



ACTION PLAN

Partner: Biotech Santé Bretagne
Region: Bretagne (FR)

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**Biotech
& Santé**
BRETAGNE ^{BE}

INTENCIVE 
Interreg Europe



European Union
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Abstract

The Breton health sector is very dynamic in terms of academic research and entrepreneurship in the digital health / E-Health sector. As proof, Brittany is the 2nd French region for R&D in digital technologies (*) and the 4th most dynamic French region in E-health (**).

The covid crisis accelerated the necessity to sustain innovative e-health solutions and to spread them in our health ecosystems. National and regional authorities actually consider e-health and telemedicine as solutions to counterbalance uneven access to healthcare in the regional territory. These new solutions shall be complementary to existing health services. It is important to support innovation strategies through increasing the adoption and uses of digital technologies and investing in specific equipment.

Bretagne main objective with INTENCIVE project is to facilitate access to and adoption of innovative digital solutions, demonstration and experimentation, and communication actions, so as to facilitate adoption of digital solutions in the everydaylife of citizens, professionals and companies.

Bretagne is now at the stage of transferring the Finnish wellbeing showroom Good Practice (GP). This action plan aims to describe this transfer and implementation and to explain how it will be adapted to local and regional ecosystems specificities.

At the origin of INTENCIVE project, the following regional priority was identified: Regional ERDF Operational Programme (Bretagne) Priority 1: enhance the development of the digital society in Bretagne - Specific objective 1.2: Enhance the development and adoption of digital practices by the Breton population.

Even if this priority is still a goal for our territory, unfortunately the previous ERDF regional strategies is no longer valid and the new ERDF operational program has no been adopted yet by the Region. It will not be approved before september 2023. Thus at this stage of the project, it is impossible to have a vision on ERDF future regional strategy and its impact on e-health developments.

Nevertheless, the national program 'Investing for the Future' (Programmes Investissements d'avenir - PIA3) is sustaining the development of the digital society in Bretagne in health sector and notably the activity of the COWORK'HIT centre of innovation which is transferring the showroom. It will then be the main strategic document sustaining this action plan

With this action plan, the development of an e-health innovation showroom, inspired by the finnish good practice of South Ostrobohnia Region, will enable the creation of new activities that will influence the implementation and development of the COWORK'HIT 's activities. It will enable the center of innovation to pursue new activities targeting disabled persons, thanks to its showroom.



1. Introduction

1.1. Action Plan: the development of e-Health solutions in Bretagne

The national program 'Investing for the Future' is part of the PIA convention "Territories of innovation of great ambition" between the State and the Caisse des relating to the Program investments for the future: within program 422 "research promotion" of the mission interministerial "Investments for the future", €500 million were opened to finance the "Great Ambition Innovation Territories" of the action "Demonstrators and innovation territories of great ambition". Handicap Innovation

Territory (Handicap Innovation Territory -HIT) was one of the 24 national projects selected in 2019.

In this context, COWORK'HIT (innovation centre)'s creation received 500 000€ from this call PIA3 Innovation territory. Then, this is the main policy instrument sustaining our action plan.

The redefinition of the perimeters and competences of agglomerations, with this territorial reform, the constitution of metropolises, supported by the State-Metropolis pact, the conduct of the New Urban Renewal Program, the Energy Transition Law for Green Growth or still New Industrial France and projects for competitive and respectful agriculture of the environment of the Houllier report, offer the opportunity to strengthen these dynamics of innovation of urban and rural areas.

The "Great Ambition Innovation Territories" action of the Investments for the Future Program has the ambition to change the scale and impact of these dynamics. It supports the development of a pool of innovations. It promotes an approach that is both territorialised, partnership and decompartmentalisation of innovation.

The purpose of the PIA action "Territories of Innovation with great ambition" is to identify, select and support territories of national interest, in the stages keys to an ambitious and unifying transformation project, according to a clearly defined taking into account the specificities of the territory.

Thus, the PIA sustains Handicap Innovation Territoire (HIT) and its investment section has sustained the creation of the Centre of Innovation (COWORK'HIT) in order to create a handicapowerment pathway for disabled persons and to attract 30 innovative SME on its territory at the service of disabled persons. It tends to transform this territory and to develop technological innovative solutions for disabled persons.

The COWORK'HIT development includes the creation and development of showroom activities in 2022 and 2023. These new activities are influencing the PIA strategy with concrete new actions implemented. This action plan is describing the implementation of the showroom development.

