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# Training course – Cross Border EDIH Collaboration

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9 March 2023

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# Agenda

**9 March 2023 | Cross Border EDIH Collaboration**

Time	Topic
10:00-10:05	Introduction
10:05-10:20	Analysis of the EDIH Network main features
10:20-10:45	Presentation of possible Collaboration Scenarios
10:45-10:50	Presentation of the DTA tools to improve Cross Border EDIH Collaboration
10:50-11:00	Q&A Session

# Introduction

**David Vidal (CARSA)**

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# Introduction

## **Cross Border EDIH Collaboration**

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- Help the EDIHs unlock their Collaboration and networking potential via understanding the characteristics of the EDIHs Network
- Identify and present possible Collaboration scenarios to deliver services
- Outline the benefits and barriers to EDIHs Collaboration and the supporting tools of the Network of EDIHs

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# Introduction

## Cross Border EDIH Collaboration

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Collaboration scenarios include – for instance – the following scenarios:

- An EDIH wants to learn from other EDIHs in the network and to share good practices in supporting SMEs;
- An EDIH does not have the required expertise, capacities or infrastructures to help a local customer with particular needs – and requires support from another EDIH that does;
- An EDIH has unique expertise and world-class facilities and is motivated to deploy this to other parts of Europe;
- An EDIH seeks to invest in common services and facilities with other EDIHs; and
- An EDIH aims to support local SMEs to create or connect to European value chains.

# Analysis of the EDIH Network main features

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# Who is the EDIH Network?

## Key features overview

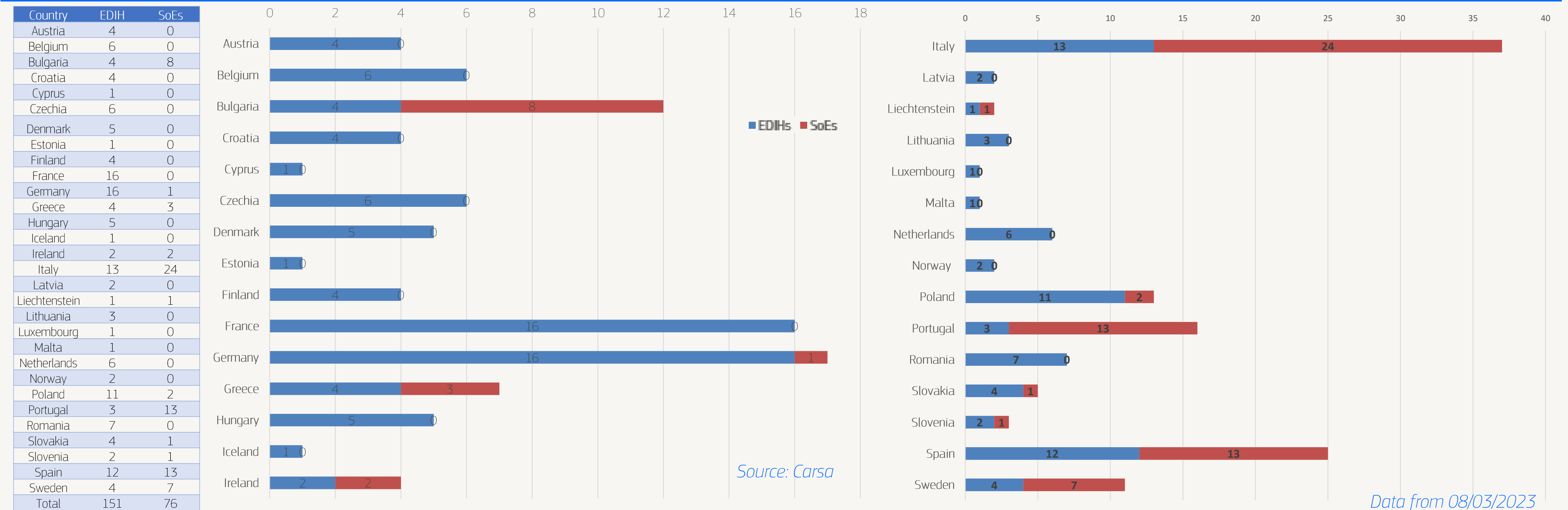
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- The Network: 151 EDIHs and 76 SoEs, from 30 countries, offering 14 types of services, in 36 sectors and with 30 types of technologies
- Actors involved: SMEs, Educational Institutes and Research Organisations, Start-ups, associations, Universities, Incubators / Accelerators and local, regional and national Governments.
- Clients: SMEs, start-ups and PSOs.

*Data from 08/03/2023*

# Who is the EDIH Network?

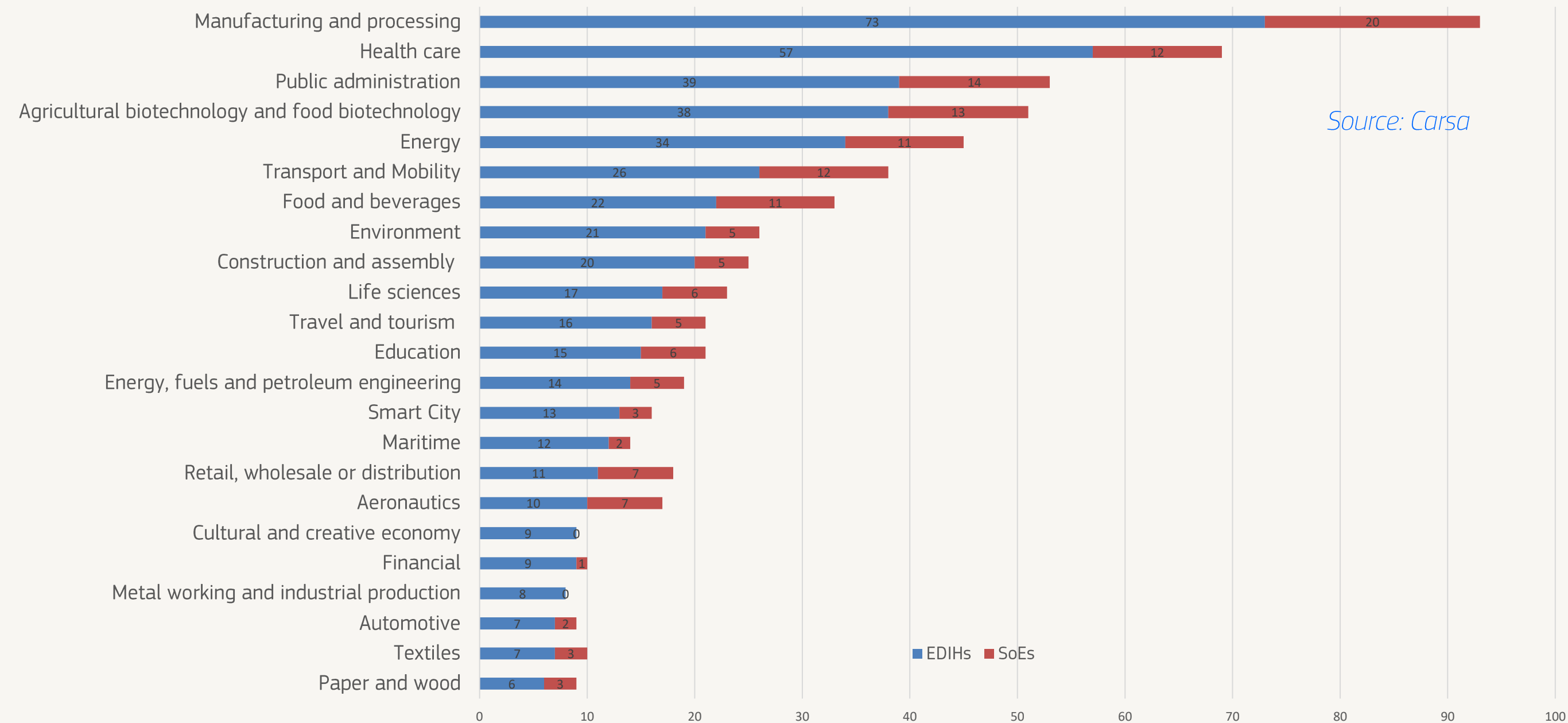
## A- Repartition of EDIHs and SoEs per country





