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LAZIO CONNECT

The FILAS Strategy to improve the competitiveness of collaboration networks in the Lazio Region.

The Platform for the Aerospace Industry



The projects of Centro Atena

Filas

The Projects:

SCENTEC

Lazio_CONNECT

PITT

LABORNET FILAS

BUSINESS LAB

PORTALE DELLA RICERCA




“ “ Current Scenario

- The increasing intensity of the global competition requires small and medium enterprises to innovate their internal processes and the approach to the market.
- In order to be competitive on the market the collaboration between SMEs seems to be fundamental. This collaboration can take different forms (mergers and acquisitions, joint ventures, **virtual enterprises**).
- This context has forced various governments around the world to develop and **implement structured approaches for collaborative networking**.
- In line with the key areas of interest of the VII° EU Program, the industrial districts of the MIUR and the national policy programs (DDL “Industria 2015”), the **Assessorato allo sviluppo economico, ricerca e innovazione e turismo** of the Lazio Region decided to launch sectoral programs aimed at *“supporting the firms’ individual or collaborative innovation efforts aimed at improvements in technology and/or regional industrial development”*.



“ “ Reti di innovazione e di impresa
Gli strumenti di Filas

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- In order to support the collaboration processes FILAS is implementing, in parallel, three main projects:
 - **Lazio_CONNECT**
The technical-legislative platform of the collaboration network (*Official Launch early 2008*)
 - **DTAwebDB**
The portal of the Aerospace Industry District of Lazio (*we are in the advanced testing phase*)
 - **Space2Land**
The formalization of ‘sleeping’ demand from the Public administration and the matching with the potential offers.

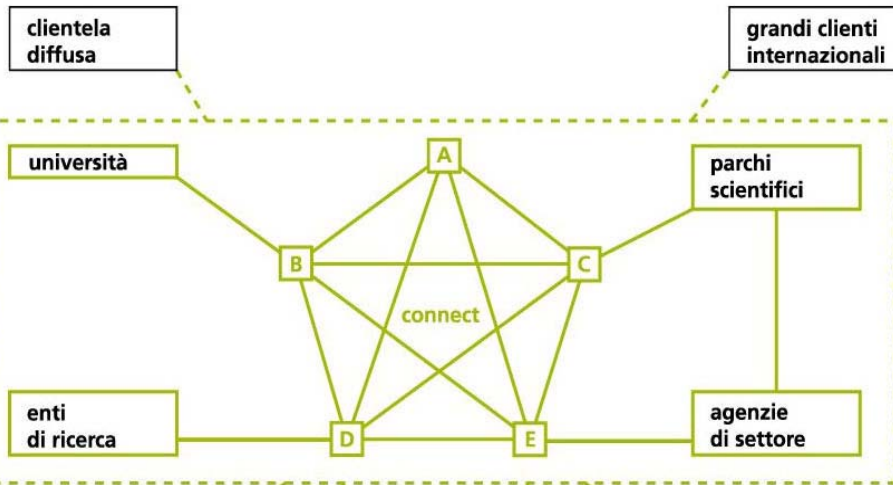
- LAZIO CONNECT will be the Collaborative Network of the Lazio Region
- LAZIO CONNECT **mission** is to increase the efficiency and effectiveness of collaboration between actors of the LAZIO industrial landscape thus creating, through .
- ***Lazio_CONNECT** operates as a networking entity facilitating, through standardised processes, methods and the use of an ICT platform, collaboration between companies, institutions, research centers, legally independent, but that get together into temporary task-forces called Virtual Enterprises (VE) which, by sharing knowledge and resources, can compete in the ever more demanding business landscape.*
- LAZIO CONNECT ambition is to optimize the process of value creation by profiting from the collaboration, from economies of scale and synergies (sharing competencies, risks, costs etc.) of the actors of the Lazio Region.

The actors of the Collaborative Network

“LAZIO CONNECT: the key to access to the business community. The ICT platform of services”.

