



European Digital Innovation Hub Madrid Region



EDIH-MADRID REGION

EUROPEAN DIGITAL INNOVATION HUB – MADRID REGION

D 5.1 REPORT SERVICES PROVIDED DURING THE FIRST YEAR. WP5

Task 1.2

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Executive Summary

This report presents an overview of the services provided under **Work Package 5 (WP5)** during the **first year** (M1-M12) of the **EDIH Madrid Region** project, focusing on digital transformation support for small and medium-sized enterprises (SMEs). The services aim to enhance SMEs' capabilities by facilitating access to funding opportunities and supporting the submission of project proposals, thus improving their competitiveness, innovation capacity and market presence.

The **EDIH Madrid Region** project is designed to accelerate the digital transformation of SMEs and public sector organizations through:

- Digital Maturity Assessments
- Training and skill development services
- Support for securing financial resources for digital transformation

The primary beneficiaries of WP5 include SMEs in manufacturing, Industry 4.0, service sectors, and mobility and transport, ensuring they receive tailored guidance in securing regional, national, and European funding to adopt innovative digital technologies.

During the first year of implementation, WP5 delivered a total of **59 services**, including:

- **55** services for funding opportunity identification
- **4** services for project proposal submissions

These services were facilitated by a consortium of key partners, including **IDConsortium, AEDHE, AECIM, Hewlett-Packard Servicios España, Fundación Madrimasd, Universidad Carlos III de Madrid, EIT Digital, and others**, ensuring a comprehensive and expert-led approach to digital transformation support.

The main **achievements and impact** generated from the provision of the services reach:

- **49 SMEs** received direct support, with **10 SMEs engaging in multiple services**
- SMEs in the **manufacturing sector** represented the largest segment of beneficiaries (**49 SMEs**).
- The support services led to **€7 million** in public funding secured and **€13 million** Loan - private (company), for SME digitalization initiatives.

KPIs achievement include:

- **55 SMEs supported in funding search.**
- **4 project proposals submitted.**
- **€20M** additional investment triggered.

These KPIs were achieved due to several measures implemented to maximize the service effectiveness, such as:

- **Customized financial roadmaps** based on SME needs and priorities.
- **Workshops and information sessions** to enhance funding awareness.
- **Strategic consortium-building efforts** to strengthen EU project applications.
- **Hands-on proposal development and compliance support.**

The services provided under WP5 have had a **substantial impact on SME digitalization**, strengthening their financial capacity to adopt advanced technologies and innovative business models. The **EDIH Madrid Region** has proven to be a critical facilitator in guiding SMEs through complex funding landscapes and proposal

development processes. Moving forward, efforts will continue to expand outreach, refine service delivery, and increase the **success rate of funding applications**, aligning with both **regional and European digital transformation strategies**.

This report underscores the continued commitment of the **EDIH Madrid Region** to fostering a digitally advanced and competitive SME ecosystem, ensuring sustainable growth and innovation in the coming years.

1. INTRODUCTION

The EDIH MADRID REGION project aims to establish a European Digital Innovation Hub (EDIH) in the Madrid region, targeting the digitization of both the public sector and small to medium-sized enterprises (SMEs).

The primary objectives of the project of EDIH MADRID REGION include:

- Accelerating the digital transformation of SMEs and public sector organizations in the Madrid region.
- Providing comprehensive support services, including digital maturity assessments, skill and training services, and support for accessing financing for digital transformation.
- Facilitating the integration and adaptation of advanced digital technologies to improve operational efficiencies and business models.

The project encompasses several key sectors, specifically:

- SMEs in the service sector.
- Industrial SMEs focusing on Industry 4.0.
- Regional and municipal public administrations.
- Mobility and transport sectors.

The project commenced on December 1, 2022, and is set to run for 36 months. This timeline includes various phases of implementation, monitoring, and evaluation to ensure the project meets its objectives and delivers tangible benefits to its stakeholders.

This deliverable contains a detailed description of the services provided by the EDIH Madrid Region within its second year of activity for the Support to find investments service, delivered within WP5.

The EDIH MADRID REGION project places a significant emphasis on the digital transformation of industrial SMEs, particularly through support in securing funding and strategic assistance in the preparation of project proposals aimed at fostering digital innovation. This service facilitates access to public and private financial resources that enable SMEs to implement advanced digital technologies, enhance operational efficiency and develop new digital-driven products and services.

