Project full title	**The European Robotics Research Infrastructure Network**
Project Acronym	**TERRINet**
Grant Agreement number	**730994**

Deliverable no.	D5.6
Title:	Report on Networking Activities towards EU13 Countries
Contractual Date of Delivery	Month 18 – May 31st, 2019
Actual Date of Delivery	Month 18 - Date
Organisation Short Name of Milestone Leading Partner	SSSA
Organisation Short Name of Other Participants	UL
Authors	• Marko Munih (UL) • Tina Strmčnik (UL)
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Version	FINAL
WPs contributing to this deliverable	WP5
Dissemination Level (*)	PU
Total number of pages (including cover page)	56

(*) Dissemination Level

PU   Public

PP   Restricted to other programme participants (including the Commission Services)

RE   Restricted to a group specified by the consortium (including the Commission Services)

CO   Confidential, only for members of the consortium (including the Commission Services)

1   Table of Contents

2   List of acronyms

EU 13 (region/ member states/ countries)	Member states joining the European Union after 2004 (such as Bulgaria, Croatia, Cyprus, Czech Republic, Estonia, Hungary, Latvia, Lithuania, Malta, Poland, Romania, Slovakia, Slovenia).
EU 15 (region/ member states/ countries)	Member states joining the European Union before 2004 (such as Austria, Belgium, Denmark, Finland, France, Germany, Greece, Ireland, Italy, Luxembourg, Portugal, Spain, Sweden, United Kingdom).
GDPR regulation	The General Data Protection Regulation
TERRINet	The European Robotics Research Infrastructure Network
EU	European Union
KPI	Key Performance Indicator

3   Executive Summary

The **E**uropean **R**obotics **R**esearch **I**nfrastructure **N**etwork (TERRINet) is composed by thirteen Robotics institutions (**Error! Reference source not found.**) acting as the main interlinked nodes from seven EU countries and one Associated Country (Switzerland), with undisputed international recognition, possessing different and complementary expertise and offering high quality facilities in various fields of Robotics to attract researchers from academia and industry, by fostering innovation, reinforcing international cooperation, and thus contributing to the European economic growth.

Figure 3.1: TERRINet consortium.

In this report we are presenting all the actions pursued to increase the visibility of TERRINet as well as to facilitate the participation and the inclusion of **users located in EU13 countries**. The term EU13 countries comprises those member states joining the European Union after 2004, such as Bulgaria, Croatia, Cyprus, Czech Republic, Estonia, Hungary, Latvia, Lithuania, Malta, Poland, Romania, Slovakia, Slovenia.

The report includes a description of actions carried out from M1 (December 1, 2017) to M18 (May 31, 2019) of the TERRINet Project. Actions were mainly focused on the dissemination of **the First TERRINet Open Call for applications in EU13 region**, taking place from December 1st 2018 to March 31st 2019. With the activities, we were addressing three main target groups: **students**, academic and industrial **researchers**, and **entrepreneurs**. The report consists of two parts – in the first part we focus on **the preparation** for dissemination activities implementation and in the second part, we present **the implementation** of the planned dissemination activities.

The preparation phase consists of a thorough review of the EU13 robotics community, with which we aimed at defining all key aspects of the community: 1.) **robotic related stakeholders** for each of the targeted robotics sectors – academy, research institutes and industry; 2.) **conferences, scientific events and fairs** in order to plan dissemination activities; and 3.) robotic related **online and print media** to exceed the reach of target users**.** For each of the categories, methods to retrieve data and results of the research are presented.

The implementation phase of the main dissemination activities executed from M1 to M18 are presented. Dissemination activities comprise: 1.) organization of **informational stands** and workshops on robotic related conferences; 2.) informing potential users about the activities of the TERRINet project by using precisely planned **e-mail campaigns;** and 3.) publishing information about

the project and its activities in main **robotics related media**. For each of the activities, a detailed implementation and results of the execution are presented.

At the end of the report, an Appendix with all the key documents (such the list of robotic related conferences in EU13 and EU15, the list of robotic related media, examples of e-mail campaigns and examples of media announcements) is included.

4   Robotic community research

University of Ljubljana as TERRINet partner is responsible to disseminate effectively information and to promote the participation in the Research Infrastructures of users from Eastern Europe, so called EU13 region[1]. Therefore, as a starting point of the project, a thorough review of the main EU13 robotics community stakeholders had been provided.

The goal of the robotic community research for EU13 region was to recognize:

1.) **key robotic players** for each of the three sectors of robotics (academy, research institutes and industry), with the aim of defining all stakeholders who may be interested in dissemination activities;

2.) robotic related relevant **conferences, scientific events and fairs**, with the aim to define key events, where dissemination activities could be implemented;

3.) robotics related **online and print media**, with the aim to increase the potential of reaching the target stakeholders.

Based on the robotic community review, extensive dissemination activities towards EU13 countries were planned, with the aim to support the First Open Call for Applications.

4.1   The data acquisition plan

The initial stage of robotic community research was to define key stakeholders for each of the robotic sector in every EU13 country – academy, research and industry. The definition of key robotic stakeholders was implemented in a form of creating a database for relevant academy, research and industry contacts. Before planning the data acquisition strategy, we have defined what types of data we would like to obtain, since the database represented the main communication foundation for all planned dissemination activities.

As presented in Figure 4.1, for each relevant stakeholder (data entity) we planned to obtain data such as the country, name, contact information (including address, phone number, e-mail and contact person), website, head chef and stakeholder's main expertize.
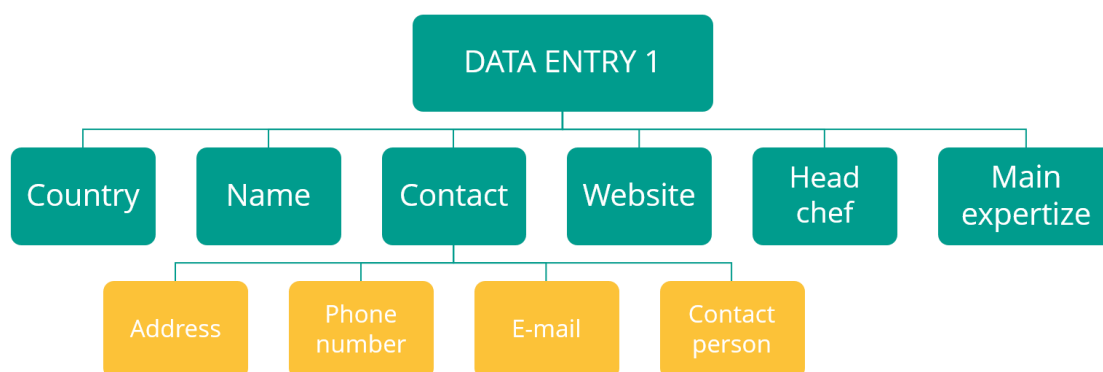

Figure 4.1: Diagram of required data for each data entry in the database.

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[1] EU13 region are member states joined to European Union after 2004 – Bulgaria, Croatia, Cyprus, Czech Republic, Estonia, Hungary, Latvia, Lithuania, Malta, Poland, Romania, Slovakia, Slovenia.

After we have determined types of data, the plan how to retrieve data was made. As presented in Figure 4.2, we have defined **three main searching methods**, categorized by sources we are predicting to use to acquire relevant data:

1. **online searching**, which comprised the online sources, such as searching for relevant websites of universities, robot institutes, companies, online published databases provided by the EU, communication platforms, online business address books, publishing platforms for scientists and researchers, academic digital library databases, online media, and media monitoring tools;

2. **personal communication,** which comprised sources obtained by direct communication, such as contacting organizers of conferences and scientific events, relevant persons from robotic related networks, associations and other professional organizations, private/ public users of robot technology and established robot providers, with the aim to share their contact lists;

3. **print media review**, which comprised robotics related professional journals and publications from conferences/ symposiums/ other scientific events.
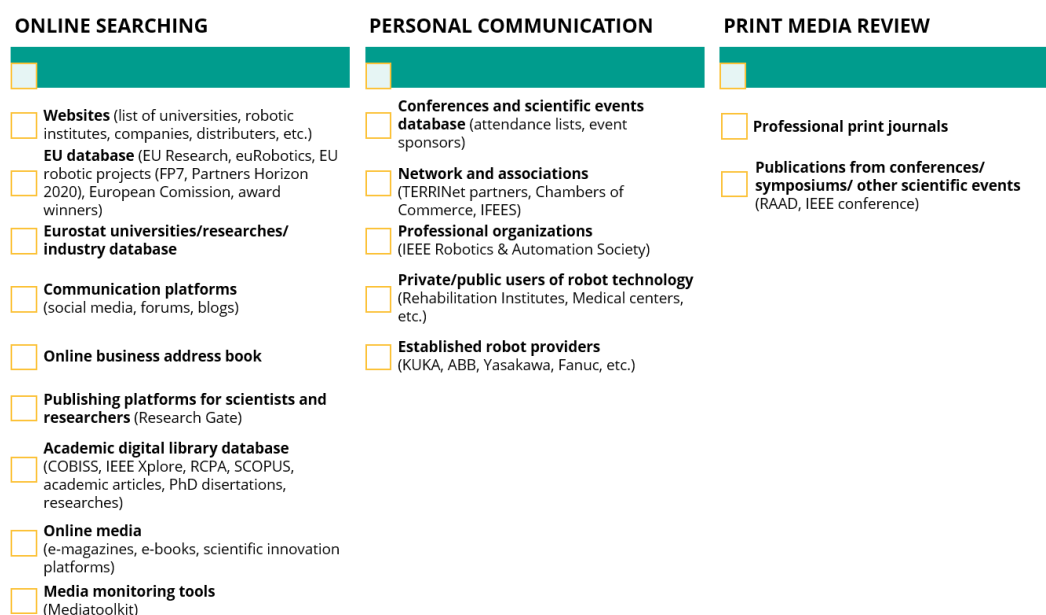
ONLINE SEARCHING

- **Websites** (list of universities, robotic institutes, companies, distributers, etc.)
- **EU database** (EU Research, euRobotics, EU robotic projects (FP7, Partners Horizon 2020), European Comission, award winners)
- **Eurostat universities/researches/ industry database**
- **Communication platforms** (social media, forums, blogs)
- **Online business address book**
- **Publishing platforms for scientists and researchers** (Research Gate)
- **Academic digital library database** (COBISS, IEEE Xplore, RCPA, SCOPUS, academic articles, PhD disertations, researches)
- **Online media** (e-magazines, e-books, scientific innovation platforms)
- **Media monitoring tools** (Mediatoolkit)

PERSONAL COMMUNICATION

- **Conferences and scientific events database** (attendance lists, event sponsors)
- **Network and associations** (TERRINet partners, Chambers of Commerce, IFEES)
- **Professional organizations** (IEEE Robotics & Automation Society)
- **Private/public users of robot technology** (Rehabilitation Institutes, Medical centers, etc.)
- **Established robot providers** (KUKA, ABB, Yasakawa, Fanuc, etc.)

PRINT MEDIA REVIEW

- **Professional print journals**
- **Publications from conferences/ symposiums/ other scientific events** (RAAD, IEEE conference)

Figure 4.2: Data searching strategy.

The first method was **online searching**, which referred to data obtained by web browsing. Online searching comprised eight different online accessible sources. The first source were **relevant websites**, such as university websites, websites of robotic institutes, companies and distributers. As the second source, we have defined **online accessible EU databases**, such as databases provided by leading EU robotic organizations (e.g. euRobotics), robotic related partners under the programs FP7 and Horizon 2020, and EU Commission. As the third source, we have predicted potential **databases** of robotic related universities, research institutes and industry provided by European Statistical Office - **Eurostat**. As the fourth data source, we have recognized **communication platforms**, such as social media platforms (e. g. LinkedIn), forums and blogs, since they represent one of the main information crossroads of modern age. As the fifth source, we have defined **online business address books,** which are usually the main spot where all the contacts from a dedicated country are published. Our plan was to find (by online searching) at least one business address book per EU13 and to provide a detailed review of robotic related companies. As the sixth source, we have recognized **research publishing platforms** (e.g. Research Gate) and **academic digital library databases** (e.g. SCOPUS), which are the biggest sources of scientific and research related publications. As the eight data source, we planned to

use **media monitoring tools** (e.g. Mediatoolkit), which are research tools that enable search for relevant information on social media platforms, blogs and other websites simultaneity, by keyword mentions.

The second method comprised **personal communication**, which referred to data obtained through direct communication with related persons (mainly by email). Firstly, we have planned to contact **organizers of the robotic related conferences and other scientific events** (e.g. RAAD, ICRA, ERF) to share their lists of attendees, sponsors and exhibitors. Secondly, we defined contact persons from main robotic related **networks, associations** (e.g. TERRINet partners, Chambers of Commerce, IFEES) and **professional organizations** (e.g. IEEE Robotics & Automation Society) in order to require the access to their lists of members. Thirdly, as another contact source, we have considered **established robot providers** (e.g. KUKA, ABB, Yaskawa) that cooperate with other robotic companies or have distributer partners. Although, our initial aim was to found such contacts on their websites, direct communication was considered as alternative. As a final option, we have predicted to contact **users of robot technology** (e.g. rehabilitation institutes, medical centres), which could potentially share with us their lists of partners.

The final method represented **print media review.** Our plan was to search for accessible robotics related **print magazines** in EU13 region and other **scientific publications** (publication from conferences, symposiums and other scientific events – especially RAAD and conferences organized by IEEE) in order to obtain any relevant leads – such as, stakeholders mentions, websites, author of the articles. This search was corelated with the preparation of the list of the relevant media for EU13 region, as a part of the robotic community research. As for another source, we have planned to search for authors of relevant publications published by renown publishers, such as IEEE Xplore, SpringerOpen and Elsevier.

4.2   Input sources for robotic EU13 database

Data acquisition was implemented in the period **from December 2017 to July 2018**. The search was organized by the sector and by the searching method, which means we have used every searching method for all three sectors, where the searching results were organized by the EU13 country.

