



OpenMaker

D1.8

Enabling Programme Report

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The OpenMaker Enabling Programme

*Programme engagement activities
2017/2018*



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Local Enabling Programmes

In the timespan of the Open Maker Project, a Local Enabling Programme (LEP) has been delivered in every Local Enabling Space (LES) managed by the project partners working on engagement activities. The programmes varied locally, but were all dedicated to boost relations, trust and sharing between makers, traditional manufacturers and stakeholders.

The LES enabling programme has been intended as a mix between training and acceleration activities which has been proposed to makers and manufacturers engaged during the process.

The Enabling Programme has assured the successful establishment of partnerships and cooperation between traditional manufacturers and makers in the four countries interested by the project, through a set of well-planned incentives and opportunities.

In many cases, LES enabled professionals to cross their sectoral boundaries is a challenge to which the consortium has given proper consideration.

The LES teams, during the “Enabling the Enablers” workshop led by LAMA and held in Florence in March 2017, co-designed a shared methodology of networking, matchmaking and facilitation between members of each LES as well as members of the different LES and “Connected LES”.

The methodology entailed a specific training for the community facilitators (Enablers) in charge of managing LES. The training empowered enablers to deliver a sound and structured programme of networking, matchmaking, scouting and awareness-raising events as well as information and dissemination activities able to reach and involve different actors interested in Open Manufacturing.

The LEPs pro-actively explored and continuously exposed the community to new processes according to emerging methods and practices such as open hardware and software, self-production, just-in-time customisation, short production runs and their implications on traditional supply chain organisations, as well as on society and environment.

The enabling programme delivered by each LES consisted in a continuous activity of scouting, networking, matchmaking and awareness raising, and culminated in the Pilot Supporting Scheme (PSS) a seed funding that enabled traditional manufacturers and makers to turn ideas on innovative processes, products and services into real prototypes, sustained by viable business models. Further to this, local, national, and European policy makers, members of the financial sector, business associations, and citizens have been encouraged to participate in the project through on-line and offline events specifically designed for this scope.

The Enabling Programme delivered by each LES provided the community with access to skills and knowledge by facilitating networking and matchmaking activities between the different target-groups already mentioned; it has also allowed traditional manufacturers, policy-makers, organisations, universities and citizens to have a physical point of reference at the local level specifically dedicated to host Open Manufacturing events and joint experimentations.

The second year of the Local Enabling Programme focussed more intensively on the Piloting Support Scheme, which provided seed funding in every LES through an open call to support the realization of open manufacturing ideas jointly proposed by traditional entrepreneurs and makers.

The Enabling Programme, by involving investors as observers, in many cases opened the path for follow-up development and market access opportunities. LEP has been based upon a recurrent calendar of events (workshops, seminars, round-tables, etc), where while strategically serving the community building process, events have been thought as a mean to raise the awareness of makers, traditional manufacturers, policy-makers, citizens and stakeholders on the potential of Open Manufacturing in terms of social innovation, increased productivity and competitiveness. In many cases, Open Maker “plugged – in” to already existing festivals and fairs (e.g. Maker Faires) to engage already established networks of people, organisations and to harness those events already recognised by makers and manufacturers communities.

In every LES, three enablers (1 Coordinator, 1 Community engager, 1 online Community manager) have been selected and appointed by Open Maker. In most cases these human resources were already committed in the daily management of the 4 incubators/accelerators. The enablers have been trained to improve their communication and facilitation skills, as well as their social impact generation and evaluation capacity. A common working methodology has been defined to deliver and manage the Enabling Programme. For more detail on it, please check Deliverable 1.3, “Enabling the Enablers” report.

The Local Enabling Programme has been implemented following **4 main phases**:

Target Mapping (December 2016 – July 2017)

In this phase, the 4 LES and the Turin connected LES started to identify makers and traditional manufacturers potentially interested to makers’ know-how and skills, profiling them and the organization/enterprises they represent (name, activity, position, etc.). One of the documental results of this mapping phase are the 80 baseline interviews, and the 100 profiles entered in the CRM with the survey at the beginning of the project. It is important to notice that the mapping phase has been addressed in all the 4 LES towards the identification of other stakeholders (public institutions, third sector organizations, universities).

The data collected allowed to create a rich picture of the target community and identify the influencers, namely individuals who represent “hubs” of connections, who are “highly connected” with others, who already lead opinions, actions, projects and initiatives, starting with a local focus and reaching the widest possible geographical dimension. The identification of the perspective members of the community has followed the “recommendation/reputation level methodology”: enablers started from their already existent network of contacts and set-up interviews; interviewees have indicated other possible members to be interviewed and so on, in order to obtain an extensive map of people, organizations and links between them, allowing to establish a ranking in terms of reputation and therefore influence potential.

Community Building Process (April 2017 - October 2017)

LES enablers engaged with the people mapped offering them a membership of the Open Maker community which has been formalised with the invitation on the Open Maker Digital Social Platform (DSP) when it has been first released in October 2017.

While communities have been engaged, every new member has been invited to open an account into our DSP. Unfortunately, the delay in the platform launch, and its unsatisfactory usability in its first version, partially affected the engagement process, especially for the online engagement activities. Nonetheless, every time LES invited members for local events, promote discussions or facilitate interactions, the DSP has been represented as the common environment where this can digitally happen. In other words, LES built the local community having in mind a clear Conceptual Framework where participants, interactions and actions should have found in the DSP the environment to augment their scale and trace their paths. However, due to the above – mentioned limits (delay and low interest from the community in the platform functions) interactions took place mainly offline, and rarely on the DSP.

Local Enabling Programme (April 2017 – November 2018)

Once each LES community has reached the minimum expected number of ‘members’ (at least 50 people between makers, traditional manufacturers, stakeholders and citizens the Enabling Programme has been implemented with two strands of activities:

- ✓ **Animating and connecting:** through regular meetings, formal and informal events (workshops, round-tables, seminars, networking dinners, etc) organized by the Enablers and co-organized with members of the community. Members meet with each other and shared, compared and exchanged about topics relevant to them and to the overall community. The role of the Enablers has been to create the framework within which relations took place.
- ✓ **Facilitating the matching:** through in-depth interviews with each member and the use of ‘match-making’ tools and presentation events, members reached a deeper knowledge about all the others and this facilitated the creation of bilateral or multilateral relations between freelance makers, makers’ companies, manufacturers, and in some cases other stakeholders.

Within this framework the role of the Enablers has been encouraging relationships by facilitating the matching between people with complementary problem - solutions. This

happened through a series of collective meetings, on – site visits, one to one conversation, and in few cases just giving a framework of incentives to already existing maker-manufacturer relationships.

Piloting Support Scheme (January – October 2018)

The Piloting Support Scheme (PPS) has been introduced by each LES as an incentive to complete at least 5 prototyping projects of open manufacturing solutions/technologies, proposed by a partnership including at least one traditional entrepreneur and one maker.

Projects had to clearly proof both their technical feasibility, their market potential, and demonstrate they were addressing a social/environmental challenge connected to the needs emerging from local contexts.

A panel of experts appointed by each LES awarded the best 5 ideas/partnerships with 20.000€ each to support the initial phase of pilots as experimental proof of concept (TLR 3) for 9 months. Moreover a special “Coordinator’s prize” was proposed by Plus Value and accepted by all partners. In total, 21 maker manufacturer partnerships, involving a total of 72 actors across the four countries, have been supported and accelerated by the PSS.

During the realization phase most of the awarded project participated and organised public meetings: the first one to present the prototype idea; the second one to present the mid-term state of the art; the last one to present the results. Feedbacks and suggestions have been collected during the meetings in the LES, and with the interaction of mentors appointed for the acceleration process. In some cases, these were mostly external experts, chosen by enablers from the LES community, in other cases mentors and reviewers of the ideas were internal to the LES teams.

Events of 2018 have mostly focussed on the PSS, and followed its different phases:

May 2017 – October 2017: Launch of the scheme, promotion of the call for proposals.

January – February 2018: Organisation of dedicated events to present the pilots, where LES members have been allowed to express interest, making questions and interacting with the 21 winning partnerships.

May – August 2018: micro-events to present mid-term results, asking the community to react, giving suggestions or making observations. These events have been held in some cases in LES premises, in other cases in the winning teams or in third parties' premises.

October – November 2018: Final events to assess results. At the end of the process the pilots have presented to the local communities in dedicated events organised by the LES, and projects have been made available to the international community through their publication on the Open Maker sites and the DSP.

During all 2018, several training workshops, small events and meetings with mentors and key resources in the local community have been organised to show the results achieved by the winning teams, to boost their potential impact, but also to help turning prototypes into commercial products, as well as to ensure the sustainability of the ideas.

LES: SLOVAKIA - BRATISLAVA

Approach

The Slovak accelerator was managed by Centire – a consultancy company based in Bratislava. Centire was able to proceed thanks to its broad network and long-term relationships with small and medium companies, universities, associations and chambers of commerce which have proven crucial for the success of the project in Slovakia.

The first months of the project implementation were dedicated to mapping. Its main aim was to approach the representatives of the target groups (makers, manufacturers and other stakeholders) to identify their needs and explore key influencers and institutions. 20 interviews helped us to adjust the accelerator programme and promotion activities to the needs of the main target groups.

The accelerator programme implemented in Slovak LES included four main activities: (1) events; (2) a digital social platform; (3) a pilot support scheme and (4) an innovation contest. The main goal of these activities was to link and network makers and manufacturers in order to create a vibrant community based on the open innovation concept.

The team had to constantly update and adjust the promotion activities according to the needs and character of target groups. In Slovakia, makers are mainly represented in 3D printing, the creative sector and as researchers at universities. As the term “maker” is not that common in Slovakia, the Slovak LES decided to use a more appropriate term “innovator” to attract the representative of the target group exploring and promoting innovations and progressive solutions. Centire cooperated with organizations such as the Slovak Design Centre, The Centre for Folk Art Production and different universities in order to approach the maker community in the proper way.

Targeting the manufacturing companies required different approach. As the manufacturing sector is rather “conservative”, Centire mostly approached the companies directly. Moreover, huge help came from promoting the project through the umbrella organizations

such as chambers of commerce and associations. This cooperation helped us to strengthen the project's credibility and attract interested manufacturing companies.

