

# Enterprise COllaboration & INteroperability



**COIN business benefits in the Lazio Aerospace Cluster**

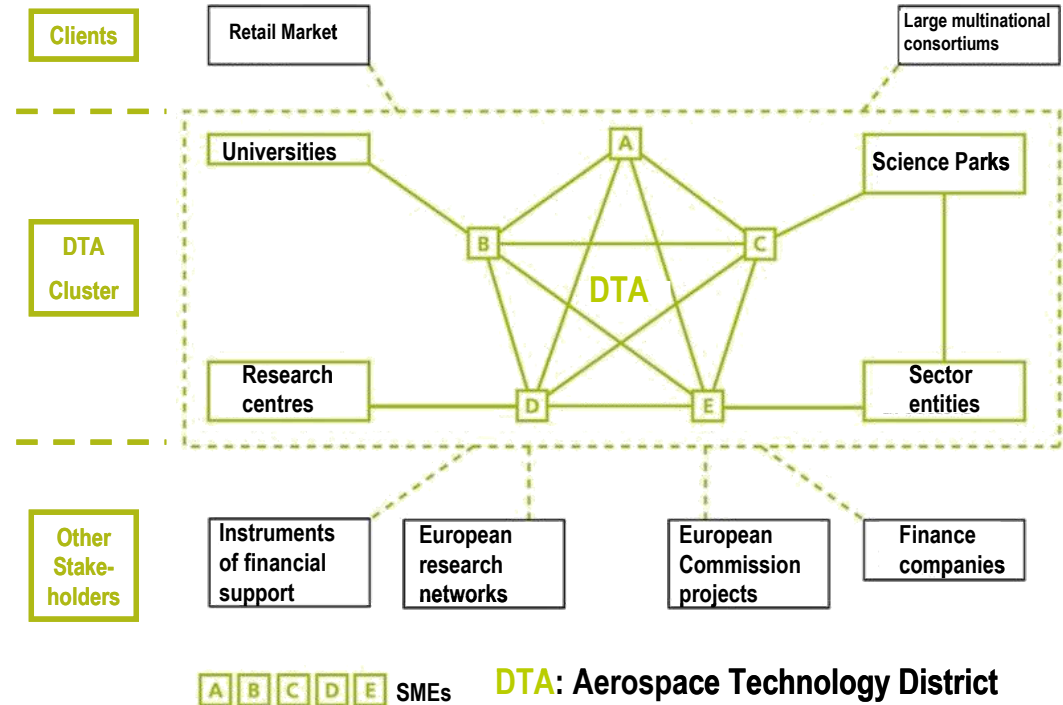
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Aachen**



# Regione Lazio's Aerospace Sector

The Aerospace industry in Lazio:

- **250 prominent sized companies**
- **30,000 employees**
- **5 Billion Euro turnover**
- **10 Research Centres**
- **5 Universities**
- **5 Technological Parks**
- **4 Engineering Faculties, 12 Departments, 30 Postgraduate and Graduate courses**
- **3,000 Professors, Researchers and Specialists** involved in R&D activities in aerospace fields
- **Incubators and Support services for technology transfer and start-up creation**





# Lazio Aerospace Technology Cluster

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## Areas of expertise

- several major aerospace companies and SMEs operating in space, aeronautics for civil and military customers
- communications and avionics systems
- traditional and advanced materials
- aeronautical fleet maintenance management; airport facilities and logistic services
- design of solid fuel engines and components for the Ariane and Vega rockets as well as manufacture of important parts of complete air-to-air and land-to-air missile launching systems
- design and manufacture of airplane and helicopter subsets and components
- design and manufacture of important aeronautical systems and equipment for civil and military aircraft



# Regione Lazio's Aerospace Sector main EC& EI challenges

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- The Aerospace Technological District (DTA) sees a major concentration of large, medium and small enterprises involved in the aerospace supply chain
- DTA actors lack of adoption of innovative EC&EI services
- DTA actors scarcely aggregate to achieve business benefits due to lack of EI&EC software tools

To improve current status, two test cases are under development:

1. collaborative production planning of satellite antennas
2. knowledge interoperability (KI) applied to competence and skill management mapping of DTA's stakeholders



# C-PP Satellite Antennas

COIN EC services and COIN system effects:

- Increase production rate with no increase o IT systems costs thanks to SaaS paradigm adoption
- Reduce time and cost of production
- Improve effectiveness and efficiency of communications among supply chain actors
- New business opportunities thanks to access to a wider market picture

Metric Typology	Value
Additional business opportunities	5%
Reduction of time to market	15%
Reduction of lead time	15%



