SUMMARY REPORT ON IMPLEMENTATION OF TRAININGS FOR ENTREPRENEURS AND SME EMPLOYEES IN PARTNER REGION

Project Title: Integrated capacity building and training program for DANUBE area labour and business support organizations, local industry and entrepreneurs to enter innovative transnational value CHAINS as PEER-level collaboration partners

Project Acronym: DanubePeerChains

Project index number: DTP3-497-1.2

Work package	WPT3 – Pilot Action Implementation
Activity	AT3.2 Pilot action implementation for digitalization specialist and entrepreneurs
Deliverable	D.T3.2.2 Local pilot training trainings to qualify digitalization specialist/entrepreneurs – SUMMARY REPORT
Partner responsible for the deliverable	ZICER

Contents

1. Introduction

The present document, elaborated by Zagreb Innovation Centre (ZICER) contributes to the implementation of the Local pilot trainings to qualify digitalization specialist/entrepreneurs (deliverable T3.2.2).

Each project area organized 2 training courses for company employees and entrepreneurs in the fields of technology, organizational management and digital business models in the value-chain context. To overcome reservations towards digital transformation and to transfer the know-how in the most effective way, trainings were conducted locally, in native language.

A brief description of the concept:

Local trainings for company employees and entrepreneurs, implemented in each region of the project partners are adapted to regional needs according to the results of the analysis (WPT1)

The training has been divided into two segments:
1.   Basic training on digitalization
2.   Specialist training (The specialist training is a continuation of the basic training, on a topic which is recognized as something the SMEs and enterprises need for their development)

After each training, the participants filled out evaluation questionnaires. The purpose of the evaluation is to collect valuable feedback and information in order to identify the needs of target participants in the context of further business development.
In order to collect information on the way and the outputs of the local implementation of the activity, partners delivered a report in the prescribed format after each training session to provide a clearer perspective on where the project is going.

This report contains an overview of the conducted trainings in all partner regions together with attachments: Individual partner reports with a more detailed overview of the implemented activities.
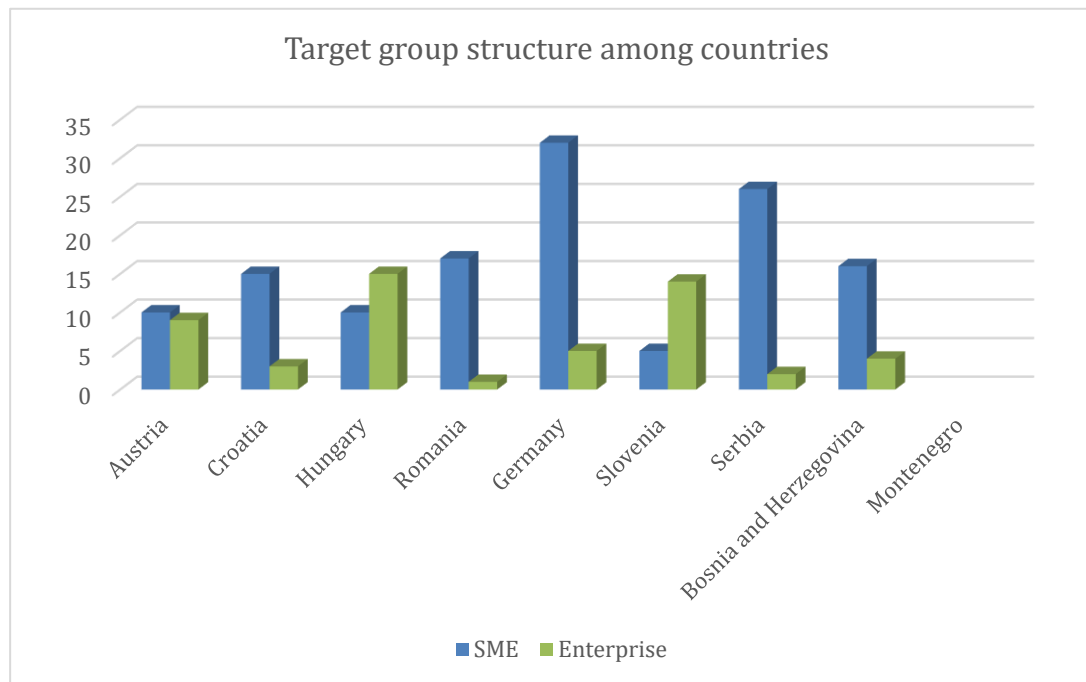
2. Overview

At the project level, 10 general and 10 specialist training were conducted in all project regions.
In total, there was 256 participants (there is no info for MoE). 118 participants attended the Basic training and 138 participants attended Specialist training.
Target participants were company employees and entrepreneurs of SMEs and Enterprises.
In total, 131 SMEs and 53 enterprises have been upskilled during basic and specialist training.

Target group structure among countries

		D.T3.2.2 Local pilot trainings to qualify digitalization specialists/entrepreneurs	
PROJECT AREA:	PROJECT PARTNER:	Basic training	Specialist training
Austria	BIZ-UP	**26.04.2022** **Industry 4.0 Basics** • What is industry 4.0? Horizontal and vertical integration. Goals of Industry 4.0. • Technologies (IOT, OPC-UA, Big Data, Augmented Reality, Virtual Reality, Smart Robotics, Additive Manufacturing) / DIN SPEC 91345 / Hadoop / NoSQL /Data Mining / Data visualization / Industrial Data Space / Virtual Commissioning / Human-Robot Collaboration / Additive Manufacturing **Target group identification:** SME: 7 ENTERPRISES: 5	**24.-25.3.2022.** **Cobot Unboxing Workshop** • Workshop with cobots – introduction and live experience • Digital business models for the industry **Target group identification:** SME: 3 ENTERPRISES: 4

Croatia	ZICER	**27.6.2022.** **Industry 4 Basic** • Global changes -the initiator of development, the importance of transition • Technological trends (and their purpose and application): robotics, simulations, horizontal and vertical integration, IOT, information security, cloud computing, additive technologies, augmented reality, Big Data, Digital twins • CULIS-methodology of business transformation • Origin of Industry 4.0, technology and concept, goals and potential • Smart factory • CPS (Cyber Physical System) • IoE (Internet of Everything) • Predictive maintenance • Smart planning **Target group identification:** SME: 4 ENTERPRISES: 1	**28.-29.6.2022.** **Specialist training Industry 4** • Additive manufacturing • Cyber security-penteration testing • Intelligent Sensors/IoT systems • Advanced planning and scheduling **Target group identification:** SME: 11 ENTERPRISES: 2

Hungary	PBN	**16.-17. 02. 2022.** **Joint stakeholder event connected to digitalization** • Teaching and learning factory • AR / VR solutions • Production development opportunities • Robotic solutions • Data science **Target group identification:** SME: 3 ENTERPRISES: 4	**6.5.2022. (hybrid event)** **Funding opportunities for the digital transformation of manufacturing SMEs** • EIT Manufacturing calls • Cascade funding: a tool of financing of innovative projects and overview of 2022-2023 I4MS Funding Calls • Success cases of digitalization under I4MS Innovation Actions **Target group identification:** SME: 7 ENTERPRISES: 11

Romania	CLUSTERO	**17.2.2022. (Online)** **Digital Innovation in SMEs** • Digitization: the challenges Industry 4.0 & 5.0 • Digital business model for Industry 4.0. • The mechanisms that can make the transition to Industry 5.0.) • Financing possibilities for digitization in the new programming stage 2021-2027. • Moderated sessions using training method Kahoot **Target group identification:** SME: 10 ENTERPRISES: 1	**April-June 2022 (Online)** **Digital maturity and innovation audits for SMEs** • Innovation culture • Innovation and digitalisation strategy • Innovation management • Networking • Development of new processes and products • Research-development • Access to New Markets and Digital maturity **Target group identification:** SME: 7 ENTERPRISES: /

Germany	DGO	**11.5.2022.** **How to raise online visibility: First steps & hands-on training** • Measurement & improvement of website performance, responsive design, user-friendly design • Search engines: Google Business, Google Ads, Keyword research, SERPS • SEO & SEA • Social media (Facebook, Instagram) **Target group identification:** SME: 6 ENTERPRISES: 2	**22.6.2022.** **Coding: Learning by playing** • Chatbot development • Hardware (programming an Arduino) • Text recognition **Target group identification:** SME: 4 ENTERPRISES: 2

Slovenia	SCSL	28.3.2022., 6.5 2022. **How to make an effective digital transition?** • Global changes -the initiator of development, the importance of transition • Technological trends and solving challenges on base of digitalized lean production • Toyota-methodology of business transformation • The effective role of employees for a successful digital transition process	12.5.2022. **AR and VR as a tool for processes optimization** • AR technology in companies and education • Environment and technological possibilities of the NEON XR platform • Examples of good practices in the use of the platform • Interactive search for solutions to participants' challenges in this area of AR
		Target group identification: SME: 2 ENTERPRISES: 7	**Target group identification:** SME: 3 ENTERPRISES: 7

| Serbia | UB | 29.1.2022.
HR management in the service of business

7.2.2022.
CRM software

• What is CRM software, types, examples of technical specifications
• Selection of CRM software that meets the needs of the organization from which the participants come | 18.01.2022.
Digital process management

• Digitization of internal processes
• Examples of existing applications
• Workshop: selection of software solutions for the participating companies
31.1.2022. E-commerce
• Enterprise development and survival of SMEs during COVID 19
• Digitization of processes in SMEs and use of available digitization tools
• Creating a web shop
• The importance of connecting the personality of the owner/ representative and the brand |
| | | **Target group identification:**
SME: 16
ENTERPRISES: 2 | **Target group identification:**
SME: 10
ENTERPRISES: / |

| Bosnia and Herzegovina | FITT | **18.-19.4. and 25-26.4. 2022.**
Industrial Robotics Training

• Industrial robots – types, use, benefits
• Safety
• Robot system
• Robot jogging
• Coordinate systems
• Creating payload, user and tool frames
• Robot movement (types of movements)
• IO signals
• Basic programming
• Pick and place application

Target group identification:
SME: 8
ENTERPRISES: 2 | **20.-22.4. and 27.-29.4. 2022.**
Specialist training in the field of
Industrial Robotics

• Collaborative robots – main difference, benefits and use
• Safety
• Robot system
• Robot jogging (shortly)
• Register and position registers
• Movement with position registers (PR)
• Offset movement with PR and PR with calculations
• Macros
• Programming – advanced commands
• Pick and place application with PR
• Cobot CNC machine tending application

Target group identification:
SME: 8
ENTERPRISES: 2 |

| Germany | BI-CMAB | **23.05.2022. (Online)**
Industry 4.0 & Competence 4.0

• Industry 4.0 - Recognize, Understand, Implement, Live
• The top enablers of Industrie 4.0 with many practical examples as an impulse for every industry
• How to recognize and apply the critical enablers of successful digitization projects
• Why some digitization projects fail and some succeed
• How to move from being an affected party to becoming a shaper
• How to determine and develop your digital maturity level
• How to identify and overcome the biggest hurdles of Industrie 4.0
• How to combine Lean and Industrie 4.0
• How this knowledge helps you to recognize mistakes and omissions and to avoid erroneous paths
• Competence 4.0 - demands of digitalization on people
• What does "digital individual competence" mean?
• What does "digital group competence" mean?
• What does "digital leadership competence" mean?

Target group identification:
SME: 8
ENTERPRISES: / | **1.-2.6.2022.**
Industrial security

• Industrial Security: state of the art
• Standards, Norms, Regulatory issues
• IEC 62443
• BSI ICS-Security Compendium
• ENISA IoT Security
• Hands-on training on IEC 62443/BSI-ICS-Security-Compendium to safeguard the ICS-environment

Target group identification:
SME: 14
ENTERPRISES: 1 |

3. Annexes:

List of annexes:

1. **Austria**, Biz-up
   Basic training for SME employees and entrepreneurs report
   Specialist training for SME employees and entrepreneurs report

2. **Croatia,** ZICER
   Basic training for SME employees and entrepreneurs report
   Specialist training for SME employees and entrepreneurs report

3. **Hungary,** PBN
   Basic training for SME employees and entrepreneurs report
   Specialist training for SME employees and entrepreneurs report

4. **Romania,** CLUSTERO
   Basic training for SME employees and entrepreneurs report
   Specialist training for SME employees and entrepreneurs report

5. **Germany**, DGO
   Basic training for SME employees and entrepreneurs report
   Specialist training for SME employees and entrepreneurs report

6. **Slovenia**, SCSL
   Basic training for SME employees and entrepreneurs report
   Specialist training for SME employees and entrepreneurs report

7. **Serbia,** UB
   Basic training for SME employees and entrepreneurs report
   Specialist training for SME employees and entrepreneurs report

8. **Bosnia and Herzegovina,** FITT
   Basic training for SME employees and entrepreneurs report
   Specialist training for SME employees and entrepreneurs report

9. **Germany**, BI-CMAB
   Basic training for SME employees and entrepreneurs report
   Specialist training for SME employees and entrepreneurs report

BASIC TRAINING FOR SME EMPLOYEES AND ENTREPRENEURS REPORT

Project Title: Integrated capacity building and training program for DANUBE area labour and business support organizations, local industry and entrepreneurs to enter innovative transnational value CHAINS as PEER-level collaboration partners

Project Acronym: DanubePeerChains

Project index number: DTP3-497-1.2

Work package	WPT3 – Pilot Action Implementation
Activity	AT3.2 Pilot action implementation for digitalization specialist and entrepreneurs
Deliverable	D.T3.2.2 Local pilot training trainings to qualify digitalization specialist/entrepreneurs
Partner responsible for the deliverable	ZICER

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2. Overview

3. Main activities carried out

4. Annexes

1. Introduction

The present document, elaborated by Zagreb Innovation Centre (ZICER) contributes to the implementation of the Local pilot trainings to qualify digitalization specialist/entrepreneurs (deliverable T3.2.2). Each project area will organize an offline training on a basic level for company employees and entrepreneurs with a general introduction to the term "Industry 4.0"
Local/regional training course in native language has the goal to give an overview with the most relevant information to the technology-focused introduction in general.

Project partners will pilot trainings based on D.T2.2.1 "DanubePeerChains Training methodology" to qualify digitalization specialists/entrepreneurs and D.T2.2.2 Value-chain oriented training programme to qualify digitalization specialist and entrepreneurs.

Target: at least 10 SMEs + 2 enterprises
Output: Training course (one for each project area)
Expected Deliverable: 10 reports (one for each project area).

As task leader, ZICER is coordinating the collection of information on the way and the outputs of the local implementation of the activity with the following deliverable format.

If possible, the template should be filled shortly after the event, to provide a clearer perspective on where the project is going.

Feel free to include any additional information, should you believe it to be relevant and useful for the other partners.

2. Overview

Identification of event

NAME OF THE ACTIVITY	Local pilot training (on a basic level) to qualify digitalization specialists/entrepreneurs		
PARTNER	Biz-Up		
TITLE OF THE EVENT	Industry 4.0 Basics		
ACCESS LEVEL (free access, open call, invitation only)	Free Access (registration required)		
LOCATION	Online (MS Teams)	DATE	26.04.2022
NUMBER OF PARTICIPANTS	17		
EVENT DIMENSION	Local		

Target group identification

NUMBER OF SMEs	7
NUMBER OF ENTERPRISES	5 + Biz-Up
DESCRIPTION OF THE PARTICIPANTS	**Autonoma Technologies GmbH** A software developing company in Linz. **Lenze Austria GmbH** Lenze offers solid mechatronics, innovative automation solutions and digital services. **Oberösterreichische Gesundheitsholding GmbH** In addition to the Kepler University Hospital in Linz, Oberösterreichische Gesundheitsholding GmbH (OÖG) operates 6 regional hospitals at 8 locations.

	Abatec GmbH Your development and production partner for electronic high-tech solutions in the industrial and automotive segment. **IOT Internet of Things GmbH** The company has 20 years of experience in Rich Internet Application programming and is one of the pioneers in the digitization industry. **Eaton Industries Austria GmbH** Eaton is committed to improving the quality of life and protecting the environment through the use of its energy management technologies and services. Sustainable solutions help our customers to use electrical, hydraulic and mechanical energy more safely, efficiently and reliably. **Accenture GmbH** Accenture embraces the power of change to create 360° value and shared success in Austria for our clients, people, shareholders, partners and communities. **Palfinger AG** As a listed technology and mechanical engineering company, Palfinger AG, with its headquarters in Bergheim, is a provider of hydraulic crane and lifting solutions. **Baumüller Austria GmbH** Benefit from the bundling of services and achieve synergies from our wide and innovative range of services for electrical machines and drive electronics - regardless of the manufacturer. Baumüller accompanies you with customer-specific solutions through the entire life cycle of your machines and systems. **TPR Consulting** TPR Consulting helps B2B sales professionals to make sales even more successful. **Agru Kunststofftechnik GmbH** As a reliable, professional supplier, AGRU offers everything from a single source, from semi-finished products to technologically optimized injection molded parts. **Josephinum Research** In addition to training, the Francisco Josephinum has an efficient research facility in three departments: Agricultural engineering and biomass are the core areas of the BLT and the partially legal research facility Josephinum Research in Rottenhauser Straße 1. Food and biotechnology is the core area of the LMTZ in Weinzierl 1.

3. Main activities carried out

Qualitative / quantitative indicators

How did you elaborate your offline training?

Please give a short description, describe activities and responsible parties

The Mechatronics Cluster at Business Upper Austria has contacted two professors from the University of Applied Sciences Upper Austria – Campus Wels, who we had been cooperation in previous trainings. One of these two professors agreed to present the topic, but only as online session.

The training Industry 4.0 Basics was held by Ass. Prof. Thomas Schichl from the University of Applied Sciences Upper Austria - Campus Wels and organised as online training on 26th April 2022.

The training had the following agenda:

- Introduction
  What is industry 4.0? Horizontal and vertical integration. Goals of Industry 4.0.
- Technologies (IOT, OPC-UA, Big Data, Augmented Reality, Virtual Reality, Smart Robotics, Additive Manufacturing) / DIN SPEC 91345 / Hadoop / NoSQL /Data Mining / Data visualization / Industrial Data Space / Virtual Commissioning / Human-Robot Collaboration / Additive Manufacturing /
- Examples

On which topic(s) was the training focused?

The training was focused on possibilities, chances and risks regarding the digital factory and Industry 4.0 in general.

In the training the following technologies were discussed: IOT, OPC UA, big data, digital twins, AR & VR, interaction between humans and machines, additive manufacturing and smart factories.

Any external expertise intervention? Please describe

We invited an expert in the field of Industry 4.0 :

Thomas Schichl – Assistant Professor for production-engineering/-informatics at the University of Applied Sciences Upper Austria – Campus Wels

What was the format use for the training? Please describe

This online training was held via MS Teams. It was a lecture setting and the participants had the chance to ask questions during the whole training. Although it was an online setting, the trainer has actively involved the participants.

Creative tools / methodologies used? Please describe

The trainer used a powerpoint presentation to show the key topics. Further, short movies were showed to demonstrate selected technologies.

The trainer encouraged the participants to talk about their own companies' Industry 4.0 readiness and other topics with targeted questions. Additionally, he has answered all questions of the participants, e.g. on specific details about one of the topics.

Communication activities carried out to support the organization of the training

Direct mailings and LinkedIn Postings were used to promote the training:

LinkedIn:

https://www.linkedin.com/feed/update/urn:li:activity:6924693255284510721

https://www.linkedin.com/feed/update/urn:li:activity:6922151633502019585

https://www.linkedin.com/feed/update/urn:li:activity:6919531920762531840

Feedback/Conclusions (Any issue faced or best practice to share?)

We received a very positive feedback from all participants (see detailed evaluation).

The participants liked the trainer's input/topics, especially the programming languages and simulation
and they highlighted, that the training provided a broad overview over different topics regarding Industry 4.0.
Furthermore, the topic of OPC-UA was highly relevant for the participants.

As the training was held as an online event, the participants missed the exchange with each other.
However, the trainer made great efforts to involve the participants.

Overall it can be said, that the feedback was very positive and that the participants were able to learn a lot.

Please past below the annexes' material

- List of participants
- Agenda
- Pictures

SPECIALIST OFFLINE TRAINING FOR SME EMPLOYEES AND ENTREPRENEURS

REPORT

Project Title: Integrated capacity building and training program for DANUBE area labour and business support organizations, local industry and entrepreneurs to enter innovative transnational value CHAINS as PEER-level collaboration partners

Project Acronym: DanubePeerChains

Project index number: DTP3-497-1.2

Work package	WPT3 – Pilot Action Implementation
Activity	AT3.2 Pilot action implementation for digitalization specialist and entrepreneurs
Deliverable	D.T3.2.2 Local pilot training trainings to qualify digitalization specialist/entrepreneurs
Partner responsible for the deliverable	ZICER

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Project partners will pilot trainings based on D.T2.2.1 "DanubePeerChains Training methodology" to qualify digitalization specialists/entrepreneurs and D.T2.2.2 Value-chain oriented training programme to qualify digitalization specialist and entrepreneurs.

Target: at least 10 SMEs + 2 enterprises
Output: Training course (one for each project area)
Expected Deliverable: 10 reports (one for each project area).

As task leader, ZICER is coordinating the collection of information on the way and the outputs of the local implementation of the activity with the following deliverable format.

If possible, the template should be filled shortly after the event, to provide a clearer perspective on where the project is going.

Feel free to include any additional information, should you believe it to be relevant and useful for the other partners.

2. Overview

Identification of event

NAME OF THE ACTIVITY		Local pilot training trainings to qualify digitalization specialist/entrepreneurs (specialist level)	
PARTNER		Biz-Up	
TITLE OF THE EVENT		Industry 4.0 Basics + Cobot Unboxing Workshop	
ACCESS LEVEL (free access, open call, invitation only)		Free access – registration was required for participation due to limited number of participants	
LOCATION	Techcenter Linz, Seminarbereich Hafenstr. 47-51 4020 Linz	DATE	24.03.2022 09:00 - 17:00 25.03.2022 09:00 – 13:00
NUMBER OF PARTICIPANTS		20 participants	
EVENT DIMENSION		i.e. Local, **Regional**	

Target group identification

NUMBER OF SMEs	3 SME (Schmachtl, IoT Internet of Things, Danube Dynamics)
NUMBER OF ENTERPRISES	4 large enterprises (KEBA, Constantia, RECOM, Abatec) + Biz-Up

| DESCRIPTION OF THE PARTICIPANTS | **Schmachtl GmbH** (Automation Machinery Manufacturing) Service and supplier company for the industry. The family company SCHMACHTL is a leading supplier of product and system solutions for industry, trade and commerce. With 210 employees in Austria, the Czech Republic and Slovakia, SCHMACHTL offers advice, planning and delivery of high-quality components and systems as well as assembly, commissioning and maintenance. In addition, the offer includes training and professional service over the entire life cycle of machines and systems

Recom Engineering GmbH & Co KG (Industrial Machinery Manufacturing)
RECOM is a manufacturer of electronic power supply converters, such as AC/DC converters, DC/DC converters, switching regulators and LED drivers, for use in a wide variety of applications

Keba Industrial Automation GmbH (Industrial Auotmation)
Keba AG is an international company that develops and produces automation solutions for the areas of industrial automation, banking and service automation as well as energy automation. The Austrian company was founded in 1968 and is privately owned.

IoT Internet of Things GmbH (IT Services and IT Consulting)
The company has 20 years of experience in Rich Internet Application programming and is one of the pioneers in the digitization industry and an ideal partner for SMEs that are oriented towards cost-benefit-optimized solutions.

Danube Dynamics Embedded Solutions GmbH (IT Services and IT Consulting)
The company develops cutting-edge industrial solutions combining state-of-the-art hardware and software design concepts and technologies. With expertise in edge computing industrial applications become smarter and more efficient. Danube Dynamics transfers the required computing power directly to where it is needed - to the edge. Flexible and scalable systems ensure quick adaptability to new requirements and make use of the latest technologies.

Constantia Teich GmbH (Flexible Packaging) |

	Constantia Teich is the largest company within the European flexible packaging industry and has the highest sales of the Constantia Flexibles Group.
	Abatec GmbH (Appliances, Electrical, and Electronics Manufacturing) Abatec is a development and production partner for electronic high-tech solutions in the industrial and automotive segments.

3. Main activities carried out

Qualitative / quantitative indicators

How did you elaborate your offline training?

Please give a short description, describe activities and responsible parties

The Mechatronics Cluster (MC) @ Business Upper Austria has organized the training in the Techcenter Linz. Sever R&D Institutions and Business Consultants are members of the MC and we contacted them regarding the trainings, and selected the most appropriate trainers. We have discussed with them the training details.

Agenda:

On the first day we started with a project presentation and a round of participants' introduction, followed by a general presentation about cobots. Then the participants started to get familiar with the UR cobots. In the afternoon the participants experienced the simple teach-in and use of the UR cobots.

24.03.2022
09:00 – 10:00 presentation DanubePeerChains & round of participants' introduction
10:00 – 12:00 Cobots – Introduction and first steps
13:00 – 17:00 Workshop with cobots – live experience

Trainer: Florian Hamza (Schmachtl)

25.03.2022
09:00 – 13:00 Digital Business Models
• Overview of different definitions of business models
• procedure for developing a business model
• development of existing business models into digital business models
• method overview and application of selected methods
• development of concrete approaches of digital business models based on key technologies of the subject area Industry 4.0

Trainer: Hubert Preisinger (LEAP FORWARD)

On which topic(s) was the training focused?

The basic training in Upper Austria focused on 2 topics:

1. Workshop with cobots – introduction and live experience
2. Digital business models for the industry

Any external expertise intervention? Please describe

We invited the following experts:

Experience Cobots LIVE and try them out for yourself
Florian Hamza, sales representative in the robotics sector, Schmachtl

Digital Business Models for the Industry
Hubert Preisinger, Management Consultant for Marketing, Sales and Innovation, LEAP FORWARD

What was the format use for the training? Please describe

i.e. coaching, workshop, lectures

1. Workshop with cobots – live experience: **first lecture, then workshop setting**
2. Digital business models for the industry: **mixture of lecture and workshop setting**

Creative tools / methodologies used? Please describe

On the first day the technical details and application fields of cobots were presented in a lecture. Afterwards the participants were split into 4 groups. Guided by 3 trainers the participants built up the cobot, mounted a gripper and teached in several trajectories incl. gripping tasks by using the hand-held control device.

On the second day lecture parts were mixed with workshop parts. For the workshops the participants were split into three groups. The groups applied several methodologies for developing single aspects of a digital business model.

Communication activities carried out to support the organization of the training

(website, social networks, newsletter, invitations, press)

We promoted this training via our mechatronics-cluster homepage, social media (LinkedIn), and direct mailings.

LINKS

Homepage : Industrie 4.0 Basics + Cobot Unboxing Workshop (mechatronik-cluster.at)

LinkedIn: https://www.linkedin.com/feed/update/urn:li:activity:6898951465608511488

(during /after the training):
https://www.linkedin.com/feed/update/urn:li:activity:6914077598956318720

https://www.linkedin.com/feed/update/urn:li:activity:6913016566024425472

https://www.linkedin.com/feed/update/urn:li:activity:6912731689127432192

https://www.linkedin.com/feed/update/urn:li:activity:6912730140426842112

Feedback/Conclusions (Any issue faced or best practice to share?)

We received a very positive feedback from all participants (see detailed evaluation).

This workshop was very interactive – especially the cobot day, and at the second day the trainer gave the participants tools to develop their own digital business model.