The service is delivered through a consortium of key partners, ensuring expertise in both financial advisory and digital innovation support. The Partners Involved in WP5 are the followings:

- **ID Consortium** : As the lead beneficiary, coordinates the activities within WP5, ensuring that the objectives are met and the deliverables are achieved. IDConsortium supports SMEs in identifying suitable funding opportunities at the regional, national and European levels, Providing strategic advisory services in looking for funding and hands-on support in preparing and submitting project proposals, ensuring compliance with funding requirements to maximize success rates.
- **Asociación de Empresarios del Henares (AEDHE)**: The Henares Business Association (AEDHE), within the framework of the *European Digital Innovation Hubs* program, offers a comprehensive support and assistance service for funding search, designed to drive the development of innovative

projects in businesses in its environment. This **Support to find investment** service focuses on opportunity identification by offering individualized advice to companies, guiding them in the selection of the most suitable funding sources, providing companies with the tools and knowledge necessary to access the funding they need to carry out their innovation and digitization projects.

- **Hewlett-Packard Servicios España (HPE):** Hewlett Packard Enterprise (HPE) is a global technology company specializing in enterprise hardware, software, and services. It focuses on digital transformation by providing scalable, secure, and efficient IT infrastructure. HPE is a key player in High-Performance Computing (HPC) and Artificial Intelligence (AI), offering supercomputers, AI-optimized hardware, and integrated software solutions. Notable products include Cray, Proliant, and Alletra systems, as well as the HPE Private Cloud for AI (PC-AI). Through advanced technology and scalable solutions, HPE enables organizations to tackle complex computational challenges.
- **Fundación para el Conocimiento Madrimasd (MADRIMASD):** MADRIMASD ensures methodological consistency and quality control of the digital transformation services provided.
- **Universidad Carlos III de Madrid (UC3M):** UC3M provides academic expertise and advanced digital tools for the digital maturity assessments and testing services.
- **Asociación de Empresarios del Comercio e Industria del Metal de Madrid (AECIM):** AECIM informs SMEs about the grants they can opt and their characteristics: beneficiary type, investment type, application deadline, execution period, eligible expenses, etc. AECIM then advises the company on whether their investments are suitable for the subsidies, and prepares the necessary documentation for the application.
- **EIT Digital (EIT):** EIT provides knowledge transfer and supports the training and skill development initiatives within WP5.

This report evaluate the effectiveness and efficiency of the services delivered in WP 5.

Effectiveness refers to the extent to which the services delivered achieve the intended outcomes and goals. For the EDIH MADRID REGION project, effectiveness can be measured through several key indicators: Digital transformation success, skill development, innovation and growth (impact on competitiveness (enable the SMEs to better compete in the market)

Efficiency relates to the resources used to deliver the services and the speed and cost-effectiveness of the delivery process. Key factors include resources utilization (human, technological resources to deliver high quality services); timelines (delivery of the services with the planned timelines); services delivery processes (by reducing bureaucracy and improving speed); scalability (ability to scale services to accommodate more services without increasing costs or time)

By focusing on these aspects, the EDIH MADRID REGION project aims to ensure that the services provided are both effective in achieving their intended goals and efficient in their delivery, maximizing the benefits for all stakeholders involved.

2.DESCRPTION OF THE SERVICES PROVIDED IN WP5: SUPPORT TO FIND INVESTMENTS

2.1 DESCRIPTION OF THE SERVICES PROVIDED

The **Support to Find Investments** service within the **EDIH Madrid Region** project is designed to assist SMEs in securing funding for their **digital transformation**. This service is part of **WP5 - Funding and Finance Services** and aims to enhance the financial capabilities of SMEs by facilitating access to both public and private investment opportunities. The service is divided into a) Support in looking for funding opportunities; b) Support in the submission of project proposals. These sub-services address the financial barriers that SMEs face, providing the necessary financial advisory and strategic guidance to access funding opportunities that enable their digital transformation.

Key activities of the Support to Find Investments service include:

A) Support in looking for funding opportunities:

Based on the information collected in the Digital Maturity Assessment (DMA) and the tailored Action Plan developed for the SMEs, an initial assessment meeting is conducted with the SME. The aim of this introductory meeting is to perform an in-depth analysis of the SME's funding needs.

Under a structured approach, the SME's profile, digitalization priorities, investment capacity and long-term business objectives are carefully evaluated. This analysis enables the identification of the most suitable funding schemes at regional, national and European levels, as well as private funding opportunities, aligning them with the company's technological roadmap and strategic growth plans.