The Actors of the Network

Clients



Lazio_CONNECT

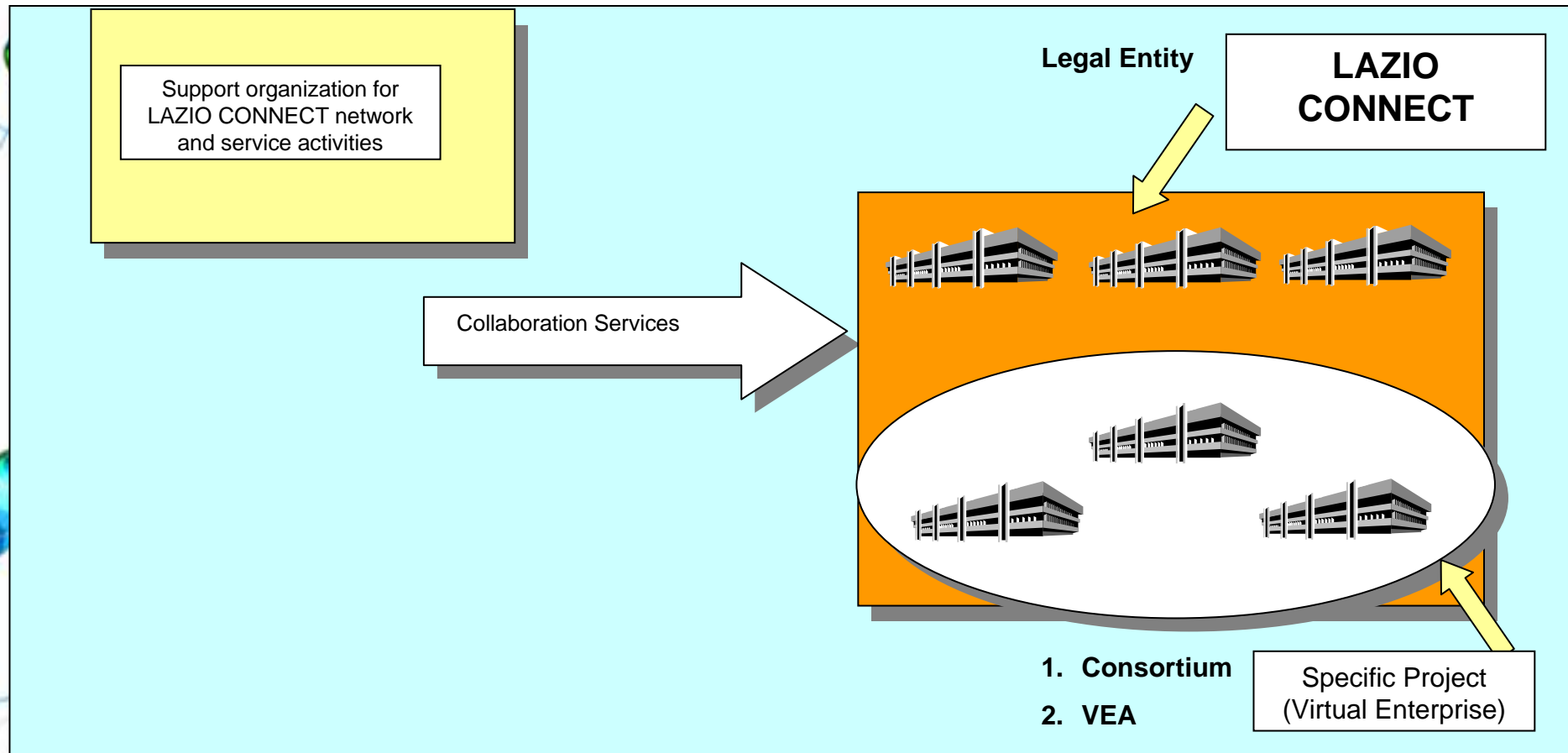
Companies, Universities, Research Centers, Parco Scientifico e Tecnologico dell'Alto Lazio, Consorzio Tecno Tiberis (Roma Ricerche e Polo Tecnologico Industriale Tiburtino), CSM e Tecnopolo di Castel Romano, Parco Scientifico e Tecnologico del Lazio Meridionale

Investors / Facilitators



A B C D E imprese della rete Connect

What does LAZIO CONNECT look like?