Please past below the annexes' material

AVAILABLE DOCUMENTATION / AGENDA/ PARTICIPANT LIST/ METHODOLOGY / PICS TO SHARE

BASIC OFFLINE TRAINING FOR SME EMPLOYEES AND ENTREPRENEURS REPORT

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2. Overview

Identification of event

NAME OF THE ACTIVITY	Local pilot training to qualify digitalization specialists/entrepreneurs
PARTNER	ZICER
TITLE OF THE EVENT	Basic traning Industry 4.0
ACCESS LEVEL (free access, open call, invitation only)	Open call

LOCATION	Zagreb Innovation Centre	DATE	June 27, 2022

NUMBER OF PARTICIPANTS	6
EVENT DIMENSION	Local

Target group identification

NUMBER OF SMEs	4
NUMBER OF ENTERPRISES	1
DESCRIPTION OF THE PARTICIPANTS	Basic training attended 4 SMEs: **SARMENTA Ltd.-** develops its own innovative products for self-treatment using active substances to preserve the health of the digestive system and their application in acute poisoning and nausea of various causes. By incorporating effective active substances into innovative media using

	modern chemical processes and biotechnological procedures, they create pharmaceutical preparations with added value. They also help startups and small businesses launch their ideas and build market traction.
	3DTECH Ltd.- is innovative company composed of experts in 3D printing and dentistry, working on advanced 3D printer development for over 4 years. Their main goal is to develop superior, fast, reliable and easy-to-use 3D printing experience. They are working closely with dental practices and aim to constantly bring new innovative solutions which will make everyday's work easier and bring more happy patients in the same or less amount of time, effort and money invested by the clinic.
	KORITA ĆURIĆ- a company that produces high-quality mobile chargers for electric vehicles, electric vehicle charging station, electronic components, wind energy systems and solar energy technologies such as photovoltaics, heating, solar architecture.
	TISAK PLUS Ltd.- is the largest newsstand retail chain with a network of over 900 points of sale all across Croatia. Tisak is a platform for cigarette producers and telecom operators, as well as transportation ticket and parking coupon providers to reach their customers, and it also dispatches a million and a half packages every year. Tisak has one of the strongest distribution networks in Croatia, securing daily delivery of various types of goods from its network to all kinds of customers, irrespective of their size – small family shopkeepers, local retail companies as well as the largest national retail chains.

3. Main activities carried out

Qualitative / quantitative indicators

How did you elaborate your offline training?

Please give a short description, describe activities and responsible parties

Basic training in Industry 4.0 and digital technologies was held prof.dr.sc Nedeljko Štefanić from the Faculty of Mechanical Engineering and Naval Architecture in Zagreb and Tomislav Klasić from the company Culmena Ltd. The duration of the basic training was one day. Participants got a detailed insight into the concept of Industry 4.0, methods and standards.

On which topic(s) was the training focused?

- Global changes -the initiator of development, the importance of transition
- Technological trends (and their purpose and application): robotics, simulations, horizontal and vertical integration, IOT, information security, cloud computing, additive technologies, augmented reality, Big Data, Digital twins
- CULIS-methodology of business transformation
- Origin of Industry 4.0, technology and concept, goals and potential
- Smart factory
- CPS (Cyber Physical System)
- IoE (Internet of Everything)
- Predictive maintenance
- Smart planning

Any external expertise intervention? Please describe

Yes, we engaged prof.dr.sc Nedeljko Štefanić from the Faculty of Mechanical Engineering and Naval Architecture in Zagreb and Tomislav Klasić from the company Culmena Ltd.

Culmena was founded in 2004 and have done over 350 successful projects since then. They introduced Croatian companies to the Lean methodology and they are among the first to advocate the importance of digital transformation and Green Management. They continuously invest in the development of expertise and know-how to enable clients to keep pace with global business trends.

What was the format use for the training? Please describe

The training was in the form of an interactive workshop: lecturer's presentations + discussion regarding the given topics

Creative tools / methodologies used? Please describe

For the introductory part of the training, all participants presented themselves and their company, and in

this way the lecturers got an insight into what their companies do and what the most common problems

are faced in relation to digital processes.

With an insight into the participants (SMEs) profiles, after the introductory part about Industry 4 in general, the

lecturers answered the questions of the participants.

Participants communicated with each other and exchanged experiences related to the topics of the lecture.
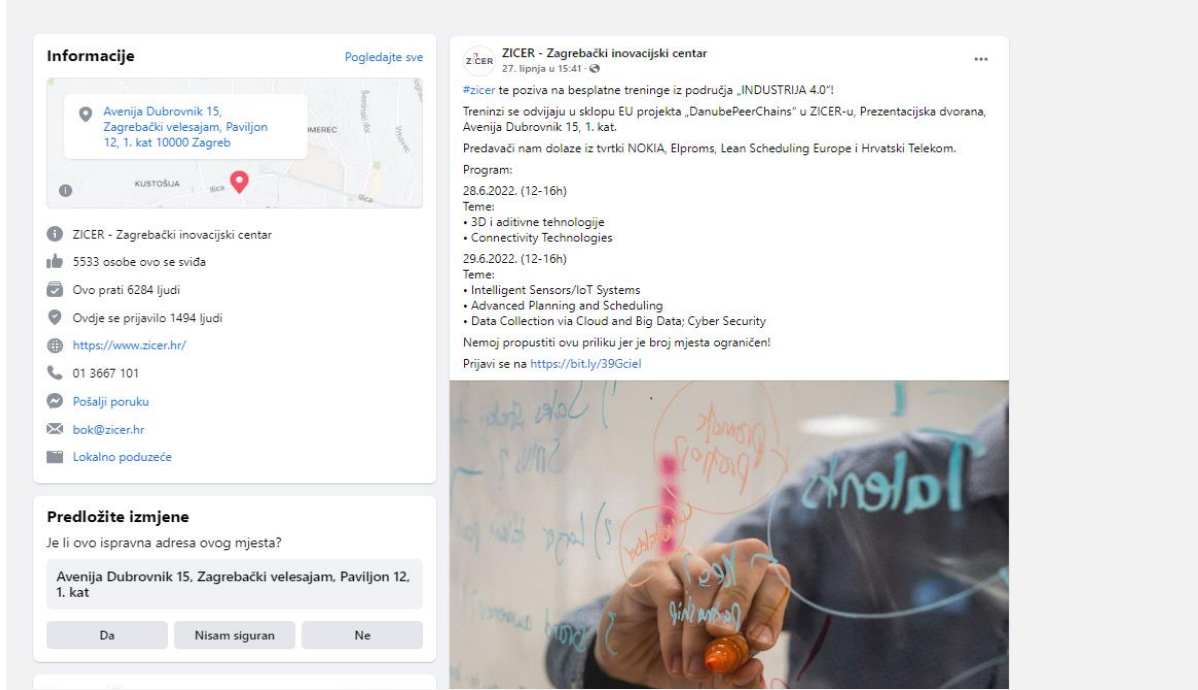
The lecturers introduced the participants to the CULIS methodology :

CULIS is an innovative philosophy of company transformation based on three pillars: Lean, Digitalization and Green

Why CULIS: In order for the transformation of the company to be successful, it is necessary to optimize and arrange

 business processes, then implement the process of Digitization and ensure that the business is socially responsible.

Communication activities carried out to support the organization of the training

Invitation via email + social network open call

https://www.facebook.com/zicer.hr/photos/a.597734516928657/5144200265615370/

Feedback/Conclusions (Any issue faced or best practice to share?)

The participants shared their experiences from the training through evaluation questionnaires. The overall impression is that they are satisfied with the topics and methods, particularly with the practical advices received from expert lecturers.

Please past below the annexes' material

AVAILABLE DOCUMENTATION / AGENDA/ PARTICIPANT LIST/ METHODOLOGY / PICS TO SHARE

Participant list:

Interreg
Danube Transnational Programme
DanubePeerChains

Z:CER
ZAGREBAČKI INOVACIJSKI CENTAR

PARTICIPANT LIST

PROJECT: „Danube Peer Chains"- Integrated capacity building and training programme for DANUBE area labour and business support organisations, local industry and entrepreneurs to enter innovative transnational value CHAINS as PEER-level collaboration partners
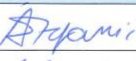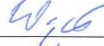
Date and place: **June 27, 2022, Zagreb Innovation Centre, Avenija Dubrovnik 15, Pavilion 12/1**

D.3.2.2 Local pilot trainings to qualify digitalization specialist/entreprenuers, Basic training Industry 4.0

Name and Surname	Organisation	Email	Function	Signature	Do you accept to be contacted for survey and additional information collection purposes
MARKO ŠARIĆ	SARMENTA d.o.o	MARKO.SARIC@SARMENTA.HR	OSNIVAČ	*[signature]*	
MATEJA MIHOVEC	TSAC Plus d.o.o	mateja.mihovec@tsac.hr	Asistent	Mihovec	
ANTUN MARIĆ	3DTECH d.o.o.	antun@3dtech.hr	R&D	Marić	✓
IVAN ĆURIĆ	KORITA ĆURIĆ	hrvat008@gmail.com	VLASNIK	Ivan Ćurić	✓

Z:CER
ZAGREB INNOVATION CENTRE

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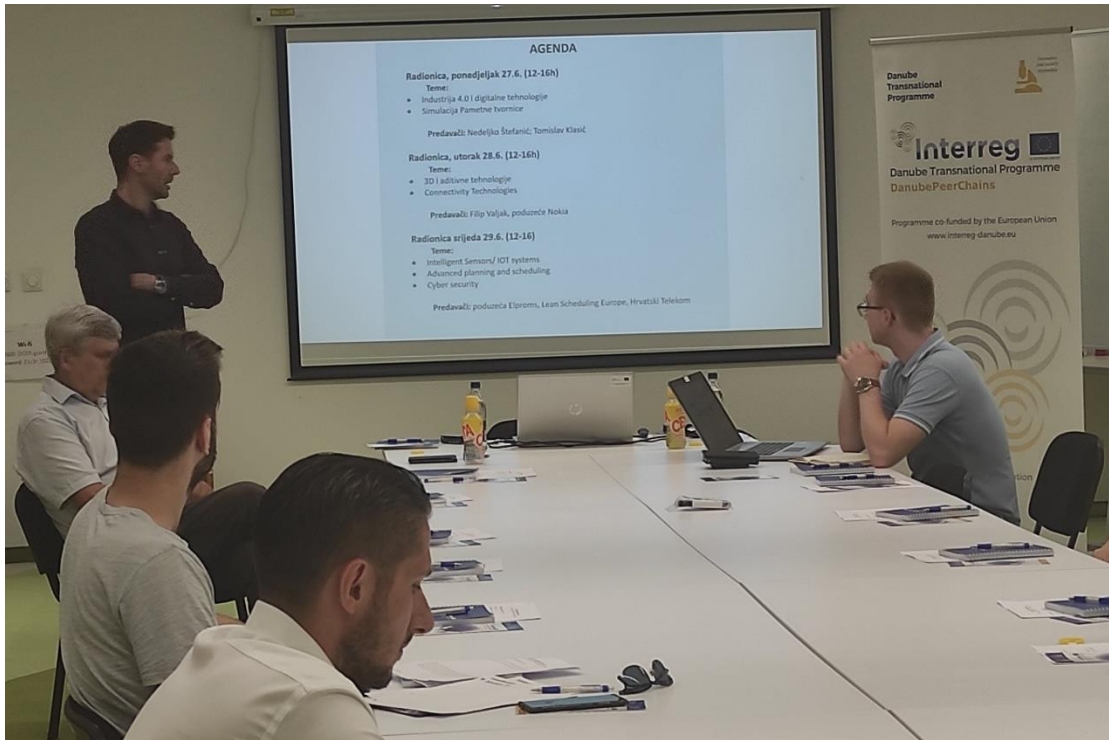| Name and Surname	Organisation	Email	Function	Signature	Do you accept to be contacted for survey and additional information collection purposes
NENEYKO STEFANI	FSB	neddjko.skfgvic@fsb.hr	Prof.	_(signature)_	✓
TOMISLAV KLASIĆ	CULMENA	tomislav.klasic@culmena.hr	Project Associate	_(signature)_	✓
MATEJA GUDEN	ZICER	Mateja.gudeh @ zicer.hr	Project Assistant	_(signature)_	✓
Zeyana karetin	ZICER	zeyana.bonm@zic...	Project specialist	_(signature)_	✓
MARKO HELRIKH	ZICER	marka.helrim.@zicn.hr	ASSISTANT DIRECTOR	_(signature)_	✓
Lidlija Zerdro	ZICER	lidlija.zeodro @zicer.hr	PROJECT MANAGER	_(signature)_	✓

*I hereby give consent for my personal data to be used exclusively for the purpose of SMATH EU project's event cost justification

Pictures:

PARTNERS REPORTING/ DanubePeerChains AT3.2, D.T 3.2.2

PARTNERS REPORTING/ DanubePeerChains AT3.2, D.T 3.2.2

Program:

Interreg
Danube Transnational Programme
DanubePeerChains

Integrated capacity building and training programme for DANUBE area labour and business support organisations, local industry and
entrepreneurs to enter innovative transnational value CHAINS
as PEER-level collaboration partners

Poštovani/a,

Zagrebački inovacijski centar vas poziva na treninge iz područja „INDUSTRIJA 4.0"

Treninzi se odvijaju u sklopu EU projekta „DanubePeerChains" u ZICER-u, (dvorana
Akcelerator), Avenija Dubrovnik 15, 1. kat.

PROGRAM:

27.6.2022. (12-16h)
Teme:
- Industrija 4.0 i digitalne tehnologije
- Simulacija pametne tvornice

Predavači: prof.dr.sc. Nedeljko Štefanić, Fakultet strojarstva i brodogradnje; Tomislav
Klasić, Culmena d.o.o.

28.6.2022. (12-16h)
Teme:
- 3D i aditivne tehnologije
- Connectivity Technologies

Predavač: Filip Valjak, Nokia (tbc)

Project co-funded by European Union funds (ERDF, IPA)

29.6.2022. (12-16h)
Teme:
- Intelligent Sensors/IOT systems
- Advanced planning and scheduling
- Data Collection via Cloud and Big Data; Cyber security

Predavači: predstavnici tvrtki Elproms, Lean Scheduling Europe, Hrvatski Telekom (tbc)

Molimo svoje sudjelovanje potvrdite do **petka, 24. lipnja 2022. godine do 15 sati**
putem poveznice: https://bit.ly/39GcieI

*broj mjesta je ograničen i dodjeljivat će se po redoslijedu prijave. Potvrdu o sudjelovanju dobit ćete putem e-maila.

SPECIALIST OFFLINE TRAINING FOR SME EMPLOYEES AND ENTREPRENEURS

REPORT

Project Title: Integrated capacity building and training program for DANUBE area labour and business support organizations, local industry and entrepreneurs to enter innovative transnational value CHAINS as PEER-level collaboration partners

Project Acronym: DanubePeerChains

Project index number: DTP3-497-1.2

Work package	WPT3 – Pilot Action Implementation
Activity	AT3.2 Pilot action implementation for digitalization specialist and entrepreneurs
Deliverable	D.T3.2.2 Local pilot training trainings to qualify digitalization specialist/entrepreneurs
Partner responsible for the deliverable	ZICER

Table of contents

1. Introduction

The present document, elaborated by Zagreb Innovation Centre (ZICER) contributes to the implementation of the Local pilot trainings to qualify digitalization specialist/entrepreneurs (deliverable T3.2.2). Each project area will organize an offline training on a basic level for company employees and entrepreneurs with a general introduction to the term "Industry 4.0"
Local/regional training course in native language has the goal to give an overview with the most relevant information to the technology-focused introduction in general.

Project partners will pilot trainings based on D.T2.2.1 "DanubePeerChains Training methodology" to qualify digitalization specialists/entrepreneurs and D.T2.2.2 Value-chain oriented training programme to qualify digitalization specialist and entrepreneurs.

Target: at least 10 SMEs + 2 enterprises
Output: Training course (one for each project area)
Expected Deliverable: 10 reports (one for each project area).

As task leader, ZICER is coordinating the collection of information on the way and the outputs of the local implementation of the activity with the following deliverable format.

If possible, the template should be filled shortly after the event, to provide a clearer perspective on where the project is going.

Feel free to include any additional information, should you believe it to be relevant and useful for the other partners.

2. Overview

Identification of event

NAME OF THE ACTIVITY		Local pilot training to qualify digitalization specialists/entrepreneurs	
PARTNER		ZICER	
TITLE OF THE EVENT		Specialist training Industry 4.0	
ACCESS LEVEL (free access, open call, invitation only)		Open call, Invitation	
LOCATION	Zagreb Innovation Centre	DATE	June 28 and 29, 2022
NUMBER OF PARTICIPANTS		18	
EVENT DIMENSION		Local	

Target group identification

NUMBER OF SMEs	11
NUMBER OF ENTERPRISES	2
DESCRIPTION OF THE PARTICIPANTS	SMEs: **DIGITAL REALITY Ltd.** - started as a spin-off company of the Croatian IT company Shipshape Ltd. Founded in 2019 with the aim of bringing new, innovative technologies to usual business projects. With their mutual experts and know-how their aim is to bring to market SaaS products and

products with standardized features that are ready to use in a short period of time. Their specialties are eCommerce, Augmented reality and Image recognition based products.

3DTECH Ltd.- is innovative company composed of experts in 3D printing and dentistry, working on advanced 3D printer development for over 4 years. Their main goal is to develop superior, fast, reliable and easy-to-use 3D printing experience. They are working closely with dental practices and aim to constantly bring new innovative solutions which will make everyday's work easier and bring more happy patients in the same or less amount of time, effort and money invested by the clinic.

SHIPSHAPE Ltd. - is a company founded in 2014 focused on the development of software solutions tailored to the needs of clients and consulting in IT technologies (Customized solutions on open-source technologies; Systems integration on different technologies; Construction of CRM and Business process management solutions; e-Commerce custom solutions; Web solutions on Drupal platform; Consulting in the field of informatization of business processes, system integration and software solutions architectures) The cornerstones of the company are experts with extensive knowledge and 10+ years of experience in the IT industry.

SymbIoTic Ltd.- has devoted all the efforts to help regions affected by any element of climate changes to reduce food & water scarcity, improving resilience to natural disasters, connecting poor regions with ones that are willing to help (especially for developing countries). Their work is focused to monitor environmental parameters (water level, temperature, humidity, vibration, etc.) and deliver the professional solutions with a quick and reliable response that relies on the integration with expert systems with an improved data analytics and visualisation.

SILVER TECHNOLOGIES Ltd.- develop and market easy-to-use consumer technology products and services-Silver monitor, designed towards improving the lives of the silver population. Silver monitor smartwatch, a biometric mobile data, and voice communications device, in conjunction with the Silver monitor web application, allows remote monitoring of a wide array of sensed data (blood pressure, heart rate, activity, geolocation) in real-time. It provides a tightly integrated system for seamless data and voice interaction between the elderly, caregivers, and healthcare professionals.

ELPROMS Ltd.- is an IT company focused on creating solutions based on the Internet of things technology. It was founded in 2018. in Zagreb, Croatia.

Three main business areas are:
- home automation (Smart Home) and upgrading of traffic infrastructure (Smart City),
- web platforms/applications for industry systems and smart sensors (Industry 4.0),
- modern event management solutions

IOTech Ltd.- a company that deals with SMART CITY solutions: mobile applications for utilities, solutions for monitoring, telemetry and regulation.

LEAN SCHEDULING EUROPE Ltd. – company founded to help manufacturers implement smarter and more innovative Planning and Scheduling Solutions. To help manufacturers reengineer their planning process, LSE is using the methodology and tools, developed in group Lean Scheduling.

MyRent Ltd.- The goal company is to completely simplify the entire rental process and automate everything from calendar synchronization and updating of information of advertised accommodation units, to the process check-in-and communication with guests. MyRent holds a leading position in the domestic market and is the only one channel manager and property management the system that offers full integration, connects customers to over 15o booking channels (both domestic and foreign), offers almost simultaneous updates through all channels (waiting period is less than a minute), software which can be personalized, Self-In® smart lock system which is directly related to MyRent's softwareom, and possibility PREMIUM professional technical support 24/7.

HUBBIG Ltd.- The mission of the company is to provide technologically innovative software solutions of high added value and easy accessibility that improve their customers' logistics operations using market-proven methodologies and lessons learned, while abiding by the principles of sustainable development of the company and the satisfaction of employees.

ENTERPRISES:

HRVATSKI TELEKOM Inc.- is a Croatian telecommunications company with over 5000 employees. Market leader in Croatia providing with full range of telecommunications services, fixed line and mobile telephone services, data transmission, internet and international communications. Main activity of Hrvatski Telekom d.d. (Croatian Telecom Inc.) and other subsidiary companies is the provision of telecommunications services, design and

	construction of communications networks on the Croatian territory. The Group also provides fixed telephone line service (access and traffic through fixed telephone lines and additional fixed network), Internet services including IPTV, data transmission services (lease of lines, Metro-Ethernet, IP / MPLS, ATM) and operates GSM and UMTS mobile telephone networks. **COMBIS Ltd.-** is a regional high-tech ICT company focused on development of appliacation, communication, security and system solutions and provisioning of services. We consult, develop, implement, integrate and maintain comprehensive information, application and communication solutions. We have proven our expertise and adaptibility, proactivity and customer dedication in more than a thousand projects in Croatia and abroad.

3. Main activities carried out

Qualitative / quantitative indicators

Please give a short description, describe activities and responsible parties

The specialist training was organized after the basic, and it last for 2 days: June 28 and 29, 2002: training in which the participants got acquainted in more detail with certain technologies of Industry 4.0

Basic training attended 11 SMEs, 2 enterprises, Faculty Faculty of Mechanical Engineering and Naval Architecture plus ZICER project members.

On which topic(s) was the training focused?

The following technologies were covered in detail:

- Additive manufacturing
- Cyber security-penteration testing
- Intelligent Sensors/IoT systems
- Advanced planning and scheduling

Any external expertise intervention? Please describe

The workshop was led by Tomislav Klasić from the Culmena company, who also gave a lecture at the Basic training.

The Culmena company launched the Project "100 Smart Factories" with the aim of creating as many Smart Factories as possible in Croatia and strengthening the Croatian economy and the competitiveness of manufacturing companies. Partners in the fields of automation, artificial intelligence, robotics, 5G, smart sensors and new technologies, which we are responsible for, also participate in the Project.

The advantages of the project :

• Better financial results

• Systematization of activities

• Large resource savings (financial, raw materials, human resources)

• Digitization of business processes

• Digitization of products, etc.

Mr. Klasić shared experience with this project.

Filip Valjak from the Faculty of Mechanical Engineering and Naval Architecture gave a lecture about Additive manufacturing

Danijel Teslić from COMBIS had a presentation with examples from practice about Cyber security- penetration test

Tin Obradović from Elproms team had a presentation about IoT systems

Blaž Svilan, Lean Scheduling Europe- led a workshop on Advanced planning and scheduling topic.

What was the format use for the training? Please describe

The training was in the form of an interactive workshop : lecturer's presentations + exercises of individual cases and discussions

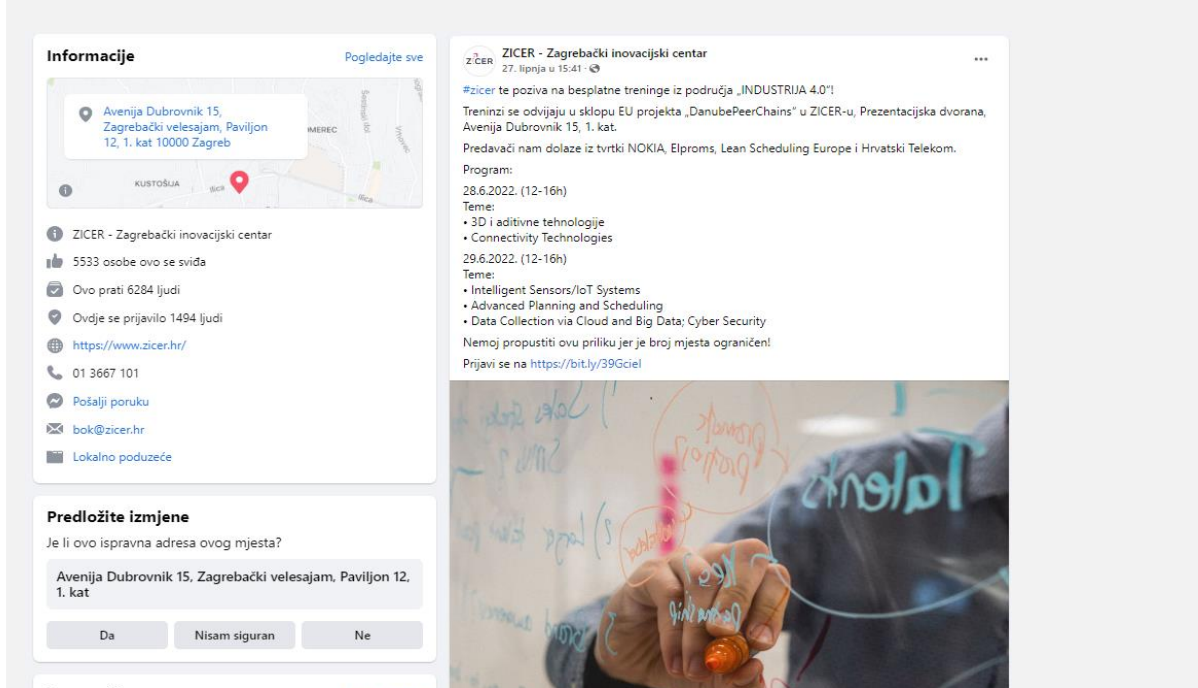**Creative tools / methodologies used? Please describe**

Exercises of individual cases (Advanced planning and Scheduling)

Practical example- IoT systems

Communication activities carried out to support the organization of the training

Invitation via email + social network open call

https://www.facebook.com/zicer.hr/photos/a.597734516928657/5144200265615370/

Feedback/Conclusions (Any issue faced or best practice to share?)

The participants said they got some ideas for further upgrade of skills. They expressed the need for more such workshops where they would have the opportunity to improve their knowledge but at the same time to connect with other SMEs for the exchange of knowledge, ideas and possible opportunities for cooperation. In particular, the two companies exchanged contacts for potential cooperation

Please past below the annexes' material

AVAILABLE DOCUMENTATION / AGENDA/ PARTICIPANT LIST/ METHODOLOGY / PICS TO SHARE

Participant list:

PARTICIPANT LIST

PROJECT: „Danube Peer Chains"- Integrated capacity building and training programme for DANUBE area labour and business support organisations, local industry and entrepreneurs to enter innovative transnational value CHAINS as PEER-level collaboration partners

Date and place: June 28 and 29, 2022, Zagreb Innovation Centre, Avenija Dubrovnik 15, Pavilion 12/1

D.3.2.2 Local pilot trainings to qualify digitalization specialist/entrepreneurs, Specialist training Industry 4.0
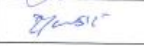
Name and Surname	Organisation	Email	Function	Signature	Do you accept to be contacted for survey and additional information collection purposes
ERNEST ANTOLOVIC	DIGITAL REALITY	ernest@digito-nedri.com	CEO	*(signature)*	Y
VIKTORIJA STRULJAK	SHIPSHARE d.o.o	viktorija@shipshare-solutions.com	office admin	*(signature)*	Y
ANTUN MARIC	3D TECH d.o.o.	antun@3dtech.hr	R&D	Maric	✓
Filip Valjak	FSB	filip.valjak@gmail.com	asistent	Valjak	Y

*I hereby give consent for my personal data to be used exclusively for the purpose of SMATH EU project's event cost justification

Name and Surname	Organisation	Email	Function	Signature	Do you accept to be contacted for survey and additional information collection purposes
Danijel Teslić	Combis d.o.o.	danijel-teslic@combis.hr	voditelj tima za ofenzivnu sigurnost	Dan Tosic	bt
Tomislav Ulasić	Culmena d.o.o.	tomislav.ulasic@culmena.hr	Project Associate	Ulaic J	✓
Davor Predavec	CHRONOS	davo@chronosworld.biz	CEO	DP	✓
Tihana Vučinić	CLVER TECHNOLOGY	tihana@cleveration...	CEO		✓
TIN OBRADOVIĆ	ELTROMS j.d.o.o	tin.obradovic@gmail.com	LEAD HARDWARE ENGINEER	Tin Obradović	✓
Mislav Ćorić	IOTech d.o.o.	mislav.coric@iotech.hr	CEO		✓
Zvonimir Bače	IOTech d.o.o	zvonimir.bace@iotech.hr	CIO		U
Blaž Skrlin	LSE d.o.o	blaz@... leon-skrlin@...	CEO		✓

Interreg
Danube Transnational Programme
DanubePeerChains

Z:CER
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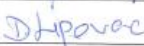| Name and Surname	Organisation	Email	Function	Signature	Do you accept to be contacted for survey and additional information collection purposes
VEDRAN TADIĆ	Hrvatski telekom	vedran.tadic @t.ht.hr	ICT BD Manager		No
MATEJA GUDEY	ZICER	Matja.gudej @zicer.h	Project manag...		✓
ALINA TE	MyRent	ALINA.TE@ my-rents.com	OPERATIONS MANAGER		✓
DANUELA LIPOVAC	HUBBIS	daniela.lipovac@hubbis..	OPERATION con MANAGER	D.Lipovac	✓
MANKO HELFRIH	ZICER.	marko.helfrih @zicer.hr	ASSISTANT DIRECTOR		✓
Igyana Barišić	2ICER	zeljana.bomac@2ruch	Project Specialist	Z/Barišić	✓

Z:CER
Just cafeteria
ZAGREB INNOVATION CENTRE

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Pictures:

Program:

Interreg
Danube Transnational Programme
DanubePeerChains

Integrated capacity building and training programme for DANUBE area labour and business support organisations, local industry and entrepreneurs to enter innovative transnational value CHAINS as PEER-level collaboration partners

Poštovani/a,

Zagrebački inovacijski centar vas poziva na treninge iz područja „INDUSTRIJA 4.0"

Treninzi se odvijaju u sklopu EU projekta „DanubePeerChains" u ZICER-u, (dvorana Akcelerator), Avenija Dubrovnik 15, 1. kat.