The service explores a diverse range of financing instruments, including grants, public funding programs, venture capital, private investors and corporate innovation funds, ensuring a tailored approach to each SME's financial requirements.

Following this assessment, a customized funding roadmap is developed, outlining the available financing opportunities, their eligibility criteria, application requirements, key deadlines and expected outcomes. This roadmap serves as a strategic guide, ensuring that the SME is well-prepared to navigate the funding landscape and maximize its chances of securing both public and private financial support for digital transformation initiatives.

B) Support in the Submission of Project Proposals:

Once the most suitable funding opportunity have been identified and aligned with the SME's digitalization strategy, the next step is to **translate this opportunity into a strong and competitive project proposal**. Building on the insights gained from the funding assessment, the **Support in the Submission of Project Proposals** service ensures that SMEs receive the necessary guidance to develop a well-structured, compelling and compliant proposal, maximizing their chances of securing financial support.

Under a structured approach, the SME's project concept, technological objectives, expected impact, and resource requirements are carefully analyzed to tailor the proposal to the specific funding scheme. The service includes:

- Strategic alignment: Ensuring that the project fits the priorities and evaluation criteria of the chosen funding program, whether at the regional, national, European, or private level.
- Proposal structuring and content development: Assisting in defining clear objectives, expected outcomes, work plan, budget, and key performance indicators.
- Consortium building and partnerships (if needed): Identifying potential collaborators, research institutions or industry partners to strengthen the proposal.

- Compliance check: Reviewing the proposal to ensure it meets formal and technical requirements, improving the chances of approval.

Throughout the process, SMEs receive personalized support in preparing high-quality submissions, maximizing their likelihood of securing financial resources for digital transformation projects. The goal is to empower SMEs to successfully navigate complex funding procedures, positioning them for sustainable growth, innovation, and competitiveness.

The description of the services provided are listed in the following tables:

A) Support to find financing opportunities:

Entity	Service description
<i>Services delivered by AECIM.</i>	
TAMEPA, S.A.	AECIM advises TAMEPA on the subsidies available to acquire industrial machinery
LISI Automotive	<p>AECIM advises LISI on the subsidies available for these investments:</p> <ul style="list-style-type: none"> - Implementation of MES software for production monitoring, worth around 170,000 euros. • Installing hardware for this software: monitors, wiring, rack cabinets, trays, etc. worth around 400,000 euros. • Automating the recovery of waste, automating weighing, collection, dumping of boxes, etc. • Updating the website.
INSYTE S.A	<ul style="list-style-type: none"> • Access controls to the warehouse for security reasons, through personal cards, since they have clients in the defense sector. • The expansion and adaptation of a part of the warehouse, to build a “clean room”, as a new line of business. • Within this clean room, they are planning to acquire the following: <ul style="list-style-type: none"> o Oven that uses its own heat to clean itself (around 250,000 euros). o Smoke extraction stations o Signal meters o Frequency meters o Testing and testing equipment o Heated tables o Temperature control cabinets <p>AECIM advises INSYTE on the aid available for these investments worth approximately 500,000 euros</p>
Industrias GES	AECIM advises Industrias GES on the subsidies available to purchase a robot with artificial vision
Industrias Balmes	AECIM advises Industrias Balmes on the subsidies available for the purchase of a painting line and a sheet metal folding machine, worth approximately 500,000 euros
Imagicc Box S.L	AECIM advises you on the Industry 4.0 aid from the Community of Madrid for the purchase of a 3-axis CNC machine with 8 tools and automatic calibration worth 28,000 euros
Ibérica de Remolques S.A	<p>Help to find public funds for these investments:</p> <ul style="list-style-type: none"> • 03/13/2023: Installation of 4 fans for forced smoke extraction: 1,92.00 euros/unit – Total 5,568.00 euros • 03/17/2023: ABUS brand overhead crane in a warehouse at C/ Zaragoza 1: 20,500.00 euros.

