

The European Coordination Hub for Open Robotics Development



4th Review Meeting - Introduction

**Prof. Alois Knoll, TUM** 

Luxembourg – 21st February 2018









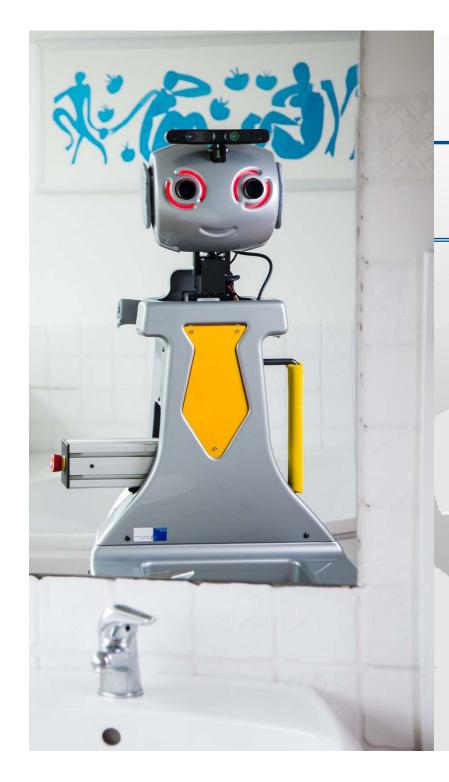














## Fourth reporting period

December 2016 – November 2017

- Technical progress in all three instruments:
  - Experiments: final evaluations for Call 1 were very positive; all 16
     Experiments from Call 2 were active throughout the period
  - o RIFs: continuous activity throughout
  - o **PDTI:** Phase 2 of the urban challenge successfully concluded (ended October 17), phase 2 in healthcare started later, concluding at the end of February 18
- And: also a perfect time for self
  evaluation, reflecting and learning



# Towards the finish line: shifting focus

While technical-scientific activities predominated the first three reporting periods, we are now accelerating exploitation

- Extended follow-up on Experiments and RIFs
- Experiment Booster Programme supports promising teams in reaching the market
- New marketing strategy focuses on "selling" the products emerging out of ECHORD++
- In all WPs: lessons learned can be exploited in multiple ways





# **Sharing is caring**

We are happy to spare no effort in disseminating our lessons learned, especially on the project's methodology

- Participation in high-profile events
- Active outreach towards relevant institutions
- Intensified collaboration with other projects creating transfer excellence
- White papers and further scientific and industry-oriented publications





# **Experiments: already commercially successful**

More and more products from call 1 are reaching the market, products emerging from call 2 are in the pipeline

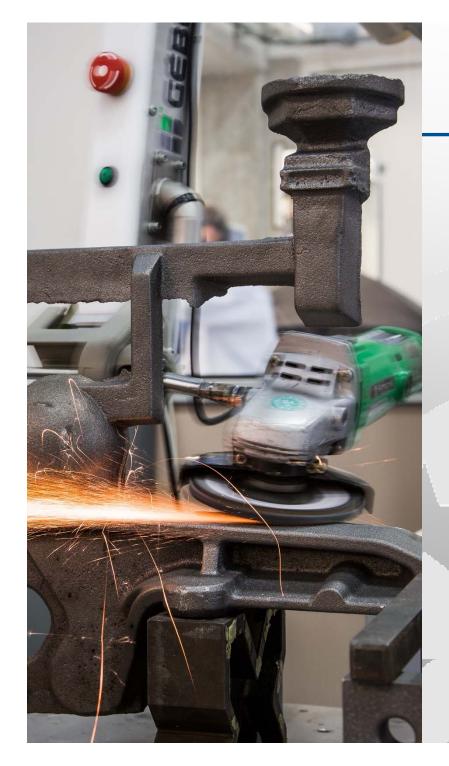
#### **Call 1: reaching market**

- Cumulated sales over the year
  2017 exceed €1 million
- Five Experiments on the market

#### Call 2: well on track

- Concluding by the end of summer, technical quality very comparable to that in Call 1
- Already products emerging (e.g. out of SAGA or HyQ-REAL)





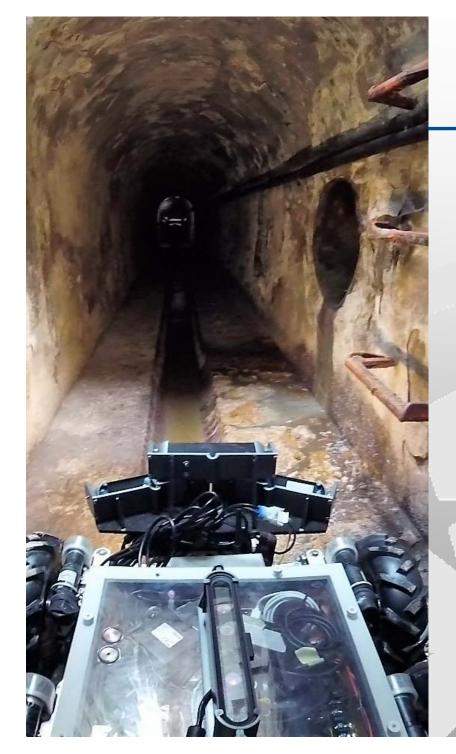


### RIFs: a pioneer network

 Strong technical activities, continuous stream of engagements and technical collaborations

#### An eye to the future:

- **Secured:** further project funding to support RIF activities (**TERRInet**),
- Explored: possible revenue streams including contracting for technical support, training/upskilling, due diligence services with investors
- Connected: sharing relevant information and experience in support of each other





# PDTI: a huge step ahead

- Successful completion of Prototyping Phase (phase 2) in Urban Challenge
  - Excellent progress assessed by external evaluators
  - Consortia already attracted potential future customers (Aquafin in Belgium and Anglian Water in the UK)
- Prototyping Phase underway for Healthcare Challenge
  - Solid progress shown from both consortia
  - Final evaluation right after the E++ review (on February 28th)



# **Leaving a footprint**

Our vast cross-media presence and our continious visibility at events renders ECHORD++ to be an exceptionally well-communicated project





# A challenging future lies ahead

With about one year to go the next reporting period is going to be no less busy than the ones before

Staying in touch with the beneficiaries (visibility of results)

Ensuring the uptake of robotics technology by public bodies

**Sustaining the RIFs** 

Follow on transferring technology from lab to market

Creating a realistic image of robotics technology among the target audiences

Disseminating the results from 10 years of ECHORD



## **Summary**

ECHORD++ promotes and enables transfer excellence, beyond technology development.

Probably unparalleled: our achievments in establishing a connected, interactive robotics Research and Innovation community.

The ECHORD Plus Plus Consortium acknowledges support by the European Commission under FP7 contract 601116.

















