



European Network of Design for Resilient Entrepreneurship

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We are all makers!

Maker Fairs and IoT-related events worldwide are changing the way we share creations and knowledge. For example, VIPER, a start-up from the University of Pisa, is really benefitting from attending and taking an active role in some of the most important international Maker and IoT events. And their tour is not over.



VIPER (Viper Is Python Embedded in Real-time) is a design suite that enables device makers, interactive designers and IoT professionals to create their next connected project in Python, one of the most prominent programming languages used by millions of developers worldwide. That makes VIPER an innovation that engages both makers and technology enthusiasts.

What makes VIPER different from all existing solutions is that it is compatible with all 32bit ARM Professional and DIY microcontroller boards, such as Arduino, UDOO, Particle, and STM32 Nucleo. With just a little coding, users can develop a wide-range of IoT applications: interactive storefronts, home and industrial automation systems, art and museum installations, and smart farming.

The team at VIPER came up with the idea after discovering that designers, device makers and programmers all faced similar challenges. Ideas grow up when people meet and try to find solutions to common problems. That's why sharing experiences by participating in international fairs and events has an incredible value in the world of makers.

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VIPER took part at World Maker Faire in New York, from 26 to 27 September, and at the Europe Maker Faire in Rome, from 16 to 18 October. Maker Faire is called the “Greatest Show (& Tell) on Earth”. Makers, tech enthusiasts, crafters, educators, tinkerers, food artisans, hobbyists, engineers, science clubs, artists, students, and commercial exhibitors across the globe come all along to show what they have made and to share what they have learned.

The events are a way to celebrate the success of the development suite, a unique occasion to get in touch with VIPER lovers as well as with global sector players.

The tour continued through several Italian cities, such as Turin, Pisa and Rome, where VIPER participated in a series of IoT related events (Meet IoT, Internet Festival, IoT360).

Such events are growing exponentially worldwide because IoT is literally the heart of innovation. “Events like these - stated Gabriele Montelisciani CEO at VIPER - provide a unique opportunity to grow your network through an interaction with public administrators, entrepreneurs, developers and influential thought leaders. We will also attend the IoT Tech Expo in London in February 2016”. The VIPER team strongly believes in the power of community. The project was launched with a successful crowdfunding campaign on Kickstarter, which proved an important market test. The contribution provided by the community of pledgers went beyond the financial support itself: more than 400 early adopters from 25 countries supported the project. The community is growing fast: from makers to single professionals, from startups to enterprises, more than 2500 users are recognizing the value of the suite with the development of performing IoT projects.

The suite is open source and available to anyone who wants to start developing IoT applications

for non-commercial purposes.

The start-up is already working on the professional version of the software, which will be released, along with a commercial-use license, by the end of 2015.

More info: <http://www.viperize.it>



Surrey earns two University of the Year Awards. Partnerships such as ENDuRE prove to be key to success!

Last month the University of Surrey was declared the University of the Year by The Times and Sunday Times Good University Guide 2016!

The Times and Sunday Times Good University Guide 2016 praised the University for being one of “the most innovative universities in the UK: reducing its dependence on state funding, investing £400M to develop the campus in Guildford, and launching a joint venture in China”.

The last ten years have seen dramatic change in the education sector, with even greater competition to attract students and to win research funding. Most recently, the launch of the Vet School, only the 8th in the UK and Ireland, has given the University a new prestigious discipline that is already attracting capacity student numbers. Three new buildings that house the School provide state-of-the-art facilities for teaching and research. The Queen will officially open this new Veterinary School in October.

Surrey has continued to strengthen its research portfolio and as an example the recently inaugurated 5G Innovation Centre, represents a major success in winning government funding and attracting ‘matching’ industry and business support. With over £70m of support this will give our researchers a real boost to push forward with their world-leading research. Surrey also continues to benefit from the immensely successful Research Park, which continues to grow and remains wholly owned by the University.

Competition for research funding is intense, epitomised by the REF, and competition from large well-funded institutions. Surrey, however, had its best ever year for winning research grants - achieving over £40m of new funding. Their new prestigious partnership with the National Physical Laboratory (NPL) offers new opportunities for research and innovation.

During the past ten years the University has built strong international activities, including the Surrey International Institute in partnership with Dongbei University of Finance and Economics in Dalian, China. Surrey has also established close ties with other leading international universities - for example our Engineering staff give lectures on space technology over the internet to students at Caltech (California Institute of Technology - ranked amongst the Top 5 in the World). They are also a founder member of the University Global Partnership Network, which has seen many staff travel to the USA and South America, engaging research collaborations.



