



# European manufacturing: Leading and shaping our competitive future

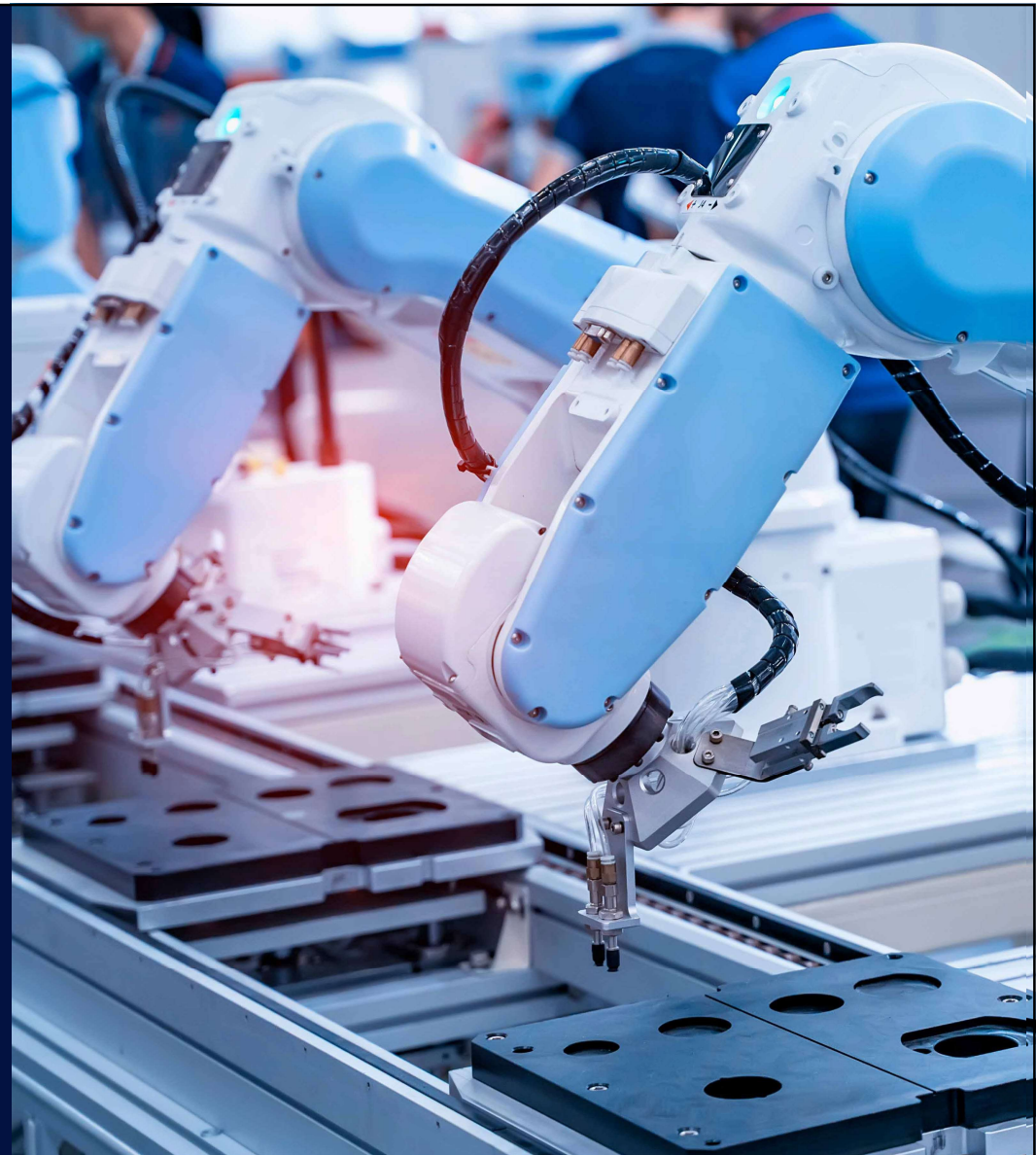
**Andreas Gams**  
**Ecosystem & Key Account Manager**

March 2025



Co-funded by the  
European Union

[eitmanufacturing.eu](https://eitmanufacturing.eu)



# Pan-European with local presence

● Headquartered in Paris

Six regional offices covering  
all European countries:

■ Central Region  
Darmstadt

■ East Region  
Vienna

■ North Region  
Gothenburg

■ South Region  
Milan

■ South-East Region  
Athens

■ West Region  
San Sebastian

Ⓜ<sup>+</sup> 150+ employees



# EIT Manufacturing is accelerating transformation by business

## 01

### Broadening network and collaboration

- Networking & community building
- Finding commercial and technology partners
- Learning expedition