The first data that we have search for were **academy contacts**. The data acquisition started by web browsing for relevant websites of universities, faculties, departments and laboratories. The search was provided by web browsing for keywords, such as "study robotics", "robotics at faculty", "department of robotics", "laboratory of robotics" and "technical university". By the use of Google searching tools and keywords in countries' native language, we have restricted searching results by dedicated country. Although such searching strategy was effective and we were able to directly access relevant contacts, it was very time-consuming method and was not able to acquire more data at the same time. Another data obtaining strategy that we have used, was academic digital library SCOPUS, as the largest abstract and citation database of peer-reviewed literature. Our goal was to search for contacts of authors of robotic related publications. We have ensured the access to relevant data by the use of query strings, which filtered displayed results by the topic and affiliated country. As the third data source, we have used a list of euRobotics members (accessible on www.eu-robotics.net), which is one of the leading robotic associations in Europe. This method was very productive, since we were able to access to relevant data gathered all at the same place. Next searching method that we have used was a personal communication with persons related to the organization of relevant conferences and scientific events with a request to access to the conference's participants. We have contacted 4 different persons and obtained lists of participants of the conferences, such as International Conference on Robotics in Alpe-Adria-Danube Region – RAAD (2010 – 2014), International Conference on Robotics and Automation – ICRA 2013 and European Robotics Forum – ERF (2016 – 2018). We have also reached other TERRINet partners in order to share their contact lists of relevant academy stakeholders from EU13 region. We have received altogether 14 lists of contacts. With all the searching methods, we have acquired **1385 contacts in 13 EU countries**. As the most effective, we have recognized sources that enabled us the access to already existing contact databases, such as SCOPUS and the attendee lists of conferences.

The second data we have acquired were **research institutes contacts**. The searching strategy included online searching for relevant websites based on pre-defined keywords, such as "robotics research institute", "robotics research" and "robotics researchers". We have filtered the results per dedicated EU13 country by the use of Google tools for advanced searching and keywords in native language. Since the research is the main activity of research institutes, we have recognized SCOPUS again as a useful source of relevant data. Searching strategy was similar to academy contacts, by the use of query strings. Few of the relevant contacts was obtained also from the lists of attendees provided by the conference organizers and other TERRINet partners. In total, we have obtained **159 contacts in 13 countries**. The most effective strategy was web browsing for relevant websites, where we were able to access only the accurate results, without other contacts, such as lists of conferences attendees that mainly consisted of academy and industry contacts.

The final data search was focused on the **industry stakeholders' contacts**. The data acquisition started by web browsing for relevant websites of robot manufacturers and robotic equipment distributors, on the base of predefined keywords such as "robotic company", "robot manufacturer", "robotic industry", "robotic production", "robotic distributors" and "distributers of robotics equipment". The searching results were limited by the country, using Google tools for advanced searching and keywords in countries' native language. The searching strategy contained online business address books review, since they represent one of the main databases of industry contacts in a country. The plan was to define at least one online accessible business address book per EU13 country. In total, we have reviewed 31 address books and obtained 2614 contacts. As the third data acquisition strategy, we have searched for distributer partners of established robot providers. We have defined world's most renowned robot manufacturers, such as ABB, KUKA, Fanuc, Yaskawa, Mitsubishi Robotics, Renishaw, Comau, and browsed online for lists of their distribution partners. The fourth searching strategy comprised a review of pre-prepared lists of relevant robotics related conferences, scientific events and fairs in EU13 and EU15 region. We were searching for industry exhibitors and sponsors originated from the EU13 regions. This searching method proved as very effective, since we were able to access the contacts relevant just for robotics. As the fifth data acquiring strategy, we have searched for potential industry contacts on social media platforms. The social media platform that we have choose, was LinkedIn, since it is a business and employment-oriented service, which means it contains a profiles of different companies and people publishing their CVs. We have searched both – for the profiles of robotic related companies and people employed in the robotic related companies. Since such strong business orientation of the platform, we have predicted for this method to be much more effective, but we were not able to obtain a lot of results. One of the reasons could be, that robotic related companies simply are not using LinkedIn or the searching strategy by keywords wasn't effective for the platform. As the final data obtaining source we have used media monitoring tool Mediatoolkit, which is a tool that displays all the social media content and blogs containing a certain keyword. This method represented another mischievous attempt to retrieve data, since it provided us with huge quantities of results, but they were not very relevant to us. We concluded that modern media, such as social media platforms, blogs and forum, are not relevant for the type of data we planned to require and they will be eliminated from the further searches. On the other hand, searching strategies such as lists of exhibitors and sponsors of conferences and fairs, business address books, lists of distributer partners of established robotics providers, provided us with very relevant results and will be used in the future. With all the activities, we have obtained in total **3360 contacts in 13 countries**.

4.3   EU13 robotic database by category and by source

With above described data searching strategy, we have obtained in total **4913 contacts.** If we categorize the contacts by the robotic sector (Figure 4.3), we can conclude that 3360 contacts are from industry (which represents 77,40 % of all contacts), 1385 from academia (which represents 31,91 % of all contacts) and 159 from research institutes (which represents 3,66 % of all contacts). With a side-note, that for some of the stakeholders (data entries), we have collected more than a single contact, but we have eliminated all the possible duplicates.

Table 4.1: Number of total contacts by category.

NUMBER OF CONTACTS BY CATEGORY			
CATEGORY	Academy	Industry	Research institutes
NO. OF CONTACTS	1385	3360	159
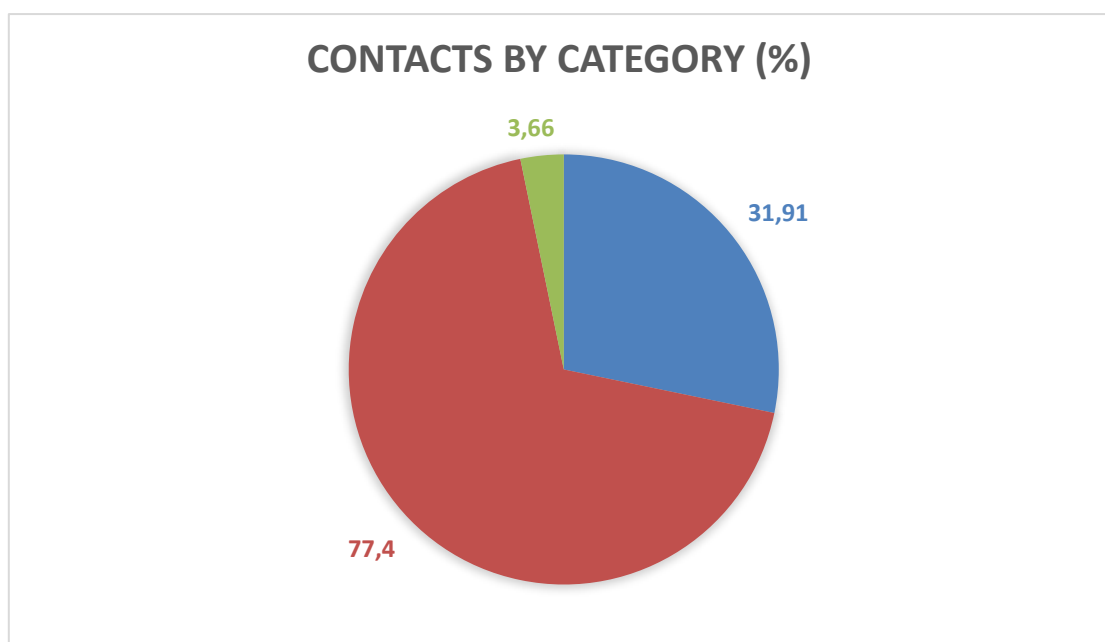
Figure 4.3: Share of total contacts by category.

If we categorize contacts by the source of acquisition (Figure 4.4), we can conclude that more than a half **(53,21 %)** of all contacts in the database, were obtained from **online business address books.** The second biggest source was academic digital liberary SCOPUS (24,45 %), followed by other sources (e.g. third-party databases) (6,68 %), lists of exhibitors and sponsors of conferences, fairs and other scientific events (6,45 %), as a result of web browsing for relevant websites (4,97 %) and distributer partners lists (3,03 %). The least effective source was social media platform LinkedIn, with only 1,22 % of obtained relevant data.

Table 4.2: Number of total contacts by source.

TOTAL CONTACTS BY SOURCE						
SOURCE	SCOPUS	Exhibitors/ sponsor lists	Business address books	Distributers	Social media platforms	Other
NO. OF CONTACTS	1201	317	2614	149	60	328
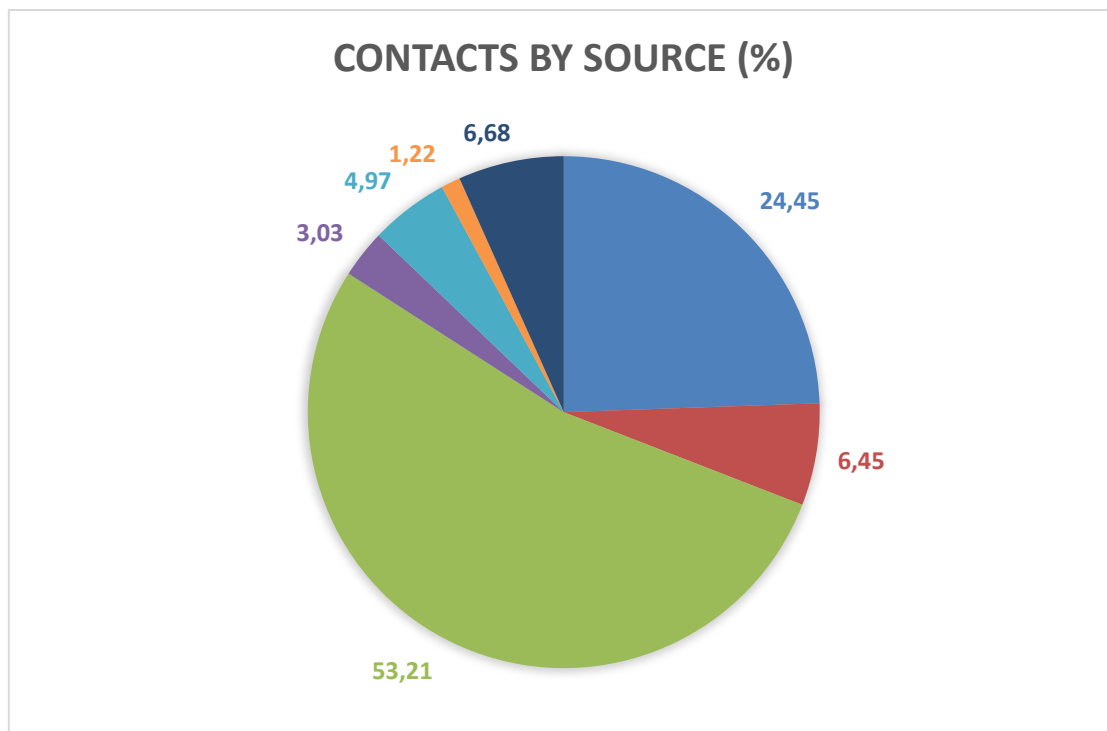
CONTACTS BY SOURCE (%)

Figure 4.4: Share of total contacts by source.

4.3.1   EU13 robotic academy stakeholders

As mentioned above, academic contacts represent 31,91 % of all obtained contacts. Figure 4.5 shows that the highest number of academic contacts are from **Romania (24,91 %)**, followed by Poland (21,88 %) and Czech Republic (13,79 %). Countries with less than 10 % of academic contacts are Slovakia (7,44 %), Hungary (5,20 %), Slovenia (3,97 %), Croatia (3,90 %), Cyprus and Estonia (3,03 %), Lithuania (3,54 %), and Latvia (2,45 %). The lowest number of contacts are from **Malta (0,65 %)**.

Table 4.3: Number of academy contacts per EU13 country.

ACADEMIC CONTACTS PER EU13 COUNTRY												
COUNTRY	BG	CRO	CY	CZ	EST	HUN	LV	LT	MT	PL	RO	SK	SLO
ACADEMY CONTACTS	39	54	42	191	42	72	34	49	9	303	345	103	55
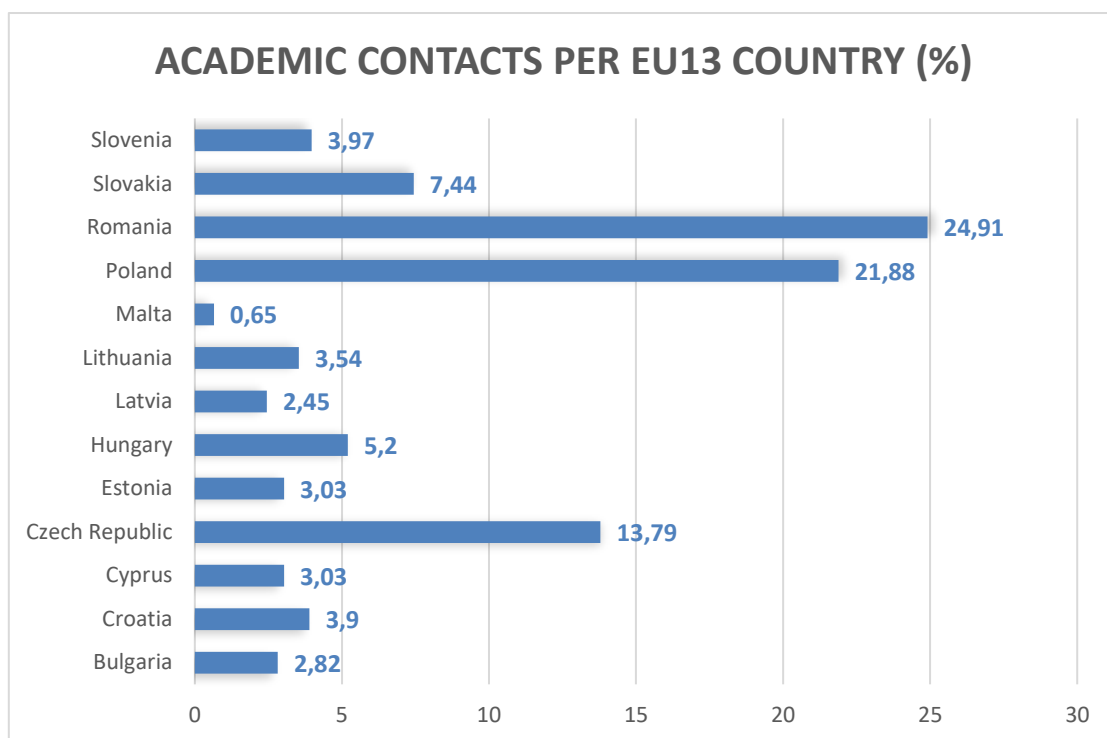
Figure 4.5: Share of academy contacts per country.

