



## Deliverable D4.4.4

- *Report 4 on the outcome of the individual RIFs*

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## CONTENTS

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1	Operation of the RIFs with user access .....	3
2	RIF user interactions.....	4
3	RIF Key Performance Indicators.....	11

## Glossary of Terms

**RIF:** Robotics Innovation Facility

**ECHORD++:** European Coordination Hub for Open Robotics Development Plus Plus  
(E++ for short)

## 1 Operation of the RIFs with user access

In the six month period from 1<sup>st</sup> December 2017 to 31 March 2018, the RIFs have engaged in four new six-week collaborations, bringing the overall combined total to 112 since October 2013. The three RIFs continued the awareness generation exercise at both local and national levels through various dissemination events over the past year.

### Global RIFs Key Performance: Period Five

- **18 collaborations** commenced
- **45 New RIF clients** engaged with RIF offerings
- **78%** of all activity conducted with **SMEs**

### Global RIFs Key Performance: Lifetime (October 2013 to 31 March 2018)

- **112 collaborations**
- **1214 RIF clients** engaged with RIF offerings
- **58%** of all activity conducted with **SMEs**

Global RIF Group											
RIF User Type: Breakdown by Activity (RUNNING TOTAL)											
Unique clients: 1214											
Digital Media	Twitter Followers	LinkedIn Contacts	Facebook Fans	YouTube Views	Email - Organisations	Email - Individuals	TOTAL				
Connections	3067	0	0	13878	1957	4058	22960				
Interactions	Researcher	Entrepreneur	Start-Up	SME	Large Business	Public Body	Research Centre	HEI	Network	TOTAL	% of Interactions
InfoDays	47	0	0	33	1	3	0	9	0	93	7%
RIFLaunches	51	0	6	101	20	8	5	5	6	202	16%
External Events	0	0	10	217	43	12	23	13	74	392	30%
Collaborations	7	0	17	57	29	0	1	1	0	112	9%
Workshops	42	3	8	208	51	9	4	30	11	366	28%
Market Assessment	0	0	6	2	0	0	0	0	0	8	1%
Internships	33	-	-	-	-	-	-	-	-	33	3%
E++ Experimenters	0	0	0	8	1	0	1	0	0	10	1%
Pipeline	0	0	3	49	17	0	0	1	0	70	5%
	180	3	50	675	162	32	34	59	91	1286	
Unique Clients	150	4	45	660	172	26	34	50	73	1214	
% of Total Clients	12%	0%	4%	54%	14%	2%	3%	4%	6%		

***N.B. the information above represents the collated data from all three RIFs***

## 2 RIF user interactions

### RIF Paris Activity (1st October 2017 to 31 March 2018)

#### Key achievements:

- Creation of the Digihall Digital Innovation Hub materializing the embedment of the RIF@Paris-Saclay in the Ile de France Digitizing strategy of the Ile-de-France region.
- Creation of iSYBOT company, incarnating the support from Echord++ in the conception of a new type of collaborative robot

#### RIF User Type: Breakdown by Activity

Activity Type	Performance	Description
External Events	Nil	<i>n/a</i>
Collaborations	+3 New	FIAT PowerTrain DIASCE (SME) TOYOTA, PSA, NAVAL Group
Workshops	Nil	<i>n/a</i>
Internships	Nil	<i>n/a</i>
Pipeline	11 organisations	6 x SME

### Lifetime (October 2013 to 31 March 2018)

#### Key performance:

- **27 collaborations** commenced
- **336 RIF clients** engaged with RIF offerings
- **48%** of all activity conducted with **SMEs** (inc. Entrepreneurs)

<b>RIF@CEA</b> <b>RIF User Type: Breakdown by Activity</b> Unique clients: 336											
Interactions	Researcher	Entrepreneur	Start-Up	SME	Large Business	Public Body	Research Centre	HEI	Network	TOTAL	% of Interactions
InfoDay	0	0	0	0	0	0	0	0	0	0	0%
RIF@CEA Launch	9	0	0	20	6	1	5	2	2	45	20%
External Events	0	0	0	54	27	5	19	1	4	110	16%
Collaborations	0	0	0	13	12	0	1	1	0	27	12%
Workshops	0	0	0	2	26	0	1	0	4	33	15%
Internships	0	-	-	-	-	-	-	-	-	0	0%
Pipeline	0	0	0	6	5	0	0	0	0	11	5%
	9	0	0	95	76	6	26	4	10	226	
	Researcher	Entrepreneur	Start-Up	SME	Large Business	Public Body	Research Centre	HEI	Network	TOTAL	
	15	2	0	160	97	8	28	17	9	336	
% of Total Clients	4%	1%	0%	48%	29%	2%	8%	5%	3%		

## RIF Bristol Activity

(1st October 2017 to 31 March 2018)

### Key achievements:

- Successfully secured three years funding to continue the RIF model. Utilising ERDF money, the RIF will provide robotics support to SMEs within the local area.
- The partnership with NatWest Bank has continued and a further two workshops planned in the Spring of 2018.
- Conveyed the role of the RIF and the wider European ecosystem championed by ECHORD++ to HRH the Duke of York during the launch of the “Future Space” technology business incubator in Bristol.