Youth Talent to Market by CEDIT

How to develop entrepreneurial skills for artists and artisans



Through its participation in the ENDuRE program, CEDIT focuses on improving the resilience of university spin-offs and innovative and high-tech start-ups. In parallel, the organization is also supporting other target groups in the entrepreneurial community through various initiatives. One of them, the “Youth Talent to Market” project, is targeted at artisans and artists with creative skills, and is aimed to increase their entrepreneurial skills.

YT2M is a partnership among three different organisations based in Italy (CEDIT), United Kingdom (GECKO) and Cyprus (LC Youth).

The aim of this project is to develop enterprise skills in artists and artisans, to test and adopt innovative practices that will support artisans to develop and sustain a business in this sector.

Youth Talent to Market will work closely with artisans and artist group throughout the life of the project.

The program is divided into three phases:

During the first phase of the project the partnership launched a survey to gather vital information from artists and artisans, sector professionals, education providers and business support advisors.



Thanks to the information collected during the first phase, the consortium then designed an enterprise workshop tailored for these artists and artisans. The main contents of the workshop are the following: Vision - Why do we want to do this; Idea - where are we now; Price/Value - What do we do now; Resources - Do we have the skills and resources to carry out our plan; Refine Plan - through peer engagement and self assessment, what is our plan now; Communicate - Marketing, Events, Value, Brand; Launch - Pricing, Events, Reputation; Operations - Systems, Staff, Agility; Customers - Price, Benefit, Loyalty, Growth; Innovation.

The program will be then delivered in a 2-week enterprise workshop in Florence (Italy), Limassol (Cyprus) and Wolverhampton (UK).

All workshops are followed by a 46-day work placement abroad for 10 artists from each participating country, in order to test how a direct involvement and collaboration with an established company can help them to increase their entrepreneurial skills, similarly to how the ENDuRE program will be offering entrepreneur placements.

We believe that this is a fantastic opportunity for artists and artisans to boost their skills. Our aim is also to see the difference such experience can make to enhance their confidence and abilities, with young people returning with great ideas and enthusiasm to make themselves stand out in a tough job market.

Demand-Side Network Competitions: Transforming Europe's Built Environment



On Monday 26th October, Knight Frank, Synoptic Technologies (formerly iVeridis) and the Climate-KIC launched the Demand Side Network Competitions: a series of four events to connect the world's most promising start-ups in building technologies with Europe's largest property players. The Demand-Side Network Competitions are designed to encourage the early adoption of innovative low-carbon building technologies. The events offer the unique opportunity for early stage companies from around the globe to pitch in front of an engaged network of demand-side organisations, composed of investors, property developers and building experts.

The first event, held in Rotterdam, saw six start-ups, selected from a pool of over 100 candidates, pitch their products and services with high innovation and carbon-saving potential in three key technology areas: Building Facades & Envelopes, Energy Storage and Lighting. The subsequent events will be held in Gothenburg, Zurich and Warsaw over the course of November.

Start-ups presenting at these events include:

- [SPUD](#) from New Zealand presenting Plexisun, a patented solar thermal heating system designed to be integrated into building structures.
- [SDnC](#) from the United Kingdom pitching their mechanical energy storage solution for servicing the existing and future transmission and distribution energy network.



- [zEroCor Tubulars Inc.](#) from Canada, who has developed a blend of inorganic chemicals for industrial coatings designed for increased corrosion resistance and fire retardation.

About Climate-KIC

The Climate-KIC (Climate Knowledge and Innovation Community) is part of the EIT (European Institute of Innovation & Technology). EIT is an EU body whose mission is to increase sustainable growth. The Climate-KIC supports this mission by addressing climate change mitigation and adaptation.

Entrepreneurs from University of Southern Denmark develop their business ideas in Berlin



35 students from the University of Southern Denmark and the universities in Flensburg and Kiel spent the last week of their summer vacation at an international entrepreneurship summer school program in Berlin. During this week they developed their business ideas and gained insight into Berlin's entrepreneurial environment. The IDEA Entrepreneurship Centre at the University of Southern Denmark and Spice Netzwerk organized the trip.

Student entrepreneurs from Denmark, Germany, China, India, Vietnam, Iceland, Brazil, Uzbekistan

and Switzerland met up in Berlin. And as different the places, the young entrepreneurs came from, as different were their business ideas.