# Who is the EDIH Network?

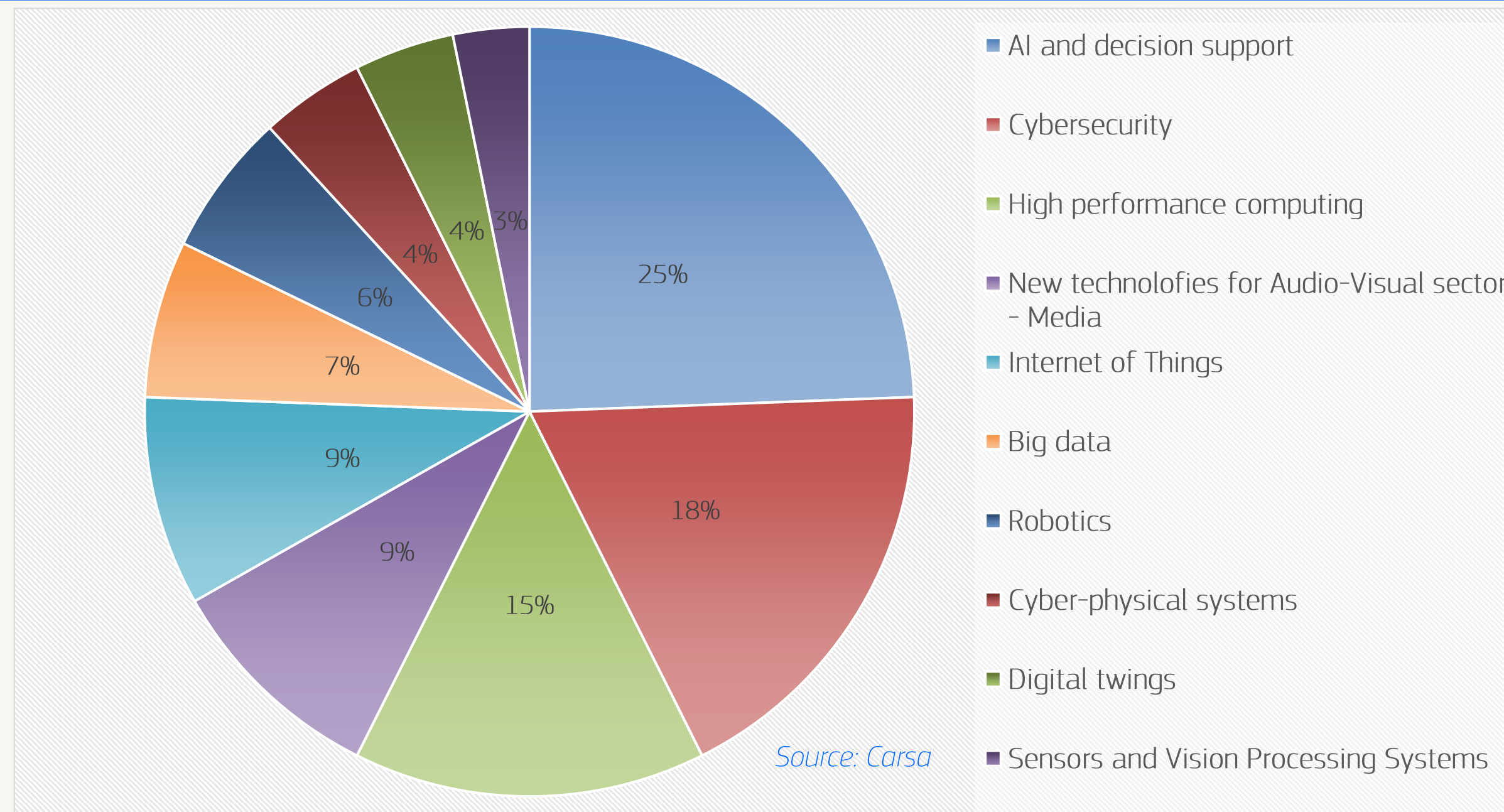
## B- Repartition of EDIHs and SoEs per main sector of activity



Data from 08/03/2023

# Who is the EDIH Network?

## C- Overview of the most used technologies

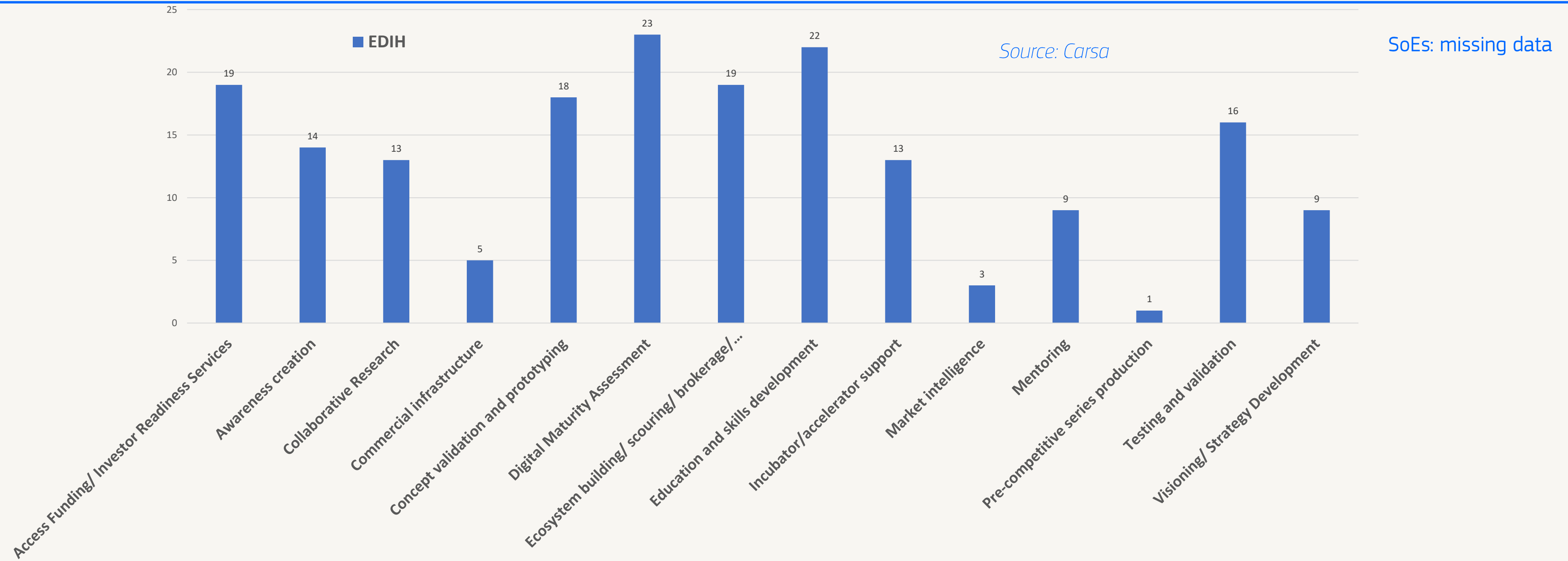


SoEs: missing data

Data from 08/03/2023

# Who is the EDIH Network?

## D- Repartition of EDIHs per service



Data from 08/03/2023

# Presentation of possible Collaboration Scenarios

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# Presentation of the possible Collaboration Scenarios

## How do EDIHs cooperate?

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Purposes of the Collaboration:

- A. Develop a new service: including facility network and mobilisation of expertise.
- B. Deliver a service in partnership with other EDIHs and build synergies in terms of skills and assets.
- C. Matchmaking: Create new opportunities for their ecosystems by facilitating the identification of business, commercial and technical partners in other regions.

Each scenario is hereby presented in terms of:

- Objectives.
- Processes and role of the actors involved.
- Benefits, costs and risks.

*Source: Blueprint for cross-border collaboration among DIHs - AI Digital Innovation Hubs Network. Carried out for the EC – DG CNECT by PwC, CARSA and Innovalia Association.*

# Presentation of the possible Collaboration Scenarios

## A- Development of a new service

This type of Collaboration is used in case an EDIH decides to enlarge its offerings by developing a new service to respond to the ecosystem needs and wishes to leverage skills and capabilities available within the network to design the service together.

### 1. Identification of a partner to the service delivery.



EDIH1 looks for partners with complementary or similar competencies willing to take part in the development of the service. This phase can be implemented starting from the EDIH Catalogue, mapping EDIHs' competencies or simply contacting EDIHs located in the same/different ecosystem.

