

SELEZIONE CON PROCEDURA COMPARATIVA
per l’AFFIDAMENTO DI INCARICO DI CONSULENZA
 WPT2 “Joint training actions addressed to intermediaries and development of the Model to boost
 DT innovation based”
 nell’ambito del Progetto: Design Thinking for a smart Innovation Eco-system in Alpine Space
 Project acronym DesAlps - Project number 460

Codice CUP: F12C16001120009 Codice Commessa: FF056/16

PARTNER DI PROGETTO (Project Partners)

T2I -Trasferimento Tecnologico e Innovazione s. c. a r.-	ITALIA
Camera di Commercio di Padova	ITALIA
Città Metropolitana di Torino	ITALIA
Business Upper Austria Wirtschaftsagentur GmbH - Business Upper Austria	AUSTRIA
Innovations- und Technologie transfer Salzburg GmbH - Innovation and Technology Transfer Salzburg GmbH	AUSTRIA
Toulon Var Technologies	FRANCIA
Agence Régionale pour l’Innovation et l’Internationalisation des Entreprises de Provence-Alpes-Côt e d’Azur - Regional Agency for Innovation and SME Internationalisation – ARII PACA	FRANCIA
Gospodarska zbornica Slovenije - Chamber of Commerce and Industry of Slovenia	SLOVENIA
Mariborska razvojna Agencija - Maribor Development Agency	SLOVENIA
Bwcon GmbH	GERMANIA

PARTNER ASSOCIATI (Observers)

Veneto Lavoro	ITALIA
PDR International Design and Research Centre, Cardiff Metropolitan University	GRAN BRETAGNA
Università degli studi di Padova	ITALIA
SOCIALFARE® Centro Per l’Innovazione Sociale - SOCIALFARE® Center for Social Innovation	ITALIA
Wirtschaftskammer Salzburg -Chamber of Commerce Salzburg	AUSTRIA
Wirtschaftsförderung Region Stuttgart - Office of Economic Promotion, Region of Stuttgart	GERMANIA
Hochschule der Medien – Startup Center - Stuttgart Media University – Startup Center	GERMANIA
Kedge Business School Toulon	FRANCA
RETIS	FRANCIA
European Business & Innovation Centre Network – EBN	BELGIO
Ministrstvo za gospodarski razvoj in tehnologijo - Ministry of Economic Development and Technology	SLOVENIA
Büro Landesrat - State Minister of Economic Affairs (Chairman), Upper Austria	AUSTRIA
Burghauptmannschaft Austria - Department of the Ministry of Economics	AUSTRIA

PART A - Project overview

A.1 Project identification

Programme priority	Priority 1 - Innovative Alpine Space	
Programme priority specific objective	SO1.1 - Improve the framework conditions for innovation in the Alpine Space	
Project acronym	DesAlps	
Project title	Design Thinking for a Smart Innovation eco-system in Alpine Space	
Project number	460	
Name of the lead partner organisation/original language	t2i - Trasferimento Tecnologico e Innovazione s. c. a r. l.	
Name of the lead partner organisation/English	t2i - Technology Transfer and Innovation s. c. a r. l.	
Project duration 36 months 0 days	Start date	2016-11-01
	Closure date	2019-10-31

A.2 Project summary

Please give a short overview of the project (in the style of a press release) and describe:

- *the common challenge you are jointly tackling in the project;*
- *the main objective of the project and the expected change the project will make to the current situation;*
- *what makes the project innovative;*
- *the main outputs you will produce and who will benefit from them, also after the end of the project;*
- *the approach you plan to take to tackle the identified challenges;*
- *the added value of the transnational approach: why do you plan to work at transnational level?*

SMEs innovation-oriented services in AS are fragmented and lacking in adaptability towards the specifics of companies of the area and the request of a more sustainable and flexible approach to businesses. Multiple forces – social, technological, competitive-combined with the Alps specificities make today's challenge for small businesses to adapt and grow even more complex for AS SMEs, already weakened by physical and cognitive distance from innovation centers. The Design Thinking (DT) process can help start a new wave of business innovation through collaboration, new decision making process and more sustainable added value creation without overturn the strong link to the territory that characterizes the companies in this area, combining both technological and non-technological elements. A systemic and strategic vision is missing, which should be created starting from the development of stronger framework conditions for design (www.designpolicy.eu). The opportunity with DesAlps is to create a fertile framework for boosting DT approach on SME services, through the analysis of the impact that it can bring and the creation of a mutual cooperation among intermediaries and policy makers toward this task. SMEs, intermediaries, stakeholders and Policy Makers will benefit from the shared methodologies and will empower the impact of this innovation process thanks also to the connection with S3 of each territory as it will have a thematic approach centered on sustainable living linked to relevant enabling technologies and services in order to maximize the impact on the already existing policies and generation of new ones.

