Project Title	**Boosting Smart Specialization and Encouraging Spin-offs in IT across Danube Region**
Call	**Danube Region Programme**
Project number	**DRP0200277**
Coordinator	**ZEDA**
Project duration	**30 months 0 days**
Project website	***https://interreg-danube.eu/projects/spinit***
Specific objective	**Setting up, implementing, and validating pilot measures in IT sector and smart technologies in DR**
Activity	**Next-gen Pilot Projects for Smart Specialization and IT**

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D.2.2.2: Selection of Pilot Projects

Deliverable D.1.2.1 Development of the Framework for knowledge exchange and benchmarking			
Due date of deliverable:	30.06.2025	Actual submission date:	03.03.2025
Organization:	**DEX Innovation Centre, DEXIC**	Author:	Adam Červenka
Status: Final (F) Draft (D) Revised draft (RV)	F	Dissemination level: Public (PU) Confidential, only for members of the consortium (CO)	CO

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1 Approach and Methodology

The methodology for pilot project selection and implementation within the SpinIT initiative is designed to ensure alignment with the project's overarching objectives, focusing on skills development, digital innovation, and smart specialization. While the Local Action Plans (LAPs) provided valuable insights into regional priorities, it became evident that some proposed pilot actions required further refinement to meet the strategic goals of the project.

To address this, a set of standardized requirements has been established, ensuring that all pilot projects align with the regional S3 strategies, EU Strategy for the Danube Region (EUSDR), and SpinIT's focus areas. Rather than directly linking LAPs to pilot actions, each partner is encouraged to adapt and refine their pilot projects to meet these criteria. This approach is particularly necessary where pilot actions were not clearly defined or where engagement levels varied among territorial partners.

By implementing this structured methodology, we aim to maximize the impact, scalability, and transferability of pilot projects across the Danube Region, ensuring that they contribute meaningfully to digital transformation and innovation in the participating territories.

The selection of pilot projects for SpinIT is not just about meeting predefined criteria; it is about finding initiatives that inspire, innovate, and align with the project's broader goals of fostering smart specialization and bridging territorial disparities. Building on the knowledge from the **D.1.2.2 Best Practice Report**, this deliverable provides partners with a roadmap to identify projects that address local challenges while capitalizing on transnational synergies. The process involves asking key questions, drawing lessons from successful examples, and building a coherent strategy tailored to each region.

2 Framing the Selection: Where to Start?

When beginning the selection process, partners should consider: ***What are the pressing challenges in your region?*** Local Action Plans (LAPs) serve as the foundation, highlighting specific needs and opportunities. For instance, does your region lack digital infrastructure in agriculture? Or are SMEs in your area struggling with adopting Industry 4.0 technologies? By grounding the selection process in the realities of each region, partners ensure relevance and impact.

From there, partners should evaluate how the **defined Requirements** (D.2.2.1) shape their focus. For example, if the requirements emphasize the integration of AI in small businesses,

how can this translate into actionable pilot ideas? What industries could benefit the most from such interventions? This step ensures alignment with SpinIT's objectives while maintaining flexibility to adapt to local contexts.

3 Drawing Inspiration from Best Practices

A powerful way to develop pilot ideas is to learn from projects that have already proven successful. For example, **PRAGMATIC**, a precision agriculture initiative, provides a compelling case study. This project integrated IoT, big data, and satellite imaging to help farmers optimize resource use and improve yields. Beyond its technical achievements, PRAGMATIC demonstrated the importance of creating accessible, user-friendly tools that directly address end-users' pain points. As a partner, ask yourself: *Could a similar approach work in our local industry?* If agriculture isn't relevant, what about other sectors where data-driven decision-making could drive efficiency, such as manufacturing or logistics?

Similarly, **LandSense** highlights the value of engaging communities in innovation. Its CropSupport app not only provided farmers with real-time crop monitoring tools but also involved them in contributing data to broader scientific research. This dual benefit of empowering users and advancing knowledge is a model for projects that seek to combine local impact with broader relevance. Partners should ask: *How can we engage end-users as active participants in our pilot projects?* What tools or platforms can facilitate this engagement?