Activity Type	Performance	Description
External Events	+3 events	FT Future of Manufacturing Liverpool Robotics Event Manchester EXPO 2018
Collaborations	+2 New	Motion Impossible (start-up) Ultrahaptics (start-up)  <i>N.B. Three collaborations concluded in period</i>
Workshops	+2 New	Natwest Robotics & Business (x2) 20 x delegates 5 x SMEs
Market Assessment	Nil	
Internships	Nil	
E++ Experimenters	Nil	
Pipeline	6 organisations	Includes new applications awaiting appraisal and scheduling. 3 x SMEs

### Lifetime (October 2013 to 31 March 2018)

### Key performance:

- **57 collaborations** commenced
- **621 RIF clients** engaged with RIF offerings
- **63%** of all activity conducted with **SMEs** (inc. Start-ups)

<b>RIF@BRL</b> <b>RIF User Type: Breakdown by Activity</b> Unique clients: 621											
Interactions	Researcher	Entrepreneur	Start-Up	SME	Large Business	Public Body	Research Centre	HEI	Network	TOTAL	% of Interactions
InfoDay	7	0	0	11	1	2	0	3	0	24	4%
RIF@BRL Launch	15	0	6	33	14	7	0	3	4	82	12%
External Events	0	0	10	163	14	7	4	12	59	269	40%
Collaborations	6	0	17	29	5	0	0	0	0	57	8%
Workshops	7	3	8	122	22	9	1	13	1	186	27%
Market Assessment	0	0	6	2	0	0	0	0	0	8	1%
Internships	28	-	-	-	-	-	-	-	-	28	4%
Pipeline	0	0	3	15	6	0	0	1	0	25	4%
	63	3	50	375	62	25	5	32	64	679	
	Researcher	Entrepreneur	Start-Up Company	SME	Large Business	Public Body	Research Centre	HEI	Network	TOTAL	
Unique Clients	60	2	45	346	55	17	6	27	63	621	
% of Total Clients	10%	0%	7%	56%	9%	3%	1%	4%	10%		

## RIF Peccioli Activity (1st October 2017 to 31 March 2018)

### Key achievements:

- Forming collaboration between BioRobotics Institute & Tuscany Digital Innovation Hub.
- New corporate image and information material;
- Joining the “Tuscany Regional Platform Industry 4.0”: technical-operational interface between regional, economical and technological initiatives and the National Plan Industry 4.0.

### RIF User Type: Breakdown by Activity

Activity Type	Performance	Description
External Events	Nil	<i>n/a</i>
Collaborations	+13 New	3dnextech (SME) ALS (Angelantoni life science) (SME) Archa (SME) Belvedere Gemme Spa (SME) Geostech (SME) Giannoni&Santoni (SME) Gruppo pretto srl (SME) Isart (SME) Masmec (SME) MLR/TURF (SME) Morpheos (SME) Nest srl (SME)
Workshops	Nil	<i>n/a</i>
Market Assessment	Nil	<i>n/a</i>
Internships	Nil	<i>n/a</i>
E++ Experimenters	Nil	<i>No new experiments took place.</i>
Pipeline	34 organisations	5 in period all SMEs

## Lifetime (October 2013 to 31 March 2018)

### Key performance:

- **28 collaborations** commenced
- **257 RIF clients** engaged with RIF offerings
- **60%** of all activity conducted with **SMEs**

<b>RIF@SSSA</b> <b>RIF User Type: Breakdown by Activity</b> Unique clients: 257											
Interactions	Researcher	Entrepreneur	Start-Up	SME	Large Business	Public Body	Research Centre	HEI	Network	TOTAL	% of Interactions
InfoDay	40	0	0	22	0	1	0	6	0	69	18%
RIF@SSSA Launch	27	0	0	48	0	0	0	0	0	75	20%
External Events	0	0	0	0	2	0	0	0	11	13	2%
Collaborations	1	0	0	15	12	0	0	0	0	28	7%
Workshops	35	0	0	84	3	0	2	17	6	147	39%
Internships	5	-	-	-	-	-	-	-	-	5	1%
E++ Experimenters	0	0	0	8	1	0	1	0	0	10	3%
Pipeline	0	0	0	28	6	0	0	0	0	34	9%
	108	0	0	205	24	1	3	23	17	381	
	Researcher	Entrepreneur	Start-Up	SME	Large Business	Public Body	Research Centre	HEI	Network	TOTAL	
Unique Clients	75	0	0	154	20	1	0	6	1	257	
% of Total Clients	29%	0%	0%	60%	8%	0%	0%	2%	0%		

