



# ELEVATOR PITCH AND MATCHMAKING EVENT

NEW OPPORTUNITIES OF COLLABORATION WITH IBERIAN DIHs

21 October 2020

11:00h CETS

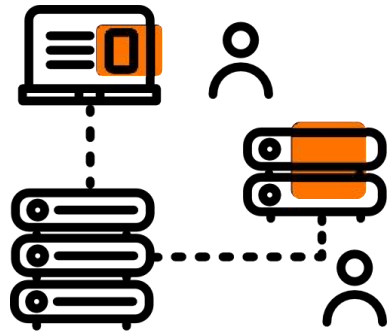
On-line



This Project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement nº 818182



## IBERIAN DIHs PARTICIPANTS:



Digital  
Innovation Hubs

ASSOCIATION FOR THE DEVELOPMENT OF VITICULTURE IN DOURO,  
VINE & WINE CLUSTER

CENTER OF INNOVATION FOR DATA TECH AND ARTIFICIAL  
INTELLIGENCE

DIGITAL INNOVATION HUB OF BALEARIC ISLAND IN ARTIFICIAL  
INTELLIGENCE IN TOURISM AND AGRIFOOD

DIGITAL INNOVATION HUB FOR INDUSTRY TECHNOLOGY KNOWLEDGE

IoT DIGITAL INNOVATION HUB

ASOCIACIÓN DIH DATALIFE—HUB DE INNOVACIÓN DIXITAL DATALIFE

ARAGÓN DIH— HPC - CLOUD & COGNITIVE SYSTEMS FOR SMART  
MANUFACTURING PROCESSES, ROBOTICS AND LOGISTICS

ASSOCIATION SFCOLAB - COLLABORATIVE LABORATORY FOR  
DIGITAL INNOVATION IN AGRICULTURE

ANDALUCÍA AGROTECH DIGITAL INNOVATION HUB

DIGITAL INNOVATION HUB TECHNOLOGIES FOR EFFICIENCY

CANARY ISLANDS DIGITAL INNOVATION HUB

FARM2030

# ASSOCIATION FOR THE DEVELOPMENT OF VITICULTURE IN DOURO, VINE & WINE CLUSTER

**ADVID** is a non-profit organisation to promote the modernisation of viticulture and, consequently, to increase the competitiveness and quality of wines in national and international market.

## WHAT WE ARE SEARCHING FOR:

We seek partnership to establish a solid **NETWORK**:

- ⇒ Research Institutions
- ⇒ Universities
- ⇒ Digital Innovation Hubs
- ⇒ Competence centers
- ⇒ Technology owners

We want to **ADDRESS** the current main issues in the viticulture and wine sector:

- ⇒ Climate change
- ⇒ Digitisation in the wine industry
- ⇒ Sustainable viticulture
- ⇒ Circular economy
- ⇒ Vineyard biodiversity
- ⇒ Consumer behavior

## WHAT WE ARE OFFERING TO OTHER DIHs:

Technical support

Technical resources and facilities

R&D department

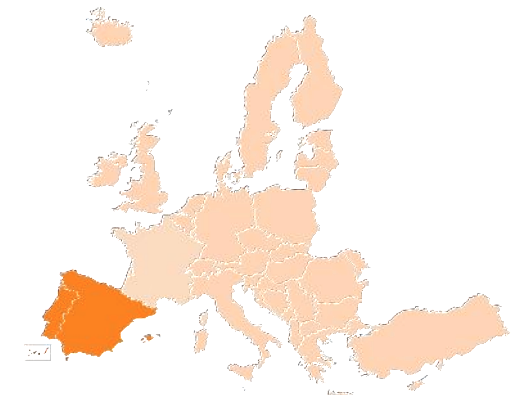
CoLAB Vines&Wine

A high-qualified team of experts in multidisciplinary areas

## WHY OTHER DIHs SHOULD BE INTERESTED IN CONTACTING ME:

**ADVID** can offer to other DIH:

- › Access to internationally recognised wine companies.
- › Promote knowledge dissemination and technology transfer.
- › Provide technical support, infrastructure and human resources for research projects and technology development, implementation or demonstration.
- › CoLAB Vines&Wine is the ideal partner for the development of innovate products, processes and services of companies in the Portuguese wine network.