4 Thinking Big: Where Could Innovation Lead?

When reviewing potential pilot ideas, it's essential to think beyond immediate goals. The **AI4SI initiative in Slovenia**, for example, shows how fostering collaboration between academia, policymakers, and businesses can create long-term change. By transferring AI research into practical applications, the project strengthened national competitiveness and paved the way for a cohesive AI strategy. This raises an important question: *Is there a technology or methodology that your region has yet to fully embrace?* Could your pilot project serve as the starting point for broader adoption?

Projects like **Ladies in AI**, an example from Croatia, which focused on equipping women with AI and entrepreneurial skills, also demonstrate the potential for addressing social inequalities through innovation. Partners might consider: *Are there underrepresented groups in your region that could benefit from targeted skills development?* How can technology act as an enabler for social inclusion and economic growth?

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5 Building a Strategy for Selection

The selection process is about balancing inspiration with practicality. Partners should approach this by asking:

1. *Does the pilot idea align with the strategic goals of SpinIT and S3 priorities?*
2. *Is it feasible within the resources and timelines available?*
3. *Does it offer clear and measurable outcomes, such as improved digital adoption or increased competitiveness?*

Partners should also think about scalability and adaptability. For instance, the **Danube Energy+ initiative**, which targeted young innovators to pioneer energy efficiency solutions, created a replicable model for engaging youth in sustainability. Could your pilot idea be scaled to other regions or industries? What structures would need to be in place for this to happen?

Finally, promotion and visibility are crucial. Ask: *How can the results of your pilot project be shared effectively?* Developing a communication plan that includes workshops, reports, and digital outreach ensures that the project's impact extends beyond its immediate participants.

5. 1 Encouraging Collaborative Creativity

Partners are encouraged to think collaboratively, sharing insights and brainstorming ideas that combine regional expertise with transnational perspectives. For example, combining lessons from **PRAGMATIC** and **LandSense** (both from Serbia) could result in a pilot project that applies IoT not just in agriculture but in water resource management, an equally critical area for many regions in the Danube.

Similarly, cross-sectoral collaboration, as seen in projects like **DanubePeerChains** (from Bosnia and Herzegovina), can inspire partners to look for synergies between industries. Could ICT solutions for manufacturing also address challenges in healthcare or education? Asking these types of questions encourages out-of-the-box thinking and maximizes the potential for innovation.

5. 2 Guiding Questions for Partners

To make the selection process more engaging, here's a set of guiding questions:

- *What specific regional challenges does your pilot project address?*
- *What tools or methodologies will you use, and are they accessible to all stakeholders?*

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- *What outcomes do you expect, and how will you measure success?*
- *How can your project be adapted for other regions or scaled for broader impact?*

By combining structured analysis with inspiration from proven initiatives, partners can select pilot projects that not only meet the requirements of D.2.2.2 but also embody the transformative spirit of the SpinIT project.

5. 3 Requirements of the selection based on the D.2.2.1

Pilot projects within the SpinIT initiative must focus on **skills development** in **ICT, AI, AR/VR, Industry 4.0, Edtech, and cross-sectoral collaboration**, ensuring alignment with **regional Smart Specialization Strategies (S3)** and the **EU-Strategy for the Danube Region (EUSDR)**. They must deliver measurable benefits, such as increased IT sector employment, and contribute to the long-term objectives of SpinIT.

All pilot projects must be **feasible, well-defined, and completed by June 2025**. They must engage **10 participants (including 3 SMEs)**, develop a **transferable curriculum/methodology**, and be **properly documented and promoted**. Pure application or platform development is not eligible—projects must emphasize education, innovation, and new methodologies.

Projects should integrate **emerging technologies** (AI, IoT, blockchain, big data) and **innovative approaches** (gamification, virtual hackathons) to enhance engagement and effectiveness. Additionally, they must ensure **scalability and transferability**, allowing successful initiatives to be replicated across different regions and sectors.

Practical part - Selection of Pilot projects

A) Based on the Local Action Plans (via D.2.1.4.)

