Enterprise COllaboration & INteroperability

COIN business benefits in the Lazio Aerospace Cluster

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Aachen
Regione Lazio’s Aerospace Sector

The Aerospace industry in Lazio:

- 250 prominent sized companies
- 30,000 employees
- 5 Billion Euro turnover
- 10 Research Centres
- 5 Universities
- 5 Technological Parks
- 4 Engineering Faculties, 12 Departments, 30 Postgraduate and Graduate courses
- 3,000 Professors, Researchers and Specialists involved in R&D activities in aerospace fields
- Incubators and Support services for technology transfer and start-up creation
Lazio Aerospace Technology Cluster

Areas of expertise

• several major aerospace companies and SMEs operating in space, aeronautics for civil and military customers

• communications and avionics systems

• traditional and advanced materials

• aeronautical fleet maintenance management; airport facilities and logistic services

• design of solid fuel engines and components for the Ariane and Vega rockets as well as manufacture of important parts of complete air-to-air and land-to-air missile launching systems

• design and manufacture of airplane and helicopter subsets and components

• design and manufacture of important aeronautical systems and equipment for civil and military aircraft
Regione Lazio’s Aerospace Sector main EC& EI challenges

- The Aerospace Technological District (DTA) sees a major concentration of large, medium and small enterprises involved in the aerospace supply chain
- DTA actors lack of adoption of innovative EC&EI services
- DTA actors scarcely aggregate to achieve business benefits due to lack of EI&EC software tools

To improve current status, two test cases are under development:

1. collaborative production planning of satellite antennas
2. knowledge interoperability (KI) applied to competence and skill management mapping of DTA’s stakeholders
C-PP Satellite Antennas

COIN EC services and COIN system effects:

- Increase production rate with no increase of IT systems costs thanks to SaaS paradigm adoption
- Reduce time and cost of production
- Improve effectiveness and efficiency of communications among supply chain actors
- New business opportunities thanks to access to a wider market picture

<table>
<thead>
<tr>
<th>Metric Typology</th>
<th>Value</th>
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<tbody>
<tr>
<td>Additional business opportunities</td>
<td>5%</td>
</tr>
<tr>
<td>Reduction of time to market</td>
<td>15%</td>
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<tr>
<td>Reduction of lead time</td>
<td>15%</td>
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KI applied to competence and skill management mapping

COIN KI services and COIN system effects:

- Have an up-to-date picture of the capabilities of the DTA cluster
- Provide crucial business tools to identify DTA strengths, weaknesses and gaps
- Give a clear picture of the DTA business, technological and industrial competence scenario
- Address specific measures, policies and incentives to support DTA actors’ business development and so increase competitiveness and create new business opportunities for DTA cluster actors
- It is expected an increase of business opportunities of 15%
COIN Alliance exploitation scenario

- **An AISBL, under the Belgian Law, having COIN partners as members**
- **COIN Alliance**
  - **COIN pilots full take up**
    - VEN
    - Lazio DTA
    - ........
    - ........
    - Aeropolis
  - **Consolidation of COIN services and solutions**
    - **COIN Collaborative Platforms**
    - **COIN System (Service repository)**
  - **COIN strategy and development**
    - Consulting
    - SaaS-U
    - Business Models
    - Strategy
    - ........
  - **Team Agreements for Pilots**
  - **Team Agreement for COIN Platform**
  - **Team Agreement for CPs**
  - **Team Agreement for COIN Services**
Filas pilots take-up

Test case on c-PP:
- Filas will exploit c-PP COIN services by proposing their adoption to SMEs involved in the COIN demonstrator

Test case on KI:
- Filas will exploit KI COIN services to improve DTA’s management and then act as a promoter to the DTA enterprises
Conclusion

- Production Planning and Knowledge Interoperability Utility and Value-Added Services have been inserted in the business processes of the Filas-Aerospace cluster

- EI and EC value added services are strongly required by SMEs in the aerospace sector

- COIN service platform could make SMEs able to significantly enhance efficiency and effectiveness of collaborative processes

- Aerospace test case will drive future COIN CP adoption and exploitation
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THANK YOU FOR YOUR ATTENTION