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[www.advid.pt](http://www.advid.pt)  
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Nelson Machado  
([nelson.machado@advid.pt](mailto:nelson.machado@advid.pt))



# CENTER OF INNOVATION FOR DATA TECH AND ARTIFICIAL INTELLIGENCE

**CIDAI** is an integration agent able to solve the challenges related to the interoperability of intelligent systems, the exchange of standardized data, the creation of data spaces, the treatment and analysis of data, and the development of advanced visualizations tools.

## WHAT WE ARE SEARCHING FOR:

We, above all, are a collaborative initiative aiming at:

- ⇒ Maximizing synergies with existing stakeholders, willing to help any organization and open to new partnerships to accelerate innovation and adoption of **ARTIFICIAL INTELLIGENCE** in a cross domain approach.

## WHAT WE ARE OFFERING TO OTHER DIHs:

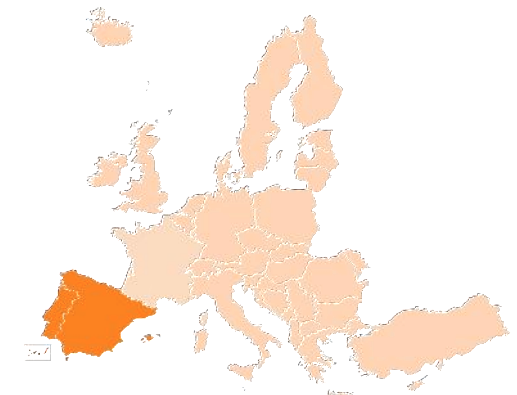
We could offer our **EXPERTISE** in **AI** and **DATA TECH** to increase and accelerate the adoption of this technology into the agrifood sector.

We are open to new **COLLABORATIONS** in the field of Artificial Intelligence and Data Tech

## WHY OTHER DIHs SHOULD BE INTERESTED IN CONTACTING ME:

**CIDAI** follows the Digital Innovation Hub guidelines defined by the European Commission.

- › We will operate as a networked centre to serve companies and institutions.
- › We will be in constant dialogue with companies and organizations across the region to assess their main challenges and opportunities.
- › CIDAI prioritize and promote the most relevant AI and Data Tech initiatives in order to inspire and facilitating access to state-of-the-art technologies.
- › Other DIHs working on AI projects could have access to activities and projects led by sectorial experts, with continuous technology scouting and ethical & best practices application.



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Marco Orellana- Manager CIDAI



# DIGITAL INNOVATION HUB OF BALEARIC ISLAND IN ARTIFICIAL INTELLIGENCE IN TOURISM AND AGRIFOOD

**DIHBAI-TUR** is working to increase the potential of Artificial Intelligence in the Islands, based also in IoT and Big Data. In DIHBAI-TUR all agri-food cooperatives are represented and there is a common understanding that "without agriculture, there is no tourism", so it is important to generate all kind of synergies among these two sectors.

## WHAT WE ARE SEARCHING FOR:

Organization of common **EVENTS**  
with complementary DIHs

**PARTICIPATION** in  
EU and international projects

New **FUNDING** opportunities  
for our ecosystem

**LEARN** from other experiences in the  
fields of:

- ⇒ Artificial Intelligence
- ⇒ IoT
- ⇒ Big Data

## WHAT WE ARE OFFERING TO OTHER DIHs:

A great and **DYNAMIC**  
**ECOSYSTEM**

A great **KNOWLEDGE**  
of the tourism sector and  
identification of synergies  
with the agri-food sector

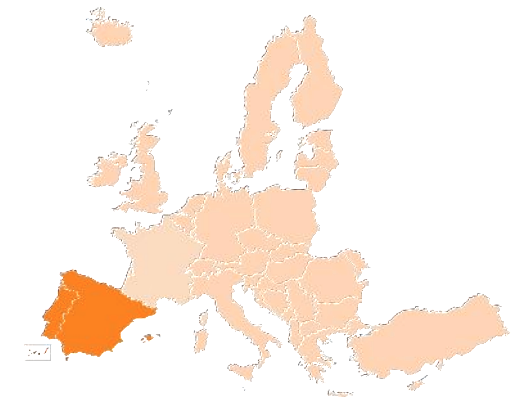
Capacity to **COLLABORATE**  
and implement common projects  
and activities

## WHY OTHER DIHs SHOULD BE INTERESTED IN CONTACTING ME:

- › We're young but very active.
- › We mix two main sectors in Europe as are tourism and agri-food.
- › The activities in the Balearics have a great impact.
- › We're always ready to work and collaborate.