SpinIT_LAP template_FINAL.docx

B) Based on the Best Practice reports

D.1.2.2. Best practice report_FINAL.pdf

C) Based on the Defined Requirements (via D.2.2.1)

D2.2.1 Definition of requirements for pilot projects in smart specialization and IT sector

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Annex 1: Drafting the Pilot Project

Pilot Project Template

1. Project Title

Skills Enhancement & Digital Transformation through Collaborative Robotics

2. General Information

Region/Location: Tuzla, Bosnia and Herzegovina
Lead Organization: Foundation for Innovation, Technology and Transfer of Knowledge
Key Stakeholders: DKR d.o.o., Industrial HUB, Tuzla Canton Chamber of Commerce, Chamber of Commerce of Federation B&H, Public Institution Employment Service of Tuzla Canton, Ministry of Economy of Tuzla Canton, Government of Tuzla Canton, University of Tuzla

3. Impact of the Local Discovery Group workshops

Present the progress that you made in your local workshops and the steps that led to your decision for the following pilot decision. Explain what needs to be covered and how you envision the impact. You can mention if the stakeholders from the workshops are willing to support you during the implementation process.

Through the organization of Local Discovery Group (LDG) workshops in Tuzla Canton, we identified a critical need for increased automation and modernization in the region's industrial sector. The workshops brought together representatives from local SMEs, academic institutions, development agencies, and public authorities, who jointly emphasized the importance of integrating advanced technologies—particularly collaborative robots (cobots), AI, and IoT—into production processes.

The economy of Tuzla Canton is heavily reliant on the mechanical and chemical industries. Many small and medium-sized enterprises with production capacities struggle with introducing modern technologies that would ensure competitiveness and long-term sustainability. LDG participants recognized the significant potential of collaborative robots to improve efficiency, reduce costs, and enhance both worker safety and product quality.

In particular, the use of cobots in the chemical industry was highlighted as a key priority. Cobots powered by AI can mitigate risks associated with exposure to hazardous materials and heavy physical labor. Specific use cases discussed included packing chemicals, separating materials, and relocating containers within production facilities.

These insights directly shaped the pilot project's focus on digital skills development and training programs in AI, Industry 4.0, and cobot integration. They also underscored the need for strong

collaboration between academia, industry, and public institutions. The LDG workshops provided a practical foundation for designing a pilot that is rooted in regional needs, aligned with S3 priorities, and contributes to the broader goals of the EUSDR—particularly PA7 (Knowledge Society), PA8 (Competitiveness of Enterprises), and PA9 (People and Skills).

4. Project Details

Objective:
What is the main goal of the project? Clearly state the problem it addresses and the expected outcomes.

The main goal of the pilot project is to support the digital transformation of SMEs and individuals in Tuzla Canton by building practical skills and knowledge in artificial intelligence (AI), Industry 4.0, and collaborative robots (cobots) in production environments.

The project addresses a critical regional challenge: the lack of technological modernization and automation in production processes, particularly among small and medium-sized enterprises in the mechanical and chemical industries. These companies often face significant obstacles in adopting new technologies due to limited access to expertise, practical training, and implementation support—factors that threaten their competitiveness and long-term sustainability in both local and global markets.

Additionally, there is a significant gap between industrial needs and the skills available in the current workforce, especially in domains such as Industry 4.0, IoT, and human-machine collaboration. This gap places local companies at a disadvantage when compared to counterparts in more digitally advanced regions and countries. It restricts their ability to innovate, optimize production, and respond to market demands with agility. As a result, companies struggle to maintain competitiveness, attract investment, and integrate into modern value chains. Without the necessary talent and technological capacity, businesses are unable to fully embrace automation and digital transformation—leading to stagnation, reduced productivity, and limited growth potential.

A core issue stems from the growing disconnect between rapidly evolving industrial demands and an education system that is progressing too slowly to keep pace. While some curricular improvements are underway, state universities often lack access to modern equipment and continue to rely heavily on outdated teaching methodologies that no longer reflect current industry practices. As a result, students — the future workforce — are not adequately prepared to meet the technological demands of modern workplaces, leaving them at a disadvantage when entering the job market and contributing to the widening skills gap.