PROGRAM:

27.6.2022. (12-16h)
Teme:
- Industrija 4.0 i digitalne tehnologije
- Simulacija pametne tvornice

Predavači: prof.dr.sc. Nedeljko Štefanić, Fakultet strojarstva i brodogradnje; Tomislav Klasić, Culmena d.o.o.

28.6.2022. (12-16h)
Teme:
- 3D i aditivne tehnologije
- Connectivity Technologies

Predavač: Filip Valjak, Nokia (tbc)

Project co-funded by European Union funds (ERDF, IPA)

29.6.2022. (12-16h)
Teme:
- Intelligent Sensors/IOT systems
- Advanced planning and scheduling
- Data Collection via Cloud and Big Data; Cyber security

Predavači: predstavnici tvrtki Elproms, Lean Scheduling Europe, Hrvatski Telekom (tbc)

Molimo svoje sudjelovanje potvrdite do **petka, 24. lipnja 2022. godine do 15 sati** putem poveznice: https://bit.ly/39GcieI

*broj mjesta je ograničen i dodjeljivat će se po redoslijedu prijave. Potvrdu o sudjelovanju dobit ćete putem e-maila.

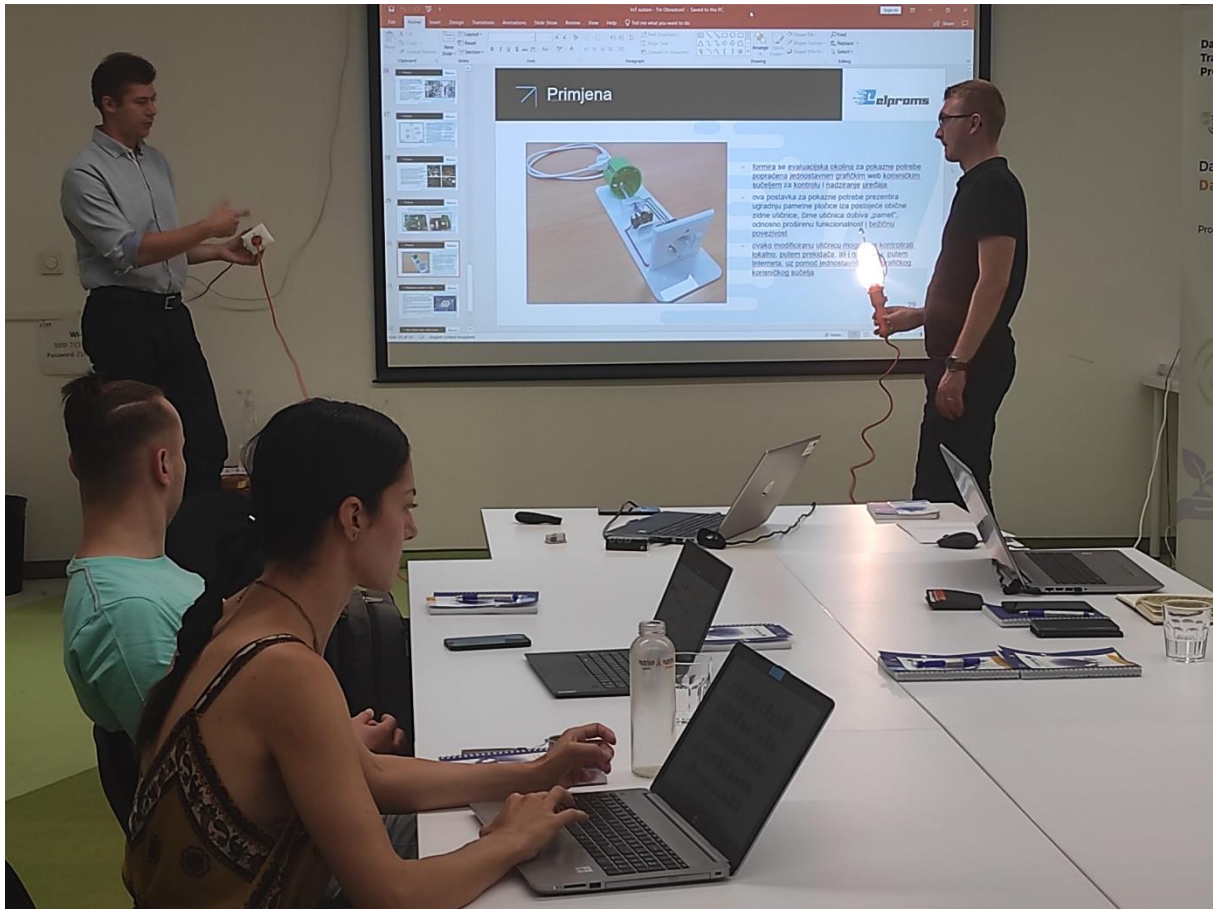# BASIC OFFLINE TRAINING FOR SME EMPLOYEES AND ENTREPRENEURS REPORT

Project Title: Integrated capacity building and training program for DANUBE area labour and business support organizations, local industry and entrepreneurs to enter innovative transnational value CHAINS as PEER-level collaboration partners

Project Acronym: DanubePeerChains

Project index number: DTP3-497-1.2

Work package	WPT3 – Pilot Action Implementation
Activity	AT3.2 Pilot action implementation for digitalization specialist and entrepreneurs
Deliverable	D.T3.2.2 Local pilot training trainings to qualify digitalization specialist/entrepreneurs
Partner responsible for the deliverable	ZICER

Table of contents

1. Introduction

The present document, elaborated by Zagreb Innovation Centre (ZICER) contributes to the implementation of the Local pilot trainings to qualify digitalization specialist/entrepreneurs (deliverable T3.2.2). Each project area will organize an offline training on a basic level for company employees and entrepreneurs with a general introduction to the term "Industry 4.0" Local/regional training course in native language has the goal to give an overview with the most relevant information to the technology-focused introduction in general.

Project partners will pilot trainings based on D.T2.2.1 "DanubePeerChains Training methodology" to qualify digitalization specialists/entrepreneurs and D.T2.2.2 Value-chain oriented training programme to qualify digitalization specialist and entrepreneurs.

Target: at least 10 SMEs + 2 enterprises
Output: Training course (one for each project area)
Expected Deliverable: 10 reports (one for each project area).

As task leader, ZICER is coordinating the collection of information on the way and the outputs of the local implementation of the activity with the following deliverable format.

If possible, the template should be filled shortly after the event, to provide a clearer perspective on where the project is going.

Feel free to include any additional information, should you believe it to be relevant and useful for the other partners.

2. Overview

Identification of event

NAME OF THE ACTIVITY		Training on a basic level
PARTNER		PBN
TITLE OF THE EVENT		Joint stakeholder event connected to digitalization
ACCESS LEVEL (free access, open call, invitation only)		Invitation only
LOCATION	Szombathely, Hungary	DATE 16-17. 02 2022
NUMBER OF PARTICIPANTS		Representatives from SMEs:18 Presenters from PBN side: 10 Total: 28
EVENT DIMENSION		local

Target group identification

NUMBER OF SMEs	3
NUMBER OF ENTERPRISES	4
DESCRIPTION OF THE PARTICIPANTS	i.e. sector/business activity of target group **Participated companies and its main activities:** FALCO - Manufacture of veneer sheets and wood-based panels MAM - Manufacture of other plastic products PACCOR - Manufacture of plastic packing goods TDK - Manufacture of electronic components VODAFONE - Wireless telecommunications NESTLE - Manufacture of cocoa, chocolate and sugar confectionery IKEA - Manufacture of other furniture

3. Main activities carried out

Qualitative / quantitative indicators

How did you elaborate your offline training?

Please give a short description, describe activities and responsible parties

In early January 2022, PBN began organizing its first local training related to the DanubePeerChains project. It soon became clear that it would be useful for our other projects to involve companies, so we decided to hold a joint event.

The visit to the companies also provided an opportunity to present a number of related projects, making the event a joint event. We have already worked closely with most of the companies, so we have also been able to identify possible future points of cooperation in connection with most of the projects listed.

Interreg Central Europe, Interreg Europe, and Danube Transnational Programme projects were also presented at the event, thus not only the implementation of the activities within the projects was successful, but also became a capitalization event.

The projects were linked to the event for the following purposes:

In the framework of the meeting, the smart senior room- implemented and developed partly in WP T2 of the **4STEPS** project- was shown and presented to companies. The representatives of the companies were informed about the facilities and services provided by the smart senior room. The value creation from data through digitalization services was also highlighted. We also presented the attendees the most updated digitalization services of am-LAB.

In the final regional conference, we disseminated the transnational learnings and results from the final transnational conference in Krakow as well as we also summarised the most important results of the **S3HubsinCE** project. Based on the conversation with the attended companies, new network and complementary regional initiatives might be also feasible in the near future.

Public events targeting SMEs or the relevant triple helix actors in the **Chain Reactions** project's regions will be identified and used for active dissemination through roundtables, parallel sessions and poster exhibition as available.

In the **DanubePeerChains** project, PBN implemented a so-called "Local Training" event related to D.T3.2.2 at a local level as part of an event combined with other projects. The main purpose of the trainings was to introduce the different digitization tools. In addition to presenting the tools, the representatives of the companies also shared their problems, which can be solved by the digitization tools presented.

In the framework of the **INTENCIVE** project, PBN organized 6 trainings - related to the pilot project - for companies in the Smart Senior Room. The purchased equipment were presented to the participants and they were informed about the services and technologies provided by the smart senior room.

UpGradeSME project joined to the joint local event held by PBN during which companied have been invited to learn about at.home and am-LAB digital services. PBN took the occasion to have a short discussion with the companies about their export challenges emerged through COVID-19 and shared international experience coming from project regions.

The **ERUDITE** project joined to PBN's joint local stakeholder event, during which businesses were invited to learn about the digital services provided by at.home and am-LAB. PBN also presented those good practices about foreign digital services which can be relevant for the invited companies.

As part of the **BRIDGES** project, the Pannon Business Network continues to analyze the value chain of the health sector, with a special focus on rehabilitation. The analysis examines how at.home can engage in an international value chain. To do this, we had a dialogue with companies through a local stakeholder meeting. PBN also presented good practices identified by project partners that may be relevant to businesses.

As the representative of **EIT Manufacturing Hub Hungary**, PBN organized a member recruitment event related to "3.3 Promote the EIT KTI model regionally" as part of an event combined with other projects. The main purpose of the event was to introduce the business and service portfolio of EIT Manufacturing and attract companies to join the EIT Manufacturing network.

A total of 21 companies were invited from Szombathely and the surrounding cities. Based on the first feedback, it became clear that at least 2-3 representatives from each company would arrive, so we decided to provide a 2-hour time interval for each company when the project is presented and the connection of our organization to achieve our project goals throughout the presentation of our two subfields:

- am-LAB - accredited digital innovation center
- at.home - demostrational room for digital solutions for home care

The recommended date mentioned earlier was February 16th and 17th. However, one company (FALCO ZRT.) indicated that the defined date is not suitable for them, but they would like to participate in the event, so we set an earlier date (09/02/2022).

Based on the subsequent feedback, we also decided that since some of the interested companies are rivaling each other, we created a separate attendance for each incoming company. In addition, the following question also arose whether we could take pictures of those interested, fortunately on the day of the event, a only one company did not allow pictures to be taken.

The final program plan was as follows:

	PBN	am-LAB	at.home
Main representatives	Balázs Barta	Attila Joós	Doroti Éva & Regina Rosta-Pethő
Planned duration	20 minutes	1 hour	25-30 minutes
Program	Presentation of connected projects in the framework of CE, IE and DTP	Teaching and learning factory (Boldizsár Könczöl)	About at.home (related international projects and product developments)
	Presentation of the cooperation with local	AR/VR solution (Ádám Takács)	Presentation of the 3 main area of at.home (Research

	universities (Doctoral school)		and development, training,demonstration environment)
	IPCEI cooperation presentation	Product development (Márton Magyarfalvi)	
	Introductory presentation of our 3 main pillar	Smart materials (Péter Mátyás)	
		Robotic solutions (Patrik Haraszti)	
		Data science (Ferenc Tolner)	

Based on the final feedback, 7 SMEs visited us as part of the event

- **MAM Hungary Kft.**
- **PACCOR – packaging solutions**
- **VODAFONE HUNGARY**
- **TDK Corporation**
- **NESTLE HUNGARY**
- **IKEA Indutry HUNGARY**
- **FALCO- wood industry**

The listed companies visited us at the following time periods

Time preiods		08:00-10:00	09:00-11:00	10:00-12:00	11:00-13:00	12:00-14:00	13:00-15:00	14:00-16:00	15:00-17:00	16:00-18:00
Date	09.02.2022			Falco						
	16.02.2022	MAM	Paccor		Vodafone			TDK		Nestlé
	17.02.2022		Ikea							

On which topic(s) was the training focused?

As the program attached above shows in the first half of the training, our main organization, PBN, was presented and our main strategic goals can serve as a point of contact for interested companies. In addition, projects in the above-mentioned program area were presented.

The second half of the event the areas of our digital innovation center are presented. Program :

- Teaching and learning factory
- AR / VR solutions
- Production development opportunities
- Robotic solutions
- Data science

In presenting the areas listed, participants had the opportunity to gain insight through practical examples of how each solution can help increase the production efficiency of the business.

In the third part of the event, at.home was presented as a demonstration environment for testing and developing digitization solutions related to home care.

All 3 of our areas have a strong focus on digitalisation, which can help the development of businesses in the area and contribute to their development projects with our expertise and projects' opportunities.

Any external expertise intervention? Please describe

During the event, our qualified colleagues presented the individual digitization areas, so no external expert was involved.

What was the format use for the training? Please describe

Most of the training is seminar setting, as we present the possibilities of using the listed devices and solutions as well as presenting them through case studies. The smaller part of the training is hands-on setting as it is possible to try e.g: VR glasses, robotics arm programming, 3D model design.

Creative tools / methodologies used? Please describe

During the program, we tried to tailor the planned program to the needs of the companies. So, if an area was more of an interest to the company, we spent more time there. Conversely, if a section from am-LAB or at.home was not relevant to the company, then only a general brief presentation was given to them.

Communication activities carried out to support the organization of the training
(website, social networks, newsletter, invitations, press)

The invitation for the companies was sent by our managing director to the representatives of the invited companies. The invitation included a brief presentation of our 3 areas and the planned program.

Feedback/Conclusions (Any issue faced or best practice to share?)

Based on the collected satisfaction questionnaires, we were able to identify additional collaboration opportunities for each of the participating companies that relate to the digitization solutions presented. The related satisfaction questionnaires were completed in Hungarian. We have included them. However, in this document we would like to summarize the points of cooperation that have arisen for some companies:

FALCO:

- visualization for controlling, displaying large amounts of complex databases

- data display: presentation of noise and pollutant emissions in an application and / or image film to the public
- interactive surfaces and reactive materials (4D printing)

MAM:

- Structure of data organization structure, interpretation of incoming data
- Analyze data with a predictive, management-assisted function
- Assisting the possibility of automation in quality assurance
- Error generation and error analysis
- Products made with limited serial printing by 3D printing

NESTLÉ:

- Trainings for intern at local level
- In the context of 3D printing scanning and 3D printing of the spare parts
- Using markers for quality visualization, production process display and technical visualization
- Application: Pixel-based analysis of products in production by scanning a QR code to an application customized for the company. Real-time display of company and production data.

PACCOR:

- Continuous, real-time display of product information and accurate production tracking data during production stages
- Support for predictive maintenance functions in production
- Supporting the structuring of data, mainly during quality control, and analyzing and evaluating data with advanced statistical methods, drawing conclusions

TDK:

- Possible education of the emloyees for the usage of different kind of new technologies

VODAFONE:

- am-LAB:Development of a private 5G mobile network at the SMC production line, serving as a demo case
- at.home: connection to a telemetry system: cooperation in the technical solution of storing and transmitting data from medical measuring devices placed in households

IKEA:

- solution for unique identification and tracking during production

- 3D printing (design of small elements and parts for furniture, 3D printing)
- AR visualization (eg interactive brochure, furniture assembly)
- augmented reality (Hololens) in maintenance
- data analysis: statistically based error forecasting
- environmentally reactive substances in product development

Please past below the annexes' material

AVAILABLE DOCUMENTATION / AGENDA/ PARTICIPANT LIST/ METHODOLOGY / PICS TO SHARE

The associated presentations and images as well as the attendance sheets were provided separately due to their large size.

SPECIALIST OFFLINE TRAINING FOR SME EMPLOYEES AND ENTREPRENEURS

REPORT

Project Title: Integrated capacity building and training program for DANUBE area labour and business support organizations, local industry and entrepreneurs to enter innovative transnational value CHAINS as PEER-level collaboration partners

Project Acronym: DanubePeerChains

Project index number: DTP3-497-1.2

Work package	WPT3 – Pilot Action Implementation
Activity	AT3.2 Pilot action implementation for digitalization specialist and entrepreneurs
Deliverable	D.T3.2.2 Local pilot training trainings to qualify digitalization specialist/entrepreneurs
Partner responsible for the deliverable	ZICER

Table of contents

1. Introduction

The present document, elaborated by Zagreb Innovation Centre (ZICER) contributes to the implementation of the Local pilot trainings to qualify digitalization specialist/entrepreneurs (deliverable T3.2.2). Each project area will organize an offline training on a basic level for company employees and entrepreneurs with a general introduction to the term "Industry 4.0" Local/regional training course in native language has the goal to give an overview with the most relevant information to the technology-focused introduction in general.

Project partners will pilot trainings based on D.T2.2.1 "DanubePeerChains Training methodology" to qualify digitalization specialists/entrepreneurs and D.T2.2.2 Value-chain oriented training programme to qualify digitalization specialist and entrepreneurs.

Target: at least 10 SMEs + 2 enterprises
Output: Training course (one for each project area)
Expected Deliverable: 10 reports (one for each project area).

As task leader, ZICER is coordinating the collection of information on the way and the outputs of the local implementation of the activity with the following deliverable format.

If possible, the template should be filled shortly after the event, to provide a clearer perspective on where the project is going.

Feel free to include any additional information, should you believe it to be relevant and useful for the other partners.

2. Overview

Identification of event

NAME OF THE ACTIVITY	Training on a basic level
PARTNER	PBN
TITLE OF THE EVENT	Funding opportunities for the digital transformation of manufacturing SMEs
ACCESS LEVEL (free access, open call, invitation only)	Free access

LOCATION	Budapest, Hungary	DATE	06 May 2022

NUMBER OF PARTICIPANTS	Online:21 In person: 14 Presenters: 6 **Total: 41**
EVENT DIMENSION	international

Target group identification

NUMBER OF SMEs	7
NUMBER OF ENTERPRISES	11
NUMBER OF UNIVERSITIES	4
Other (Clusters, agencies etc.)	7

DESCRIPTION OF THE PARTICIPANTS	i.e. sector/business activity of target group **Participated companies and its main activities:**		
	Name	Business activity	Fom of participation
	Scientific Association for Mechanical Engineering	Activities of other membership organisations n.e.c.	In person

	Alpok-Tech Ltd.	Machining	In person
	BetterDose	digital device development related to health care	In person
	Chamber of Commerce and Industry of Pécs-Baranya (CCIPB)-	Activities of other membership organisations	In person
	Innomine DIH	supporting the digitization of Europe	In person
	Duplitec Kft.	Wholesale of other machinery and equipment	In person (2 representatives)
	Spirocco Ltd.	Other research and experimental development on natural sciences and engineering	In person (2 representatives)
	Local Government of Pest County	n.a	In person
	TRADAR	Engineering activities and related technical consultancy	In person
	NanoCleanWorld	Other cleaning (air disinfection)	In person (2 representatives)
	Dr. Nemeth Veronika	Self-emloyed (consultant)	In person
	Technical University of Cluj Napoca	n.a	Online
	North-East Regional Development Agency	nonprofit, public utility institution	Online
	EIT Manufacturing East GmbH	n.a	Online (3 representatives)
	University POLITEHNICA from Bucharest	n.a	Online
	MV Labs S.r.l	Software engineering	Online
	University of Maribor	n.a	Online
	LHP Europe Srl	Engineering	Online
	AEI Tèxtils	Cluster formed by companies in the value chain of the advanced textile materials sector	Online
	SC PROCARDIA SRL	supplier of medical equipment and maintenance	Online (2 representatives)
	University of Firenze	n.a.	Online
	SMC Hungary	Non-specialised wholesale trade	Online

Steinbeis Europa Zentrum / Steinbeis 2i GmbH	n.a	Online
Pomurje Technology Park - DIH Smart Manufacturing	help in the growth and operation of existing companies	Online
Cluj IT Cluster	organization formed of active organizations in the information technology field	Online
HEPENIX Ltd	Other research and experimental development on natural sciences and engineering	Online
FAFORRÁS Kft.	Other research and experimental development on natural sciences and engineering	Online
IRS srl	design, manufacture and supply of innovative and customised test and measurement systems.	Online
projectix software	custom programming, data acquisition, database design, client-server and web-based software application development.	Online

3. Main activities carried out

Qualitative / quantitative indicators

How did you elaborate your offline training?

Please give a short description, describe activities and responsible parties

In April 2022, PBN began organizing 2 local trainings. After the first training session, it became clear that in addition to the possible digital solutions, companies also needed to be shown how and with what resources they could apply to implement an innovative idea. Based on preliminary discussions, the importance of funding sources that would allow local companies to gain opportunities and build links even internationally has begun to be outlined. Speaking of which, I4MS asked representatives of FundingBox and Mobile World Capital to join our training.

Following the positive feedback from them, the final agenda was supplemented with a presentation form EIT manufacturing, and 2 Hungarians, who had previously submitted successful applications, under the mentioned calls to tell the success story of our event participants.

The final agenda of the event:

Funding opportunities for the digital transformation of manufacturing SMEs

06. May 2022 II 10:00-12:00

Venue: Infopark 1 Building E - Neumann Janos utca - 1117 Budapest - Hungary

PROGRAM

10:00 – 10:05 ~ Welcome about DanubePeerChains

Balázs Barta - Pannon Business Network

10:05 – 10:15 ~ EIT Manufacturing calls (online)

Francesca Girardi - RIS Operations Manager, EIT Manufacturing)

10:15 – 11:00 ~ Cascade funding: A tool of financing for innovative projects and overview of 2022-2023 I4MS Funding Calls

Ola Sawicka Green - FundingBox

11:00 – 11:30 ~ Success cases of digitalization under I4MS Innovation Actions

Moderated by: Marta Portalés - Mobile World Capital

- Gergely Csaszar as a representant of Better Factory
- Boglarka Tompa as a representant of DigitBrain

11:30 – 12:00 ~ Interactive discussion with the potential applicants

Originally, we wanted to advertise the event to local companies, with a special focus on companies that had already attended the first training, but one of the speakers indicated that she could not attend in person. That is why we also had to organize an online broadcast of the event. Thus, together with the speakers / co-organizers, we decided to provide an opportunity not only for the speaker to get involved online, but also for those interested.

A registration page has been created on the Eventbrite interface for easier tracking. Through this interface, those interested could register either online or in person. Most of the companies participating in person have registered for our event by e-mail / phone. Online participants received information about the event via email and social media interfaces.

By the day of the event, a total of 21 personal and 51 online participation requests had been received.

On which topic(s) was the training focused?

In the first half of the event, the CEO of PBN said a few words about the project and the importance of implementing digital solutions and opened the event.

This was followed by a presentation by Francesca Girardi from EIT Manufactruing. In her presentation, Francesca mentioned all the calls for the possibility of companies in Hungary and other countries applying for the digitization of production. She explained the deadlines and the elements that must be included in the application.

After the EIT Manufacturin's representative, Ola Sawicka Green spoke on behalf of the Foundingbox. In her presentation, she talked about cascade funding opportunities. She spoke about the calls for 2022-2023, in the framework of which companies have the opportunity to submit a tender on the topic of production digitization.

From 11 a.m., a roundtable discussion moderated by Marta Portalés from Mobile World Capital began. In the first half of the roundtable discussion, the two Hungarian good practices were presented on behalf of Császár Gergely (BetterFactory) and Tompa Boglárka (DigitBrain). After the two good practices, during the roundtable discussion, the participants discussed the difficulties that companies face, especially in Hungary, in the field of production development. Furthermore, participants, both in person and online, had the opportunity to ask questions to the representatives of the good practices. They could also ask about the funding options mentioned earlier.

This was followed by the last section (which was not broadcast online) where the participants had the opportunity to consult bilaterally with the representatives of the calls/funding opportunities as well as with the representative of the am-LAB digital innovation center. This was a great opportunity for companies to find out what solution could help with a particular manufacturing problem, and then, with the help of representatives, they could find a possible call for financial support to implement it.

ABOUT THE PRESENTERS :

Balázs Barta - Balázs Barta graduated as economist, at Corvinus University in Budapest. He finished executive management studies at Insead, France and Wharton, USA. He earned his PhD in manufacturing technologies. He founded PBN in 2006, prior to that he was senior manager at multinational companies. He is a lecturer at multiple universities, lecturing from international marketing to digital technologies and data analytics. Balázs Barta coordinated elaboration of regional development programs, policy instrument improvement, company audits and product development. He is also frequent presenter at international conferences.

Francesca Girardi - Holds a master's in Global Governance from Leiden University. Before joining EIT Manufacturing, she worked in Brussels for several industry associations at the European level, gaining experience in interest representation, policy analysis and project management. In her role as RIS Operations Manager, she oversees implementation of the EIT Manufacturing Regional Innovation Scheme (RIS) strategy – including supporting activities of the RIS Hubs, monitoring RIS call and non-call activities and periodical reporting to EIT.

Ola Sawicka Green - Ola Sawicka Green, Marketing Coordinator at FundingBox. Ms Sawicka Green holds Masters Degree in Intercultural Business Psychology (2013) from the University of Gdansk, Poland. Ola has been working with FundingBox Accelerator since June 2021 with main expertise in communication of manufacturing projects financed by the European Commission such as I4MS4TS and ReStartSMEs. Moreover, she is responsible for events strategy for all projects managed by the FundingBox Group as well as groups' public relations.

Marta Portalés, PhD. - Since 2020 she is the Coordinator of the European Projects Department within Mobile World Capital after working as a Communication and Dissemination Executive of different H2020 Projects in the fields of smart mobility, connected cars, robotics and social impact of tech. Holds a PhD at the Journalism Department of the Autonomous University of Barcelona UAB (2019) about technology and society. Currently she is also a teacher at the Communications Faculty of the UAB.

Gergely Császár - Gergely Császár is the head of innovation and industry development project office at Chamber of Commerce and Industry of Pécs-Baranya (http://pbkik.hu). He is also managing the regional Enterprise Europe Network office in South West Hungary. Business-to-business and business-to-research matchmaking, IPR-related issues, cluster development, green and digitalisation projects belong to his and his teams daily activities.

Boglárka Tompa - Boglárka Tompa is a consultant at the Budapest-based innomine Digital Innovation HUB. She is coordinating national and international projects financed by the European Commission. Within 10 years of her project manager and consultant experience she concentrated on activities in the following sectors: innovation management, SME technological development, expertise in preparation of business plans, expertise in SMEs / entrepreneurship support and mentoring, proposal development, project implementation and financial management in Hungarian mainstream programmes (Economic Development and Innovation Operational Programme, Competitive Central

Any external expertise intervention? Please describe

Catering and online streaming were managed with the help of external experts.

What was the format use for the training? Please describe
Most of the training is seminar setting, as we present the possibilities of calls and good practices.

Creative tools / methodologies used? Please describe

In the last hour, companies had the opportunity to talk about their own problems with a representative of a digital innovation center (am-LAB). During the conversation with the representative, it became clear what digital solution could help the development of the production in the given company. After that, the company could get professional help with related calls and application requirements.

