



MEET & MATCH forum

Together we move mountains!

21-22 March 2017 | Milan | Italy

Results of thematic session A



“Move your mountains” session

The aim of this session was to offer a **networking and matching opportunity** to the project participants along the seven specific objectives of the programme.

Based on the mountains (identifying remaining needs/challenges in their specific objective) they had created the day before, the participants met in groups of about 3 people to turn these needs/challenges into ideas for potential projects. This was done on a “**mountain range**” **template**, which structured the discussion to identify joint objectives, activities and solutions to the identified challenges and was a starting point for developing ideas and partnerships.

After drawing the outline of their own mountain and naming the common challenge, the teams discussed the following:

- proposed solution to the identified challenge,
- expected change/result,
- concrete steps towards the solution,
- what could be difficult project phases.



“Move your mountains” session

Our mountain range (Common challenge for our rope team)	Connect us together!		
Rope team (Institution/representative)	Hiking destination (Solution to the common challenge)	Landmarks (Concrete steps towards the solution)	Challenging sections (Difficult project phases)
		Mapping of SME on Alps	Diversity
	At the summit (Expected change/result)	Methodology of collaboration	
	Improved synergies for SME		

“Move your mountains” session

Our mountain range (Common challenge for our rope team)			
Rope team (Institution/representative)	Hiking destination (Solution to the common challenge)	Landmarks (Concrete steps towards the solution)	Challenging sections (Difficult project phases)
	Developing new food value chains	Analyse of situation	
	At the summit (Expected change/result)	Educate	
	More value and less waste of food products	Connection	

“Move your mountains” session

Our mountain range (Common challenge for our rope team)	Smart Village TV		
Rope team (Institution/representative)	Hiking destination (Solution to the common challenge)	Landmarks (Concrete steps towards the solution)	Challenging sections (Difficult project phases)
	Audio guided business modelling	Catch user needs & interest	Identify user interest
	At the summit (Expected change/result)	Define content	Open for all
	Life stream for all	Build services	Funding

“Move your mountains” session

Our mountain range (Common challenge for our rope team)	Biodigitation		
Rope team (Institution/representative)	Hiking destination (Solution to the common challenge)	Landmarks (Concrete steps towards the solution)	Challenging sections (Difficult project phases)
	Education in agroecology	Inventory	
	At the summit (Expected change/result)	Toolkit	
	Healthy Alpine living	International promotion	

“Move your mountains” session

Our mountain range (Common challenge for our rope team)	Tailored mountaineering		
Rope team (Institution/representative)	Hiking destination (Solution to the common challenge)	Landmarks (Concrete steps towards the solution)	Challenging sections (Difficult project phases)
	Goding system	Know your potential	Maps
	At the summit (Expected change/result)	Translate into objective	Know your limits
	Personal objectives reached	Just do it	Contribution of all to common objectives

“Move your mountains” session

<p>Our mountain range (Common challenge for our rope team)</p>	<p>Free the cows!</p>		
<p>Rope team (Institution/representative)</p>	<p>Hiking destination (Solution to the common challenge)</p>	<p>Landmarks (Concrete steps towards the solution)</p>	<p>Challenging sections (Difficult project phases)</p>
	<p>Create green shoose</p>		
	<p>At the summit (Expected change/result)</p>		
	<p>Less intensive cattling</p>		

“Move your mountains” session

Our mountain range (Common challenge for our rope team)	Lift the fog		
Rope team (Institution/representative)	Hiking destination (Solution to the common challenge)	Landmarks (Concrete steps towards the solution)	Challenging sections (Difficult project phases)
	Innovation boosting tools	Need SMEs analysis	Selection of motivated SMEs core group
	At the summit (Expected change/result)	Targeted training	Different starting points/geography
	Co-creation model – for human centred innovation	Talent “transfer”	Unclear/misleading perception of company needs

“Move your mountains” session

Our mountain range (Common challenge for our rope team)	Identity		
Rope team (Institution/representative)	Hiking destination (Solution to the common challenge)	Landmarks (Concrete steps towards the solution)	Challenging sections (Difficult project phases)
	Human development	Education	Mindset
	At the summit (Expected change/result)	Learning	Willingness
	Interdisciplinarity	Sharing	

