

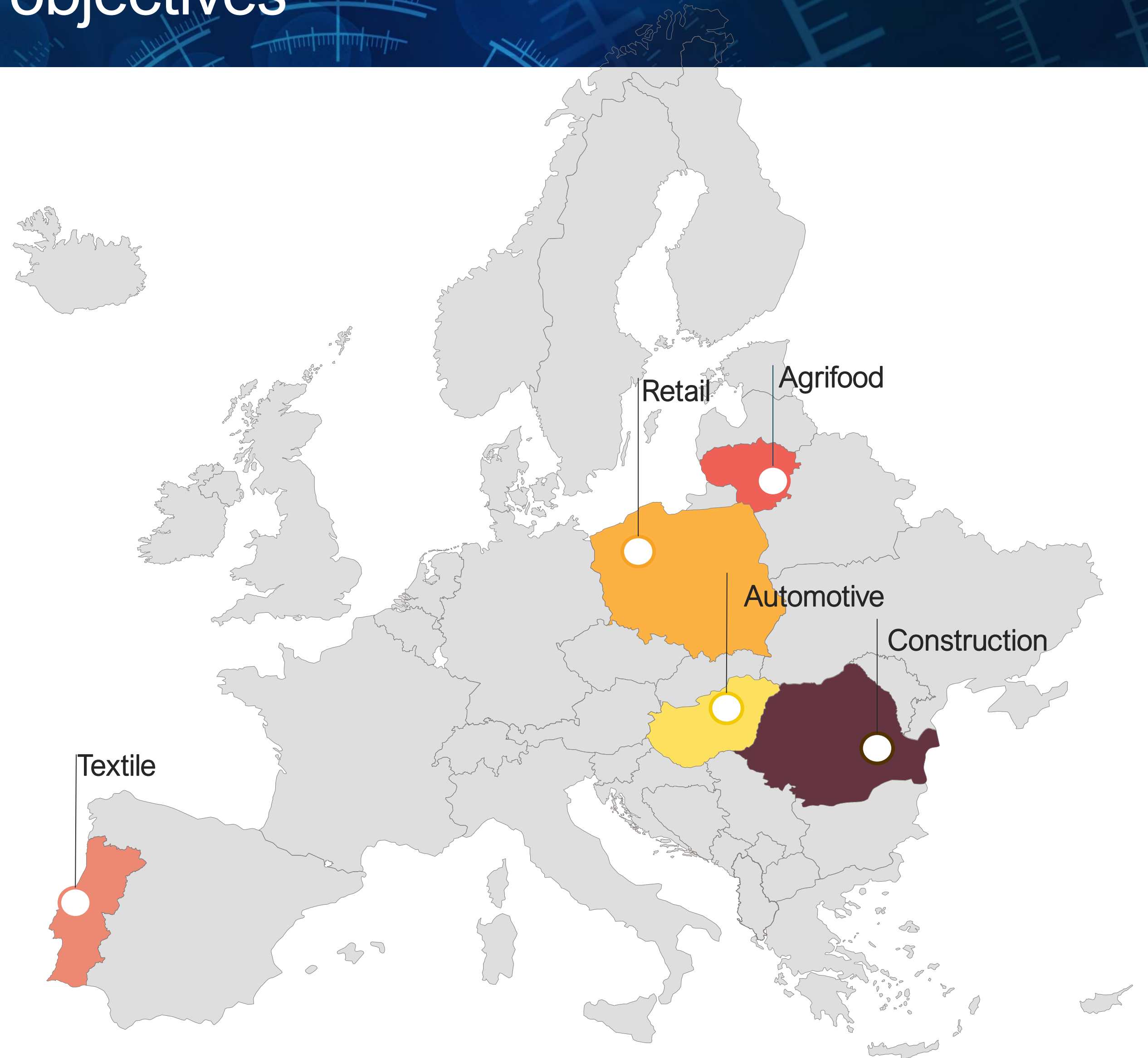
Introducing the Smart Industrial Remoting study