Communication activities carried out to support the organization of the training
(website, social networks, newsletter, invitations, press)

The invitation for the companies was sent via e-mail to the representatives of the invited companies. Furthermore, the event was promoted on LinkedIn and Twitter also.

Feedback/Conclusions (Any issue faced or best practice to share?)

Based on the collected satisfaction questionnaires, we were able to identify additional collaboration opportunities for each of the participating companies that relate to the digitization solutions presented and the presented calls.

Please past below the annexes' material

AVAILABLE DOCUMENTATION / AGENDA/ PARTICIPANT LIST/ METHODOLOGY / PICS TO SHARE

The associated presentations and images as well as the attendance sheets were provided separately due to their large size. Furthermore, the recording of the online streaming also attached separately.

BASIC OFFLINE TRAINING FOR SME EMPLOYEES AND ENTREPRENEURS REPORT

Project Title: Integrated capacity building and training program for DANUBE area labour and business support organizations, local industry and entrepreneurs to enter innovative transnational value CHAINS as PEER-level collaboration partners

Project Acronym: DanubePeerChains

Project index number: DTP3-497-1.2

Work package	WPT3 – Pilot Action Implementation
Activity	AT3.2 Pilot action implementation for digitalization specialist and entrepreneurs
Deliverable	D.T3.2.2 Local pilot training trainings to qualify digitalization specialist/entrepreneurs
Partner responsible for the deliverable	ZICER

Table of contents

1. Introduction

The present document, elaborated by Zagreb Innovation Centre (ZICER) contributes to the implementation of the Local pilot trainings to qualify digitalization specialist/entrepreneurs (deliverable T3.2.2). Each project area will organize an offline training on a basic level for company employees and entrepreneurs with a general introduction to the term "Industry 4.0"

Local/regional training course in native language has the goal to give an overview with the most relevant information to the technology-focused introduction in general.

Project partners will pilot trainings based on D.T2.2.1 "DanubePeerChains Training methodology" to qualify digitalization specialists/entrepreneurs and D.T2.2.2 Value-chain oriented training programme to qualify digitalization specialist and entrepreneurs.

Target: at least 10 SMEs + 2 enterprises
Output: Training course (one for each project area)
Expected Deliverable: 10 reports (one for each project area).

As task leader, ZICER is coordinating the collection of information on the way and the outputs of the local implementation of the activity with the following deliverable format.

If possible, the template should be filled shortly after the event, to provide a clearer perspective on where the project is going.

Feel free to include any additional information, should you believe it to be relevant and useful for the other partners.

2. Overview

Identification of event

NAME OF THE ACTIVITY		Local pilot trainings to qualify digitalization specialist/entrepreneurs
PARTNER		CLUSTERO
TITLE OF THE EVENT		"Digital Innovation in SMEs"
ACCESS LEVEL (free access, open call, invitation only)		Free access
LOCATION	Bucharest, online	DATE 17.02.2022
NUMBER OF PARTICIPANTS		15
EVENT DIMENSION		Local

Target group identification

NUMBER OF SMEs	10
NUMBER OF ENTERPRISES /	Enterprise:1 Clusters: 3 Research institute: 1
DESCRIPTION OF THE PARTICIPANTS	Participants belong to the following fields of activity: 10 SMEs: furniture and wood, textile, agro-food 3 clusters: mechatronics, wood and furniture, agro-food/ mechanical engineering; 1 research institute: mechatronics 1 enterprise/cluster: textile

3. Main activities carried out

Qualitative / quantitative indicators

How did you elaborate your offline training?

Please give a short description, describe activities and responsible parties

Local pilot training is designed for a period of 2 days. (D.T.2.2.3)

The first day training will be focused on the theoretical aspects and the identification of digitalisation challenges of each participating company.

The second day online/face- to- face digital innovation audits will take place.

On February 17th, 2022, CLUSTERO organized the first part of the training, an online

workshop.

Conclusions of the workshop:

Companies are still struggling with digitalisation and convergence to Industry 4.0;

(different stages of digital transition, most of SMEs are still at the beginning)

The companies need a clear roadmap (approaches, budgets etc.) for digitalisation, where to

start, and what to digitalise first (digitalisation of services and processes).

The companies are still trying to implement Industry 4.0.

The discussion for Industry 5.0 is something new

On which topic(s) was the training focused?

The training was focused on the following topics :

General presentation of DanubePeerChains

Digitization: the challenges Industry 4.0 & 5.0

Digitization concept. Digitial business model for Industry 4.0.

The mechanisms that can make the transition to Industry 5.0.)

Financing possibilities for digitization in the new programming stage 2021-2027.

Moderated sessions using training method Kahoot, going through the proposed topics;

Any external expertise intervention? Please describe

The external expert is consultant for ZENIT GmbH (The Centre for Research and Innovation in North Rhine-Westphalia, Germany).

He presented the following topics:

Digitization: the challenges Industry 4.0 & 5.0

(Digitization concept. Digitial business model for Industry 4.0.

The mechanisms that can make the transition to Industry 5.0.)

What was the format use for the training? Please describe

The format of the training was workshop. The workshop was organized online due to COVID

pandemic restrictions.

Creative tools / methodologies used? Please describe

The creative tool was training method Kahoot.

Conclusions of moderated sessions.

Topics which are the most common for the companies:

-Monitoring System in the Factory

- Resource Efficiency in Manufacturing

- Waste Free Manufacturing

- Digitalization of the Supply Chain

- Advance Manufacturing Process

- Change Management in Digital Transformation

Company needs, great and bad experiences

- The biggest barrier identified is the lack of financing for digitalisation: traditional sectors with low profit margin or Lohn production -> insufficient funds for converging to Industry 4.0 combined with the lack of public funding on the matter for now (transition period in Romania between financing periods, no open calls, companies lacking financing for digital transition);

- SMEs lacking technologies and equipment, and also low skilled workforce in terms of digitalisation;

- Where to start? Which are the priorities? Unclear starting point: investment in equipment versus investment and training of the workforce;

- Management resilient to change; traditional SMEs (family businesses) don't see the need for digital transition or they are reluctant;

- The fear that digitalisation, automatization and the use of robots and AI will lead to job loss (especially in the textile industry which is one of the biggest employers in the economy);

- Extremes identified: some companies do not have a website while others using state of the art technologies (AI robots)-> the need to have a consolidated approach;

- Re-skilling or up-skilling the existent workforce versus new workforce (different generations in terms of digitalisation).

Communication activities carried out to support the organization of the training

Invitation to support organization of the training.

Feedback/Conclusions (Any issue faced or best practice to share?)

Participants' feedback:

The companies are very interested in the subject, and some of them manifested interest in participating in the next training.

The exchange of information between the participants during the moderated sessions was welcomed, and companies were happy to share and learn from others.

However, since all activities are rather time consuming, companies are interested in real and con-create benefits (apart from discussions).

AGENDA

Workshop

Digital Innovation in SMEs

Date: February 17 th, 2022

Host: CLUSTERO

Format: ZOOM

https://us06web.zoom.us/j/81521491812

12:00 – 12:05	Participant registration and login on the ZOOM platform	
12:05 – 12:15	Presentation of Project DanubePeerChains	Daniel Cosnita CLUSTERO
12:15 - 12:45	Digitization: the challenges Industry 4.0 & 5.0	Michael Guth, The Centre for Research and Innovation in North Rhine-Westphalia, Germany
12:45 – 13:00	Financing possibilities for digitization in the new programming stage 2021-2027	Daniel Cosnita CLUSTERO
13:00 – 13:40	Moderate session - Digitization: barriers, challenges, needs and solutions	Daniel Cosnita CLUSTERO
13:40 – 13:50	Conclusions & future directions	All participants

PARTICIPANTS LIST

	Company	Name	Surname	Field	Type
1	Re-Text Studio	Edina	Gaszpor	Textile	SME
2	Casarbor	Kincso	Kakas	Wood and furniture	SME
3	Datsa Textil	Mirela Greti	Puiu	Textile	SME
4	Katty Fashion	Caterina	Ailiesei	Textile	SME
5	S&B Knitwear	Serban	Stratila	Textile	SME
6	Conflux	Cezar	Babii	Textile	SME
7	Caremil	Sorin	Chiriac	Textile	SME
8	IQ Robotics	Daniel	Balca	Agrofood	SME
9	INOE 2000	Ancuta	Ivan	Mechatronics	Research institute
10	SC Rifil SA/ Astrico North East cluster	Carmen	Boiciuc	Textile	Enterprise/ cluster
11	Pro Wood	Andrea	Sulyok Pal	Wood and furniture	Cluster
12	MECHATREC (cluster) / R&D Enginery 4.0	Dumitru	Tapu	Mechatronics	Cluster
13	IndAgro Pol	Cornelia	Muraru	Mechanical engineering/ Agrofood	Cluster
14	Agro Transilvania	Felix	Arion	Agrofood	Cluster
15	Furniture Producers Romania	Zsolt	Czine	Wood and furniture	SME
16	ISPA Development	Rezso	Kadar	Wood and furniture	SME

PARTNERS REPORTING/ DanubePeerChains AT3.2, D.T 3.2.2
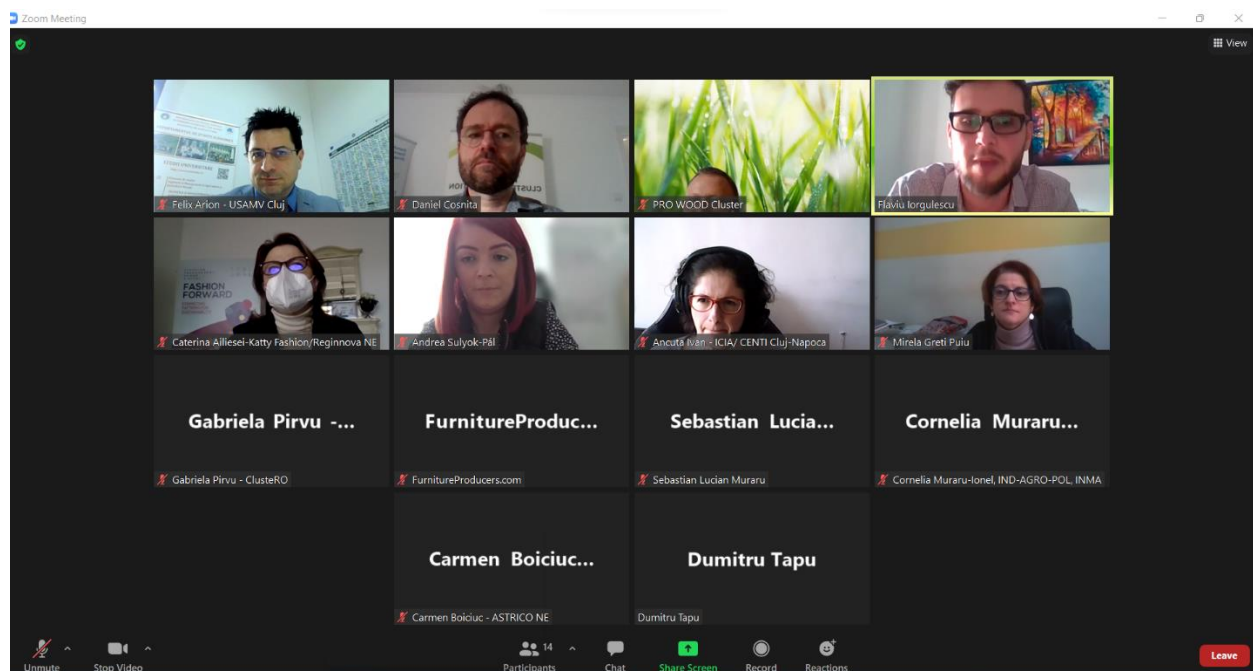
Metodology: training method Kahoot
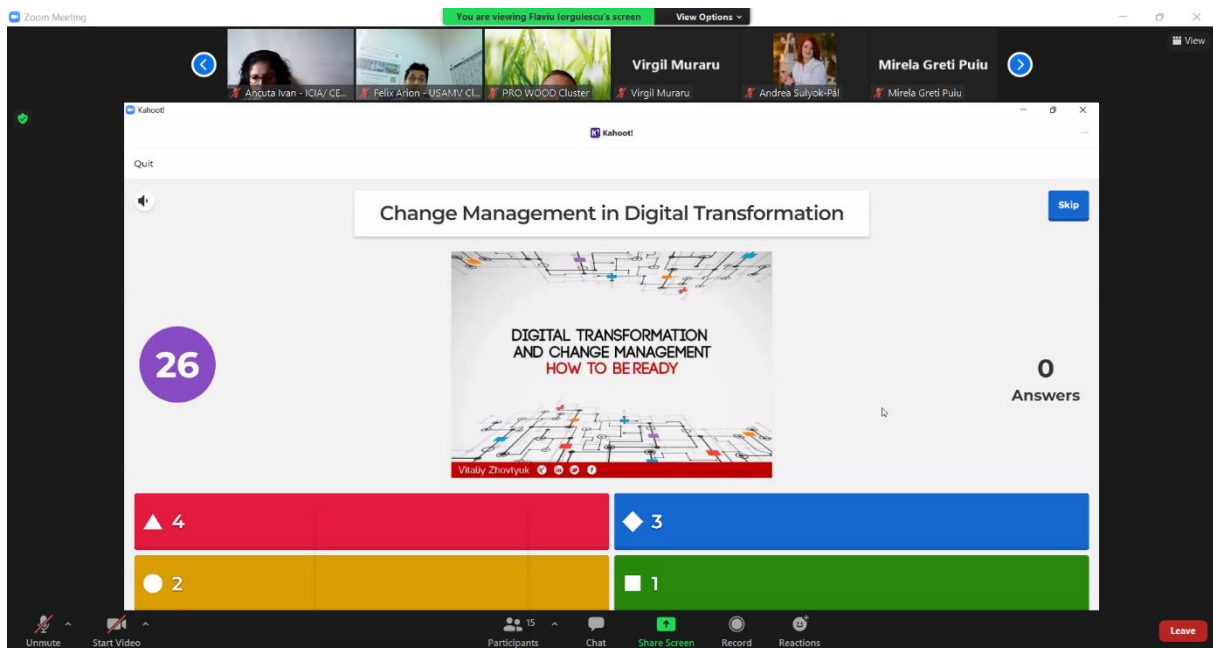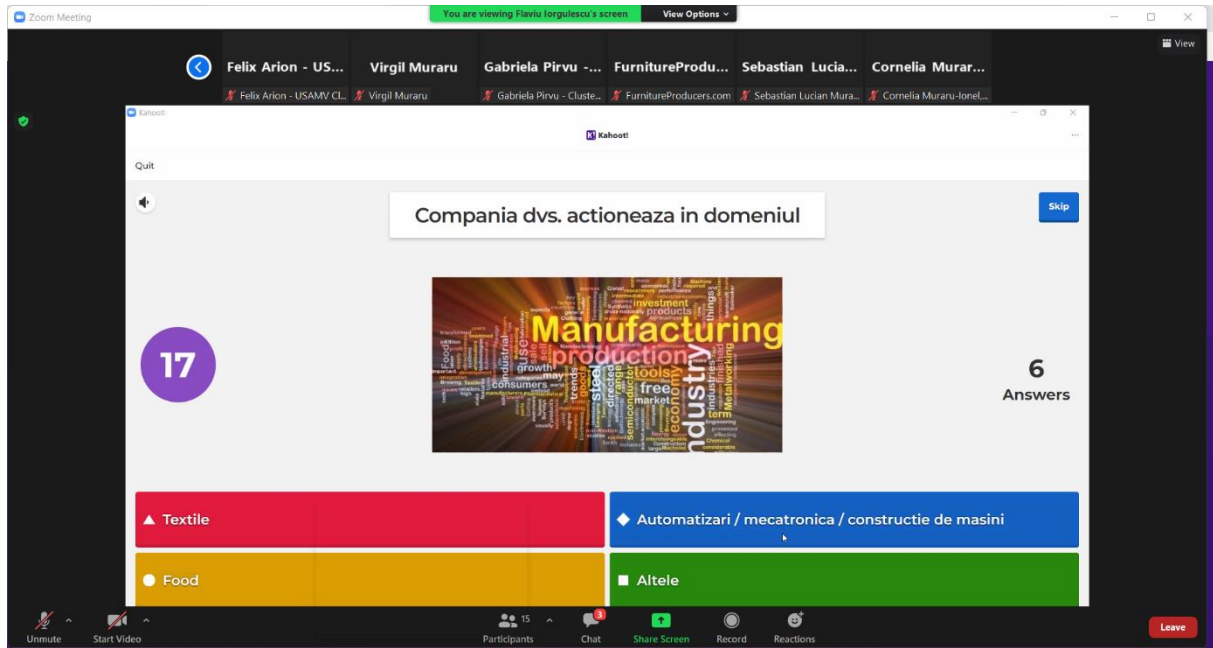
SPECIALIST OFFLINE TRAINING FOR SME EMPLOYEES AND ENTREPRENEURS

REPORT

Project Title: Integrated capacity building and training program for DANUBE area labor and business support organizations, local industry, and entrepreneurs to enter innovative transnational value CHAINS as PEER-level collaboration partners

Project Acronym: DanubePeerChains

Project index number: DTP3-497-1.2

Work package	WPT3 – Pilot Action Implementation
Activity	AT3.2 Pilot action implementation for digitalization specialist and entrepreneurs
Deliverable	D.T3.2.2 Local pilot training trainings to qualify digitalization specialist/entrepreneurs
Partner responsible for the deliverable	ZICER

Table of contents

1. Introduction
2. Overview
3. Main activities carried out

1. Introduction

The present document, elaborated by Zagreb Innovation Centre (ZICER) contributes to the implementation of the Local pilot trainings to qualify digitalization specialist/entrepreneurs (deliverable T3.2.2). Each project area will organize an offline training on a basic level for company employees and entrepreneurs with a general introduction to the term "Industry 4.0"
Local/regional training course in native language has the goal to give an overview of the most relevant information on the technology-focused introduction in general.

Project partners will pilot trainings based on D.T2.2.1 "DanubePeerChains Training methodology" to qualify digitalization specialists/entrepreneurs and D.T2.2.2 Value-chain oriented training programme to qualify digitalization specialist and entrepreneurs.

Target: at least 10 SMEs + 2 enterprises
Output: Training course (one for each project area)
Expected Deliverable: 10 reports (one for each project area).

As task leader, ZICER is coordinating the collection of information on the go and the outputs of the local implementation of the activity with the following deliverable format.

If possible, the template should be filled shortly after the event, to provide a clearer perspective on where the project is going.

Feel free to include any additional information, should you believe it to be relevant and useful for the other partners.

Identification of event

NAME OF THE ACTIVITY		Local pilot trainings to qualify digitalization specialist/entrepreneurs	
PARTNER		CLUSTERO	
TITLE OF THE EVENT		"Digital maturity and innovation audits for SMEs"	
ACCESS LEVEL (free access, open call, invitation only)		Free access	
LOCATION	Bucharest, online	DATE	April- June 2022
NUMBER OF PARTICIPANTS		7	
EVENT DIMENSION		Local	

Target group identification

NUMBER OF SMEs		7
NUMBER OF ENTERPRISES /		Enterprise: -
DESCRIPTION OF THE PARTICIPANTS	Participants belong to the following fields of activity: 7 SMEs: wood and furniture sector; SC Fatip SRL, SC Productie MultiNr SRL, SC Romdam SRL, SC Sculptura Secuiasca SRL, SC Wood Management SRL, SC Spiralwood Art SRL, SC Mondoimpex SRL	

3. Main activities carried out

Qualitative / quantitative indicators

How did you elaborate your offline training?

Please give a short description, describe activities and responsible parties
Local pilot training is designed for a period of 2 days. (D.T.2.2.3)
The first part training was focused on the theoretical aspects and the identification of digitalisation challenges of each participating company. This training was on a basic level for company employees and entrepreneurs.
The second part of the local pilot training was designed **on** digital innovation audits for specialists and entrepreneurs.

CLUSTERO organized the first part of the training, an online workshop on February 17th, 2022 and the second part of the training, which consisted of digital maturity and innovation audits, over the period of April- June 2022.

This report gives an overview of the digital innovation audits.

The Digital maturity and innovation audits were carried out at the level of manufacturing SMEs within the wood and furniture sector.

What was the format use for the training? Please describe.
The Digital maturity and innovation audits took place in three stages:
Stage 1:
On-line "face to face" meetings with the representatives of 7 SMEs, in order to carry out the auditing process.
The audit process, based on a questionnaire, is aiming at evaluating the digital maturity and innovative capacity of SMEs.
Stage 2
Analysing the questionnaires and formulating reports, reflecting the current situation of the evaluated companies as well as drafting recommendations on the tools available to SMEs in order to improve those aspects considered deficient or with a high potential for development.
Stage 3
The results were discussed with the 7 audited SMEs, together with specific recommendations and tools that can be used for further development.

On which topic(s) was the training focused?
The audit process was focused on 8 vectors: Innovation culture, Innovation and digitalisation strategy, Innovation management, Networking, Development of new processes and products, Research-Development, Access to New Markets and Digital maturity.

Any external expertise intervention? Please describe.

The external expert is consultant for ZENIT GmbH (The
Centre for Research and Innovation in North Rhine-Westphalia, Germany).

Creative tools / methodologies used? Please describe.
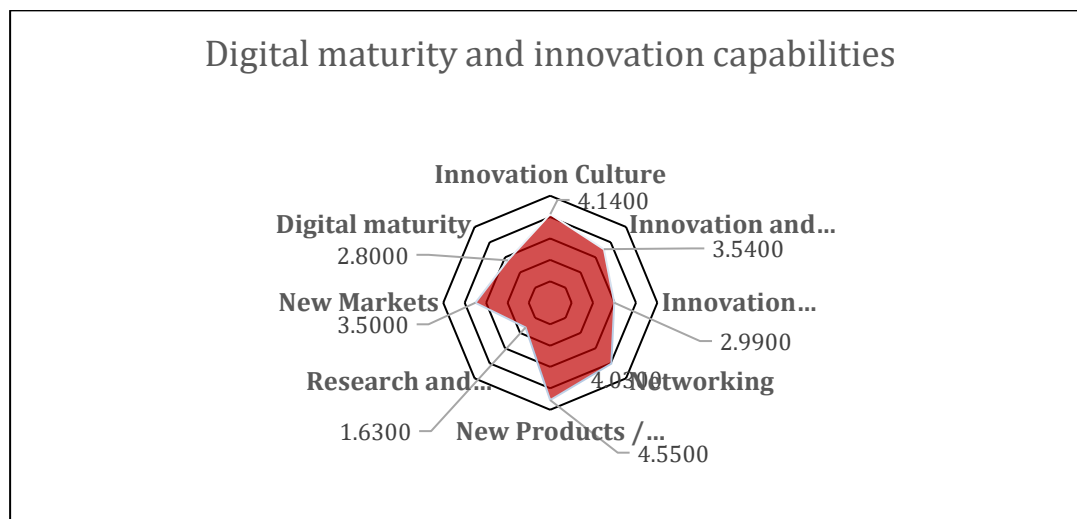
Moderated sessions, interactive discussions

Communication activities carried out to support the organization of the training

Discussions with Pro Wood cluster management and SMEs; The audited SMEs are members
of Pro Wood cluster.

Feedback/Conclusions (Any issue faced or best practice to share?)
Conclusions of digital maturity and innovation audits carried out at SMEs within the wood
and furniture sector.

The general situation of the audited companies is summarised in the graph below:

Digital maturity and innovation capabilities

- Innovation Culture 4.1400
- Innovation and... 3.5400
- Innovation... 2.9900
- Networking
- New Products / ... 4.5500
- Research and... 1.6300
- New Markets 3.5000
- Digital maturity 2.8000
- 4.0300

Overall, a large part of the analysed companies recorded above average values in the 8
vectors considered.
The SMEs are well positioned in terms of innovation culture in the enterprise, the capacity to
use digitalisation in developing new products and integration in various national and
international innovation networks.
Average values are recorded in terms of access to new markets, management of innovation
within the enterprise as well as the lack of a clear roadmap in adopting Industry 4.0 and
Industry 5.0
Low values were recorded in the research and development vector, digital maturity and
technological and infrastructure development.

Among the recommendations for SMEs, financial and non-financial instruments were
identified as follows:

PARTNERS REPORTING/ DanubePeerChains AT3.2, D.T 3.2.2

- cluster services and tools available for accessing new markets, technology transfer, international cooperation, adoption of digital technologies and processes;
- Enterprise Europe Network (the largest network at European level for cooperation, innovation and technology transfer for SMEs);
- RDI and digitalisation opportunities in the frame of Horizon Europe framework;
- various national financing opportunities;
- Competence Mapping services for companies with a high degree of innovation and potential for cross-sectoral development.

BASIC OFFLINE TRAINING FOR SME EMPLOYEES AND ENTREPRENEURS REPORT

Project Title: Integrated capacity building and training program for DANUBE area labour and business support organizations, local industry and entrepreneurs to enter innovative transnational value CHAINS as PEER-level collaboration partners

Project Acronym: DanubePeerChains

Project index number: DTP3-497-1.2

Work package	WPT3 – Pilot Action Implementation
Activity	AT3.2 Pilot action implementation for digitalization specialist and entrepreneurs
Deliverable	D.T3.2.2 Local pilot training trainings to qualify digitalization specialist/entrepreneurs
Partner responsible for the deliverable	ZICER

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1. Introduction

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3. Main activities carried out

4. Annexes

1. Introduction

The present document, elaborated by Zagreb Innovation Centre (ZICER) contributes to the implementation of the Local pilot trainings to qualify digitalization specialist/entrepreneurs (deliverable T3.2.2). Each project area will organize an offline training on a basic level for company employees and entrepreneurs with a general introduction to the term "Industry 4.0"
Local/regional training course in native language has the goal to give an overview with the most relevant information to the technology-focused introduction in general.

Project partners will pilot trainings based on D.T2.2.1 "DanubePeerChains Training methodology" to qualify digitalization specialists/entrepreneurs and D.T2.2.2 Value-chain oriented training programme to qualify digitalization specialist and entrepreneurs.

Target: at least 10 SMEs + 2 enterprises
Output: Training course (one for each project area)
Expected Deliverable: 10 reports (one for each project area).

As task leader, ZICER is coordinating the collection of information on the way and the outputs of the local implementation of the activity with the following deliverable format.

If possible, the template should be filled shortly after the event, to provide a clearer perspective on where the project is going.

Feel free to include any additional information, should you believe it to be relevant and useful for the other partners.

2. Overview

Identification of event

NAME OF THE ACTIVITY	Local Basic Training
PARTNER	DGO
TITLE OF THE EVENT	How to raise online visibility: First steps & hands-on training
ACCESS LEVEL (free access, open call, invitation only)	Open call

LOCATION	TechBase Regensburg Franz-Mayer-Str. 1, 93053 Regensburg	DATE	11th of May, 2022

NUMBER OF PARTICIPANTS	8
EVENT DIMENSION	Local

Target group identification

NUMBER OF SMEs	6
NUMBER OF ENTERPRISES	2
DESCRIPTION OF THE PARTICIPANTS	Machine engineering, automotive, digitalization

3. Main activities carried out

Qualitative / quantitative indicators

How did you elaborate your offline training?

Please give a short description, describe activities and responsible parties

The methodology and content of the training was elaborated based on the feedback of SMEs and entrepreneurs not only in our network, but also in the network of the regional chamber of commerce and industry as well as the chamber of crafts. Their members gave the feedback that theoretical input only is not sufficient. That's way our offline training is elaborated as a hands-on training. The training is designed as a half-day workshop and split up into four segments – each of it with an input and a practical part, where participants are encouraged to implement the learnings in their own digital environment. The content of each segment was proposed by our institution but eventually elaborated by our external expert Frank Herold and his team.

On which topic(s) was the training focused?

- Measurement & improvement of website performance, responsive design, user-friendly design
- Search engines : Google Business, Google Ads, Keyword research, SERPS
- SEO & SEA
- Social Media (Facebook, Instagram)
- Q&A session

Any external expertise intervention? Please describe

Frank Herold and his team at herold medien have plenty years of experience with raising online visibility for their customers. They are specialists in website building & performing, SEO, SEA and social media.

What was the format use for the training? Please describe

The hands-on training is split up into four segments – each of it with an input and a practical part, where participants are encouraged to implement the learnings in their own digital environment.

