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EGI Digital Innovation Hub (DIH)

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Business programs evolution

Brief Timeline

2004

2011

2015

2017

2020

2021

EGEE Projects (2004-2009)

- Dedicated Programme for Business
- Business Forum and Business Associates

EGI Business Model Development

- Sustainability Planning
- Evolving the EGI Business Model

EGI Business Engagement Programme

- Revised programme for Council adoption
- Onboarding use cases

Digital Innovation Hubs

- Emerging concept for public-private partnerships

Partnership Model for Industry

- Evolving formal engagement
- Testing fee-based mechanisms
- Interest collected in Council interviews

EGI DIH

- Soft rebranding
- ToR/Fee refinement with EB
- Approved by Council vote

Partnerships and Providers



T-Systems



TERRAUE

Use Cases and Pilots

EM Research: EM Research is a leading provider of research and development services for the European Space Agency and other space agencies. EGI Services: Cloud Compute, Data Analytics, Network Services, etc.

CloudE: CloudE is a leading provider of cloud services for the European Space Agency and other space agencies. EGI Services: Cloud Compute, Data Analytics, Network Services, etc.

TerraUE: TerraUE is a leading provider of earth observation services for the European Space Agency and other space agencies. EGI Services: Cloud Compute, Data Analytics, Network Services, etc.

NextGeoss: NextGeoss is a leading provider of geospatial services for the European Space Agency and other space agencies. EGI Services: Cloud Compute, Data Analytics, Network Services, etc.

Projects

EUHUB4DATA, H-CLOUD, EOSC-hub, GoSafe Project, Policy Cloud, DIGITBRAIN, STAIRWAY, NEXT GEOSS.

It aims to:

- Help and support companies in the **adoption / testing / validation** of advanced computing technologies to become more **competitive**
- Provide an **open and innovative environment** for experimentation, training, and networking
- Increase **innovation** among the EGI Federation members
- Facilitate the **relationship** between EGI community and business sectors for a wider economic and societal **impact**



Digital
Innovation
Hub

Service	Description	Main activities
Test before invest:	Technical facilities to support companies and SMEs to test before investing or to validate services or solutions. The technical focus of the EGI DIH is: HTC and Cloud, Data management, Research datasets, Big Data, Data analytics ,Modelling, Simulations, AI /ML /DL	Onboard EGI Federation Members. Preliminary interest already expressed in Council interviews. <ul style="list-style-type: none"> ● Level of commitment ● Contribution to the service offer ● Define links with National (E)DIHs Onboard companies to run experiments /pilots <ul style="list-style-type: none"> ● Analyse technical requirements of the companies ● Technical Support
Skills and training:	Provide knowledge on the technical offer and consultancy services.	Assessment of training needs Organization of training activities
Support to find investment:	Facilitate the access to funding opportunities and investment mechanisms to sustainable support the innovation.	Sharing of funding opportunities Exploration of opportunities as use cases in EC funding projects
Networking and community building:	Bring SMEs and communities together with the EGI community and facilitate the interaction and open new market opportunities.	Participation in events, fairs, workshops, ... Networking activities Share results of pilots



As Customers

- Get access to EGI computing services (based on technical requirements and availability)
- Get access to open research data sets, tools, and applications
- Support on the adoption of new and innovative technologies
- Learn/training on advanced computing from experts
- Access to funding by contributing as a use case in public project proposals
- Increase visibility on a European and global scale
- Explore new value chains



As Providers

- Co-develop new products, services, solutions
- Offer services to or part of EGI
- Provide direct input to shape future services of EGI for business opportunities
- Team up with experts on distributed computing systems and array of research domains
- Participate in the procurement framework
- Contribute as a partner to proposals for funded projects
- Increase visibility on a European and global scale

Value for EGI Federation

Working with industry

Knowledge



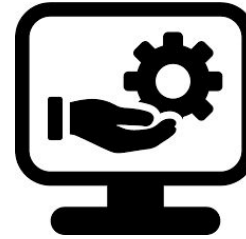
- Acquire new knowledge and expertise
- Share skills and expertise
- Increase research innovation projects outputs
- Boost publications

Business



- Obtain free licenses or discounts
- Access new category of users
- Expand the base of business sector partners
- Lead to revenue generation (cost sharing)

Service



- Add complementary resources
- Improve technical services offered
- Offer a wider range of tailor-made products, services or solutions

Policy



- Get involved in EC initiatives for supporting start-ups/SMEs
- Implement part of the EGI mission
- Demonstrate the value of the EGI services

Benefits and Fees (for industry)

Partnership Fees

Partner Level	Annual Fee (Subject to VAT)
Community level	Free
Content level	€5,000
Federated level	See table below

Company Type	Criteria (2 of the 3)			Annual Fee (Subject to VAT)
	Staff	Turnover	Balance Sheet	
Large	≥250	>€50M	>€43M	€25,000
Medium	50-249	≤€50M	≤€43M	€15,000
Small	1-49	≤€10M	≤€10M	€10,000