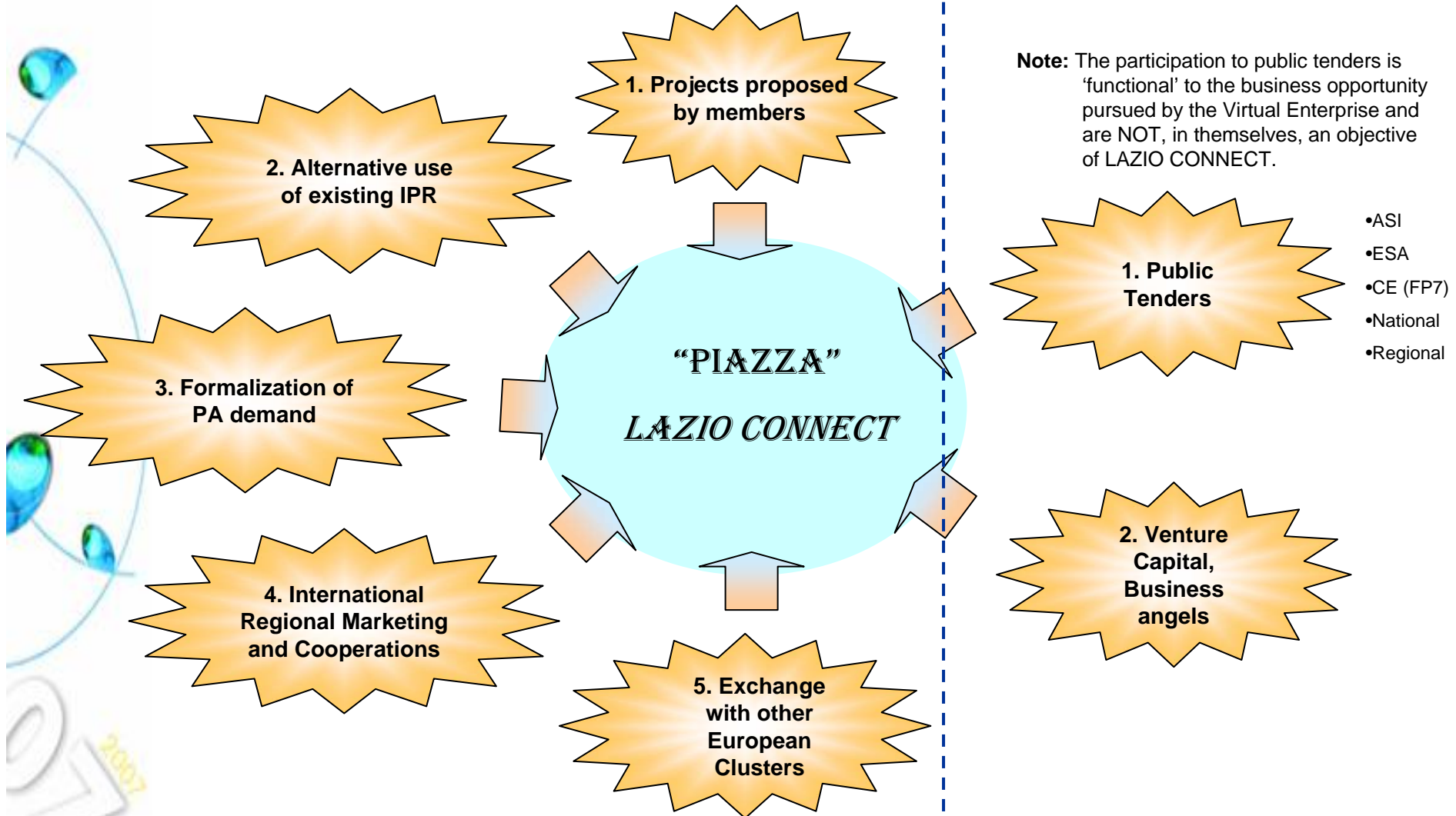


Business Development Channels & Funding Mechanisms

FIVE additional business development channels

TWO funding mechanisms

Note: The participation to public tenders is 'functional' to the business opportunity pursued by the Virtual Enterprise and are NOT, in themselves, an objective of LAZIO CONNECT.



Channel 1: Projects proposed by members

Filas

Problems

- Lack of all the set of competencies needed for project implementation.
- Lack of Financial Resources
- Implementation time to set up collaboration projects is too slow