Source: Carsa

# Presentation of the possible Collaboration Scenarios

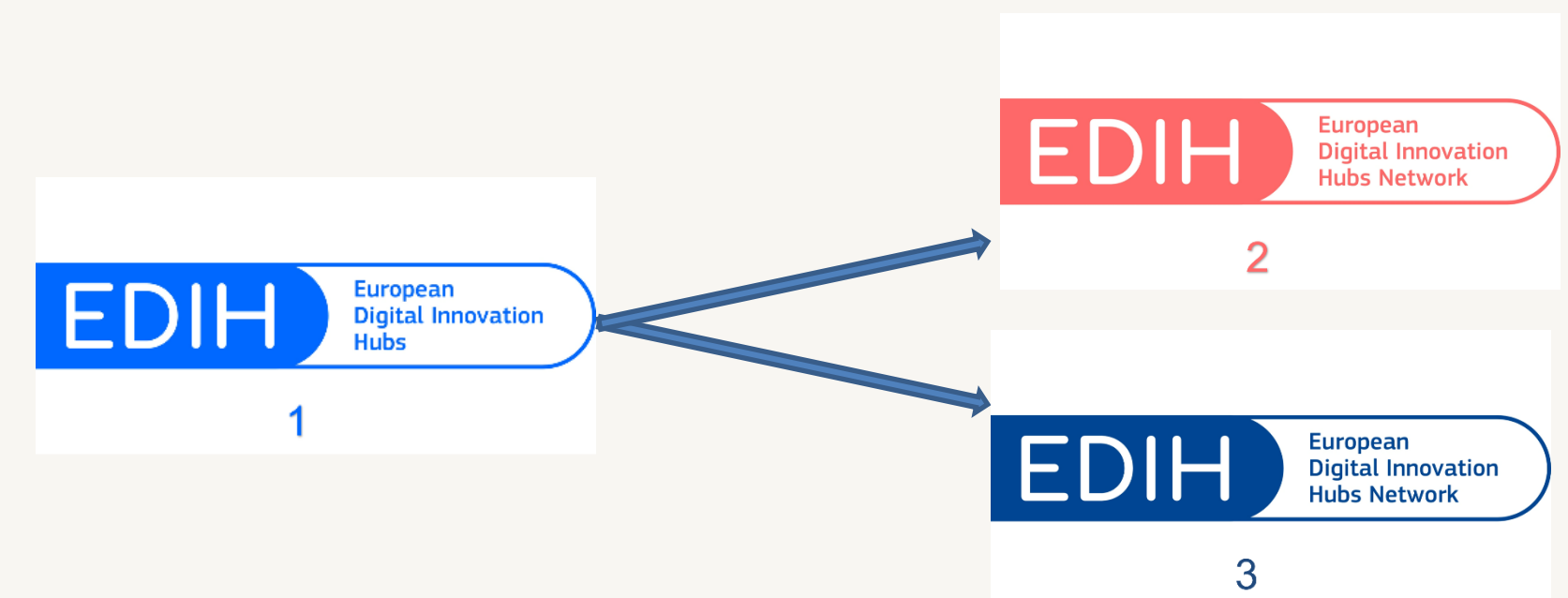
## A- Development of a new service

### 2. Assess and discuss the Collaboration opportunity.

EDIH1 discusses together with interested EDIHs (EDIH2 and EDIH3) the potential Collaboration opportunity and the features of the services that should be developed.

### 3. Co-define and sign Collaboration agreement.

The three EDIHs co-create and sign a Collaboration agreement, reflecting the strategy and covering related legal and financial issues (e.g. IPR of the service and contents developed).



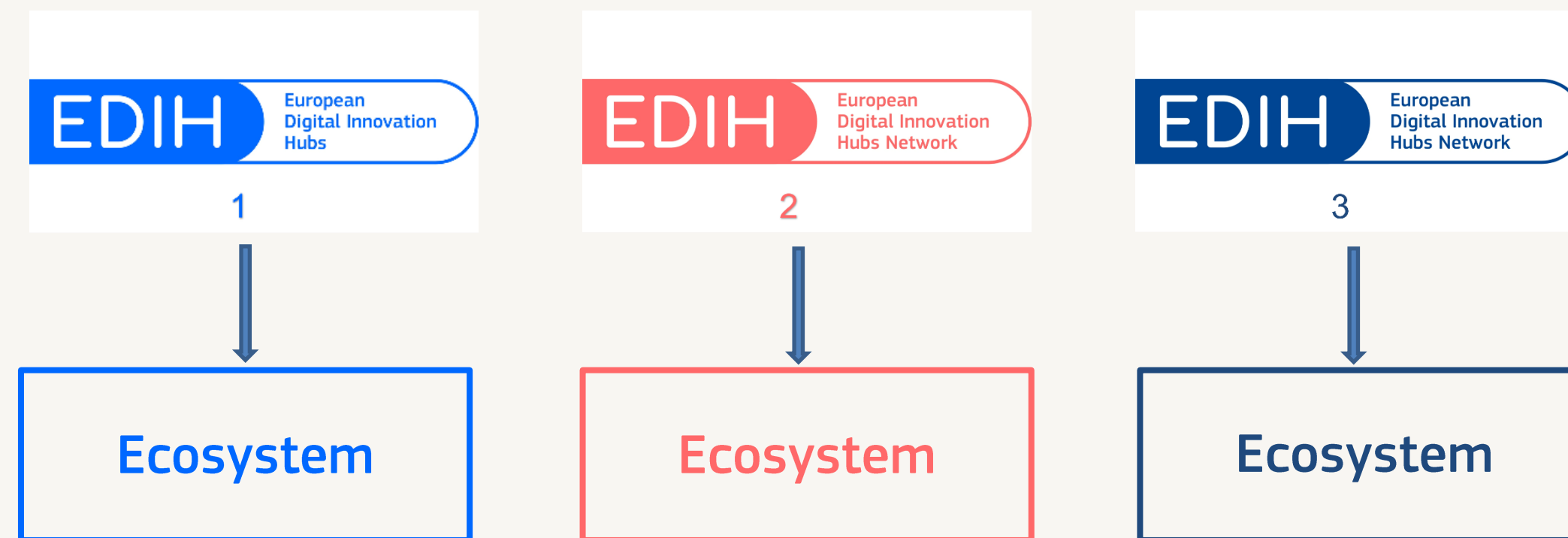
Source: Carsa

# Presentation of the possible Collaboration Scenarios

## A- Development of a new service

### 4. Implement the strategy.

The three EDIHs implement the strategy and activities agreed. Once the service is developed, each EDIH delivers it to its ecosystem.