**DIHBAI-TUR**



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Dolores Ordóñez



# DIGITAL INNOVATION HUB FOR INDUSTRY TECHNOLOGY KNOWLEDGE

**DIH-ITK** is an one-stop-shop providing services to organizations and companies through multi-partner cooperation to provide safe, sustainable and quality products. We try to find opportunities digitizing processes in SMEs and public administration that help to optimize their resources.

## WHAT WE ARE SEARCHING FOR:

We are **LOOKING FOR EXCELLENCE** at an international level.  
We are focused on Europe programmes.

Always interested in national and international **PROGRAMMES** and **PARTNERS** with complementary knowledge and technology

## WHY OTHER DIHs SHOULD BE INTERESTED IN CONTACTING ME:

- › The most valuable benefit that DIH-ITK could offer is the experience and background in the industrial sector.
- › We have extensive experience in the latest technologies.
- › The DIH policy is to be accessible and close, creating environment of trust and quality.
- › The projects and collaborations that we carry out use to finish successfully.
- › Another competitive advantage is proximity to the market.

## WHAT WE ARE OFFERING TO OTHER DIHs:

**VISUAL COMPUTING TECHNOLOGIES** (VR, AR, MR) and complete visual computing lab

**ROBOTICS** and automation

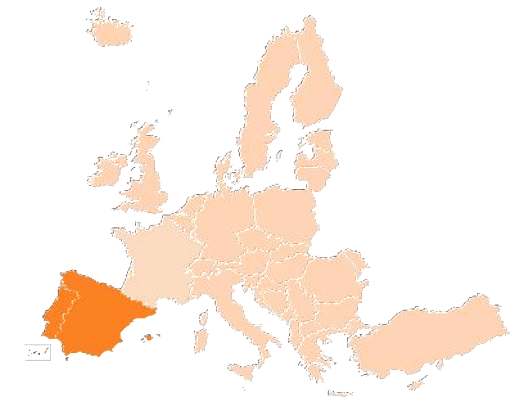
**ICT:**  
IoT, Big Data, AI, Cloud Computing

Product and process engineering towards **INDUSTRY 4.0**

**3D SCANNER SYSTEM** and computer vision

**CLIMATIC TESTING**

**3D PRINTING**, with latest technologies in additive manufacturing, specially metallic



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Juan Torres Moreno  
Marta Álvarez Leal





# IoT DIGITAL INNOVATION HUB

**IoT DIH** helps companies (specially SMEs) become more competitive through the adoption of Internet of Things technologies in their business/production processes, products and services.

## WHAT WE ARE SEARCHING FOR:

COOPERATION with other DIHs

INTERNATIONALIZATION  
and creation of synergies with other  
complementary hubs

We are looking for new  
opportunities to **GAIN NEW**  
and  
**DISRUPTIVE KNOWLEDGE**

## WHAT WE ARE OFFERING TO OTHER DIHs:

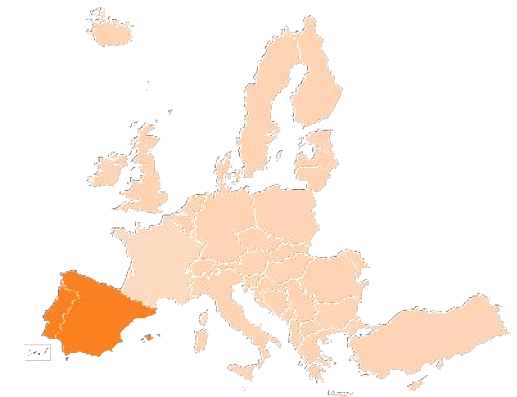
COLLABORATION with a  
multidisciplinary team

Expertise in **AGRICULTURE**

We advocate **RESEARCH** and  
**INNOVATION** in very  
different fields of action

## WHY OTHER DIHs SHOULD BE INTERESTED IN CONTACTING ME:

- › We are very active in promoting projects that have a positive and direct impact on the society and the environment.
- › We have a multidisciplinary team and the extensive experience in multiple sectors.
- › You could work with researchers who have numerous awards and years of experience.