Smart Industrial Remoting: remote working in non-digitalised industries – Pilot Project

Study objectives

Delivering **user-friendly** and **targeted advice** on **digitalisation** for 5 industries in 5 EU countries:

- Construction in Romania
- Textile in Portugal
- Retail in Poland
- Automotive in Hungary
- Agrifood in Lithuania



Study approach



1. Gap analysis

- As-is state of digitalisation
- Factors influencing digitalisation
- Gap Analysis workshop
- Gap analysis report



2. Problem identification

- 2-3 problems per country-industry pairing
- 1-3 company examples per country-industry pairing
- Problem identification report



3. Best practices identification

- 42 company case studies in 5 industries
- 8 cross-cutting best practice principles
- Best practices workshop
- Best practice collection report



4. Company digitalisation pilots

- Support for 5 digital interventions in companies
- Analysis of lessons learned and 27 horizontal takeaways
- Digitalisation pilots workshop
- Digitalisation pilots report



5. Toolbox development

- Digitalisation toolbox with best practices and recommendations



6. Dissemination & promotion

A series of workshops to gather stakeholder feedback and raise awareness about our findings

Find out more about the study at the [EDIH Knowledge Hub](#).

The study team

PPMi

&

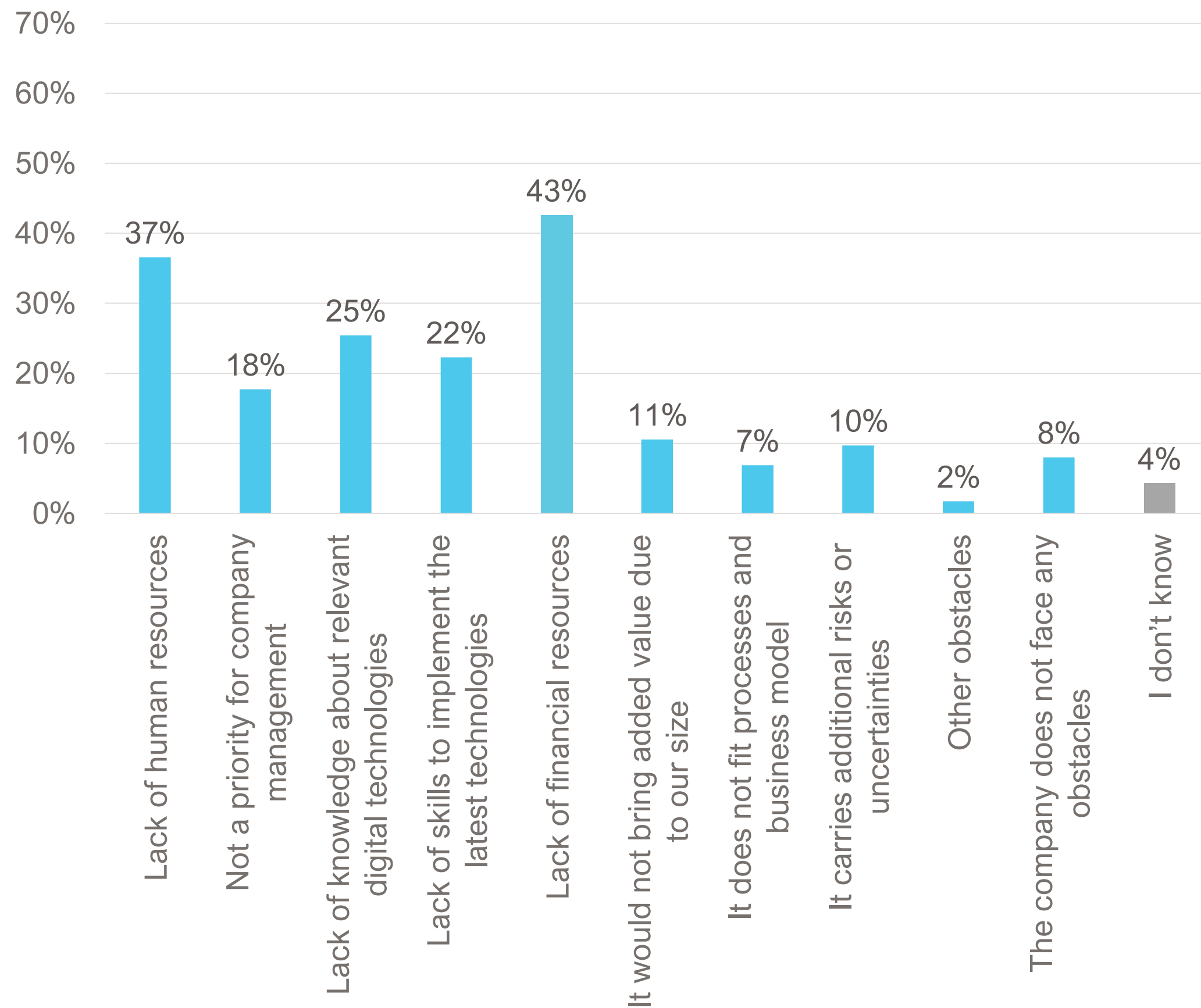
Digital Innovation Hubs

AgriFood **DIH**
Lithuania



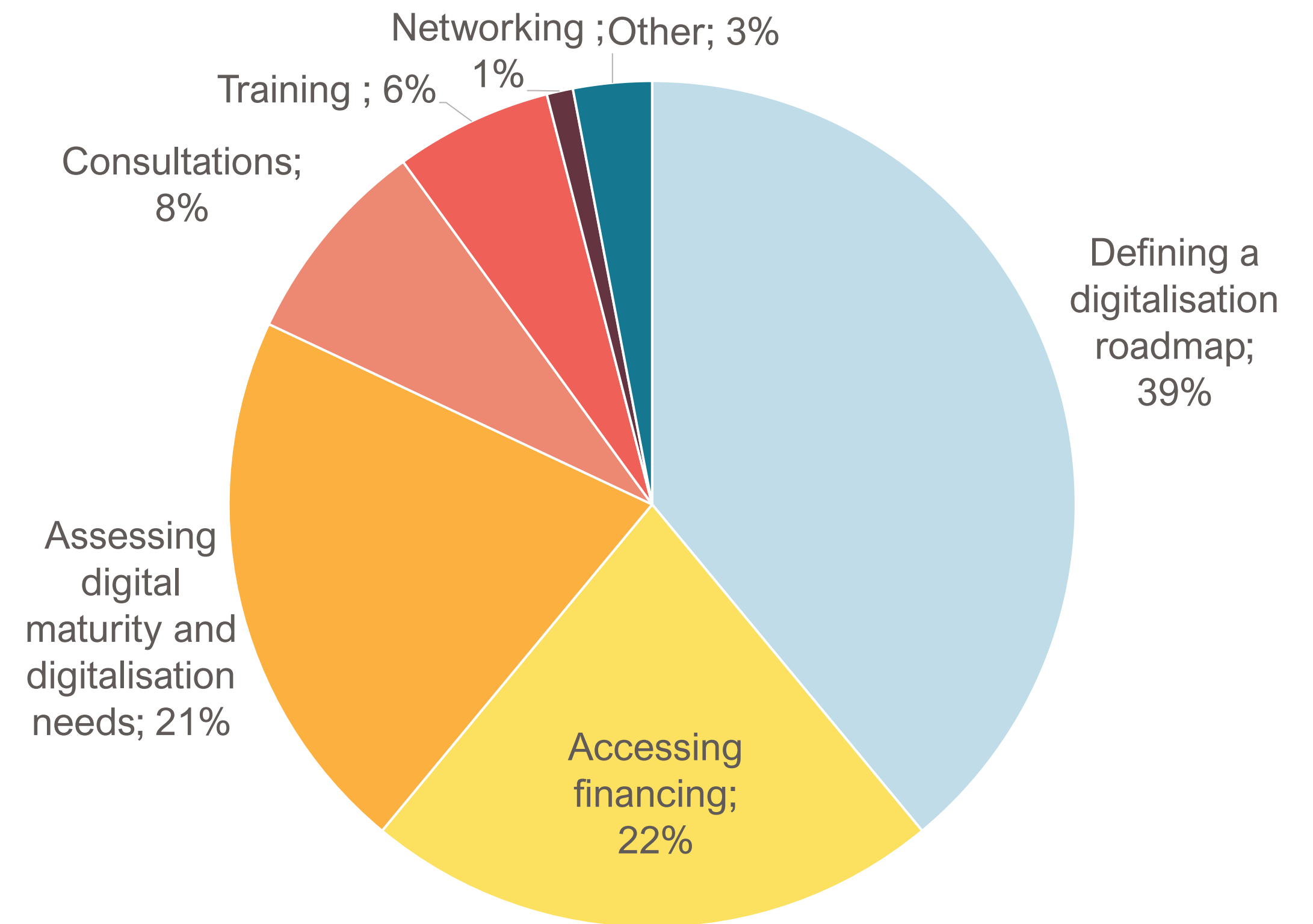
How EDIHs can help companies overcome barriers to digitalisation