Source: Carsa

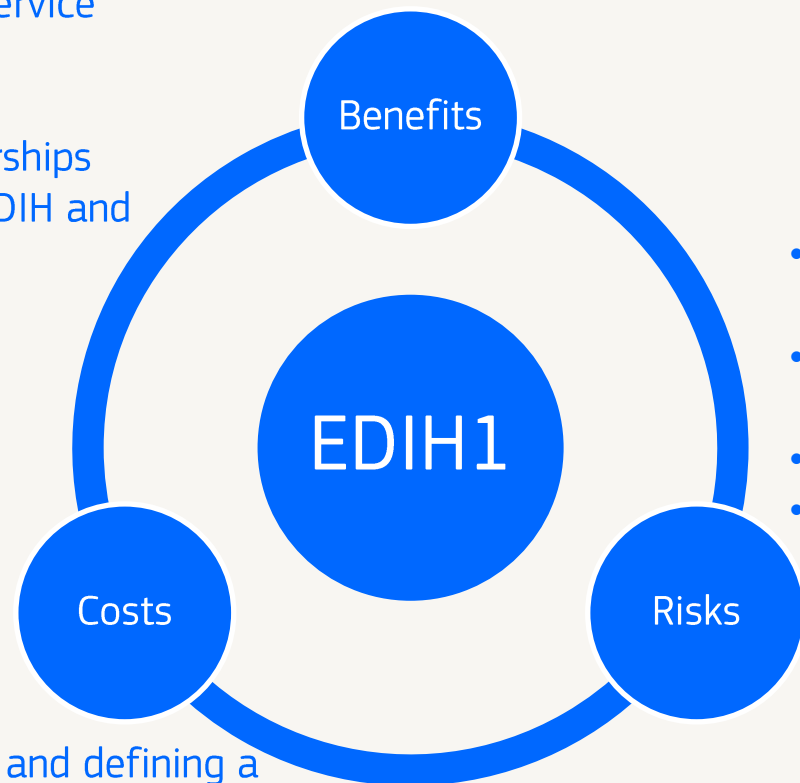


# Presentation of the possible Collaboration Scenarios

## A- Development of a new service

### Analyse of costs, risks and benefits:

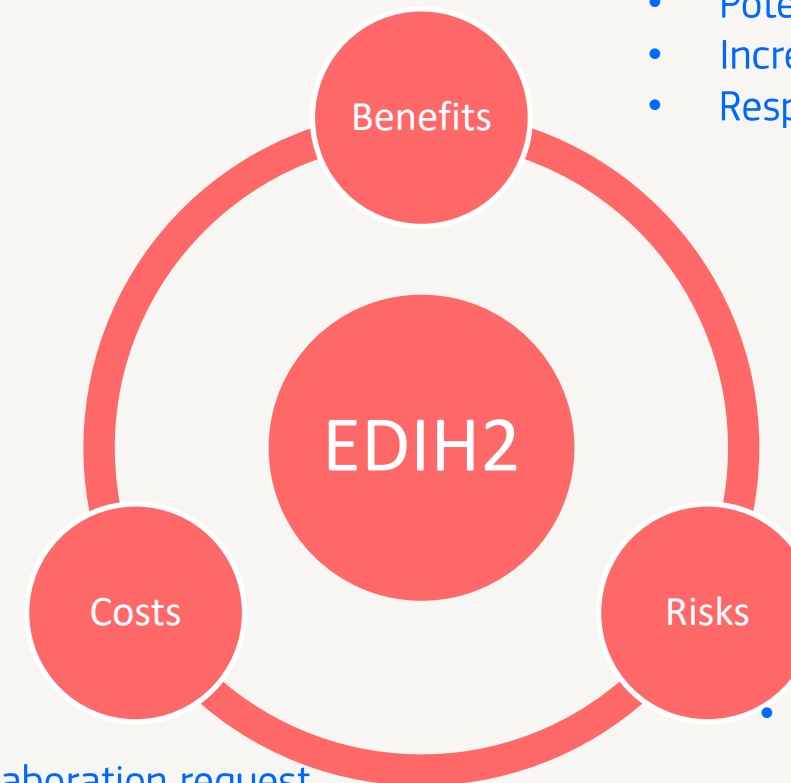
- Increase capabilities and service offerings, responding to ecosystems' needs
- Potential for future partnerships
- Increase visibility for the EDIH and its members



- The partner does not provide a valuable contribution
- The client/ ecosystem does not value the service developed
- Expected impact is not achieved
- Sharing of distinctive capabilities

- Identifying partners
- Establishing Collaboration and defining a Collaboration agreement
- Coordinating with partners during the service delivery
- Customize the service for the ecosystem
- Delivering the service

- Potential for future partnerships
- Increase capabilities and service offerings
- Respond to its ecosystems' needs



- Analysing the Collaboration request
- Establishing Collaboration and defining a Collaboration agreement
- Coordinating with partners during the service delivery
- Customize the service for the ecosystem
- Delivering the service

- The client/ ecosystem does not value the service developed
- Expected impact is not achieved
- Sharing of distinctive capabilities

Source: Carsa

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# Presentation of the possible Collaboration Scenarios

## A- Development of a new service

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The analysis of costs, benefits and risks of the players involved in the Collaboration scenario highlighted that its applicability can be enhanced by:

- A deeper knowledge of the EU markets and ecosystems, enabling EDIHs to identify common needs and challenges more easily. Ideally, targeted studies and analysis should be developed at EU level to support this knowledge. Understanding the challenges and needs shared by different ecosystems would encourage EDIHs there located to get in contact and develop common services to tackle them.
- The introduction of standard templates for governing the development of new services. This will protect hubs from the risk that the partner is not committed and protect the IPR of the solutions developed. As an example, the parts can sign an agreement that shall expressly set the rules concerning the liabilities of each hub involved, before the client and the other hubs that take part in the development of the new service. On the other hand, IP issues shall be addressed in advance on the basis of the relationship between the hubs involved. For example, the EDIHs involved might joint-hold the solution created or, as an example, EDIH1 might license the right use of the solution created to the other hubs involved.

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# Presentation of the possible Collaboration Scenarios

## **B– Partnership to deliver a service jointly**

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This scenario enables EDIHs to deliver services in Collaboration with other EDIHs with complementary competences.

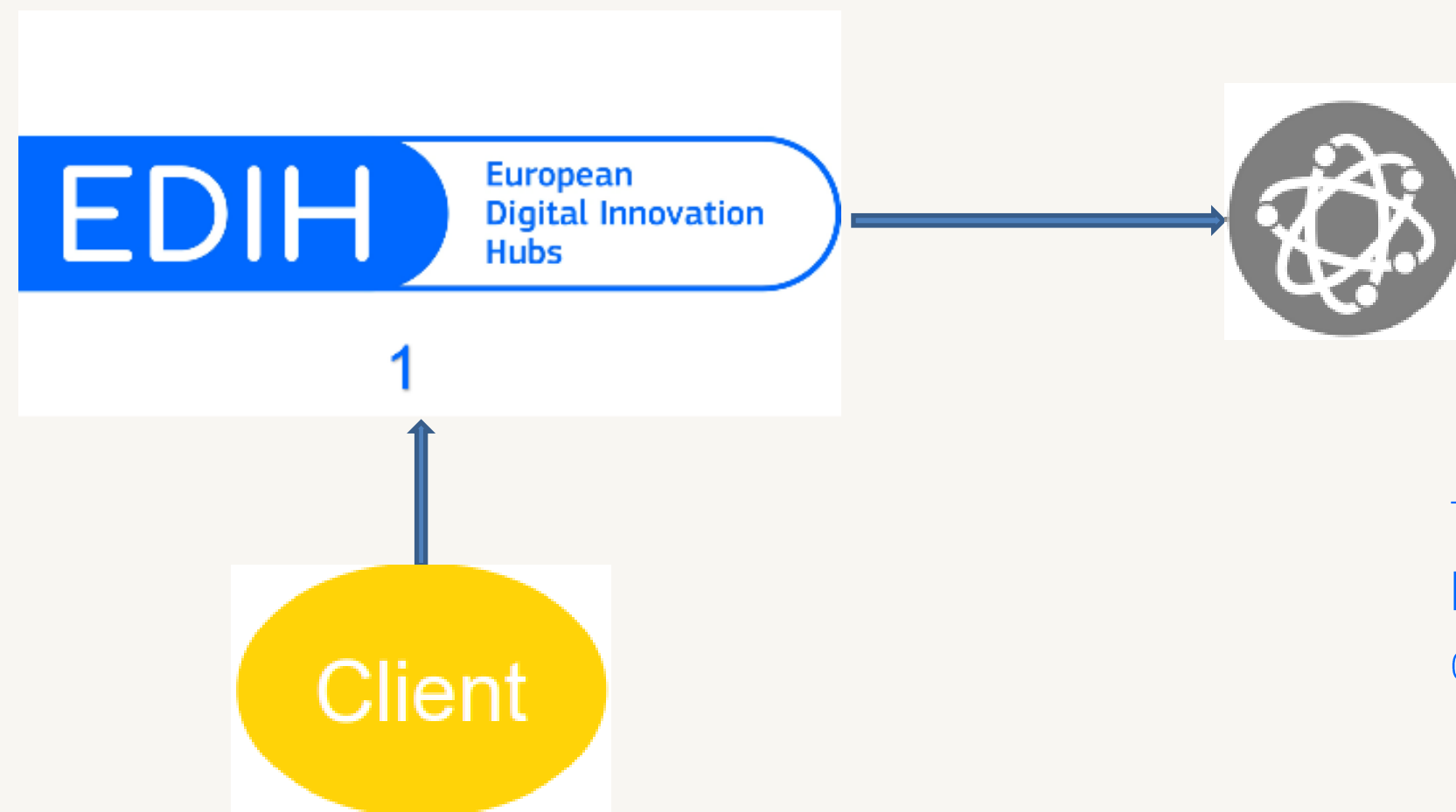
This form of Collaboration can be activated if EDIH1 assesses the client's problem and realises that additional competences are needed to deliver the service requested. Specifically, to provide joint services the EDIHs may need to exchange experts/expertise and/or share existing facilities.

These specific cases do not entail significant differences in the process outlined. Yet, these aspects need to be addressed in a Collaboration agreement among the EDIHs. Also, it has to be noted that the mobilisation of experts should be considered for a limited amount of time to avoid possible obstacles, related to the presence of different labour laws in different EU Countries.

# Presentation of the possible Collaboration Scenarios

## B– Partnership to deliver a service jointly

1. Identification of a partner to the service delivery.



The Client asks for support to its local EDIH (EDIH1). After analysing its request, EDIH1 realises it will not be able to deliver the service by its own and looks for the other hubs belonging to the Network that owns the necessary competences.