1.2. Aims and backgrounds

By the creation of a showroom, this action plan intends to further support the knowledge, the development of innovative e-health solutions addressing disabled persons on the Breton territory and a better appropriation by health professionals and patients of these innovative solutions developed by Breton, national or European companies. It enables the demonstratation of new technological innovations for disabled persons created by the REHABLAB or by SMEs. It helps testing them with patients and health



professionals. It intends to promote them at local, regional, national and European level and thus make them accessible to as many people as possible.

The REHAB-LAB is an integrated FABLAB, intended for the manufacture of technical aids for users of care or medico-social structures. It enables patients or residents to become actors in the development of their own technical aids via 3D printing. A real place for exchanges, sharing and training outside of care, the REHAB-LAB is based on collaboration between patients, occupational therapists and technical referents. REHABLAB was created in Kerpape reeducation centre in Ploemeur. It was involved into the INTENCIVE project as a good practice to study and as an active stakeholder following the evolution of the project since its beginning. REHABLAB is creating and testing solutions (TRL 5/6)

Using the Bikva Danish evaluation methodology, 25 good practices were analyzed in Europe thanks to interviews with users (professionals, patients) to analyze the innovation process and take into account the user's point of view. In Bretagne, about 20 interviews were realized with users, and also with managers and decision makers in order to improve our own e-health solutions and policies. It helped thinking about our own solutions, organizational methods, our needs. Among the GP analyzed in Bretagne : the REHAB LAB of Kerpape rééducation centre which is testing innovative solutions for disabled persons (TRL 5-6) and is working in collaboration with COWORK'HIT. Their activity are thus complementary as the CoWORK'HIT innovation centre 's showroom will then demonstrate solutions closer to market.

With the showroom, the goal is to help SMEs promoting, disseminating and commercializing their innovative solutions locally, regionally, then nationally or internationally. The showroom activities will also help attracting innovative SMEs on Lorient territory.

INTENCIVE EUROPE project aims at sustaining exchanges of practices, learning processes to enrich each partner's health system. Even though a practice is interesting to transfer to one's territory, most of the time a local adaptation is necessary as each territory has its specificities and its specific stakeholders.

After analyzing the different good practices of INTENCIVE partners, and the breton e-health ecosystem, the Bretagne stakeholders group (*) decided to **transfer the finnish showroom on wellbeing solutions** .

(*) GCS e-Santé Bretagne in link with National Health Agency (ARS), Bretagne Region, Rennes Métropole (local authority) , Conférence Régionale de Santé et d'Autonomy (CRSA) and its former President Bernard GAILLARD, Researcher, REHABLAB/ CoWork'Hit.

1.3. Implementation and monitoring

Interreg Europe Programme's funding gives a one-year period for the implementation of the action plan, starting on 1st August 2022 and ending on 31st July 2023.

Thus, Biotech Santé Bretagne action plan is focusing on this same time period to implement and develop its action (the showroom) in a one year period. Thanks to the PIA3 funding, premises of a showroom described bellow have already taken place in COWORK'HIT in 2022. It will be reinforced till July 2023, notably if complementary fundings are granted from the call "*Experimentation Third Places*" call for projects (application in February 2022 – answer at fall 2022).



In Bretagne, the regional stakeholders group (previously described) was set up in order to follow INTENCIVE progress. Regular meetings took place all over the project development, and notably during the Bikva evaluation process (1st phase with users then during 2d phase with managers/deciders).

During phase 2 of the project, Biotech Santé Bretagne will continue following and monitoring the showroom activities progress in 2022-2023 and will keep the Stakeholders group informed.

Among the indicators that will be followed : number of SMEs using the COWORK'HIT showroom & number of workshops organized for professionals or patients.

1.4. Policy context

Leadership of the 2020-2027 “Disability Innovation Territory” project was supported within the framework of the Innovation Territory AAP within the framework of the PIA / France 2030 national strategy. Indeed, the CoWork'HIT Disability Innovation Center was created as a structuring axis of this HIT project to support the development of innovations on disability, thus responding to a societal challenge on disability but also an economic one by contributing to the structuring of the handitech sector at the national level.

The COWORK'HIT showroom has seeked complementary funding from the “**Experimentation ground Third Places call**” for projects (february 2022). With a budget of 63 million euros over 4 years, this call for projects is intended to finance third places to respond to the lack of land for experimentation for the digital health sector.