4.3.2 EU13 robotic industry stakeholders

Industrial contacts represents more than two-thirds **(77,40 %)** of total contacts. As shown in Figure 4.6, the majority of industrial contacts are from **Poland (71,1 %)**, meanwhile only 28,59 % of contacts are from other EU13 countries. Country with the second biggest share is Czech Republic (5,89 %), followed by Slovenia (4,73 %), Hungary (3,78 %), Slovakia (3,01 %), Romania (2,26 %), Bulgaria (2,26 %), Croatia (2,14 %) and Latvia (1,22 %). Less than 1% of contacts come from Lithuania (0,80 %), Cyprus (0,74 %) and again **Malta (0,36 %)**.

Table 4.4: Number of industry contacts per EU13 country.

INDUSTRIAL CONTACTS PER EU13 COUNTRY												
COUNTRY	BG	CRO	CY	CZ	EST	HUN	LV	LT	MT	PL	RO	SK	SLO
INDUSTRY CONTACTS	76	72	25	198	43	127	41	27	12	2389	76	101	159

INDUSTRIAL CONTACTS PER EU13 COUNTRY (%)

Country	Value
Slovenia	4,73
Slovakia	3,01
Romania	2,26
Poland	71,1
Malta	0,36
Lithuania	0,8
Latvia	1,22
Hungary	3,78
Estonia	1,28
Czech Republic	5,89
Cyprus	0,74
Croatia	2,14
Bulgaria	2,26
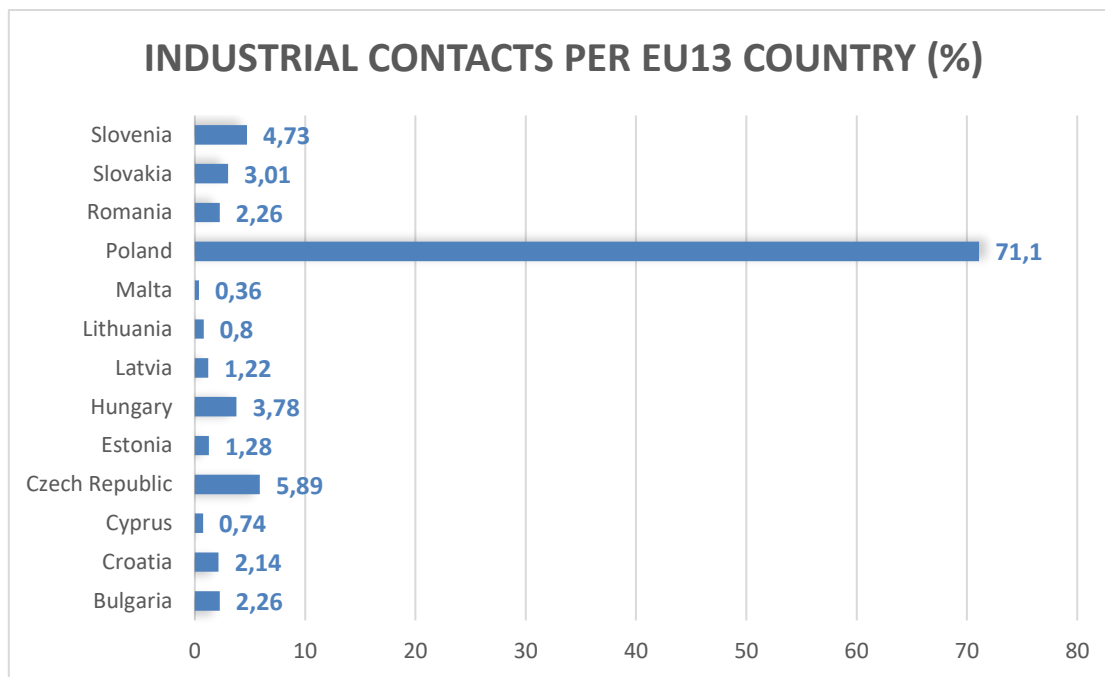
Figure 4.6: Share of industry contacts per country.

4.3.3 EU13 robotic research institutes

Only **3,66 %** of obtained contacts are from research institutes. As shown in Figure 4.7, country with the highest amount of research institute contacts is again **Poland (20,75 %),** followed by Slovenia (18,24 %), Czech Republic (17,61 %) and Romania (12,58 %). Countries with less than 10% of research institute contacts are Cyprus (5,03 %), Hungary (4,40 %), Slovakia (3,77 %), Latvia (2,52 %), Lithuania (1,89 %), Bulgaria (1,26 %) and the same as for academy and industry contacts, **Malta**, with only **0,63 %** of contacts.

Table 4.5: Number of research institutes contacts per EU13 country.

RESEARCH INSTITUTES CONTACTS PER EU13 COUNTRY												
COUNTRY	BG	CRO	CY	CZ	EST	HUN	LV	LT	MT	PL	RO	SK	SLO
INDUSTRY CONTACTS	2	7	8	28	3	7	4	3	1	33	20	6	29

RESEARCH INSTITUTES CONTACTS PER COUNTRY(%)

Country	Value
Slovenia	18,24
Slovakia	3,77
Romania	12,58
Poland	20,75
Malta	0,63
Lithuania	1,89
Latvia	2,52
Hungary	4,4
Estonia	1,89
Czech Republic	17,61
Cyprus	5,03
Croatia	4,4
Bulgaria	1,26
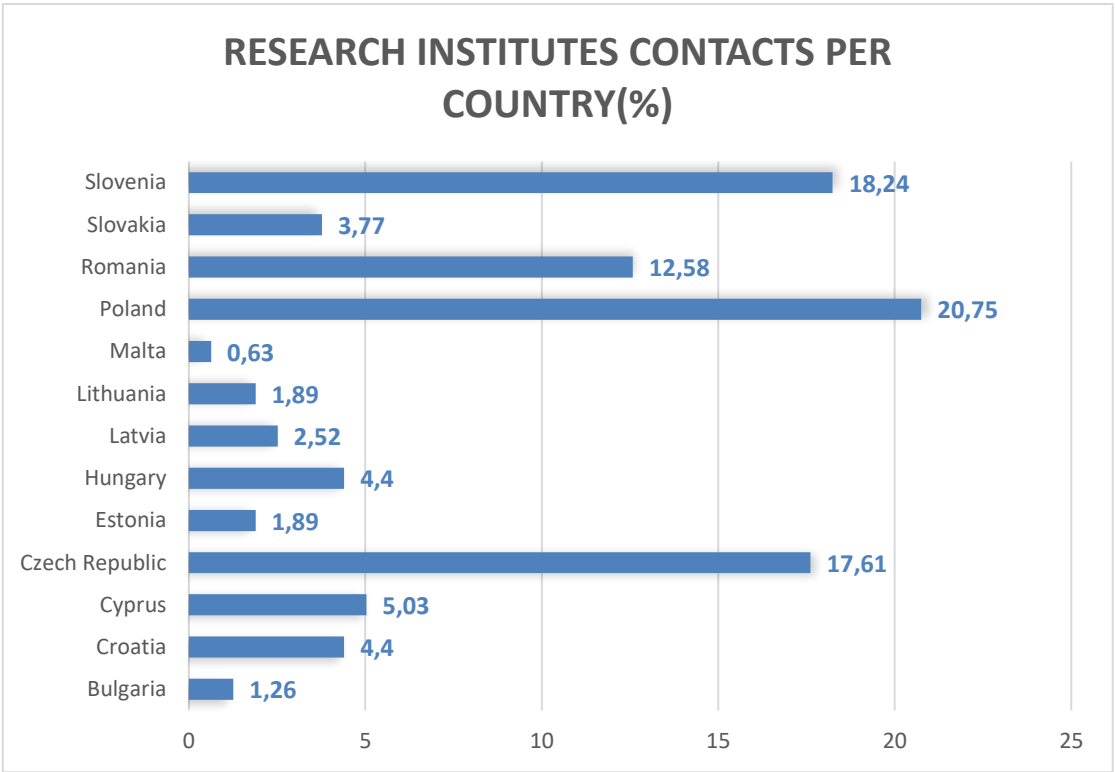
Figure 4.7: Number of research institutes contacts per country.

4.4   EU13 and EU15 conferences and scientific events

Second stage of EU13 robotics community research was the definition of relevant conferences and scientific events, with the purpose to plan main dissemination activities (e.g. informational stands, advertising, workshops). The goal was to prepare a list of all robotic related conferences, scientific events and fairs for EU13 and EU15 region, in the period 2018 – 2019.

The search for the conferences was conducted on the basis of internet sources. We have defined three main data sources. The first source was **online searching for relevant conferences** by keywords and by dedicated country. For the search, we have used keywords, such as "robotic conference + country", "robotic fair + country", "robotic symposium + country" and "robotics events + country". Our second data source was a list of conferences provided by **IEEE Robotics and Automation Society**, which represents world's largest technical professional organization and is one of the leading sponsors of robotic conferences and other scientific events. The third source that we have used are **event portals**, such as https://10times.com, that offer a vast database of up-to-date events categorized by format, category and location. As the final source, we have reviewed websites of **renowned robotic manufacturers** (e.g. ABB, Fanuc, KUKA, Yaskawa) for the information about their attendance on robotic related events. With all those methods, we have obtained in total **103 conferences** [2].

4.4.1   Conferences per the region

If we categorize search results by the region (Figure 4.8), we can conclude that **more than two-thirds of conferences** (66 conferences or 64,08 %) are from **EU15 region** (e.g. 20th International Conference on Human-Robot Interaction in Italy, INNOROBO in France, AUTOMATION 2019 in Germany, Swiss Robotics Industry Day in Switzerland) and **only one-third** (37 conferences or 35,92 %) is from **EU13 region** (e.g. TRENDY V ROBOTIZACI 2020 in Czech Republic, Robotex International Conference 2018 in Estonia, Automaticon® in Poland, European Robotics Forum in Romania).

Table 4.6: Number of robotics related conferences per EU region.

NUMBER OF ROBOTIC RELATED CONFERENCES PER REGION		
REGION	EU 13	EU15
NO. OF CONFERENCES	37	66
TOTAL NO.	**103**	

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[2] Lists of conferences in EU13 and EU15 region are included in the Appendix.
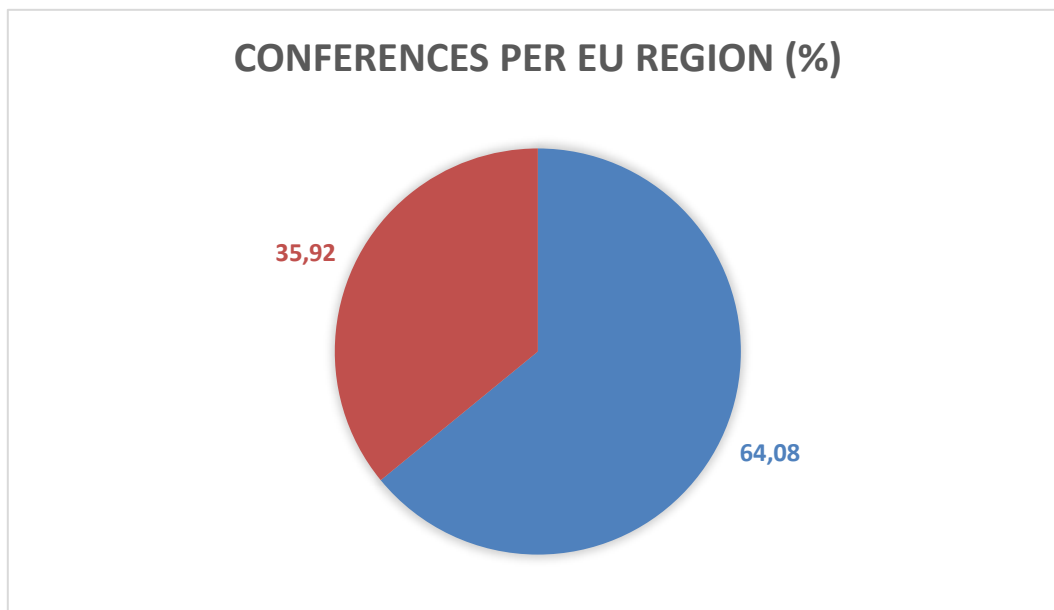
Figure 4.8: Share of robotics related conferences per EU region.

4.4.2   Conferences per country for EU13 and EU15 region

If we categorize the number of conferences per country for each specific region, we can conclude that the country with the highest number of relevant conferences in EU15 region (including Switzerland), is **Germany (22,73 %)** (Figure 4.9)**.** We could found only one relevant conference in Greece and Finland (Table 4.7). Countries where we could not found any relevant conference or other scientific event are Luxembourg and Ireland (Table 4.7).

Table 4.7: Number of robotic related conferences per EU15 country.