In your opinion, what are the main obstacles your company faces in adopting digital technologies?



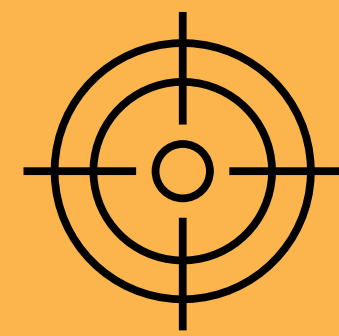
Survey conducted for the Smart Industrial Remoting study, N=350

What types of EDIH support are most important for companies?



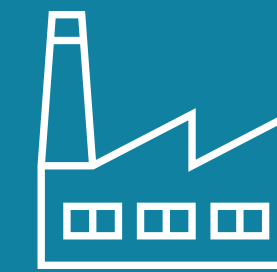
Survey of the audience conducted during 2023 Annual EDIH Network Summit, N=119.

Summary of the piloting phase



Objective

Test digitalisation good practices in a real-world context and contribute to the development of a Digitalisation toolbox



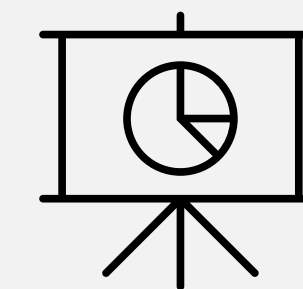
Selection

5 SMEs (one in each country-industry pairing) were selected.



Results

All companies improved their DMA scores during the piloting phase; 27 horizontal takeaways were identified



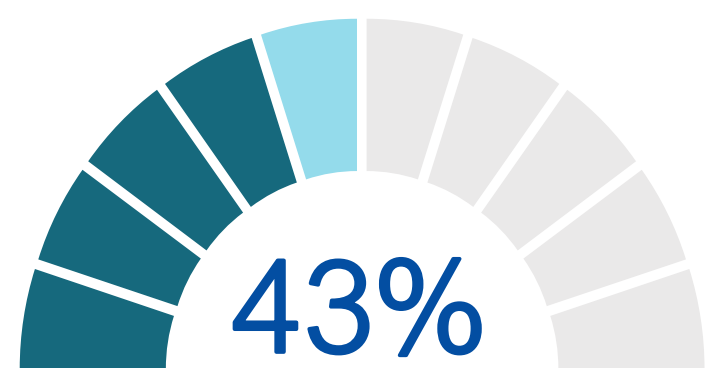
6 months

Piloting took place between October 2022 and March 2023 and companies were supported and monitored by DIHs and the study team.