## 02

### Boosting viable innovation

- Funding of innovation projects
- Support in Tech Transfer
- Tech Radar & Business Intelligence
- Access to Ideation Challenge

## 03

### Developing skills and competences

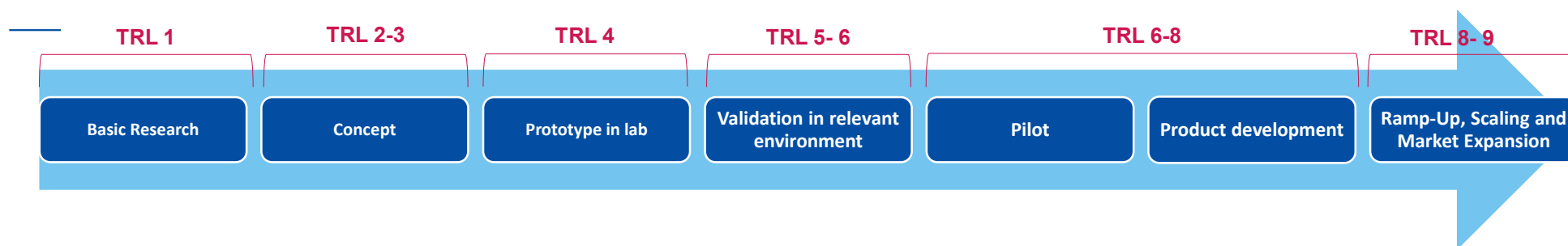
- Funding and support for training development
- E-learning platform
- Professional training for customers
- Master & Doctoral School programmes
- Placement of international talents

## 04

### Accelerating sustainable growth

- Innovation Funding and Investment Catalyst
- Access to other funding programmes

# EIT Manufacturing: The accompanying partner from idea to successful sales



## Empowering Innovation Across Europe!

<b>Launch &amp; Scale:</b>	Expert support for Startups and Spin-offs
<b>Smart Funding/Investment:</b>	Unlock funding and investment opportunities across the entire TRL chain
<b>EU Partnerships:</b>	Navigate European Calls (Horizon, Interreg, Erasmus+) with ease
<b>Strategic Connections:</b>	Identify and acquire key partners
<b>Lead the Market:</b>	Generate leads and access Europe's industrial ecosystem

# EIT Manufacturing: Innovation + Collaboration = Business Success

Innovation Maturity	TRL	Goal by the end of the support		EIT Manufacturing offering = COLLABORATION	
Concept	TRL 2-3	INNOVATION IDEA	Conceptualize innovative solution, develop the idea and be able to effectively pitch it.	Funding, Investment, Industry Connections, Partner Aquisition, Market Intro, Mentorship, Training	✓ Hands-on experience ✓ Develop entrepreneurial mindset ✓ Early access to real-life challenges ✓ Pitch preparation
Prototype in Lab	TRL 4	TECH PROTOTYPE	Demonstrate the <b>feasibility of a technology</b> , limited in scale, complexity and executed in a <b>controlled environment</b>		✓ Identify market opportunities ✓ Guidance on IP Registration ✓ Support in preparing a Business Model ✓ Advance in prototyping
Validation in relevant environment	TRL 5-6	TECH VALIDATED	Demonstrate the <b>feasibility of a technology</b> , limited in scale, complexity and executed in a <b>controlled environment</b>		✓ Results valorization ✓ Technology development and validation ✓ Market Research and Competitor Analysis ✓ IP Strategy Development ✓ Creation of new legal entity
Pilot	TRL 6-7	POC COMPLETED	Move from a validated technology to a small but <b>functioning version of the solution</b> to prove scalability, usability, and impact in an <b>operational setting</b> .		✓ Real-world pilot testing ✓ Technology refinement ✓ Early customer Engagement ✓ BM Validation and Competitor Analysis ✓ IP Exploitation Strategy
Product Development	TRL 7-8	PRODUCT MARKETED	Develop and deploy MVP or upgrade existing product to satisfy customers' needs and industrialize the solution, preparing to scale		✓ Scalability Assessment ✓ MVP Development, Testing and Validation ✓ Industrialization
Ramp-Up, Scaling and Market Expansion	TRL 8-9				✓ Product Upgrade, Diversification and Technology Integration ✓ Access to Market Support ✓ Business Intelligence ✓ Access to Additional Funding



# Thank you!

[andreas.gams@eitmanufacturing.eu](mailto:andreas.gams@eitmanufacturing.eu)

[eitmanufacturing.eu](https://eitmanufacturing.eu)

