



# Watify

Boosting Technological Transformation

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# A forward-looking vision

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**Watify** is an awareness-raising campaign funded by the European Commission to **stimulate the modernization of Europe's industry** by:

- 
- Boosting European SMEs' **technological transformation**
  - Supporting Europe's regions to translate their smart specialisation strategies in the areas of **digitisation and KETs** into **concrete projects**.

# From a regional development perspective



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- **Key enabling technologies (KETs)**
  - Advanced Manufacturing technologies
  - Industrial Biotechnology
  - Nanotechnology
  - Advanced materials
  - Micro/nanoelectronics
  - **Photonics**

- **Digital technologies**
  - Artificial intelligence
  - Big Data
  - IoT
  - Cybersecurity
  - Cloud computing
  - Open Source Platforms
  - Blockchain

## Policies for R&D and Innovation



# Why Digital & Key Enabling Technologies?



- These technologies help SMEs to transform and evolve their business because:
  - Introduce higher added-value to products
  - Increase global exports allowing access to high-demanding markets
  - Requires high skilled staff increasing performance at all company levels
  - Triggers continuous innovation

Have the potential to modernize manufacturing processes  
by reducing:

**Production costs**

**Raw materials**

**Energy consumption**

# Digital & Key Enabling Technologies matter to the European Economy



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Traditional companies add **75%** of the economic value created by internet companies

KETs represent

**1 trillion EUR**

or **19%** of the total EU-28 production

# Digital & Key Enabling Technologies matter to European jobs



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KETs make up **3.3 million jobs**  
or 11% of all jobs dependent on manufacturing  
**1.5 million additional jobs**  
potential in the EU digital economy

# Digital & Key Enabling Technologies matter to European SMEs



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**SMEs grow two-three times faster**

**embracing digital technologies**

**10.000 EU SMEs**

**base their businesses on the development &  
commercialisation of KETs**

# Digital & Key Enabling Technologies matter to European productivity



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KETs stimulate GDP growth & regional innovation performance

Digital technologies increasingly adopted:

e.g. Big Data **40%** usage increase per year,

**5-6%** higher productivity gains,

**3.6%** of cost reductions



# How?



- **boost and facilitate** technological transfer to SMEs, regions and cities
- **connect** SMEs and stakeholders by facilitating the sharing of best practices, lessons learnt, ideas for advancement and by encouraging collaboration on projects.
- **inspire** SMEs and local stakeholders to transform and work together on digitisation and KETS projects.



## Boost and facilitate



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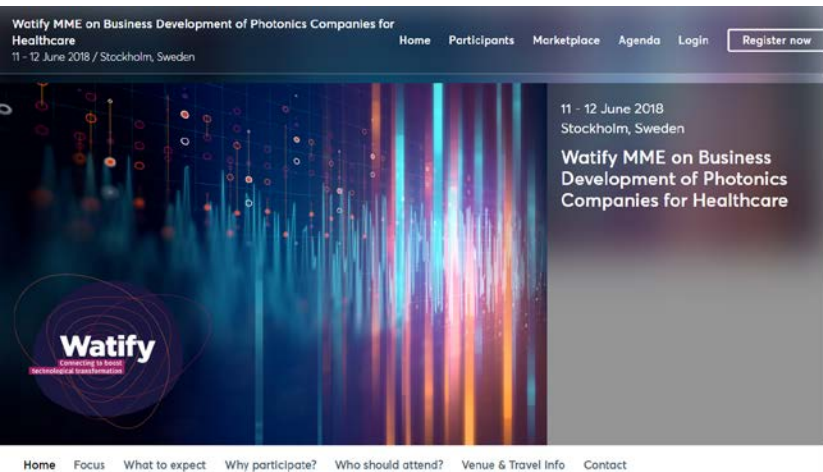
# 240 AWARENESS EVENTS

in regions and cities all around Europe in the forms

- Group presentations by WATIFY ambassadors, digital icons and thematic experts
- Short workshops with digitisation and KETs experts
- Presentation of success stories and best practices
- Digital tours to present digitising and KETs services
- Online Training sessions
- Twitter chats
- Participation to sectoral, regional and international events

START

**Connect**  
**Like here today!**



## 40 Matchmaking Events

with the objectives of:

- **Fostering the development** of cross-regional cooperation projects or joint initiatives
- **Facilitating the cooperation** between SMEs, regions, cities and competence centres willing to work together on projects which demonstrate potential for cross-regional cooperation in KETs and digital transformation.
- **Optimising the involvement of all actors** towards the formulation of concrete projects which demonstrate potential for cross-regional cooperation



Like in Tuscany last month:  
<https://wafify-tuscany.b2match.io/>



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Wafify - AgriTech: Agriculture at the Centre of the Digital Economy  
16 - 17 May 2018 / Toscana, Italy

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16 - 17 May 2018  
Toscana, Italy

Wafify - AgriTech: Agriculture  
at the Centre of the Digital  
Economy



## More than 100 SUCCESS STORIES of:

- **SMEs** that have successfully transformed their business or created new products / services applying digital technologies and/or KETs.
- **Regions** that are leaders in technological transformation policies and projects



# "Ortopedijos Technika" Combining Traditional and Modern Manufacturing Techniques

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RESULTS

CLIENTS: OVER 60.000 PATIENTS  
EVERY YEAR AND GROWING



# Success Story – POPIT

## Smart solution to detect medical consumption



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**A Finnish startup founded in 2015, which raised over 1.2 million € in seed financing**



- Over 50% of **patients are not taking their pills** as prescribed, which causes hundreds of billions in avoidable healthcare costs and 200 000 lives lost annually in the EU
- **Invented** a device that is clipped on to a medication blister (~80% of the solid drug market packaging vs bottles) to track pill extraction. It measures sound, movement and touch. Information is sent to a smartphone app via Bluetooth.
- **Clinical pilot carried out** and results showed this would reduce the number of missed pills by over 80%



# Success Story – ENTYMED

## Medical device for assessing motor symptoms



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**A Romanian startup founded in 2016 developed a product for neurology doctors attending patients diagnosed with movement disorders**



- Almost 4 million people experience **inner ear and balance problems** and doctors need to work with huge amount of data to get good conclusions. Devices for diagnosis are big and only provide visual information (no standardization).
- **Developed** a small device that assesses inner ear and balance problems at the same time as checking their spinal posture in real time
- **Tested by doctors over 500 patients** resulting that it reduces the differences in the way different evaluators score a patient's status according to the Unified Parkinson Disease Rating Scale (UPDRS)





# Watify generates exploitable resources



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## **EXPERTSISE SESSIONS**

Webinars for training and technology awareness

## **HIGH LEVEL NETWORKING**

With the European public and private sectors

## **BUSINESS OPPORTUNITIES**

For anyone taking part and participating in the activities

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