NUMBER OF CONFERENCES PER EU15 COUNTRY														
COUNTRY	ITA	FR	DE	NL	ES	GR	UK	AT	BE	DK	FI	PT	SE	LUX	CH
INDUSTRY CONTACTS	5	7	15	4	5	1	9	3	3	3	1	6	2	0	3

CONFERENCES PER COUNTRY - EU15 (%)

Country	Value
Greece	1,52
Sweden	3,03
Portugal	9,09
Finland	1,52
Denmark	4,55
Belgium	4,55
Austria	4,55
UK	13,64
Switzerland	4,55
Spain	7,58
Netherlands	6,06
Germany	22,73
France	10,61
Italy	7,58
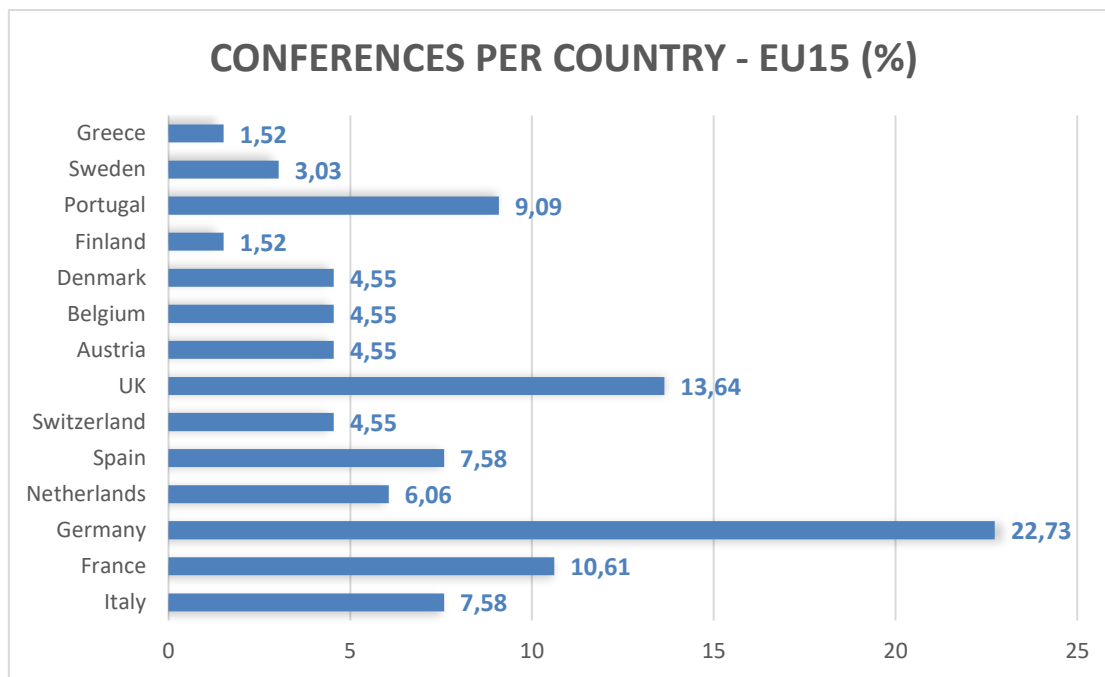
Figure 4.9: Share of robotics related conferences per EU15 country.

The country with the highest number of robotics related conferences and other scientific in EU13 region is **Slovenia (24,32 %)** (Figure 4.10). Countries with only one relevant conference are Bulgaria, Croatia, Lithuania, Malta and Slovakia (Table 4.8). We could not find any robotic related conferences or other scientific events for Cyprus and Latvia (Table 4.8).

Table 4.8: Number of robotics related conferences per EU13 country.

NUMBER OF CONFERENCES PER EU13 COUNTRY												
COUNTRY	BG	CRO	CY	CZ	EST	HUN	LV	LT	MT	PL	RO	SK	SLO
INDUSTRY CONTACTS	1	1	0	7	2	2	1	0	1	8	4	1	9

CONFERENCES PER COUNTRY - EU13 (%)

Country	Value
Slovenia	24,32
Slovakia	2,7
Romania	10,81
Poland	21,62
Malta	2,7
Lithuania	2,7
Hungary	5,41
Estonia	5,41
Czech Republic	18,92
Croatia	2,7
Bulgaria	2,7
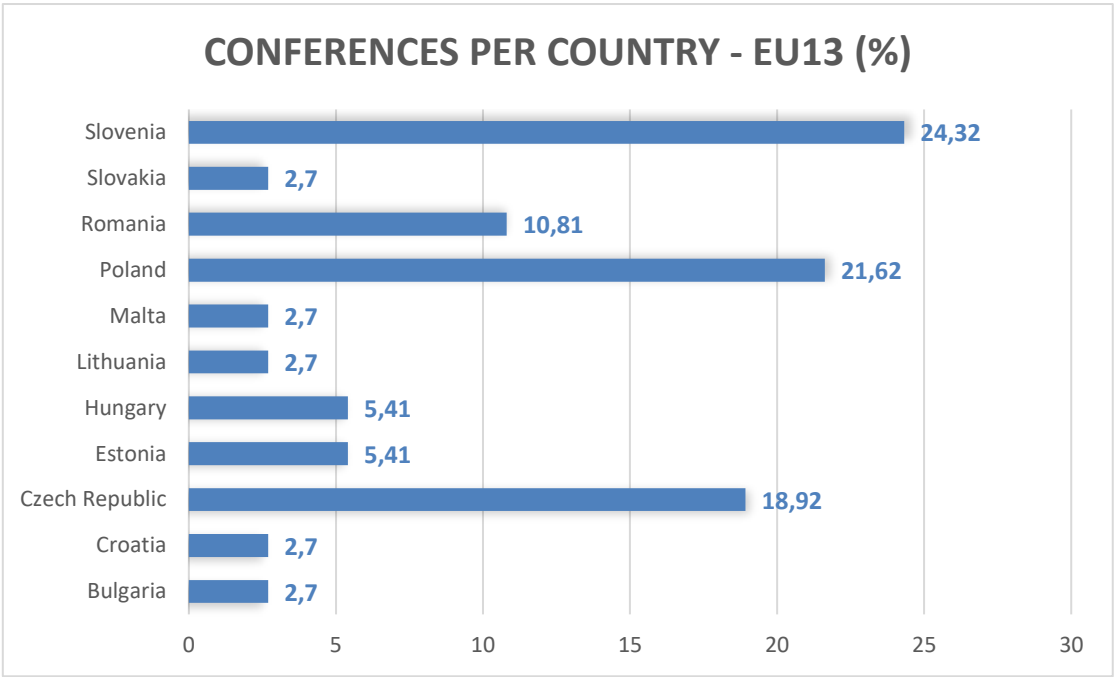
Figure 4.10: Share of robotics related conferences per EU13 country.

4.5   EU13 robotics related print and online media

The final stage of the robotics community research, was the definition of **robotics related print and online media** in EU13 region. As print media, we have considered professional journals and magazines meanwhile online media included web portals. Our plan was to find at least one robotic related media in each EU13 country.

The search for relevant media comprised online searching. Firstly, we have searched for relevant media by the use of relevant keywords and by country, such as "robotic journal + country", "robotic magazine + country", "media about robotics + country". Secondly, we have searched for media sponsors of the conferences pre-defined in previous stage of robotic community research.

In total, we have found **72 robotic related media**[3] in EU13 countries (Table 4.9), such as Robotic Journal in Czech Republic, ATP Journal in Slovakia, Easy Engineering magazine in Romania, IRT 3000 magazine in Slovenia and web portals, such as forbot.pl in Poland, robotika.lt in Lithuania, techmonitor.hu in Hungary. As the Figure 4.11 shows, the highest number of inputs are from **Poland (23,61 %)**, followed by Czech Republic (19,44 %) and Romania (11,11 %). Countries with less than 10 % of inputs are Croatia (9,72 %), Hungary (9,72 %), Bulgaria (6,94 %), Slovenia (5,56 %), Slovakia (4,17 %), Cyprus (4,17 %), Lithuania (2,78 %), Latvia (1,39 %) and Estonia (1,39 %). There were not any relevant inputs from **Malta**.

Table 4.9: Number of relevant robotics related media per EU13 country.

NUMBER OF MEDIA PER EU13 COUNTRY													
COUNTRY	BG	CRO	CY	CZ	EST	HUN	LV	LT	MT	PL	RO	SK	SLO
INDUSTRY CONTACTS	5	7	3	14	1	7	2	1	0	17	8	3	4
TOTAL NO.	72												
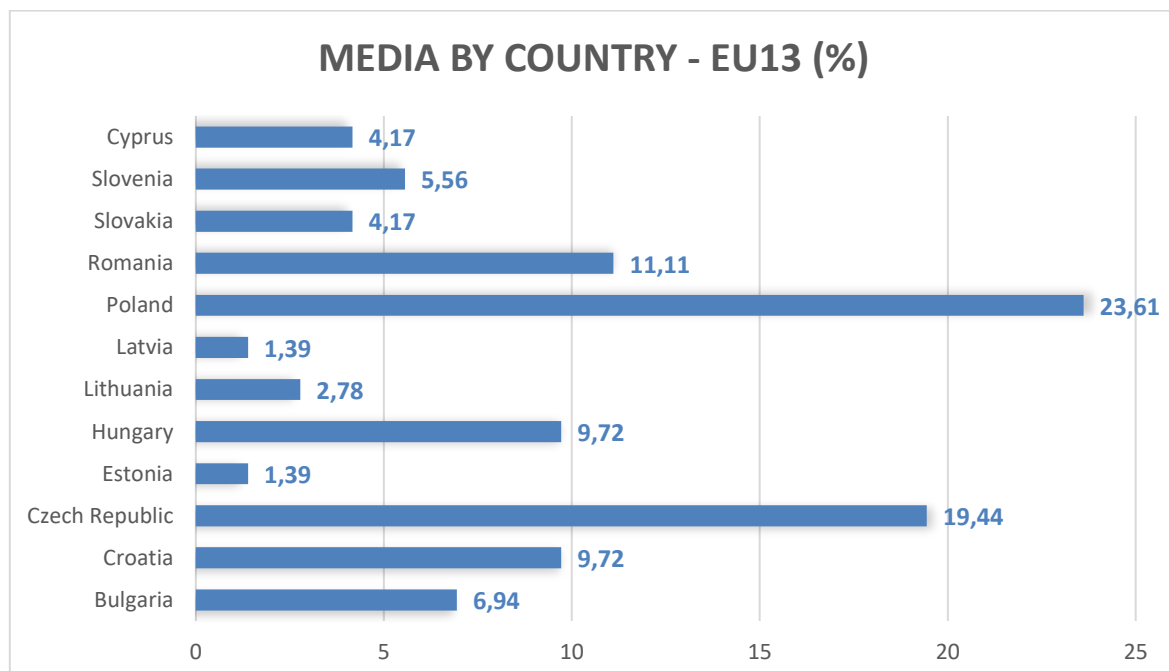
Figure 4.11: Share of robotics related media per EU13.

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[3] The list of all media in EU13 countries is included in the Appendix.

5 TERRINET EU13 oriented dissemination activities

The main objective of the Work package WP5 is to disseminate the results of TERRINet project within the consortium and external stakeholders interested in Robotics (not limited just to research), as to guarantee their fruitful sustainable usage on behalf of three main target audiences – students, industrial and academy researchers, and entrepreneurs. University of Ljubljana is specifically responsible to target EU13 region, with the aim to improve visibility and recognition in both local region and EU15 region.

Dissemination activities are divided into two categories:

1.) **promotion of robotics in general**, educational and research institutions, industries in local environment, so that increased coverage will improve the awareness of general public and authorities of the importance of promoting and investing into the field of robotics;
2.) **promotion of educational, research institutions and industries of the EU13 member states in all EU member states**, to improve their recognition to the general EU robotics community with the purpose to improve their networking abilities with scholars and centres of excellence from the EU15 region.

Dissemination activities in presented period were focused on:

1.) **promotion of TERRINet as the first European Robotics Research Infrastructure Network** in EU13 member states;
2.) **promotion of the first open call for Trans-national access** (taking place from December 1st, 2018 to March 31st, 2019) in EU13 and EU15 member states.

Dissemination activities included informational stands and workshops on robotics related conferences, scientific events and fairs, e-mail promotion and media coverage.

5.1 Informational stands and workshops

During the period from December 2017 to May 2019, TERRINet project was presented on two robotics fairs (Figure 5.1, Figure 5.4) and one conference **in EU13 region** (Figure 5.5), and two conferences in **EU15 region** (Figure 5.2, Figure 5.3). The promotion of the project was implemented through informational stands and workshops. Each informational stand included TERRINet roll-up, leaflets (promoting the first call for application) and invitation for joining the mailing list. Workshop (Figure 5.3) was organized on the topic of "Science-grounded Robotics: the TERRINet and RoboCom++", with the aim to present research services, access opportunities and the high-level training offered by the TERRINet Robotics Research Infrastructure Network.

- **February 13th – 15th, 2018:** IFAM Robotics 2018 – Ljubljana, Slovenia (Figure 5.1)

   The first conference, where we have organized informational stand, was IFAM Robotics, a 3-day international trade fair for industrial, service and humanoid robots taking place once a year in Slovenia. IFAM Robotics combines manufacturers and distributors of robots, robot modifiers, robot diagnostics, suppliers of robotic components, parts and maintenance equipment, robotic solution providers, robot periphery and system integrators. As a part of the fair are also business forum, round tables and different workshops. In the year 2018, the exhibition and demonstration space took over 8.000 m2, with 84 exhibitors, 17 lectures and workshops. The fair visited more than 2.436 visitors.

Figure 5.1: Informational stand on IFAM Robotics 2018 fair.

- **June 6th – 8th, 2018:** 27th International Conference on Robotics in Alpe-Adria-Danube Region – RAAD 2018 – Patras, Greece (Figure 5.2)

The second conference, where TERRINet activities were presented, is RAAD – the only European conference that brings together academic and industry researchers in robotics from the Alpe-Adria-Danube Region, affiliated countries and their worldwide partners in a collegial and stimulating environment. RAAD 2018 covered all major areas of R&D and innovation in robotics, including new research trends such as: bio-inspired and cognitive robots, visual serving of robot motion, human-robot interaction, cloud robotics and personal robots for ambient assisted living. The event hosted in total 77 lectures and workshops.
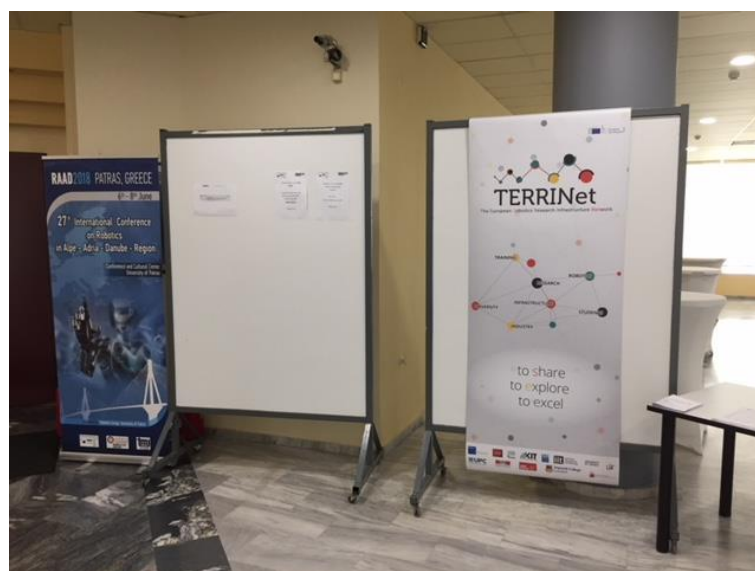
Figure 5.2: Informational stand on RAAD 2018 conference.