- For each fee tier, the applicant needs to meet at least 2 of the 3 defined criteria.
- Fees not applicable to any private entity already financially contributing as part of an EGI Full Participant (i.e. NGI)

Benefits	Community level	Content level	Federated level
Actively engage the EGI DIH community via access to internal communication tools, dedicated meetings and events for networking opportunities and knowledge sharing	✓	✓	✓
Establish Collaboration Agreements (for co-development, joint activities)		✓	✓
Access to basic testbed resources and support, open research datasets, tools and applications (based on technical requirements and availability)		✓	✓
Inclusion in EGI marketing material/presentations/website		✓	✓
Opportunity to participate in EC-funded projects with EGI		✓	✓
Offer DIH support services		✓	✓
Eligible for supporting pay-for-use use cases as an integrated EGI provider			✓
Access to the suite of EGI internal federation services (e.g. SSO, accounting and monitoring of services, collaboration tools; centralised coordination around security, technology, operations).			✓
Eligible for invitation to selected EGI Council Meetings and contribute to strategies			✓

	Target Audience	Goals of engagement and communication
Internal	<ul style="list-style-type: none"> ● Pilot companies ● Providers ● EGI members 	<ul style="list-style-type: none"> ● Strengthen the internal effectiveness ● Keep the community informed ● Motivate the community with the achievements and main result
External	<ul style="list-style-type: none"> ● Companies and SMEs ● Startups / Spin offs ● Incubators ● DIH networks 	<ul style="list-style-type: none"> ● Engage new companies to onboard ● Establish a dynamic communication with other DIHs to generate new collaborations ● Share the main outputs and results of the industrial use cases

POLICY

EGI

National Funding agencies
EU Funding agencies
Policy makers

EGI Strategy and Innovation Board

DTA: Digital Transformation Accelerator

EDIHs

EGI Council

DIH Networks

Regional DIHs

EGI Executive Board



EGI.eu

Pilots

EGI Service Providers & Experts

Research communities

Research Centres

Large Enterprise

Sectoral Clusters

European e-Infrastructures

SMEs

Startups

Spin-offs

Universities

INDUSTRY

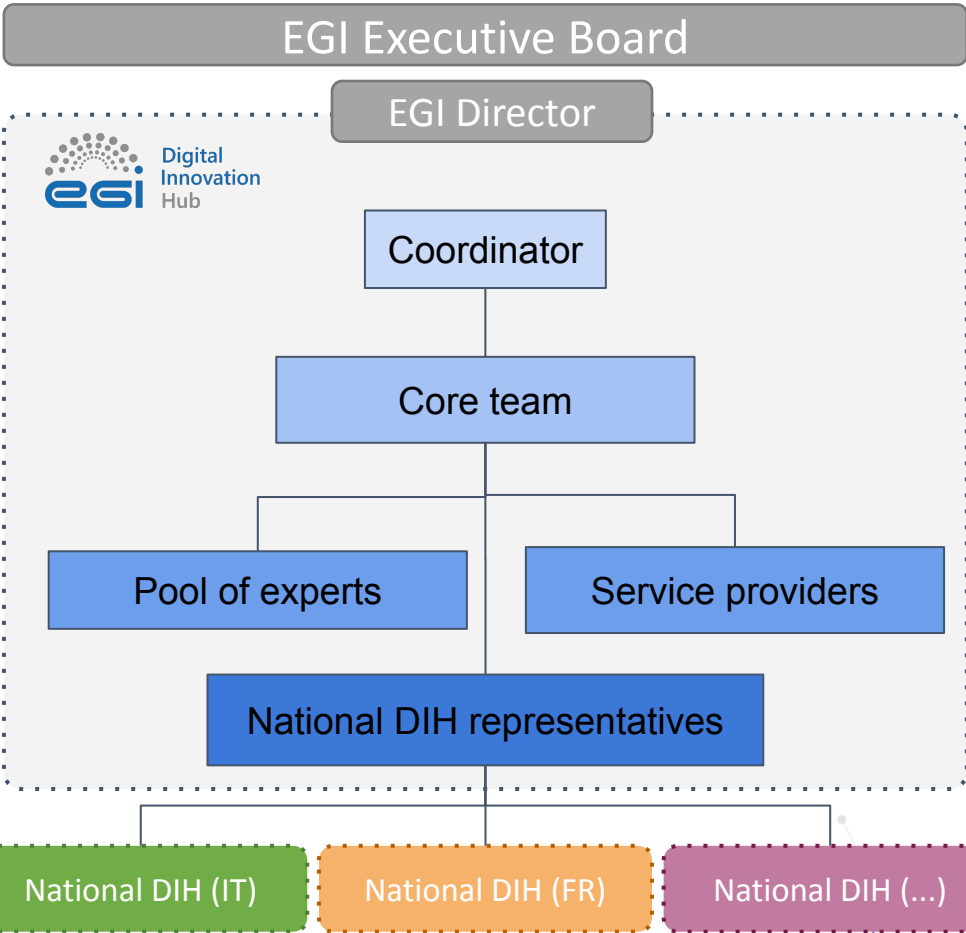
RESEARCH

Industrial Associations

Working EGI DIH
Potential customers / providers
Support mechanisms, policy makers