Creative tools / methodologies used? Please describe

Tools which are used : Google Search Console & Ubersuggest

Communication activities carried out to support the organization of the training

Website : https://www.digitale-oberpfalz.de/news-events/termine/detail/11/5/2022/digitale-sichtbarkeit-erste-schritte-und-hands-on-training

Registration : https://eveeno.com/sichtbarkeit

Newsletter :

Invitations :

11. Mai 2022 | DIGITALE SICHTBARKEIT: ERSTE SCHRITTE & HANDS-ON-TRAINING

Welche Möglichkeiten gibt es für Unternehmen, die digitale Sichtbarkeit zu erhöhen? Welche davon werden bereits genutzt? Im Workshop wird eine IST-Analyse durchgeführt, etwaige Lücken identifiziert & die praktische Umsetzung gestartet. Der Workshop richtet sich dabei an Mitarbeiter:innen aus KMU's, Gründer:innen, aber auch an Start-ups.

TERMIN | 11.05.2022, 13–17 Uhr, TechBase, Regensburg
INHALTE |

- Status Quo deiner Website
- Google: Wie schaffe ich es, dass Google mich mag?
- Social Media: Facebook & Instagram. Und vieles mehr!

ALLE INFOS & ANMELDUNG

>>Mehr Infos zu herold medien

WICHTIG |
Bringt für die Teilnahme am Workshop bitte einen Laptop mit.

Wir wünschen Euch viel Spaß!

V. Fetzer

T. Braun

Dr. Veronika Fetzer   Tanja Braun

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verschiedenen Beteiligungsmodelle dar.

INHALTE |

- Status Quo deiner Website
- Google: Wie schaffe ich es, dass Google mich mag?
- Social Media: Facebook & Instagram. Und vieles mehr!

TERMIN | 11.05.2022, 13–17 Uhr, TechBase, Regensburg

INFOS & ANMELDUNG

11. Mai 2022 | DIGITALE SICHTBARKEIT: ERSTE SCHRITTE & HANDS-ON-TRAINING

Welche Möglichkeiten habt Ihr für Eure Unternehmen Eure digitale Sichtbarkeit zu erhöhen und welche nutzt Ihr vielleicht schon? Im Workshop wird eine IST-Analyse Eurer Website durchgeführt, etwaige Lücken identifiziert & die praktische Umsetzung gestartet.
Wenn Ihr Mitarbeiter:innen aus KMU's oder auch Gründer:innen seid, ist der Workshop mit **herold medien** und ihren Expert:innen in Webdesign, TYPO3, SEO & Online-Marketing genau richtig für Euch!

WICHTIG | Bringt für die Teilnahme am Workshop bitte einen Laptop mit.

Wir wünschen Euch viel Spaß!

V. Fetzer

T. Braun

Prof. Dr. Veronika Fetzer   Tanja Braun

Social Media :

Digitale Gründerinitiative Oberpfalz
1.310 Follower:innen
2 Wochen •

Euer Onlineauftritt braucht einen Push? Dann ist der Workshop "Digitale Sichtbarkeit" am 11. Mai genau das Richtige

Frank Herold von herold medien zeigt Euch, wie Ihr Eure Website fit für Google, Social Media & Co. macht und Eure Kunden so richtig auf Euch aufmerksam macht!

INFOS & ANMELDUNG | https://bit.ly/3KK6j5U

TechBase Cluster Mobility & Logistics IT-Sicherheitscluster e. V. Gründerland Bayern Ostbayerische Technische Hochschule Regensburg OTH Amberg-Weiden

Maria Hirschberger und 9 weitere Personen

Gefällt mir   Kommentar

Digitale Gründerinitiative Oberpfalz
1.310 Follower:innen
3 Wochen •

Wie Ihr Eure Website fit macht, damit Eure Kunden Euch auch wirklich finden? Mit unserem Workshop am 11. Mai 2022!

Von der Analyse Eurer Website über Social Media und Google zeigen herold medien Euch wie Ihr Eure Zielgruppen am besten erreichen könnt!

herold medien TechBase OTH Amberg-Weiden Cluster Mobility & Logistics IT-Sicherheitscluster e. V. #digitalisierung #socialmedia #google #seo #usability #kmu

WORKSHOP

Erste Schritte und Hands-on-Training

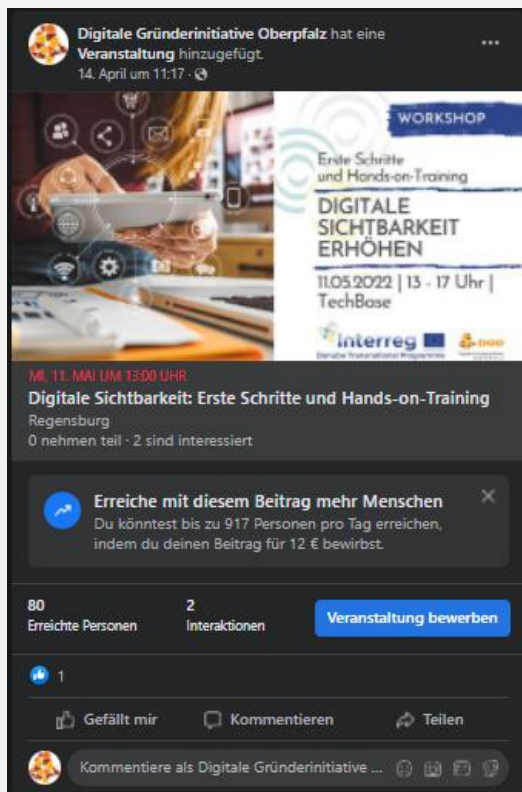DIGITALE SICHTBARKEIT ERHÖHEN

11.05.2022 | 13 - 17 Uhr | TechBase

Interreg
Danube Transnational Programme

Mi, 11. Mai, 13:00 bis 17:00 MESZ

Digitale Sichtbarkeit: Erste Schritte und Hands-on-Training

Regensburg, DE

1 Person nimmt teil

Event anzeigen

5   1 Share

Social Media :

Agenda:

AGENDA

13:00 - 14:00 | Status Quo of your Website

    Analysis & speed of the website
    Mobile First / Responsive Design
    Adaptation of your website to the mobile view (smartphone, tablet)
    Usability: How user-friendly is your website?

14:00 - 16:00 | Google: How do I make Google love me?

    Keyword research with free tools (seobility, Google Suggest)
    SEO Basics
    Google MyBusiness: Your free business profile on Google
    Google Ads: Place ads on Google
    SERPs: Search results in search engines

16:00 - 17:00 | Social Media: Facebook & Instagram

    Editorial plan
    Insights
    Meta Business Suite

17:00 | Q&A session

Participant List:

Vorname	Nachname	Unternehmen / Institution
Maximilian	Karl	Maschinenfabrik Reinhausen GmbH
Zlatica	Koceva	Creditreform Regensburg Aumüller KG
Sebastian	Kopp	Coleida GmbH
Sonja	Hildner	WALEA
Uli	Götz	Woodyfy
Carina	Prüll	R-Tech GmbH
Barbara	Hofmann	Bootsschule Regensburg
Mandy	Klockmann	KooSys GmbH

Photos:

PARTNERS REPORTING/ DanubePeerChains AT3.2, D.T 3.2.2

SPECIALIST OFFLINE TRAINING FOR SME EMPLOYEES AND ENTREPRENEURS

REPORT

Project Title: Integrated capacity building and training program for DANUBE area labour and business support organizations, local industry and entrepreneurs to enter innovative transnational value CHAINS as PEER-level collaboration partners

Project Acronym: DanubePeerChains

Project index number: DTP3-497-1.2

Work package	WPT3 – Pilot Action Implementation
Activity	AT3.2 Pilot action implementation for digitalization specialist and entrepreneurs
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Partner responsible for the deliverable	ZICER

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2. Overview

Identification of event

NAME OF THE ACTIVITY	Local Specialist Training
PARTNER	DGO
TITLE OF THE EVENT	Coding: Learning by playing
ACCESS LEVEL (free access, open call, invitation only)	Open call

LOCATION	TechBase Regensburg Franz-Mayer-Str. 1, 93053 Regensburg	DATE	22nd of June, 2022

NUMBER OF PARTICIPANTS	6
EVENT DIMENSION	Local

Target group identification

NUMBER OF SMEs	4
NUMBER OF ENTERPRISES	2
DESCRIPTION OF THE PARTICIPANTS	sensors, printing, digitalization

3. Main activities carried out

Qualitative / quantitative indicators

How did you elaborate your offline training?

Please give a short description, describe activities and responsible parties

The methodology and content of the training was elaborated by DGO. The training is designed as a full-day workshop and split up into three segments – each of it with an input and a practical part, where participants are encouraged to implement the learnings while attending a task in a gamification environment. The content of each segment was designed by our institution together with our external expert Prof. Dr. Markus Heckner. The training focused on participants who have no previous experience with programming languages and coding. In addition to the basics of chatbots, text & image recognition, participants gained insights into microcontroller hardware, basic concepts of programming & programming languages as well as software engineering concepts.

On which topic(s) was the training focused?

- Chatbot development
- Hardware (programming an Arduino)
- Text recognition

Any external expertise intervention? Please describe

Prof. Dr. Markus Heckner is professor for media informatics at OTH Regensburg. He has several years of experience with coding in different coding languages.

What was the format use for the training? Please describe

The hands-on training is split up into three segments – each of it with an input and a practical part, where participants are encouraged to implement the learnings while attending a task in a gamification set-up. In order to solve the problems that raised during the game, participants needed to train their coding skills.

Creative tools / methodologies used? Please describe

The training was set up in a gamification set-up so participants attended their tasks in levels.
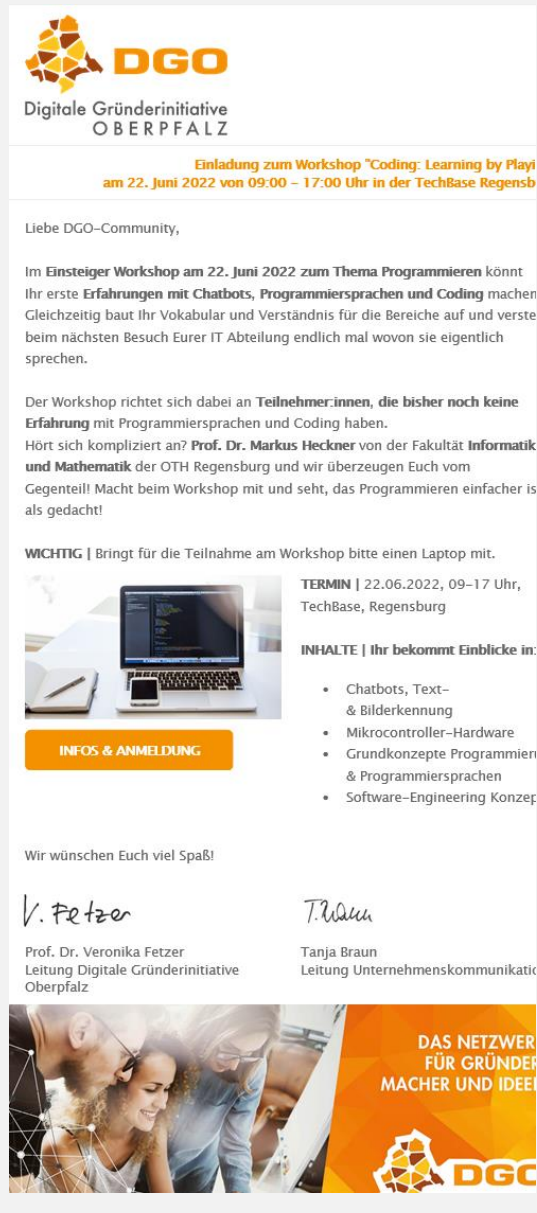
Communication activities carried out to support the organization of the training

Website : https://www.digitale-oberpfalz.de/news-events/termine/detail/22/6/2022/coding-learning-by-playing-einsteigerworkshop

Registration : https://eveeno.com/coding

Invitations :

DGO
Digitale Gründerinitiative
OBERPFALZ

Codingworkshop für Einsteiger "Coding: Learning by Playing"
22. Juni 2022 |09:00 – 17:00 Uhr | TechBase Regensburg

Liebe DGO-Community,

heute laden wir Euch herzlich zum **Codingworkshop für Einsteiger am 22. Juni 2022** ein! **Unter dem Titel "Coding: Learning by Playing"** erhaltet Ihr Einblicke rund um das Thema Programmieren.
Dabei sammelt Ihr erste **Erfahrungen mit Chatbots, Programmiersprachen sowie Coding** und baut Vokabular und vor allem Verständnis für die Bereiche auf.

Ihr habt bisher keine Erfahrung in diesen Bereichen? Dann ist der Workshop genau das Richtige für Euch! **Prof. Dr. Markus Heckner** von der Fakultät **Informatik und Mathematik** der OTH Regensburg und wir überzeugen Euch davon, dass Programmieren einfacher ist als gedacht!

Meldet Euch gleich heute an, die Plätze sind nämlich begrenzt!

WICHTIG | Bringt für die Teilnahme am Workshop bitte einen Laptop mit.

TERMIN | 22.06.2022, 09–17 Uhr, TechBase, Regensburg

INHALTE | Ihr bekommt Einblicke in:

- Chatbots, Text- & Bilderkennung
- Mikrocontroller-Hardware
- Grundkonzepte Programmierun & Programmiersprachen
- Software-Engineering Konzepte
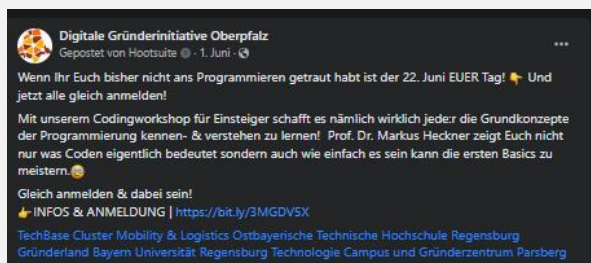
INFOS & ANMELDUNG

Wir wünschen Euch viel Spaß!

Prof. Dr. Veronika Fetzer
Leitung Digitale Gründerinitiative
Oberpfalz

Tanja Braun
Leitung Unternehmenskommunikation

Social Media :

Digitale Gründerinitiative Oberpfalz
Gepostet von Hootsuite · 1. Juni ·

Wenn Ihr Euch bisher nicht ans Programmieren getraut habt ist der 22. Juni EUER Tag! 👉 Und jetzt alle gleich anmelden!

Mit unserem Codingworkshop für Einsteiger schafft es nämlich wirklich jede:r die Grundkonzepte der Programmierung kennen- & verstehen zu lernen! Prof. Dr. Markus Heckner zeigt Euch nicht nur was Coden eigentlich bedeutet sondern auch wie einfach es sein kann die ersten Basics zu meistern.😊

Gleich anmelden & dabei sein!
👉INFOS & ANMELDUNG | https://bit.ly/3MGDV5X
TechBase Cluster Mobility & Logistics Ostbayerische Technische Hochschule Regensburg Gründerland Bayern Universität Regensburg Technologie Campus und Gründerzentrum Parsberg

CODING: LEARNING BY PLAYING
Einsteigerworkshop
22 Juni 2022, 9-17 Uhr

CODE IS COOL

Digitale Gründerinitiative Oberpfalz
1.493 Followerinnen
2 Monate •

Prorammieren ist nur was für "richtige" Informatiker? Not really! Wer es lernen will, der schafft das auch & wir zeigen Euch wie: Am 22. Juni!

Bei unserem Coding Workshop für Einsteiger bekommt Ihr nicht nur Einblicke in Grundkonzepte der Programmierung sondern lernt auch Software-Engineering Konzepte, Chatbots & co. kennen. 💻🖥️

Also los, meldet Euch gleich an, die Plätze sind nämlich begrenzt!

WORKSHOP
Codingworkshop für Einsteiger
CODING: LEARNING BY PLAYING
22. Juni 2022 | 09 - 17 Uhr | TechBase
Interreg Danube Transnational Programme DGO

Mi, 22. Juni, 09:00 bis 17:00 MESZ
Coding: Learning by Playing | Codingworkshop für Einsteiger
Regensburg, DE

Tobias Cvijic und 1 weitere Person nehmen teil

👍 4

👍 Gefällt mir   💬 Kommentar

Digitale Gründerinitiative Oberpfalz
1.493 Followerinnen
1 Monat •

Ihr arbeitet oft mit Coding-, Software- & IT-Expert:innen, habt aber keine Ahnung wovon sie eigentlich sprechen? Let us help!

Im Einsteigerkurs am 22. Juni 2022 zum Thema Coding zeigen wir Euch, dass es eigentlich einfach ist, die Basics soweit zu lernen, um zu verstehen worum es bei Python, Arduino und co eigentlich geht! Also los, meldet Euch gleich an und seid dabei!

🔶 INFOS & ANMELDUNG | https://bit.ly/3MGDV5X

TechBase Technologie Campus und Gründerzentrum Parsberg Cluster Mobility & Logistics Marketing & Career Service - Universität Regensburg Gründerland Bayern Ostbayerische Technische Hochschule Regensburg Universität Regensburg OTH Amberg-Weiden

CODING: LEARNING BY PLAYING
Einsteigerworkshop
22. Juni 2022, 9-17 Uhr

CODE IS COOL

PARTNERS REPORTING/ DanubePeerChains AT3.2, D.T 3.2.2

Social Media :

Digitale Gründerinitiative Oberpfalz
1.493 Follower:innen
1 Monat •

Programmieren ist kein Hexenwerk - jede:r kann es lernen! Wie? Zeigen wir Euch am 22. Juni bei Coding: Learning by Playing! 👇

Mit unserem Codingworkshop für Einsteiger:innen bekommt Ihr Einblicke in 💻 Mikrocontroller-Hardware, Grundkonzepte der Programmierung & Programmiersprachen und lernt Software-Engineering Konzepte, Chatbots & co. 🤖 kennen.

INFOS & ANMELDUNG | https://bit.ly/3sCjDSK

TechBase Cluster Mobility & Logistics Universität Regensburg Ostbayerische Technische Hochschule Regensburg

Digitale Gründerinitiative Oberpfalz
1.493 Follower:innen
1 Monat •

Bilderkennung? Mikrocontroller? Software-Engineering? Ihr versteht nur Bahnhof? Dann kommt am 22. Juni zu uns! 🤓

Im Coding Workshop für Einsteiger zeigen wir Euch, dass Programmieren einfacher als gedacht, relativ easy zu lernen und vor allem überall anwendbar ist! 🏛

◆ INFOS & ANMELDUNG | https://bit.ly/3MGDV5X

TechBase Technologie Campus und Gründerzentrum Parsberg Cluster Mobility & Logistics Marketing & Career Service - Universität Regensburg Gründerland Bayern IT-Sicherheitscluster e. V. Ostbayerische Technische Hochschule Regensburg Universität Regensburg

CODING:
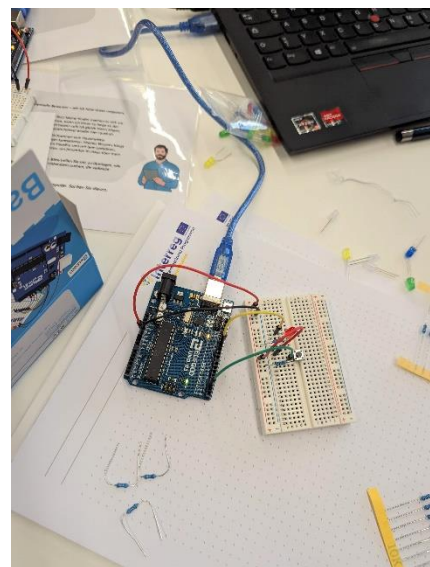LEARNING
BY
PLAYING

Einsteigerworkshop
22. Juni 2022, 9-17 Uhr

PARTNERS REPORTING/ DanubePeerChains AT3.2, D.T 3.2.2

Agenda:

09:00 - 09:30 | Welcome & Warm up
09:30 - 11:30 | Level 1: Chatbot
11:30 - 12:15 | Lunch break
12:15 - 13:55 | Level 2: Hardware
13:55 - 14:10 | Coffee break
14:10 - 16:00 | Level 3: Text recognition
16:00 - 16:10 | Break
16:10 - 16:45 | Feedback: I like, I wish, I learned

Participant List:

Vorname	Nachname	Unternehmen / Institution
Thomas	Harrieder	Universität Regensburg
Stefan	Koegst	Strategische Partnerschaft Sensorik e.V.
Jürgen	Mass	ikt Gromnitza GmbH
Marie-The	Fleckenstein	Universität Regensburg
Volker	Dollinger	Aumüller Druck GmbH & Co. KG
Johann	Kappenberger	Aumüller Druck GmbH & Co. KG

Photos:

PARTNERS REPORTING/ DanubePeerChains AT3.2, D.T 3.2.2

BASIC OFFLINE TRAINING FOR SME EMPLOYEES AND ENTREPRENEURS REPORT

Project Title: Integrated capacity building and training program for DANUBE area labour and business support organizations, local industry and entrepreneurs to enter innovative transnational value CHAINS as PEER-level collaboration partners

Project Acronym: DanubePeerChains

Project index number: DTP3-497-1.2

Work package	WPT3 – Pilot Action Implementation
Activity	AT3.2 Pilot action implementation for digitalization specialist and entrepreneurs
Deliverable	D.T3.2.2 Local pilot training trainings to qualify digitalization specialist/entrepreneurs
Partner responsible for the deliverable	ZICER

Table of contents

1. Introduction

The present document, elaborated by Zagreb Innovation Centre (ZICER) contributes to the implementation of the Local pilot trainings to qualify digitalization specialist/entrepreneurs (deliverable T3.2.2). Each project area will organize an offline training on a basic level for company employees and entrepreneurs with a general introduction to the term "Industry 4.0"
Local/regional training course in native language has the goal to give an overview with the most relevant information to the technology-focused introduction in general.

Project partners will pilot trainings based on D.T2.2.1 "DanubePeerChains Training methodology" to qualify digitalization specialists/entrepreneurs and D.T2.2.2 Value-chain oriented training programme to qualify digitalization specialist and entrepreneurs.

Target: at least 10 SMEs + 2 enterprises
Output: Training course (one for each project area)
Expected Deliverable: 10 reports (one for each project area).

As task leader, ZICER is coordinating the collection of information on the way and the outputs of the local implementation of the activity with the following deliverable format.

If possible, the template should be filled shortly after the event, to provide a clearer perspective on where the project is going.

Feel free to include any additional information, should you believe it to be relevant and useful for the other partners.

2. Overview

Identification of event

NAME OF THE ACTIVITY	Local pilot training to qualify digitalization specialists/entrepreneurs
PARTNER	SCSL
TITLE OF THE EVENT	How to make an effective digital transition?
ACCESS LEVEL (free access, open call, invitation only)	Open call

LOCATION	SC Škofja Loka, BBTC,	DATE	March 28. 2022 May 6. 2022

NUMBER OF PARTICIPANTS	14
EVENT DIMENSION	Local

Target group identification

NUMBER OF SMEs	2
NUMBER OF ENTERPRISES	7
DESCRIPTION OF THE PARTICIPANTS	The basic training was attended by experts and managers from 9 SMEs and companies from our local/regional partnership. They came from the fields of mechanical engineering, metrology, aluminum molding, plastic injection

	molding, furniture production, automation, and one from the BSO support organization and educators: SAX KONSTRUKCIJE D.O.O. LOTRIČ Meroslovje d.o.o. LTH CASTINGS d.o.o. Metrel Mehanika, d.o.o., Horjul Polycom Škofja Loka d.o.o. IMP PUMPS d.o.o. Alples d.o.o. KNT d.o.o. ŠC Škofja Loka GZS

3. Main activities carried out

Qualitative / quantitative indicators

How did you elaborate your offline training?

We prepared the training on the basis of close cooperation with partner companies and on the basis of knowledge of the needs of companies in our local and regional environment that are entering or implementing the process of digital transformation. Therefore, the training was focused on practical examples and organized as an interactive workshop.

Please give a short description, describe activities and responsible parties

Basic training in Industry 4.0 and digital technologies was held from dr.sc Peter Metlikovič, high rating adviser expert and trainer on the field of digital lean. He has experienced with past work on Faculty of Mechanical Engineering in Ljubljana. In first part of trainig we included also BSO view on digital transition and view from educational organization side.The duration of the basic training was two days. After the first day, the participants had the opportunity for individual consultations with trainer at the workshop, focused on the real challenge of digital transformation in their company.

On which topic(s) was the training focused?

- Global changes -the initiator of development, the importance of transition
- Technological trends and solving challenges on base of digitalizeid lean productin
- Toyota-methodology of business transformation
- The effective role of employees for a successful digital transition process

Any external expertise intervention? Please describe

DR SC Peter Metliković from Zavod Ptica privat company, founded in 2006 with the aim of supporting companies in four key interdependent areas:

• Strategic digital lean renewal of organizations - how to achieve growth with less resource consumption. Implementation of process renewal, understanding of customer needs, team visualization of the process, collaboration of departments, involvement of management, introduction of process improvements, connection with the supply chain, introduction of savings. Event organizer: http://mediji.gzs.si/slo//43608. Manager of multi-year transformation projects of companies of all sizes. Senior consultant in the international house https://www.oconsulting.com/.

- Development of new products - training companies for simultaneous management of several development and other projects
- Development of new products - training companies for simultaneous management of several development and other projects
- Coaching of groups, teams and individuals, as a doctoral thesis in applied psychology at the University of Ljubljana.

What was the format use for the training? Please describe

The training was an interactive workshop: lecturer's presentations + discussion regarding the given topics + small group work based on real cases from companies.

Creative tools / methodologies used? Please describe

For the introductory part of the training, all participants presented themselves and their company, and in

this way the lecturers got an insight into what their companies do and what the most common problems

are faced in relation to digital processes.

The lecturer introduced the participants to the Toyota methodology and creat small groups for solving practic challen

Communication activities carried out to support the organization of the training

Feedback/Conclusions (Any issue faced or best practice to share?)

Invitation via email + social network open call

The participants shared their experiences from the training through evaluation questionnaires. The overall impression is, that the content of training will be successful for participants in next steps in preparation for real digital transition. Through this wiev was important practical advices and cases of good practice, received from expert lecturers.

Please past below the annexes' material

AVAILABLE DOCUMENTATION / AGENDA/ PARTICIPANT LIST is uploaded on DPC share point in folder WP3 -basic trainings- SCSL.

SPECIALIST LEVEL OFFLINE TRAINING FOR SME EMPLOYEES AND ENTREPRENEURS REPORT

Project Title: Integrated capacity building and training program for DANUBE area labour and business support organizations, local industry and entrepreneurs to enter innovative transnational value CHAINS as PEER-level collaboration partners

Project Acronym: DanubePeerChains

Project index number: DTP3-497-1.2

Work package	WPT3 – Pilot Action Implementation
Activity	AT3.2 Pilot action implementation for digitalization specialist and entrepreneurs
Deliverable	D.T3.2.2 Local pilot training trainings to qualify digitalization specialist/entrepreneurs
Partner responsible for the deliverable	ZICER

Table of contents

1. Introduction

The present document, elaborated by Zagreb Innovation Centre (ZICER) contributes to the implementation of the Local pilot trainings to qualify digitalization specialist/entrepreneurs (deliverable T3.2.2). Each project area will organize an offline training on a basic level for company employees and entrepreneurs with a general introduction to the term "Industry 4.0"
Local/regional training course in native language has the goal to give an overview with the most relevant information to the technology-focused introduction in general.

Project partners will pilot trainings based on D.T2.2.1 "DanubePeerChains Training methodology" to qualify digitalization specialists/entrepreneurs and D.T2.2.2 Value-chain oriented training programme to qualify digitalization specialist and entrepreneurs.

Target: at least 10 SMEs + 2 enterprises
Output: Training course (one for each project area)
Expected Deliverable: 10 reports (one for each project area).

As task leader, ZICER is coordinating the collection of information on the way and the outputs of the local implementation of the activity with the following deliverable format.

If possible, the template should be filled shortly after the event, to provide a clearer perspective on where the project is going.

Feel free to include any additional information, should you believe it to be relevant and useful for the other partners.