This action is part of the “**Digital Health**” national acceleration strategy, which aims to prepare for the future and make France a leader in digital health. Announced by the President of the Republic as part of France 2030 and the 2030 Health Innovation Plan, it is endowed with €650 million and fits in synergy with all government programs in digital health, including the ministerial roadmap for digital health.

Evaluation and experimentation are a major focus of this strategy in order to promote the emergence of innovative solutions, based on multidisciplinary scientific approaches and ambitious medico-economic models, to conquer the growing digital health market in global level. The third places of experimentation bring together a diversity of actors (professionals from the world of health, users, patients and/or healthy volunteers, carers, communities, companies, suppliers of digital solutions, researchers, methodologists, economists, people in charge of valorisation) to implement the experiments, evaluate them and contribute to their access to the market.

In complement, at local level Lorient agglomeration strategy is also sustaining CoWork'hit's activity :

- Lorient Agglo 2022 territory project (living together, radiating, transforming, balancing, cooperating)
- Lorient is positioned as one of the leaders of the national network of inclusive cities of CEREMA (Centre for Studies and Expertise on Risks, the Environment, Mobility and Planning).

1.5. Funding opportunities

1) Programme d'Investissement de l'Avenir de l'Etat PIA 3 -"Territoire d'innovation" 2019 (already obtained)

Leader: **Lorient Agglo (Handicap Innovation Territory)**

STRATEGIC TARGETS :

- Develop innovative technological solutions, service and organizational services as well as synergies collaborations between diverse actors (actors economic, research, health, institutions, citizens...);
- Set up personalized life paths;
- Promote a high level of social participation, the basis of "disability".

IMPACT BY 2030 :

- Increase by 30% the education of people in disability (inclusive school);
- Double the rate of satisfaction regarding movements in the city;
- Reduce medical costs along the care pathways of 20%;
- Welcome 30 innovative companies from the disability in the area.

AMBITION :

The Handicap Innovation Territory (HIT) project aims to structure the inclusive territory of benchmark in Europe in 2030, it will enable the implementation of personalized life paths and a high level of social participation, the basis of "Disability power". His transforming effect will materialize throughout the course of lives of people with disabilities (establishments care and medico-social, home, housing estate and pathway professionals), including caregivers and professionals.

The HIT project will lead to the structuring of an ecosystem economy that is emerging today, by eventually welcoming more than 30 innovative companies in the field of disability in the area. This transformation into territory inclusive is an asset for the development of Lorient Agglomeration and its partners.

The estimated budget for the project is €61 million.

6.9 millions € allocated by French Government.

22.4 millions € of potential investment of French Government.

69 partners including 5 communities

Field of action : Health, Disability

Lorient agglomération : a medium city

668,000 people concerned

-2) Third places call 2022 within the "Digital Health" acceleration strategy, which aims to prepare for the future and make France a leader in digital health (future financing)

SET UP 30 THIRD-PARTY EXPERIMENTAL PLACES IN CARE ORGANIZATIONS AND FINANCE OF 100 EXPERIMENTS BY 2025.

With a budget of 63 million euros over 4 years, this call for projects (AAP) is intended to finance third places to respond to the lack of experimental grounds for the digital health sector.

This action is part of the "Digital Health" acceleration strategy, which aims to prepare the future and make France a leader in digital health. Announced by the President of the Republic as part of France 2030 and the

2030 Health Innovation Plan, it is endowed with €650 million and is part of synergy with all government programs in digital health, including the roadmap Department of Digital Health.

Evaluation and experimentation are a major focus of this strategy in order to promote the emergence of innovative solutions, based on multidisciplinary scientific approaches and ambitious medico-economic models, to conquer the digital health market in full growth globally. Third places of experimentation bring together a diversity of actors (healthcare professionals, users, patients and/or healthy volunteers, carers, communities, companies, digital solution providers, researchers, methodologists, economists, valorisation, etc.) to implement the experiments, evaluate them and contribute to their access at the market.

A CALL FOR PROJECTS WITH 63 MILLION EUROS IN 3 ANNUAL WAVES BETWEEN 2022 AND 2024

As part of France 2030, this ambitious AAP, with a budget of 63 million euros, aims to objective of financing third places to respond to the lack of experimental grounds, one of the main limits identified to the development of the digital health sector during the consultation public preview of the acceleration strategy carried out in the first quarter of 2021.

All health structures (sanitary or medico-social, public or private, in town or in establishment) as well as the actors of innovation (integrating a health structure or medico-social) can apply to become "Third Places of Experimentation". 30 third places will be thus selected between 2022 and 2024, according to 3 successive waves of calls for projects which will be operated by the Banque des Territoires on behalf of the State.