	<ul style="list-style-type: none"> • 05/26/2023: STILL brand electric pallet truck without stabilizing wheels: 1,699.00 euros. • 05/30/2023: STILL RX20-16 brand second-hand forklift: 17,600 euros. • 06/30/2023: HELI brand electric pallet truck with stabilizing wheels: 1,550.00 euros. • 06/30/2023: Lincoln Powertec i-320C welding unit: 2,975.00 euros. • 07/05/2023: 2 HELI brand electric pallet trucks with stabilizer wheels: 1,450.00 euros/unit. Total 2,900.00 euros • 09/06/2023: Chassis cabin + bodywork: 32,000 euros for the chassis cabin + 8,448.90 euros for the bodywork and approval. Total 40,448.90 euros. • October/2023: Second-hand STILL RX20-20 16P forklift: 15,500 euros (pending delivery)
Galvanizados S.A	Galvanizados would like to know the general aids currently available for buying industrial machinery, so AECIM advises you with a technical sheet explaining the characteristics.
Fundiciones y Matricería (FUYMA) S.A	Advice for participation in the Strategic Project for the Recovery and Economic Transformation of the Electric and Connected Vehicle (PERTE VEC)
Fundiciones y Matricería (FUYMA) S.A	FUYMA wishes to acquire new machinery worth around 5 million euros, such as washing machines, computer numerical control (CNC) machining machinery, and AECIM advises it on the available aid.
Fundiciones Triguero	Acquisition of a complete particle filtration system €300,000
Forjas Mobiliario Urbano	Forjas asks in general about the grants that are available to which they can apply.
Cortes y Transformados del Acero S.L	<p>1.- A high definition plasma that is more modern than the current one and with a safer suction system together with the internet connection of the machine to the ERP.</p> <p>2.- A change of our current Co2 laser for a more modern fiber laser, ECO and internet connection to the ERP.</p>
Robert Bosch	
AUXILIAR DE LA IND. MECANICA, S.A (AUXIM, S.A.)	AECIM advises AUXIM on Industry 4.0 grants from the Ministry of Industry, and Industry 4.0 grants from the Community of Madrid, for the purchase of 3 machines worth between €500,000-€1.5M
Manufacturas Cruce	<p>AECIM helps Manufacturas Cruce to determine the subsidies it can apply for these investments:</p> <ul style="list-style-type: none"> - Including the software in the 4 welding presses it already has. - Acquiring new resistance welding presses, linked to software. The number of machines could vary depending on the workload. <p>AECIM explains the characteristics of various available subsidies as well as the suitability of the investments to these requirements.</p>
Jesús Castro S.L	AECIM advises Jesús Castro S.L on the suitability of its investment for the grant. The investment is a DN SOLUTIONS LATHE MODEL PUMA DNT 2100 that integrates design software (SKETCH TURN) and operations control (MT-LINKi) for production optimization. The grant is for "digitalization of industrial SMEs in the Community of Madrid"
Segura Hermanos	<p>AECIM has advised Segura Hermanos on the Community of Madrid grant "Digitalisation of industrial SMEs" for the purchase of two machines:</p> <p>Lathe with fixed/movable head Citizen L32-X, worth €120,625.</p> <p>Miyano ANX-42SYY CNC turning centre, worth €165,648.</p>

Steel Bombe Valley	AECIM advises Steel Bombe on the suitability of its investment for a grant from the Community of Madrid. Specifically, the purchase of an A6 PLUS 1200W FIBER LASER machine for cutting metal plates, for the "Aid for digitalization and Industry 4.0" grant.
TECNICA MECANICA NORMALIZADA,SL (TMN)	AECIM identifies the aid that TMN can apply for: - Acquisition of a laser machine for cutting sheet metal. The budgets vary between approximately 400,000 and 550,000 euros. - Works to adapt the warehouse for the installation of the machine, which amounts to approximately 45,000 - 50,000 euros.
Luger Centro de Corte S.L	Support to Luger in finding funding for the purchase of high-tech laser welding equipment.
Class Manufacturing S.L	AECIM has identified and analysed the aid that Class Manufacturing can access for its factory expansion project: - Manufacturing of the façade that preserves the interior temperature (better insulation than the current one, energy efficiency). - Installing solar panels for self-consumption. Renewable energy and energy efficiency. - Acquisition of a tank for self-generation of technical gases (argon, oxygen, nitrogen). - Acquisition of new paint tunnels with drying. - Lighting system based on energy efficiency. The estimated cost of the investment and the budget that is expected to be allocated is 3,000,000 euros.
Auxiliar de Telecomunicaciones S.L (AUXITEL)	Advice on the following investments: Innovation in production processes with new machinery (budget between 100,000 – 150,000 euros) Implementation of photovoltaic energy in our facilities in San Fernando de Henares, Madrid (600 m2 of surface) Internationalization (imports and exports)
Alta Precisión Industrial Mecánica S.L (APRIM)	Renew the air conditioning Buy treatment plant Air compressors, which are a set of robotic machines Replace a parts washing drum (such as an industrial washing machine)
Defta Spain S.L.U	Advice on available aids for machinery, additive manufacturing and clean room
Made in LED	Advice for the purchase of a cross-cutting machine, one for €19,000 that has software and another for €7,000 without software.
Repagas	Automatic sheet metal bending machine (390 000) Purchase and installation of gas bottles for the quality area (12 000)
Talleres Almería S.LU	Advice on aid to which they can choose to install an ERP for production control
Cortes y Transformados del Acero S.L	1.- A more modern high-definition plasma than the current one and with a safer aspiration system along with the internet connection from the machine to the ERP. 2.- A change from our current Co2 laser to a more modern fiber laser, ECO and internet connection to the ERP.
Juan Flores S.L	Advice on digitalization aid for industrial SMEs in the Community of Madrid for the acquisition of a machine for cleaning and passivating metal parts.
Juan Flores S.L	Cybersecurity