“Move your mountains” session

Our mountain range (Common challenge for our rope team)	Sustainable innovation		
Rope team (Institution/representative)	Hiking destination (Solution to the common challenge)	Landmarks (Concrete steps towards the solution)	Challenging sections (Difficult project phases)
	Smart and sustainable ecosystem	Green approach	Fear of changing
	At the summit (Expected change/result)	New way of thinking business	Cultural attitude
	New roots for traditional companies	Connection between tradition and innovation	Economy

“Move your mountains” session

<p>Our mountain range (Common challenge for our rope team)</p>	<p>Alpine magic</p>		
<p>Rope team (Institution/representative)</p>	<p>Hiking destination (Solution to the common challenge)</p>	<p>Landmarks (Concrete steps towards the solution)</p>	<p>Challenging sections (Difficult project phases)</p>
	<p>Finding your good side in the Alps</p>	<p>Find a good book</p>	<p>Love/happiness not forever (☹)</p>
	<p>At the summit (Expected change/result)</p>	<p>Find your direction (where to go)</p>	<p>Not easy reading the compass of life</p>
	<p>Alpine love</p>	<p>Open your heart</p>	<p>Mountain roads are dangerous and tricky...</p>

“Move your mountains” session

<p>Our mountain range (Common challenge for our rope team)</p>	<p>A.I.A. Alpine Innovative Apples</p>		
<p>Rope team (Institution/representative)</p>	<p>Hiking destination (Solution to the common challenge)</p>	<p>Landmarks (Concrete steps towards the solution)</p>	<p>Challenging sections (Difficult project phases)</p>
	<p>Integrate – connect circular economy actors in Alpine space</p>	<p>Capacity building</p>	<p>→ Get all aboard</p>
	<p>At the summit (Expected change/result)</p>	<p>Pilot demonstration (apples)</p>	<p>→ Bridge culture gap (unis – SMEs citizens – piolicy)</p>
	<p>Innovative circular economy ecosystem</p>	<p>Ensure tranferability, sustainability</p>	<p>→ How?</p>

“Move your mountains” session

Our mountain range (Common challenge for our rope team)	Innovative models for T.T.		
Rope team (Institution/representative)	Hiking destination (Solution to the common challenge)	Landmarks (Concrete steps towards the solution)	Challenging sections (Difficult project phases)
	Boost innovation for SMEs	Exchange staff	Acceptance
	At the summit (Expected change/result)	Guideline for best pr.	Support from policy makers
	More competitive SMEs	Regular workshops	Vertical players connection

“Move your mountains” session

<p>Our mountain range (Common challenge for our rope team)</p>	<p>Children – The key to future</p>		
<p>Rope team (Institution/representative)</p>	<p>Hiking destination (Solution to the common challenge)</p>	<p>Landmarks (Concrete steps towards the solution)</p>	<p>Challenging sections (Difficult project phases)</p>
	<p>Ballons trips for kids</p>	<p>Motivation for kids</p>	
	<p>At the summit (Expected change/result)</p>	<p>Networking between different playgrounds</p>	
	<p>Young people are happier and motivated to live in AS society</p>	<p>Regular exchange between dif. regions/c.</p>	

“Move your mountains” session

Our mountain range (Common challenge for our rope team)	Open date for business growth in Alpine Space		
Rope team (Institution/representative)	Hiking destination (Solution to the common challenge)	Landmarks (Concrete steps towards the solution)	Challenging sections (Difficult project phases)
	Help SMEs innovate business model	Toolkit to “read” (interpret) economic big data	Quality data available
	At the summit (Expected change/result)	Matching SMEs + talents	Talent profiling vs company needs
	Support companies in talent & market scouting	Establishment new business models	Stakeholders committment

“Move your mountains” session

Our mountain range (Common challenge for our rope team)			
Rope team (Institution/representative)	Hiking destination (Solution to the common challenge)	Landmarks (Concrete steps towards the solution)	Challenging sections (Difficult project phases)
	Increasing SME´s / industrial ecosystem robustness	Change the culture towards dynamics	Change mgmt. – towards value design
	At the summit (Expected change/result)	Methodology + business models	Heterog. Actors
	Seizing, shaping change	Building infrastructures	Financial + income

“Move your mountains” session

Our mountain range (Common challenge for our rope team)	Viability of SMEs		
Rope team (Institution/representative)	Hiking destination (Solution to the common challenge)	Landmarks (Concrete steps towards the solution)	Challenging sections (Difficult project phases)
	New business models	Actors involvement	Closed minds
	At the summit (Expected change/result)	Sense making + benefits	Short-term strategies
	New job opportunities	Developing value chain + cluster	Financial

