



**TRAIN 1 - From Gare du MIDIH to
Digital Innovation Hubs:
methods and tools for DIH governance
and sustainability**

MIDIH DIH Collaboration Model

Experiences and challenges from the MIDIH project to arrive at a scalable and sustainable model for collaboration

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AGENDA

- **Challenges for DIH Collaboration in MIDIH**
- **The MIDIH Collaboration Model**
- **The MIDIH Governance – Aspects and Lessons learned**



Challenges for DIH Collaboration in MIDIH

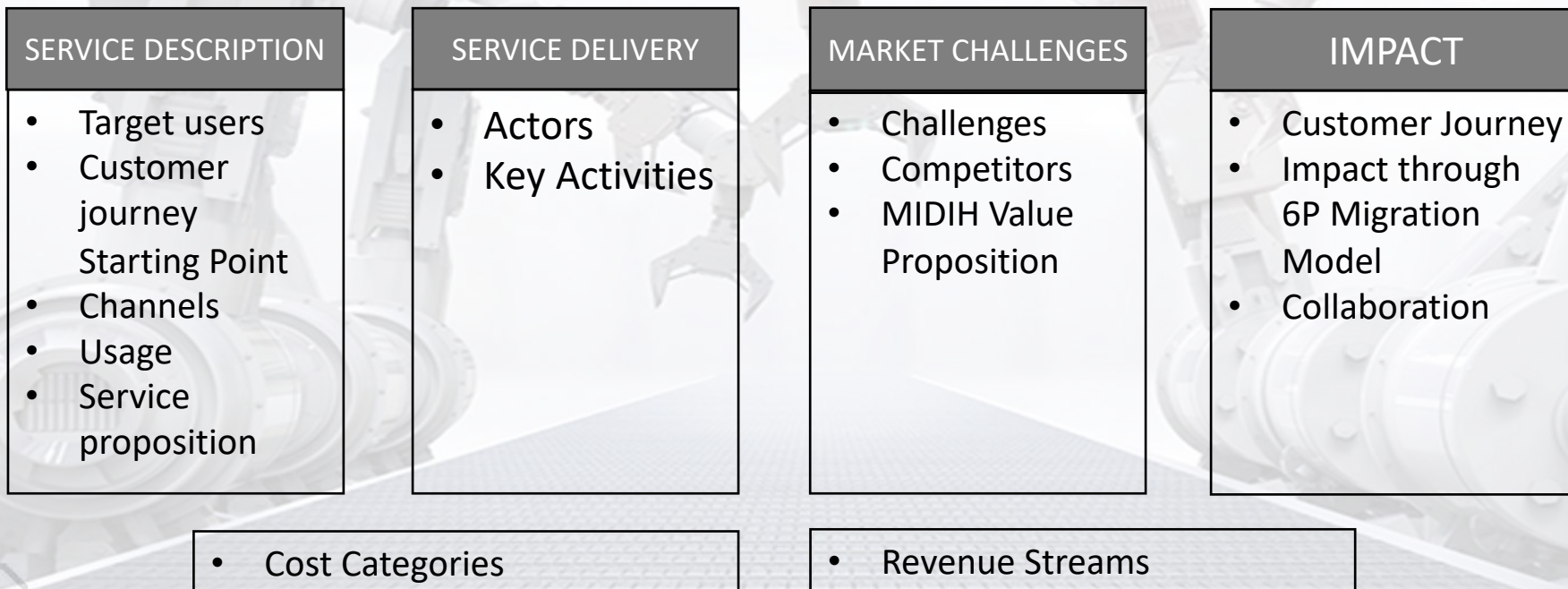
- **Heterogeneity between the partners (CCs, Regional Manufacturing DIHs and Pan-European DIHs)**
 - **Different Business Models**
 - **Different Governance Models**
- **How to create a common service portfolio**
- **How to create a common brand**



The MIDIH Collaboration Model Approach (1)

Definition of a common service portfolio

General Service categories: Awareness, Consulting, Funding and Trainings



The MIDIH Collaboration Model Approach (2)