LAZIO CONNECT Actions

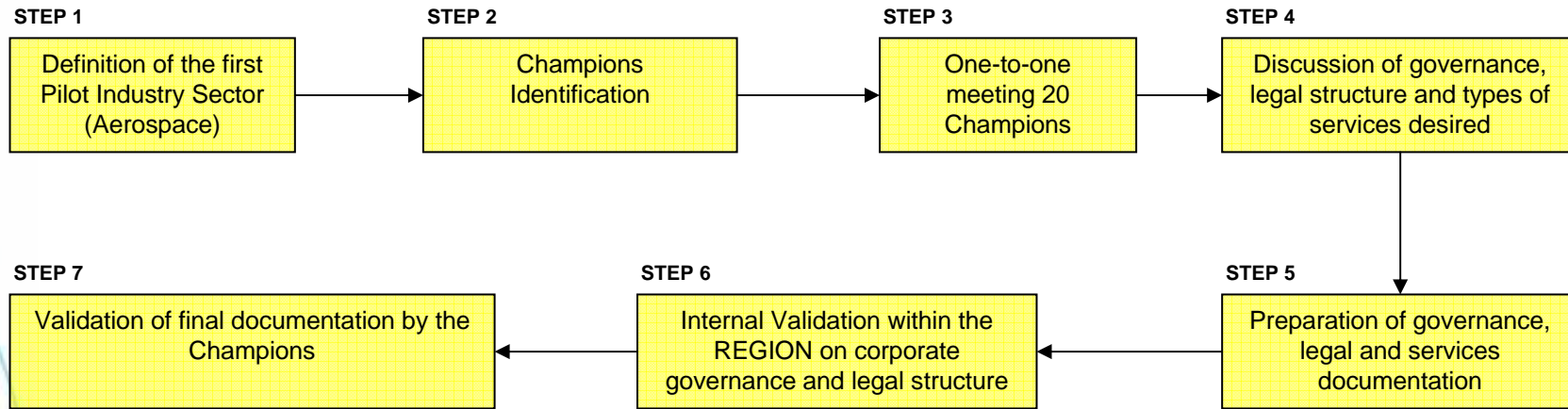
- **Members competencies mapping (IT tool)**
- **Assistance in finding most appropriate partner**
- **Methods for risk and Cost Sharing**
- **Support in investor search**
- **Supporto for public tender participation**
- **Standard Virtual Enterprise building procedures**
- **Support to planning and implementation**

“ Champions in the Aerospace Industry

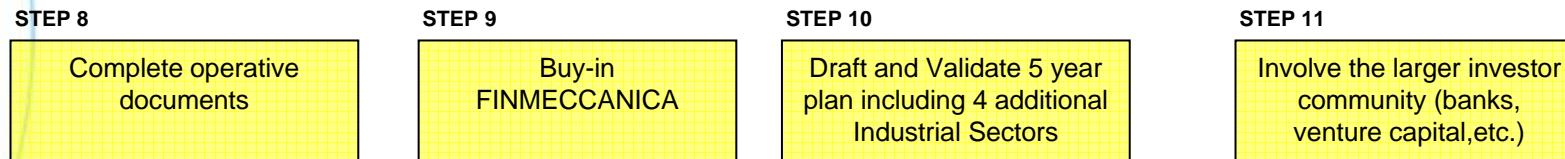
Filas

1. ACS
2. AGUSTA WESTLAND
3. AIAD
4. AIPAS
5. ASAS
6. ELETTRONICA
7. ESA
8. GALILEAN PLUS
9. GALILEO AVIONICA
10. INTECS
11. IDS
12. KELL
13. NEXT
14. NORTHROP GRUMMAN
15. OERLIKON CONTRAVES
16. OML
17. SELEX SI
18. SISTEMA COMPOSITI
19. SYSTEMATICA
20. SPACE ENGINEERING
21. THALES ALENIA SPACE

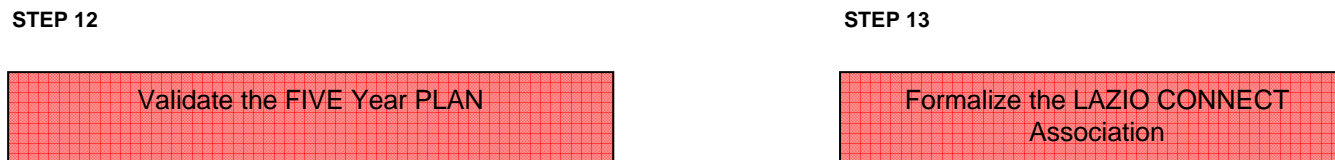
What did we do? Where are we? What is left to do?



ONGOING



TO DO



Why are the various actors interested? (i)

- **Institutions and Development Agencies**
 - Increase in GDP and Employment
 - Increase contact between administrations and industry
 - Increase capability to build/plan effective regional policies
 - Increased capability to monitor consequences of policies on GDP and Employment
- **Small and Medium Enterprises (SMEs)**
 - Opportunity to enter markets otherwise non-accessible.
 - Increase in Revenues
 - Reduction of time to market for new products/services (in some cases up to -40%)
 - Increase project profitability (can be up to 25%);
 - Reduction of risk due to sharing.

Why are the various actors interested? (ii)

• Large Companies

- Partnership with LAZIO CONNECT increases possibility to enter international research projects
- LAZIO CONNECT is a more effective and visible partner than several disconnected SMEs especially for international tenders
- Focus its own resources on the highest value-added activities by leaving the rest to SMEs
- Reduces costs of managing SMEs in a collaborative project
- Increases profitability of owned IPR

• University/Research Centers

- Easier to find a job for students
- Attract and retain young talents in the region
- Increase of financial resources dedicated to research and development
- Better alignment of research themes with market needs
- Better alignment of learning curricula to market needs