These Third Places will be funded to:

- >Test the use of new digital health services in real life and benefit from feedback user experience (impact, acceptability, ergonomics, etc.);
- > Conduct user needs studies;
- > Measure the medico-economic benefits of the tested solutions;
- >Support the deployment and access to the market of solutions that have proven their impact ;
- > Involve the professionals and people concerned in the co-design of solutions.

The Third Places of experimentation selected by this AAP will have access to two financial envelopes:

- An envelope dedicated to the animation of the third place of experimentation;
- A specific envelope allowing them to co-finance the experimentation of solutions digital.

100 experiments are targeted by 2025.

SCHEDULE

- 02/23/2022 – Publication of the call for projects (wave 1)
- 25/05/2022 – Closing of wave 1 applications
- Q4 2022 – Announcement of the winners
- Q1 2023 and Q1 2024 – Publication of the call for projects (respectively waves 2 and 3).

More information :

https://cdcinvestissementsdavenir.achatpublic.com/sdm/ent/gen/ent_detail.do?PCSLID=CSL_2022_tKxStaF7A h&v=1&selected=0

2. Action: 2 Health innovation showroom in Brittany

2.1. Introduction

*A **showroom** will be created in Bretagne within the existing CoWork'HIT innovation centre based in Ploemeur.*

CoWork'HIT is an innovation center, bringing expertise and resources. Its main mission is to support companies, health and medico-social establishments, associations and other players in innovation and disability. It thus participates in the development of the French and European economic sector dealing with disability issues. CoWork'HIT provides a tailor-made support (technical services, intellectual services, training, co-working-network) "From an idea to market access", thanks to : Relevant expertise : Technical, clinical and regulatory supports, Market positioning, Co-design with users ; An access to resources and tools: Prototyping tools, Experimentation in Living Labs, Collaborative methodologies for the development of innovations.

The CoWork'HIT offers a tailor-made innovation support for strategic areas, such as technological assistance (e.g. home automation, digital assistants), accessible web platforms, sport & disability, and digital manufacturing (e.g. creation of technical aids , through 3D printing technologies).

Its specificities :


- Emblematic location, allowing CoWork'HIT to benefit from the existing infrastructure and human resources at KERPAPE care and rehabilitation center;
- Strong attractiveness / proximity to the city of Lorient and the local ecosystem (University, technical platform...etc.);
- A structuring axis of the "Handicap Innovation Territoire" (HIT) project, winner of the national "Territoires d'Innovation programme" supported by the French state ;
- Involvement in regional strategies and partnerships with Rennes and Brest ;
- Access to users and co-construction: projects initiated by users;

Its (Inter)national networks : LLSA forum, ANS, APF TECH LAB, HANDITECH, Approche, Rehab-lab Digital Health Europe, Quebec.




CoWork'HIT is an innovation center, bringing expertise and resources.
Its main mission is to support companies, health and medico-social establishments, associations and other players in innovation and disability.
It thus participates in the development of a sector that is still not well structured in France.

A SINGLE CONTACT ENTITY providing a tailor-made support (technical services, intellectual services, training, co-working-network)
"From an idea to market access"



MOBILIZATION OF EXPERTS

Technical, clinical and regulatory supports,
Market positioning
Co-design with users



ACCESS TO RESSOURCES & TOOLS

Prototyping tools
Experimentation in Living Labs
Collaborative methodologies for the development of innovations

Some of the projects carried out by the CoWork'HIT:

- Prototyping and assistance in the marketing of a suitable seat for the French Rowing Federation: Cowork'HIT participated in the development of a suitable seat for paraplegics who practice rowing. The mission of Cowork'HIT was to rethink good practices that came from expert users and to make them a standard positioning kit.
- Prototyping and manufacturing, for the start-up Be Player One, of an ultra-sensitive joystick allowing access to video gamesto all, and specifically to people with disabilities.
- Acceleration of the deployment of Life Companion, a tailor-made digital assistant for communication support and computer access 'computer science. Very customizable, it can be used in communication assistance software thanks to its integrated voice synthesis, as in computer access around various uses (visual keyboards, mouse movement assistance, shortcuts, etc.)
- The REHAB-LAB, is an integrated FABLAB, intended for the manufacture of technical aids for users of care or medico-social structures. It allows patients / residents to become actors in the development of their own technical aids. A real place for exchanges, sharing and training outside of care, the REHAB-LAB is based on collaboration with patients, occupational therapists and technical referents.
- Home automation for the new Kéraliguen residence (Lanester): a new Vyv3 Bretagne medico-social

The vast and highly specialised experience of the Cowork'HIT makes it the perfect place where to carry out the pilot project on the Health innovation showroom in Brittany, focusing on Handicap Health technologies.

