

INNOVATION QUESTIONNAIRE

TEMPLATE

For each innovation that the project will develop / has developed please answer the questions below:

Title of the innovation *

Robotics Innovation Facilities

Describe the innovation (in less than 1000 characters, spaces included) *

Automation and digitalisation of industry operations are key to stay competitive. To meet this demand from industry, three Robotics Innovation Facilities (RIFs) have received funding from the ECHORD++ project to serve as collaborative test beds for exploring how academia can successfully interact with small, medium and large enterprises to drive robotic development and economic growth in Europe. The three RIFs are located in France (RIF Paris), Italy (RIF Peccioli), and the UK (RIF Bristol). The RIF Project has been successful in addressing a real need in European industry and the aim of all three organisations is therefor to transform the RIF concept into sustainable Robotics Competence Centres (RCCs).

Is the innovation developed within the project ... *

a) Under development

b) Already developed but not yet being exploited

c) being exploited

Characterise the type of innovation *

- Significantly improved product
- Significantly improved service (except consulting ones)
- Significantly improved process
- Significantly improved marketing method
- Significantly improved organisational method
- Consulting services
- New product
- **New service (except consulting ones)**
- New process
- New marketing method

- New organisational method
- Other

Is the innovation to be introduced to the market or to be deployed within a partner *

- **Introduced new to the market (commercial exploitation)**
- Deployed within a partner (internal exploitation: Changes in organisation, new internal processes implemented, etc.)
- No exploitation planned

Is there a clear owner of the innovation in the consortium or multiple owners? *

- A clear owner
- **Multiple owners**

Indicate the step(s) already done (or are foreseen) in the project in order to bring the innovation to (or closer to) the market

- Done or ongoing
- Planned in project
- Not planned in project but needed/desirable
- Not planned in project and not needed

<i>Technology transfer</i>	This is a part of the RIF concepts offering to customers
<i>Engagement of both research team and partner's business units in project activities</i>	Done or ongoing
<i>Business plan</i>	Done or ongoing
<i>Market study</i>	Done or ongoing
<i>Prototyping in laboratory environment</i>	This is a part of the RIF concepts offering to customers
<i>Prototyping in real world environment</i>	This is a part of the RIF concepts offering to customers
<i>Pilot, Demonstration or Testing activities</i>	This is a part of the RIF concepts offering to customers

<i>Feasibility study</i>	Not planned in project and not needed
<i>Launch a start-up or spin-off</i>	This is a part of the RIF concepts offering to customers
<i>Standardisation</i>	Not planned in project and not needed
<i>Application for private or public investment</i>	Done or ongoing
<i>Securing private investment</i>	Done or ongoing
<i>Securing public investment</i>	Done or ongoing
<i>Other (please specify)</i>	N.A

If other, please specify

Indicate which participant(s) (up to a maximum of 3) is/are the key organisation(s) in the project delivering this innovation. For each of these identify under the next question their needs to fulfil their market potential. *

Organisation 1 **RIF Paris, transforming to**

Organisation 2 **RIF Bristol**

Organisation 3 **RIF Peccioli**

The aim of all three organisations is to transform the RIF concept into sustainable Robotics Competence Centres (RCCs).

Indicate their needs to fulfil their market potential

- **Investor readiness training** **All three organisations**
- **Investor introductions** **All three organisations**
- **Biz plan development** **All three organisations**
- **Expanding to more markets** **All three organisations**
- Legal advice (IPR or other)
- **Mentoring** **All three organisations**
- Partnership with other company (technology or other)
- Incubation
- Startup accelerator

Market size: What is the approximate market size for this innovation *

- **< €25M**
- **€25M - €100M**
- **€100M - €250M**

- €250M - €500M
 - €500M
- Not known
- € amounts are for global markets and per year

Market maturity: The market for this innovation is ... *

- Not yet existing: customers are not buying such products (or are not yet ready to buy such products/services)
- **Emerging: There is a growing demand and few offerings are available**
- Mature: The market is already supplied with many products of the type proposed

Level of innovation: What is the level of innovation *

- No innovation - other factors contribute to viability
- Some distinct, probably minor, improvements over existing products
- Innovative but could be difficult to convert customers
- Obviously innovative and easily appreciated advantages to customer
- Very innovative satisfies a well-known market need
- Market competition: How strong is competition in the target market? *
- Patchy, no major players
- **Established competition but none with a proposition like the one under investigation**
- Several major players with strong competencies, infrastructure and offerings

When do you expect that such innovation could be commercialised? *

- Less than 1 year
- Between 1 and 3 years
- **Between 3 and 5 years***
- More than 5 years

* To receive sustainable revenue streams from industry