Type: Implementation

WP Nr	WP title	WP start date	WP end date	
T2	Joint training actions addressed to intermediaries and development of the Model to boost DT innovation based	2017-07	2018-07	

Partner involvement	
WP responsible partner	Bwcon GmbH
t2i - Technology Transfer and Innovation s. c. a r. l.	LP
Padova Chamber of Commerce	PP
Metropolitan City of Turin	PP
Business Upper Austria	PP
Innovation and Technology Transfer Salzburg GmbH	PP
Bwcon GmbH	PP
Toulon Var Technologies	PP
Regional Agency for Innovation and SME Internationalisation - ARII PACA	PP
Chamber of Commerce and Industry of Slovenia	PP
Maribor Development Agency	PP

Summary description and objectives of the work package including explanation of how partners will be involved.

T2 improves intermediaries competences in DT methods & tools and sees the establishment of permanent DT hotspots with local DT Labs and a transnational Virtual Training Centre. To multiply synergies and impact, Innovation Stakeholders (AB) are actively involved. T2 core actions are the definition of training paths and extensive training sessions (online and frontal) addressed to intermediaries. Feedbacks are collected to design an operative innovation path for SMEs, which acts as T3 pilots frame.

Please describe project outputs that will be delivered based on the activities carried out in this work package. For each project output a programme output indicator should be chosen. Please note that they need to have the same measurement unit.

Project output	Describe your project output	Choose a programme indicator to which the project output will contribute	Target	Delivery Date
O.T2.1	DesAlps Model for DT Innovation paths for SME.	Through experience gained after training action, a comprehensive DT innovation path (guidelines, methods and materials) for SMEs will be issued. It will impact on 4 levels: SMEs, intermediaries, policy makers and stakeholders.	OI1.1.3 - Number of developed implementation elements improving the framework conditions for innovation	1,00 2018-05

Target groups per outputs			
Who will use the outputs delivered in this work package?		<ul style="list-style-type: none"> • local public authority • regional public authority • sectoral agency • higher education and research • business support organisation 	
How will you involve target groups (and other shareholders) in the development of the project outputs?		Advisory Board will be involved by PPs in training session and specific meetings to collect feedbacks and suggestions. Ad-hoc communication for policy makers and other stakeholders to share the opportunities to be trained. Experts, operators and professionals working in innovation, will be made aware of the opportunity to benefit from project training materials and activities through one open call and specific information disseminated through the PPs' network.	
Durability and transferability of outputs			
How will the project outputs be further used once the project has been finalised? Please describe concrete measures (including e.g. institutional structures, financial sources etc.) taken during and/or after project implementation to ensure the durability of the project outputs. If relevant, please explain which project partner will be responsible and/or the owner of the output.		Activity 2.1 will give the start to the creation of a DT Virtual Training Center that will guarantee the permanence and dissemination of training materials. The center will capitalise an existing e-learning platform, assuring that it will be operative independently from project duration and with no additional costs. The implementation of DT Labs permanently operating will guarantee the diffusion and update of this materials also after project's end.	
How will the project ensure that the project outputs are applicable and replicable by other organisations/regions/countries outside of the current partnership? Please describe to what extent it will be possible to transfer the outputs to other organisations/regions/countries outside of the current partnership.		Training action will be carried out in an international context and training material will be jointly revised and delivered. Mobility of coaches and operators will guarantee the wider applicability of method. Feedbacks and interviews regularly collected in order to finalize tools in the best effective and logical shape. All materials will be also produced in English in order to make it accessible to all countries. The platform and links to it will be available from everywhere and free of charge.	
<i>Please describe activities and deliverables within the work package</i>			
Activity A.T2.1	DT Innovation Coach training process development.	2017.07	2017.09
On the basis of the "Innovation actors profile" (1.2), specific training paths will be elaborated to improve DT knowledge. Complete training modules with guidelines/material/ available resources will be issued and made available also online. An assessment tools will be conceived to analyze the profile of innovation actors. All the materials will be uploaded to a multifunctional e-learning platform. Activity carried out by LP;PP3;PP4;PP6;PP7;PP9. Responsible: PP3			
Deliverable D.T2.1.1	Self - Assessment tool to analyze Innovation actors competences and gaps.		1,00
An assessment tools will be conceived to analyze the profile of innovation actors in order to understand their competences gap to be filled in with appropriate training actions. Available online on the platform.			
Deliverable D.T2.1.2	DT Training set for Innovation Coaches.		1,00
According to the DT profile (1.3) Specific training paths (online and frontal), materials and guidelines will be created. Materials already available, revised and integrated according to T1's inputs will be implemented for the following tasks.			
Deliverable D.T2.1.3	Platform updated and used to be the first step of the DesAlps Virtual Training Center		1,00
According to 1.2, a plan will be issued to incorporate DesAlps Virtual Training Center in existing LP Moodle platform, adding new features and free tools. Specific sections for project's users, toolsets, contents will be uploaded and updated.			
Activity A.T2.2	Train the Trainers DT joint session.	2017.09	2017.11
At least 20 trainers (2 per partner) will be individuated to become DT Coaches. Trainers are coming from PPs staff while external expert will be selected through public evidence procedures. On Bwcon premises and under their DT training experts' guidance, trainers will attend a 2-day Workshop to start practice in person to share and acquire a common level of knowledge on DT methodologies. AB members and other stakeholders will be invited to the training courses. All PPs involved. Resp: PP6.			
Deliverable D.T2.2.1	DesAlps Train the Trainers course.		1,00
2- day-train the trainers workshop will be organized with representatives from all PPs. The course provides participants with a common level of knowledge on DT methods and tools for SMEs from idea generation to business model. 20 DT coaches trained.			
Deliverable D.T2.2.2	Feed-back and lesson-learnt brochure.		1,00
Interviews with the participants, summary of positions discussed, list of concrete cases analysed and discussion held will be collected in one practical brochure to be used for further training activities addressed to operators and stakeholders.			
Activity A.T2.3	Training actions for DT Innovation Coaches.	2017.10	2018.01