The accelerator programme was launched in June 2017 in Impact Hub in Bratislava. The concept of the accelerator was to use different venues not only in Bratislava, but also to bring the project to regions. Naturally, the majority of the events took place in Centire's premises in Bratislava, complemented with events held in Impact Hub Bratislava, Satori Stage, Lab Cafe or at the Slovak University of Technology. Nevertheless, Slovak LES succeeded in organizing several events such as project presentation and matchmaking workshops in Trenčín, Žilina, Banská Bystrica and Prešov and thus covered the majority of Slovakia. One project presentation was even held in Brno, Czech Republic.

Basically, Slovak LES organized three types of events: (1) thematic workshops; (2) matchmaking workshops and (3) project presentations. **Altogether, Slovak LES organized 45 events with attendance of more than 1 000 participants, making it the most successful LES within Open Maker.**

The most attractive project activity was the pilot support scheme. The scheme, supporting the innovation projects in cooperation of maker(s) and manufacturer(s), was organized in Fall 2017. An intensive promotion campaign in combination with the attractive conditions generated high interest in the call for proposals. 51 project applications were submitted, out of which 5 top projects were selected by an international committee. The top innovation projects of the Slovak accelerator included:

BIOM is related to sustainability as its aim is to produce biodegradable bioplastics that can have multiple uses such as cups, eyewear or other consumer goods. In **Eco-Social Innovation** the pursued impact is related to social and environmental aspects but also to promote awareness about it. The project demonstrates how recycling clothes can lead to producing products such as bottle bags and laptops sleeves among others, while providing work opportunities for people at risk of social exclusion. In contrast, **Light in the Dark** is focused on tourism, providing light markers for tourists that generate their own electricity. **Clay Next** is focused on crafts and local manufacturing, providing flexible production and avoiding problems with stock management. Regarding the evaluation of the pilots is

necessary to explain that one of the awarded ideas (XtMOS) did not continue and it was replaced by **Bio-cultivator**. This pilot aims to reconnect people with nature throughout customer involvement. This idea relies on the potential of biomimicry for designing and co-creating products inspired by nature for ensuring sustainability and bio-inspiring future generations.

The top projects were supported, not only financially, but also with mentoring, networking and workshops in the field of business planning.

In 2018, we continued with the activities to develop our Open Maker community. To further stimulate collaboration and take advantage of interest, we launched another activity - the **innovation contest Ideas & Solutions**. A manufacturing company launches its innovation briefing describing the challenge or problem in production. Briefings are promoted among makers, who prepare their solutions. The solutions are then presented to the manufacturers' representatives and the best ones have the opportunity to cooperate with renowned companies. This is a win-win situation for both sides – manufacturers learn new talents and solutions, makers gain access to big companies. Prominently, the first companies engaged were Volkswagen and Mondelez. The idea of the innovation contest was even favored by the public sector when the City of Trencin joined the contest looking for smart city solutions. Their winner even got a grant to implement his project from the Ministry of Economy of the Slovak Republic.

The project culminated in November 2018 with a final event – **conference Industry Open to Innovation**. The event was attended by 122 guests, including prominent speakers from top Slovak manufacturing companies, policy makers from Ministry of Economy of the Slovak Republic and other institutions. Centire plans to organize the event on a yearly basis.

Although the project has officially ended, it has become obvious that the Open Maker community planted **the seed of future innovation to grow and develop**.



Final event “Industry open to Innovation” in Bratislava, November 2018

The success of the Open Maker project in Slovakia lies mainly in (1) raising interest in the open innovation concept; (2) motivating manufacturing companies to open up to external innovative ideas; (3) spawning multiple innovative ideas with social added value.

Activities organised within the Local Enabling Programme

Table – Recap of programme's activities

NAME	DATE	KIND OF ACTIVITY	SELF - ORGANISED or ORGANISED BY A THIRD PARTY	WHERE	NUMBER OF PARTICIPANTS*
Open Maker Accelerator Opening - Indy Johar in Bratislava	01/06/2017	Accelerator opening event	Self organised	Impact Hub BRATISLAVA	27
Matchmaking: Manufacturing and Makers	22/06/2017	Matchmaking workshop	Self organised	Impact Hub, BRATISLAVA	24
How to use interactivity in marketing?	25/07/2017	Thematic workshop	Self organised	Centire, BRATISLAVA	19
New opportunities in EU funding and the Open Maker project	27/07/2017	Project presentation	Self organised	Slovak Chamber of Commerce, PREŠOV	28
How to use 3D printing in manufacturing?	08/08/2017	Thematic workshop	Self organised	Centire, BRATISLAVA	22
New opportunities in EU funding and the Open Maker project	23/08/2017	Project presentation	Self organised	Slovak Chamber of Commerce, BANSKÁ BYSTRICA	17
Creative Thinking	06/09/2017	Thematic workshop	Self organised	Centire, BRATISLAVA	18
New opportunities in EU funding and the Open Maker project	07/09/2017	Project presentation	Self organised	Slovak Chamber of Commerce, ŽILINA	17
Project and Call for Proposal presentation for ULUV designers	13/09/2017	Project presentation	Self organised	ULUV Gallery, BRATISLAVA	14
B2B Innovation Matchmaking	18/09/2017	Matchmaking workshop	Self organised	Satori Stage, BRATISLAVA	41
Slovak Matchmaking Event - SARIO	19/09/2017	Matchmaking workshop	Organized by a third party	Hotel Bratislava, BRATISLAVA	9
Project and Call for Proposal presentation	20/09/2017	Project presentation	Self organised	South-Moravian Innovation Centre, BRNO (Czech Republic)	3
Project and Call for Proposal presentation	21/09/2017	Project presentation	Self organised	University of Zvolen, ZVOLEN	10
B2B Innovation Matchmaking workshop	21/09/2017	Matchmaking workshop	Self organised	University of Žilina, ŽILINA	13
B2B Innovation	25/09/2017	Matchmaking	Self organised	Slovak Chamber	18

Matchmaking		workshop		of Commerce, PREŠOV	
Project and Call for Proposal presentation	25/09/2017	Project presentation	Self organised	Technical University of Košice, PREŠOV	9
Open Innovations and project Open Maker	25/09/2017	Project presentation	Self organised	PDCS, BRATISLAVA	5
B2B Innovation Matchmaking	26/09/2017	Matchmaking workshop	Self organised	City Hall, BANSKÁ BYSTRICA	16
How to use augmented reality and mobile apps in production	27/09/2017	Thematic workshop	Self organised	Centire, BRATISLAVA	11
Slovak - German Innovation Day	28/09/2017	Matchmaking workshop	Organized by a third party	Waterworks Museum, BRATISLAVA	15
Od Drotárskej & po Ferrari – story of the automotive designer Branislav Maukš	03/10/2017	Thematic workshop	Self organised	Slovak University of Technology, BRATISLAVA	67
Project and Call for Proposal presentation	04/10/2017	Project presentation	Self organised	University of Trenčín, TRENČÍN	60
Project Open Maker and competition	10/10/2017	Project presentation	Self organised	Centire, BRATISLAVA	13
Open Maker presentation	26/10/2017	Project presentation	Self organised	Comenius University, BRATISLAVA	16
Open Maker presentation	14/11/2017	Project presentation	Organized by a third party	ITAPA Conference, BRATISLAVA	80
Open Maker presentation	15/11/2017	Project presentation	Self organised	Comenius University, BRATISLAVA	16
How to prepare a successful project - Vol. I	18/01/2018	Thematic workshop	Self organised	Centire, BRATISLAVA	20
Open Maker Show - Top 5 projects	24/01/2018	Thematic workshop	Self organised	Pod lampou, BRATISLAVA	58
Universities & companies - together on the way towards innovativeness	30/01/2018	Thematic workshop	Self organised	Slovak University of Technology, BRATISLAVA	73
How to prepare a successful project - Vol. II	01/02/2018	Thematic workshop	Self organised	Centire, BRATISLAVA	20
How to prepare a successful project - Vol. III	08/02/2018	Thematic workshop	Self organised	Centire, BRATISLAVA	15
Intellectual property protection - Trenčín	27/02/2018	Thematic workshop	Self organised	University of Trenčín, TRENČÍN	20
How to prepare a successful project - Vol. IV - PSS semi-finalists	01/03/2018	Thematic workshop	Self organised	Centire, BRATISLAVA	5

Intellectual property protection - Bratislava	06/03/2018	Thematic workshop	Self organised	Slovak University of Technology, BRATISLAVA	15
Project Open Maker	08/03/2018	Project presentation	Self organised	Centire, BRATISLAVA	12
Project Open Maker	12/04/2018	Project presentation	Self organised	Centire, BRATISLAVA	10
Open Maker presentation for policy makers	24/04/2018	Project presentation	Self organised	Slovak Innovation and Energy Agency, BRATISLAVA	2
Project Open Maker	04+05/05/2018	Project presentation	Organized by a third party	MakerFaire, VIENNA (AUSTRIA)	12 000
Workshop: Design Thinking	24/05/2018	Thematic workshop	Self organised	Centire, BRATISLAVA	22
Workshop: Field-trip to Mondelez factory	13/06/2018	Thematic workshop	Self organised	Mondelez, BRATISLAVA	10
Ideas & Solutions: Smart city solutions presentation	13/06/2018	Thematic workshop	Self organised	City Hall, TRENČÍN	22
Workshop: Field-trip to Volkswagen factory	20/06/2018	Thematic workshop	Self organised	Volkswagen, BRATISLAVA	10
Project Open Maker	21/06/2018	Project presentation	Self organised	Centire, BRATISLAVA	9
Workshop: How to prepare a business plan I.	08/08/2018	Thematic workshop	Self organised	Centire, BRATISLAVA	6
Workshop: How to prepare a business plan II.	21/08/2018	Thematic workshop	Self organised	Centire, BRATISLAVA	8
Workshop: Blockchain - Digital gold - truth or fiction?	18/09/2018	Thematic workshop	Self organised	Lab. café, BRATISLAVA	24
Workshop: All good tips for start-ups	10/10/2018	Thematic workshop	Self organised	Centire, BRATISLAVA	17
Ideas & Solutions: Mondeléz innovation briefing assessment	11/10/2018	Thematic workshop	Self organised	Mondelez, BRATISLAVA	14
Conference: INDUSTRY OPEN TO INNOVATION	21/11/2018	Conference	Self organised	Hotel Carlton, BRATISLAVA	122

**excluding Centire staff*

Online tools to interact with the local community

Slovak LES has used a range of online tools to approach the target groups and communicate with the community. Altogether, more than 1 300 000 people have been reached via online activities of Slovak LES.

