

## The role of Industrial SMEs in the Future Internet Initiative

Tekniker IK4 is a technology research centre focused on helping the industrial sector to harness the innovative potential of technology to increase its competitiveness. We voice in this position paper some of industry technological research demands in the creation of a Future Internet Initiative. The nature of our basic and applied research collaborations with SMEs and Large Enterprise across Spain conditions the answers to the five questions posed by this workshop's Organising Committee.

Whereas we understand the potential of large scale experimentation scenarios to start building the FI platform, we have not seen so far the interests of SME organisations beyond the key sectors, taken into account when designing this type of use cases. Ideally we would like to see first, the requirements of SME size businesses specifically addressed, understood and reflected on the core platform definition and in all use cases. European industry, lively and flexible, can potentially extend their innovation and their business capabilities by taking advantage of blanket internet coverage across the continent in a very short period of time.

The technologies that will make this happen need to be able to handle the intensive data environments that these sectors work in, its production and storage and to make the transition between information and decision making. Interoperability of systems, the capacity to link physical and digital objects and its associated information, real time diagnosis of situations and activities, advanced analysis and visualisation of relevant information for different stakeholders and in general developing solutions that *lead to take action*, are all problems – technology, built environment and people related, that are key to open doors for innovation in SMEs.

From our perspective, as a technology research centre, the core platform needs to dedicate some attention to SME industry, all those million of companies that could interlink at a digital level expertise, business operations and streams of live data, and include them in their test runs.

Experimentation, free from the straitjacket of current FI assumptions, we understand is key for unexpected innovative fresh business outcomes. Let individuals and organisations take the lead in this exciting new framework; let them make mistakes; let them dream; let them make money; let them play and shape their future.

We, Tekniker IK4, has exceptional experience in working closely with industry, sharing their concerns, their problems, accompanying them in their low downs and helping them to innovate by developing products in a number of technology areas – micro and nanotechnologies, robotics, wireless sensor networks, sensing and perception, information analysis and visualisations, that help them remain competitive and provide new solutions to their own clients.

We would like to see the small renewable energy, the domotics, the datalogging companies that are introducing new concepts to market benefit from the FI framework. We would like to see hospitals, insurance companies, wine makers, food logistics firms taking part of the shaping of this exciting initiative. We can aid them to exploit the innovative possibilities opened by the Future Internet Initiative. We are here to help them walk down that route confidently and successfully.