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Javier Parra



# ASOCIACIÓN DIH DATALIFE - HUB DE INNOVACIÓN DIXITAL DATALIFE

**DATALife** is the Galician hub for the Life Sciences. As such, we cover biotech and health, forestry, fishing/aquaculture and agrifood. DATALife is composed of technological and competence centers, large companies and SMEs, the latter via the participation of sectorial clusters.

## WHAT WE ARE SEARCHING FOR:

New **MARKETS** for technologies / solutions developed in our región relevant to agrifood

New **PARTNERS** for R&D projects

Successful **CASE STUDIES** of digitalization in the agrifood sector to inspire our región's digital transformation

## WHAT WE ARE OFFERING TO OTHER DIHs:

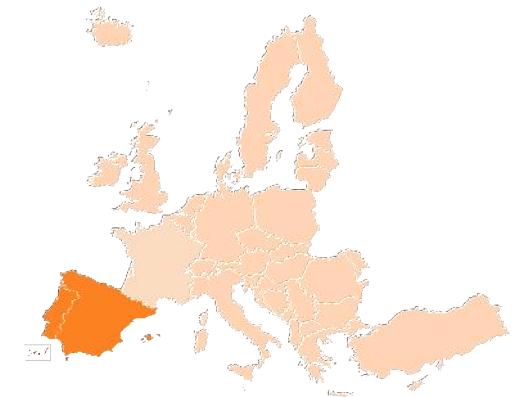
Access to High Performance Computing and advice on when and how to use it

Expertise in **DATA** treatment and analysis

Capability to **ADVICE** on how to diversity into applications, due to our wider coverage:

- ⇒ Biotech
- ⇒ Health
- ⇒ Forestry

Opportunity to **TEST** solutions in different región/crop



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Lucía Castro Díaz

## WHY OTHER DIHs SHOULD BE INTERESTED IN CONTACTING ME:

- › We're clearly interested in developing relationships with other European DIHs as we believe digital transformation is a common challenge.
- › Mature DIHs could be a source of inspiration, guidance and good practices for DATALife.
- › Young DIHs could be interesting to establish cooperation avenues.





# ARAGÓN DIH - HPC - CLOUD & COGNITIVE SYSTEMS FOR SMART MANUFACTURING PROCESSES, ROBOTICS AND LOGISTICS

**Aragón DIH** is a non-profit initiative that, within a framework of European cooperation, extends the strategy of Economic and Industrial Promotion of Aragon and the RIS3 of Aragon, forming the technological and innovate action of the Aragonese Innovation System Towards the digitization of the industry.

## WHAT WE ARE SEARCHING FOR:

**PARTNERS** and solid & permanent **ALLIANCES** to complete and improve our capabilities, thus going beyond with mutual business growing:

- ⇒ Research & innovation institutions
- ⇒ Innovation & economic agencies (public and private)
- ⇒ SMEs and big companies
- ⇒ DIHs

## WHAT WE ARE OFFERING TO OTHER DIHs:

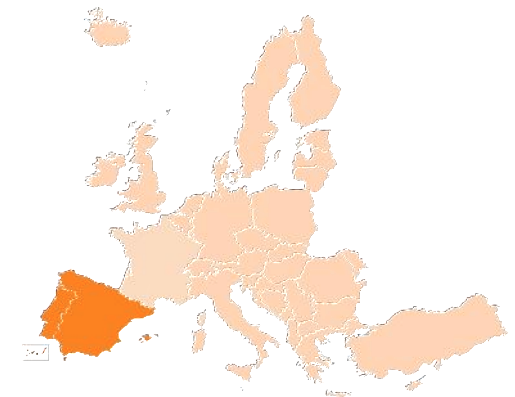
Technical, skills and business  
**SERVICES & SUPPORT**

**RESEARCH** and **INNOVATION** resources  
(talented people and SOTA  
infraestructure & facilities)

We have research organizations,  
competence centers,  
innovative companies  
and clusters

## WHY OTHER DIHs SHOULD BE INTERESTED IN CONTACTING ME:

- › We unite the innovation ecosystem in Aragon region.
- › We offer a broad and customizable set of services related to the DIH subjects.
- › We are excellent in Big Data technologies, ratified with our iSpace Silver label from Big Data Value Association (BDVA).
- › We have a large experience in EU cooperation, not only in technological projects, but also in good practices adoption and policies definition.
- › We have the research organization, competence centers, innovate companies and clusters.



