

# Annex 3: Implementation Roadmap

SMART SENSORS 4 AGRI-FOOD

25/10/19

# Implementation roadmap: 5 phases

## Potential bottlenecks & required support

**Living document:**  
to be continuously refined/updated

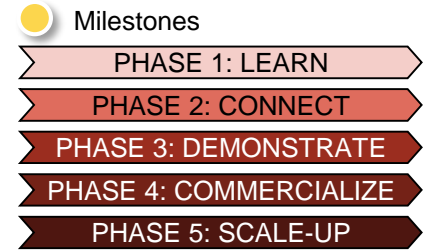
Much broader than the cross-regional investments

|                              | 1  | 2  | 3   | 4   | 5   |
|------------------------------|--|--|---|---|---|
|                              | <b>Learn</b>   | <b>Connect</b>   | <b>Demonstrate</b>  | <b>Commercialize</b>  | <b>Scale-up</b>   |
| <b>Potential bottlenecks</b> | <ul style="list-style-type: none"> <li>Lack of identification of relevant partner regions</li> <li>Mis-scoping of activities</li> <li>Lack of coordination*</li> <li>Low level of involvement from partners and/or regional authorities</li> <li>Incomplete documents (e.g. Governance Structure, Strategy)</li> </ul> | <ul style="list-style-type: none"> <li>Low level of involvement from specific stakeholders or lacking of crucial stakeholders</li> <li>Poor connection with regional authorities**</li> <li>Inadequate mapping of challenges, needs and regional capabilities</li> <li>Mismatching or mismatching of the business needs and opportunities</li> </ul> | <ul style="list-style-type: none"> <li>Lack of cooperation between stakeholders → no common goals / no win-wins detected</li> <li>Mistakes in development of joint proposal</li> <li>Bad design of projects</li> </ul>  | <ul style="list-style-type: none"> <li>Unexpected barriers to expansion</li> <li>No agreement on potential win-win (B2B, C2C and between regions)</li> <li>Bad implementation</li> </ul>  | <ul style="list-style-type: none"> <li>Lack of investment and/or engagement in (new or current) projects</li> <li>Lack of potential instruments or programs to facilitate the innovation and investment projects</li> </ul> |
| <b>Support needed</b>        | <ul style="list-style-type: none"> <li>Existing supporting instruments from EC (EOCIC, Eye@RIS3)</li> <li>Legal and technical advisors</li> <li>More experienced TSSPs</li> <li>Online databases (to facilitate partner search e.g. ECCP)</li> <li>The Entrepreneurial Discovery Process (EDP)</li> </ul>              | <ul style="list-style-type: none"> <li>Strong involvement of regional stakeholders, providing relevant input from their region</li> <li>Multi-stakeholder approach</li> <li>Databases and mapping tools (e.g. ESIF viewer)</li> <li>Value chain analysis / mapping</li> <li>Data analytical tools</li> </ul>   | <ul style="list-style-type: none"> <li>Support in the development of pilot / demonstration cases</li> <li>Development of generic business models (guidelines for interregional cooperation)</li> <li>Technical advisors</li> <li>Data analytical tools</li> </ul> | <ul style="list-style-type: none"> <li>Regional authorities to guide to matching, regional funding possibilities</li> <li>IPR Helpdesk</li> <li>EIB advisory services</li> <li>Improvement of business plans and financial structuring to enhance the investment readiness and bankability of the projects</li> </ul> | <ul style="list-style-type: none"> <li>Specific programs and / or instruments that can support and fund these projects and collaborations e.g. Component 5, European DIHs</li> </ul>  |

(\*) especially regarding financial, (political) commitment and overall management  
 (\*\*) not being able to get the regional authorities involved and invest in the long run

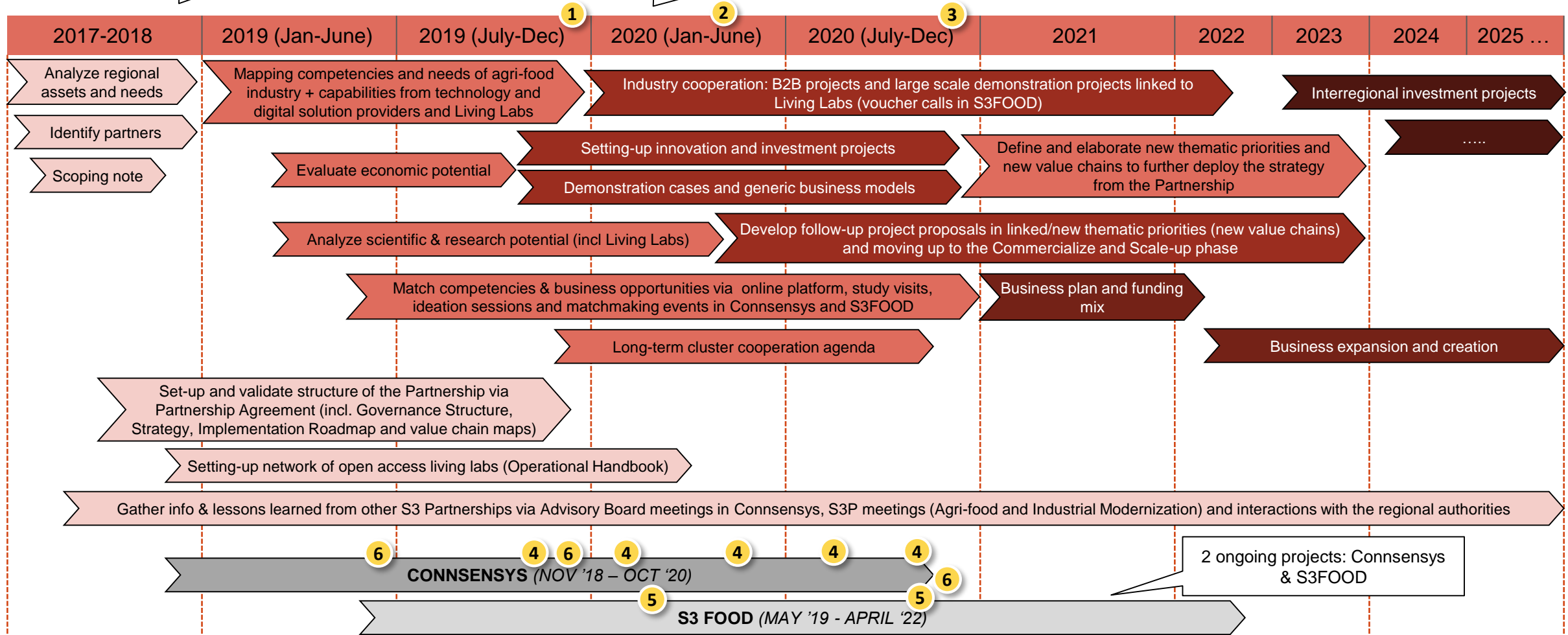
# Implementation: Concrete activities per phase

## Legend



**New members** get the time/opportunity to go through the Learning phase

**General remark:** continuous involvement of and interaction with regional authorities (see Governance Structure)



2 ongoing projects: Connsensys & S3FOOD

- 1** Nov '19: Signing of Partnership Agreement
- 2** April '20: Operational Handbook network of living labs
- 3** Okt '20: Long-term cluster cooperation agenda
- 4** Study visits: C2C and B2B
- 5** Interregional and cross-sectoral matchmaking events: B2B
- 6** Advisory Board meetings Connsensys