The five digitalisation pilots

Matro Gépgyártó Kft. (HU)

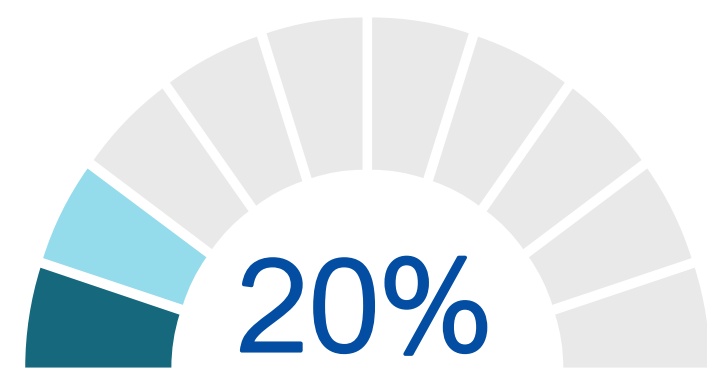
50 data collection systems are installed, improving troubleshooting, and reducing unit cost and production time



(+3pp)

Surfoteka (PL)

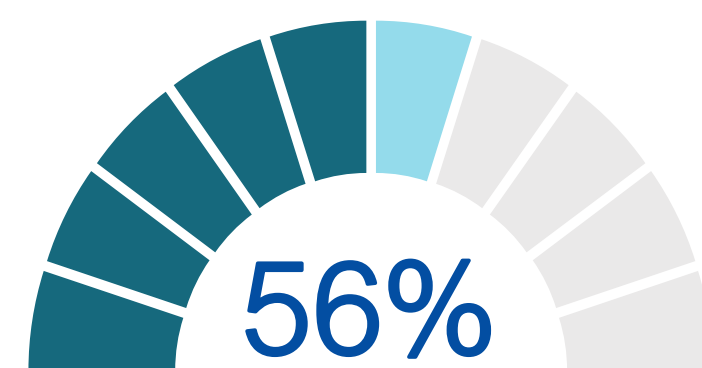
All sales databases are integrated and order processing is streamlined, reducing errors and boosting efficiency



(+12pp)

Unifardas (PT)

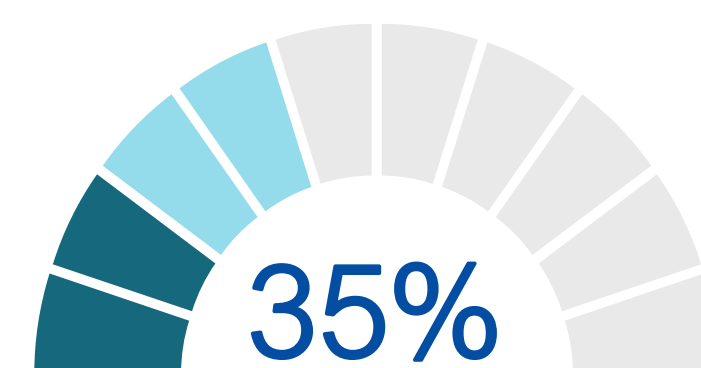
A parametric model is built for one of the products and an order platform is launched automating the final price calculation



(+2pp)

50 Acres of Work and Joy (LT)

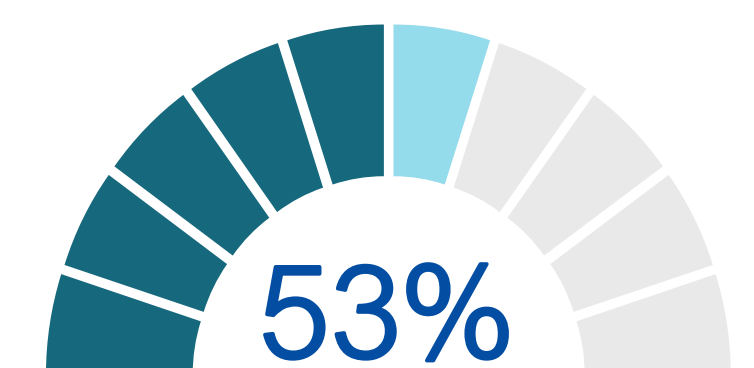
A quantity and quality farm management system AgroSmart is implemented, digitalising procurement, planning and monitoring



(+19pp)