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Pablo Pérez Benedi



# ASSOCIATION SFCOLAB – COLLABORATIVE LABORATORY FOR DIGITAL INNOVATION IN AGRICULTURE

**SFCOLAB** is a non-profit Collaborative Laboratory aiming to boost digital innovation in agriculture and thus focused on the generation of integrative cutting-edge of high-tech solutions for the horticulture, viticulture and fructiculture production sectors through the adoption of a regional and global perspective, development and implementation of sustainable production strategies.

## WHAT WE ARE SEARCHING FOR:

We are seeking for new **PARTNERSHIP** and **NETWORKS** to promote and consolidate strategic alliances in agro-technological sector:

- ⇒ Academic (Universities, professional school, research institutes)
- ⇒ Competence centers
- ⇒ DIHs
- ⇒ Other private entities (R&D and end-users)

## WHAT WE ARE OFFERING TO OTHER DIHs:

R&D INNOVATION for digital agriculture

CUTTING-EDGE SOLUTIONS based on scientific proof

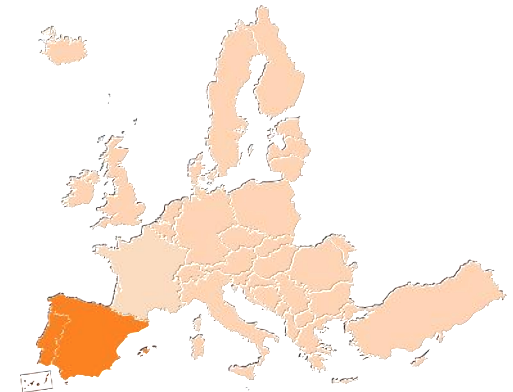
TRAINING and WORKSHOP to foster the knowledge transfer

Consortium promotion for funding opportunities

Technical and specialized services

LOW-COST digital solutions

Highly qualified and multidisciplinary team



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Cátia Pinto

## WHY OTHER DIHs SHOULD BE INTERESTED IN CONTACTING ME:

- › R&D innovation for digital agriculture, creating cutting-edge solutions based on scientific proof.
- › Technical support services by providing agronomy advice based on Smart Ag Tools thanks to a multidisciplinary team with expertise in agronomy, environmental sciences/ sustainability robotics (ICT), computer science and management.
- › Access to strong partnerships and networking building for national and international funding opportunities.
- › Development of innovative and customized solutions according to the end-users needs.



# ANDALUCÍA AGROTECH DIGITAL INNOVATION HUB

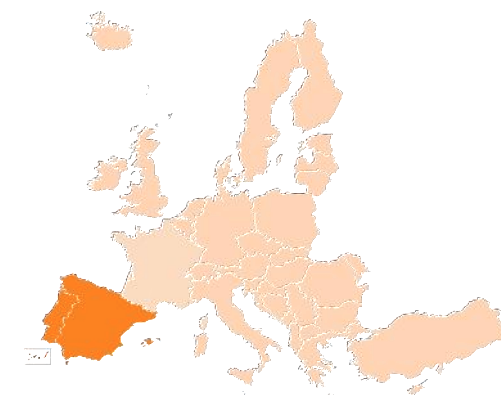


**Andalucía Agrotech DIH** is a public-private ecosystem with more than 140 members. We are experienced in building digital innovation ecosystems and we have expertise in technology, innovation and knowledge transfer as well as in the implementation of methodologies for mapping the key actors of the sector, the search of funding opportunities and business practices within the agri-food sector.

## WHAT WE ARE SEARCHING FOR:



## WHAT WE ARE OFFERING TO OTHER DIHs:



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Judit Anda Ugarte  
Ana Cabezas Serrano

## WHY OTHER DIHs SHOULD BE INTERESTED IN CONTACTING ME:

- › Provide guidance on technology integration across the agri-food value chains.
- › Collaboration for the development of innovative products, processes and/or services focused on cross-cutting digital technologies (IoT, AI, UAV, remote sensing, robotics, Big Data...).
- › Access to a wide range of recognised entities of the quadruple helix.
- › A cross-sectional view of the agri-food sector with leading agrotech actors involved in the main areas (vegetables, fruit, arable, livestock and aquaculture).
- › Access to agrotech knowledge.
- › Test before invest and technology transfer services through living labs across the Andalusia region.