- **December 4th – 6th, 2018:** ICT Vienna 2018 – Vienna, Austria (Figure 5.3)

The final event of the year 2018 was ICT Vienna 2018, where we have organized a workshop on the topic of Science-grounded Robotics: the TERRINet and RoboCom++. The main aim of the workshop was to present the activities of two Horizon 2020 projects TERRINet and RoboCom++. The workshop attended 12 participants, which we also asked for the feedback about the project activities. In general, ICT conference covers topics such as Artificial Intelligence, Next Generation Internet, Digital Skills and High-Performance Computing and is an opportunity for the people involved in this transformation to share their experience and vision of Europe in the digital age. Conference hosted lectures, innovation and startups forum, exhibition, networking sessions and workshops. The whole event attracted in total 4800 visitors.

*Figure 5.3: Workshop "Science-grounded Robotics:
the TERRINet and RoboCom++".*

- **February 12th – 14th, 2019:** IFAM Robotics – Ljubljana, Slovenia (Figure 5.4)

For the second year, we have organized informational stand on the largest robotic fair in Slovenia, IFAM Robotics 2019. There were altogether 114 exhibitors from 11 different countries. The fair hosted as side event 24 lectures and 1 workshop, covering the topics of industry 4.0., collaborative robotics, AI and similar. The main aim of the promotion was invite participants of the fair to respond to open call for applications.

Figure 5.4: Informational stand on IFAM Robotics 2019 fair.

- **March 20th – 22nd, 2019:** European Robotics Forum – ERF 2019 – Bucharest, Romania (Figure 5.5)

Together with the TERRINet partner Sant'Anna School of Advanced Studies, we have organized the informational stand at the European Robotics Forum (ERF) 2019, held from March 20-22 in Bucharest, Romania. The main goal of the promotion was to disseminate the Project in general and specifically boost the last days of the First TERRINet Open Call for Application (deadline on March 31, 2019). The event attended more than 900 participants from Robotics and neighboring communities, such as big data or cybersecurity, offering a unique opportunity for academia and industry to discuss and boost together science and innovation. The Forum held more than 50 workshops, discussing the future of robotics and AI in European landscape.

Figure 5.5: Informational stand on ERF 2019 conference.

5.2   TERRINET EU13 oriented e-mail campaigns

The main focus of e-mail campaigns was to support the promotion of the first open call for application to access the TERRINet infrastructures. The communication strategy included one e-mail per month (while the Call was opened) sent to EU13 robotics community database, each focusing on dedicated topic (e.g. GDPR compliance, first notification of the project, open call dissemination and open call reminder). In total there was sent **five e-mail campaigns**[4]:

- **Campaign 1** was sent on 29th November 2018, with the aim to make EU13 robotics community database compliant with GDPR regulation and to provide the first information about the project. Campaign was successfully sent to 4311 contacts, with open ratio of 17,09 % (643 contacts). 12,29 % of recipients (who opened email) engaged with campaign by clicking at least one external link, and 0,69 % of recipients unsubscribed from the mailing list. The email was marked as spam from one recipient.

- **Campaign 2** was sent on 10th December 2018, with the purpose to promote the opening of the first call for Transnational access. Campaign was successfully sent to 3734 contacts, with the open ratio of 16,68 % (621 contacts). 13,04 % of recipients (who opened email) engaged with campaign by clicking at least one external link, and 0,35 % of recipients unsubscribed from the mailing list. None of the recipients marked email as a spam.

- **Campaign 3** was sent as open call reminder mail on 15th January 2019, with the aim to explain the application process and provide more detailed infrastructure presentation. Campaign was successfully sent to 3719 contacts, with the open ratio of 14,89 % (549 contacts). 7,47 % of recipients (who opened email) engaged with campaign by clicking at least one external link, and 0,46 % of recipients unsubscribed from the mailing list. None of the recipients marked email as a spam.

- **Campaign 4** presented a final reminder for an open call application and was sent on 1st March 2019. Campaign was successfully sent to 3669 contacts, with the open ratio of 17,04 % (621 contacts). 8,86 % of recipients (who opened email) engaged with campaign by clicking at least one external link, and 0,47 % of recipients unsubscribed from the mailing list. Again, none of the recipients marked email as a spam.

- **Campaign 5** was oriented into promotion of the last opportunity for recipients to apply and was sent on 26th March 2019. Campaign was successfully sent to 3626 contacts, with the open ratio of 15,51 % (558 contacts). 11,29 % of recipients (who opened email) engaged with campaign by clicking at least one external link, and 0,33 % of recipients unsubscribed from the mailing list. None of the recipients marked email as a spam.

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[4] The examples of the e-mail campaigns are included in the Apendix.

5.2.1 TERRINet EU13 oriented e-mail campaigns by open ratio

In average there were **3723** emails sent per e-mail campaign, with average **open ratio** (meaning the number of recipients who opened the email at least once) of **16,24 %**. As Figure 5.6 indicates, campaign with the highest open ratio was **campaign 1** – GDPR compliance (17.09 %), followed by **campaign 4** – the open call expiring notice (17,04 %), **campaign 2** – the first promotion of the TERRINet open call (17,04 %) and **campaign 5** – final open call reminder (15,51 %). Campaign with the lowest open ratio was **campaign 3** – open call reminder (14,89 %).

Table 5.1: Number of recipients who opened the email at least once (open ratio).

OPEN RATIO PER CAMPAIGN					
CAMPAIGN	Campaign 1	Campaign 2	Campaign 3	Campaign 4	Campaign 5
OPEN RATIO	643	621	549	621	558
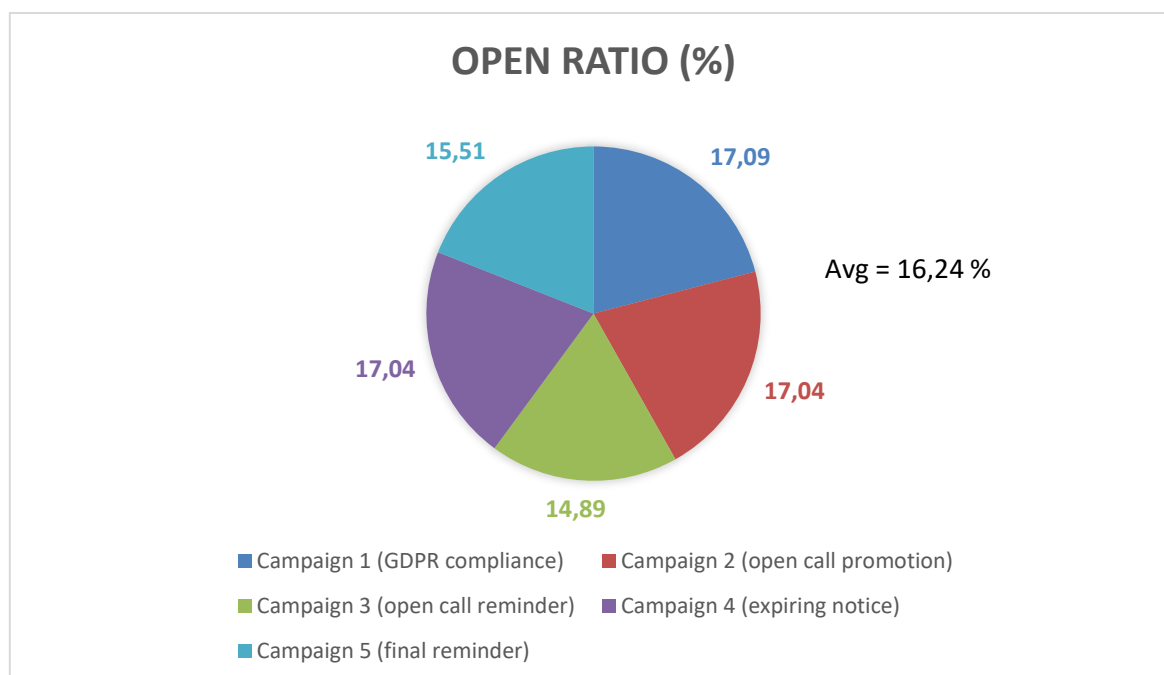
Figure 5.6: Shares of open ratio per campaign.

5.2.2 TERRINet EU13 oriented e-mail campaigns by click ratio

Another important KPI is **click ratio**, which indicates number of recipients who opened email and clicked on a link at least once (excluding unsubscribes), such as external links in the email. The average click ratio per campaign was 10,59 %. As Figure 5.7 indicates, campaign with the highest click ratio was **campaign 2** – open call promotion (13,04 %), followed by **campaign 1** – GDPR compliance (12,29 %), **campaign 5** – final open call reminder (11,29 %), **campaign 4** – the open call expiring notice (8,86 %). Campaign with the lowest click ratio was **campaign 3** – open call reminder (7,47 %).

Table 5.2: Number of recipients who opened email and clicked at least one external link (click ratio).

CLICK RATIO PER CAMPAIGN					
CAMPAIGN	Campaign 1	Campaign 2	Campaign 3	Campaign 4	Campaign 5
CLICK RATIO	79	81	41	55	63
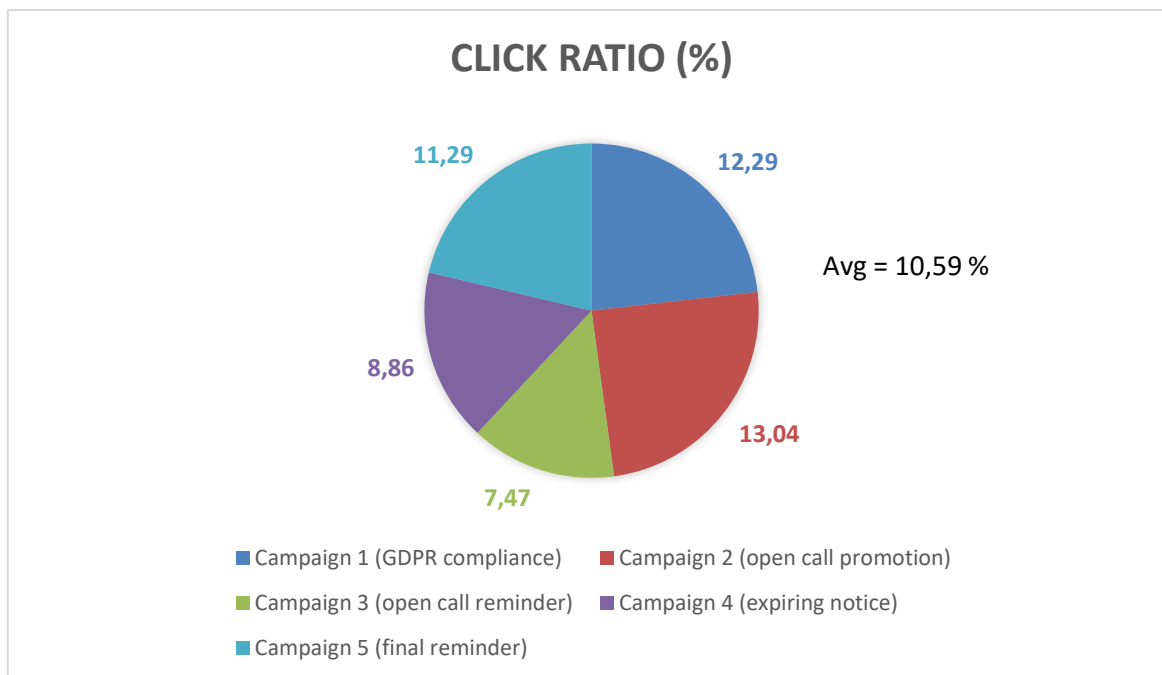
Figure 5.7: Share of click ratio per campaign.

5.2.3   TERRINet EU13 oriented e-mail campaigns by unsubscribe ratio

Unsubscribe ratio indicates number of the recipients who received email and unsubscribed from the mailing list. In average, unsubscribe ratio per campaign was 0,46 %. As Figure 5.8 shows, campaign with the highest unsubscribe ratio was **campaign 1** – GDPR compliance (0,69 %), followed by **campaign 4** – expiring notice (0,47 %), **campaign 3** – open call reminder (0,46 %) and **campaign 2** – open call promotion (0,35 %). Campaign with the lowest unsubscribe ratio was **campaign 5** – final reminder (0,33 %).

Table 5.3: Number of people who received email and unsubscribed from the mailing list (unsubscribe ratio).

