

The background image shows two men in a factory or warehouse. The man on the left is wearing a dark suit and a yellow hard hat. The man on the right is wearing a blue work jacket and a yellow hard hat. They are both looking at a document held by the man in work clothes. The background is filled with industrial equipment and shelving units, slightly out of focus.

EFFECTIVE SUPPORT MECHANISMS FOR SMEs ON THEIR WAY TO DIGITIZATION AND INDUSTRY 4.0

Practical Tips | Experiences | Success Stories

DIGITAL IN NRW

DAS KOMPETENZZENTRUM
FÜR DEN MITTELSTAND



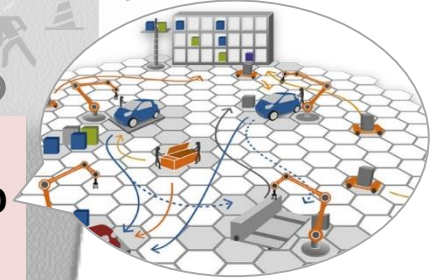
Roadmap

On the way to Industry 4.0



**DECENTRALIZED
SERVICES, APPS,
SOFTWARE**

**AUTONOMOUS AND
SELF-CONTROLLED
SYSTEMS**



**SUPPORTING
SYSTEMS AND
MOBILE DEVICES**

**CROSS-LINKED
INDUSTRIES**



**DIGITIZING AND
ANALYZING DATA**



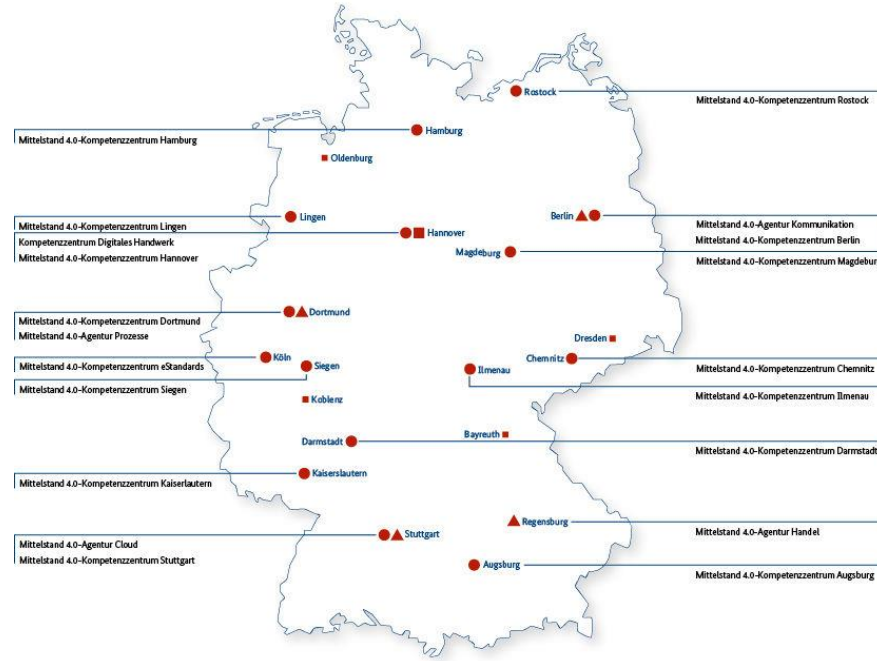
SME 4.0 Competence Center all over Germany

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15

SME 4.0
Competence Center
for Digitization



Mittelstand-Digital



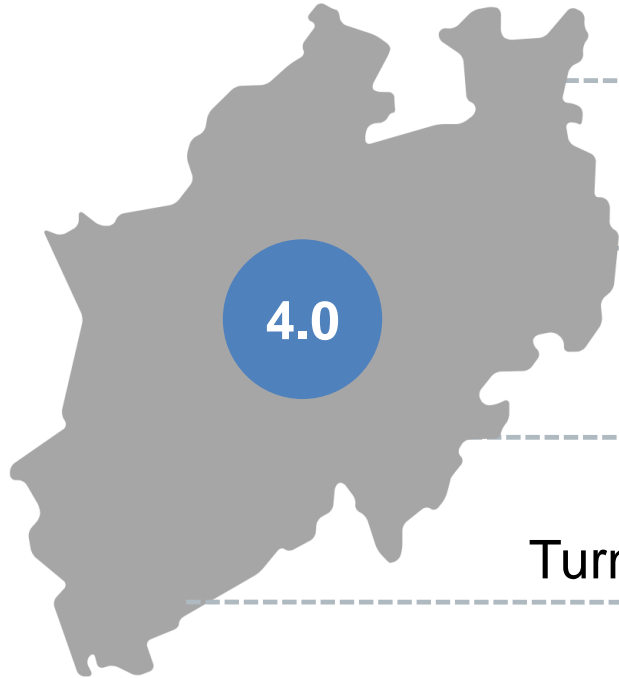
... 10 more are on their way

- Kompetenzzentren der Förderinitiative „Mittelstand 4.0 – Digitale Produktions- und Arbeitsprozesse“
- ▲ Agenturen der Förderinitiative „Mittelstand 4.0 – Digitale Produktions- und Arbeitsprozesse“
- Kompetenzzentrum Digitales Handwerk ■ Regionale Schaufenster Digitales Handwerk