*Source: Carsa*

# Presentation of the possible Collaboration Scenarios

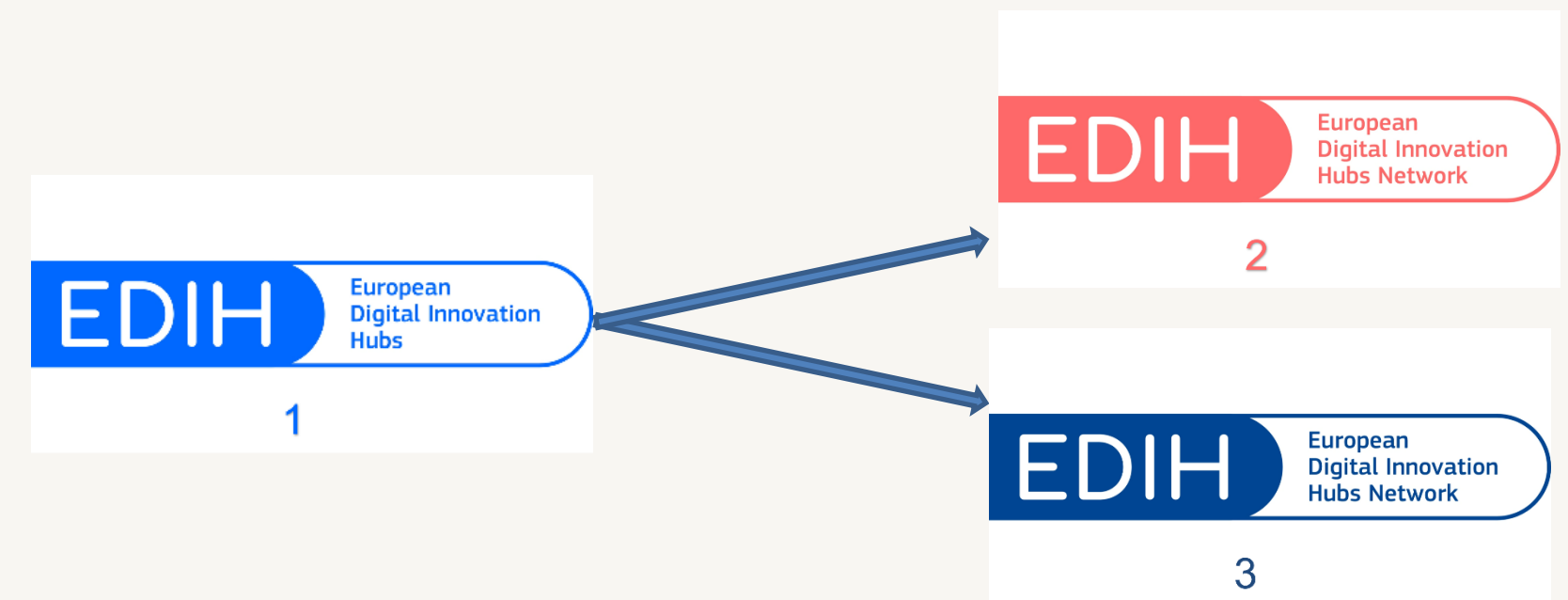
## B– Partnership to deliver a service jointly

### 2. Assess and discuss the Collaboration opportunity.

EDIH1 identifies possible partners and contacts them to partner up. The contacted EDIH(s) (i.e. EDIH2 and EDIH3) analyse the proposal and decide whether to discuss the opportunity with EDIH1. If they are interested in the opportunity, they will also explore a potential Collaboration.

### 3. Co-define and sign Collaboration agreement.

The involved EDIHs co-create and sign a Collaboration agreement, specifying roles and responsibilities in the delivery of the joint service and KPIs of the Collaboration.



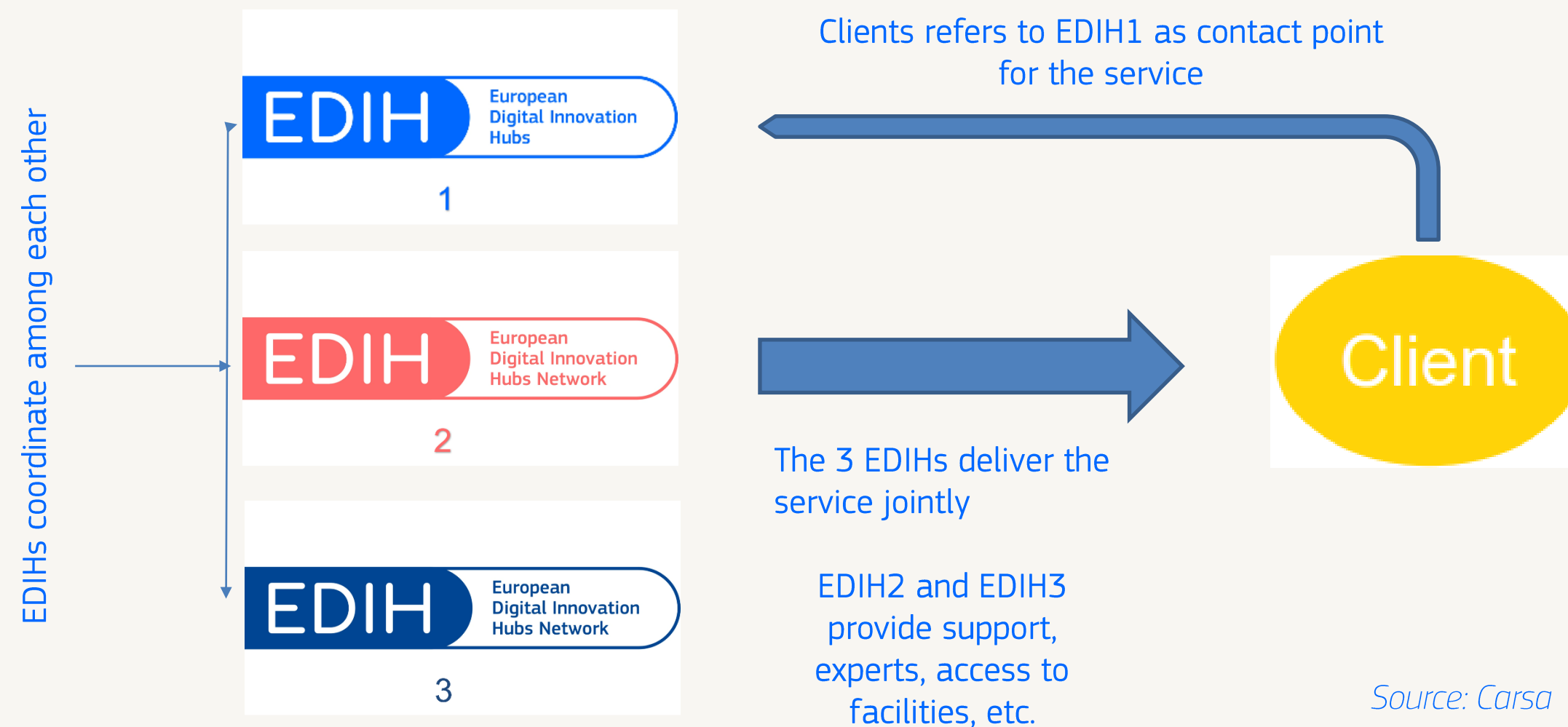
Source: Carsa

# Presentation of the possible Collaboration Scenarios

## B– Partnership to deliver a service jointly

### 4. Implement the strategy.

The involved EDIHs jointly deliver their bundled services to SMEs. EDIH1 acts as the contact point for the client and coordinator of the activities.