UNSUBSCRIBE RATIO PER CAMPAIGN					
CAMPAIGN	Campaign 1	Campaign 2	Campaign 3	Campaign 4	Campaign 5
UNSUBSCRIBE RATIO	26	13	17	17	12

UNSUBSCRIBE RATIO (%)

Avg = 0,46 %

- Campaign 1 (GDPR compliance)
- Campaign 2 (open call promotion)
- Campaign 3 (open call reminder)
- Campaign 4 (expiring notice)
- Campaign 5 (final reminder)
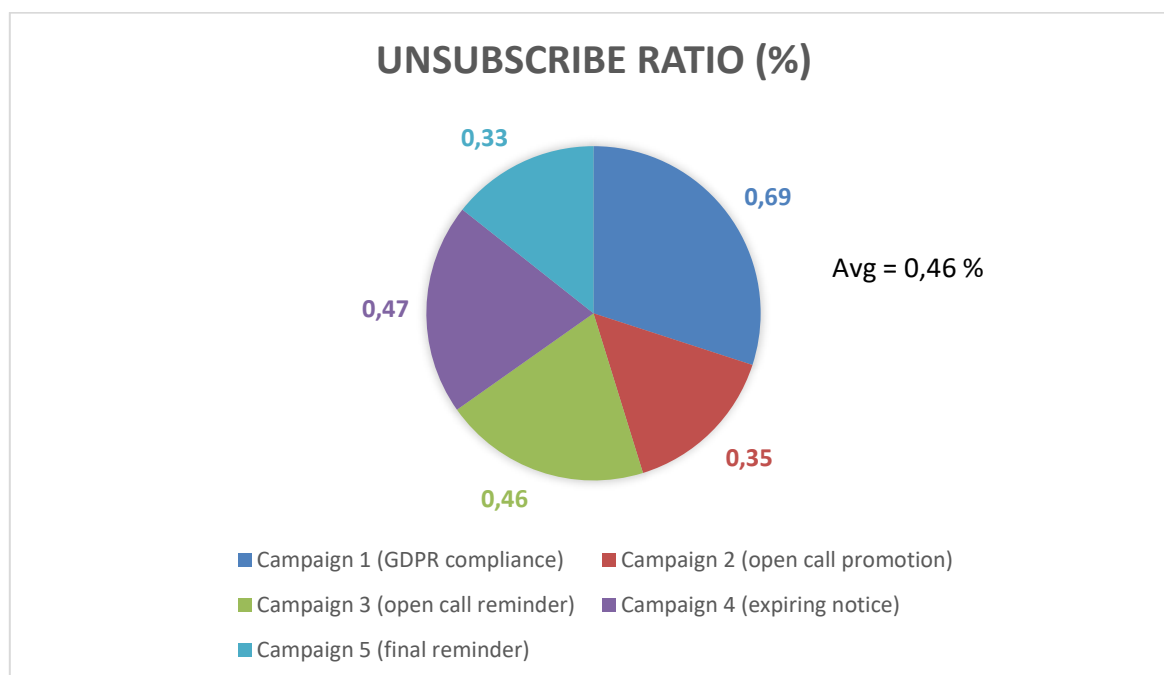
Figure 5.8: Share of unsubscribe ratio per campaign.

To conclude, based on all three KPIs (open ratio, click ratio and unsubscribe ratio), the most successful campaigns were campaign 1 and campaign 2, although campaign 1 had the highest unsubscribe ratio, since it was the first contact with mailing list and inviting recipients to unsubscribe in case they did not want to receive more information about the project. The least successful campaign was campaign 3, with almost the highest unsubscribe ratio and the lowest open and click ration. Campaign 4 and campaign 5 performed average, although campaign 5 reached the lowest unsubscribe ratio, since it was the fifth campaign sent and addressed already established mailing list. To conclude, the statistics above indicates that recipients reacted better to campaigns providing **new information** (such as campaign 1 – first notice about TERRINet activities, campaign 2 – first notice for open call), than to campaigns **reminding them on already known information** (such as campaigns 3 and 4 – open call reminder, campaign 5 – notice about open call deadline expiration).

5.3   TERRINET EU13 oriented media coverage

Media coverage was an essential part of dissemination activities, since it enabled a direct contact with potential users. The goal was to publish at least one media announcement per EU13 country in the native language. The target was robotics related print and online media journals. In total, there was published **12 media announcements in 7 EU13 member states.** As shown in Figure 5.9, countries with the highest number of media announcements are Slovenia (4) and Poland (3), followed by Czech Republic (2), Croatia, Romania, Slovakia and Bulgaria, each with one media announcement.

Table 5.4: Number of published media announcements per EU13 country.

NUMBER OF MEDIA ANNOUNCEMENTS PER EU13 COUNTRY						
COUNTRY	Poland	Croatia	Romania	Slovakia	Czech R.	Bulgaria	Slovenia
NO. OF ARTICLES	3	1	1	1	2	1	2
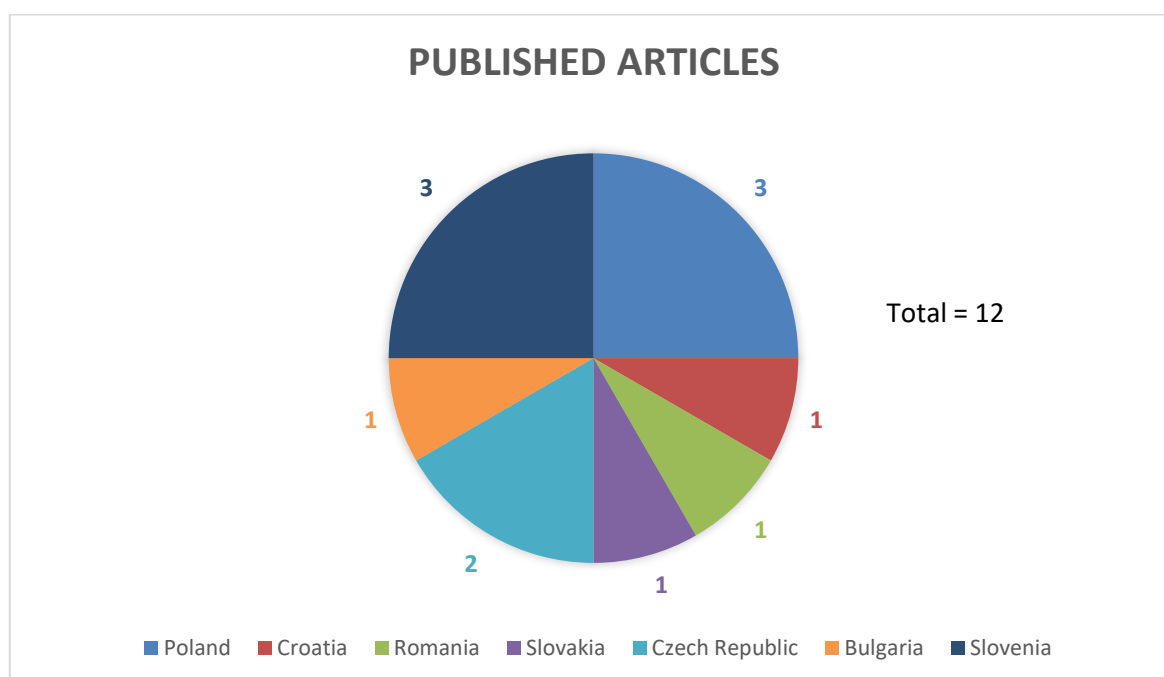
Figure 5.9: Number of published articles per country.

As presented in Figure 5.10, media announcements were published as web articles (7-times), print articles (3-times), web banner (1-time) and print advert (1-time).

Table 5.5: Number of media annountments per media format.

NUMBER OF MEDIA ANNOUNCMENTS PER MEDIA FORMAT			
TYPE OF ARTICLE	Web article	Print article	Web banner	Print advert
NO. OF ARTICLES	3	1	1	1
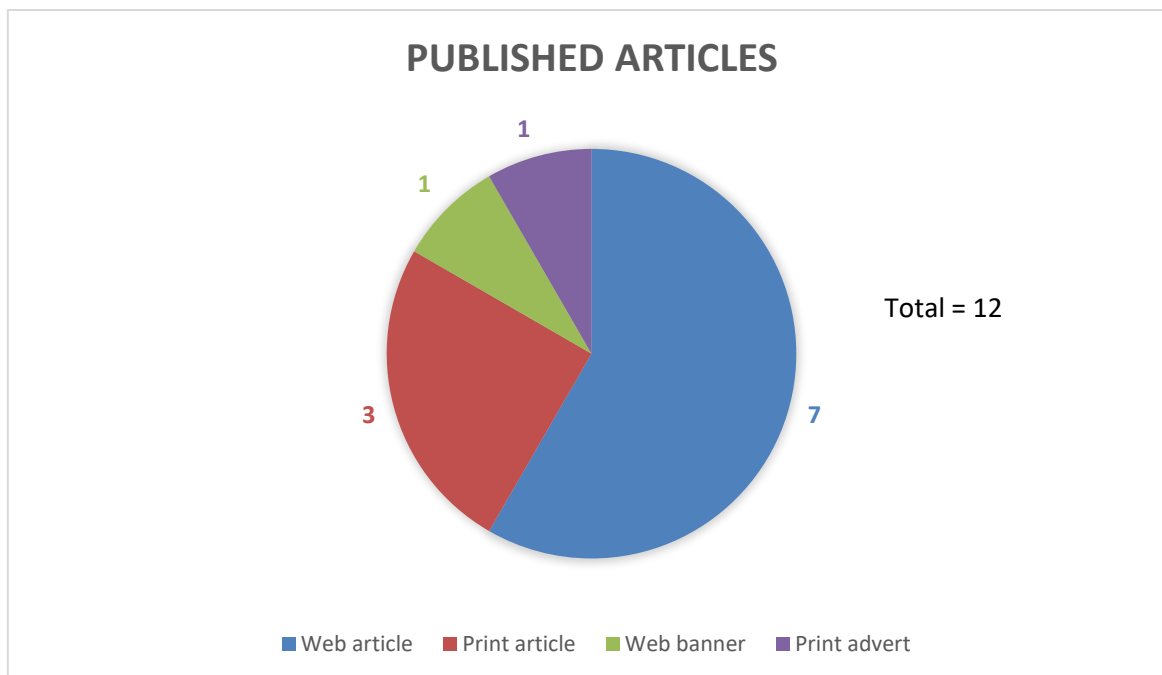
Figure 5.10: Number of different media announcement formats.

Following are the examples of different media announcements published in 7 EU13 countries. For each country, there is the name of the media presented, including the format of media announcement and the date of publishing.

- **Poland** - www.magazynprzemyslowy.pl, www.polskipremysl.com.pl, www.forbot.pl
  (Figure 5.11, Figure 5.12, Figure 5.13)

Figure 5.11: Web article on www.magazynprzemyslowy.pl (January 2nd, 2019).
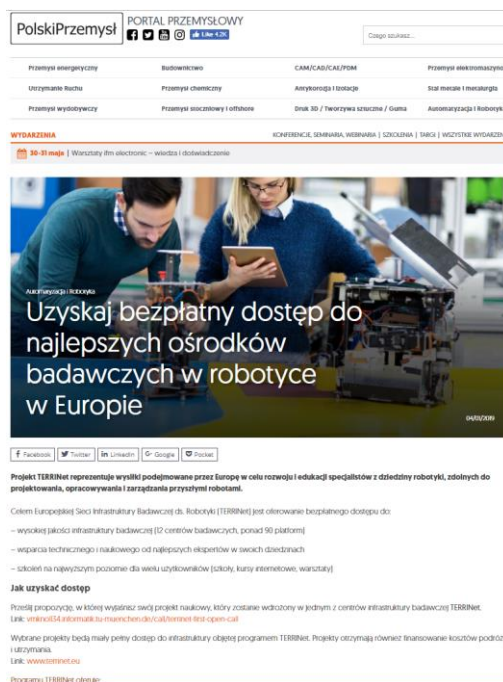
Figure 5.12: Web article on www.polskipremysl.com.pl (January 4th, 2019).

*Figure 5.13: Web article on www.forbot.pl
(December 29th, 2019).*

- **Czech Republic** – www.automa.cz (web and print) (Figure 5.14, Figure 5.15)

*Figure 5.14: Print article in Automa Magazyn
(January 2019).*

*Figure 5.15: Web article www.automa.cz
(January 1st, 2019).*

- **Croatia** – www.globalnovine.eu (Figure 5.16)

Figure 5.16: Web article on www.globalnovine.eu
(December 28th, 2018).

- **Slovenia** – IRT 3000, Ventil, www.revija-ventil.si (Figure 5.17, Figure 5.18, Figure 5.19)

Figure 5.17: Web article www.revija-ventil.si
(January 7th, 2019).

Figure 5.18: Print article in magazine Ventil
(February 2019).

*Figure 5.19: Print article in magazine IRT 3000
(January 2019).*

- **Romania** – www.easyengineering.ro (**Error! Reference source not found.**)

*Figure 5.20: Web article on www.easyengineering.ro
(January 16th, 2019).*

- **Slovakia** – ATP Journal (Figure 5.21, Figure 5.22)

Figure 5.21: Cover of the magazine (January 2019).

Figure 5.22: Print article in magazine ATP Journal (January 2019).

- **Bulgaria** – www.engineer.bg (Figure 5.23)
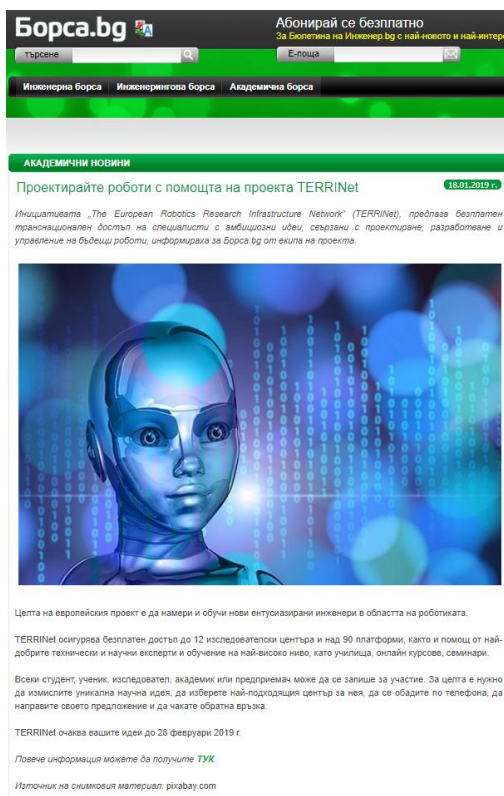
Figure 5.23: Web article www.engineer.bg (January 18th, 2019).