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To address these challenges, this pilot introduces collaborative robots as a practical and scalable entry point into smart manufacturing. Cobots offer a unique advantage: they are significantly more accessible than conventional industrial robots, making them ideal tools for demystifying automation. Their intuitive interfaces, simplified programming (via hand guidance or user-friendly applications), and reduced technical complexity make them particularly suitable for individuals with no prior experience in robotics. This allows SME employees, students, and job seekers to quickly gain confidence and competence in operating advanced systems without needing deep technical backgrounds.

Furthermore, cobots are equipped with built-in safety features—such as automatic stops upon contact—that foster trust and reduce fear in new users. This user-centric design not only supports safe hands-on training but also encourages wider adoption across diverse industrial environments.

The project will deliver several concrete outcomes:

- Enhanced digital and automation skills among key regional stakeholders, including students, SME workers, and job seekers.
- A transferable and modular training curriculum centered on the practical use of cobots in industrial scenarios.
- Greater readiness among SMEs to integrate automation solutions.
- Stronger linkages between educational institutions, industry actors, and public bodies to support sustainable innovation ecosystems.

Relevance to RIS3 (Smart Specialization Strategies):
Explain how the project aligns with your region's RIS3 priorities.

Bosnia and Herzegovina does not yet have a formally adopted Smart Specialization Strategy (RIS3). The process, initiated in 2018, has experienced delays due to administrative and political complexities, as well as the COVID-19 pandemic. However, the Federation of Bosnia and Herzegovina (FBiH) has made significant progress by embedding smart specialization elements into the Development Strategy of the Federation of BiH 2021–2027. This strategy, developed with technical support from the Government of the Czech Republic, prioritizes innovation, digitalization, and economic competitiveness—key themes aligned with the principles of smart specialization.

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In addition to the federal strategy, each canton and municipality, including Tuzla Canton and the City of Tuzla, has developed its own development strategy. These local and regional strategies are based on the federal framework but provide a more focused approach, including localized statistical analysis and targeted actions adapted to specific regional challenges. This ensures that overarching national priorities are implemented in ways that are both relevant and effective at the local level.

After outlining the key strategic documents at the federal, cantonal, and municipal levels, the following section explains the specific alignment of the pilot project with these priorities. It demonstrates how the project contributes to strategic objectives while addressing urgent regional challenges in a targeted, scalable manner.

Alignment with the Development Strategy of the City of Tuzla 2012–2026:

- Strategic Goal 1: Acceleration of Economic Development and Improvement of Economic Competitiveness
  → The pilot contributes to the modernization of production systems, development of human capital, and enhancement of local businesses' innovation capacity.

Alignment with the Development Strategy of Tuzla Canton 2021–2027:

- Strategic Goal 1: Dynamic and Sustainable Economic Development in a Favorable Business Environment

  → The project supports the digital transformation of SMEs and enhances workforce competencies aligned with Industry 4.0 demands.

- Strategic Goal 2: Developed, Inclusive, and Prosperous Social Sector with Equal Rights for All Citizens

  → Through inclusive education and skills development, the project improves employability and promotes social equity within the digital economy.

Alignment with the Development Strategy of the Federation of Bosnia and Herzegovina 2021–2027

- Priority 1.1: Enhancing the Digitalization of the Economy
  - Measure 1.1.2: Accelerate the digital transformation of SMEs

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→ The project offers practical and strategic support for adopting digital tools and automation technologies among SMEs.

- Measure 1.1.3: Improve digital skills, especially in line with labor market needs

  → Education and training are core pilot project components aimed at addressing skills gaps in AI, robotics, and Industry 4.0.

- Priority 1.2: Support for Technology Transfer and Development
  - Measure 1.2.1: Support research and innovation activities

    → Innovation is demonstrated through hands-on training in one of the key Industry 4.0 technologies – collaborative robots, which unlock new industrial capabilities.