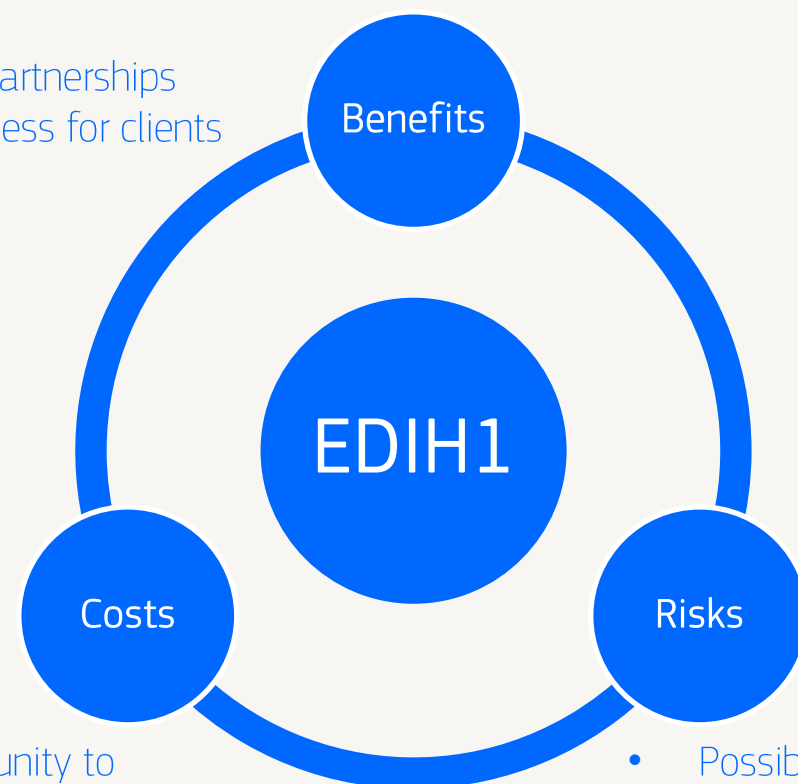


# Presentation of the possible Collaboration Scenarios

## B– Partnership to deliver a service jointly

### Analyse of costs, risks and benefits:

- Satisfy client's needs
- Potential for future partnerships
- Increased attractiveness for clients



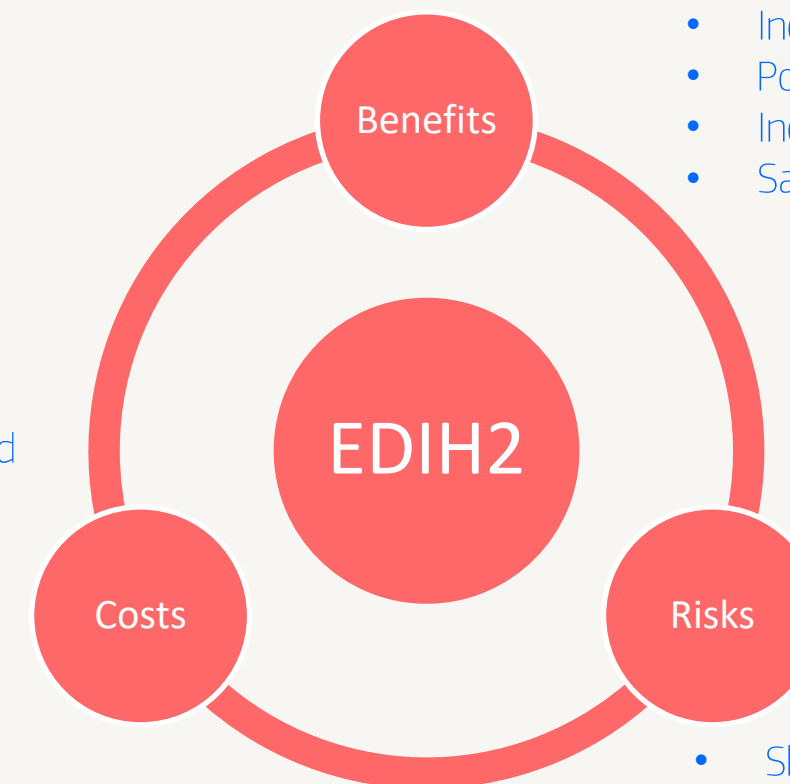
- Communicating the opportunity to potential partners
- Establishing Collaboration and defining Collaboration agreement
- Coordinating with partners
- Delivering the service

- Possibility that the partner does not comply with its own quality standards
- Share of strategic and sensitive assets (e.g. contact with the client)
- Lower control over the process
- Unsuccessful partnership (before benefits accrue)

- Analysing the Collaboration request
- Establishing Collaboration and defining a Collaboration agreement
- Coordinating with partners
- Delivering the service

Source: Carsa

- Increase turnover
- Potential for future partnerships
- Increased visibility at EU level
- Savings in creating business opportunity



- Sharing of distinctive capabilities
- Unsuccessful partnership (before benefits accrue)
- Sharing IP
- Payment uncertainty

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# Presentation of the possible Collaboration Scenarios

## B– Partnership to deliver a service jointly

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The analysis of the costs, benefits and risks of the players involved, highlighted that this scheme may be enhanced by solutions to tackle:

- The reputational risk of EDIH1. Solutions to be introduced may include liabilities of the parties. The agreement shall expressly provide that EDIH1 is responsible before its client, while EDIH2 is liable before EDIH1 as to the service offered to EDIH1.
- The risk for EDIH1 to share strategic assets with EDIH2, such as the relationship with the client. Despite being perceived as low, a non-compete clause might be provided in the agreement between EDIH1 and EDIH2 which prevents EDIH2 to compete with EDIH1 in the region in which EDIH1 operates and as to EDIH1's clients. This clause shall be limited as to duration and shall expressly set material and territorial scope.
- The risk for EDIH2 to share its capabilities, skills and IP. The introduction and use of template for IP protection help to mitigate this risk. IP issues shall be expressly addressed in advance within the service agreement between the two EDIHs. Furthermore, a specific clause within the service agreement between EDIH1 and EDIH2 shall be provided that expressly addresses the issues relevant to confidentiality of information.
- The additional costs that EDIH1 has to sustain to start and manage the Collaboration process. Indeed, the revenues/ payment received for the service may not be sufficient to cover the costs of the external collaboration and the EDIH does not benefit of the savings in the creation of the business opportunity that apply to EDIH2. Financial support to incentivise EDIH1 to sustain this cost and start the Collaboration initiative may be necessary.



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# Presentation of the possible Collaboration Scenarios

## C- Matchmaking

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This scenario is used when the EDIH needs to support a user in identifying potential partners in another ecosystem.

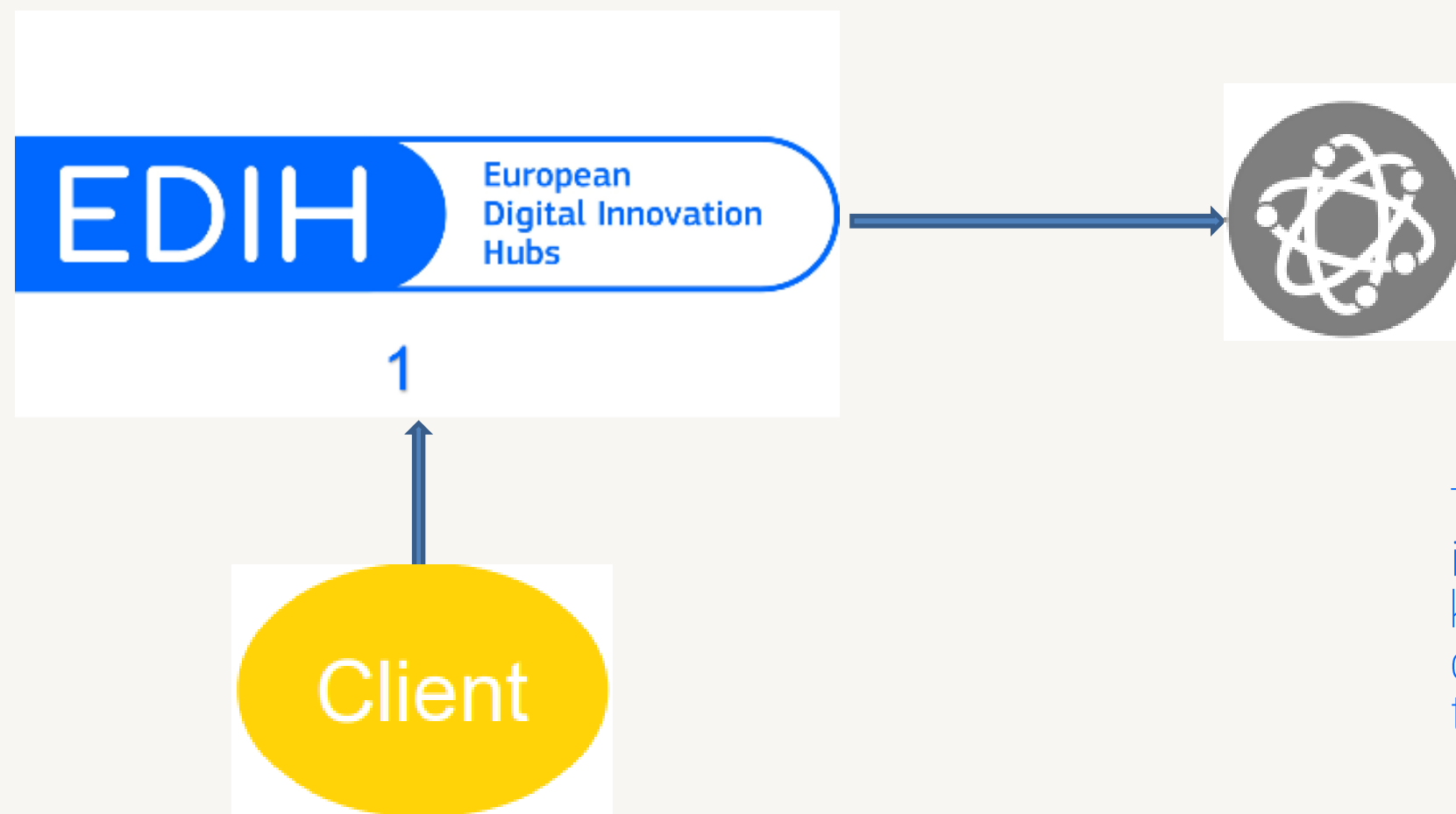
The matchmaking request may regard technological, business or financial partners (e.g. identification of solution providers, clients, investors or financiers, industrial partners, etc.).