ABC Ventanas	AECIM advised ABC Ventanas in November 2023 due to various investments they wanted to do in 2024.
TARNOS S.A	In 2023, advice for the purchase of a BAND SAW machine valued at 30,000 euros in 2023.
Mimsa Manzanares Industrias Metálicas, S.A.	MIMSA wants to change its part forming machine, which is from the 70s. For this they have a budget of 115,000 euros, of which at the moment no expenses have been incurred. This new machinery would mean savings in energy consumption. For this reason, and given that it is a fixed asset, AECIM recommends that this investment be requested in energy efficiency aid for SMEs and large industrial companies in the Community of Madrid. MIMSA wants to buy a bending machine with software (€120,000) and AECIM advises it on the Industry 4.0 Aid from the Community of Madrid and the Industry 4.0 Aid from the Ministry of Industry.
Metalurgia para Telecomunicación, S.A (MEPAT)	MEPAT wishes to make investments especially in software worth 100,000 euros, acquiring a new ERP system, a new production management system, New automatic cost calculation software for production machines, New intranet for customers, Digital archive of plans technical office, Automation of Marketing and Sales processes, Hardware consultation in production machines, etc. AECIM offered a range of aid appropriate to each type of investment.
<i>Services delivered by AEDHE</i>	
Fersay Electronica	Research on Kit Digital public funds
GEO NOVATEK S.L.	Research on public funds for hardware acquisition
MIGUEL VIDAL E HIJOS SL	Advice on Kit Digital red.es national fund for SMEs to acquire digital technologies
TRADUCCIONES DOMÍNGUEZ	Advice on Kit Digital red.es national fund for SMEs to acquire digital technologies
RARMONY	Web Kit digital
Fragma Espacios	KIT DIGITAL funds
Complejo El Olivar	KIT DIGITAL public funds
Inconfidence	Kit digital
Transportes y Logística Cibeas s.l.	Kit digital
<i>Services delivered by IDConsortium</i>	
Ajuntament de Ciutadella	Advisory services in looking for funding
Disruptivo Shows Group	Consultancy services on public funding for calls for proposals related to digitalisation
UNIVERSIDAD PONTIFICIA COMILLAS	Training services on public funding calls for proposals related digitalisation.
Disruptivo Shows Group	Support in the search for funding for the organisation of events related to digital technologies in robotics.
<i>Services delivered by Madri+d</i>	

Cedron Consultoría Técnica e Ingeniería S.L.	Invitation and support for their participation in the Open Innovation Challenge launched by ArianeGroup
CROW BICYCLES, S.L.	Advice and support on the call for proposals INNOWWIDE 2023
CROW BICYCLES, S.L.	Support in their participation in “Financial support for start-ups 2023” call for proposals issued by the EIT Urban Mobility
CROW BICYCLES, S.L.	Provision of IP services for the potential registration and licensing of the company's patents through the Madrid IPR Helpdesk
CROW BICYCLES, S.L.	Advisory on the regional calls for proposals in Madrid (Cheque Innovación, Activa start-ups) aimed at SME & start-up collaboration for the implementation of innovation projects
Connection Human 2 human sl	Help in reviewing the application for the red.es Digital Kit