  - Measure 1.2.2: Foster collaboration between industry and research institutions

    → The pilot will include at least 10 diverse participants, SMEs, universities, and innovation actors, facilitating stronger cross-sector collaboration.

- Priority 1.3: Support for Business Environment Development
  - Measure 1.3.2: Support the growth of businesses
    → The proposed activities promote the development of new skills and capacities, enabling greater innovation and competitiveness among SMEs.

Alignment with the EU Strategy for the Danube Region (EUSDR):

- PA7: Knowledge Society – Education, Research, and Innovation

  → The project strengthens regional knowledge ecosystems by encouraging cooperation among universities, SMEs, and innovation agencies.

  → It also improves educational outcomes by providing practical, hands-on training in advanced technologies such as collaborative robotics.

- PA8: Competitiveness of Enterprises

  → The project equips SMEs with modern digital tools and skills, enhancing their innovation capacity and competitiveness.

→ It supports digital transformation as a driver of SME growth, resilience, and internationalization.

- PA9: People and Skills
  → By developing tailored training programs, the project directly addresses regional skills gaps.
  → It boosts employability in both the IT and manufacturing sectors by delivering digital and technical competencies to students and workers.

5. Technical Information

Digital and Innovation Tools Used:
Which tools, methodologies, or platforms will be leveraged?

The pilot will integrate carefully selected digital and innovation tools to ensure accessibility, relevance, and practical value for SMEs, and individuals in Tuzla Canton. The focus will be on hands-on experience and user-friendly technologies that support the learning and application of Industry 4.0 principles.

1. Collaborative Robots (Cobots)

Collaborative robots will serve as the primary technological tool used during the training program. In contrast to traditional industrial robots, cobots are significantly more user-friendly—they can be programmed through hand guidance and simple interfaces, often via drag-and-drop applications. This lowers the entry barrier for participants without prior experience in robotics or programming, reducing fear and building confidence. Their built-in safety features, such as automatic stop upon contact, allow safe interaction and foster trust in human-robot collaboration.

2. Digital Collaboration Platforms

We will use platforms such as Moodle, Google Workspace, and Miro to:

- Deliver learning content
- Enable collaborative development of learning modules and exercises
- Share materials and feedback between participants, trainers, and stakeholders. These tools also support hybrid participation, expanding the reach of the pilot and ensuring scalability beyond the initial test group.

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Methodology:

How will the project be implemented? Provide a clear step-by-step process.

1. Stakeholder Engagement and Participant Selection

Identify and engage at least 10 participants through an open call, including a minimum of 3 SMEs operating in manufacturing, mechanical, or chemical sectors. The selection will prioritize companies with an expressed interest in process automation, AI, or workforce upskilling.

2. Curriculum Co-Design with Local Experts

Collaborate with university staff, SME representatives, and innovation stakeholders (e.g. chambers, agencies) to co-design a modular training curriculum focused on collaborative robots in manufacturing and digital innovation.

3. Hands-On Training with Collaborative Robots

Organize a training program with in-person practical sessions (e.g., cobot programming, simulation of real production tasks). Participants will interact directly with cobots, develop skills in operating and programming cobots, automation and Industry4.0-enabled manufacturing.

4. Collaborative Workshops and Use Case Prototyping

Facilitate innovation workshops where SMEs and students co-develop real-world use cases for cobot integration within their factories (e.g., packaging chemicals, lifting operations). Each team will build a simple proof-of-concept or simulation.

5. Evaluation and Impact Measurement

Assess skills development, company satisfaction, and initial results through pre/post surveys, interviews, and digital engagement metrics. Measure perceived ROI and readiness for further technology adoption.

6. Documentation and Transferability Toolkit

Prepare a final report with lessons learned, transferable curriculum, and a replicable methodology guide that can be used by other regions or sectors within the Danube Region.

Innovative Aspects:

What makes this project unique?

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Unlike traditional upskilling or industrial training programs, this pilot project uniquely integrates real production challenges from SMEs in Tuzla Canton and directly connects them with hands-on training in collaborative robotics and AI technologies.