Facts and Figures

Manufacturing and Engineering Sector in NRW

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~ **700.000** SMEs in NRW

~ **230.000** SMEs in Manufacturing Sector

Branch focus:



Turnover: ~ 45 Mrd. €



SMEs are the backbone of our economy!

6 Challenges of SMEs

On their way to Industry 4.0 and Digitization

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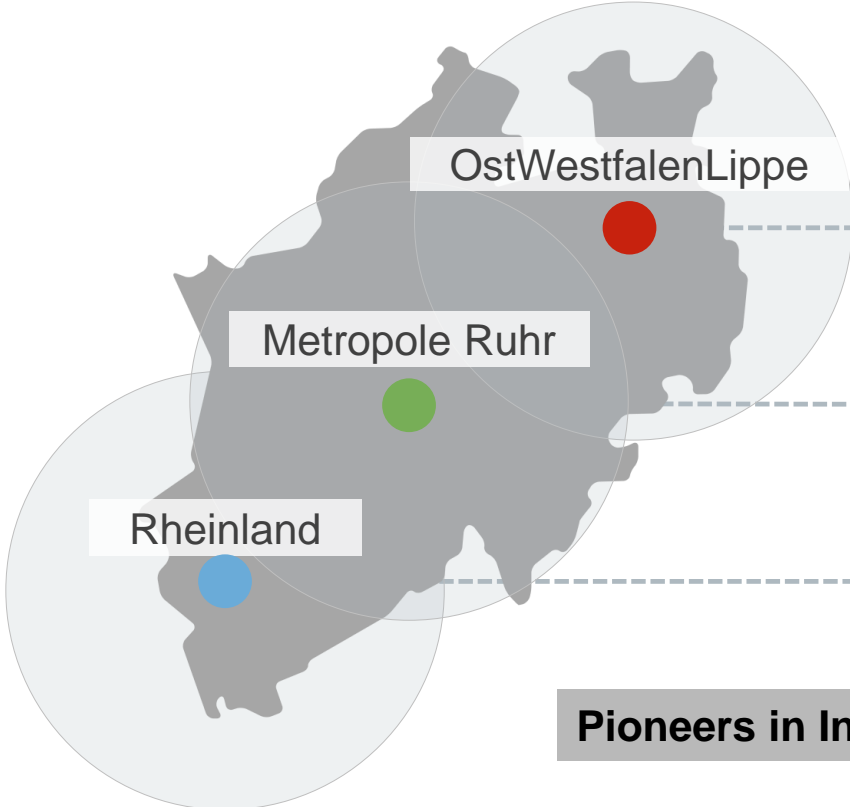
1. Acceptance that this topic is urgent
2. Common understanding what Industry 4.0 means
3. Making Industry 4.0 a top matter of the boss
4. Who should drive this topic in an SME?
5. Budgeting and Investment in digitization projects
6. Reduction of paperwork & inefficient processes

SME 4.0 Competence Center

Partners of „Digital in NRW“

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Das Technologie-Netzwerk:
Intelligente Technische Systeme
OstWestfalenLippe