2. Overview

Identification of event

NAME OF THE ACTIVITY		Local pilot training to qualify digitalization specialists/entrepreneurs	
PARTNER		SCSL	
TITLE OF THE EVENT		AR and VR as a tool for processes optimization	
ACCESS LEVEL (free access, open call, invitation only)		Open call	
LOCATION	SC Škofja Loka, BBTC,	DATE	May 12. 2022
NUMBER OF PARTICIPANTS		17	
EVENT DIMENSION		Local	

Target group identification

NUMBER OF SMEs	3
NUMBER OF ENTERPRISES	7
DESCRIPTION OF THE PARTICIPANTS	Specialist training was attended by experts and managers from 10 SMEs and companies from our local/regional partnership. They came from the fields of mechanical engineering, metrology, electric motors and components, aluminum injection molding, plastic injection molding,

	automotive tire production, automation, and one from BSO and education, who need to learn the usefulness of AR/VR technology in the educational process: Polycom Škofja Loka d.o.o. Goodyear Slovenija Lotrič Metrology Trelleborg Slovenija, d.o.o. Tipteh d.o.o. Knauf Insulation d.o.o. Iskraemeco, d.d. Knauf Insulation d.o.o. LTH Castings d.o.o. KNT d.o.o. SCSL GZS

3. Main activities carried out

Qualitative / quantitative indicators

How did you elaborate your offline training?

We prepared the training based on the needs of companies in our local and regional environment for quick and successful training of new employees and training of existing employees. Together with our most active partners, we identify VR and AR technology as very important tool for digitization and optimization of learning processes.

Please give a short description, describe activities and responsible parties

Specialist training for Industry 4.0 and digital technologies was conducted by expert Erik Kapfer, a highly rated expert and trainer for the NEON XR platform. The platform enables fast and efficient transformation of various 3D models, video clips, etc. into a virtual environment.

On which topic(s) was the training focused?

- Present the usefulness of AR technology in companies and education
- To present the environment and technological possibilities of the NEON XR platform
- To present to participants with current examples of good practices in the use of the platform
- interactive search for solutions to participants' challenges in this area of AR

Any external expertise intervention? Please describe

Erik Kapfer is the idea leader and co-founder of Pattern City Velenje. The model city functions as a research and development department of the People's University of Velenje, and at the same time it is an educational ecosystem. Erik is a technology enthusiast who spent five years gathering knowledge and experience in Amsterdam, where he participated in the development of a smart city and the introduction of new technologies. He has more than ten years of work experience in the film industry and media. In his previous companies, he mostly worked as a head of development departments and took care of innovative approaches using new technologies. He is currently engaged in promoting the implementation of XR content in business processes used for educational purposes and personnel development and development.

What was the format use for the training? Please describe

An interactive workshop with the presentation of the AR NEON XR platform and the presentation of examples of good practice. Finding solutions for specific challenges of participants and companies.

Advising participants after training for independent use of AR/VR technology licenses.

Creative tools / methodologies used? Please describe

In the introductory part of the training, all participants presented themselves and their company and v

so the lecturers got an insight into what their companies deal with and what the most common problems are

are faced in relation to digital processes.

The lecturer presented the NEON XR platform to the participants for solving practical challenges in an AR/VR environment..

Communication activities carried out to support the organization of the training

Feedback/Conclusions (Any issue faced or best practice to share?)

Participants shared their training experiences with evaluation questionnaires. The general The

Invitation via email + social network open call

Impression is that the content of the training was very interesting and important in the next steps of preparation for a real digital transition. Through this perspective, the practical advice and examples of good practices received from expert lecturers were also important.

Please past below the annexes' material

AVAILABLE DOCUMENTATION / AGENDA/ PARTICIPANT LIST is uploaded on DPC share point in folder WP3 -basic trainings- SCSL.

BASIC OFFLINE TRAINING FOR SME EMPLOYEES AND ENTREPRENEURS

REPORT

Project Title: Integrated capacity building and training program for DANUBE area labour and business support organizations, local industry and entrepreneurs to enter innovative transnational value CHAINS as PEER-level collaboration partners

Project Acronym: DanubePeerChains

Project index number: DTP3-497-1.2

Work package	WPT3 – Pilot Action Implementation
Activity	AT3.2 Pilot action implementation for digitalization specialist and entrepreneurs
Deliverable	D.T3.2.2 Local pilot training trainings to qualify digitalization specialist/entrepreneurs
Partner responsible for the deliverable	ZICER

Table of contents

1. Introduction

The present document, elaborated by Zagreb Innovation Centre (ZICER) contributes to the implementation of the Local pilot trainings to qualify digitalization specialist/entrepreneurs (deliverable T3.2.2). Each project area will organize an offline training on a basic level for company employees and entrepreneurs with a general introduction to the term "Industry 4.0"
Local/regional training course in native language has the goal to give an overview with the most relevant information to the technology-focused introduction in general.

Project partners will pilot trainings based on D.T2.2.1 "DanubePeerChains Training methodology" to qualify digitalization specialists/entrepreneurs and D.T2.2.2 Value-chain oriented training programme to qualify digitalization specialist and entrepreneurs.

Target: at least 10 SMEs + 2 enterprises
Output: Training course (one for each project area)
Expected Deliverable: 10 reports (one for each project area).

As task leader, ZICER is coordinating the collection of information on the way and the outputs of the local implementation of the activity with the following deliverable format.

If possible, the template should be filled shortly after the event, to provide a clearer perspective on where the project is going.

Feel free to include any additional information, should you believe it to be relevant and useful for the other partners.

2. Overview

Identification of event

NAME OF THE ACTIVITY		Local pilot training trainings to qualify digitalization specialist/entrepreneurs (specialist level)	
PARTNER		UB	
TITLE OF THE EVENT		CRM software	
ACCESS LEVEL (free access, open call, invitation only)		Open call	
LOCATION	Kneza Miloša 12, 11000 Belgrade	DATE	07.02.2022.
NUMBER OF PARTICIPANTS		3	
EVENT DIMENSION		Local	

Target group identification

NUMBER OF SMEs	3
NUMBER OF ENTERPRISES	

DESCRIPTION OF THE PARTICIPANTS	We had 3 participants who came from 3 different SMEs.

3. Main activities carried out

Qualitative / quantitative indicators

How did you elaborate your offline training? Please give a short description, describe activities and

responsible parties

The University of Belgrade organized training in cooperation with the Center for Digitization. Together we chose the most suitable topic for the training and the expert.

Milena Sretić held the training.

We first briefly introduced them to the DanubePeerChains project, the project's results so far, and future goals.

The second part of the training had two parts.

The first part of the training was theoretical. Milena explained what Customer Relationship Management is and what types of CRM exist. She also talked about process automatization and the digitization of CRM systems in organizations. Milena stated what is significant in defining parameters and software. She also gave some advice and examples of technical specifications.

The second part was a workshop. Participants defined customization of the example of CRM application software or the creation of new software.

On which topic(s) was the training focused?

The training had two parts:
In the first part of the training, we presented to the participants the DanubePeerChains project and its results so far. We also briefly introduced the goals by the end of the project.

The training focused on:
- What is CRM software?
- What types of CRM software are there?
- Examples of technical specifications
- Workshop: Selection of CRM software that meets the needs of the organization from which the participants come.

Any external expertise intervention? Please describe

To conduct the training as efficiently as possible, we organized it with the help of the Center for Digitization.

What was the format use for the training? Please describe

The training was offline and consisted of theoretical and practical parts. Due to COVID 19, fewer participants attended the training than expected.

Creative tools / methodologies used? Please describe

In the first part of the training, we presented the DanubePeerChains project to all participants. Milena theoretically explained the concept of digital internal process management, digital tools, and already developed applications.

After that, each participant described their company and, with Milena's help, decided on the best software and parameters for their organization.

Communication activities carried out to support the organization of the training

The training call was published on our social media.

http://www.ctt.bg.ac.rs/vesti/poziv-za-ucesce-na-treningu-crm-softveri/

http://www.ctt.bg.ac.rs/vesti/odrzan-trening-crm-softveri/

Feedback/Conclusions (Any issue faced or best practice to share?)

We received a very positive feedback from all participants (see detailed evaluation).

Please past below the annexes' material

AVAILABLE DOCUMENTATION / AGENDA/ PARTICIPANT LIST/ METHODOLOGY / PICS TO SHARE

BASIC OFFLINE TRAINING FOR SME EMPLOYEES AND ENTREPRENEURS

REPORT

Project Title: Integrated capacity building and training program for DANUBE area labour and business support organizations, local industry and entrepreneurs to enter innovative transnational value CHAINS as PEER-level collaboration partners

Project Acronym: DanubePeerChains

Project index number: DTP3-497-1.2

Work package	WPT3 – Pilot Action Implementation
Activity	AT3.2 Pilot action implementation for digitalization specialist and entrepreneurs
Deliverable	D.T3.2.2 Local pilot training trainings to qualify digitalization specialist/entrepreneurs
Partner responsible for the deliverable	ZICER

Table of contents

1. Introduction

The present document, elaborated by Zagreb Innovation Centre (ZICER) contributes to the implementation of the Local pilot trainings to qualify digitalization specialist/entrepreneurs (deliverable T3.2.2). Each project area will organize an offline training on a basic level for company employees and entrepreneurs with a general introduction to the term "Industry 4.0"
Local/regional training course in native language has the goal to give an overview with the most relevant information to the technology-focused introduction in general.

Project partners will pilot trainings based on D.T2.2.1 "DanubePeerChains Training methodology" to qualify digitalization specialists/entrepreneurs and D.T2.2.2 Value-chain oriented training programme to qualify digitalization specialist and entrepreneurs.

Target: at least 10 SMEs + 2 enterprises
Output: Training course (one for each project area)
Expected Deliverable: 10 reports (one for each project area).

As task leader, ZICER is coordinating the collection of information on the way and the outputs of the local implementation of the activity with the following deliverable format.

If possible, the template should be filled shortly after the event, to provide a clearer perspective on where the project is going.

Feel free to include any additional information, should you believe it to be relevant and useful for the other partners.

2. Overview

Identification of event

NAME OF THE ACTIVITY		Local pilot training trainings to qualify digitalization specialist/entrepreneurs (specialist level)	
PARTNER		UB	
TITLE OF THE EVENT		HR management in the service of business	
ACCESS LEVEL (free access, open call, invitation only)		Open call	
LOCATION	Kneza Miloša 12, 11000 Belgrade	DATE	29.01.2022.
NUMBER OF PARTICIPANTS		17	
EVENT DIMENSION		Local	

Target group identification

NUMBER OF SMEs	13
NUMBER OF ENTERPRISES	2

DESCRIPTION OF THE PARTICIPANTS	We had 17 participants who came from 13 different SMEs.

3. Main activities carried out

Qualitative / quantitative indicators

How did you elaborate your offline training? Please give a short description, describe activities and

responsible parties

The University of Belgrade organized training in cooperation with the Center for Digitization. Together we chose the most suitable topic for the training and the expert.

Nataša Stamenković held the training.

We first briefly introduced them to the DanubePeerChains project, the project's results so far, and future goals.

The second part of the training had three parts.

In the first part, Nataša briefly presented the organization of successful companies. She explained to the participants what an efficient organizational structure should look like and how they should determine the optimal number of employees. She also highlighted the importance of knowing the legal regulations to reduce potential business risks.

In the second part of the training, she talked about finding, selecting, and hiring professional people. She highlighted the importance of an efficient recruiting process and selecting talented employees. She also spoke about the importance of the employer's brand for the company's attractiveness in the labor market. In this part, she also dealt with the development of employees, as well as the introduction of new people into the business.

In the third part of the training, Natasa dealt with ways to motivate employees and measure performance.

Also, in this part, she talked about how to improve the skills of managers and ways to choose the right managers.

On which topic(s) was the training focused?

The training had two parts:
In the first part of the training, we presented to the participants the DanubePeerChains project and its results so far. We also briefly introduced the goals by the end of the project.

In the second part of the training, the focus was on the importance of HR management.

Any external expertise intervention? Please describe

To conduct the training as efficiently as possible, we organized it with the help of the Center for Digitization.

What was the format use for the training? Please describe

The training was held offline in a mixed theoretical-practical training.
For each of the topics, the participants would firstly get a theoretical introduction and a practical example.

Creative tools / methodologies used? Please describe

Each part of the training consisted of a theoretical part, and after that, we presented the participants' practical examples from practice.

Communication activities carried out to support the organization of the training
The training call was published on our social media.

http://www.ctt.bg.ac.rs/vesti/poziv-za-ucesce-na-treningu-menadzment-u-sluzbi-biznisa/

http://www.ctt.bg.ac.rs/vesti/odrzan-trening-menadzment-u-sluzbi-biznisa/

Feedback/Conclusions (Any issue faced or best practice to share?)

We received a very positive feedback from all participants (see detailed evaluation).

Please past below the annexes' material

AVAILABLE DOCUMENTATION / AGENDA/ PARTICIPANT LIST/ METHODOLOGY / PICS TO SHARE

SPECIALIST OFFLINE TRAINING FOR SME EMPLOYEES AND ENTREPRENEURS

REPORT

Project Title: Integrated capacity building and training program for DANUBE area labour and business support organizations, local industry and entrepreneurs to enter innovative transnational value CHAINS as PEER-level collaboration partners

Project Acronym: DanubePeerChains

Project index number: DTP3-497-1.2

Work package	WPT3 – Pilot Action Implementation
Activity	AT3.2 Pilot action implementation for digitalization specialist and entrepreneurs
Deliverable	D.T3.2.2 Local pilot training trainings to qualify digitalization specialist/entrepreneurs
Partner responsible for the deliverable	ZICER

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1. Introduction

The present document, elaborated by Zagreb Innovation Centre (ZICER) contributes to the implementation of the Local pilot trainings to qualify digitalization specialist/entrepreneurs (deliverable T3.2.2). Each project area will organize an offline training on a basic level for company employees and entrepreneurs with a general introduction to the term "Industry 4.0"
Local/regional training course in native language has the goal to give an overview with the most relevant information to the technology-focused introduction in general.

Project partners will pilot trainings based on D.T2.2.1 "DanubePeerChains Training methodology" to qualify digitalization specialists/entrepreneurs and D.T2.2.2 Value-chain oriented training programme to qualify digitalization specialist and entrepreneurs.

Target: at least 10 SMEs + 2 enterprises
Output: Training course (one for each project area)
Expected Deliverable: 10 reports (one for each project area).

As task leader, ZICER is coordinating the collection of information on the way and the outputs of the local implementation of the activity with the following deliverable format.

If possible, the template should be filled shortly after the event, to provide a clearer perspective on where the project is going.

Feel free to include any additional information, should you believe it to be relevant and useful for the other partners.

2. Overview

Identification of event

NAME OF THE ACTIVITY	Local pilot training trainings to qualify digitalization specialist/entrepreneurs (specialist level)
PARTNER	UB
TITLE OF THE EVENT	Digital process management
ACCESS LEVEL (free access, open call, invitation only)	Free access
LOCATION Kneza Miloša 12, 11000 Belgrade	DATE 18.01.202 10:00 - 15:00
NUMBER OF PARTICIPANTS	4 participants
EVENT DIMENSION	i.e. **Local,** Regional

<mark>Target group identification</mark>

NUMBER OF SMEs	4
NUMBER OF ENTERPRISES	
DESCRIPTION OF THE PARTICIPANTS	We had 4 participants who came from 4 different SMEs.

3. Main activities carried out

Qualitative / quantitative indicators

How did you elaborate your offline training?

Please give a short description, describe activities and responsible parties

The University of Belgrade organized training in cooperation with the Center for Digitization. Together we chose the most suitable topic for the training and the expert.

Milena Sretić held the training.

We first briefly introduced them to the DanubePeerChains project, the project's results so far, and future goals.

In the continuation of the training, Milena explained to the participants what digitization of internal processes is. She also presented some examples of existing applications and principles of customization.

After that, the participants were allowed to determine a software solution that could help them based on the activities and goals of their company/ organization.

On which topic(s) was the training focused?

The training focused on:

- general presentation of the DanubePeerChains project,

- digitization of internal processes- for whom it is intended, which processes can be digitized, and application/ software as a basis for digitization.

- presenting examples of existing applications.

- workshop: selection of software solutions for the participating companies.

Any external expertise intervention? Please describe

i.e. coaching, workshop, lectures

We consulted the expert of the Center for Digitization, Milena Sretić.

She held training on digitization, digitization tools, and software solutions.

What was the format use for the training? Please describe

The training was offline and consisted of theoretical and practical parts. Due to COVID 19, fewer participants attended the training than expected.

Creative tools / methodologies used? Please describe

In the first part of the training, we presented the DanubePeerChains project to all participants. Milena theoretically expla of digital internal process management, digital tools, and already developed applications.

After that, each participant described their company and, with Milena's help, decided on the best application/software

and parameters for their organization.

Communication activities carried out to support the organization of the training

(website, social networks, newsletter, invitations, press)

We promoted the training via social media of the Center for Technology transfer of the University of Belgrade.

http://www.ctt.bg.ac.rs/vesti/poziv-za-ucesce-na-treningu-digitalno-upravljanje-procesima/

http://www.ctt.bg.ac.rs/vesti/odrzan-trening-digitalno-upravljanje-procesima/

http://www.ctt.bg.ac.rs/vesti/poziv-za-ucesce-na-treningu-menadzment-u-sluzbi-biznisa/

http://www.ctt.bg.ac.rs/vesti/poziv-za-ucesce-na-treningu-e-trgovina-kako-i-zasto-uvesti-web-shop-u-poslovanje/

http://www.ctt.bg.ac.rs/vesti/odrzan-trening-menadzment-u-sluzbi-biznisa/

http://www.ctt.bg.ac.rs/vesti/odrzan-trening-e-trgovina-kako-i-zasto-uvesti-web-shop-u-poslovanje/

https://l.facebook.com/l.php?u=http%3A%2F%2Fwww.ctt.bg.ac.rs%2Fvesti%2Fpoziv-za-ucesce-na-treningu-digitalno-upravljanje-procesima%2F%3Ffbclid%3DIwAR3MMj9ZP9uzIgyz4mlqqsCAhOVF6oIaZwBqGPaMmQHBwiWbRQqmj8_qekY&h=AT0EuoebxwHSPLuxMrqC81LRBDyvp5G3ah9a9w5rhrHvepTEIvdyAnRqc4kS4IrRl67sqiTFXy0v0DY8jmMULs4mlU59vNWabPEDxSPz9xHjYxPVsOAnUbk6qAw9mS_B&__tn__=H-R&c[0]=AT0G4bp0SDbipjhbcO0pTibCMZYFxrnK2IKMqrSWdis-SW5nXC2eKFK02yKRRW37_IlzbSlayufmW-csv94aEP8xuVW-POjasM1nEyPPSIfFAeg85By9BSQXrBthNmeS4kxULSAB6FAwhOgu9fBlll_CENMxtLFA2p1yMVghb_Xuoj-sWMdO7Oe-b6paj4I_Elgn4JPRkw

https://l.facebook.com/l.php?u=http%3A%2F%2Fwww.ctt.bg.ac.rs%2Fvesti%2Fodrzan-trening-digitalno-upravljanje-procesima%2F%3Ffbclid%3DIwAR3pacojNxBpR9MtHPNsEmoSNfr_RrX25tZJ0pGfATAavBKDVoDOEx_YpOo&h=AT1lWNlZiYnchXpIIcQ55dFdNapJEIi2IXULSVe93MCOdbH_bBZhBLAm8jFQVZcCYLKKiqIPfMxF1s4V4kxm5witsQwJR_9G59JCMGwBlzVunCMMuJDFa9xXiCT8FmC9&__tn__=H-R&c[0]=AT3-bU0krBglW2xPKUyzVnH7AWYmSc3Njg-bjsIkHoc59_1DT4x_Jz_eNcfzifFGdEoBusI5U4gMebWwiMhPyW92Ryj1d51Dds6pJpzbhi7jxVWnAxQQfz8oWliwLeXG89I31kCn_yaYQz0LrXh8mcZjoNCV6LlqRBClA7NsTjsalTf5OD5V_RHnXqwnjtHR-

Feedback/Conclusions (Any issue faced or best practice to share?)

We received a very positive feedback from all participants (see detailed evaluation).

Please past below the annexes' material

AVAILABLE DOCUMENTATION / AGENDA/ PARTICIPANT LIST/ METHODOLOGY / PICS TO SHARE

SPECIALIST OFFLINE TRAINING FOR SME EMPLOYEES AND ENTREPRENEURS

REPORT

Project Title: Integrated capacity building and training program for DANUBE area labour and business support organizations, local industry and entrepreneurs to enter innovative transnational value CHAINS as PEER-level collaboration partners

Project Acronym: DanubePeerChains

Project index number: DTP3-497-1.2

Work package	WPT3 – Pilot Action Implementation
Activity	AT3.2 Pilot action implementation for digitalization specialist and entrepreneurs
Deliverable	D.T3.2.2 Local pilot training trainings to qualify digitalization specialist/entrepreneurs
Partner responsible for the deliverable	ZICER

Table of contents

1. Introduction

The present document, elaborated by Zagreb Innovation Centre (ZICER) contributes to the implementation of the Local pilot trainings to qualify digitalization specialist/entrepreneurs (deliverable T3.2.2). Each project area will organize an offline training on a basic level for company employees and entrepreneurs with a general introduction to the term "Industry 4.0"
Local/regional training course in native language has the goal to give an overview with the most relevant information to the technology-focused introduction in general.

Project partners will pilot trainings based on D.T2.2.1 "DanubePeerChains Training methodology" to qualify digitalization specialists/entrepreneurs and D.T2.2.2 Value-chain oriented training programme to qualify digitalization specialist and entrepreneurs.

Target: at least 10 SMEs + 2 enterprises
Output: Training course (one for each project area)
Expected Deliverable: 10 reports (one for each project area).

As task leader, ZICER is coordinating the collection of information on the way and the outputs of the local implementation of the activity with the following deliverable format.

If possible, the template should be filled shortly after the event, to provide a clearer perspective on where the project is going.

Feel free to include any additional information, should you believe it to be relevant and useful for the other partners.

2. Overview

Identification of event

NAME OF THE ACTIVITY		Local pilot training trainings to qualify digitalization specialist/entrepreneurs (specialist level)	
PARTNER		UB	
TITLE OF THE EVENT		E-commerce	
ACCESS LEVEL (free access, open call, invitation only)		open call	
LOCATION	Kneza Miloša 12, 11000 Belgrade	DATE	31.01.2022.
NUMBER OF PARTICIPANTS		6 participants	
EVENT DIMENSION		i.e. **Local,** Regional	

Target group identification

NUMBER OF SMEs	6
DESCRIPTION OF THE PARTICIPANTS	We had 6 participants who came from 6 different SMEs.

3. Main activities carried out

Qualitative / quantitative indicators

How did you elaborate your offline training?

Please give a short description, describe activities and responsible parties

The University of Belgrade organized training in cooperation with the Center for Digitization. Together we chose the most suitable topic for the training and the expert.

Aleksandra Golijan held the training.

We first briefly introduced them to the DanubePeerChains project, the project's results so far, and future goals.

The second part of the training had three parts.

In the first part, Aleksandra talked about the development of their company. Since they have a family business, she spoke about its development and the problems they faced during COVID 19.

In the second part, she, on the example of their company, explained how they came up with the idea of internet sales. She also described in detail the process of creating a webshop.

In the third part, she pointed out how important it is to connect the person and brand to increase sales.

On which topic(s) was the training focused?

The training focused on:

- general presentation of the DanubePeerChains project,
- ways of enterprise development and survival of SMEs during COVID 19,
- digitization of processes in SMEs and use of available digitization tools. Creating a webshop.
- The importance of connecting the personality of the owner/ representative and the brand.

Any external expertise intervention? Please describe
i.e. coaching, workshop, lectures

We consulted the expert of the Center for Digitization, Aleksandra Golijan.

What was the format use for the training? Please describe

The training was offline and consisted of theoretical and practical parts.

Creative tools / methodologies used? Please describe

Each part of the training consisted of a theoretical part, and after that, we presented the participants' practical examples from practice.

Communication activities carried out to support the organization of the training
(website, social networks, newsletter, invitations, press)

We promoted the training via social media of the Center for Technology transfer of the University of Belgrade.

http://www.ctt.bg.ac.rs/vesti/poziv-za-ucesce-na-treningu-e-trgovina-kako-i-zasto-uvesti-web-shop-u-poslovanje/

http://www.ctt.bg.ac.rs/vesti/odrzan-trening-e-trgovina-kako-i-zasto-uvesti-web-shop-u-poslovanje/

https://l.facebook.com/l.php?u=http%3A%2F%2Fwww.ctt.bg.ac.rs%2Fvesti%2Fpoziv-za-ucesce-na-treningu-e-trgovina-kako-i-zasto-uvesti-web-shop-u-poslovanje%2F%3Ffbclid%3DIwAR2Ejzmeg2WwjgEXA-3QsaPms2llA0NmVpQfwp40AeAxDx-zbc5wGXf8Zqk&h=AT0Lmdz3B8afpOFV9NVHFxgafTqHaEk9-e0cjoIWE5su2iaqtTJvenwBw4F66dxtg8W_Jmq4i7aAAkkNF1DA43co2gwFiyxvqpNcVXNvjyY_ZVlhMLyjwc65qgJB35lH&__tn__=H-R&c[0]=AT2TvxjoUlRlhksGTHJ6xtcw0nvZHfKQlGtPNS11y9oY-2_8ge6-6ymWnOaqHEFrJ9zQrH088bqZo5dbu4NNY8x6MfCFjGxeX5AqBlT0P-QBnsZcsvgITgyssOm1YGzVwSIsxZqot6DpP8Gwcv1iT2MQHUsd0W4gg4rDQ7oNGZslTbJsRfiQOlVqJP-dPN-eeysjKNtFKA

https://l.facebook.com/l.php?u=http%3A%2F%2Fwww.ctt.bg.ac.rs%2Fvesti%2Fodrzan-trening-e-trgovina-kako-i-zasto-uvesti-web-shop-u-poslovanje%2F%3Ffbclid%3DIwAR0FPY_9ncDddRkIaPJKMSsNDhLe-

PARTNERS REPORTING/ DanubePeerChains AT3.2, D.T 3.2.2

aQi5B1rhhUsRG_0EHofYbId60dTKY4&h=AT166vpu3o9XJDCVItF78FeSHI608PHxrtqK7Nk7Rl23upBTj SDW4gu_49vczVwkAuuIsAtlurEH0EOSGxB4LL- 90ZZZci9MpYzcd7hNIToMBBNyl09MeoUjvDKFUPKz&__tn__=H- R&c[0]=AT3S6SqhSGtLFuy_vzkjl0cqmMHVeGEEqkEFblZLIHDCCVV3rKZGC1yiK8xtmHPmpbYj4ccdI6x nhqIHH2oW8wSH3qYreWvKKP9OO4sYOobU3XAbVJeVvDrIfQClr0icIWKk85O79hSUG12sPOcY5HP6J jBYYcbJDeX-0cZt_vNCsN-34OWmpp4P5mVpN_9kIFDjd6mrCA

Feedback/Conclusions (Any issue faced or best practice to share?)

We received a very positive feedback from all participants (see detailed evaluation).

Please past below the annexes' material

AVAILABLE DOCUMENTATION / AGENDA/ PARTICIPANT LIST/ METHODOLOGY / PICS TO SHARE

BASIC OFFLINE TRAINING FOR SME EMPLOYEES AND ENTREPRENEURS

REPORT

Project Title: Integrated capacity building and training program for DANUBE area labour and business support organizations, local industry and entrepreneurs to enter innovative transnational value CHAINS as PEER-level collaboration partners

Project Acronym: DanubePeerChains

Project index number: DTP3-497-1.2

Work package	WPT3 – Pilot Action Implementation
Activity	AT3.2 Pilot action implementation for digitalization specialist and entrepreneurs
Deliverable	D.T3.2.2 Local pilot training trainings to qualify digitalization specialist/entrepreneurs
Partner responsible for the deliverable	ZICER

Table of contents

1. Introduction

The present document, elaborated by Zagreb Innovation Centre (ZICER) contributes to the implementation of the Local pilot trainings to qualify digitalization specialist/entrepreneurs (deliverable T3.2.2). Each project area will organize an offline training on a basic level for company employees and entrepreneurs with a general introduction to the term "Industry 4.0"
Local/regional training course in native language has the goal to give an overview with the most relevant information to the technology-focused introduction in general.

Project partners will pilot trainings based on D.T2.2.1 "DanubePeerChains Training methodology" to qualify digitalization specialists/entrepreneurs and D.T2.2.2 Value-chain oriented training programme to qualify digitalization specialist and entrepreneurs.