Open selection of 40 innovation actors. Training session online on the DT Training set (2.1). 3 transnational workshops on DT will be held through joint cooperation among partners: 1 organized by Veneto-Slovenia; 1 organized by Piemonte - France; 1 organized by Germany - Austria. Some companies will be involved as well in the implementation of the training activities to receive immediate feedbacks. AB members and other stakeholders will be invited.			
Deliverable D.T2.3.1	Training of innovation actors.		1,00
Online training session will be set up on the platform (2.1) for a training session addressed to Innovation actors selected by the PPs. Training will be supervised by PPs to prepare a group of well-trained operators on DT methods. 40 operators trained.			
Deliverable D.T2.3.2	Transnational training workshops on DT		3,00
1-day workshop to complete the on-line training and strengthen the cooperation and the exchange at AS level. 1) PP9 venue-cooperation of PP10, LP and PP2; 2) PP7 venue -cooperation of PP8 and PP3; 3) PP5 venue -cooperation of PP4 and PP6.			
Deliverable D.T2.3.3	Meeting with AB		1,00
AB meeting will share comments and feedbacks on the training session with the Policy Makers and Innovation stakeholders to proceed to the finalisation of the training structure and contents for further use after the project duration.			
Activity A.T2.4	Definition of the "DesAlps DT Innovation paths for SMEs" Model.	2018.01	2018.05
Starting from DesAlps framework conditions plan (O.T1.1) and after experiences gained on 2.2 and 2.3, PPs will proceed to definition of operational "DesAlps Model for DT Innovation paths for SMEs" with guidelines, methods and materials to be used and tested by DT innovation coaches. The AB provides recommendation for synergies and optimization with existing innovation plans (OP ERDF 2014-20; etc). KPI system to monitor the impact of the DT innovation set PP2;PP3;PP4; PP5;PP6;PP7;PP10.Resp PP2			
Deliverable D.T2.4.2	List of Recommendation from the Advisory Board for further synergies.		1,00
According to the model and contents developed, the Advisory Board members will recommend possible synergies with existing innovation policies, OP ERDF 2014-2020 topics, regional workplan, ecc. The AB will identify possible action of further interventions.			
Deliverable D.T2.4.3	KPI set for the monitoring the effectiveness of the "DesAlps Model with Innovation Actions for SME".		1,00
1 KPI list to monitor the performance of the model (training addressed to Operators and assistance provided to SMEs) will be defined. It will consist of quality and quantity indicators to analyse the added value from the application of DT.			
Activity A.T2.5	DT innovation instruments to support the assistance provided to SMEs.	2018.03	2018.07
According to the DesAlps framework conditions to help DT diffusion O.T1.1, DesAlps DT innovation paths for SMEs model O.T2.1 and the relationships established with main networks DT oriented (1.3) a toolset to support DT processes within SMEs will be developed and available both to DT Coaches and SMEs. It will contain guidelines, instruments and materials to be used. The toolset will be available through the DT Virtual Training Centre platform. LP;PP4;PP6;PP7;PP9 participating. Resp: LP.			
Deliverable D.T2.5.1	Toolset of DT instruments to support the assistance to SMEs for DT processes.		1,00
To complete the model finalised with O.T2.1, a set of free instruments will be made available to SMEs on the platform. Also 2.1 will be revised and integrated to be proposed at Alpine level for the assistance to be provided to SMEs.			