# DIGITAL INNOVATION HUB TECHNOLOGIES FOR EFFICIENCY



**T4E DIH** is a physical and virtual space in which actions and services of the different agents of Extremadura are concentrated for the development and improvement of products and productive and business processes, through the use of technology.

## WHAT WE ARE SEARCHING FOR:

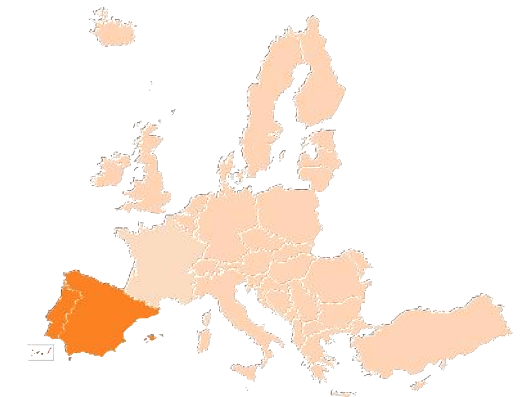


## WHAT WE ARE OFFERING TO OTHER DIHs:



## WHY OTHER DIHs SHOULD BE INTERESTED IN CONTACTING ME:

- › We are very active in European projects.
- › We're a high-qualified team of experts in multidisciplinary areas.



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Anto Recio





# CANARY ISLANDS DIGITAL INNOVATION HUB

**CIDIHUB** brings digital technologies to regional industry, with a special focus on SMEs, providing skills, resources, training and advice, so that industries get the maximum possible benefit. Digital transformation supporting resilience and growth in agri-food and other key sectors in the Canary Islands

## WHAT WE ARE SEARCHING FOR:

ACTIVE MEMBERS  
in Agricultural ecosystem

DIGITAL INNOVATION  
HUBS

Technology owners and  
developers

## WHAT WE ARE OFFERING TO OTHER DIHs:

R & D  
departament

HIGH-QUALIFIED TEAM  
on digital transformation

Access to  
ADVANCED TECHNOLOGICAL  
infrastructure

Access to NEW TECHNOLOGIES such  
HPC, cybersecurity or cloud computing

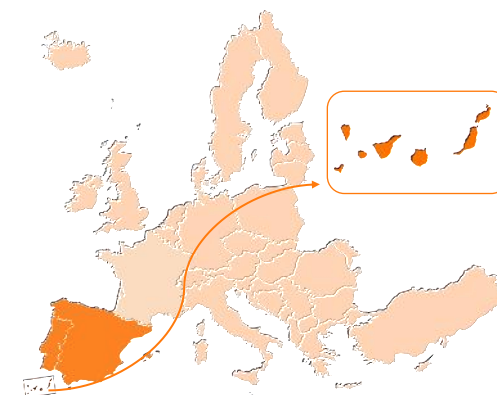
Innovation support

Training methodologies

## WHY OTHER DIHs SHOULD BE INTERESTED IN CONTACTING ME:

**CIDIHUB** can offer to other DIHs:

- › Access to innovation projects introducing digital technologies in agri-food sector.
- › Promote knowledge dissemination and technology transfer.
- › Provide tolos for the innovation uptake in services and products based on new digital processes.
- › User-centred design methodologies for the entire life cycle of products and services.