UNITH2B (RO)

Procedure for BIM model development is improved, new BIM collaboration method is learned, and new BIM use cases are being implemented



(+3pp)

 Inception DMA score

 DMA score improvement after the 6-month pilot

Case study of a small farm in Lithuania

Smart Industrial Remoting: remote working in non-digitalised industries – Pilot Project

50 Acres of Work and Joy: case for digital intervention



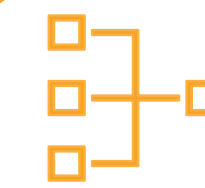
Company profile

50 Acres of Work & Joy is a zero-waste farm founded in 2022. Rather than discarding left-over fruits, vegetables and herbs, the farm creates unique products using their own locally sourced ingredients that would otherwise go to waste.



Incentives to digitalise

- Family-run farm with low digital skills.
- Most management and planning-related activities were done manually.
- Interest in having a more streamlined farm with better crop and client management tools.



The chosen solution

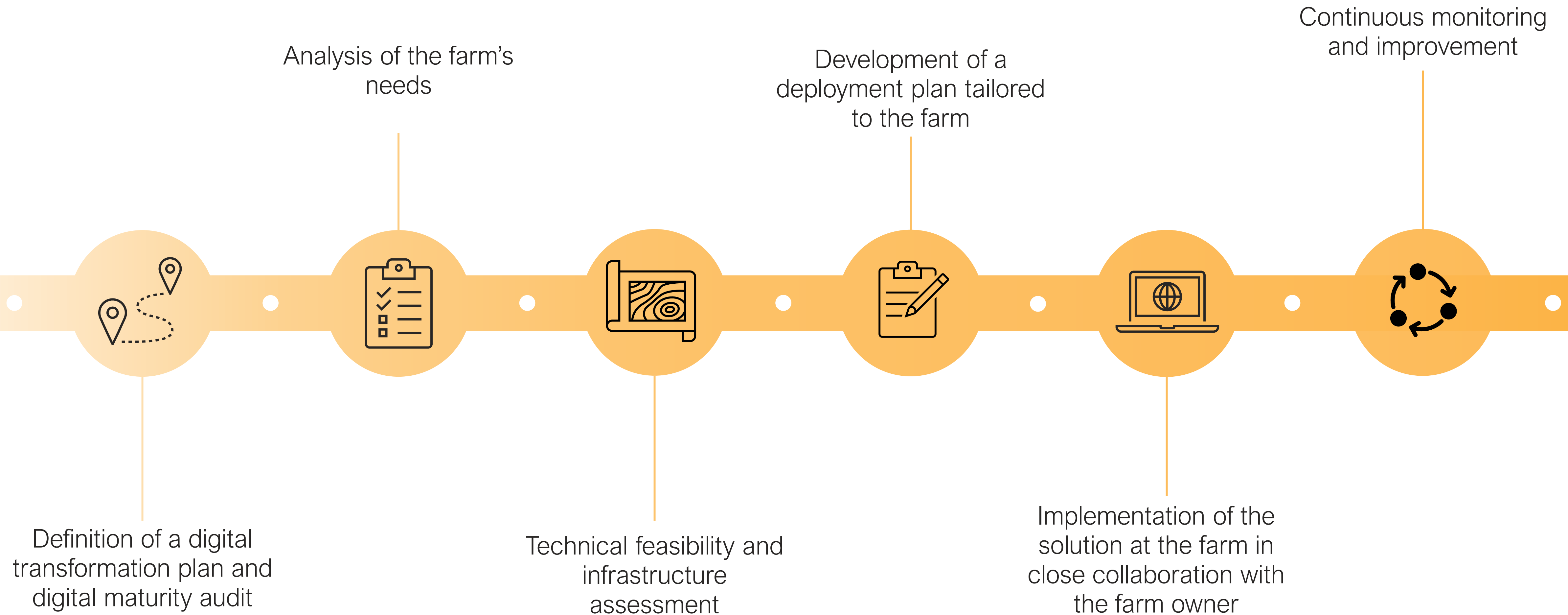
- The AgroSmart farm management software.
- Functionalities: production forecasting, farm map, agrochemical planning, managing operations and accounting.
- The first time the solution was implemented in a micro-farm.