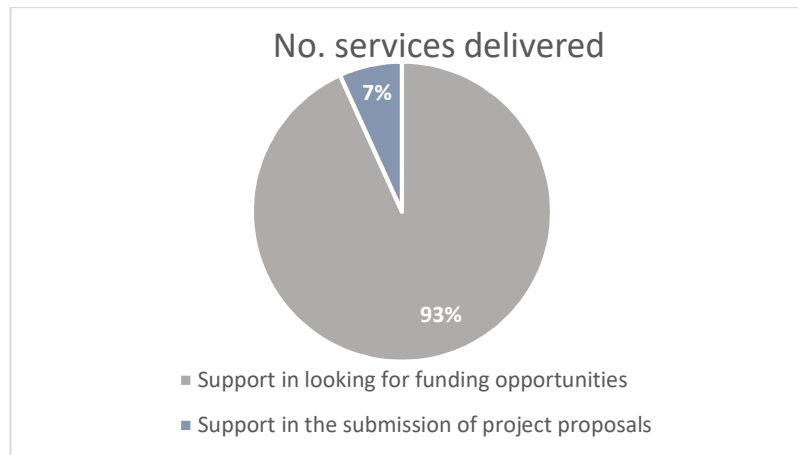
B) Support in the submission of project proposals to EU programs:

Entity	Service description
<i>Services delivered by AECIM</i>	
Compañía Auxiliar de Aeronáutica, S.L (CADA Madrid)	On October 3, 2023, CADA Madrid asks AECIM if any aid is open for the acquisition of machinery, specifically, for a machining center. AECIM offers you 4 possibilities, especially recommending the subsidy for the digitalization of industrial SMEs in the Community of Madrid, which comes out in January 2024. On October 11, AECIM visits the facilities and meets in person those responsible for CADA Madrid. Finally, they request aid on January 2, 2024 and on May 29 they receive the positive granting resolution.
<i>Services delivered by Madri+d</i>	
EVESTEL IBERIA S.L	Advice and support on EU funding for attracting High Skilled Researchers. The company has been funded under MSCA Horizon Europe Postdoctoral Fellowship. Project Field AI and Transport.
CROW BICYCLES, S.L.	Advice and support on the preparation, topic fitting and submission of proposals to the ICEX NEXT 2023
RECOG ANALYTICS	Participation in Healthstart madri+d program of the Fundación para el Conocimiento madri+d. This accelerator program aims to promote the creation of technological start-ups in the health sector from hospitals, health centers, research centers, universities and independent entrepreneurs, exclusively from the Community of Madrid. They were awarded a prize of 5.000€ in specialized services.

3. ANALYSIS OF THE SERVICES DELIVERED

Under the Support to Find Investment service, delivered under WP5, a total of 69 services were provided to SMEs, being related to the support in looking to financing opportunities and 32 for the submission of project

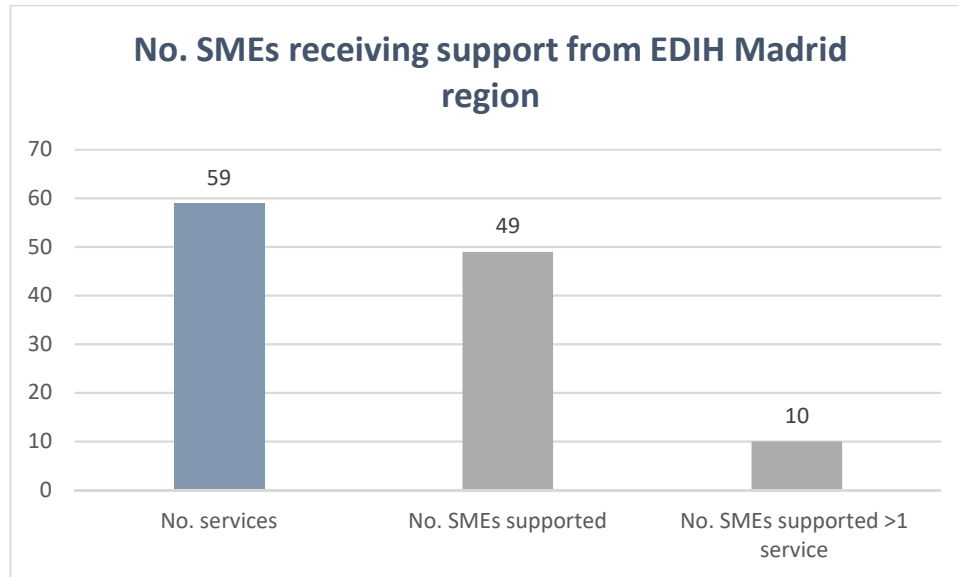
proposals.