EffizienzCluster
LogistikRuhr

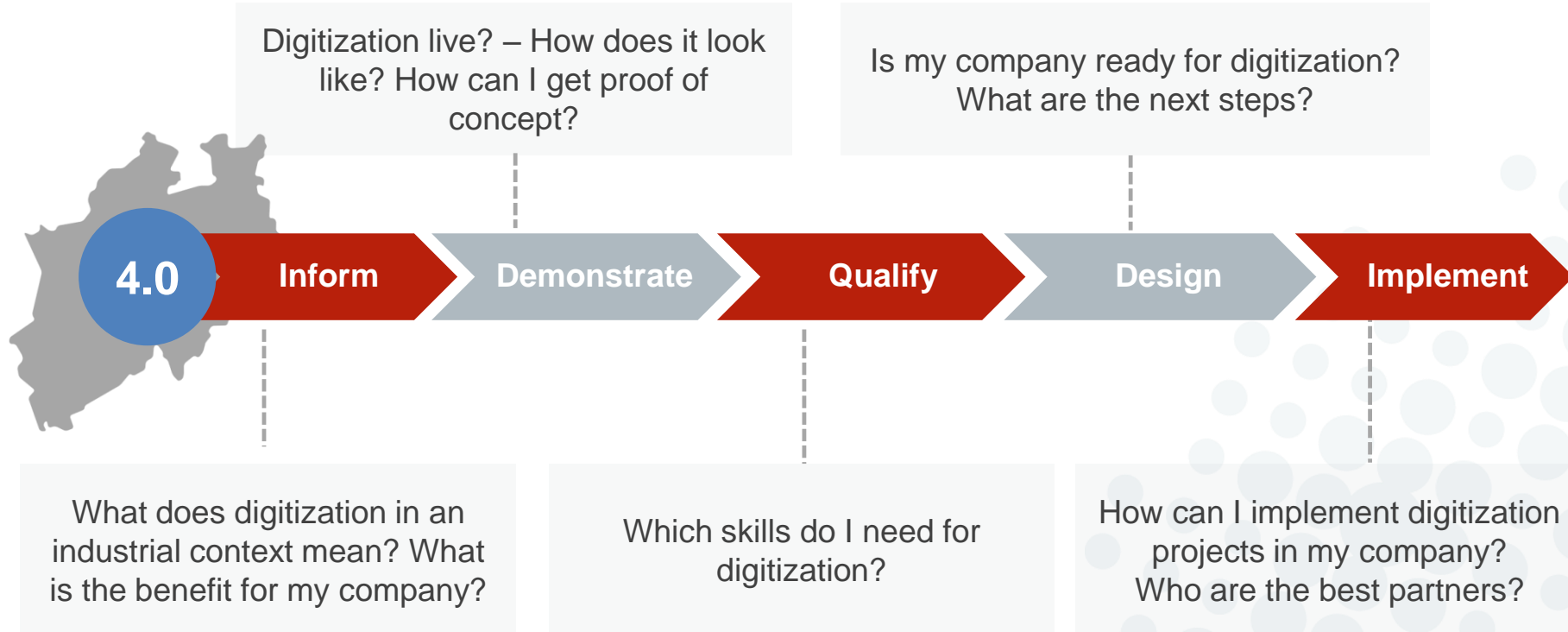


WZL | RWTH AACHEN
UNIVERSITY
fir
an der
RWTH AACHEN

Pioneers in Industry 4.0 R&D in close proximity to each other!

On your way to „Industry 4.0“

Enabling SMEs on different maturity levels



Suitable Services

Overview

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DAS KOMPETENZZENTRUM
FÜR DEN MITTELSTAND



Our
Services

Inform

Demonstrate

Qualify

Design

Implement

1. Company Visit
2. Meet the Experts
3. Roadshow
4. Industrie 4.0 - Speeches
5. Conferences on relevant Industry 4.0 topics
6. First-Steps Workshops

7. Lab-Tour
8. Hands-On Creativity Workshop
9. Lab-Days
10. Best Practice Tour
11. Testbeds

12. 1-Day Trainings
13. Inhouse Trainings
14. Industry 4.0 Blended Learning Courses
15. Train-the-Trainer Workshops

16. Online-Survey Digital Maturity Level
17. Digital Process Design Workshops + Implementation Strategy

18. Operators + Early Adopters Roundtable
19. Match Making
20. Investment Concepts
21. Transfer Projects
22. Showcases

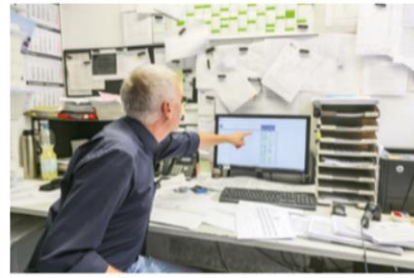
Quick wins and first steps on digital process design

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FÜR DEN MITTELSTAND



Success



Workshops

Our Services

Inform

Demonstrate

Qualify

Design

Implement



● Company result
● Sectoral average



+ Early Roundtable

Digitizing of resource, machine and order data

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Success Story



ice T



jects

5 Lessons Learned

Aspects fostering SME skills on digitization



1. Use a clear and simple language in communication

2. Offer taster events and showcases for free

3. Listen to their challenges and approaches

4. Make initial proposals - down-to-earth and step by step

5. Work hand in hand with experts and multipliers





IMPRESSIONS OF OUR WORK



Thank you for your attention!