2.2. Relevance to the project

The pilot action was born from the idea of transferring and adapting the good practice from Finland “**Showroom to demonstrate technological solutions related to health and wellbeing**”, in order to address the specific identified needs on our territory such as :

- Better information & visibility of Breton e-health innovations
- More exchanges between SMEs and users (professionals & patients)
- More training of health professionals on e-health technological innovations

The **Showroom to demonstrate technological solutions related to health and wellbeing** is case 3 presented by South Ostrobohnia Region (Finland).

Its **objectives** are :

To build physical contact points (showrooms) to demonstrate modern equipment and services related to telemedicine, eHealth, robotics, artificial intelligence and mobile health. These showrooms can benefit local companies, both in IT and in health- and wellbeing sector, when they want to develop themselves and plan new services. Also education and research can utilize showrooms in their actions.

It is proposing the following **activities** :

Former EPTEK, now part of SeAMK, built 2018 demonstration environment called Nordic Telemedicine Center to offer eHealth and telemedicine expertise and services to health and social care professionals, citizens and companies in the South Ostrobothnia region. During the project (2015-2018), various eHealth and telemedicine services and solutions were tested in the center. Currently the showroom serves especially SeAMK social and healthcare education actions and solutions are also presented regularly to various companies. Currently (2019-2021) SeAMK is building another showroom to supplement the already existing center and to demonstrate robotics, artificial intelligence and mobile health solutions related to aging and rehabilitation. New demonstration environment serves the needs of local social and health care, wellbeing as well as rehabilitation companies. The showroom demonstrates intelligent future home for elderly individuals with modern equipment and services that advance possibilities to high quality, safe and active living at home. The project includes workshops for local companies to increase their knowledge about the possibilities of technological solutions. Local companies can also test the equipment.

Its **results** :

Companies know better the possibilities that technological solutions offer in their field of business and can develop their services. Education can serve society the best possible way when graduating students learn about modern technologies during their studies. New innovations are possible when research and development work can utilize built showrooms in their actions.

Its **budget** :

Nordic Telemedicine Center overall budget was 1 517 854 € in 3 years (2015-2018) and 3 partners (EPTEK, University of Vaasa and Umeå University) in 2 countries (Finland and Sweden). The budget included building of two showrooms, one to Seinäjoki, Finland and one to Umeå, Sweden. Overall budget for the project “Artificial Intelligence, mHealth and Robotics as reformers in the welfare sector in South Ostrobothnia” that builds new local SeAMK showroom is 400 054 € (2.5 years, 2019-2021) from which the budget for devices and equipments is 150 000 €

Stakeholders involved :

Universities, companies, municipalities, third sector.

The Showroom in Brittany takes some of these elements and adapts them to our local context in order to develop ad hoc showroom with these main features:

Demonstration area:

- The Cowork'Hit is considering 1 showroom based in Ploemeur .
- For CoWork'HIT: the showroom will have a national and European dimension (network of Finnish, Hungarian, Spanish and French showrooms).

Integration with the Rehablab / Model apartments / Showroom:

- Rehablab is a good practice initiated by Kerpape in 2016 with 2 and 5 Days training with university diploma (DU) and UBS on disability on 3D printing carried by Kerpape supported by CNSA and now transferred to Cowork'hit
- Kerpape remains in charge of leading the network of rehablabs to design technical aids by patients and occupational therapists.

Kerpape is collaborating with CoWork'Hit to set up some workshops and trainings inside the Cowork'Hit. All of Kerpape's training offer will be in the CoWork'HIT (craftsmen, etc.) except for those for Kerpape health professionals.