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Francisco J. Piñero

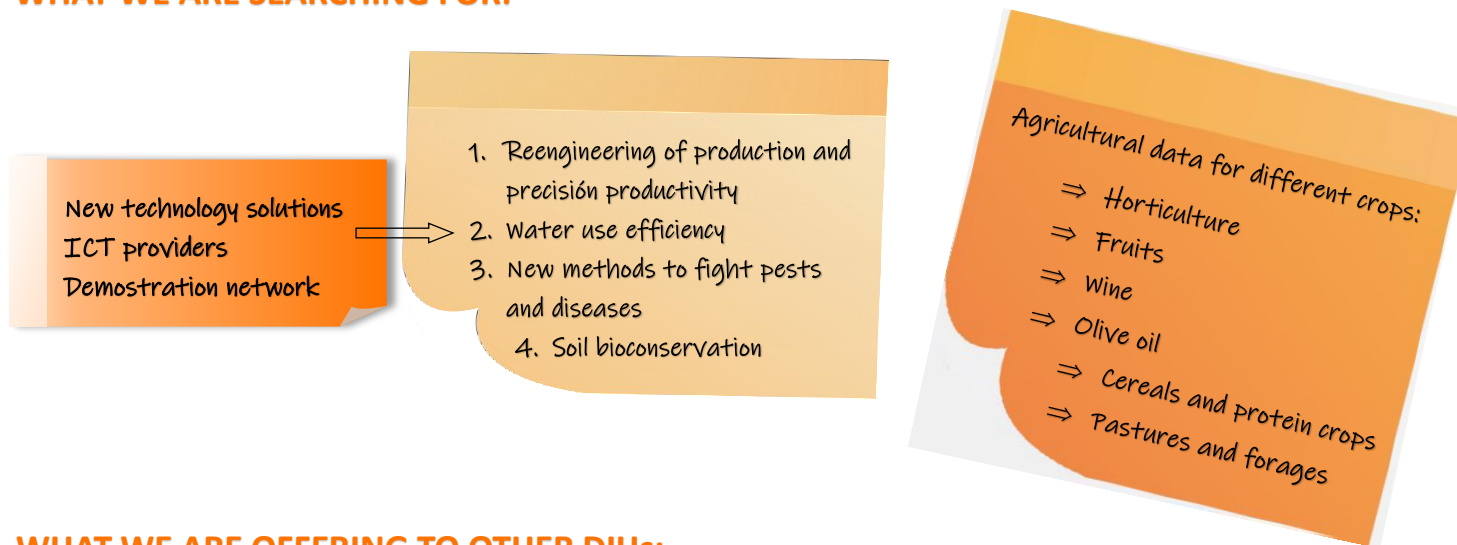




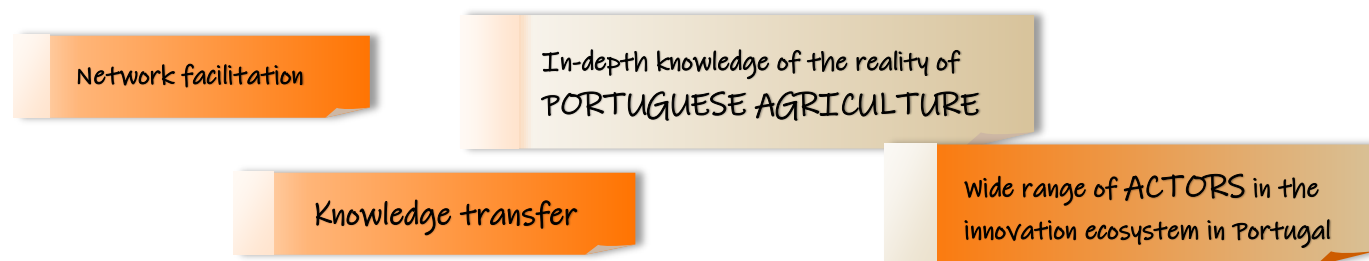
# FARM2030

The aim of **FARM2030** is to join the national agriculture sector around a common objective: promote the sustainability and the competitiveness of the agriculture sector in Portugal.

## WHAT WE ARE SEARCHING FOR:



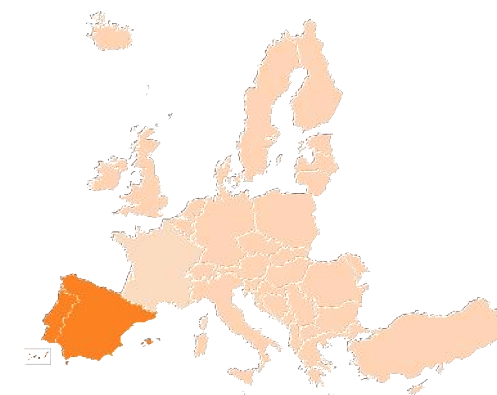
## WHAT WE ARE OFFERING TO OTHER DIHs:



## WHY OTHER DIHs SHOULD BE INTERESTED IN CONTACTING ME:

- › We have a large network of entities working in new innovation approaches.
- › End users ready and aiming to test new technologies.
- › Access to national funding opportunities.

FARM2030



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