



6TH GAZELLE ACCELERATOR
ONLINE PROGRAMME EVENT

END-USERS
DIRECTORY

SEPT > DEC 2022



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**Gazelle Accelerator was born from a simple analysis :
European technology-based companies have a high growth
potential but their expansion is often hindered by the industrial
fragmentation and by their lack of visibility on the European
market.**

Therefore, Gazelle Accelerator, business acceleration activity of EIT Manufacturing, aims at supporting existing technology-based companies, SMEs and start-ups ; by accelerating their international business and innovation capacities. Gazelle Accelerator will provide SMEs and start-ups with the network and support they need to expand and become the future European Gazelles.

**Uses cases identified are challenges in manufacturing companies
in the Industry 4.0 topic.**

The aim of this brochure is to provide a business profile overview of the End-Users interested by innovative SMEs and start-ups that will participate to our 6th Gazelle Accelerator matchmaking event.

Enjoy the reading!

PROJECT PARTNERS

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GAZELLE ACCELERATOR'S TEAM IS MADE UP OF INDUSTRIAL, RESEARCH AND ACADEMIC PARTNERS.

COMPLEMENTARY EXPERTISE WILL BE USED TO GRADE UP AND ACCELERATE PROMISING START-UPS OR SMES THROUGH OUR AMBITIOUS SUPPORT PROGRAMME.



Aerospace Valley

Aerospace Valley is world's first aerospace cluster, dedicated to the strategic sectors of Aeronautics, Space and Drones, in France. With its 5 excellency ecosystems – Embedded and Communicating Systems, Structures and Mechanical Systems, Propulsion and Embedded Energy, Data and Artificial Intelligence, Products and Services for the Industry, Aerospace Valley drives a supportive, competitive and attractive community, aimed at fostering innovation in view of growth. Ranking among the top three clusters for the performance of its cooperative R&T projects (among which 580 have already been financed),

Aerospace Valley is in charge of animating a dynamic network of international reputation, composed of 850 members (companies, research and training centres, universities and schools, local authorities). Aerospace Valley has as a mission to support the development of the aerospace sector and to increase its competitiveness. To achieve this a critical task is to promote introduction of advanced manufacturing technologies which will improve the competitiveness of the European industry.



LINPRA

LINPRA - Engineering Industries Association of Lithuania. LINPRA is an independent business organisation, representing Lithuanian engineering industry, interests of companies, working in metal, machinery and equipment, electromechanics and electronics, plastics and rubber industry on international and national level.



RoboHouse

RoboHouse is a centre for robotics, headquartered in Delft, Netherlands. RoboHouse is powered by the Robotics Institute of Delft University of Technology. RoboHouse aims to facilitate collaboration between researchers, governments and enterprises. Currently, RoboHouse is looking to attract robotics companies and researchers in the field of robotics in order to facilitate this collaboration.





LMS

The Laboratory for Manufacturing Systems & Automation (LMS) is oriented on research and development in cutting edge scientific and technological fields. LMS is involved in a number of research projects funded by the CEU and European industrial partners. Particular emphasis is given to the co-operation with the European industry as well as with a number of “hi-tech” firms. LMS is organized in three different groups : 1) Manufacturing Processes Modelling and Energy Efficiency, 2) Robots, Automation and Virtual Reality in Manufacturing, 3) Manufacturing Systems and it has a fully equipped machine shop that contains high payload industrial robots, collaborative robots and machine tools.



FAST TRACK ACTION (PORTUGAL)

Fasttrack Action is a subsidiary company of Fasttrack Ventures, an early-stage investment fund that invest in early-stage digital & deep-tech companies. FTA is dedicated to providing support to startups launching and growing their business, including:

1. Finding the most appropriate funding scheme (private, public or a combination)
2. Developing strategic business plans and innovation strategies
3. Mentoring, coaching, networking events and portfolio management.