WEB

In addition to the main website Open Maker.eu, Centire decided to use its own website centire.com and created a [new sub-page¹](https://www.centire.com/sk/projekty/open-maker) dedicated to Open Maker activities in Slovakia. It provided the basic project information and before the DSP launch the website contained a tool for community and event registrations.

SOCIAL MEDIA

In order to have more targeted communication with the Slovak community and also due to the potential language barriers of Slovak LES members, Slovak LES created its own Facebook page Open Maker Slovakia. It provided information for members and followers, promoted events and shared videos, photos and tips for interesting calls for proposals. To date, the FB page has 278 followers. Facebook has been the main social media used, as others e.g. Twitter were not relevant in a Slovak context. On the other hand, Instagram is popular, but not in the target groups of the project.

NEWSLETTERS

Based on the project registrations, Slovak LES created the database used for Open Maker newsletter. The newsletter informed the community members of news, organized events and interesting tips. To date, the newsletter has 400 subscribers. Moreover, Slovak LES was able to inform readers on the project progress via the Centire newsletter (800 subscribers) and the GrantExpert newsletter (4 400 subscribers).

¹ <https://www.centire.com/sk/projekty/open-maker>

DIRECT MAILING

The community database has also been used for direct mailing invitations, both calls for proposals and events. The direct mailing provided relevant response mainly for event invitations.

ONLINE ADVERTISEMENT

Slovak LES has promoted the project activities such as Pilot Support Scheme, Innovation Contest and events mainly via online advertisement. Primarily, Facebook advertisement has been very successful in reaching the target audience, followed by Google Ads.

DIGITAL SOCIAL PLATFORM

Slovak LES also used the Digital Social Platform mainly for promoting the innovation briefings of the innovation contest Ideas & Solutions.

ARTICLES ON PARTNERS' ONLINE CHANNELS

Slovak LES has cooperated with a range of different partners. Many institutions as well as media partners have published articles on their websites and social media portals (e.g. Biznisklub, Engineering Industry Association and other).

Follow – up and sustainability of the Local Enabling Programme

Slovak LES, represented by Centire, has put the emphasis on the long-term sustainability of project activities during the whole Open Maker project implementation. Centire plans to continue working with the community and expanding the concept of open innovation in the Slovak Republic.

Centire prepared and submitted a new project based on the concept of open innovation following the Open Maker project as part of the Interreg Central Europe Call for Proposals. The project is to be evaluated in early 2019.

In addition, Centire has prepared a package of new consulting services based on the positive feedback and experience from the Open Maker project. These were pilot activities of the Open Maker project and will be part of Centire's commercial consulting services after the project end:

INNOVATION CONTEST *IDEAS & SOLUTIONS*

The innovation competition aims in particular to stimulate cooperation and facilitate contacts between manufacturing companies, the public sector and makers. Innovative competition brings a number of interesting innovative solutions to the companies or public sector institutions with minimal time and financial costs. Innovators will be given the opportunity to present their ideas and potentially establish long-term cooperation with renowned manufacturing or public administration institutions.

ROAD SHOW AND CONFERENCE: INDUSTRY OPEN TO INNOVATION

Centire organizes events in the form of business breakfasts in 4 capitals of Slovak regions. The events present innovation industry leaders from the region and current trends in the topic of Industry 4.0. The business breakfasts are organized on a yearly basis in spring. This series of workshops serves as a teaser and invitation for the conference *Industry Open to*

Innovation held in the fall. These workshops and the conference will be organized in cooperation with Revue priemyslu magazine.

BUSINESS ACCELERATOR

Business modeling in conjunction with an accelerator is primarily intended for start-ups to help them set up a business model, identify key partners for collaboration, and external resources for further business development. However, the concept is also suitable for established small and medium-sized enterprises. Linking individual consulting and group engagement through accelerator participation is a dynamic and effective way to create a business model for participants.

WORKSHOP: FROM IDEA TO PROJECT

The aim of the workshop is to introduce the idea of shifting an innovative idea to a successful project. The workshop is an introduction to the topic of project management. Upon completing the workshop, the participant can work with a logical matrix as the main tool in project goal setting.

WORKSHOP: HOW TO SUCCESSFULLY MANAGE THE PROJECT

During the two-day workshop, participants receive a basic project management review based on renowned methodologies (IPMA, PCM, etc.). It is also complemented by the practical experience of the Centire team of consultant.

LES: SPAIN

Approach

The creation of the LES community in Spain has been easy and successful when it comes to the Makers. In Tecnalia, since we already knew the Basque and Spanish Maker community for previous projects, we have been able to actively involve the most relevant actors in the Maker field with some ease (nevertheless we participated in events such as Start up Olé to engage with some other Spanish Makers). Also, thanks to the extensive network of agents that we manage from Tecnalia, involving another type of stakeholders (such as public administration, universities or clusters) has been relatively simple as well. We have a continuous contact with Basque and Spanish administrations and universities and we had direct face to face meeting with them to involve them in the community. The most difficult and time consuming task when creating the community in Spain has been to achieve the involvement of relevant manufacturing actors.

In order to carry out this objective, the strategy we have followed has been to celebrate info days in the 3 largest technological / business parks in the Basque Country, as well as general information events. Thus, at the beginning of the project and with the launch of the PSS on the horizon, we celebrated 3 info days calling on companies located in these technological / business parks. With this strategy, we have managed to involve traditional manufacturing companies, although the degree of involvement of the makers with these companies is not comparable.

As for the physical spaces in which the Spanish LES have carried out initiatives, activities and events, we have used Tecnalia facilities, which have laboratories and offices in the 3 provinces of the Basque Country as well as co-creation spaces located in Bilbao : Yimby Space or Open Space (among others). The different thematic of each event made it preferable one place than another, so having this "distributed network" of spaces has facilitated the organization of offline events as well as the widening of the community.

As for the communities we have leveraged on, it is worth mentioning the collaboration we have established with the Maker Faire network, not only at the European level in the project but at the Spanish level with the Maker Faire in Bilbao and the FabLab in Bilbao which is the

one It is responsible for organizing it. A fantastic relationship between the Spanish LES and FabLab Bilbao has been established, resulting in the participation of Open Maker in the 2017 and 2018 Fairs as well as the organization of the final Open Maker event in Spain within the MakerFaire.

There are some other European communities we have established a connection with as Open Design & Manufacturing platform (<https://odmplatform.eu/>) and Mapping 4.0 project (<http://www.factoryofknowledge.net/mapping4.0>) both of them Erasmus + projects working on the Maker movement and/or the manufacturing sector.



One of the Open Maker presentations in Spain

Activities organised within the Local Enabling Programme

The activities that have been carried out in the LES of Spain have had two clearly differentiated phases. The first phase, initial, oriented to spread the message and create community and the second phase of activities responded directly to the needs transferred directly to the LES by the members of the community.

Thus, in the first phase of the project, which lasted from the beginning of the project to the launching of the Piloting Supporting Scheme, the events and activities carried out were an 1) initial event of visibility of the Maker movement, dissemination of the Open Maker project and a fair showcase type to show to the manufacturing companies the potential (fundamentally technological) of the different Maker agents involved in the LES Spain community, 2) a set of info days (3) calling on companies located in technological / business parks in the Basque Country and 3) events focused on spreading the word about Open Maker and the Spanish LES community.

After the launch of the PSS, the activities of the LES have focused on carrying out seminars and workshops that were of interest, mainly for the members of the community who won the open call. We believed that through this strategy the support program would be more efficient, although it is true that we continue to organize events for the whole community. Thus, we organized a first event to introduce to the community the winning projects of the call and, recently, a final event in which they (the winners) presented the results of their projects and their impact on the society and industry. We have also held specific workshops on open licensing and publishing results in open, a workshop on 3D printing of ceramics and clay and another workshop on open business models. Finally, we disseminate the work done in the Open Maker project through participation in Industry 4.0 conferences, forums of citizen science or engineering and digital society, or speaking at radio programs focused on technologies. And it is also worth mentioning that we organized a final conference focused on new ways of producing and manufacturing through design and open technologies.



The Open Maker winners in Spain

It is also worth mentioning the support we have given to the projects and different members of the community to give visibility to their projects and to expand their collaboration networks by inviting them to participate in different European forums such as the European Maker week, the MakersTown in Brussels or the events organized by Open Maker in the European Parliament.

Regarding other relevant stakeholders of the community, we have carried out some workshops and face to face meeting on Open Industry and Maker movement with the Basque Government Dept. for Digital Innovation and Bilbao City Council and the agreed on supporting Open Maker by linking it with a similar and parallel regional initiative, MK Gunea, and by offering physical spaces to carry out the activities of the LES.