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FÜR DEN MITTELSTAND



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Mittelstand-
Digital



 **Mittelstand 4.0**
Kompetenzzentrum
Dortmund

Gefördert durch:



aufgrund eines Beschlusses
des Deutschen Bundestages



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Intelligente Technische Systeme
OstWestfalenLippe

it's owl

**How to find common objectives and
remove obstacles to foster SMEs
competitiveness, especially by dealing
with innovation**

MARCIN PODGÓRSKI

Marshal Office of the Lodzkie Region

podgorsk@lodzkie.pl

POTENTIAL
of the region

Partner regions

Navarra (Spain)
Lodzkie (Poland)
Puglia (Italy)
North-West (Romania)
Aquitaine (France)
Lombardy (Italy)
South Ostrobothnia (Finland)
Aargau (Switzerland)

SUPPORT
of the authorities

Regional partners of Lodzkie Region

Lodz Wholesale Market

Vital Poland

Organic Farmers

Horticulture Institute

*Lodz University
of Technology*

Social Co-operative

*Agricultural Chamber
of the Lodz Region*

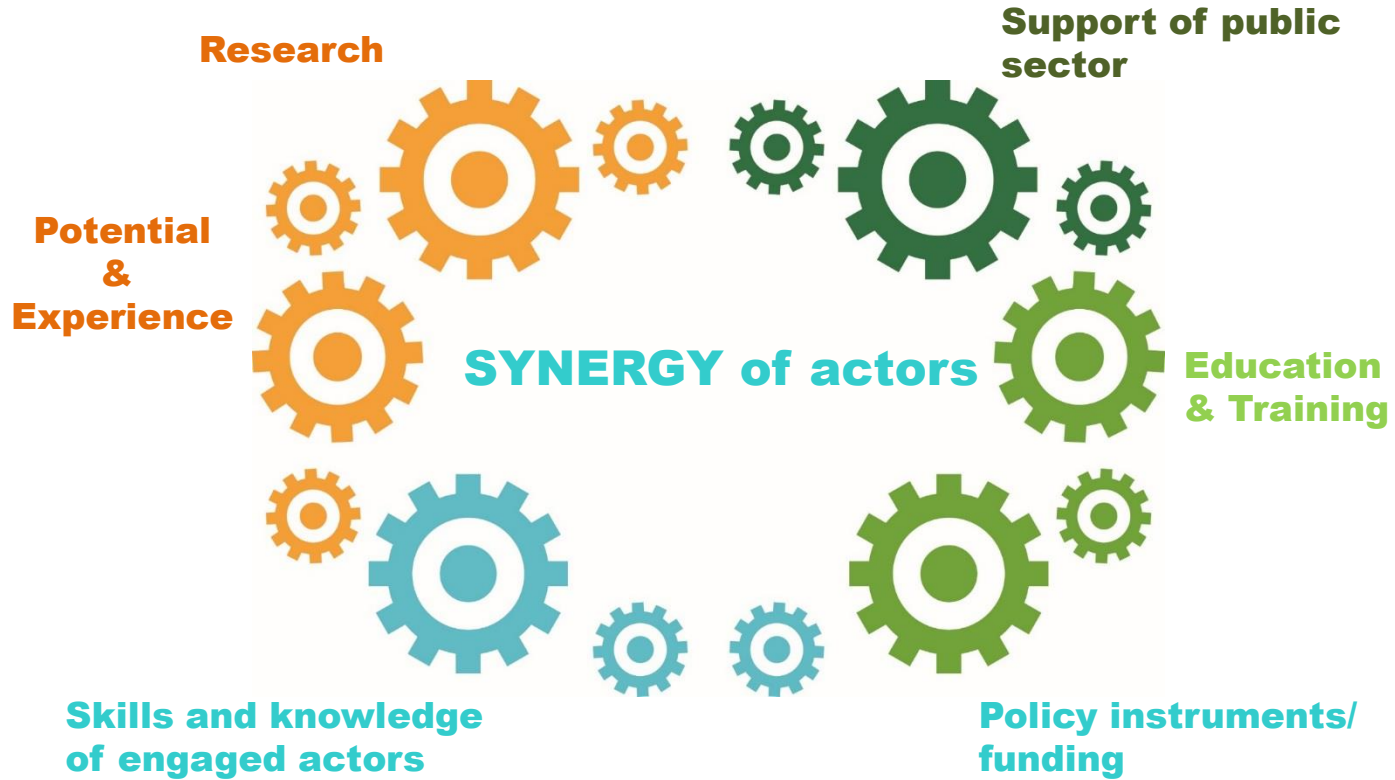
*Agricultural Advisory
Centre*

*Regional Beekeepers
Association*

SKILLS
of the SMEs

NETWORKING
of the stakeholders







Questions welcome

Thank you!

SME ORGANICS
Interreg Europe