- "They have some very different and creative ideas from an app that helps small organic food producers with marketing to bags made of recycled sailcloth, the extraction of electricity from waste heat, and tools to help children learn to play the piano," says special consultant IDEA, Lone Toftild.

- "We learn - among other things - to make a short pitch of our business idea. It's hard when you have to take the whole idea that you have worked with for a year or more, and then explain the essential parts in only 3 minutes. It is a huge challenge " explains Sune Hjort, who is studying civil engineering at University of Southern Denmark. Sune Hjort develops technologies in renewable energy that transform waste heat into electricity.

The students also got an insight to prototyping when they visited Fab Lab. They will also visit Telekom's incubator that invests in entrepreneurs at an early stage and offer them coaching and mentoring.

A New, Stronger RoboBusiness Europe is Born

Blue Ocean Robotics and EH Publishing have joined forces to create an independent business, RoboBusiness Europe, headquartered in Odense, Denmark



1-3 JUNE 2016

1-3 JUNE

CONFERENCE, EXHIBITION
MATCHMAKING

1 JUNE

ONSITE VISITS, DRONE SHOW

This newly formed company will provide the established RoboBusiness Europe conference with the resources they need to invest more into

the major global event, resulting in an even stronger, more influential resource for the European Robotics Market.

RoboBusiness Europe is an annual, executive level event for the robotics industry, where companies, end-users, researchers and venture capitalists from around the world come together for three days of intense knowledge-sharing, networking and relationship building. Made up of both a conference and exhibition element, the event provides value and opportunity for large and small companies alike, as well as other organizations in the industry.

Leading the newly formed RoboBusiness Europe is Marianne Andersen. With a background in International Marketing, Business Development and Innovation, Andersen has extensive experience in the surgical robotics area. She has worked with Intuitive Surgical, the largest surgical robotics company, as well as various startups in the surgical robotics area.

RoboBusiness Europe is headquartered in Odense, Denmark because of the city's unique cluster of robotics companies and leading field research in the area. "The decision to separate RoboBusiness Europe as an independent company, and be able to dedicate more resources to it, gives this event the power to be a major force in the global robotics field. It provides a great opportunity to spread robotics technologies and enhance business opportunities in the industry," says Marianne Andersen. "I am looking forward to working closely with the various stakeholder. Their success is our success."

About Blue Ocean Robotics ApS

Blue Ocean Robotics is a leading provider of emerging robotic solutions and services that improve the quality of life, working environments and productivity for humans. Established in 2013, today there are 90 employees working within 12 companies across the US, Europe and Asia.

About EH Publishing

EH Publishing is an integrated media company and the leading provider of independent business and consumer content and information serving the consumer, commercial & custom electronics, security, information technology, house of worship, pro audio, robotics, and supply chain markets through multimedia publications, websites, newsletters, and expos. EH provides resources to millions of professionals and consumers worldwide.

Between Taste and Innovation, for Tuscan excellence in the food sector



Creating a quality showcase and a sort of “Small Local Polo of Taste” to promote the typical local elements of Pisa, through the use of new communication technologies and of smart cities tools.

The “Vetrina delle Qualità” is the idea born from the partnership between Ponsacco, a small municipality in the Province of Pisa, and the Technology Park of Navacchio to enhance the uniqueness and originality of food products, investing in the creation of an integrated system, of equipped and qualified services,

to revitalize the local economy and increase youth employment through the creation of new start-ups, thanks to the contributions that young companies can get from Regione Toscana.

The goal is to create a “Small Smart City of Taste”, where technologies and human skills come together in a creative way and communities themselves become bearers of “taste innovation” to improve the quality of life of those living in Pisa and of those who might spend just a weekend there.

Discovering the history, origin, production techniques, organoleptic characteristics and the correct combinations of pasta, cheese, wine, simply framing a QRcode or RFID tags through augmented reality; buying online and picking up the goods in the store or receiving them at home; using SmartPay systems to pay quickly and safely with your smartphone; receiving notifications on offers, initiatives and events; stay connected and using the services 24 hours a day through a network of open access hotspots. These are just some examples of what might be possible to do in the very near future as part of the project “Vetrina delle Qualità”.

Technology, facilitating communication and usability, can help citizens and tourists to get closer to the natural heritage of the area, even in smaller towns, discovering real “taste tours” related to the activities which will become part of the “diffused incubator” because Innovation is also in taste.

*For more information about the ENDuRE project, please visit our website
www.endureproject.eu or e-mail us at: info@endureproject.eu*



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INTELLIGENT INNOVATION