“Move your mountains” session

<p>Our mountain range (Common challenge for our rope team)</p>	<p>Smart business models</p>		
<p>Rope team (Institution/representative)</p>	<p>Hiking destination (Solution to the common challenge)</p>	<p>Landmarks (Concrete steps towards the solution)</p>	<p>Challenging sections (Difficult project phases)</p>
	<p>Business model innovation for SMEs</p>	<p>Cooperation between SMEs & startups</p>	<p>No support by policy-makers</p>
	<p>At the summit (Expected change/result)</p>	<p>Multilevel training</p>	<p>Bring together experts</p>
	<p>Improve innovation policy by cross-fertal.</p>	<p>Prodt. of concept “real life” reality check</p>	<p>Interest of SMEs</p>

“Move your mountains” session

Our mountain range (Common challenge for our rope team)			
Rope team (Institution/representative)	Hiking destination (Solution to the common challenge)	Landmarks (Concrete steps towards the solution)	Challenging sections (Difficult project phases)
	New ways for transfer knowledge	Know the situation in all the countries	
	At the summit (Expected change/result)	Involve 3 helix players	
	Transnational applications for digital detox	Creation of a multilateral methodology	

“Move your mountains” session

<p>Our mountain range (Common challenge for our rope team)</p>	<p>Keep village liveable</p>		
<p>Rope team (Institution/representative)</p>	<p>Hiking destination (Solution to the common challenge)</p>	<p>Landmarks (Concrete steps towards the solution)</p>	<p>Challenging sections (Difficult project phases)</p>
	<p>Full engagement of stakeholders</p>	<p>Define local user needs</p>	<p>Involving people</p>
	<p>At the summit (Expected change/result)</p>	<p>Normalize them at transnational level</p>	<p>Different legal contexts</p>
	<p>Sustainable villages</p>	<p>Build the solutions</p>	<p>Financing</p>

“Move your mountains” session

Our mountain range (Common challenge for our rope team)	Co-creation of a new social model		
Rope team (Institution/representative)	Hiking destination (Solution to the common challenge)	Landmarks (Concrete steps towards the solution)	Challenging sections (Difficult project phases)
	Sharing values & community awareness	Identification of different roles	Everybody must play the game
	At the summit (Expected change/result)	Building of a new social awareness	
	Improvement of ist own responsibility	Creation of clusters and infrastructures	

“Move your mountains” session

Our mountain range (Common challenge for our rope team)	Make AS ICH a pillar for sustainable growth		
Rope team (Institution/representative)	Hiking destination (Solution to the common challenge)	Landmarks (Concrete steps towards the solution)	Challenging sections (Difficult project phases)
	Creating startups dealing with DT	Identify AS ICH	
	At the summit (Expected change/result)	Setting up SMEs	
	Alpine DIH	Setting up an AS financial scheme	

“Move your mountains” session

<p>Our mountain range (Common challenge for our rope team)</p>	<p>Business transfer</p>		
<p>Rope team (Institution/representative)</p>	<p>Hiking destination (Solution to the common challenge)</p>	<p>Landmarks (Concrete steps towards the solution)</p>	<p>Challenging sections (Difficult project phases)</p>
	<p>Connecting young people</p>	<p>Coaching</p>	<p>Elderly people interested to be connected</p>
	<p>At the summit (Expected change/result)</p>	<p>Toolkit</p>	
	<p>Maintained SMEs</p>		

“Move your mountains” session

Our mountain range (Common challenge for our rope team)	Participating mountain		
Rope team (Institution/representative)	Hiking destination (Solution to the common challenge)	Landmarks (Concrete steps towards the solution)	Challenging sections (Difficult project phases)
	Integration... + Involvement	... of the citizens	Stakeholders identification
	At the summit (Expected change/result)	... Protection environment	Change the mentality
	Sustainability	Awareness of the community development	Keep the achievements

“Move your mountains” session

Our mountain range (Common challenge for our rope team)	Transfer to the top		
Rope team (Institution/representative)	Hiking destination (Solution to the common challenge)	Landmarks (Concrete steps towards the solution)	Challenging sections (Difficult project phases)
	New tranfer model	Organise “transfer” workshops	Problem sharing
	At the summit (Expected change/result)	Identify new value chains	Find “common” value chains
	Improve SMEs knowledge and competitiveness	Identify new needs	Different culture and governance for countries and players



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Forum hosted by



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