

INDIVIDUAL MATCH-MAKING VISITS

Slovenia

Version 1
03 2022

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PROJECT RELEVANCE

This report describes the company visits facilitating individual match-making among AVM and CCI.

PURPOSE

The visits had the purpose to facilitate the individual match-making process. There were usually several visits to facilitate one possible match, which can be divided in two phases.

First phase was a at the interested AVM company to discuss the possible challenges and select one and prepare a challenge brief. We discussed what type of creative they would need and what were their expectations.

In the second phase were meetings with creatives. Based on the challenge and the expectations, we approached creatives with the proposal. A meeting with the creative and the AVM was arranged, which was facilitated by us. It followed meetings of the AVM and the creative without our support. In some cases, we accompanies the match-making process for a longer period, the main purpose was to create a better understanding of the

We followed by on this match by contacting the AVM, if no match was created, another creative was proposed. Below are presented the visits that led to successful collaborations.

SUMMARY OF VISITS

Company	Location	Date(s)
CAP	Ljubljana & online	More meetings: 23.3.2021 individual challenge 2.4. f2f meeting with creative Studio Miklavc 15.4. f2f TRI-PIS / Benedik Design
Hovercraft	Online & Šenčur (AVM) and Tacen (creative)	5.5.2021 brainstorming workshop with company (online) 20.5.2021 Facilitated meeting at creative company J&J Design
Led Luks	Online & Nova Gorica	Online challenge definition workshop 7.4.2021 16.4.2021 Facilitated meeting with IB -Caddy 12.5.2021 Facilitated meeting with PROCENTA



Goričar	Online & Krško	Online workshop 26.5.2021 Facilitated meeting 9.6.2021
Optifarm	Online & Radovljica	Online workshop 11.5.2021 Facilitated meeting 2.6.2021
Kambič	Ljubljana, Tacen	27.5.2021 f2f meeting Kamič management and Kapelica Further meetings in July and August 2021

PARTICIPANTS

Company	Participants*	Participant Structure
Company CAP + Studio Miklavc + Benedikt Design	2-3	Manager and developer
Company Hovercraft +	2-3	Manager and developer
Company Led Luks +	2	Manager and R&D
Goričar	2	Owners
Optifarm	2-3	Top manager and programmers
Kambič	2	Top management and developer

*participants from company side

OUTCOMES

// CAP: CAP is a company that produces scooters, for business and urban use. They want to take on a new challenge and design a cargo scooter. They choose to work with TRI-PIS to explore possibilities in developing such a product. The focus of the collaboration project was on conceptual ideatization and possible product design.

Brainstorming

Stopnice uporabe designa

Na kateri stopnici se nahajate??

O podjetju

Product development
3 inženirji

Designeri ko se dela na produktih

2 produktivni liniji

calaverting - razvojni partner

urbana mobilnost - skingji letalen produkt

navtični produkti

VERTEK v JADRICA - naj nas pozna

razvoj letalnih produktov za tri

Revizij trendov

Revizij za ven - pol daje naravnostno

JADRICA - mlga - naj pozna

OTOK - mali pučimo - otj

Urbana mobilnost - razvojni center

design studio

Čim več razvoja letalnih produktov

Letalske

Ceravling - poslasti potovanja stresi na ključ

// Company Hovercraft: Hovercraft is a manufacturer of innovative inflatable products. They were looking for a designer to work with them in the development of an innovative product, an inflatable landing platform for helicopter and VTOL aircrafts (Vertical Take-off and Landing). They decided to work with the designer J&J design (specialised in yacht and boat design), to support them with system, stability and capacity calculations.

Brainstorming

datum:
5.5.2021

Stopnice uporabe designa

Na kateri stopnici se nahajate??

O podjetju

Vrednoti podjetje glede poslovanja	12	Zgodovine podjetja	2003
Priloge	500.000 EUR	Kapitalni podjetje v letu	Razvojni programi
Priloge / letna	Evropska 2014	Kako sta delovni pogojevanje 3 univerteti	Novo podjetje, inovacije
Letalske poslastice	NE	Kako sta delovni pogojevanje 3 univerteti	Novo podjetje, inovacije

// Company Led Luks: LedLuks is a company that manufactures LED luminaires. The challenge was to design a lamp prototype made of recycled and recyclable materials, Thus to replace the classic aluminium materials and produce the luminaire from completely recyclable materials. The designer Bojan Ceglar (PROCENTA) has established collaboration with Led Luks. The project is a great opportunity to combine artistic innovation processes and AVM knowledge, which will lead to the development of a product with significant added value.



Interreg CENTRAL EUROPE COCO4CCI | ledluks Brainstorming | Gospodarska zbornica Slovenije | RRA LUR | RCKE

Stopenice uporabe designa

- Ta takti stopnic se nahajata 7?
- Dispozicija in reševanje...
- 3D vizualizacija...

O podjetju

Velikost podjetja: 20 zaposlenih	Digitalna pozicija: 2019	Poslovanje: 2019
Priloge: 3D vizualizacija	Koliko regulativnih rešitev?	Velikost: 5-7%
Področja: 50-70%	80% - število izdelkov, ostalo: 20% - ostalo: 20% izdelki	Učinkovitost: 10-15% (boljša in hitrejša)
Lokacije proizvodnje: Šempeter pri Urhnu	Kaj in na kakšnem mestu? (proizvodnja - letvica)	Interaktivno - letvica - proizvodnja (različni prototipi - različni)

Idea Prioritization

High Importance: Odraba - 2% letvica, 2% letvica, 2% letvica, 2% letvica
 Medium Importance: Odraba - 2% letvica, 2% letvica, 2% letvica
 Low Importance: Odraba - 2% letvica, 2% letvica, 2% letvica

// Company Goričar: Goričar is fishfarm, a family business in third generation that wants to improve their business operation and processes. Several opportunities for optimisation were identified and respective scenarios discussed.

Brainstorming

IZIVI / PROBLEMI Digitalni PARIETALNI... Digitalni... Digitalni... Digitalni... Digitalni...	DOBRE PRAKSE / DOBRI PRIMERI
ZELJE Digitalni... Digitalni... Digitalni...	NOVI VPOGLEDI

Idea Prioritization

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 Low Importance: Odraba - 2% letvica, 2% letvica

GLASOVANJE

Odraba - 2% letvica, 2% letvica, 2% letvica, 2% letvica

// Company Optifarm: Optifarm is a marketplace that connects participants in the food supply chain. The challenge was to build and enhance the user experience of their ordering application. User research and a customer discovery were conducted and bottlenecks identified, on which they work further in the collaboration.



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Stopnice uporabe designa

O podjetju

Velikost podjetja: štiri zaposleni	nicar/S	Zaposlene podjetje	4 letni delovni
Sklopi: kar v red	kar v red	Kalita: večje v red	veliko
Prostori: tu in tuj	tu in tuj	Kaj in kaj: izdelava izdelkov (zavrnjenih)	potrebno
Lokacija podjetja: področje	Revolucija	Kaj in kaj: izdelava izdelkov (zavrnjenih)	lag novago

// Company Kambič: Kambič is a company producing sophisticated laboratory equipment. Their appliances are used in all industry sectors for precise control of temperature, air humidity, pressure, vacuum or gas concentration. They have been present only in the B2B segment but developed their first product for the B2C segment with a Freeze Dryer for home use. There are two challenges, one is to design a user-friendly interface and the other one is to develop a business model to enter the B2C segment.