### 3 RIF Key Performance Indicators

Indicator	Explanation	Way of Assessment	Cumm. Target (Total & SME)	Progress (Oct13-Mar18)
<b>Businesses engaged</b> <ul style="list-style-type: none"> <li>• SMEs</li> <li>• Non-SMEs</li> <li>• Individuals</li> </ul>	Total no. of organizations within the RIF network, incl. businesses, sole traders, non-profit organizations, HEIs & business start-ups.	Proposal and engagement statistics generated by PM tools provided by BRL	BRL (450 – 270) CEA (300 - 180) SSSA (300 - 180)	BRL (621 -393) CEA (336 -160) SSSA (257 -154)
<b>Businesses assisted (&gt;12hrs)</b> <ul style="list-style-type: none"> <li>• SMEs</li> <li>• Non-SMEs</li> </ul>	Consultancy support, information, advice & guidance to individual businesses. The assistance can be face-to-face, via phone, web-based, dialogue at conferences, seminars, walk-ins, workshops or networks.	Internal statistics generated by PM tools provided by BRL& sign-off by organization required. Includes cumulative support time.	BRL (180 - 108) CEA (120 - 72) SSSA (120 - 72)	BRL (226-150) CEA (54-22) SSSA (66-38)
<b>New businesses/ Pre-start-up assistance</b>	New business: The creation of new businesses including start-ups of all sizes, sole traders, partnerships and not for profit organizations. Pre-start Assistance: Inquiries from individuals on how to acquire technical & entrepreneurial skills to set-up a new business venture.	Internal statistics generated by PM tools provided by BRL& sign-off by organization and/or individuals required.	BRL (12) CEA (6) SSSA (6)	BRL (47) CEA (2) SSSA (1)
<b>Jobs safeguarded</b>	The number of jobs declared “at risk” by a business prior to enrolling onto the RIF programme and receiving business support, and still active twelve months from start of the engagement. “At risk” – a permanent, paid, full-time equivalent (FTE) job which is forecast to be lost within one year.	Internal statistics based on statements of users - entered into and generated by PM tools provided by BRL - This is not a hard KPI, but still useful as an indicator for long-term impact of RIFs.	BRL (18) CEA (9) SSSA (9)	BRL (6) CEA (n/a) SSSA (n/a)

<b>Jobs created</b>		A new paid, full-time equivalent (FTE) job. Temporary employment is captured if it has a life expectancy of at least 8 weeks (or Pro Rata equivalent). The post is when an individual starts a new role.	Evidence & sign-off by organization and/or individual required. Generated by questionnaire after RIF collaboration.	BRL (27) CEA (18) SSSA (18)	BRL (50+) CEA (n/a) SSSA (n/a)
<b>Number of patents &amp; other IPR products and / or processes launched.</b>		As a result of direct assistance provided through engagement with a RIF.	Evidence of IPR device required. This information is gathered via a survey at the end of the engagement as well as long-Term (see "Impact on Innovation")	BRL (6) CEA (3) SSSA (3)	BRL (n/a) CEA (1) SSSA (1)
<b>Number of new or improved products and/or processes launched</b>		The launch of a new or improved product / service as a direct result of assistance provided through engagement with a RIF.	Evidence of new or improved products required & sign-off by organization & / or individual required. This information is gathered via a survey at the end of the engagement as well as long-Term.	BRL (30) CEA (24) SSSA (24)	BRL (25) CEA (1) SSSA (2)
<b>Engagement</b>		An interaction with an organisation or individual. Includes f2f, digital enquiries, dissemination events, workshops, pipeline & collaborations.			
<b>Pipeline</b>	<b>Warm</b>	Engagements that have progressed into RIF applications and are awaiting review by RIF panel.			
	<b>Hot</b>	Approved applications awaiting commencement. Schedule of work, resourcing & objectives defined and agreed by all parties. <i><b>N.B.</b> Engagements are removed from the Pipeline once the application process has been concluded; on commencement of collaboration or the termination of the application by the applicant.</i>			
<b>Collaboration</b>		A successful application that has commenced.			