Table – Recap of programme's activities

NAME	DATE	KIND OF ACTIVITY	SELF -ORGANISED or ORGANISED BY A THIRD PARTY	WHERE	NUMBER OF PARTICIPANTS
LES SPAIN KICK-OFF	2017-06-28	Conference and Faire	SELF ORGANISED	BILBAO – Espacio Yimby	72
Congreso iberoamericano de filosofía de la ciencia y la tecnología	2017-07-04	Conference	ORGANISED BY A THIRD PARTY	Instituto Universitario de Estudios de la Ciencia y la Tecnología – ECT. Salamanca	80
Open Maker InfoDay	2017-09-20	Info Day	SELF ORGANISED	Ocean Living Lab - France	16
Open licenses and collaborative agreements	2017-09-21	Workshop	SELF ORGANISED	Derio – Tecnalia Facilities	20
WeLive European Co-creation Workshop	2017-09-21	Workshop	ORGANISED BY A THIRD PARTY	Derio – Tecnalia Facilities	15
Open Maker InfoDay	2017-09-25	Info Day	SELF ORGANISED	BIC Berri Lan - Gipuzkoa	15
Open Maker InfoDay	2017-09-26	Info Day	SELF ORGANISED	BIC Araba, Miñano	14
Open Maker, Industria, Makers y Tecnologías de código libre	2017-10-28	Conference	Co-Organised with Espacio Open	Bilbao Maker Faire@Espacio Open - Bilbao	200
Mapping 4.0 project visit	2017-11-21	Project Dissemination	ORGANISED BY A THIRD PARTY	Tecnalia Facilities – San Sebastian	26
Meet the Champions	2018-02-22	Conference	SELF ORGANISED	Derio – Tecnalia Facilities	33
Semana Maker	2018-03-23	Conference	ORGANISED BY A THIRD PARTY	FabLab Santander	30
Foro Iberoamericano de Ingeniería y Sociedad Digital	2018-04-25	Conference	ORGANISED BY A THIRD PARTY	University of Oviedo - Oviedo	70
EASST Conference 2018: Panel Open design & manufacturing in the platform economy	2018-07-27	Conference	ORGANISED BY A THIRD PARTY	Lancaster University	50
Clay printing and Open Technologies	2018-09-03	Workshop	SELF ORGANISED	Derio – Tecnalia Facilities	9
“FABRICACIÓN ADITIVA” - INGENIERÍA EN LA INDUSTRIA 4.0 -	2018-09-14	Conference	ORGANISED BY A THIRD PARTY	Colegio Oficial de Ingenieros Industriales de Alava – Vitoria-Gasteiz	24
Open Busines Modelling	2018-10-23	Workshop	SELF ORGANISED	Derio -Tecnalia Ventures Facilities	6
Open Maker Spanish	2018-10-27	Conference and	Co-Organised with	Bilbao Maker	200

LES Final Event		MakerFaire	Espacio Open	Faire@Espacio Open - Bilbao	
Indus_Maker	<i>2018-11-20</i>	<i>Conference</i>	<i>SELF ORGANISED</i>	<i>UPV Bizkaia Aretoa - Bilbao</i>	<i>25</i>
Semana PostMaker	<i>2018-12-10</i>	<i>Conference</i>	<i>ORGANISED BY A THIRD PARTY</i>	<i>Etopia Centro de Arte y Tecnología- Zaragoza</i>	<i>35</i>

Online tools to interact with the local community

At the beginning of the project, in order to shape the community and try to capture the interest of possible related agents, the online tools used were those that we thought were most necessary for this purpose, ie, mailing list, sending newsletters and Facebook or Twitter publications. With this, what we wanted to reach as many organizations as possible and engage with them. We were building an increasing mailing list through the different contacts and interviews we carried out in the offline activities, so we managed to have a decent amount of interested agents.

As the launch of the PSS approached, the online activity increased considerably, although the channels remained the same, Facebook, Twitter, mailing list, newsletter and the project's own satellite web.

In order to manage the connections and relationships that could be established within the network, the idea was to use the DSP platform that was developed as deliverable in the project, but was not available by then, so an alternative channel was established: Slack.

We wanted to use this channel as matchmaking between the actors of the community and to inform about the project. Being honest, we have to say that this channel was not very successful because the community itself told us that it did not add value, they expected the completion of the DSP platform that was supposed to provide matchmaking and identification of relevant actors, etc.

Finally, this platform could not be used to dynamize or manage the community since it has not been developed on time, so we have continued with the initial online channels and tools, which was enough so far.

Follow – up and sustainability of the Local Enabling Programme

In the framework of Open Maker we have built a community in Spain of which we are very proud and satisfied. We know that the members of this community have found a high value in the activities and initiatives Tecnalia has developed in the LES of Spain. We want to continue supporting this community to the extent that an RTO can, fundamentally in the European sphere, and we are already working with members of the community accompanying them in research and innovation programs in the field of micro-factories and the circular economy.

We have also established a working group to scale up the solutions / projects developed in the community in the field of ceramics and clay, putting community members in contact with other European agents (London and Limoges) in the field.

We also believe that the DSP platform has a lot of potential, so we would like to be able to work on the future exploitation of this platform and finally be able to make it available to the Spanish LES community. We strongly believe the social network functionalities of the DSP are of very high value for the community.

Lastly and at the local level, we hope to start the MKGunea project both in the Municipality of Bilbao and with the Tabakalera space in San Sebastian during 2019. The MKGunea initiative aims to connect the Makers collectives with the Basque industries working in Industry 4.0, helping them to scale the solutions and creating synergies between agents. It is a project that is currently stopped for budgetary reasons but for which we continue working.



Open Maker at Maker Faire Bilbao

LES: North West UK

Approach

Firstly, we adapted the inner circle methodology outlined in the original bid, and the basis of most social networks, to attract interest.

We used and built on a network of existing collaborative communities and one creative and digital cluster. By working across this network of formally disparate creative clusters, we helped connect them together forming a family of differentiated creative clusters that are now better connected and/or actively supporting each other and sharing learning and networks.

- Baltic Triangle – S Liverpool
- Fabric District – Inner City Liverpool
- Make Liverpool in Ten Streets – North Liverpool (LES 1)
- Anfield – cluster of cooperative style social businesses
- Knowledge Quarter - (Use of Fab Lab, LJMU Low Carbon & Engineering Departments and Sensor City)
- Islington Mill in Salford – Central Salford (LES 2)
- Salford University Enterprise Dept.

Our approach drew on the lessons and evaluation of our work on the UK's Social Incubator Fund run by National Lottery on behalf of the Cabinet's Office for Civil Society. Evaluation provided our route map for delivery of Open Maker and confirms and builds on the factors found to deliver successful creative and other sector enterprise cluster development (UNESCO):

- It has been initiated by a community themselves at a local level

- Harnesses inherent industry skills linked to the place (e.g. 30% of The Other City are textile related makers)
- Is place specific drawing on the unique and differentiating characteristics of a place/community (that may not look beautiful – Baltic is tin sheds)
- Is a ‘collaborating community’ - sharing equipment, labour, networks, skills - that enables members to overcome limitations of smallness or individual competency

Learning from Open Maker suggests delivery is as much about style and attitude as it is about form or function. Our approach relies on understanding economies as collaborative ecosystems, where investment enables risk taking and disruption as essential components of new enterprise, and responds incrementally to micro actions. Emerging entrepreneurs, not business advisors or financiers, are the experts, willing to take risks within a networked community of mutual support and increasing confidence. Therefore:

- Support was commissioned by the enterprises themselves so it met their needs and was delivered at the right time in the right place.
- Support was customised to each venture as availability and the spread of ventures and their maturity indicated shared training would not be helpful and waste valuable time.
- Ventures were asked to take incremental, but action (not paper or theory) based steps to develop, test and deliver their prototype.
- Ventures were introduced by Open Maker, peers and the wider network to resources and other opportunities including next step investors, maker-space, influencing networks, events, others with skills they required and others doing similar things in the EU OM networks.
- Entrepreneurs were their own experts and the programme / providers didn’t judge, or assume greater knowledge or expertise.
- The programme encouraged collaboration not competition (although this was not wholly possible within the framework of Open Maker approval)
- All were introduced to or already operated within a support network or environment that could be defined as a cluster or collaborating community.

- The community drew on the expert support that was made available by the Low Carbon Eco-innovatory Unit at Liverpool John Moores University. We have no doubt that they have been instrumental in the individual successes of the ventures and of the project as a whole. We would like to formally thank them for their contribution.

We held engagement events and subsequent Meet The Maker and other manufacturing sector events and challenges in each of the different venues. This introduced the range of spaces and facilities, particularly those available within University institutions, to the maker/manufacturer networks including, but going beyond, those projects directly benefiting from Open Maker. Similarly peers have begun to introduce other support and resources to each other including sources of next step investment, people with specific skills, and digital equipment/facilities. It appears, as the project draws to a close, those relationships are being sustained and continuously extended. In the case of Salford a Maker Passport, to enable creatives to have permanent access to University Equipment that individual ventures could not afford nor warrant, is the subject of a funding bid. In Liverpool all ventures are in some way receiving support that will be sustained post the programme – see below.

From the outset it was immediately apparent that the Open Maker branding, promotional material and language was gender exclusive and, reflective of the wider tech sector, women were not being attracted by the programme despite the delivery being led by women and former networks and programmes being women dominated.

We changed the language and visual materials locally inviting creatives, as opposed to digital or tech, innovators and manufacturers and transformed our application profile from 100% male to 40% male and 60% female led ventures prior to the deadline. Our selection panel was made up of two men and two women and they selected a shortlist of 4 men led projects and 6 women led projects without any intervention. It may be notable that the local selection panel met and worked together to select ventures rather than working remotely and/or in isolation.

However, the international jury selected mainly men led projects and only a minority of women led projects. The focus of those projects might be described as traditionally male concerns such as farming, building, sport and technology rather than textiles, culture, health etc. The international jury was predominantly male. Nonetheless subsequent analysis suggested women, scoring in isolation, scored other women lower than men scored them. The international jury did not have the opportunity to meet and harmonise their scores. Had the top 20 ventures, rather than the top 5 ventures from each country, been allocated funds all of the UK women led ventures would have also received an award.

The UK delivery team's Board therefore agreed to provide 4 runner up prizes to women led ventures. When one of the UK prize winners dropped out of the programme the remaining funds were distributed to 3 of the 4 shortlisted UK runners up. The barriers facing the 4th venture were not financial and other support has been provided.

We purposefully organised activities around existing physical spaces that are community owned and run so that the benefits of collaboration were two way and long term the social impact and community value resulting from Open Maker was captured and reinvested within the local economy and did not rely on or risk creatives being displaced in favour of later property development.

In each location ventures and prototypes that came forward reflected the areas heritage and inherent skills. Background research to support OM suggests this may be a legitimate strategy for creative and tech sector place based growth. For example Islington Mill, a former textile Mill, attracted a predominance of textile related proposals whilst in North Liverpool proposals were linked to the docksides heritage as a processing and distribution centre, sports etc.

