



RESIST

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D4.3

Pool of digitalisation and sustainability experts

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Table of acronyms and abbreviations

MTA	Mobility, Transport, Automotive
SME	Small and Medium-Sized Enterprises
VSB	Very-Small Business
CMS	Coaching and Mentoring Services

1. Introduction

This deliverable describes the basic objective and the conceptual approach for establishing expert pools in the areas of digitalisation and green engineering in order to subsequently launch the Coaching and Mentoring Services (CMS) Open Call.

The CMS Open Call provides financial support to European small and medium-sized enterprises (SMEs), start-ups and very-small businesses (VSBs) working in the Mobility, Transport and Automotive ecosystem established in EU Member States and SMP countries (https://ec.europa.eu/info/funding-tenders/opportunities/docs/2021-2027/smp/guidance/list-3rd-country-participation_smp_en.pdf for:

- **Assessment financial support**, for assessing the current status regarding green/digital maturity of the SME, start-ups, VSB and giving advice for improvements.
- **Feasibility financial support**, for implementing a detailed analysis that considers all the critical aspects of a proposed improvement plan, innovation project or similar, in order to determine whether this is likely to succeed.

This deliverable *Pool of digitalisation and sustainability expert* is therefore part of Work Package 4 and has an influence on the two objectives: SO2 Innovate for strategic autonomy and SO3 Adapt processes and technologies.

The main objective of Work Package 4 is to strengthen SMEs, Start-ups, and Very Small Businesses (VSB) in MTA and manufacturing industries by leveraging opportunities in digitalisation, green economy, and sustainability.

In a first step, best practice examples have already been collected to create awareness and show how competitiveness can be strengthened. See T4.1: Digitalization and Sustainability as driver for adaptation – Best practices for boosting resilience, green and digital transformation of SMEs and D4.1: Green & Digital Best Practice Report, respectively.

Deliverable D4.3 described below is the result of Task T4.2 "Preparation of coaching and mentoring services for automotive and manufacturing SME" and thus builds on deliverable D4.2: RESIST Coaching and Mentoring Service documents (A set of documents for coaching & mentoring services (contracts, selection process, application, evaluation...)).

This deliverable describes the initial list / database of service providers, experts and/or scientific institutions.

2. Approach

The task T4.2. "Preparation of coaching and mentoring services for automotive and manufacturing SME" includes the recruitment of experts in digitalisation and green engineering, who accompany companies in the strategic design and implementation of new and innovative digital and green approaches, technologies, and business models, who ensure a successful implementation and are interested in supporting SMEs, Start-ups and VSB via a Call for Expression of Interest. The companies shall be enabled to recognise their potentials and to implement necessary measures for leveraging opportunities in digitalisation, green economy, and sustainability.

Main steps are:

- Identification of experts in the regions
- Specific selection within an application process on the basis of quality criteria
- Listing and description of experts in a database

2.1. Identification of experts

In order to identify suitable experts, criteria were defined that each project partner should take into account in the selection process. In an ongoing process until 2024 each partner has to find 15-25 experts in the area of green and digitisation. The goal is to have 80 - 100 experts in total. Experts shall have experience in vehicle production and/or its supply/value chain as well as experience in digital and/or green transformation.

The identification is done within an Open Call for Expression of Interest. This call is addressed to experts in the field of digitalisation and/or green transformation who have experience in supporting SMEs, Start-ups and VSB in the Mobility-Transport-Automotive (MTA) sector and the related production ecosystem. The pool of experts in the field of digitalisation and/or green transformation will be established for SMEs, Start-ups and VSB, to select the appropriate expert for their situation and challenges. However, SMEs, Start-ups and VSB are allowed to select an expert outside of the pool.

The experts should enable SMEs, Start-ups and VSB identifying their potential and support them in implementing the necessary measures to take advantage of opportunities in the areas of digitalisation, green economy, and sustainability. In this context, the experts are not directly eligible for funding, but rather the companies that use their services in each case. They can apply for this funding via the Open Call for coaching and mentoring services (CMS).