- **Catalogue of predefined services facilitates**
 - **Cost and Revenues calculation at network level**
 - **Common promotion of services**
 - **Services scalable for a network**
- **Support through an online platform – DIHIWARE**

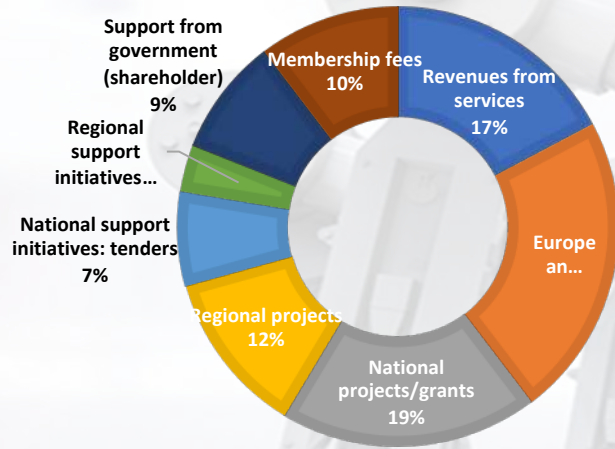
MIDIH Governance aspects addressed

- **Partners of the CC/DIH**
- **Cooperation/Collaboration mechanisms**
- **Legal arrangements**
- **Financial resources**

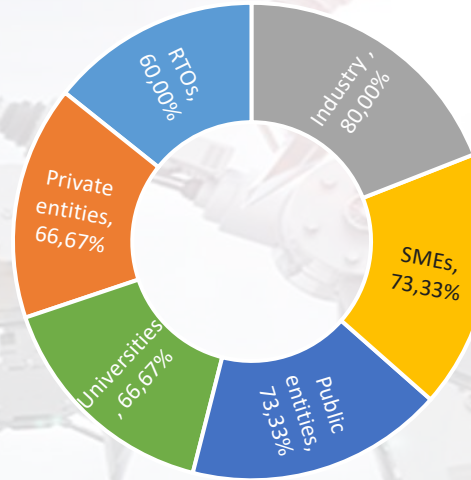


MIDIH Governance aspects results

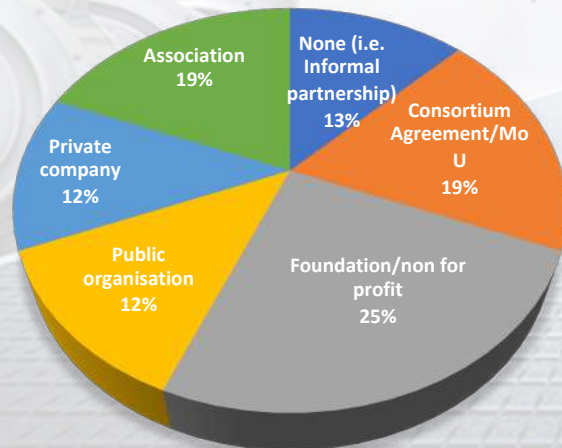
FINANCIAL RESOURCES



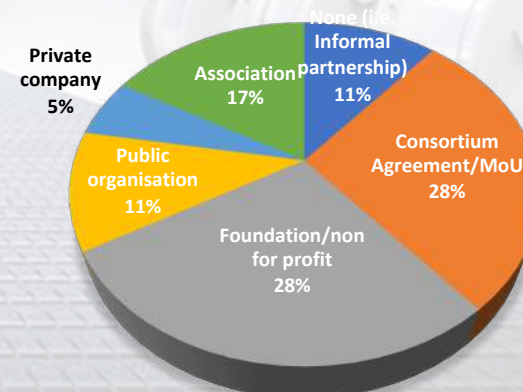
Partner structure in MIDIH



Legal arrangements actual



Legal arrangement considered most effective



MIDIH Governance – Lessons learned

Take into consideration

- **competition aspects (competitors allowed; if yes, under which conditions)**
- **Connection governance – business model – revenue streams (public vs. private; grants vs. service fees; partners' fees)**
- **Role of each partner in partnership (in relation to revenue streams)**
- **Liability aspects and partners' accountability in service provisioning**



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THANK
YOU!

MIDIH

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