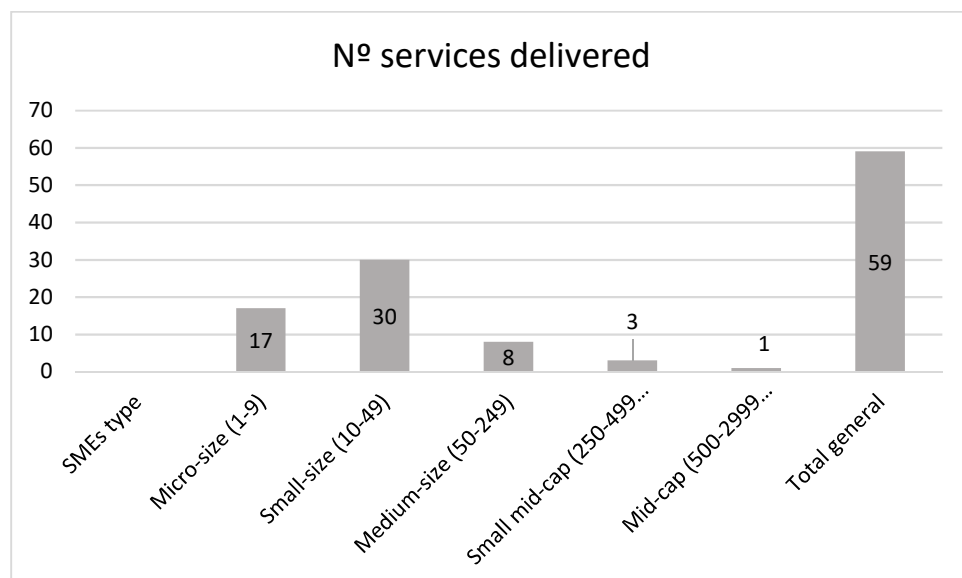
The most recurrent funding opportunities that arise to support SMEs include:

- EUROPEAN FUNDS:
 - EIC Accelerator
 - EUIPO Funds
 - EUREKA-EUROSTARS
 - MOVEN
 - Horizon Europe
 - Woman Tech EU
 - Interregional Innovation Investments (I3)
 - Icx-Next
 - Innowise
 - 2ZERO PARTNERSHIP
 - Erasmus+
- NATIONAL FUNDS:
 - CDTi-Misiones2024
 - CDTI_NEOTEC
 - Kit Digital
 - Madrid City Council grants

Previous services were delivered to a total of 169 SMEs, being 48 SMEs repeating the service.

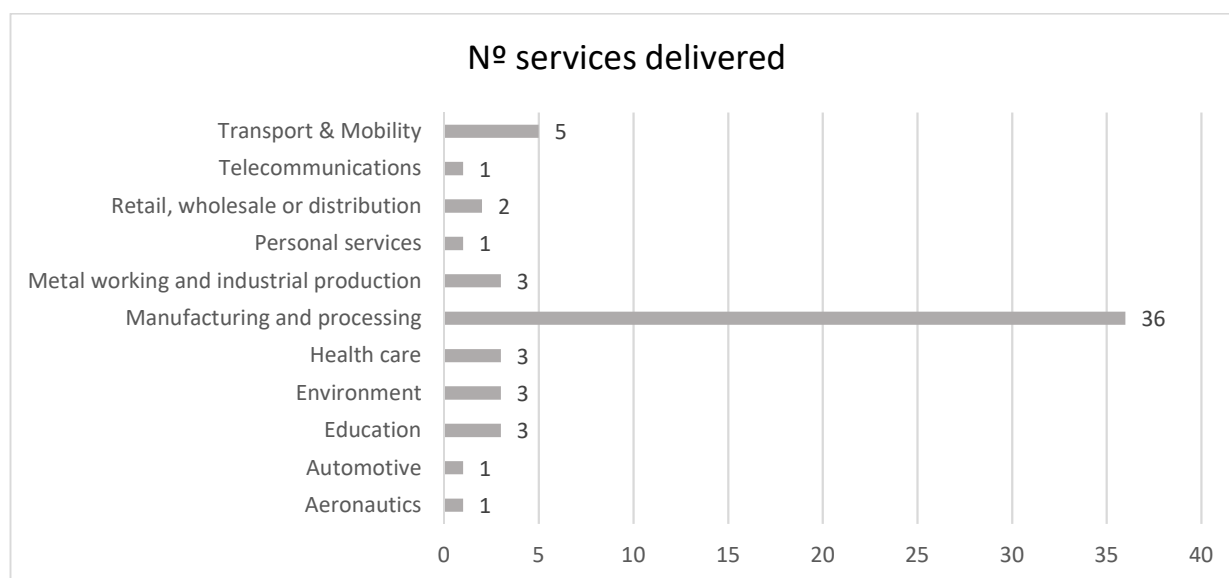


These SMEs have the following representation according to their SME type:



As it is seen, the majority of the SMEs that receive the service are micro and small SMEs.