6 Appendix

APPENDIX 1: List of conferences in EU13 region (2018 – 2020)

COUNTRY	NO.	NAME	ACRONYM	DATE	LOCATION	WEBSITE
Bulgaria	1	MACHTECH & INNOTECH EXPO	/	15th - 18th April 2019	Inter Expo Center – Sofia	Link
Croatia	1	IFAC Conference on Control Applications in Marine Systems, Robotics and Vehicles	IFAC CAMS 2018	10th - 12th September 2018	Opatija	Link
Czech Republic	1	TRENDY V ROBOTIZACI 2020	Roboty 2020	28th - 30th January 2020	Brno	Link
	2	27th International Fair Of Electrical Engineering, Energy, Automation, Communications, Lighting And Security	AMPER 2020	17th - 20st March 2020	Brno	Link
	3	61st International Engineering Fair	MSV 2019	7th October - 11th October 2019	Brno	Link
	4	Tyden Inovaci 2019		20st - 26th May 2019	Prague	Link
	5	B & R Innovation Day		24th May 2018	Litomyl	Link
	6	European Conference on Mobile Robots	ECMR 2019	4th - 6th September 2019	Prague	Link
	7	International Conference on Informatics in Control, Automation and Robotics	ICINCO 2019	29th - 31st July 2019	Prague	Link
Estonia	1	Robotex International Conference 2018		30th November - 1st December 2019	Tallinn	Link
	2	INDUSTRY 4.0 IN PRACTICE		29th May 2019	Tallinn	Link
Hungary	1	MACH-TECH and INDUSTRY DAYS 2019		14th May - 17th May 2019	Budapest	Link
	2	IFAC Symposium on robot control		27th - 30th August 2018	Budapest	Link
Lithuania	1	The 22nd International Conference ELECTRONICS 2018	ELECTRONICS 2018	18th - 20th June 2018	Palanga	Link
Malta	1	Malta Robotics Olympiad 2018	MRO18	20th April - 22nd April 2018	Floriana	Link

Country							
Poland	1	The 23rd International Conference on Methods and Models in Automation and Robotics	MMAR 2018	26th - 20th August 2019	Miedzyzdroje	Link
	2	25th edition of AUTOMATICON®		26th - 29th March 2019	Warszawa	Link
	3	The Innovations-Technologies-Machines Fair	ITM Poland	4th - 7th June 2019	Poznan	Link
	4	Robotech		17th September 2019	Wrocław	Link
	5	Przemysl 4.0.		9th April 2019	Warsaw	Link
	6	The 2nd International Conference on Robotics and Intelligent System	ICRIS 2019	23rd - 25th February 2019	Warsaw	Link
	7	The 23rd Conference on Automation – Innovations and Future Perspectives	Automation 2019	27th - 29th March 2019	Warsaw	Link
	8	International Workshop on Robot Motion and Control	RoMoCo 2019	8th - 10th July 2019	Poznan	Link
Romania	1	IEEE International Conference on Automation, Quality and Testing, Robotics	AQTR 2019	24th - 26th April 2019	Cluj-Napoca	Link
	2	METALSHOW & TIB		14th - 17th May 2019	Bucharest	Link
	3	15th International Electric & Automation Show	IEAS 2019	16th - 19th September 2019	Bucharest	Link
	4	European Robotics Forum	ERF 2019	20th - 22nd March 2019	Bucharest	Link
Slovakia	1	International Electrical Engineering and Automation Fair	EMA Nitra	21st - 24th May 2019	Nitra	Link
Slovenia	1	International Trade Fair for Automation & Mechatronics	IFAM Robotics	11th - 13th February 2020	Ljubljana	Link
	2	Dnevi industrijske robotike	DIR 2020	April 2020	Ljubljana	Link
	3	International Industry Fair 2019		9th - 12th April 2019	Celje	Link
	4	Industrial Forum IRT 3000	IRT 2018	June 2019	Portorož	Link
	5	28th International Electrotechnical and Computer Science Conference	ERK 2019	September 2019	Portorož	Link

	6	Mednarodni obrtni sejem	MOS 2019	10th - 15th September 2019	Celje	Link
	7	EU Robotic Week	ERW 2018	15th - 24th November 2019	Slovenia	Link
	8	Avtomatizacija v industriji in gospodarstvu 2019	AIG 19	9th - 10th April 2019	Maribor	Link
	9	The 21th International Multiconference Information Society	IS2018	Not announced yet	Ljubljana	Link

APPENDIX 2: List of conferences in EU15 region (2018 – 2020)

COUNTRY	NO.	NAME	ACRONYM	DATE	LOCATION	WEBSITE
Italy	1	5th International Conference on Mechatronics and Robotics Engineering	ICMRE 2019	16th - 19th February 2019	Rome	[Link](#)
	2	20th International Conference on Human-Robot Interaction	ICHRI 2019	17th - 18th September 2019	Rome	[Link](#)
	3	16th International Symposium on Advances in Robot Kinematics	ARK 2018	1st - 5th July 2018	Bologna	[Link](#)
	4	6th International Workshop on Medical and Service Robots	MESROB 2018	3rd - 5th July 2018	Cassino	[Link](#)
	5	SPS IPC Drives Italia 2019	SPS Italia 2019	28th - 30th May 2019	Parma	[Link](#)
France	1	Automation Summit Paris		15th - 16th May 2019	Paris	[Link](#)
	2	INNOROBO		10th - 11th April 2019	London	[Link](#)
	3	EuroSciCon Conference & Expo on Robotics & Automation	EuroSciCon 2019	8th - 9th April 2019	Paris	[Link](#)
	4	MICRONORA 2020		22th - 25th September 2020	Besançon	[Link](#)
	5	BE 4.0 SALON INDUSTRIES DU FUTUR MULHOUSE		19th - 20st November 2019	Mulhouse	[Link](#)
	6	SIDO		10th - 11th April 2019	Lyon	[Link](#)
	7	IEEE International Conference on Robotics and Automation	ICRA 2020	31st May - 4th June 2020	Paris	[Link](#)
Germany	1	Automatica 2020		16th - 19th June 2020	München	[Link](#)
	2	8. Robotics Kongress		6th February 2019	Hannover	[Link](#)
	3	All About Automation		Hamburg: 16th - 17th January 2019 Friedrichshafen: 12th - 13th March 2019 Essen: 5th - 6th June 2019 Leipzig: 11th -	Hamburg, Friedrichshafen, Essen, Leipzig	[Link](#)

				12th September 2019		
	4	Industrial Automation Hannover		1st - 5th April 2019	Hannover	Link
	5	4th AI & ROBOTIC PROCESS AUTOMATION WORLD SUMMIT 2019		4th - 7th June 2019	Dusseldorf	Link
	6	EMO Hannover 2019		16th - 21st September 2019	Hannover	Link
	7	Deutsche Gesellschaft für Computer - und Roboterassistierte Chirurgie e. V.	CURAC 2019	19th - 21st September 2019	Leipzig	Link
	8	38th International trade fair for automation in production and assembly	MOTEK	7th - 10th October 2019	Stuttgart	Link
	9	Vision 2020		10th - 12th November 2020	Stuttgart	Link
	10	Autonomous Machines World		1st - 3rd July 2019	Berling	Link
	11	Robotics: Science and Systems June	RSS 2019	22nd June - 26th June 2019	Freiburg	Link
	12	AUTOMATION 2019		2nd - 3rd July 2019	Baden-Baden	Link
	13	International Robotics Week - RoboBusiness Europe and TUS Expo	TUS Expo 2019	14th - 15th January 2020	Essen	Link
	14	IEEE International Symposium on Safety, Security and Rescue Robotics	SSRR 2019	2nd - 4th September 2019	Würzburg	Link
	15	28th International Conference on Robotics in Alpe-Adria-Danube Region	RAAD 2019	19th - 21st June 2019	Kaiserslautern	Link
Netherlands	1	13th P2P and Robotic Process Automation Strategy 2019		September 2019	Amsterdam	Link
	2	Vision & Robotics and Automation Solutions 2019		12th - 13th June 2019	Eindhoven	Link
	3	WORLD SUMMIT AMSTERDAM AI		10th - 11th October 2018	Amsterdam	Link
	4	Exoskeletons and Soft Wearable Robotics Day		14th March	Amsterdam	Link

Spain	1	WEASC 2nd International Conference on Aviation Technology, Applied Sciences, Robotics, System Engineering & Bioinformatics	AARSB 2019	24th - 25th August 2018	Barcelona	Link
	2	WEASC International Conference on Advances in Information Technology, Engineering, Robotics, Communication & Networking	ITERC 2018	23rd - 24th November 2019	Barcelona	Link
	3	GLOBAL ROBOT EXPO	GR-EX 19	8th - 9th May 2019	Madrid	Link
	4	MetalMadrid 2018		26th - 29th September 2019	Madrid	Link
	5	EMPACK Madrid 2019		13th - 14th November 2019	Madrid	Link
Switzerland	1	Automation And Electronics Show		5th - 6th June 2019	Zürich	Link
	2	Swiss Robotics Industry Day - 5th edition		5th November 2020	Lausanne	Link
	3	EPFL DRONE DAYS 2019		13th - 15th September 2019	Lausanne	Link
United Kingdom	1	4th Annual INTELLIGENT AUTOMATION WEEK 2019	RPA and AI Week	25th - 27th November 2019	London	Link
	2	Intelligent Robotic Process Automation Conclave		28th June 2019	London	Link
	3	ROBOTICS & AUTOMATION		29th - 30st October 2019	Ricoh Arena, Coventry	Link
	4	International Robotics Showcase 2019		27th June 2019	Liverpool	Link
	5	Military Robotics Conference (Military Robotic)		3th - 4th April 2019	London	Link
	6	PPMA TOTAL SHOW 2018	PPMA SHOW 2018	1st - 3rd September 2019	Birmingham	Link
	7	ENGenious		In SEP2020	Aberdeen	Link
	8	The 20th Towards Autonomous Robotic Systems	TAROS 2019	3rd to the 5th of July 2019	Bristol	Link
	9	3rd Industry 4.0 Summit & Expo		10th - 11th April 2019	Manchester	Link

Austria	1	SMART Automation Austria		14th - 16th May 2019	Linz	Link
	2	AUSTRIAN ROBOTICS WORKSHOP & OAGM 2019	ARW 2019	9th - 10th May 2019	Steyr	Link
	3	2nd International Conference on Robotics and Artificial Intelligence		23rd - 24th May 2019	Vienna	Link
Belgium	1	5th INDUMATION		2020	Kortrijk	Link
	2	MACHINEERING BRUSSELS		27th - 29th March 2019	Brussels	Link
Denmark	1	21st International Conference on Intelligent Robots and Systems	ICIRS 2019	11th - 12th June 2019	Copenhagen	Link
	2	HI TECH & INDUSTRY SCANDINAVIA	HI 2019	1st - 3rd October 2019		Link
Finland	1	NORTHERN INDUSTRY 2020		6th - 7th May 2020	Oulu	Link
Portugal	1	16th International Conference on Informatics in Control, Automation and Robotics	ICINCO 2019	29th - 31th July 2019	Porto	Link
	2	IEEE International Conference on Autonomous Robot Systems and Competitions	ICARSC 2019	24th - 26th April 2019	Torres Vedras	Link
	3	the 15th Mediterranean Conference on Medical and Biological Engineering and Computing.	MEDICON 2019	26th - 28th September 2019	Coimbra	Link
	4	The 45th Annual Conference of the IEEE Industrial Electronics Society	IECON 2019	14th - 17th October 2019	Lisbon	Link
	5	4th Iberian Robotics Conference	ROBOT 2019	20st - 22nd November 2019	Porto	Link
	6	Conference on Artificial Intelligence	EPIA 2019	2nd - 6th September 2019	Vila Real	Link
Sweden	1	SCANAUTOMATIC		6th - 8th October 2020	Gothenburg	Link
	2	Elmia Automation		12th - 15th May 2020	Jönköping	Link

APPENDIX 3: List of robotics related media in EU13 region

COUNTRY	NO.	NAME	TYPE	WEBSITE	TOPIC
Bulgaria	1	Engineering Review Magazine	web, print	Link	Automation
	2	AUTOMATION-BULGARIA.COM	web	Link	Automation
	3	South-East European Industrial market	web, print	Link	Industrial magazine of SEE region
	4	Industrial Products and Applications	print	Link	Industrial journal
	5	ENGINEER.BG	web	Link	Electrical engineering, Machines, Machines system
Croatia	1	INFOTREND	web, print	Link	
	2	IRT 3000 Adria	web, print	Link	
	3	AUTOMATIKA	web	Link	
	4	PCChip	web	Link	Technology in general
	5	Geek.hr	web	Link	Science in general (srednje uporabno)
	6	GLOBAL	web	Link	General, including technology
	7	info Trend Informatiča tehnologija u poslovanju	web, print	Link	
Cyprus	1	City.com.cy	web	Link	General news website - including technology in general
	2	Citizen	web	Link	
	3	Offsite tech	web	Link	
Czech Republic	1	Automatika	print	Link	Magazine about automatics and robotics
	2	AUTOMA časopis pro automatizačni techniku	print, web	Link	Magazine for automation technology
	3	ElektroPrůmysl.cz	print, web	Link	
	4	Control Engineering česko	print, web	Link	
	5	ŘÍZENÍ A ÚDRŽBA průmyslového podniku	print, web	Link	
	6	Chip.cz in Chip Magazine	print, web	Link	Specialized in technology topics (including robotics)
	7	SvětChytře.cz	web	Link	
	8	TECHMAGAZIN	web, print	Link	Specialized in industrial technology
	9	ELEKTRO A TRH	print	Link	