Activities organised within the Local Enabling Programme



Make Liverpool - Prototype Demonstrator Celebration Event, November 2018

The activities of the UK LES were multi-folded and were designed to deliver several outcomes:

- to facilitate closer working of manufacturers and makers
- to communicate directly with makers
- to communicate directly with manufacturers
- to contribute directly to high level regional advancement of the maker/manufacturing conversation
- to bring the UK LES model to a national and international audience
- to unify makers as a growing movement in the region

- to advance the recognition of the gender gap in the digital/tech/manufacturing sector
- to explore the future opportunities for the continuation of the ethos of the open maker programme
- to share the experience of the growing clusters of relevant creative clusters
- to bring together the winners of the PSS and develop their closer working and communication
- to participate in events that promote the work of the winning and associate ideas

Table – Recap of programme's activities

NAME	DATE	KIND OF ACTIVITY	SELF -ORGANISED or ORGANISED BY A THIRD PARTY	WHERE	NUMBER OF PARTICIPANTS
Festival and Expo of Beautiful Ideas Wirral	23 – 27 /04/ 2017	<i>Exhibition</i>	<i>Self Organised</i>	<i>Pacific Rd</i>	60
Beautiful Ideas Festival Awards event	25/05/2017	<i>Awards</i>	<i>Self Organised</i>	<i>Birkenhead</i>	35
OpenMaker briefing at The Sheds Pacific Road	06/06/2017	<i>Workshop</i>	<i>Self Organised</i>	<i>Pacific Rd</i>	8
OpenMaker briefing at Islington Mill Studios	07/06/2017	<i>Workshop</i>	<i>Self Organised</i>	<i>Mill Studios</i>	11
OpenMaker briefing at Make Liverpool workshop	08/06/2017	<i>Workshop</i>	<i>Self Organised</i>	<i>Make Liverpool</i>	38
Launch Event	18/07/2017	<i>Open Launch event</i>	<i>Self Organised</i>	<i>Sensor City</i>	64
Tour of Baltic Creative, creative and tech cluster for leaders Wirral Council	19/07/2017	<i>Tour</i>	<i>Self Organised</i>	<i>Baltic, Liverpool</i>	12
OpenMaker was presented to Wirral Growth Co and Irwell Valley. Opportunity for cluster Baltic Masterclass @ Baltic Creative, Information event @The Sheds Pacific Road, Information Events Islington Mill Studios growth	14/09/2017	<i>Meetings</i>	<i>Self Organised</i>	<i>Various</i>	5
Workshop for applicants Baltic Creative	13/10/2017	<i>Workshop</i>	<i>Self Organised</i>	<i>Liverpool</i>	9
Workshop for applicants x 2 Islington Mill and Make Liverpool	16/10/2017	<i>Workshop</i>	<i>Self Organised</i>	<i>Manchester/ Liverpool</i>	6
Champions Focus Group	22/01/2018	<i>Workshop</i>	<i>Self Organised</i>	<i>Make Liverpool</i>	10

Celebration Event - an opportunity for the maker community stakeholders to meet the winners and network	25/01/2018	Meeting	Self organised	Constellation (Baltic)	100
Launch of the Wirral Cultural Strategy - making and manufacturing feature heavily in the long term vision for the area	15/02/2018	Policy Launch	Third Party	Birkenhead Town Hall	150
Think Up Culture	21-22/2/18	Conference	Third Party	Palma, Spain	100
Binary Festival	22/03/2018	Local creative economy festival /workshops/talks/ networking	Third Party	Baltic, Liverpool	100
Digital Manufacturing Week Launch	17/04/2018	Launch event for DMW in November 2018	Third Party	Sensor City	50
The Future of Work	19/04/2018	Judging panel	Third party	FACT Liverpool	6
Island Expo - Isle of Man - economic regeneration expo	16-17/05/18	Expo	Third Party	Isle of Man, UK	200
Heseltine Institute at the University of Liverpool - Women In Technology	17/05/2018	policy related panel discussion	Third Party	University of Liverpool	10
UK Jane demonstration of objocopier at Light Night arts event at an interactive workshop	18/05/2018	Expo	Third Party	Light Night - open Culture, Liverpool.	unknown-drop in
Farm Urban - exhibiting their winning prototype at Maker's Faire, Brussels	22/05/2018	Expo	Third Party	Makers Town , Brussels	unknown
Investment in Tech/Other Start ups	12/06/2018	Expo- International Business Festival	Third Party	Liverpool Echo Arena	50
Inclusive economies Launch - CLES -	14/06/2018	Launch event	Third Party	Manchester	70
Maker Meet Up	20/06/2018	Meeting	Self Organised	Make Liverpool	20
National Lottery Dinner	25/06/2018	Networking event	Third Party	Manchester	50

1st of workshop series with Board and project partners– growing/ sustaining the LES	27/06/2018	Workshop	Self Organised	Islington Mill, Salford	10
Launch Salford University to agree fellowships / maker passport / small awards	29/06/2018	Launch	Third Party	University of Salford	5
Peer Review Dinner	05/07/2018	Dinner	Self Organised	Liverpool	12
2nd of workshop series with Board and project partners – growing/ sustaining the LES	9-11/7/18	Workshop	Self Organised	Islington Mill Salford	8
Baltic BBQ – attended digital meet up	13/07/2018	Dinner	Third Party	Baltic, Liverpool	unknown
Almaty in Kazakhstan – Speaker and workshops for British Council – creative clusters	18-22/7/18	Visit	Third Party	Kazakhstan	60
Salford LES partners (Mayor and team) visit to Baltic	01/08/2018	Learning visit	Self Organised	Baltic, Liverpool	8
3rd of workshop series with Board and project partners – growing/ sustaining the LES	08/08/2018	Workshop	Self Organised	Islington Mill, Salford	12
Liverpool CEX & Planning officers – creative clusters and spatial growth	20/08/2018	Learning visit	Self Organised	Baltic, Liverpool	6
National Lottery funding team visit – Baltic, Make Liverpool and projects	13/09/2018	Learning visit	Self Organised	Liverpool LES area	5
Rotating debate – making space for creative enterprise in city centre	13/09/2018	Debate	Third Party	Liverpool	35
Enterprise Round Table at Women's Organisation	14/09/2018	Debate	Third Party	Liverpool	20
Women in economy @ LCR office	02/10/2018	Workshop	Third Party	Liverpool	20
Planning Preston	02/10/2018	Planning and	Self Organised	Preston	3

programme		<i>scoping meeting</i>			
Hafod staff visit	<i>09/10/2018</i>	<i>Learning visit</i>	<i>Self Organised</i>	<i>Liverpool</i>	<i>15</i>
4th of workshop series with Board and project partners – growing/ sustaining the LES	<i>10/10/2018</i>	<i>Workshop</i>	<i>Self Organised</i>	<i>Islington Mill Salford</i>	<i>8</i>
Kingston Architect and Design school / Assemble visit – 40 students	<i>28/10/2018</i>	<i>Learning visit</i>	<i>Self Organised</i>	<i>Liverpool</i>	<i>42</i>
Prototype demonstrator event	<i>14/11/2018</i>	<i>Event</i>	<i>Self Organised</i>	<i>Make Liverpool</i>	<i>35</i>
Manufacturing Week	<i>14-15/11/18</i>	<i>Expo</i>	<i>Third Party</i>	<i>Liverpool Echo Arena</i>	<i>300</i>

Online tools to interact with the local community

We used our existing web site and social media including Twitter and Facebook. As an example, our twitter impressions were on average 16k per month. This included not only Open Maker direct references but in relation to the maker community as a whole.

The best performing tweets were linked to the sharing of the “ Meet the Maker” stories, showing that engaging with real people and real life stories was the most engaging communication. There was genuine interest for the content we generated, with many posts performing at a rate well above average for the time period.

One of our ventures is, in itself, an online tool and four of our ventures are now collaborating with similar ventures in other EU countries as a result of Open Maker.

The platform developed through the OM project was realised too late in the OM project to provide an online community to the project. However, at Islington Mill (see below) there is something called the ‘everyone email’. Within one day members might be asked to loan a pair of scissors, contribute to an international festival, gather in the common room for jacket potatoes and networking, or bid for investment. This simple but effective collaboration mechanism was the most frequently liked support and community collaboration mechanism identified by this creative community. It appears both cheap and effective.

“Generally speaking the Islington Mill has someone who can pretty much do anything, and the sharing of these skills across people in the Mill and externally has massively helped me develop myself, Fat Out & Samarbeta. An example of this is the Anonymous Bash record.

Recorded in the event space with Mill based musicians and Charles Hayward. Mixed & mastered at the Mill by Sam Weaver. Artwork designed by the Mill’s John Powell Jones, then screen printed at the Mill by One69a. Packaged and distributed by Samarbeta from our studio at Islington Mill.”

Emma Thompson – Music Promoter – 2018

Follow – up and sustainability of the Local Enabling Programme

The Local Enabling Program built on existing cultural and enterprise networks that have a growing sustainability and collectively attract other investment.

These include:

Baltic Creative CIC is an established creative and digital cluster and the programme benefited from one of the programmes leaders networks as she chairs the CIC Board. Baltic Creatives model is to own property for the sector and use surplus to reinvest in the sector. Baltic Creative has a sustained programme of sector masterclasses and networking events that ventures are now part of / invited to and offer an annual conference and showcase event².

The Beautiful Ideas Co was the delivery arm of the UK's OM program and using OM's prescribed methodology this offered established and networked communities through which the program was promoted. BICo was established to invest soft loans in high risk ventures that had the potential for social innovation and place based growth. Three of the awards (1 winner and 2 runner up) went to ventures that had initiated under previous support. BICo's loan model which utilised earned income to establish a soft loan fund has some potential for sustainability. Ventures now operate as part of that and connected social and entrepreneurial networks. The web site and linked social media activity and publications provide a localised showcase. A group of social investor bodies and the regional government are in discussion with BICo and other parties as to how the learning and approach from both BICo and Open Maker could be replicated and expanded at a regional level as the cost per job created/sustained appears cost effective compared to more traditional economic development and business support models³.

² https://baltictriangle.liverpoolecho.co.uk/?_ga=2.66516778.567425819.1536501107-1114130663.1532090719

³ <https://www.youtube.com/watch?v=b-Cg59mf2f0&feature=youtu.be>

"I had a terrible childhood. I had nobody to mirror - I didn't know who I was or what I was supposed to be. I struggled with addiction and my mental health, and began to recover after my thirties. I worked hard in my forties, but nobody ever told me "well done". Until you awarded me £500, nobody had ever believed in me. Nobody had ever said "Here you are, go and pursue your dreams". I'm now living my dream."