Participating experts (service providers) can be companies and entities, including training and education institutions and consultants.

The RESIST Open Call for the Green and Digital Transformation Expert Pool opens at the 19th of June 2023 and remains open until the end of October 2024.

2.2. Specific selection and application process

Application process

Interested entities can register by means of an Expression of Interest in which they express their willingness to participate as a service provider for conducting assessment and feasibility services within the CMS of the RESIST project.

RESIST offers an online platform for interested service providers to submit their applications, which is available under the link https://clustersubmissionplatform.eu/eurocluster_post/resist-eoi-experts/.

Interested service provider create an account to access the platform and to submit their expression of interest.

Criteria

To be recognised as a service provider, the following criteria must be met:

- The service providers that are interested must be a legal entity based in any EU Member State
- There is no limit to the company size
- The service providers have not been declared bankrupt or have initiated bankruptcy procedures
- The service provider has no convictions for fraudulent behavior, other financial irregularities, unethical or illegal business practices
- The service provider is not under liquidation or an enterprise under difficulty according to the Commission Regulation No 651/2014 art. 2.18
- The interested service providers must have been in business for at least two years and should be able to communicate indicators proving the quality of their work upon individual request from any partner of the RESIST project
- It is highly recommended that the organisations have previous experience in working with clients from the Mobility-Transport-Automotive (MTA) industry
- In the field of digital technologies, the services have to cover topics like Artificial Intelligence, Augmented reality, Big Data, Cloud computing/technologies, Cybersecurity, Digital platforms, Internet of Things, Monitoring systems and traceability, Online marketing, Online collaboration, Robotics, Specialised (design) software or Virtual reality
- In the field of green transition, the services have to cover topics like carbon footprint and emission of greenhouse gasses, circularity, eco-design, energy reduction, green construction, recycling, resource efficiency or circular social responsibility (CSR)

The list is not exhaustive. Other services can be provided if they serve the objective of the up and re-skilling of the workforce, digitalisation of companies, improving sustainability, increasing resilience, and supporting internationalisation.

Selection process

The RESIST Project Partners will review and validate the submitted expression of interests (see annex 1 of this document) on a regular basis, successful applications will be published in the expert pool.

2.3. Listing and description of experts in a database

Selected experts are listed and described within a database (online) with following information:

- Name and address of the company or entity
- Mail and phone number of the company or entity
- Description of the company or entity
- Website of company or entity
- Description of the service provided
- Countries where the service is offered

This database can be used to interested SMEs, Start-ups and VSB for selection, however, they are allowed to select an expert outside of the pool.

Experts can be listed all along the project duration – so it is an ongoing process, which has just started.



Annex

- Annex 1: Expression of Interest for Service Provider to be listed in the Pool of Experts

Expression of Interest

In response to the open call for Expression of Interest for Service Providers, I, the undersigned, representing *[name of the company]* hereby confirm our company's willingness to participate as service provider for conducting Assessment/feasibility services within the Coaching and Mentoring services (CMS) of the Euroclusters project RESIST. The related *Call for Expression of interest for service provider document* forms an integral part of this Expression of Interest document.

<u>Company information</u>			
Name:			
Address:			
Country/ Region:			
E-mail (office):		Phone:	
Website:		NACE code:	
Social media links:		LinkedIn:	Twitter:
First full year of operation		Number of employees (2022)	Turnover (2022)
Undersigning person			
Name and surname:		Function:	
E-mail:		Phone:	
Expert			
Name and surname:		Function:	
E-mail:		Phone:	
Brief description of the company			
incl. Experience in offering services to SME (max. 1000 characters)			



<u>Type of offered Support</u> <i>(mark with an X)</i>	Assessment Service		Feasibility Service	
<i>Thematic scope of the offered CMS service</i>				
<i>Countries and/or regions in which the CMS service is offered</i>				

I declare that all information provided is true. I agree to the use of my data within the project as described in the Call for Expression of Interest for Service Providers.

.....
[Place, date]

.....
[signature of the authorized representative, company stamp]