ATOS (BELGIUM)

Atos is the global leader in secure and decarbonized digital with a range of market-leading digital solutions along with consultancy services, digital security and decarbonization offerings; an end-to-

end partnership approach. A net-zero pioneer in decarbonization services and products, our commitment to the future extends to carbon-neutrality for our organization as well as our clients and partners. Together, we’re a force pushing the boundaries of scientific and technological excellence to ensure that everyone can live, work and thrive sustainably in a secure information space. Supported by the talent and diversity of 107,000 employees in 71 countries, we generate an annual revenue of €11 billion.



FONDAZIONE GIACOMO BRODOLINI (ITALY)

Fondazione Giacomo Brodolini is a group that includes Fondazione Giacomo Brodolini, a non-profit organisation that deals with cultural and research activities on the subject of work and social inclusion, and Fondazione Giacomo Brodolini Srl SB (Benefit Corporation) that carries out projects and studies and offers consultancy and advanced training services.

FGB’s work is deeply rooted in the values of social inclusion, local cohesion, sustainability, and digital innovation for economic growth, equal opportunities, and access to the job market through skills development, gender equality, and cultural diversity advocacy, civic participation for local development.



European manufacturing accelerator

Gazelle Accelerator in a nutshell

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6



97

SMEs and start-ups integrated into the programme in 2020



18

Countries covered in Europe



150

Qualified business or finance analysis delivered



40

Uses cases & challenges identified with industrial corporates



130

Connections made between SMEs and corporates and/or investors

BUSINESS PROFILES OF END-USERS INTERESTED BY INNOVATIVE SMES AND STARTUPS AND THEIR CHALLENGES





Company identification

Name : Matra Electronique

Website : www.matra-electronique.com



Company history

Year founded : 1954

Number of employees : 420

Locations : France

Turnover 2020 : 3,6 billions €



Company presentation

Matra Electronique is a French provider of mission-critical electronics. Matra Electronique is a subsidiary of the European MBDA Group with over 40 years' solid experience in the design and manufacture of high-tech electronic assemblies.



Company interests for the Gazelle Accelerator programme

They are curious to meet and discover new innovative companies, particularly in AI, data analysis, IoT, virtual reality, augmented reality, robotics and agile manufacturing and more specifically in the following areas :

- Human-robot collaboration in electronic assembly (mounting, to assemble components on PCB..)
- Connected tools for production (screwing, tightening..)
- Reliable manufacturing in electronic assembly





Company identification

Name : Airbus Defence and Space

Website : <https://www.airbus.com/en>



Company history

Year founded : 2014

Number of employees : 40 000

Locations : 35 countries

Turnover 2020 : 10.8 billion



Company presentation

Airbus Defence and Space is a division of Airbus responsible for defence and aerospace products and services. The division was formed in January 2014 during the corporate restructuring of European Aeronautic Defence and Space (EADS), and comprises the former Airbus Military, Astrium, and Cassidian divisions.[5] It is the world's second-largest space company after Boeing and one of the top ten defence companies in the world.



Company interests for the Gazelle Accelerator programme

- Analytics and AI
- Internet of Things platforms
- Location and tracking technologies
- Additive manufacturing
- Collaborative and mobile industrial robots
- Contactless measurement
- Perception and detection technologies





Company identification

Name : CGI

Website : www.cgi.com



Company history

Year founded : 1976

Number of employees : 77 500

Locations : 28 countries

Turnover 2020 : 16 billions €



Company presentation

CGI a Canadian company among the largest IT and business consulting services firms in the world. Their mission is to help accelerate returns on IT and business investments.