Anonymous

Islington Mill was initiated by and for the cultural community of Salford in Greater Manchester CA. Led by a community of creative producers. Each of 5 floors has been DIY redeveloped and subsequently managed by the creatives who became its tenants. It is a 'little society' in which space, equipment and expertise are generously shared. It is now expanding onto adjacent land and buildings contributed by the council capable of accommodating up to 1,000 creatives when fully developed. The use of the property at no cost allows for ongoing reinvestment into the continued growth of the sector in this location. A recent grant approval will specifically see a Digital Draperies facility developed within the former textile mill that will build on the existing textile cluster and the heritage and inherent skills evident in the place.

Liverpool University, Liverpool John Moores University, Salford University – in each location the local Universities have been instrumental in enabling the delivery of the prototypes and building links with the LES. University equipment and facilities has been made available to the emerging communities in each place and high quality and expensive equipment, not available to individual makers or manufacturers is becoming part of the local ecologies. Critical staff who engaged with the project and participants at an early stage have proved to be more important to access than schemes, programmes or systems. Their personal support introducing the university to people and people to the assets of the University is embedded in Liverpool and emerging in Salford.

Attention has also been paid to the sustainability / next steps of individual ventures. All ventures were expected to demonstrate, throughout the life of the PSS, what steps they were taking to ensure sustainability.

Aquarunning - have been working over the last year not only to develop their sensor technology and new products but to secure long term and significant investment from a consortium of US investors. They have also received support from the UK Deputy Ambassadors office to enable their placement in the US market and the company have had to set up a US division in order to extend manufacturing to the US. Whilst the company remains fully rooted in Europe, the investment in their company has facilitated the development of their US manufacturing and distribution operations. Inroads have been already made into the military market, and the company will be working with military veterans, setting them up in business to distribute the suits and create a network of distribution. Delivering social impact is an integral value for the company, and they have participated in an extended social impact assessment training and evaluation, which they will use in the future marketing of the business; use to clearly explain the impact of their business and have the ongoing skills to assess the social impact of any future direction of travel for their business.

Microhome - are currently in full flow with their new model of local, collective manufacture and hyper local retail. They will be assessing the success of this model, post the festive season, and then again towards the end of their current tenure at their current retail outlet. We will be assisting them with this exercise and ensuring that they have support to implement next steps. Salford Makers are firmly embedded in the mutual support circles previously developed at Islington Mill, which were then further enhanced by Open Maker, thus ensuring that even though the pilot support scheme may have officially ended, support and guidance will still continue. Access to the Maker Passport proposed project, would benefit this network greatly, so we will ensure that people are informed and involved with all local and regional developments that would benefit them, via email contact or face to face contact. The collective have plans to build on the success of the current retail unit, and move it to a new location (or possibly have two shops!) They are also continuing with the main body of workshops and teaching sessions within the neighbourhood and concentrating on steering the collective towards a social enterprise model.

Farm Urban - are well placed to sustain their enterprise. They have been successful in sourcing further investment which accelerated their initial pilot scheme tenfold. They are a focused, forward thinking organisation that work towards their own sustainability. They are

currently working with next stage funders to secure longer term investment that will enable them to take their product, developed through the Open Maker programme, to the next stage of implementation, to national and international markets. If successful, they will receive intensive support to ensure that their business is healthy enough to receive further investment and strengthen them to be able to achieve this.

UK Jane/Objocopier - are in a very exciting point in ensuring their sustainability - they are currently at a point where their third iteration of the scanner/copier is complete, and they are now able to display what the technical capabilities and potential applications are. That is the appeal of this project; there is no pre-set limit to the markets in which it can apply. The pilot project focussed on both working with artists and creatives to use the product to facilitate joint and collaborative creation across more than one location - but since the expansion of the project to work with Spanish counterparts in Alicante, the utilisation of the scanner/copier in a wider range of industries was imagined. The scanner in Spain was tested in the automotive industry. The most important feature of the scanner was discovered... it can work for any industry; its benefit being that it allows collaboration and exploration within that industry. Focus for the team now, is to ensure that the capabilities of the scanner is shown to as many sectors as possible, and look for opportunities to do so. The team are shortly taking the scanner to Las Vegas to CES2019 Extreme Tech Challenge. The third iteration scanner is also due to be installed in our Liverpool Local Enabling Space at Make Liverpool.



Rob Black, from UK Jane, demonstrating the Objocopier at the final event in Bratislava, Slovakia.

In addition to these winning ideas, we also supported additional prizes following the cessation of support for Seaweed Alchemy;

In November 2018 the UK LES gained permission to re-allocate unspent monies from the winner fund, to three outstanding enterprises. These three companies had originally been allocated runner up prizes, from the UK LES's own resources, as it was felt that they had interesting and deliverable ideas, and were led by women, who were underrepresented in the UK winning cohort. The LES had continued to keep up to date with the progress and delivery of the ideas, and therefore we thrilled to be able to offer further resources which would advance them even further.

LES: ITALY – Florence/Turin

Approach

The Italian LES has been composed by a coordinator, LAMA Agency cooperative, based in Florence and founder of Impact Hub Florence - a co-working space hosting a community of 250+ workers, dedicated to innovation and social innovation, which is part of an international network sharing methodologies and vision in more than 100 cities worldwide - and the Turin technological accelerator TOP-IX.

Taking into consideration the methodological description of a Local Enabling Spaces, both organizations leveraged many already existing spaces for co-working and co-creation, makerspaces and innovation labs in the two cities, starting from their own as an epicentre of activities.

Both established and maintained ongoing relationships with public and private partners already in their network, such as ARTEX, CNA Tuscany, Impact Hub Italian network, FabLab regional networks, Maker Faire Rome, Maker Faire Turin, as well as intermediary bodies, like Legacoop, Confindustria, local Chambers of Commerce, Trade Unions (CGIL), Universities (University of Florence, Polytechnic of Milan, Polytechnic of Turin, University of Siena, IMT Lucca, which was also a scientific partner for the project), and of course many makerspaces in central and northern Italy. In fact, other spaces and communities from other cities (like Rome, Milan, Reggio Emilia) were involved during events and activities of the LEP.

To foster collaboration between maker communities and manufacturers, our strategy focussed mainly on contacting SMEs, inviting some representatives to participate to open nights, conferences, events, and ask them to host a visit or a workshop in their premises, following an “open challenge” approach. This decision is strongly related to our context: Italy presents a strong manufacturing industry mainly characterized by small and medium sized businesses, in many cases organized in industrial districts.

Following the chain of nomination proposed by members of the community, we entered in contact both with industries heavily hit by economic crises and by the changing market tendencies, as well as with innovative small-sized tech and maker companies challenging established business models. We tried to harness the yet untapped opportunity to position the maker movement and the network of makerspaces as complementary environments for radical innovation in manufacturing, placing them as ‘bridges’ and hubs of connection between traditional know-how (particularly in design), and the revolutionary potential brought about by the emerging technologies and open-innovation environments.

The engagement strategy of the Italian LES has been therefore based on two integrated approaches: on the one hand, it has aimed at getting an in depth understanding of local maker communities, of their ongoing projects and key areas of specialization; on the other hand, it has aimed at better seizing the challenges perceived by local manufacturers for their own competitiveness and sustainability.

Stakeholders such as trade unions, universities, public bodies and sectoral associations have been targeted as well. We have adopted several tools such as semi-structured interviews, small workshops and visits to enterprises, transversally combined with inspirational and networking events.

The mapping phase in Italy started earlier than in other countries involved in the project. The “inner circle” methodology has been pioneered by LAMA in December 2016 – January 2017. After this first identification phase, the Enablers have invited potential members to fill an onboarding form. Many of the people initially identified have also been interviewed, with a semi-structured interview that helped identifying the initial profiles of the community, as well as their needs and expectations. During this period, LAMA interviewed a total of 15 interviews with makers, 15 with manufacturers and 5 with stakeholders. Some additional knowledge has then been collected as complementary stimulus through dedicated participatory focus group discussions on maker-manufacturer relations organised with makers in Turin and Siena in July 2017.

The mapping phase also constituted a first step in the re-consideration of the Tuscan Fablab network potential, already existing at the beginning of the project but far from being active. Fablab movement in Tuscany is still characterised by many, often undercoordinated, vibrant small spaces around the region.

The first year has been characterised by the organisation of many thematic events, often co-organised with companies or makerspaces, mainly in Tuscany, but also in other cities of central and northern Italy. Alongside the events, Enablers worked with makers, enabling their first contact with manufacturers, and actively facilitating their first meetings where challenges and solutions were proposed. The potential collaboration was then freely left to parties, but with a non – invasive monitoring from the enabling team during further involvement of actors in project activities and events.

Open Maker Italy also participated as a project to national and international events, to raise visibility around the initiative and awareness on Open Manufacturing and Open Innovation involving makers and traditional manufacturers. This has been particularly important to disseminate the opportunity of the Piloting Support Scheme, which has been a strong tool to increase Open Maker audiences in Italy.

Communication activities, with articles on national newspapers, interviews on national and regional radio, an active satellite site in Italian with a coordinated communication strategy, as well as a good presence on social networks (facebook, twitter) further improved the dissemination outcomes.

The results of the wide geographical scope of the Italian engagement approach is shown by the results Pilot Supporting Scheme launched by the project: the Italian LES received 30 ideas of prototyping solutions mostly from northern and central regions of the country, with some proposals also from southern regions. The participants represented 72 among organizations (70% of them) and individuals (30%). Almost half of the 30 ideas participating in the call for prototypes from the Italian communities have been directly facilitated and stimulated by the Local Enabling Space, both in Florence and in Turin.

Considering that the call was open to all sectors, the Italian LES received ideas and challenges or requests for solutions from a wide variety of sectors, such as Arts and Crafts, Circular Economy, Fashion and Textile, STEM, Health, Accessibility, Furniture, Agriculture, Transport and Mobility, Energy, Design, Building. A good number of the ideas proposed were related to the service, product and process innovation in traditional enterprises, innovating their line of production and commercial solutions, and opening to previously not covered niche markets or captive markets. Other ideas were the attempt of maker companies to initiate a collaboration with manufacturing sector companies, prototyping innovative products and services with them. Given the attention for social impact outcomes of the project and consequently of the terms of reference of the PSS call, it is worth noticing that at least five ideas were directly related to social aims, in some cases with the participation of third-sector organisations as users and partners.