Hub's role

- The AgiFood LT hub worked closely with the service provide Art21 to implement the solution on the farm.
- Mediating the technical consultations with the service provider.
- Supporting the farm in grasping the benefits of the technology.
- Supporting the farm owner in mapping and uploading the data into the software.

50 Acres of Work and Joy: intervention plan



50 Acres of Work and Joy: results & lessons learned

Results



Mapping of relevant data (farm-related, accounting, suppliers, crop planning)

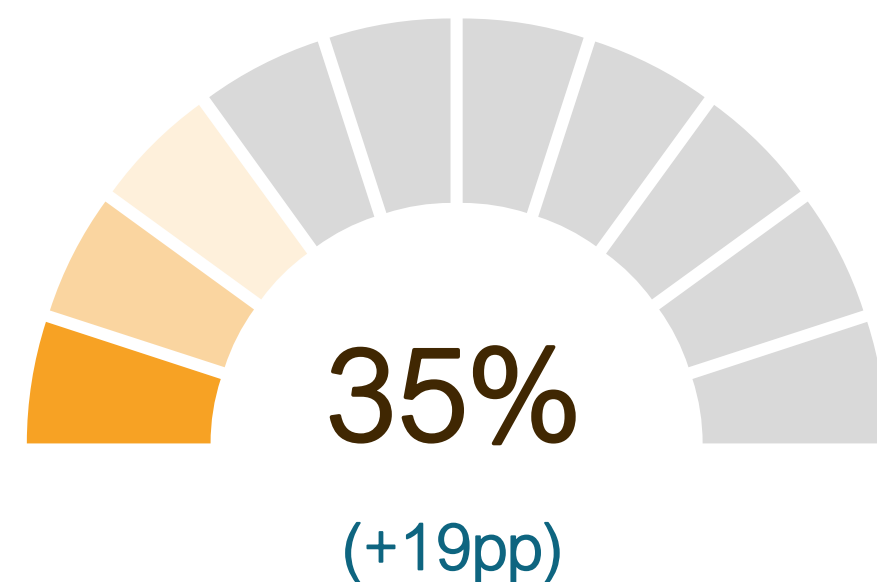


Yield planning with the help of the system



Willingness to pursue further digitalisation opportunities

DMA score



Lessons learned



Hub's persistence and tailored support played a key role in encouraging the farmer to use the system



Mapping and upload of data into the system: a step that required the most time



User manuals are not enough: the farm owner needed a lot of 1-on-1 training



Positive digitalisation spillover: the farm is now a participant in another pilot

Conclusion and Q&A

Smart Industrial Remoting: remote working in non-digitalised industries – Pilot Project

Study outputs

Publications

Gap Analysis
report



Problem
Identification
report



Best Practice
Collection report



Digitalisation
pilots report



See the study page [here](#).

Insights

- Barcevičius, Gabaliņa, Golušin & Kudzmanaitė, Oleksandra Yevdokymova (2023). **Six steps to plan a successful digital transformation**. Available [here](#).
- Gabaliņa, Kudzmanaitė & Yevdokymova (2023). **Unlocking the potential of technology: best practice principles for SME digitalisation**. PPMI. Available [here](#).
- Gabaliņa, Kudzmanaitė, & Yevdokymova (2022). **Accelerating European industry digitalisation: challenges ahead**. Available [here](#).

Workshop takeaways:

- [European industry digitalisation – the challenges ahead](#), 28 June 2022
- [European Industry Digitalisation: making best practice a reality](#), 10 November 2022
- [Unlocking the business potential of digitalisation: lessons from five industrial SMEs](#), 26 April 2023
- [Presentation at the EDIH Network Summit](#), 1 June 2023

Thank you!

Contacts:

barbora.kudzmanaite@ppmi.lt

ruta.gabalina@ppmi.lt