Company interests for the Gazelle Accelerator programme

They are curious to meet and discover new innovative companies especially in monitoring solutions, data continuity, digital twins, automatisisation (as RPA), assembly machines, cybersecurity, robotics, IoT and computer vision

- Analytics and AI
- Internet of Things platforms
- Location and tracking technologies
- Software for business (ERP, MES)
- Additive manufacturing
- Cybersecurity
- Simulation, augmented and virtual reality
- Collaborative and mobile industrial robots
- Perception and detection technologies
- Other topics in manufacturing & Industry 4.0





Company identification

Name : Continental

Website : www.continental.com/en/



Company history

Year founded : 1871

Number of employees : 233 000

Locations : 60 countries worldwide

Turnover 2020 : 37,7 billions €



Company presentation

Continental is a German multinational automotive parts manufacturing company specializing in brake systems, interior electronics, automotive safety, powertrain and chassis components, tachographs, tires and other parts for the automotive and transportation industries.



Company interests for the Gazelle Accelerator programme

- Analytics and AI
- Location and tracking technologies
- Additive manufacturing
- Simulation, augmented and virtual reality
- Collaborative and mobile industrial robots
- Perception and detection technologies (Camera 3D)
- Other topics in manufacturing & Industry 4.0





Company identification

Name : Intersurgical UAB

Website : www.intersurgical.com/



Company history

Year founded : 1980

Number of employees : 865

Locations : All over Europe

Turnover : 213.2 million €



Company presentation

Intersurgical is a **global designer, manufacturer and supplier of a wide range of medical devices for respiratory support**. We provide flexible patient solutions for airway management, anaesthesia, critical care, and oxygen & aerosol therapy for use within emergency care, hospitals and also in the home.



Company interests for the Gazelle Accelerator programme

- Analytics and AI
- Internet of Things platforms
- Location and tracking technologies
- Software for business (ERP, MES)
- Additive manufacturing
- Cybersecurity
- Simulation, augmented and virtual reality
- Collaborative and mobile industrial robots
- Perception and detection technologies
- ...Other topics in manufacturing & Industry 4.0





Company identification

Name : ENI S.p.A

Website : www.eni.com



Company history

Year founded : 1953

Number of employees : 30 775

Locations : 68 countries worldwide

Turnover : 44 billion €



Company presentation

Eni is a global energy company, active at every stage of the value chain: from natural gas and oil to co-generated electricity and renewables, including both traditional and bio refining and chemicals. They operate at all levels of the market, right down to the end user. By 2050, all our products and processes will be fully decarbonized, thanks in part to CO₂ capture and storage initiatives as well as forest conservation projects.



Company interests for the Gazelle Accelerator programme

- Analytics and AI
- Internet of Things platforms
- Location and tracking technologies
- Software for business (ERP, MES)
- Additive manufacturing
- Cybersecurity
- Simulation, augmented and virtual reality
- Collaborative and mobile industrial robots
- Perception and detection technologies
- ...Other topics in manufacturing & Industry 4.0





Company identification

Name : Aernnova

Website : www.aernnova.com/en/



Company history

Year founded : 1986

Number of employees : 4535

Locations : Spain, UK, China, Bulgaria, Brazil, Mexico and USA

Turnover 2020 : 700 millions €



Company presentation

Aernnova is a Leading Aerostructures Company specialized in the design and manufacturing of aerostructures and components such as wings, empennages and fuselage sections.



Company interests for the Gazelle Accelerator programme

They look for solutions for an automatic and fast control of the shape of raw products between 100mm and 3000mm long. The solution should be fast and should not require tools or fixed positions for the products.

Looking for solutions with TRL8 or TRL9



FAST INSPECTION OF HOLES IN A ROBOTIC CELL

Description of the challenge

One of the most critical activity is to drill materials in the aerospace assembly to make sure that there is no damages on the structural joint. So the drilled holes have to be checked in different ways:

- Visual, looking for burned materials, burrs
- NDT, for flacking and delamination on composite materials...
- Measurement of the perpendicularity and diameter.

It is a long lead time activity when the drilling process is performed by a Robot and the measurement is done by the operator.

The challenge is to create a measurement system to capture, analyze and report OK / NO OK as soon as the Robot finishes the hole and giving back to it the go ahead for the next one. The lead time should be around 1 second.