The second year of the LEP mainly focussed on the acceleration of the selected ideas, with the organisation of related events to open the acceleration process to the whole community, collect feedback and proposals from participants to events.

At the same time, Impact Hub as well as TOP-IX are recognized as being contact points for the launch of new challenges, like the one of ANT foundation, and more in general for new opportunities of funding, collaboration, knowledge sharing and inspiration to the OM Italian Community.

The community of OM in Italy is now composed of around 500 people: 60% of them are makers and digital/technical experts, 25% are manufacturing companies, almost entirely SMEs, and 15% are other stakeholders (trade unions, universities, public bodies and sectoral associations, innovation brokers, investors).

Activities organised within the Local Enabling Programme

The Local Enabling Programme has been composed by a different set of activities, related to the engagement phase we were in.

We firstly privileged hundreds of one-to-one conversations (of which the interviews are only a small sub-group), starting from the community of the Impact Hub Florence and more in general by LAMA and Impact Hub's "inner circle" of direct contacts, then we moved towards those places and persons considered as being keys and nodes of their networks.

This brought Open Maker Italy outside from Florence, to many locations of central and northern Italy.

We then proposed collaborations with potential partners, finding unlikely allies in the intermediary organisations who helped us entering in contact with a wider network of enterprises, with a specific focus on cooperative enterprises, a movement lying at the hearth of the Tuscan manufacturing economy. The presence of intermediary bodies in the first meetings with CEOs and CTOs empowered us in terms of initial contextual knowledge, but more importantly in being perceived as a potentially structured solution to company's challenges.

Organisation and contacts of the maker movement has been relatively easier to engage, but the presence of real opportunities of collaboration with other companies and organisation has always been the stronger driver of their participation.

Events have been organized not only in Florence, but also in other locations across Tuscany (Siena, Florence, Prato, Lucca) and Emilia Romagna, as well as in Milan, Turin and Rome.

While the Industry 4.0 and distributed manufacturing topics have always represented the 'scenario' underpinning such events, the latter have nonetheless dealt with specific topics such as the future of work, new skills and competences, key innovation needs related to

products and production processes, democratic and distributed business models, the use of big data, new forms of collaboration and partnerships oriented to disruptive innovation in manufacturing.

Different actors and stakeholders have been therefore targeted, with the overall goal of engaging not only makers and manufacturers, but rather Universities, trade unions, sectoral associations, foundations and investors.

All these different actors have been reunited during the Open Maker First Night event of the 31st May, which has been an occasion for more than 30 between makers and manufacturers to meet, share their experiences, recognize the opportunities of the project, and naturally members which did not knew each other matched during the event.

Some of the collaboration which took place in the following months, and presented in the Pilot Supporting Scheme, have been built starting from that night. LAMA also set up the LES by fostering meetings and exchanges between makers and manufacturing companies, like the one organised in the K-Array premises in San Piero a Sieve on the 28th of June, where 10 makers met 3 companies to find mutual inspiration and tried to solve challenges of the manufacturing companies participating.

The engagement activities, during spring/summer 2017, started being facilitated more through events of the Local Enabling Programme and less through interviews and one to one meetings.

In this period, the LES started being more national, and less “local”, with events directly organised in Florence, other locations in Tuscany (mostly in the provinces of Siena, Florence, Prato), Reggio Emilia, Milan, Turin.

The community grew during this period, not only in terms of people which subscribed to the newsletter and who participated to the events, but also in terms of communication coverage around the whole Country. The results of the geographically diverse actors who participated to the Pilot Supporting Scheme testify that Open Maker has become known to

the Makers communities of the whole Country, even if more intensively in the areas (Piedmont, Tuscany, Lombardy, Emilia Romagna) directly covered by LES offline activities.

LAMA also participated at the opening of the European Maker Week in the European Parliament and carrying out maker faire in Brussels, giving the opportunity to some of the most active makers of the Italian community.

Starting from the summer, LAMA coordinated all the activities of the LES related to the PSS setting-up and launch. The PSS was promoted with several small events and the participation to third parties' ones, as well as through online social media campaigns, newsletter, animation of the Slack and Facebook groups related to the OM project.

An article on "Wired" a national newspaper on technology and innovation⁴, as well as an interview on the National Radio "Radio24"⁵, completed the dissemination activities of the opportunity.

LAMA assisted the makers and manufacturers willing to participate with continuous activities of information and facilitation of matchmaking.

In September 2017, a high-level international event has been organised in the premises of the Polytechnic of Milan with three of the most important makerspaces of Milan (WeMake, The FabLab and OpenDot) to attract the community in Milan. The report of the event "Desire for meaning - – making democratic, decentralised, distributed business models" has been published and disseminated⁶. The launch of Open maker PSS to manufacturers has been done with a workshop organised around the World Café methodology called "Altre

⁴ <https://www.wired.it/economia/lavoro/2017/10/18/la-digitalizzazione-della-manifattura-unidea-un-futuro-sostenibile/>

⁵ <http://www.radio24.ilsole24ore.com/programma/paese-migliore/animali-circhi-show-must-175019-gSLA1kHYRC>

⁶ http://it.OpenMaker.eu/wp-content/uploads/sites/2/2017/11/Report-Desire-for-Meaning_compressed.pdf

Forme di Cooperazione”, which took place during a three days festival organised by LAMA in Impact Hub Florence, named “Altre forme di Vita”⁷.

In Winter 2017/2018 activities have been prevalently related to the selection, technical specification and contracting of the winning ideas. Moreover, the winners were associated with professional mentors and reviewers hired and being assigned to each team for the acceleration process. The selection of mentors, as well as the contracting of winners, has taken almost two months, and have constituted a pause in the LEP.

As already mentioned, 2018 has been animated by events related to the PSS, while at the same time LAMA proposed broader events covering the thematic areas considered as being more relevant for the Italian OM community and the winning teams.



Open Maker Italian Co.Bo.Pro. team shows their prototypes at Maker Faire Rome 2018

The initial idea of organising events and workshops for the winning teams, with mentors and the community participating with an “open mentoring” approach, has been confirmed with the participation of makers and manufacturers in the co-organisation of most of 2018 OM events.

⁷ <http://www.ripresefirenze.it/portfolio/forme-vita--video-evento/>

The first opening event took place in Florence on the 21st of February. It has been followed by training activities for the 6 winning teams, together with their mentors, on the same day. During the rest of the year, other training and workshops have been organised by the Italian LES during the acceleration period: in May 2018, a “business clinic” on Industry 4.0 have been held in Impact Hub Florence; moreover, in June 2018 the teams have been granted access to the workshops of FMX – Florence Marketing Experience, an event on marketing strategies in which the teams studied with experts the positioning of their product and innovation on the market. Four out of six of the winning ideas participated (Circular Wool, Co.Bo.Pro., DCM, HTBRT), on the 8th and 9th of June.

The final event of prototypes presentation, held at the end of the acceleration period in November 2018, has also been the occasion for a training with Plus Value on impact evaluation of their developed prototypes.



Images from the final event in Florence

LAMA also organised, together with the Italian winners of Open Maker, 2 events on innovation in the educational sector and on STEM education in Florence, 2 events on fashion and makers in Milan. Moreover, the teams participated to third parties’ thematic events independently from the LEP.

The events raised the participation not only of the OM community, but also of relevant actors in the field of design and education, such as ISIA, IED, University of Florence, American Universities in Florence, etc.

Moreover, LAMA hosted in its LES, and promote within the community, the events that members, both winning and non-winning partnerships, FabLab Florence, Fablab Tuscany, other institutional actors and makerspaces, have proposed to OM for 2018.

Regular meetings with reviewers and key informants have been planned during the acceleration period, and are not considered as events, but rather as small group meetings to improve the outcomes of the prototype acceleration.

LAMA went “on tour” and visited the winning manufacturers, to evaluate the work done as a LES, to organise together events, and to understand the potential follow up of the Open Maker activities. The same has been done by TOP-IX, who mentored directly the Turin winning idea “Tritino”.

Finally, to further stimulate the community with new opportunities, in 2018 LAMA launched the open Challenge “Sprint4Ideas” of ANT, the biggest Italian foundation working on oncological patients. With Sprint4Ideas ANT wants to expand horizons, with the aim of finding unexplored answers to needs of oncology patients assisted at home, their families and social and health staff through technology and services that can range from medical devices, software, innovative healthcare devices, virtual reality projects, process innovation and support systems for caregivers to products that have not yet been released, or rather not specifically created for home care but integrable with it. The call, awarding € 50,000 to the most innovative idea to improve the quality of life of cancer patients, opened on 18th April and has been opened to makers, innovators, start-ups, small and medium-sized enterprises, research laboratories, industrial networks and business networks. All these actors can prove to be able to grasp a concrete need related to the daily lives of our 4000 patients, their family members and their caregivers.