Showroom targets:

- Disabled patient users and families (community of users)
- Companies: for demonstrations and to obtain opinions to enrich the products
- MS professionals open to innovation and at the national level: occupational therapists, speech therapists, private orthoptists and from SSR establishments
- Communities, associations, institutions (mutualities) that support disabled people

Priority thematic axes of the showroom:

1. Everyday life technical aids
2. Domotics/ automation living space
3. Rehabilitation and care
4. Sport : sport and innovation prism
5. Communication assistance

Showroom offer:

- Training ;
- Tests with users (panel / questionnaires): for TTO "SATT Ouest Valorisation"/ for companies;
- Thematic over a quarter with all the solutions of different companies or solution purchase ;
- All of Kerpape's training offer will be in the CoWork'HIT (craftsmen, etc.) except for those for Kerpape health professionals;
- Communication: structure the posting via videos and user testimonials;
- Need for e-health solutions (only in part, in connection with the INTENCIVE project), home automation, possible techmed as well;
- Innovations on physical or cognitive disabilities;
- Physical location in Ploemeur;
- The solutions in the showroom will have a high level of Metrology (geometric and three-dimensional control services (CML) : solutions ready to be distributed or just marketed.

2.3. Implementation :

1) Implementation of COWORK'HIT showroom focusing on Handicap Health & well being technologies:

- the first activities of the showroom took place in the COWORK'HIT in Ploemeur in 2022 Indeed, COWORK'HIT already have the space to develop them on site.
- **Main Activities foreseen in 2022:**

-March 2022: A professional training took place in Rehab-Lab – This is a "precursor" of showroom future training activities.

-March 2022 : a survey was sent to start-ups to clarify their expectations and refine the service offer of the showroom

-End of June 2022: the return of the questionnaire is expected in order to precise the needs of companies and their interest in the showroom.

-December 2022: 1st actions of "demonstration of technologies in the showroom" with 2 audiences: professionals and users – as a first test.

Main Activities foreseen in 2023 :

-These type of activities will continue and be reinforced in 2023, notably if Coworkhit is granted with Experimentation third place funding. This financing will enable to scale up activities in early 2023.

-It will enable to launch the service offer with the different methods (technical days financed by companies, training, presentation days to users, etc.)

Indicators :

- -number of days of presentations
- -number of training sessions conducted
- -number of technologies presented
- - number of professional and patient participants

2.4. Participants of COWORK'HIT showroom

Responsibles for:

1.Management authorities of the showroom:

COWORK'HIT Innovation Centre : the first pilote showroom is created and coordinated by the COWORK'HIT in Ploemeur (inside the Kerpape Rehabilitation center) and focusing on health technological innovations for disabled people.

2.Financial authorities :

-Caisse des Dépôts et Consignation (Programme d'investissement d'avenir -PIA & Call "Tiers lieux")

In partnership with ministry of health

3. Communication support :

Biotech Santé Bretagne : at any stage of the project, Biotech Santé Bretagne will help disseminating on the activities of the showroom and the innovations demonstrated at regional and EU level (articles, posts, international networks).

2.5. Finance of COWORK'HIT showroom

COWORK'HIT (partners in kind contributions (HR, rooms, equipment) – self-financing (already partially funded):

The COWORK'HIT was funded by Caisse des dépôts et consignation, in the framework of Programmes d'Investissements d'Avenir (PIA 3) : **Territoires d'innovation** with **500 000€**.

COWORK'HIT was also funded by the Région Bretagne : 200 000€

Local funds were also allocated by Lorient agglomération (city) : 300 000€

In order to increase the showroom development of the COWORK'HIT activity, complementary funding demand was made in February 2022 (answer at fall 2022) in the context of the AAP third places experimentation call - AAP CNSA technical aids) , national funding.

In addition, Biotech Santé Bretagne, will sustain the showroom developments with dissemination & communication articles published on its activities published on its website or in its social networks. BSB will monitor the action plan implementation.

Gradual development of the service activity around the showroom: demonstrations, training, usage tests
Financial autonomy after 4 years

Budget per year: 200k€/year

- Financing of an FTE for the animation and organization of services and setting up projects around the showroom;
- Rents, operating costs of the showroom;
- Investments (amortization of equipment).

Launch in 2022 and ramp-up of the service/project activity around the showroom :

- 1st year: request for public funding €150k (self-financing €50k)
- 2nd year: request for public financing €100k (self-financing and financing of services €100k)
- 3rd year: request for public financing €50k (self-financing and financing of services €150k)
- 4th year: financing of the activity €200k: services and self-financing

Thus project over 4 years:

- 300k€ self-financing by the CoWork'HIT activity Timetable (PIA 2019 already validated)
- 300k€ public funding (AAP Tiers Lieu...) – candidacy sent in February 2022 – answer at fall 2023

Implementation of Showroom:

In 2022 : a questionnaire was sent to SMEs in order to precise their needs for showroom activities.

In 2023 : Showroom concrete developments implemented.