By involving other hubs in the search, the EDIH will have the possibility to consider more possible partners for its clients and, together with the EDIH Network, will support the creation of business opportunities across different ecosystems.

# Presentation of the possible Collaboration Scenarios

## C- Matchmaking

1. Identification of a partner to support the matchmaking activity



The client contacts the local EDIH (EDIH1) to identify a partner for its AI project, product or investment. The EDIH1 decides to extend the request to the Network either because the kind of partner sought is not available in the local ecosystem or to simply widen the range of possible partners (in agreement with the client). EDIH1 launches a “partner request” to the Network.

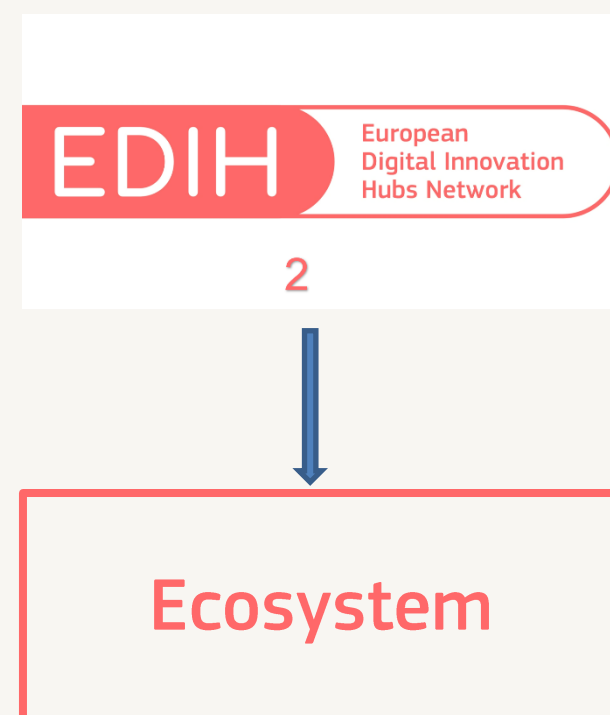
Source: Carsa

# Presentation of the possible Collaboration Scenarios

## C- Matchmaking

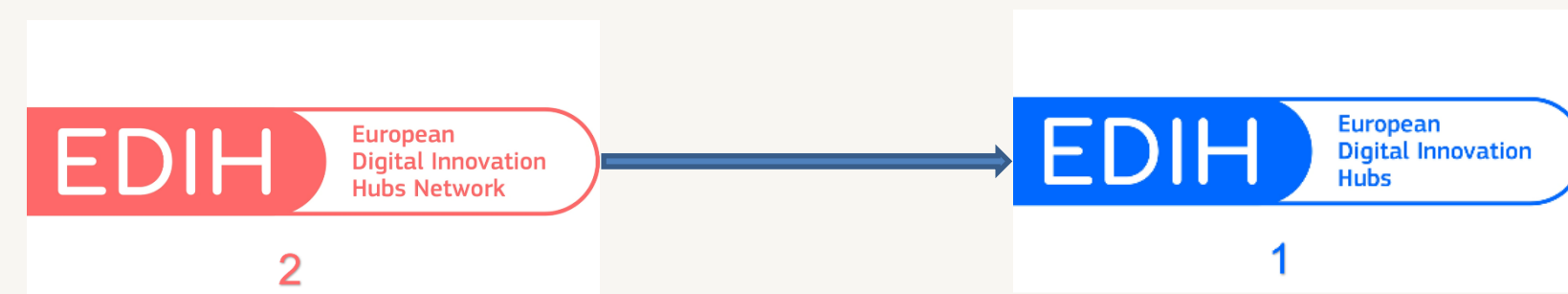
### 2. Assess the Collaboration opportunity and identify potential matches

EDIH2 receives the EDIH1 request and searches within its ecosystem for a potential partner to be put in contact with the client of EDIH1. Partner searched may include industrial or financial partner, data providers, solution developers, buyers, etc. accordingly to the need expressed by the client.



### 3. Identification of the potential matchmaking partner.

Once the potential matching partner is identified, EDIH2 suggests it to the EDIH1.



Source: Carsa

# Presentation of the possible Collaboration Scenarios

## C- Matchmaking

### 4. Facilitate the relationship between initial client and matchmaking partner.

EDIH1 and EDIH2 cooperate and act as facilitators between the initial client and the matching partner by, for instance, aligning the requirements of the two actors, organising an initial meeting to find an agreement on Collaboration and providing support to overcome linguistic and cultural barriers.