What sets this project apart is:

- Human-centered introduction to robotics – By leveraging collaborative robots (cobots) with intuitive programming (e.g. hand guidance), the project lowers the entry barrier for individuals without prior robotics experience. This boosts confidence and reduces fear of technology.
- Cross-sectoral co-creation – The curriculum and training use cases are co-designed with academia, industry, and public stakeholders, ensuring high relevance and practical application.
- Real use-case prototyping – Participants engage in prototyping solutions for specific challenges in the mechanical and chemical sectors (e.g. safe chemical handling, packaging automation), making the learning deeply applied.
- Scalable and replicable design – The entire methodology is built with transferability in mind, allowing other regions with similar industrial profiles to replicate the model easily.
- Inclusive and gamified learning – Through gamification, the project ensures inclusive, engaging learning experiences for students, entrepreneurs, and workers alike.

6. Scope and Impact

Scope:
What specific industries, technologies, or sectors will be targeted?

This project targets the mechanical and chemical industries, but other industry sectors as well, in Tuzla Canton, with a specific focus on production-oriented small and medium-sized enterprises (SMEs) that are struggling to adopt advanced technologies.

The technological focus includes:

- Collaborative robotics (cobots)
- Industry 4.0 concepts

The project aims to bridge the gap between traditional manufacturing and emerging technologies by introducing safe, intuitive, and efficient automation solutions. Through

targeted training and prototyping, it supports the digital transformation of regional industries, while also fostering cross-sectoral collaboration between academia, private companies, and innovation stakeholders.

Expected Results:
What tangible outcomes will this pilot project deliver?

- At least 10 participants engaged in the pilot, including 3 SMEs from the industry sectors.
- One transferable training module developed on the integration of collaborative robots in industrial settings, with a focus on worker safety, usability, and productivity.
- Increased digital skills and confidence among participants, particularly non-experts, through hands-on training with user-friendly, safe cobot technology.
- Cross-sectoral collaboration established between SMEs, local academic institutions, and innovation stakeholders.
- A documented and scalable methodology to enable replication of the pilot in other regions of the Danube area facing similar industrial modernization challenges.

Who Will Benefit?

Who are the direct and indirect beneficiaries?

- SMEs and technical faculties will directly benefit by gaining hands-on experience with collaborative robotics and automation technologies, improving their productivity, safety, and competitiveness.
- Workers and technicians will benefit from acquiring new digital skills in a safe and approachable way, boosting their confidence and employability in the context of Industry 4.0.
- Students and educators from technical faculties (especially engineering and automation) will access practical training content aligned with modern industrial needs, strengthening the link between academia and industry.
- Local innovation stakeholders and policymakers will gain valuable insight into technological gaps and workforce needs, supporting evidence-based decision-making and future strategy development.

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- The broader Danube Region will benefit from the creation of a transferable, scalable pilot model that can be adapted to similar regional challenges in industrial digitalization and workforce upskilling.

7. Timeline

Provide a breakdown of key milestones and their expected completion dates.

March

- Kickoff & Stakeholder Coordination

Launch the pilot project. Confirm participation of SMEs, University of Tuzla, innovation actors, and institutions. Set up communication and coordination mechanisms.

- Finalization of Curriculum & Logistics

Finalize training modules and materials focused Industry 4.0 and collaborative robotics. Ensure training space and equipment (e.g., cobot) are ready.

- Open Call and Participant Selection

Prepare an open call for SMEs, faculties and individuals. Select participants (minimum 10, including 3 SMEs), divide into two groups for training quality and arrange training sessions.

April

- Training Implementation – Group 1

Deliver the training focused on hands-on sessions with collaborative robotics, programming, safety, real-life applications demos, digital skills and Industry 4.0 concepts.

May

- Training Implementation – Group 2

Deliver the training focused on hands-on sessions with collaborative robotics, programming, safety, real-life applications demos, digital skills and Industry 4.0 concepts.

June

- Use Case Development & Support

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Support participants (especially SMEs) in developing small-scale use cases applying cobot or AI technologies.