Target: at least 10 SMEs + 2 enterprises
Output: Training course (one for each project area)
Expected Deliverable: 10 reports (one for each project area).

As task leader, ZICER is coordinating the collection of information on the way and the outputs of the local implementation of the activity with the following deliverable format.

If possible, the template should be filled shortly after the event, to provide a clearer perspective on where the project is going.

Feel free to include any additional information, should you believe it to be relevant and useful for the other partners.

2. Overview

Identification of event

NAME OF THE ACTIVITY		Industrial Robotics Training	
PARTNER		/	
TITLE OF THE EVENT		Industrial Robotics Training	
ACCESS LEVEL (free access, open call, invitation only)		Open call	
LOCATION	Tuzla, FITT	DATE	18-19.4. 25-26.4.
NUMBER OF PARTICIPANTS		10	
EVENT DIMENSION		Regional	

Target group identification

NUMBER OF SMEs	8
NUMBER OF ENTERPRISES	2
DESCRIPTION OF THE PARTICIPANTS	We had 10 training participants in total, divided in two groups of five participants. The participants come from different sectors: automotive, food, metal, energy, piping, furniture and building material industry.

3. Main activities carried out

Qualitative / quantitative indicators

How did you elaborate your offline training?

The Industrial Robotics Training was divided into two pieces of training: the basic and the specialist. The training lasted for 5 days in total, two for the basic training and three for the specialist one. Both were held within the same week so that the participants could easier gain the base knowledge and then continue upgrading it.

The training was held for 10 participants, 5 participants per week, meaning that the complete Industrial Robotics Training lasted for two weeks (10 working days).

Prior to the training, we made an open call, which was posted on our website, all of our social media, and also, we sent out a Mailchimp to our partners, to work on the training visibility.

After the call was closed, we chose 10 participants from 10 different industries, in order to create an environment where candidates from different branches could get together and work on exchanging their ideas, and business perspectives and share experiences either from the training or from topics that are similar for all of them.

The participants were chosen due to different criteria such as type of industry, city/region that they are coming from and/or shown interest in the training.

The basic training lasted for two days (including the introduction to Industry 4.0 for half a day), and it was held on the 18-19 April and 25-26 April for two groups of training participants.

The training was focused on transferring know-how on working on the Fanuc industrial robot, and during those two days, the candidates had the opportunities to acquire knowledge such as:

1. Industrial robots – types, use, benefits
2. Safety
3. Robot system
4. Robot jogging
5. Coordinate systems
6. Creating payload, user and tool frames
7. Robot movement (types of movements)
8. IO signals
9. Basic programming
10. Pick and place application

After finishing the first/basic part of the Industrial Robotics Training, the participants acquired basic knowledge in properly operating and programming industrial robots and thus were ready for the advanced training.

Please give a short description, describe activities and responsible parties

The basic training in the Industrial Robotics Training is focused on transferring know-how in the basics of industrial robots, how to safely work and operate the machines, robot jogging and programming of Fanuc industrial robots.

The basic training lasted for two days (including the introduction to Industry 4.0 for half a day), and it was held on the 18-19 April and 25-26 April for two groups of training participants.

FITT is the main organizer of the training, and for the training external expertise was hired.

The organizing activities consist of:

1. Creating the training call
2. Publishing the training call on our website, social media and mailchimp
3. Selecting training participants
4. Contacting training participants
5. Basic training

On which topic(s) was the training focused?

The training was focused on operating and programming the Fanuc industrial robot.

The participants have undergone following topics:

1. Industrial robots – types, use, benefits
2. Safety
3. Robot system
4. Robot jogging
5. Coordinate systems
6. Creating payload, user and tool frames
7. Robot movement (types of movements)
8. IO signals
9. Basic programming
10. Pick and place application

Any external expertise intervention? Please describe

For the training implementation, we hired an external expert with experience in industrial robotics training.

What was the format use for the training? Please describe

The training was held offline in a mixed theoretical-practical training.

For each of the topics, the participants would firstly get a theoretical introduction and a practical example, and then each of the participants will repeat the shown task and try to solve individually a slightly changed task.

Creative tools / methodologies used? Please describe

The used methodology consists of presenting a topic theoretically and then applying the theory in practice, by seeing its use directly on the robot and how that topic affect the operation and programming of a industrial robot.

Communication activities carried out to support the organization of the training

The training call was published on our social media and through Mailchimp.

Facebook: https://www.facebook.com/f4itt/videos/438449131383264/

LinkedIn: https://www.linkedin.com/posts/f4itt_foundation-for-innovation-technology-and-activity-6918123768611504129-rqjn?utm_source=linkedin_share&utm_medium=member_desktop_web

Mailchimp: https://mailchi.mp/11b8b269c674/fitt-dapec-2nd-newsletter-15354805

Google Form for collecting responses:

Feedback/Conclusions (Any issue faced or best practice to share?)

This type of training has interested many companies in having hands-on training on highly modern machines and in highly-modern technologies.

In conclusion, the training participants were satisfied with the training outcome, and they were looking forward to the second part of the training – the specialist training.

Please past below the annexes' material

AVAILABLE DOCUMENTATION / AGENDA/ PARTICIPANT LIST/ METHODOLOGY / PICS TO SHARE

Agenda for the first group

AGENDA

Industrial Robotics Training

Basic Training

18 – 19 April 2022
Tuzla

Monday, 18 April 2022
8:00 – 8:15	Welcome by FITT, shortly about DanubePeerChains project
8:15 – 11:00	Introduction to Industry 4.0
11:00 – 12:00	Lunch break
12:00 – 14:00	Training
14:00 – 14:15	Coffee break
14:15 – 16:00	Training

Tuesday, 19 April 2022
8:00 – 11:00	Training
11:00 – 12:00	Lunch Break
12:00 – 14:00	Training
14:00 – 14:15	Coffee break
14:15 – 16:00	Training

Agenda for the second group

AGENDA

Industrial Robotics Training

Basic Training

25 - 26 April 2022
Tuzla

Monday, 25 April 2022

8:00 – 8:15	Welcome by FITT, shortly about Danube Peer Chains project
8:15 – 11:00	Introduction to Industry 4.0
11:00 – 12:00	Lunch break
12:00 – 14:00	Training
14:00 – 14:15	Coffee break
14:15 – 16:00	Training

Tuesday, 26 April 2022

8:00 – 11:00	Training
11:00 – 12:00	Lunch Break
12:00 – 14:00	Training
14:00 – 14:15	Coffee break
14:15 – 16:00	Training

List of Participants

List of Participants – Basic and Specialist Training

	Name	City	Phone number	Company	Email	Type of company
1	Hatidža Botić	Sarajevo	060 34 04 911	Veritas Automotive	hatidza.botic@veritas-ag.de	MSP
2	Stanislav Nikolić	Brčko	066 537 903	Energosistem	stanislav.nikolic@energosistembrcko.com	MSP
3	Sanjin Fajić	Bosanska Krupa	061 435 337	AKM Technology	sani_bk@hotmail.com	MSP
4	Nikola Ljubičić	Prijedor	065 748 903	Mira [Kraš]	nikola.ljubicic@kras.hr	Enterprise
5	Armin Kovačić	Gračanica	061 397 797	BEMA BA	arminkovacevic.297@gmail.com	MSP
6	Benjamin Ćerimagić	Gradačac	064 424 90 35	CIMOS	benjamin.cerimagic@cimos.eu	Enterprise
7	Dejan Petrović	Bijeljina	066 811 642	IGM Drina	dejanpetrovic993@outlook.com	MSP
8	Irfan Abazović	Zenica	062 519 070	RM LH	abazovic.irfan@outlook.com	MSP
9	Demir Hamzić	Tuzla	062 208 697	TTU Energetik	demir.hamzic@ttuenergetik.ba	MSP
10	Elvedin Mehić	Brčko	061 966 557	Rattan Sedia	rattan.dino@gmail.com	MSP

Participants were divided in two groups: numbers 1-5 from the list were in the first group (18-19 April basic training and 20-22 April specialist training) and numbers 6-10 from the list were in the second group (25-26 April basic training and 27-29 April specialist training).

Attendance Sheets

Ime prezime	Spol	Mjesto	Firma	Telefon	Potpis
Hatidža Botić	Ženski	Sarajevo	Veritas Automotive	060 34 04 911	Botić Hatidža
Stanislav Nikolić	Muški	Brčko	Energosistem	066 537 903	
Sanjin Fajić	Muški	Bosanska Krupa	AKM Technology	061 435 337	
Nikola Ljubičić	Muški	Prijedor	Mira d.o.o. Članica Kraš grupe	065 748 903	
Armin Kovačić	Muški	Gračanica	BEMA BA	061 397 797	Kovačević Armin

Title of training: Industrial Robotics Training

Date: 18.4. – 22.4.

Location: Tuzla, B&H

www.interreg-danube.eu
Programme co-funded by the European Union

Interreg
Danube Transnational Programme
DanubePeerChains

Ime prezime	Spol	Mjesto	Firma	Telefon	Potpis
Benjamin Ćerimagić	Muški	Gradačac	CIMOS TMD Ai	064 42 49 035	
Dejan Petrović	Muški	Bijeljina	IGM Drina	066 811 642	
Irfan Abazović	Muški	Zenica	RM LH	062 519 070	
Demir Hamzić	Muški	Tuzla	TTU Energetik	062 208 697	
Elvedin Mehić	Muški	Brčko	Rattan Sedia	061 966 557	

Title of training: Industrial Robotics Training

Date: 25.4. – 29.4.

Location: Tuzla, B&H

Training Photos

PARTNERS REPORTING/ DanubePeerChains AT3.2, D.T 3.2.2

SPECIALIST OFFLINE TRAINING FOR SME EMPLOYEES AND ENTREPRENEURS

REPORT

Project Title: Integrated capacity building and training program for DANUBE area labour and business support organizations, local industry and entrepreneurs to enter innovative transnational value CHAINS as PEER-level collaboration partners

Project Acronym: DanubePeerChains

Project index number: DTP3-497-1.2

Work package	WPT3 – Pilot Action Implementation
Activity	AT3.2 Pilot action implementation for digitalization specialist and entrepreneurs
Deliverable	D.T3.2.2 Local pilot training trainings to qualify digitalization specialist/entrepreneurs
Partner responsible for the deliverable	ZICER

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1. Introduction

The present document, elaborated by Zagreb Innovation Centre (ZICER) contributes to the implementation of the Local pilot trainings to qualify digitalization specialist/entrepreneurs (deliverable T3.2.2). Each project area will organize an offline training on a basic level for company employees and entrepreneurs with a general introduction to the term "Industry 4.0"
Local/regional training course in native language has the goal to give an overview with the most relevant information to the technology-focused introduction in general.

Project partners will pilot trainings based on D.T2.2.1 "DanubePeerChains Training methodology" to qualify digitalization specialists/entrepreneurs and D.T2.2.2 Value-chain oriented training programme to qualify digitalization specialist and entrepreneurs.

Target: at least 10 SMEs + 2 enterprises
Output: Training course (one for each project area)
Expected Deliverable: 10 reports (one for each project area).

As task leader, ZICER is coordinating the collection of information on the way and the outputs of the local implementation of the activity with the following deliverable format.

If possible, the template should be filled shortly after the event, to provide a clearer perspective on where the project is going.

Feel free to include any additional information, should you believe it to be relevant and useful for the other partners.

2. Overview

Identification of event

NAME OF THE ACTIVITY		Specialist training in the field of Industrial Robotics	
PARTNER		/	
TITLE OF THE EVENT		Industrial Robotics Training	
ACCESS LEVEL (free access, open call, invitation only)		Open call	
LOCATION	Tuzla, FITT	DATE	20-22.4. 27-29.4.
NUMBER OF PARTICIPANTS		10	
EVENT DIMENSION		Regional	

Target group identification

NUMBER OF SMEs	8
NUMBER OF ENTERPRISES	2
DESCRIPTION OF THE PARTICIPANTS	We had 10 training participants in total, divided in two groups of five participants. The participants come from different sectors: automotive, food, metal, energy, piping, furniture and building material industry.

3. Main activities carried out

Qualitative / quantitative indicators

How did you elaborate your offline training?

The Industrial Robotics Training was divided into two pieces of training: the basic and the specialist. The training lasted for 5 days in total, two for the basic training and three for the specialist one. Both were held within the same week so that the participants could easier gain the base knowledge and then continue upgrading it.

The training was held for 10 participants, 5 participants per week, meaning that the complete Industrial Robotics Training lasted for two weeks (10 working days).

Prior to the training, we made an open call, which was posted on our website, and all of our social media, and also, we sent out a Mailchimp to our partners, to work on the training visibility.

After the call was closed, we chose 10 participants from 10 different industries, in order to create an environment where candidates from different branches could get together and work on exchanging their ideas, and business perspectives and share experiences either from the training or from topics that are similar for all of them.

The participants were chosen due to different criteria such as type of industry, city/region that they are coming from and/or shown interest in the training.

Prior to the specialist training, the training participants have undergone the basic training to acquire the basic knowledge needed for programming industrial robots.

The specialist training was focused on upgrading their skills by transferring to the collaborative industrial robot, which has a different system and demanded advanced skills to be operated and programmed.

The specialist training lasted for three days and it was held from 20 to 22 April for the first group, and from 27 to 29 April for the second group.

The topics that were covered during the specialist Industrial Robotics training were:

1. Collaborative robots – main difference, benefits and use
2. Safety
3. Robot system
4. Robot jogging (shortly)
5. Register and position registers
6. Movement with position registers (PR)
7. Offset movement with PR and PR with calculations
8. Macros
9. Programming – advanced commands
10. Pick and place application with PR
11. Cobot CNC machine tending application

After finishing the second/specialist part of the Industrial Robotics Training, the participants acquired skills that can be of big use in their own industry, and knowledge to better understand their manufacturing processes and how they can be optimized and upgraded.

Each of the participants got a certificate for undergoing basic and specialist training.

Please give a short description, describe activities and responsible parties

The specialist training was focused on upgrading their skills by transferring to the collaborative industrial robot, which has a different system and demanded advanced skills to be operated and programmed.

The specialist training lasted for three days, and it was held from 20 to 22 April for the first group, and from 27 to 29 April for the second group.

FITT is the main organizer of the training, and for the training, external expertise was hired.

The organizing activities consist of:

1. Specialist training
2. Certification
3. Evaluation and reporting

On which topic(s) was the training focused?

The training was focused on operating and programming the Fanuc collaborative industrial robot, and creating a cobot CNC machine tending application.

The participants have undergone the following topics:

1. Collaborative robots – main difference, benefits and use
2. Safety
3. Robot system
4. Robot jogging (shortly)
5. Register and position registers
6. Movement with position registers (PR)
7. Offset movement with PR and PR with calculations
8. Macros
9. Programming – advanced commands
10. Pick and place application with PR
11. Cobot CNC machine tending application

Any external expertise intervention? Please describe

For the training implementation, we hired an external expert with experience in industrial robotics training.

What was the format use for the training? Please describe
The training was held offline in a mixed theoretical-practical training.
For each of the topics, the participants would firstly get a theoretical introduction and a practical example, and then each of the participants will repeat the shown task and try to solve individually a slightly changed task.

Creative tools / methodologies used? Please describe
The used methodology consists of presenting a topic theoretically and then applying the theory in practice, by seeing its use directly on the robot and how that topic affect the operation and programming of a industrial robot.

Communication activities carried out to support the organization of the training
The training call was published on our social media and through Mailchimp.
Facebook: https://www.facebook.com/f4itt/videos/438449131383264/
LinkedIn: https://www.linkedin.com/posts/f4itt_foundation-for-innovation-technology-and-activity-6918123768611504129-rqjn?utm_source=linkedin_share&utm_medium=member_desktop_web
Mailchimp: https://mailchi.mp/11b8b269c674/fitt-dapec-2nd-newsletter-15354805
Google Form for collecting responses:

Feedback/Conclusions (Any issue faced or best practice to share?)
This type of training has interested many companies in having hands-on training on highly modern machines and in highly-modern technologies.

In conclusion, the training participants were satisfied with the training outcome, and they were looking forward to the second part of the training – the specialist training.

Please past below the annexes' material

AVAILABLE DOCUMENTATION / AGENDA/ PARTICIPANT LIST/ METHODOLOGY / PICS TO SHARE

Agenda

AGENDA

Industrial Robotics Training

Specialist training

20 - 22 April 2022
Tuzla

Wednesday, 20 April 2022
8:00 – 11:00   Training
11:00 – 12:00   Lunch Break
12:00 – 14:00   Training
14:00 – 14:15   Coffee break
14:15 – 16:00   Training
Thursday, 21 April 2022
8:00 – 11:00   Training
11:00 – 12:00   Lunch Break
12:00 – 14:00   Training
14:00 – 14:15   Coffee break
14:15 – 16:00   Training
Friday, 22 April 2022
8:00 – 11:00   Training
11:00 – 12:00   Lunch Break
12:00 – 14:00   Training
14:00 – 14:15   Coffee break
14:15 – 15:30   Training
15:30 – 16:00   Certification and farewell

AGENDA

PARTNERS REPORTING/ DanubePeerChains AT3.2, D.T 3.2.2

Industrial Robotics Training

Specialist training

27 - 29 April 2022
Tuzla

Wednesday, 27 April 2022

8:00 – 11:00	Training
11:00 – 12:00	Lunch Break
12:00 – 14:00	Training
14:00 – 14:15	Coffee break
14:15 – 16:00	Training

Thursday, 28 April 2022

8:00 – 11:00	Training
11:00 – 12:00	Lunch Break
12:00 – 14:00	Training
14:00 – 14:15	Coffee break
14:15 – 16:00	Training

Friday, 29 April 2022

8:00 – 11:00	Training
11:00 – 12:00	Lunch Break
12:00 – 14:00	Training
14:00 – 14:15	Coffee break
14:15 – 15:30	Training
15:30 – 16:00	Certification and farewell

List of Participants

List of Participants – Basic and Specialist Training

	Name	City	Phone number	Company	Email	Type of company
1	Hatidža Botić	Sarajevo	060 34 04 911	Veritas Automotive	hatidza.botic@veritas-ag.de	MSP
2	Stanislav Nikolić	Brčko	066 537 903	Energosistem	stanislav.nikolic@energosistembrcko.com	MSP
3	Sanjin Fajić	Bosanska Krupa	061 435 337	AKM Technology	sani_bk@hotmail.com	MSP
4	Nikola Ljubičić	Prijedor	065 748 903	Mira [Kraš]	nikola.ljubicic@kras.hr	Enterprise
5	Armin Kovačić	Gračanica	061 397 797	BEMA BA	arminkovacevic.297@gmail.com	MSP
6	Benjamin Ćerimagić	Gradačac	064 424 90 35	CIMOS	benjamin.cerimagic@cimos.eu	Enterprise
7	Dejan Petrović	Bijeljina	066 811 642	IGM Drina	dejanpetrovic993@outlook.com	MSP
8	Irfan Abazović	Zenica	062 519 070	RM LH	abazovic.irfan@outlook.com	MSP
9	Demir Hamzić	Tuzla	062 208 697	TTU Energetik	demir.hamzic@ttuenergetik.ba	MSP
10	Elvedin Mehić	Brčko	061 966 557	Rattan Sedia	rattan.dino@gmail.com	MSP

Participants were divided in two groups: numbers 1-5 from the list were in the first group (18-19 April basic training and 20-22 April specialist training) and numbers 6-10 from the list were in the second group (25-26 April basic training and 27-29 April specialist training).

Attendance Sheets

Interreg
Danube Transnational Programme
DanubePeerChains

Ime prezime	Spol	Mjesto	Firma	Telefon	Potpis
Hatidža Botić	Ženski	Sarajevo	Veritas Automotive	060 34 04 911	Botić Hatidža
Stanislav Nikolić	Muški	Brčko	Energosistem	066 537 903	
Sanjin Fajić	Muški	Bosanska Krupa	AKM Technology	061 435 337	
Nikola Ljubičić	Muški	Prijedor	Mira d.o.o. Članica Kraš grupe	065 748 903	
Armin Kovačić	Muški	Gračanica	BEMA BA	061 397 797	Kovačević Armin

Title of training: Industrial Robotics Training

Date: 18.4. – 22.4.

Location: Tuzla, B&H

Interreg
Danube Transnational Programme
DanubePeerChains

Ime prezime	Spol	Mjesto	Firma	Telefon	Potpis
Benjamin Ćerimagić	Muški	Gradačac	CIMOS TMD Ai	064 42 49 035	
Dejan Petrović	Muški	Bijeljina	IGM Drina	066 811 642	
Irfan Abazović	Muški	Zenica	RM LH	062 519 070	
Demir Hamzić	Muški	Tuzla	TTU Energetik	062 208 697	
Elvedin Mehić	Muški	Brčko	Rattan Sedia	061 966 557	

Title of training: Industrial Robotics Training

Date: 25.4. – 29.4.

Location: Tuzla, B&H

Training photos

PARTNERS REPORTING/ DanubePeerChains AT3.2, D.T 3.2.2

BASIC OFFLINE TRAINING FOR SME EMPLOYEES AND ENTREPRENEURS REPORT

Project Title: Integrated capacity building and training program for DANUBE area labour and business support organizations, local industry and entrepreneurs to enter innovative transnational value CHAINS as PEER-level collaboration partners

Project Acronym: DanubePeerChains

Project index number: DTP3-497-1.2

Work package	WPT3 – Pilot Action Implementation
Activity	AT3.2 Pilot action implementation for digitalization specialist and entrepreneurs
Deliverable	D.T3.2.2 Local pilot training trainings to qualify digitalization specialist/entrepreneurs
Partner responsible for the deliverable	ZICER

Table of contents

1. Introduction

2. Overview

3. Main activities carried out

4. Annexes

1. Introduction

The present document, elaborated by Zagreb Innovation Centre (ZICER) contributes to the implementation of the Local pilot trainings to qualify digitalization specialist/entrepreneurs (deliverable T3.2.2). Each project area will organize an offline training on a basic level for company employees and entrepreneurs with a general introduction to the term "Industry 4.0"
Local/regional training course in native language has the goal to give an overview with the most relevant information to the technology-focused introduction in general.

Project partners will pilot trainings based on D.T2.2.1 "DanubePeerChains Training methodology" to qualify digitalization specialists/entrepreneurs and D.T2.2.2 Value-chain oriented training programme to qualify digitalization specialist and entrepreneurs.

Target: at least 10 SMEs + 2 enterprises
Output: Training course (one for each project area)
Expected Deliverable: 10 reports (one for each project area).

As task leader, ZICER is coordinating the collection of information on the way and the outputs of the local implementation of the activity with the following deliverable format.

If possible, the template should be filled shortly after the event, to provide a clearer perspective on where the project is going.

Feel free to include any additional information, should you believe it to be relevant and useful for the other partners.

2. Overview

Identification of event

NAME OF THE ACTIVITY	Basic Training
PARTNER	Bayern Innovativ GmbH
TITLE OF THE EVENT	Industry 4.0 & Competence 4.0
ACCESS LEVEL (free access, open call, invitation only)	Free access, registration required
LOCATION	Online (on demand of target group)	DATE	23/05/2022
NUMBER OF PARTICIPANTS	10
EVENT DIMENSION	Regional

Target group identification

NUMBER OF SMEs	8
NUMBER OF ENTERPRISES	0
DESCRIPTION OF THE PARTICIPANTS	All sectors and companies, who would like to learn basics about industry 4.0

3. Main activities carried out

Qualitative / quantitative indicators

How did you elaborate your offline training?

Please give a short description, describe activities and responsible parties

In this training, the fundamental requirements for Industry 4.0 were highlighted with an overview of the enablers, success factors and hurdles of Industry 4.0 as well as many practical examples as an impetus for each industry.

In order to reach the target group better, it was carried out online. To set the content, a very experienced expert was involved.

On which topic(s) was the training focused?

Industry 4.0 - Recognize, Understand, Implement, Live

The top enablers of Industrie 4.0 with many practical examples as an impulse for every industry

How to recognize and apply the critical enablers of successful digitization projects

Why some digitization projects fail and some succeed

How to move from being an affected party to becoming a shaper

How to determine and develop your digital maturity level

How to identify and overcome the biggest hurdles of Industrie 4.0

How to combine Lean and Industrie 4.0

How this knowledge helps you to recognize mistakes and omissions and to avoid erroneous paths

Competence 4.0 - demands of digitalization on people

What does "digital individual competence" mean?

What does "digital group competence" mean?

What does "digital leadership competence" mean?

Any external expertise intervention? Please describe

Dipl.-Ing.(FH) Johann Hofmann is Founder & Venture Architect of ValueFacturing® at Maschinenfabrik Reinhausen. Over the past 30 years, he and his team at Maschinenfabrik Reinhausen have been developing the foundations for digital manufacturing and in 2013 won the first-ever "Industry 4.0" award for the ValueFacturing® assistance system. Industry 4.0 Award for the first time in 2013. In addition, he and the ValueFacturing® business unit has twice been a finalist for the German Industry Innovation Award. For several years now, this solution has been marketed very successfully to other companies with discrete manufacturing operations in German-speaking countries. Today, it is a crucial building block on the way to the Smart Factory in the sense of Industry 4.0.

What was the format use for the training? Please describe

Lectures were divided into different blocks/topics after each block there was a joint discussion and exchange of expériences.

Creative tools / methodologies used? Please describe

MS Teams, Presentation, Chat and Discussion

Communication activities carried out to support the organization of the training

The training was promote in 3 mailings.

https://www.bayern-innovativ.de/de/veranstaltung/industrie40

https://www.indigo-netzwerk.de/veranstaltungen/industrie-4-0-kompetenzen-4-0-verstehen-umsetzten-leben/

Feedback/Conclusions (Any issue faced or best practice to share?)

The training was a good experience for the participants.

Please past below the annexes' material

AVAILABLE DOCUMENTATION / AGENDA/ PARTICIPANT LIST/ METHODOLOGY / PICS TO SHARE

1) Participating Institutions:

- ACUUMSCHMELZE GmbH & Co.KG
- inno-focus digital gmbh
- Bayern Innovativ GmbH
- Michael Paulmann Consulting
- Staudinger GmbH
- FEV Europe GmbH
- Gebrüder Dorfner GmbH & Co.~Kaolin- und Kristallquarzsand - Werke KG
- Maschinenfabrik Reinhausen GmbH

2) Promotion:

bayern ◊ innovativ

Online-Seminar

Industrie 4.0 & Kompetenz 4.0 - Verstehen, Umsetzen, Leben
23. Mai 2022, 13:00 - 15:30 Uhr, Online-Event

Anmeldung

Überblick   Programm   Kontakt

In diesem spannenden Webinar werden die grundsätzlichen Anforderungen für die Industrie 4.0 beleuchtet. Es erwartet Sie ein Überblick über die Enabler, Erfolgsfaktoren und Hürden von Industrie 4.0 sowie viele Praxisbeispiele als Impuls für jede Branche. Danach werfen wir einen Blick auf Anforderungen der Digitalisierung an den Menschen und Kompetenzen, die für eine erfolgreiche Digitalisierung unerlässlich sind.

Industrie 4.0 - Erkennen, Verstehen, Umsetzen, Leben

- Die Top Enabler von Industrie 4.0 mit vielen Praxisbeispielen als Impuls für jede Branche
- Wie Sie die entscheidenden Faktoren erfolgreicher Digitalisierungsprojekte erkennen und anwenden
- Warum manche Digitalisierungsprojekte scheitern und manche gelingen
- Wie Sie vom Betroffenen zum Gestalter werden
- Wie Sie ihren digitalen Reifegrad ermitteln und weiterentwickeln
- Wie Sie die größten Hürden von Industrie 4.0 erkennen und meistern
- Wie Sie Lean und Industrie 4.0 verbinden
- Wie ihnen dieses Wissen hilft Fehler und Versäumnisse zu erkennen und Irrwege zu vermeiden

Kompetenz 4.0 - Anforderungen der Digitalisierung an den Menschen

- Was bedeutet „Digitale Einzelkompetenz"
- Was bedeutet „Digitale Gruppenkompetenz"
- Was bedeutet „Digitale Führungskompetenz"

Diese Veranstaltung wir im Rahmen des EU-Projekts DanubePeerChains angeboten.

Die Teilnahme an dem Webinar ist kostenfrei. Wir freuen uns auf Ihre Teilnahme!