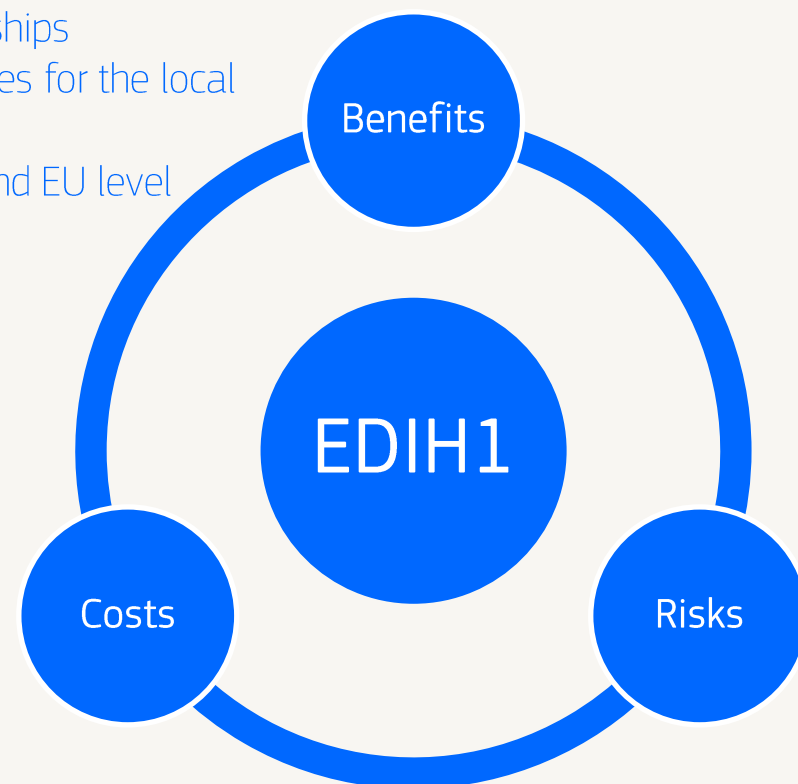
Source: Carsa

# Presentation of the possible Collaboration Scenarios

## C- Matchmaking

### Analyse of costs, risks and benefits:

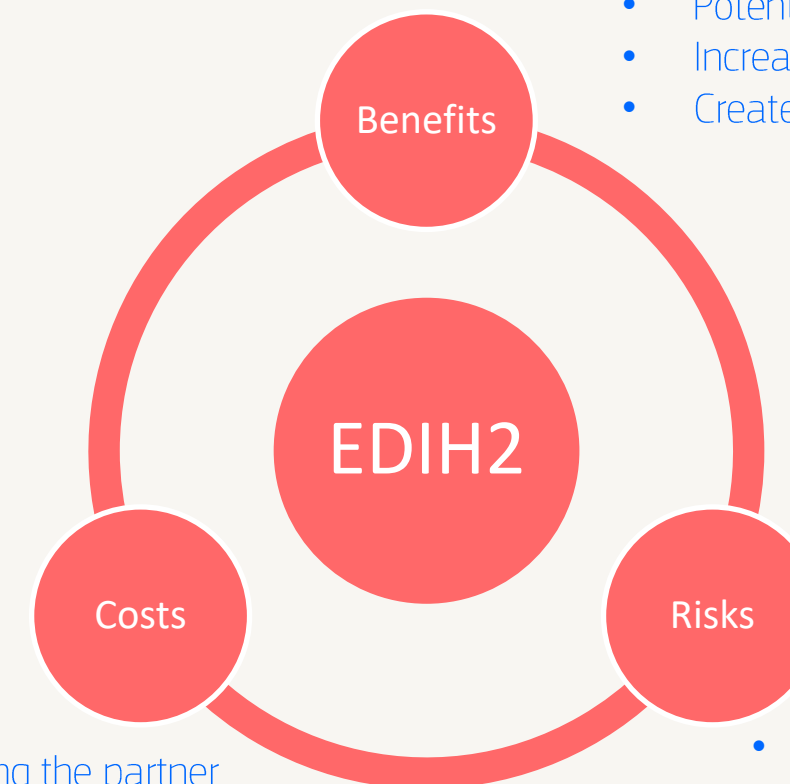
- Satisfy client's needs
- Potential for future partnerships
- Creating growth opportunities for the local ecosystem
- Increase visibility at local and EU level



- Share of strategic and sensitive data (direct contact with the client)
- Share of strategic data related to the client

- Creating and communicating matchmaking request
- Analysing possible partners
- Establishing and maintaining Collaboration

- Potential for future partnerships
- Increase visibility at EU/ local level
- Create growth opportunity for the local ecosystem



- Identifying and engaging the partner
- Coordinating with the other EDIH and facilitating the relationship

- Share of strategic and sensitive data (direct contact with the partner)

Source: Carsa

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# Presentation of the possible Collaboration Scenarios

## C- Matchmaking

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The analysis of costs, benefits and risks of the players involved in the Collaboration scenario highlighted that its applicability can be enhanced by:

- Inclusion of non-compete clauses in the Collaboration agreement that can, if deemed necessary, protect the exclusivity of the relationship between the EDIHs and actors belonging to their local ecosystem. Similar agreements shall be limited as to duration and shall expressly set material and territorial scope.
- Financial incentives to support EDIHs to kick-off matchmaking activities. Indeed, EDIHs might need to review their business and governance model in order to be able to engage in cross-border matchmaking activities, while the success of this kind of Collaboration is ensured by a large participation from EDIHs across the EU.
- Active participation of the EDIH to international networking events, face-to-face meetings and working groups with other EDIHs, in order to build trust and to ease following matchmaking activities.
- An active online presence of the EDIH to facilitate networking and matchmaking activities. This should happen both on horizontal platforms provided by third parties (EDIH Network platform) and through the EDIH own communication channels.

# Presentation of the DTA tools to improve Cross Border EDIH Collaboration

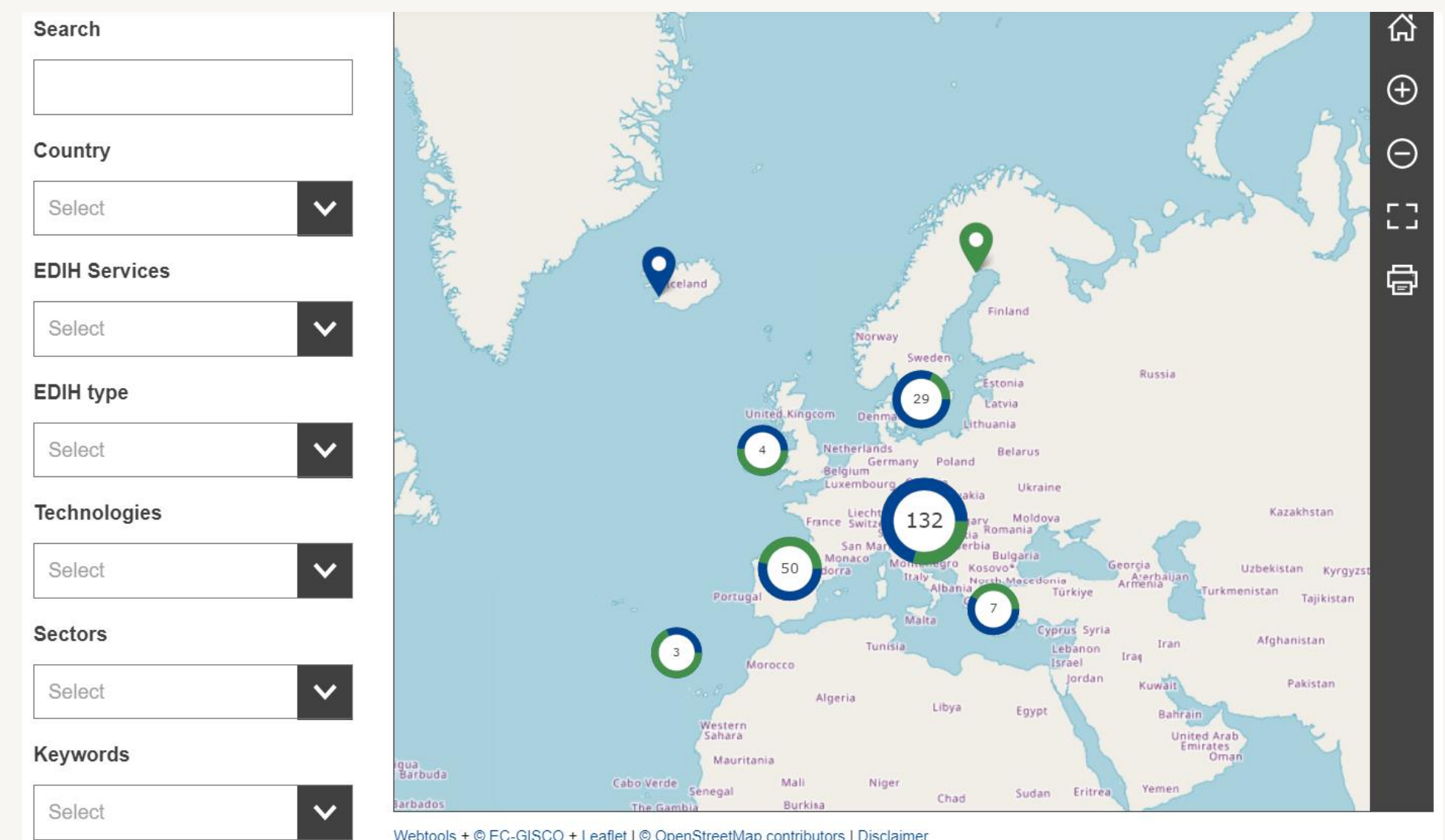
# Presentation of the DTA tools to improve Cross Border EDIH Collaboration

## Horizontal tools supporting the implementation of the scenarios:

1. Facilitate the understanding of the EDIH Network in order to find the best placed partner for a collaboration.

Collaboration is fostered by a detailed overview of the Network and a mutual knowledge of partners' skills and competencies. In this regard, it was suggested to increase the harmonisation in the taxonomy of the services offered by EDIHs, as this would facilitate a clear and agile understanding of the capabilities of each EDIH. This helps the EDIHs to assess the fitness of a potential partner for a specific client's need.

Tool: EDIH Catalogue available on the EDIH Network Platform.





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# Presentation of the DTA tools to improve Cross Border EDIH Collaboration

## **Horizontal tools supporting the implementation of the scenarios:**

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### 2. Facilitate EDIH awareness of each other activities.

Direct contact and interactions allow the opening of the dialogue between potential partners. Such meetings would offer the opportunity to discuss any doubt, deepen a specific topic of interest, optimise discussions concerning specific technical topics and build mutual trust, which is a key element of successful collaboration.

Tools: Organisation of regular working group meetings: focused on sectoral, technical or geographic interests; Annual events; EDIH Network Communication channels.

### 3. Platform/Repository to provide and share information on available data sources, recommended providers, use cases, lessons learnt, etc.

Tool: E-learning environment available through the Knowledge hub/ EDIH Academy.

# Q&A

Please write questions in the chat

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# Cross Border EDIH Collaboration

## Q&A Session

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**Additional Questions from the chat**

# Thank you!

Get in touch:  
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