The role of EGI Federation

- Governance level
- Coordination level
- Operational level
- Support level
- Liaison level



- Approve new partners
- Feedback on strategic decisions

- Appoint coordinator
- Overall accountability of activities

- Coordinate activities
- Organise meetings
- Report to EGI Director and EB

- Actively participate in operational activities
- Maintain and update the strategy

- Technical support and consultancy to business pilots
- Service provisioning

- Define coordination agreements
- Manage complementary activities
- Advise on national potential new partners

Implementation strategy

Short-term and forward looking

Short term (1-2 years): Space for matchmaking and cross-community connection

Main tasks:

- Build the **community** (clear identification of actors) and the ecosystem (tools for interactive communication).
- Assign **roles and responsibilities** (within DIH core team, service providers, experts, national DIH reps).
- Operational and administrative **management** of the EGI DIH
- Populate the **community tools** in use: slack, mailing lists, confluence.
- Launch EGI DIH **media** channels and website.
- **Dissemination** and promotion of the EGI DIH.

Forward looking (3-5 years): Fully functioning community reduces dependency on central coordination, shifting to a facilitator of it (also as known as platformization of a community)

Main tasks:

- Mature methods for community engagement: meeting point for providers and users.
- Define mechanisms (administrative and operational) for international cooperation.
- Participate in major industrial and EC events and conferences.

Current Industry relationships

Examples of focus

Current industry engagement

Typically start-ups and SMEs benefit the most from piloting, proof concepts, consultancy and visibility activities (but not limited to)



Established connections with companies or larger entities






Inclusion via NGI (free)






Projects with Industry Candidates (Community)




Consolidate companies working with EGI:

	<p>Offers a web-based version of MATLAB via EGI's Jupyter environment, making the familiar MATLAB desktop environment accessible via a web browser.</p>	<ul style="list-style-type: none"> • Survey to evaluate the experience working with EGI: feedback to improve the EGI DIH service offer • Evaluate to onboard in the EGI DIH via partnership
	<p>Offers cloud resources and user support for open science via EGI and (EOSC). Exchange applications and scientific datasets that facilitate open science with e-infrastructures.</p>	<ul style="list-style-type: none"> • Integrate them as public cloud providers into the EOSC Compute platform of the EGI-ACE Project • Evaluate to onboard in the EGI DIH via partnership
		

Re-energise companies previously working with EGI:

	<p>SixSq plans on addressing the cloud and edge computing for solving and facilitating existing challenges in the fields of Computational Physics and Earth Observation, by registering one or more application- and data-oriented services in the EGI Marketplace</p>	<p>Evaluate their onboarding in the EGI DIH via partnerships</p>
	<p>Terradue (Italian SME) provides engineering and operational support for the Geohazards Exploitation Platform (GEP). EGI supports Terradue with matchmaking services between ICT consumers and appropriate providers across the EGI Federation and beyond.</p>	<p>Evaluate their onboarding in the EGI DIH via partnerships</p>
	<p>CloudEO (German SME) through ESA Business Model for INFOaaS Stimulus project ran a pilot to test its ship tracking information service.</p>	<p>Evaluate their onboarding in the EGI DIH via partnerships</p>

To explore collaboration with industry-based projects and EDIHs:

	<p>Existing EC project with strong industrial participation</p>	<ul style="list-style-type: none"> • Explore potential partners to onboard.
	<p>Major initiatives involving Industry</p>	<ul style="list-style-type: none"> • Participants in the WG could participate in the DIH with pilots. • Establish collaboration agreements
<p>National EDIH(s) National DIH networks</p>	<p>Wider scale dissemination</p>	<ul style="list-style-type: none"> • Reaching new contacts • Leveraging internal DBs of contacts • Establish collaboration agreements

Action: How to join the EGI DIH

For Federation Members

Fill the **GOOGLE FORM** with contact info:

- Contact person
- Contact email
- Federation member
- Country

https://docs.google.com/forms/d/e/1FAIpQLSeDcSZVRM9Map-ARrI5ExwyyATjQQYDA0_mGK_eg-R3YtAq8g/viewform?usp=sf_link

- Core team
- Participate as expert
 - Consultancy services on ...(specify)
 - Training on ...(specify)
- Participate as provider
 - Cloud
 - HPC
 - Data management
 - Datasets
 - AI tools
 - Other (specify)
- Participate as National representative
 - National DIHs contacted /participated (specify)
 - Other relevant industry / DIH networks in your country



**Are you interested in joining
the EGI Digital Innovation Hub?**

**Send your expression of interest
to: business@egi.eu**

Thank you :)

Contacts: elisa.cauhe@egi.eu