Über DanubePeerChains:

Im Rahmen des EU-Projekts DanubePeerChains (Laufzeit: Juli 2020 – Dezember 2022) erarbeiten 13 Projektpartner aus den Ländern Deutschland, Österreich, Slowenien, Kroatien, Bosnien und Herzegowina, Montenegro, Serbien, Ungarn und Rumänien ein Kapazitätsaufbau- und Ausbildungsprogramm für Organisationen zur Unterstützung von Arbeitsmarkt und Unternehmen im Donau-Gebiet. Arbeitsmarkt- und Wirtschaftsförderungs-Organisationen und die von ihnen angesprochenen KMU sollen für einen gemeinsamen Kompetenzaufbau und Schulungs befähigt werden, um neuartige transnationale Wertschöpfungsketten aufzubauen, dauerhafte Anerkennung als Kooperationsbeteiligte auf Augen zu erreichen und dadurch hochqualifizierte Arbeitsplätze in der Donauregion zu schaffen.

Cluster Mechatronik & Automation
www.bayern-innovativ.de/cluster-mechatronik-automation

24.05.22, 17:06   Industrie4.0

Interreg Danube PeerChains
www.bayern-innovativ.de/de/serie/danubepeerchains

Sehr geehrte Frau Schumacher,

gerne laden wir Sie zu Veranstaltungen der Themen Industrie 4.0, Kompetenz 4.0 und Industrial Security ein.

Die Veranstaltungen am 23.05. und 01.06.2022 finden im Rahmen des EU-Projekts „DanubePeerChains" statt. **Daher sind diese Veranstaltungen für Sie kostenfrei!**

Industrie 4.0 & Kompetenz 4.0 - Verstehen, Umsetzen, Leben
23. Mai 2022, online

Bei diesem spannenden Webinar dreht sich alles um Industrie 4.0. Es erwartet Sie ein Überblick über die Enabler, Erfolgsfaktoren und Hürden von Industrie 4.0 sowie viele Praxisbeispiele als Impuls für jede Branche. Danach werfen wir einen Blick auf die Anforderungen der Digitalisierung an den Menschen und Kompetenzen, die für eine erfolgreiche Digitalisierung unerlässlich sind.

Anmelden →

Industrial Security
1. und 2. Juni 2022, Hotel Donauschlinge, Schlögen 2, 4083 Haibach ob der Donau, Österreich

Dieses Clusterseminar bietet einen Rundumblick zum Thema Industrial Security für Einsteiger und Fortgeschrittene an. Im Einzelnen werden in diesem Tagesseminar nachfolgende theoretische Inhalte vermittelt:

• Industrial Security: Stand der Technik, Standards, Normen, Regulatorien
• IEC 62443
• BSI ICS-Security Kompendium.
• ENISA IoT Security

Darauf aufbauend schließt sich ein umfangreicher Praxisteil zur Anwendung der IEC 62443/BSI-ICS-Security Kompendium zur Absicherung der ICS-Welt in Form eines Hands-on Trainings an.

Anmelden →

Danube Peer Chains

Im Rahmen des EU-Projekts DanubePeerChains (Laufzeit: Juli 2020 – Dezember 2022) erarbeiten 13 Projektpartner aus den Ländern Deutschland, Österreich, Slowenien, Kroatien, Bosnien und Herzegowina, Montenegro, Serbien, Ungarn und Rumänien ein Kapazitätsaufbau- und Ausbildungsprogramm für Organisationen zur Unterstützung von Arbeitsmarkt und Unternehmen im Donau-

3) Impressions:

SPECIALIST OFFLINE TRAINING FOR SME EMPLOYEES AND ENTREPRENEURS

REPORT

Project Title: Integrated capacity building and training program for DANUBE area labour and business support organizations, local industry and entrepreneurs to enter innovative transnational value CHAINS as PEER-level collaboration partners

Project Acronym: DanubePeerChains

Project index number: DTP3-497-1.2

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Feel free to include any additional information, should you believe it to be relevant and useful for the other partners.

2. Overview

Identification of event

NAME OF THE ACTIVITY		
PARTNER	Bayern Innovativ	
TITLE OF THE EVENT	Industrial Security	
ACCESS LEVEL (free access, open call, invitation only)	Free access – registration was required for participation due to limited number of participants	
LOCATION	Hotel Riverresort Donauschlinge Schlögen 2, 4083 Haibach ob der Donau	DATE	01-02 June 2022
NUMBER OF PARTICIPANTS	15	
EVENT DIMENSION	regional	

Target group identification

NUMBER OF SMEs	14
NUMBER OF ENTERPRISES	1
DESCRIPTION OF THE PARTICIPANTS	**UNINET GmbH** (IT Security and Consulting): For more than 28 years, UNINET has been offering manufacturer-independent advice with a focus on holistic project support from needs assessment to specification, tendering, vendor evaluation to the award and acceptance of services in the IT and communication project area. In addition to supporting infrastructure and service

projects, they offer comprehensive consulting services in the area of information security and IT security, with particular expertise in the areas of industrial and ICS/SCADA security as well as BwD/KRITIS/NIS.

Constantia Teich GmbH (Flexible Packaging): Constantia Teich is the largest company within the European flexible packaging industry and has the highest sales of the Constantia Flexibles Group.

IoT Internet of Things GmbH (IT Services and IT Consulting): The company has 20 years of experience in Rich Internet Application programming and is one of the pioneers in the digitization industry and an ideal partner for SMEs that are oriented towards cost-benefit-optimized solutions.

ARES Cyber Intelligence GmbH (Security): Ares consists of an international team of experts focusing on corporate security, aiming at identifying the risk of a threat as early as possible and to prevent cyber attacks before any damage. In addition, they help during a cyber attack and also post-incident.

Siemens AG (automation): Siemens is a enterprise specializing in automation and digitization in industry, infrastructure for buildings, decentralized energy systems, mobility solutions for rail and road traffic, and medical technology.

Hq- Dielectrics GmbH (automation): Hq-Dielectrics has unique expertise in equipment engineering, manufacturing and technology development for the semiconductor production value chain. They supply solutions for front-end of line (FEoL) processing in thin film technologies and innovative process engineering.

Dareto GmbH (IoT): Dareto supports companies in digitizing their business processes in the areas of production and logistics. Using cloud and edge computing, they create software solutions for the smart factory of the future.

Hensoldt Cyber GmbH (Security): Hensoldt advocates secure IT instead of IT security. Their products have been designed to ensure the integrity of embedded systems at the core: the operating system and the processor. Optimized for use in industrial and defense & aerospace applications, their customers can expect military-grade quality, critical safety, user-friendly flexibility and full transparency for their IoT network.

Renk Test System GmbH (RTS; test systems): RTS is one of the world's leading suppliers of customer-specific test systems for use

	in development, production and quality assurance. With many years of experience, RTS develops innovative test systems for almost all areas of application in drive technology.
	Pilz GmbH (automation): Pilz is a global supplier of products, systems and services related to automation, focusing on safety for people, machines and the environment.
	Phoenix Contact GmbH (electrical engineering): Phoenix offers components and systems in the field of electrical engineering, electronics and automation. Their solutions are used wherever processes have to run automatically - in industrial production plants, in the field of renewable energies, in infrastructure or with complex device connections. Their products are used where electricity or data flows are connected, distributed and controlled.

3. Main activities carried out

Qualitative / quantitative indicators

How did you elaborate your offline training?
Please give a short description, describe activities and responsible parties

The Cluster Mechatronik & Automation @ Bayern Innovativ organized this training at a business hotel at Donauschlinge. The event was a two day event that allowed both training (theory & hands-on) as well as informal networking. The trainers were chosen out of the network of the cluster, training details were discussed beforehand.

Agenda:

The first day started with a presentation of the Danube Peer Chains Project as well as the introduction of the participants. Then there was a keynote lecture on the challenges of industrial security by Prof. Andreas Grzemba, TH Deggendorf, followed by an informal networking event in the evening.

On the second day, there was the training consisting of a theory part and a hands-on part. The theory part was presented in the form of lectures by FH-Professor DI Robert Kolmhofer and Stefan Rosenthaler M.Sc., focusing on state of the art industrial security, standards, norms and regulatory issues as well as the IEC 62443, the BSI ICS-Security Compendium and the ENISA IoT Security. Participants could ask questions before then diving into the active part where in a workshop both experts discussed various current challenges of industrial security with the group, focusing on the IEC 62443/BSI-ICS-Security-Compendium to safeguard the ICS-environment

On which topic(s) was the training focused?

The training focused on the following:

Theory Part

- Industrial Security: state of the art
- Standards, Norms, Regulatory issues
- IEC 62443
- BSI ICS-Security Compendium
- ENISA IoT Security

Practical Training

Hands-on training on IEC 62443/BSI-ICS-Security-Compendium to safeguard the ICS-environment

Any external expertise intervention? Please describe

Training held by experts FH-Professor DI Robert Kolmhofer and Stefan Rosenthaler M.Sc.

Keynote given by Prof. Andreas Grzemba

What was the format use for the training? Please describe

The training was a combination of lecture (theory part) and workshop (hands-on part)

Creative tools / methodologies used? Please describe

The lecture was given as panel – frontal, at the end participants had the opportunity to ask questions. This part was closed of with a flashlight round.

The workshop was a combination of panel - interactive , group work and hands-on-training.
Each ended with a basic message and the whole part was closed of with a flashlight.

Communication activities carried out to support the organization of the training

The event was published on the Bayern Innovativ website and invitations were sent out via e-mail.

LINKS

https://www.bayern-innovativ.de/de/suchergebnisse/veranstaltung/rundumblick-industrial-security-jun22

Feedback/Conclusions (Any issue faced or best practice to share?)

Positive feedback from participants, see evaluation.

Please past below the annexes' material

AVAILABLE DOCUMENTATION / AGENDA/ PARTICIPANT LIST/ METHODOLOGY / PICS TO SHARE

Annex – Agenda

bayern ◯ innovativ

Seminar

Rundumblick Industrial Security
1. Juni, 09:00 - 2. Juni 2022, 17:00 Uhr, Hotel Donauschlinge, Haibach ob der Donau

Anmeldung   **Save the date**

Überblick   Kontakt   Ort & Anfahrt

Willkommen zum Tagesseminar "Rundumblick Industrial Security" mit Vorabend:

Dieses Clusterseminar bietet einem Rundumblick zum Thema Industrial Security für Einsteiger und Fortgeschrittene an. Im Einzelnen werden in d
Tagesseminar nachfolgende theoretische Inhalte vermittelt:

- Industrial Security: Stand der Technik
- Standards, Normen, Regulatorien
- IEC 62443
- BSI ICS-Security Kompendium,
- ENISA IoT Security

Darauf aufbauend schließt sich ein umfangreicher Praxisteil zur praktischen Anwendung der IEC 62443/BSI-ICS-Security-Kompendium zu Absich
der ICS-Welt in Form eines Hands-on Trainings an.

Zielgruppe

IT-Sicherheitsbeauftragte, IT-Experten, Produktionsleiter:innen, Risikomanager:innen, Geschäftsleitung.

Ablauf

- 1. Juni um 18:00 Uhr: Keynote / Kamingespräche beim gemeinsamen Abendessen
- 2. Juni 09:00 Uhr: Seminarbeginn

Hinweis

Sie benötigen ein Zimmer im Hotel Donauschlinge - bitte über Per Mail kontaktieren buchen - Kosten: 90,- DZ zuzüglich 2,- Ortstaxe DZ zur EZ
Benützung!

Teilnehmerbeitrag

Die Teilnahme am Seminar ist kostenlos - eine Anmeldung aber erforderlich! Max. Teilnehmeranzahl 20 Personen

Jedoch muss bei Übernachtung das Zimmer zuzüglich Ortstaxe gezahlt werden. Auch die Konsumation von alkoholischen Getränken wird nicht
übernommen.

Sie benötigen ein Zimmer im Hotel Donauschlinge. Dieses können Sie über Per Mail kontaktieren Per Mail kontaktieren buchen - Kosten: 90,- DZ
zuzüglich 2,- Ortstaxe DZ zur EZ Benutzung!

Auf einen Blick

- Datum: 01. – 02.06.2022
- Anmeldeschluss: 25.05.2022
- Dozenten: FH-Professor DI Robert Kolmhofer, Stefan Rosenthaler M.Sc.

- Keynote-Referent: Prof. Andreas Grzemba, TH Deggendorf

Das Seminar wird im Rahmen des EU Projekts DanubePeerChains durchgeführt!

Kooperationspartner

business upper austria
www.biz-up.at

Cluster Mechatronik & Automation
www.bayern-innovativ.de/cluster-mechatronik-automation

https://www.bayern-innovativ.de/de/c
echatronik-automation

ANNEX – Participant Lists

Unterschriftenliste 1. Juni 2022
Schulung - Industrial Security (1.-2. Juni Hotel Donauschlinge)

Sollten im Zuge der Veranstaltung Fotos von Teilnehmer und/oder Filme, auf denen die Teilnehmer der Veranstaltung im Rahmen
derselben zu sehen sind, durch die Business Upper Austria - OÖ Wirtschaftsagentur bgemacht werden, erteil der/die Abgebildete/Gefilmte dieser seine/ihre ausdrückliche unentgeltliche und unbefristete
Zustimmung zur ausschließlichen und unbeschränkten Nutzung der Lichtbilder und Filme bzw. Ausschnitten derselben, insb. zur Veröffentlichung, Vervielfältigung und sonstigen Verbreitung derselben.

Vorname	Nachname	Firmenname	Unterschrift
Georg	Alber	Business Upper Austria	
Elmar	Paireder	Business Upper Austria	
Robert	Kolmhofer	Uninet	
Stefan	Rosentahl	Uninet	
Thomas	Helfer	Bayern Innovativ	
Andreas	Grzema	TH Deggendorf	
Edmund	Radlbauer	Constantia Teich GmbH	
Robert	Poppinger	IoT Internet of Things GmbH	
Jakob	Müller	ARES Cyber Intelligence GmbH	
Adrian	Pinter	Siemens AG Österreich	
Wilhelm	Beckmann	Hq-Dielectrics GmbH	
Mathias	Grömke		
Max	Murauer	Dareto GmbH	
Steffen	Hafner	Hensoldt Cyber GmbH	
Peter	Sporer	RENK Test System GmbH	
Jürgen	Weiss	ARES Cyber Intelligence GmbH	
Gerhard	Stockhammer	Pilz GmbH	
Patrick	Haslinger	Dareto GmbH	

Vorname	Nachname	Firmenname	Unterschrift
Alexander	Lehmann	Hensoldt Cyber GmbH	
Helmut	Hagn	Phoenix Contact GmbH	

Unterschriftenliste 2. Juni 2022
Schulung - Industrial Security (1.-2. Juni Hotel Donauschlinge)

Sollten im Zuge der Veranstaltung Fotos von Teilnehmer und/oder Filme, auf denen die Teilnehmer der Veranstaltung im Rahmen derselben zu sehen sind, durch die Business Upper Austria - OÖ Wirtschaftsagentur bgemacht werden, erteil der/die Abgebildete/Gefilmte dieser seine/ihre ausdrückliche unentgeltliche und unbefristete Zustimmung zur ausschließlichen und unbeschränkten Nutzung der Lichtbilder und Filme bzw. Ausschnitten derselben, insb. zur Veröffentlichung, Vervielfältigung und sonstigen Verbreitung derselben.

Vorname	Nachname	Firmenname	Unterschrift
Georg	Alber	Business Upper Austria	
Elmar	Paireder	Business Upper Austria	
Robert	Kolmhofer	Uninet	
Stefan	Rosentahl	Uninet	
Thomas	Helfer	Bayern Innovativ	
Andreas	Grzema	TH Deggendorf	
Edmund	Radlbauer	Constantia Teich GmbH	
Robert	Poppinger	IoT Internet of Things GmbH	
Jakob	Müller	ARES Cyber Intelligence GmbH	
Adrian	Pinter	Siemens AG Österreich	
Wilhelm	Beckmann	Hq-Dielectrics GmbH	
Mathias	Grömke		
Max	Murauer	Dareto GmbH	
Steffen	Hafner	Hensoldt Cyber GmbH	
Peter	Sporer	RENK Test System GmbH	
Jürgen	Weiss	ARES Cyber Intelligence GmbH	

Gerhard	Stockhammer	Pilz GmbH	
Patrick	Haslinger	Dareto GmbH	
Alexander	Lehmann	Hensoldt Cyber GmbH	
Helmut	Hagn	Phoenix Contact GmbH	

ANNEX – Pictures

PARTNERS REPORTING/ DanubePeerChains AT3.2, D.T 3.2.2

Training Evaluation Form

for participants in SME/industry+entrepreneurs training

Title of training: Industrial Security

Date: 01&02/06/22

Location: Hotel Donauschlinge

DIRECTIONS: Please complete this evaluation form after completing the training program. Your opinion and the information you provide will serve to improve all aspects of the training program in the future, to ensure consistently good results and output that benefits our customers in improving business practices. Depending on the instructions given, this form should be returned to the training program organizers or the trainer. This form is anonymous and you will have enough time to complete it. Thank you for taking the time to complete this evaluation form.

DanubePeerChains

Please respond to the following statements by using the rating scale below:

5 - Strongly Agree   4 - Agree   3 - Neutral   2 - Disagree   1 - Strongly Disagree

- The content of the training significantly influenced the improvement of my knowledge so far.   (5) 4 3 2 1
- The content of the training will positively affect my job performance.   (5) 4 3 2 1
- The content of the training gave me ideas to improve my daily business.   5 (4) 3 2 1
- I will apply the acquired knowledge and skills in my daily work.   5 (4) 3 2 1
- I found the trainer professional, qualified and well prepared for the training topic.   (5) 4 3 2 1
- Trainer's delivery and communication skills are excellent.   (5) 4 3 2 1
- I found the training manual useful.   (5) 4 3 2 1
- I found the overall organization good, including adequate time for talks, group discussion, and sufficient breaks.   (5) 4 3 2 1
- I am satisfied with the venue where the training was held (equipment, material conditions, heating, lighting, hygiene, etc.).
  (*You only have to answer if you have attended live training*)   (5) 4 3 2 1
- I am satisfied with all the technical aspects of the training, including the platform which is user-friendly and doesn't affect the quality of the training.
  (*You only have to answer if you have attended online training*)   (5) 4 3 2 1
- Overall, the training met my expectations.   (5) 4 3 2 1

Please answer the following questions clearly and concretely:

Which part of the training did you like the most?

Which part of the training did you like the least? Do you have any suggestions for improvement?

What have you learned during the training?

How do you plan to apply the acquired knowledge and skills in your everyday business?

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Location: Hotel Donauschlinge

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Please respond to the following statements by using the rating scale below:

5 - Strongly Agree   4 - Agree   3 - Neutral   2 - Disagree   1 - Strongly Disagree

- The content of the training significantly influenced the improvement of my knowledge so far.   5   4   3   2   1
- The content of the training will positively affect my job performance.   5   4   3   2   1
- The content of the training gave me ideas to improve my daily business.   5   4   3   2   1
- I will apply the acquired knowledge and skills in my daily work.   5   4   3   2   1
- I found the trainer professional, qualified and well prepared for the training topic.   5   4   3   2   1
- Trainer's delivery and communication skills are excellent.   5   4   3   2   1
- I found the training manual useful.   5   4   3   2   1
- I found the overall organization good, including adequate time for talks, group discussion, and sufficient breaks.   5   4   3   2   1
- I am satisfied with the venue where the training was held (equipment, material conditions, heating, lighting, hygiene, etc.).
  (*You only have to answer if you have attended live training*)   5   4   3   2   1
- I am satisfied with all the technical aspects of the training, including the platform which is user-friendly and doesn't affect the quality of the training.
  (*You only have to answer if you have attended online training*)   5   4   3   2   1
- Overall, the training met my expectations.   5   4   3   2   1

2

Please answer the following questions clearly and concretely:

Which part of the training did you like the most?

Security ALL

Which part of the training did you like the least? Do you have any suggestions for improvement?

What have you learned during the training?

Safety First

How do you plan to apply the acquired knowledge and skills in your everyday business?

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Please respond to the following statements by using the rating scale below:

5 - Strongly Agree   4 - Agree   3 - Neutral   2 - Disagree   1 - Strongly Disagree

- The content of the training significantly influenced the improvement of my knowledge so far. ⊗5 4 3 2 1
- The content of the training will positively affect my job performance. 5 ⊗4 3 2 1
- The content of the training gave me ideas to improve my daily business. ⊗5 4 3 2 1
- I will apply the acquired knowledge and skills in my daily work. ⊗5 4 3 2 1
- I found the trainer professional, qualified and well prepared for the training topic. ⊗5 4 3 2 1
- Trainer's delivery and communication skills are excellent. ⊗5 4 3 2 1
- I found the training manual useful. ⊗5 4 3 2 1
- I found the overall organization good, including adequate time for talks, group discussion, and sufficient breaks. ⊗5 4 3 2 1
- I am satisfied with the venue where the training was held (equipment, material conditions, heating, lighting, hygiene, etc.).
  (*You only have to answer if you have attended live training*) 5 ⊗4 3 2 1
- I am satisfied with all the technical aspects of the training, including the platform which is user-friendly and doesn't affect the quality of the training.
  (*You only have to answer if you have attended online training*) 5 4 3 2 1
- Overall, the training met my expectations. ⊗5 4 3 2 1

Please answer the following questions clearly and concretely:

Which part of the training did you like the most?

practical example of security concepts

Which part of the training did you like the least? Do you have any suggestions for improvement?

/

What have you learned during the training?

Plant security concepts

Remote access concepts for secure plants

How do you plan to apply the acquired knowledge and skills in your everyday business?

apply secure remote OS & application updates
apply concepts in product concept

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Please respond to the following statements by using the rating scale below:

5 - Strongly Agree   4 - Agree   3 - Neutral   2 - Disagree   1 - Strongly Disagree

- The content of the training significantly influenced the improvement of my knowledge so far.

  5   4   (3)   2   1

- The content of the training will positively affect my job performance.

  5   (4)   3   2   1

- The content of the training gave me ideas to improve my daily business.

  5   4   (3)   2   1

- I will apply the acquired knowledge and skills in my daily work.

  5   (4)   3   2   1

- I found the trainer professional, qualified and well prepared for the training topic.

  (5)   4   3   2   1

- Trainer's delivery and communication skills are excellent.

  5   (4)   3   2   1

- I found the training manual useful.

  5   (4)   3   2   1

- I found the overall organization good, including adequate time for talks, group discussion, and sufficient breaks.

  5   (4)   3   2   1

- I am satisfied with the venue where the training was held (equipment, material conditions, heating, lighting, hygiene, etc.).
  (*You only have to answer if you have attended live training*)

  5   (4)   3   2   1

- I am satisfied with all the technical aspects of the training, including the platform which is user-friendly and doesn't affect the quality of the training.
  (*You only have to answer if you have attended online training*)

  5   (4)   3   2   1

- Overall, the training met my expectations.

  5   (4)   3   2   1

Please answer the following questions clearly and concretely:

Which part of the training did you like the most?

Netzwerken, Erfahrungen aus der Praxis

Which part of the training did you like the least? Do you have any suggestions for improvement?

What have you learned during the training?

Defizite in der Industrie, Sinnvolle & geeignete
IT/OT Architekturen

How do you plan to apply the acquired knowledge and skills in your everyday business?

• Studieren des 62443 und relevanten Standards

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Please respond to the following statements by using the rating scale below:

5 - Strongly Agree   4 - Agree   3 - Neutral   2 - Disagree   1 - Strongly Disagree

- The content of the training significantly influenced the improvement of my knowledge so far. 5 **(4)** 3 2 1
- The content of the training will positively affect my job performance. 5 **(4)** 3 2 1
- The content of the training gave me ideas to improve my daily business. **(5)** 4 3 2 1
- I will apply the acquired knowledge and skills in my daily work. 5 **(4)** 3 2 1
- I found the trainer professional, qualified and well prepared for the training topic. **(5)** 4 3 2 1
- Trainer's delivery and communication skills are excellent. **(5)** 4 3 2 1
- I found the training manual useful. **(5)** 4 3 2 1
- I found the overall organization good, including adequate time for talks, group discussion, and sufficient breaks. **(5)** 4 3 2 1
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- I am satisfied with all the technical aspects of the training, including the platform which is user-friendly and doesn't affect the quality of the training.
(*You only have to answer if you have attended online training*) 5 4 3 2 1
- Overall, the training met my expectations. **(5)** 4 3 2 1

2

Please answer the following questions clearly and concretely:

Which part of the training did you like the most?

Evening before :)

Which part of the training did you like the least? Do you have any suggestions for improvement?

What have you learned during the training?

Aspects of OT + IT separation

How do you plan to apply the acquired knowledge and skills in your everyday business?

By talking to colleagues about it.

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- The content of the training significantly influenced the improvement of my knowledge so far.   **5** 4 3 2 1
- The content of the training will positively affect my job performance.   **5** 4 3 2 1
- The content of the training gave me ideas to improve my daily business.   **5** 4 3 2 1
- I will apply the acquired knowledge and skills in my daily work.   **5** 4 3 2 1
- I found the trainer professional, qualified and well prepared for the training topic.   **5** 4 3 2 1
- Trainer's delivery and communication skills are excellent.   **5** 4 3 2 1
- I found the training manual useful.   **5** 4 3 2 1
- I found the overall organization good, including adequate time for talks, group discussion, and sufficient breaks.   **5** 4 3 2 1
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  (*You only have to answer if you have attended live training*)   **5** 4 3 2 1
- I am satisfied with all the technical aspects of the training, including the platform which is user-friendly and doesn't affect the quality of the training.
  (*You only have to answer if you have attended online training*)   **5** 4 3 2 1
- Overall, the training met my expectations.   **5** 4 3 2 1

2

Please answer the following questions clearly and concretely:

Which part of the training did you like the most?

I liked the whole training.
Best of was Software related topic.

Which part of the training did you like the least? Do you have any suggestions for improvement?

None

What have you learned during the training?

Interesting and useful details about security

How do you plan to apply the acquired knowledge and skills in your everyday business?

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- The content of the training gave me ideas to improve my daily business.   **5**   4   3   2   1
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- I found the training manual useful.   **5**   4   3   2   1
- I found the overall organization good, including adequate time for talks, group discussion, and sufficient breaks.   **5**   4   3   2   1
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- I am satisfied with all the technical aspects of the training, including the platform which is user-friendly and doesn't affect the quality of the training.
  (*You only have to answer if you have attended online training*)   5   4   3   2   1
- Overall, the training met my expectations.   **5**   4   3   2   1

Please answer the following questions clearly and concretely:

Which part of the training did you like the most?

Pentesting

Which part of the training did you like the least? Do you have any suggestions for improvement?

What have you learned during the training?

New Standards which I haven't known before

How do you plan to apply the acquired knowledge and skills in your everyday business?

Design own product and Company setup according
ISO 27001 and ETSI EN 303 645

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- The content of the training gave me ideas to improve my daily business.   5   **4**   3   2   1
- I will apply the acquired knowledge and skills in my daily work.   5   **4**   3   2   1
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- Trainer's delivery and communication skills are excellent.   **5**   4   3   2   1
- I found the training manual useful.   5   4   **3**   2   1
- I found the overall organization good, including adequate time for talks, group discussion, and sufficient breaks.   5   **4**   3   2   1
- I am satisfied with the venue where the training was held (equipment, material conditions, heating, lighting, hygiene, etc.).
  (*You only have to answer if you have attended live training*)   **5**   4   3   2   1
- I am satisfied with all the technical aspects of the training, including the platform which is user-friendly and doesn't affect the quality of the training.
  (*You only have to answer if you have attended online training*)   5   4   3   2   1
- Overall, the training met my expectations.   5   **4**   3   2   1

Please answer the following questions clearly and concretely:

Which part of the training did you like the most?

practical part
application of technical recomendations

Which part of the training did you like the least? Do you have any suggestions for improvement?

What have you learned during the training?

Quellen
Ideen – Fragen – Sensibilisierung

How do you plan to apply the acquired knowledge and skills in your everyday business?

Abstimmungen mit Kollegen, IT, Kunden

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- The content of the training gave me ideas to improve my daily business.   5   4   3   2   1
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- Overall, the training met my expectations.   5   4   3   2   1

2

DanubePeerChains

Please answer the following questions clearly and concretely:

Which part of the training did you like the most?

Netzwerktechnik Grundlagen

Which part of the training did you like the least? Do you have any suggestions for improvement?

What have you learned during the training?

IEC 62443 Struktur & Anforderungen

How do you plan to apply the acquired knowledge and skills in your everyday business?

ISMS - Beratung
ISO27001 - Audits

3