Table – Recap of programme's activities

NAME	DATE	KIND OF ACTIVITY	SELF -ORGANISED or ORGANISED BY A THIRD PARTY	WHERE	NUMBER OF PARTICIPANTS
CNA Florence	09/03/2017	Project presentation, mapping	Third Party	Florence	50
Enabling the Enablers	28 - 30/3/2017	Workshop	Self-organised	Florence	21
Making Democratically: talk with Indy Johar @Impact hub Florence	29/03/2017	Talk. Official launch of the Local Enabling Programme	Self-organised	Florence	39
Presentation of Open Maker at Banco Fiorentino	23/04/2017	Project presentation	Third Party	Calenzano (FI)	70
Metropolitiamo event on Industry 4.0 with CGIL Florence	20/05/2017	Prentation on I4.0 and OM	Third Party	Florence	50
Mini - Maker Faire in Turin	27-28/05/2017	Stand in fair - the MMF Turin	Self-organised	Turin	150
"Open Maker First Night" - Dinner with makers to co-design the LEP, in Impact Hub Florence	31/05/2017	Open Maker Night event	Self - organised	Florence	28
Open Innovation event in the Manufacturing Company "K-array"	29/06/2017	Open Maker event hosted by the manufacturing company K-Array	Self - organised	San Piero a Sieve (FI)	23
"Open Maker si presenta"	29/06/2017	Official launch of Open Maker in Turin	Self - organised	Turin	45
Workshop in Siena, with FabLab Santa Chiara.	05/07/2017	Focus Group with makers	Self - organised	Siena	11
Open Maker Sexy Cake! - @IH Reggio Emilia	07/07/2017	OM Presentation	Self - organised	Reggio Emilia	13
Workshop in Turin, with TOPIX	11/07/2017	Focus Group with makers	Co - organised with TOPIX	Turin	11
Presentation of OM Call for proposal in ARTEX Event	26/09/2017	OM Presentation	Third Party	Florence	30
Desire for Meaning: Making Decentralised, Distributed, Democratic Business Models	28/09/2017	Conference	Self - organised	Milan	29
"Altre forme di Cooperazione" - Event on Open Manufacturing and Forth Industrial Revolution with Tuscan Cooperatives - Florence.	06/10/2017	Workshop based on the World Café methodology	Self - organised	Florence	48

Event in LUCCA, co-organised with IMT	24/11/2017		Co-organised with IMT	Lucca	23
ROMA MAKERS Party	30/11/2017	Meeting and Presentations	Third Party	Rome	45
Event in the Maker Faire Rome 2017, with the other EU CAPS Projects on Makers	01/12/2017	Conference	Co-organised with other EU projects	Rome	12
Event in Siena @ Camera di Commercio, co-organised with IMT	04/12/2017	Meeting and Presentations	Co-organised with IMT	Siena	28
"Meet the Champions" Event in Florence	21/02/2018	Conference	Self-organised	Florence	77
Winners first acceleration workshop with mentors	21/02/2018	Workshop	Self-organised	Florence	22
Fablab Florence Open Day	24/02/2018	Meeting with Makers	Third Party	Florence	19
TRINNO Interreg project, third stakeholders meeting	15/03/2018	Workshop	Third Party	Florence	25
Participation, speech, workshop at "Manifattura Milano" event in Milan	17/03/2018	Participation, speech, workshop	Third Party	Milan	50
"Open Maker Industry 4.0 Business Clinic" @Impact hub	19/04/2018	Conference, b2b	Self-organised	Florence	14
TEMPI MODERNI: events on education, competences in Industry 4.0	26/05/2018	Conference	Self - organised (within the OD&M Project activities)	Florence	64
Project presentation at Maker Faire Turin 2018	03/06/2018	Fair	Third Party	Turin	10
Digital Social Innovation Fair, Rome	06/06/2018	Speech in conference	Third Party	Rome	50
Florence Marketing Experience	08/06/2018	Some of the accelerated ideas participated to workshops as learners	Co - organised with others	Florence	4
"How to Be a Robot Trainer? Open talk on STEM Education with young coder's parents" - in Manifattura Tabacchi, Florence	23/06/2018	Project idea presentation	Self-organised	Florence	22
"Crafting Fashion with Robots" workshop in Milan	26/07/2018	Workshop	Third Party	Milan	11
Visit to Edison Giocattoli and Nuova CEV	03/09/2018	Meeting	Self-organised	Empoli	5

Workshop on on self-construction of air control quality units (with Fablab Florence)	15/09/2018	Workshop	Self-organised	Florence	23
Meeting with CoProBo	17/09/2018	Meeting	Self-organised	Florence	4
"Crafting Fashion with Robots" event in Milan	29/09/2018	Workshop	Third Party	Milan	30
Event in Roma Makers	12/10/2018	Conference	Third Party	Rome	55
Maker Faire Rome 2018	12-14/10/2018	Fair. Participation with OM stand.	Self-organised	Rome	200
"Open Manufacturers" Final event in Florence	09/11/2018	Conference	Self-organised	Florence	60
Meetings of Tuscany Fablabs	24/11/2018	Meeting	Self-organised	Florence	21

Online tools to interact with the local community

Many communication channels (slack, twitter, Facebook), and many community management tools (Eventbrite, capsule CRM) have been used since the spring of 2017, while the first monthly newsletter was launched in July 2017, and has been sent monthly (with one month of summer pause) to the Italian Open Maker community, which had 203 subscribers for the first newsletter, and ended up being composed by almost 400 receivers. An Italian Mailchimp list has been consequently set.

Moreover, the OM Digital Social Platform has been officially launched on the 18th of September 2017. Considering the platform publication delays, the online engagement has been mainly driven by the above mentioned tools, as well as by the continuous publication of articles on the Italian satellite site⁸, which has been active since May 2017, with at least two original articles published every month, until November 2018. The articles were mainly highlighting members of the OM community, as well as their projects and initiatives. A coherent narrative, based on “keywords for innovation”, has been built by LAMA communication team. TOP-IX provided technical assistance in the publication of articles on the website, as well as in sending the newsletters.

We also used our existing web sites (LAMA, Impact Hub Florence, TOP-IX) and social media including Twitter and Facebook, to reach an even wider audience.

⁸ It.openmaker.eu

Follow – up and sustainability of the Local Enabling Programme

The Italian LES, represented by LAMA and TOP-IX, has put the emphasis on the long-term sustainability of project activities during the whole Open Maker project implementation. LAMA plans to continue working with the community and expanding the opportunities to leverage on maker communities as a partner for SME we are already working with. It is important to notice that the Impact Hub Florence model

LAMA is managing a project named “Open Design and Manufacturing” (OD&M) which will run until 2020, disrupting the offer of the University of Florence – Department of Architecture and Design, opening it up to collaborations with makers and makerspaces, as well as to traditional manufacturers already members of the OM community. OD&M is an Erasmus + Knowledge Alliance project dedicated to create and support communities of practices around the Open Design & Manufacturing paradigm, making the most of openness, sharing and collaboration to create new value chains of innovation in design and manufacturing oriented to the social good.

Through inspiring international mobilities, dedicated events, project-based trainings and innovative systems of learning outcomes certification, the OD&M community is committed to create a valuable environment of capacity-building for students, university staff, enterprises and highly creative and passionate people.

In addition, LAMA has prepared a package of new consulting services based on the positive feedback and experience from the Open Maker project. These were pilot activities of the Open Maker project and will be part of LAMA’s commercial consulting services after the project end. Most specifically, we are about to propose an active collaboration to a consortium that will participate in the regional offer for developing tech districts, through facilitation and matchmaking activities addressed to SME at a regional level.

Moreover, LAMA is managing the events of the new urban space “Manifattura Tabacchi”⁹ a former industrial complex in Florence, covering an area of over 6 hectares with 16 buildings that are spread over 100.000sqm and 410,000 cubic meters.

Manifattura Tabacchi’s urban regeneration and adaptive reuse is symbolically evocative of the Florentine tradition as a hub where different needs can coexist and integrate. Retail and co-working spaces, with attention to the creative industries, partnership with educational institutes, restaurants and markets of local products, hotels, housing, underground car parks: the new spaces work in harmony with the existing buildings and context, with a view to a sustainable development.

LAMA is proposing several activities and workshops in the spaces of Manifattura, where some collaborations with some of the Italian Open Maker community have been already involved and will continue collaborating in the next 3 years, since the Manifattura aims to become the “innovation square” of the future Florence.

In those spaces, LAMA enabled the first official meeting of the Tuscany Fablabs on the 24th of November 2018. This opens new horizons for more structured collaborations of the Tuscan maker movement with Impact Hub Florence, LAMA, and Manifattura Tabacchi.

⁹ Manifatturatabacchi.com

Summary of all the events organised and participated by Open Maker

In the following table, a quantitative summary of all events is provided.

Summary of Open Maker events and participants

	Self-organised events	no. of participants	Third parties events	no. of participants
UK	26	551	20	1240
Spain	13	642	8	312
Italy	26	997	13	495
Slovakia	45	998	4	904
	110	3188	45	2951

Events are divided in self-organised or co-organised, for the events and activities that were directly organised by OM, and events organised by third parties, where OM enablers and/or community members participated as speakers or participants.

For every kind of event, a number of participants (more precise for self-organised events, estimated for third-parties events) is indicated, to understand results in terms of off-line participation for every LES and for the whole Open Maker project.

Moreover, a number of international events were directly organised by Plus Value and The Young Foundation in Brussels, for local Maker Fairs and the European Maker Weeks. These are listed hereunder.

Summary of Open Maker events organised in Brussels

Date	Name	Participants
20/6/2017	Makers Town in Brussels	150
17/10/2017	EU Maker Week – Maker Faire in Bozar, Brussels	80
18/10/2017	EU Maker Week – Event at the EU Parliament, Brussels	40
22/5/2018	EU Maker Week – High Level Policy Event EU Parliament, Brussels	45



High Level policy event in the European Parliament, May 2018

Other international Events

Open Maker participated also to several international events organised by third parties in several locations. Data for participants have not been estimated for these events. However, the list of events is presented hereunder.

Date	Name of the event
1-2/2/2017	Digital Social Innovation conference in Rome, Italy
02/02/2017	Start-up Europe Initiative in Brussels
10/02/2017	Start-up panel and pitching, London
26-27/4/2017	StartUp Olé Initiative in Salamanca
23/05/2017	Digital Social Innovation Manifesto Workshop
24/05/2017	Machinery and Electro engineering Fair in Nitra, Slovakia
09/06/2017	Bratislava Design Week - International Festival of Contemporary Design
29-30/6/2017	EC WIRE conference in Kosice
10/07/2017	2nd CAPS Community Workshop
21/09/2017	Co-creation Workshop organised by H2020-funded project WE LIVE
24-28/9/2017	Oslo Innovation Week attendance
15/01/2018	Finexus Conference
08/03/2018	Woman entrepreneur of the year Award Event in Naples
19/03/2018	Start-up Europe Campfire in Paris
19 - 24/03/2018	Maker Fablab Santander
2-3/5/2018	Italy RestartsUp in London
6 – 7/6/2018	Digital Social Innovation Fair in Rome
12/06/2018	International Business Festival, Liverpool
13-14/6/2018	UrbanM Policy Clinic



OM representatives participate to Digital Social Innovation Fair in Rome, June 2018