- Transferability & Scalability Planning

Develop recommendations for adapting and replicating the pilot in other regions. Document lessons learned, scalable practices, and policy insights.

- Evaluation & Skills Validation

Conduct post-training assessments, gather participant and partner feedback, and evaluate impact.

- Reporting & Closure

Prepare and submit a final report with insights, outcomes, transferability potential, and recommendations.

8. Promotion Strategies

Communication Channels:
Indicate how the project will be promoted (e.g., social media, workshops, conferences, publications).

The pilot project will be promoted through the official website and social media channels of the Foundation for Innovation, Technology and Transfer. FITT will lead targeted social media campaigns to announce the pilot, highlight key activities, and share details about the open call, including application procedures and deadlines.

In addition to online promotion, direct communication will be used to engage with academic institutions and SMEs, ensuring strong local participation and collaboration.

The website and social media channels of SpinIT will be used to ensure broad visibility across the region and further amplify the outreach, especially toward regional stakeholders.

Engagement Activities:
Outline plans to involve stakeholders and raise awareness.
(Example: “Organize two hands-on training sessions for farmers and one public event to share outcomes.”)

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To ensure active participation and raise awareness, the pilot project will involve key stakeholders—such as SMEs, academic institutions, development agencies, and innovation actors—through a combination of direct outreach and online promotional activities.

Introductory info sessions will be organized via phone call for all interesting participants to present the goals of the pilot, benefits of participation, and opportunities for collaboration.

Continuous communication and updates through the pilot project duration will be maintained through online platforms, and local partner networks to keep all participants engaged throughout the project lifecycle.

9. Scalability and Transferability

Potential for Expansion:
How can this project be scaled to other regions or industries?

The pilot project has strong potential for replication and scaling across other regions and sectors.

The collaborative robotics training model can be easily adapted to different industrial contexts beyond the mechanical and chemical sectors, including food processing, logistics, and healthcare. Its modular, hands-on approach allows for customization based on local workforce needs and industrial capacities.

Additionally, the curriculum and methodology can be transferred to other areas of the Danube Region through partnerships with other project partners supporting broader digital transformation goals and smart specialization efforts.

Replication Opportunities:
What elements of the project could be replicated elsewhere?

The proposed pilot project has several elements that could be replicated elsewhere, particularly in other regions of the Danube area:

1. Training Programs in Digital Technologies: The methodology for training in collaborative robotics can be applied to other Industry 4.0 technologies such as AI, IoT, digital twins, to be focused on workforce development and upskilling in digital technologies for SMEs and entrepreneurs.

2. Collaboration with Local Stakeholders: The model of engaging local ministries, universities, chambers of commerce, development agencies, and technology companies

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can be replicated in other regions. This multi-stakeholder partnership ensures that the project is rooted in the local economy and addresses region-specific needs.

3. Curriculum Development for Skills in ICT and Industry 4.0: The curriculum designed for this pilot, focusing on collaborative robotics and Industry 4.0 key technologies is scalable and transferable. Other regions facing similar challenges in digital transformation can adopt this curriculum, adjusting it for their specific needs and industries.

4. Focus on SMEs and Workforce Development: Tailoring the program to the needs of SMEs and the local workforce could be replicated in regions with similar economic structures, helping local companies transition to Industry 4.0 and enhancing the skill set of their employees.

5. Evaluation and Impact Measurement Framework: The tools used to measure success and evaluate outcomes, such as tracking progress in digital transformation, skills acquisition, and the creation of new business opportunities, can be replicated to assess similar projects in different regions.

10. Budget (Optional)

Provide an estimated budget and indicate funding sources.

Budget line	Unit measure	Price per unit	Number of units	Total
Collaborative training	per person	800	10	8000
Curriculum	piece	1000	1	1000
Refreshment	per person	50	10	500
				9500

The funding sources are planned through the project.

Instructions for Submission

Each Partner will prepare the presentation for the consortium to present the pilot idea, proposal, and implementation plan. This plan will be presented in the middle of March (via DOODLE voting results) and later it will be decided if all is planned well, eligible, and possible to do.

Sample of PPTX: Pilot Presentation Template

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