Segmenting the services delivered by the type of industrial sector where the SMEs belong to, the graphic representation is the following:



As it is seen, the SMEs with more representation that received support to find investments come from the Manufacturing and processing industrial sector (36 SMEs).

- Besides the number of SMEs supported and the number of services delivered to these SMEs for the digitalization of their businesses, having impact in the market uptake of innovative products and services as well as improved processes, tools and methodologies and business models, the Support to Find Investments services generated impact in terms of income. In this regards, the amount of investment triggered by the services delivered during the second year of the project, reached a total to **€20 million** : **€13 million** Loan - private (company), for SME digitalization initiatives and **€7 million** public funding received by the supported SMEs.

The reported figures indicate progress toward achieving the project's defined KPIs, despite being highly ambitious. So far, the primary focus has been to engage as many companies as possible in utilizing the services offered by EDIH Madrid Region. Despite the ambitious targets set, the continued engagement of some companies highlights their satisfaction with the services provided.

Service category	Service delivered	KPIs achieved M1-M12
SUPPORT TO FIND INVESTMENTS	Support to the search for financing for digital transformation	55
	Support for the submission of project proposals	4
TOTAL		59

Investment triggered	KPIs achieved M1-M12 (M€)
NUMBER OF ADDITIONAL INVESTMENTS	

**SUSCESSFULLY ACTIVATED FOR DIGITALIZATION
ACTIVITIES**

20 M €

4. BEST PRACTICES AND CONTINUOUS IMPROVEMENT

To ensure the effective delivery of services to SMEs by the Digital European Innovation Hub Madrid Region, below there are a series of best practices that have triggered the delivery of high-value, impactful services to SMEs, effectively supporting their digital transformation and access to funding.

Support to Find Investments:

A) Support to find financing opportunities:

- Conducting information sessions, webinars and personalized consultations to raise awareness of available funding opportunities and encourage SME participation.
- Conduct comprehensive diagnostics with the customers to understand their interests and funding needs as well as their capacity to participate in national and European funding calls.
- Customize financing strategies according to the SMEs' business goals, ensuring that funding sources and project proposals match their digital transformation needs and strategic priorities.
- Regularly update SMEs on relevant calls for proposals.
- Highlight previous success stories of SMEs that have secured funding through similar programs. Sharing these examples can inspire confidence and serve as practical references for other SMEs.

Support in the submission of project proposals to EU programs:

- Providing structured guidance and workshops to help SMEs strengthen their applications and increase their chances of securing funding.
- Foster SMEs participation in consortiums: Encourage SMEs to explore consortium opportunities by facilitating connections between businesses with complementary goals and digital challenges.
- Provide SMEs with guidance on the entire proposal submission process, from understanding call criteria to ensuring compliance with guidelines and deadlines.
- Provide practical support in proposal writing by offering hands-on assistance in writing and reviewing proposals to ensure alignment with EU programs or national calls, highlighting how their projects meet eligibility and impact criteria.
- Support SMEs in creating feasible project budgets and clear work plans to improve the likelihood of securing funding.

5. CONCLUSIONS

The activities carried out during the period M1-M12 of the **Digital European Innovation Hub (EDIH) Madrid Region** project under **WP5** demonstrate significant progress in supporting the digital transformation of SMEs within the national service sectors. The services delivered reflect a comprehensive approach to addressing the key challenges faced by these organizations in their digitalization journey when looking for funding opportunities. The key aspects that contributed to the overall success of the project are the followings:

- **Support for financing and investment:** The **Support to Find Investment** service addressed a crucial gap for many SMEs by offering tailored guidance in identifying national and European funding

opportunities. With **69 services provided**, including support in proposal writing and connecting SMEs to consortiums for EU programs and private investors, this initiative directly contributed to increasing the chances of securing financial resources for digitalization projects, **reaching 20M€**.

The services provided during this period have contributed meaningfully to the digitalization of SMEs in the Madrid region. By offering targeted support and practical tools for digital transformation. The project has laid a solid foundation for long-term improvements in competitiveness and innovation capacity. The ongoing engagement with SMEs also positions the EDIH as a key player in the region's broader digitalization strategy, helping to align local efforts with national and European digital goals.