	10	T+T Technika a trh	web, print	[Link](#)	
	11	Technickyportal.cz	web	[Link](#)	
	12	CzechIndustry MAGAZÍN	print	[Link](#)	
	13	E-konstrukter	web	[Link](#)	Focused on mecanical engineering and other engineering professions, including robotics
	14	Automatizace v potravinarstvi	web	[Link](#)	
Estonia	1	NOVAATOR.ERR.EE	web	[Link](#)	General - including a lot of robotics articles
Hungary	1	Magyar Elektronika	print, web	[Link](#)	Electronics and automation industry
	2	New Technology	web	[Link](#)	
	3	TECHMONITOR.HU	web	[Link](#)	Specialised fot industry
	4	Technical information and propaganda	print	[Link](#)	Publications
	5	Műszaki Magazin	web, print	[Link](#)	Specialized also for robotics
	6	ProdEngineer	web	[Link](#)	
	7	Euronews	web	[Link](#)	News from the fiels of europe, world, sport, culture, style, travel, video, sci-tech - including a lot of robotics articles
Latvia	1	Laukos	web	[Link](#)	Also including field of technology
	2	The Baltic Course	web	[Link](#)	Baltic states news and analytics
Lithuania	1	Robotika.lt	web	[Link](#)	Robotics portal
Poland	1	Miesięcznik AUTOMATYKA	web, print	[Link](#)	Industry monthly magazine
	2	MM Magazyn Przemyslowy	web	[Link](#)	
	3	Polski Przemysl	web	[Link](#)	Industrial portal
	4	Robotyka.com	web	[Link](#)	
	5	Przglad Technizny	web, print	[Link](#)	
	6	Mechanik	web, print	[Link](#)	Technology, including robotics
	7	STAL Metale Nowe Technologie	web, print	[Link](#)	
	8	OBERON	print	[Link](#)	Technology in general
	9	Technologia i Automatyzacja Montażu	web, print	[Link](#)	Technology and assembly automation

	10	Przegląd Mechaniczny	print	Link	Monthly magazine
	11	Automatyka podzespoly aplikacije - APA magazine	print	Link	A professional automation warehouse magazine
	12	AutomatykaB2B.pl	web	Link	Portal
	13	iAUTOMATYKA	web	Link	Portal
	14	Inżynieria & Utrzymanie Ruchu	web, print	Link	Several specialized magazines
	15	Measurements • Automation • Robotics	print	Link	Dedicated specificaly po automation and robotics
	16	Magazine „Drives and Control"	print (magazine, catalogue), web	Link	Scientific-Technical Monthly Magazine
	17	Forbot.pl	web portal	Link	
Romania	1	IT Channel	web	Link	IT portal
	2	STINTA & TEHNIKA	web	Link	
	3	AGORA	web	Link	
	4	T&T Industry-Business Opportunities	web	Link	Robotics
	5	MARKET WATCH	web	Link	
	6	PIATA Industriala	web	Link	Automation and Welding industry
	7	EASY ENGINEERING	web	Link	Hi-tech, Industry as general (including robotics)
	8	SMARTERNEXT.COM	web	Link	
Slovakia	1	ATP JOURNAL	web, print	Link	Specialized for robotics and automation
	2	Konstrukter.cz, Konstruktér	web, print	Link	
	3	Strojarstvo Strojirenstvi Engineering magazine	web, print	Link	Engineering magazine, including robotization, automation, welding
Slovenia	1	Revija Avtomatika	print	Link	
	2	Revija Ventil	print	Link	
	3	Svet mehatronike	web, print	Link	
	4	IRT 3000		Link	

APPENDIX 4: E-mail campaigns as a part of dissemination activities (1-5)

Welcome to TERRINet

Dear ,

welcome to TERRINet, the first and only European Robotics Research Infrastructure Network. TERRINet is a partnership of **15 European academic institutions**, offering **a free of charge** transnational access to **high-quality infrastructures, excellent research services** and **top-level trainings** for STUDENTS, INDUSTRIAL RESEARCHERS and ENTERPRENEURS.

Who can apply?

Students
school students, undergraduate, graduate, PhD, Master

Industrial researchers
and Academics including postdoctoral

Entrepreneurs
Micro and SMEs, Mid-Caps, Large industries.

OUR AIM is to offer easy access for ACADEMY and INDUSTRY to various installations at providers' infrastructures **to fully exploit lab equipment** and **multiply the impact** on research and innovation. We support TERRINet applicants also with **dissemination activities**, which include regular publishing of successful stories on www.terrinet.eu website.

The European Robotics Research Infrastructures Network

aims at offering

High quality infrastructures

Excellent research services

Top-level training
to a multiplicity of users
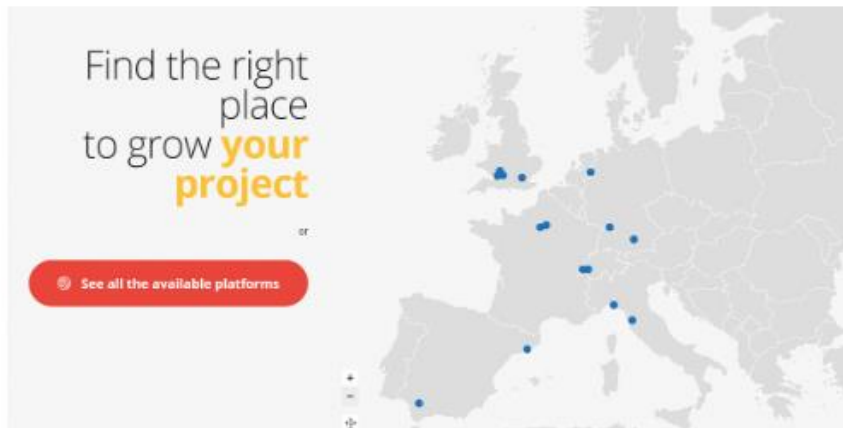
MOREOVER, for selected experiments the infrastructure costs will be covered by TERRINet project founds, including up to a **€1,500 budget contribution** for travel and subsistence expenses (depending on the Robotics Research Infrastructures and duration of the stay).

THE FIRST PROJECT CALL for transnational access will be opened **from December 1st, 2018 and closed on February 28th, 2019.** The results of the selection process will be announced on **April 30th, 2019.**

Best regards,

TERRINet team

GDPR NOTICE

IF YOU WANT TO RECEIVE MORE DETAILS on how to apply for project access, please allow us (the TERRINet) to keep your personal data (name, surname, email address) in our database. Your contact was obtained based on conference exhibitor lists and scientific publications. We will use your personal data strictly to inform you on the project activities and new open calls. In case, you do not want to receive any further information or you want your personal data to be removed, click on the button below. You can require the personal data removal anytime in the future. Find out more about our Privacy Policy.

DO NOT SEND ME TERRINet INFORMATION

Figure 6.1: CAMPAIGN 1 - GDPR regulation compliance.

1st CALL FOR APPLICATION

Dear ,

we are pleased to invite you to the first TERRINet Call for Application.

TERRINet is the first and only European Robotics Research Infrastructure able to offer the top quality infrastructures, excellent research services and training to a variety of users worldwide.

TERRINet enables you to get FREE access to 15 different European Robotics Research Infrastructures to explore your ideas within (joint) research projects. Don't miss the great opportunity to get in contact with leading and creative scientists, technologists, experts and industrial representatives who will inspire you.

Visit the application webpage to register and submit your research proposal. You could be granted with **a free of charge Trans-National Access** to the research infrastructure of your choice. Read below all the **important dates!**

1st TERRINet Call for Application – Important dates:

Opening: December 1, 2018

Deadline: **February 28, 2019**

Notification of results: **April 30, 2019**

Access (implementation of granted projects): **July-October 2019**

APPLY NOW

For further information visit: **www.terrinet.eu**

Contact us: **dissemination@terrinet.eu**

Best regards,

TERRINet team

TERRINet Project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No 730994.

Figure 6.2: CAMPAIGN 2 – the TERRINet First Call for application announcement.

GET a free-of-charge ACCESS TO
TOP ROBOTICS RESEARCH INFRASTRUCTURE

Do you have innovative idea (research project, innovation to test, final thesis)? But you don't have sufficient equipment/knowledge to execute it or you would like to test it in different (real) scenario? We can support you by **a free-of-charge** Trans-National access to our high-quality robotics research infrastructure, excellent research services and top-level trainings.

TERRINet (The European Robotics Research Infrastructure Network) is a partnership of 12 European research centers offering research services (infrastructure, knowledge and trainings) for **STUDENTS** (undergraduate, postgraduate, masters, PhDs), **RESEARCHERS** (from academia and industry) and **ENTREPRENEURS**.

First CALL FOR APPLICATION is already open and we are giving you the chance to apply!

DISCOVER ALL THE INFRASTRUCTURES

HOW TO APPLY?

All you need to do is to present your innovative idea (research project) through dedicated **APPLICATION FORM** - **until 28th February 2019** and select the infrastructure. Our experts will evaluate your application and give you a feedback. Results of the selection will be announced **on 30th April 2019.**

STEP 1
Idea

STEP 2
Choose infrastructure

STEP 3
Apply

STEP 4
Your idea evaluation

STEP 5
Preparatory work

STEP 6
Implementation

After being selected, you will be granted with a max. **10 days free-of-charge access** (all costs covered by the project) to infrastructure by your choice (accessible in the period **from July to October 2019**).

APPLY NOW

Figure 6.3: CAMPAIGN 3 – the TERRINet First Call for application reminder.

First call to access TOP ROBOTICS RESEARCH INFRASTRUCTURE is extended to March 31st 2019!

We are pleased to announce the extension of the deadline of the First Call for Application of the TERRINet Project.

TERRINet is the first European Robotics Research Infrastructure able to offer top quality infrastructures, excellent research services and training to a variety of users worldwide.

TERRINet enables you to get FREE access to 15 different European Robotics Research Infrastructures to explore your ideas within research projects during a typical stay of 10 days.

Do not miss **the great opportunity** to get in contact with leading and creative scientists, technologists, experts and industrial representatives who will inspire you.

Visit the **application web page** to register and submit your research proposal. **You could be granted with funds covering travel, subsistence and accommodation to implement your project at the research infrastructure of your choice.**

APPLY NOW

1st TERRINet Call for Application - IMPORTANT DATES

Deadline: March 31, 2019

Notification of results: May 31, 2019

Access (implementation of granted projects): July - October 2019

WE OFFER MORE THAN 90+ PLATFORMS

In our scope are 3D printing engines, latest collaborative robots, haptic exoskeleton interfaces, flight arena, autonomous vehicles, flying robots, drones, humanoids, assisted living studio, test flight centers, Da Vinci research kits, large experimental spaces for ambient intelligence tests, electric car testbed, human media interaction lab, prosthetic hands, service robots, soft manipulators, performance testing pools and many more.

CLICK FOR MORE

For further information visit: **www.terrinet.eu**

Contact us: **dissemination@terrinet.eu**

Best regards,

TERRINet team

TERRINet Project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No 730994.

Figure 6.4: CAMPAIGN 4 – notice about the TERRINet First Call deadline extention.

The first open call is expiring in 5 days!

Dear ,

this is THE LAST CALL for your free-of-charge trans-national access to 15 top European Robotics Research Infrastructures.

Get access to more than 90+ robotics platforms, step in contact with leading scientists, technologists, experts and industrial representatives. All you need is a brilliant SCIENTIFIC IDEA and we will support you with INFRASTRUCTURE and excellent RESEARCH SERVICES.

For STUDENTS, academic/ industrial RESEARCHERS and ENTERPRENEURS (startups, micro and SMEs, Mid-Caps, large industries).

HOW TO APPLY?

1.) Select the platform for idea implementation.

2.) Submit the proposal – deadline March 31, 2019.

3.) Enter the evaluation process – notification of results April 30, 2019

| STEP 1 | STEP 2 | STEP 3 | STEP 4 | STEP 5 | STEP 6 |
| Idea | Infrastructure | Apply | Evaluation | Preparatory work | Implementation |

After being selected you will be granted with a free-of-charge access to the infrastructure by your choice for a typical stay of 10 days (longer stay can be negotiable) and a 1500 € contribution for travel, subsistence and accommodation costs.

The project implementation will be possible between July and October 2019.

Don't miss the opportunity to APPLY NOW! The open call is about to expire in 5 days.

CHECK ALL AVAILABLE PLATFORMS

In our scope are 3D printing engines, latest collaborative robots, haptic exoskeleton interfaces, flight arena, autonomous vehicles, flying robots, drones, humanoids, assisted living studio, test flight centers, Da Vinci research kits, large experimental spaces for ambient intelligence tests, electric car testbed, human media interaction lab, prosthetic hands, service robots, soft manipulators, performance testing pools and many more.

CLICK FOR MORE

For further information visit: www.terrinet.eu

Contact us: dissemination@terrinet.eu

Best regards,

TERRINet team

Figure 6.5: CAMPAIGN 5 – the TERRINet First Call for application final reminder.

APPENDIX 5: TERRINet promotional material for media announcements

Figure 6.6: TERRINet leaflet in English language.

Figure 6.7: TERRINet leaflet in Slovenian language.

Figure 6.8: Web banner in English language.

Figure 6.9: Web banner in Slovenian language.

APPENDIX 6: List of published media announcements in EU13 media

COUNTRY	MEDIA	FORMAT	LINK
Poland	Polski Przemysl.com.pl	Web article	https://polskiprzemysl.com.pl/automatyzacja-i-robotyka/ badania-w-dziedzinie-robotyki-terrinet/
	Forbot.pl	Web article	https://forbot.pl/blog/specjalistyczne-laboratoria-robotyczne-dostepne-za-darmo-id30820
	Magazynprzemyslowy.pl	Web article	https://www.magazynprzemyslowy.pl/aktualnosci/ TERRINet-ruszyly-zapisy,11638,1
Croatia	Globalnovine.eu	Web article	https://www.globalnovine.eu/vijesti/poziv-istrazivacima-prijavite-se-na-besplatan-pristup-robotickoj-infrastrukturi-terrinet/
Bulgaria	Engineer BG	Web article	https://борса.bg/akademichni-novini/проектирайте-роботи-помощта-проекта-terrinet
Czech Republic	Automa.cz	Web and print article	http://www.automa.cz/cz/web-clanky/v-ramci-projektu-terrinet-je-mozne-ziskat-pristup-ke-spickove-infrastrukture-v-oblasti-robotiky-0_11916/ - web article http://www.automa.cz/Aton/FileRepository/pdf_articles/11953.pdf - print article
Slovakia	ATP Journal	Print article	https://www.atpjournal.sk/buxus/docs/casopisy_cele/ATP%20Journal%201%202019.pdf
Romania	Easy Engineering.ro	Web article	https://easyengineering.eu/?p=10584
Slovenia	Revija Ventil	Web article, print banner	http://www.revija-ventil.si/novice/?id=41
	IRT 3000	Print article	/