
CHEDIH	Italy	Via Giuseppe Verdi 8 10124 Torino TO	Guido BOELLA
EXPAND	Italy	Corso luigi settembrini 178 10135 Torino TO	Paolo Brizzi
I-NEST	Italy	Viale g. p. usberti 181a 43124 Parma PR	Nicola BLEFARI MELAZZI
digihub.li	Liechtenstein	Birkenweg 6 9490 Vaduz	Hartmut Hübner

L-DIH	Luxembourg	5 avenue des hauts fourneaux 4362 Esch sur alzette	Arnaud LAMBERT
BOOST Robotic EastNL	Netherlands	Markt 11 6811 CG Arnhem	Roland Nordbeck
EDIH NN	Netherlands	Paterswolteweg 801 9700 AK Groningen	Hoa Pham
EDIH-NWNL	Netherlands	Euclideslaan 1 3584 BL Utrecht	Erwin van Eijden
EDIH-SMITZH	Netherlands	Prinses Margrietplantsoen 32 2595BR Den haag	Jos Maccabiani
EDIH-SNL	Netherlands	Goirlese weg 15 5026 PB Tilburg	Gerard Blom
VNG NL DIGI HUB	Netherlands	Nassaulaan 12 2514 JS The hague	Irene Van Hooff