# KI applied to competence and skill management mapping

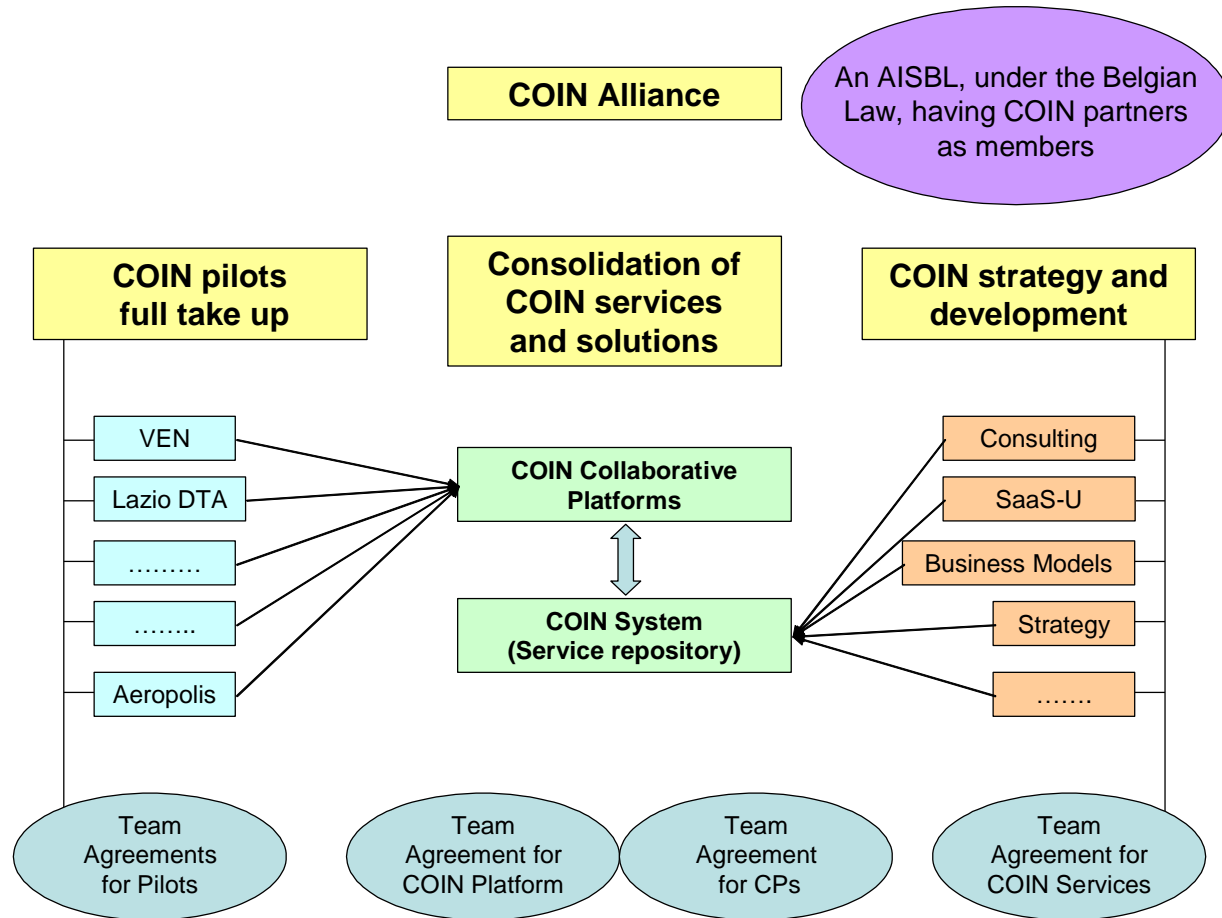
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COIN KI services and COIN system effects:

- Have an up-to-date picture of the capabilities of the DTA cluster
- Provide crucial business tools to identify DTA strengths, weaknesses and gaps
- Give a clear picture of the DTA business, technological and industrial competence scenario
- Address specific measures, policies and incentives to support DTA actors' business development and so increase competitiveness and create new business opportunities for DTA cluster actors
- It is expected an increase of business opportunities of 15%



# COIN Alliance exploitation scenario





# Filas pilots take-up

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## Test case on c-PP:

- Filas will exploit c-PP COIN services by proposing their adoption to SMEs involved in the COIN demonstrator

## Test case on KI:

- Filas will exploit KI COIN services to improve DTA's management and then act as a promoter to the DTA enterprises





# Conclusion

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- Production Planning and Knowledge Interoperability Utility and Value-Added Services have been inserted in the business processes of the Filas-Aerospace cluster
- EI and EC value added services are strongly required by SMEs in the aerospace sector
- COIN service platform could make SMEs able to significantly enhance efficiency and effectiveness of collaborative processes
- Aerospace test case will drive future COIN CP adoption and exploitation

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**THANK YOU FOR YOU ATTENTION**