



The European Coordination Hub for Open Robotics Development

4th Review Meeting - Introduction

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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
 - **RIFs:** continuous activity throughout
 - **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 continuous 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 achievements in establishing a connected, interactive robotics Research and Innovation community.

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