Characteristics to be measured:

- Hole diameter tolerance (typically +/- 0,008mm),
- Hole perpendicularity (+/-0,5°),
- Countersink depth (+/-0,05mm)

EIT Manufacturing Flagship:

Smart recording of Key Characteristics.

Technology Readiness Level

TRL 8&9





Company identification

Name : COLLINS AEROSPACE

Website : www.collinsaerospace.com/



Company history

Year founded : 2018

Number of employees : 68 000

Locations : 300 countries

Turnover : 1.47 billion



Company presentation

From the smallest details to the highest pursuits, Collins Aerospace is dedicated to redefining aerospace. With their customers, they relentlessly tackle the toughest challenges in their industry. And, every day, they imagine ways to make the skies and the spaces we touch smarter, safer and more amazing than ever. Together, they chart new journeys and reunite families. They protect nations and save lives.



Interested to meet start-ups/SMEs in the following areas

- Green factory,
- Energy saving,
- Next energy source generation for industry,
- Climate risk for aeronautic industry





Company identification

Name : LIEBHERR AEROSPACE TOULOUSE

Website : www.liebherr.com



Company history

Year founded : 1949

Number of employees : 48 049

Locations : 50 countries

Turnover : 11,75 billions



Company presentation

The Liebherr Group is a family-run technology company with a broadly diversified product portfolio, which includes a total of 13 product segments. The creative exchange between the segments promotes the development of innovations and visionary technologies, fascinating products and services, which make a real difference.



Interested to meet start-ups/SMEs in the following areas

- **Simulation**, augmented and virtual reality
- **Collaborative and mobile industrial robots**
- Analytics and AI
- Location and tracking technologies
- Perception and detection technologies





PACKAGING EMIGRATION BY GEROVÉ



Company identification

Name : Packaging Emigration by Gerové

Websites :

www.packagingemigration.com/en
Packaging Emigration



Company history

Year founded : Gerové - 1991

Packaging Emigration - 2012

Number of employees : 55

Locations : Lithuania

Turnover 2020 : 4,4 millions €



Company presentation

Packaging Emigration is one of the largest polyethylene products producer, recycler and wholesale operator in the Baltic States. Their products portfolio includes carrier bags, sleeves and garbage bags. They are an official European Union importer of polyethylene waste for recycling.



Company interests for the Gazelle Accelerator programme

They look for solutions for 2 specific challenges :

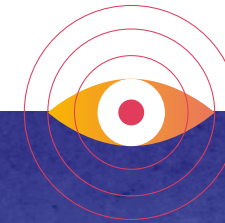
For the robotization of the production of plastic garbage bags

For the integration of a connection between the personnel program and production program for data exchange

Looking for solutions with TRL6 or TRL7



Gazelle Accelerator 6th edition Timeline



B2B meetings

MARKET AND INDUSTRIALS DAYS
FROM 14.11 > 02.12

B2F meetings

INVESTORS AND FINANCE DAYS
FROM 14.11 > 02.12

Collaboration meetings

VALUE CHAIN DEVELOPMENT DAYS
FROM 14.11 > 02.12

FOLLOW-UP
05.12 > 03.03.23

- > Start-ups and SMEs
- > Industrials
- > Investors
- > Contracts signatures (offers, sales, NDA...)

11.11
Deadline for A2M
& A2F video pitch
recording

20.10
Investment
Workshop 2H

13.10
Innovation
Workshop 2h

10.10
Kick-off
Meeting

COMMUNITY BOOSTER CAMP DAYS
10.10 > 11.11

11.10 > 14.10
Mentorship
Part.1
Self-Assessment

17.10 > 21.10
Mentorship
Part.2
Action Plan

24.10 > 10.11
Coaching
Sessions
A2M + A2F



Matching manufacturing
challenges with innovative
solutions.



THANK YOU FOR YOUR ATTENTION :)

www.gazelle-accelerator.eu

