



Boost your Market: An Open Business for the Mechatronics Industry competitiveness

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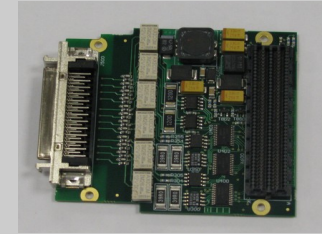
Loïc URBAIN



BABYLONWARE



BABYLONE



Topic: OPEN HARDWARE COMPONENTS and OPEN BUSINESS

Scope: Industrial Product, system part:

- All hardware generic and modular sub parts (electronics, mechanics, ...)
- All hardware logical blocks or components (ASIC, FPGA, ...)
- All software components (parts of kernel, OS, Drivers, Lib., API, Widget, ...)

Operational Context: Program / Product

- Design Assurance (Reliability and Safety)
- Long Life cycle (10 up to 30 years)
- Robustness (due to environment constraints) (T°, EMC, Mechanic, ...)

Business Sectors: All industrial domains concerned by these key points

Entrepreneurship Actors:



Requirements:

- To better control and reduce your investments and your manufacturing **costs**
- To increase components and sub parts **reuse** rate
- To better use your **skills** and highlight your **assets**
- To support more efficiently your **Supply chain**

Our Vision: To federate a new business cluster dedicated to this topic

Open Hardware for Mechatronics systems

Open Business to boost Mechatronics Industry competitiveness

How to do it: In becoming a community stakeholder

- In contributing directly to components development and industrialization
- In contributing by your comments and feedbacks on use and operational context
- In contributing with a complementary expertise

- In developing and supporting certifiable component **libraries**
- In developing **HAAS** activities (Hardware as a service)
- In developing complementary services



As a customer:

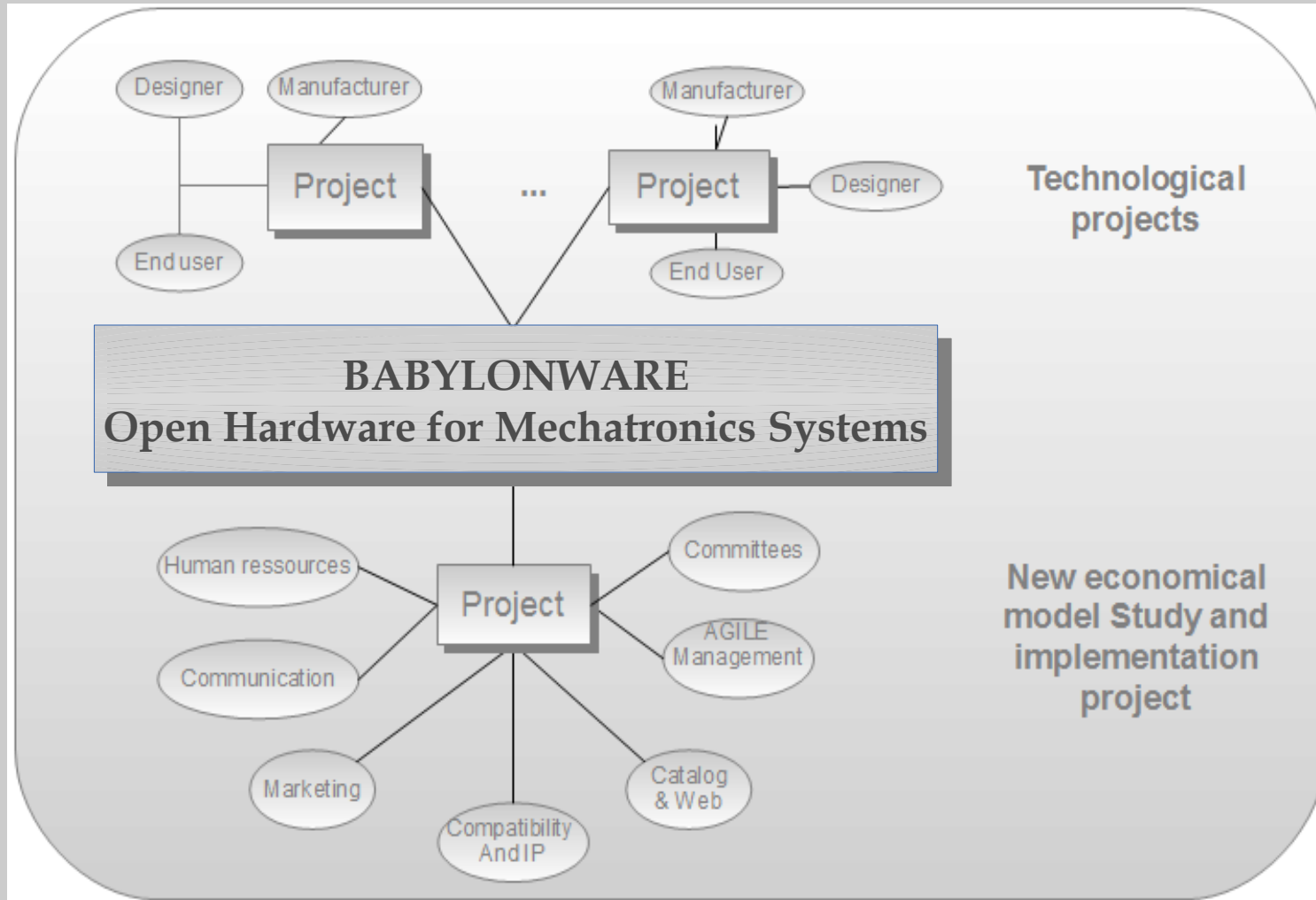
- **Purchasing costs** optimization (shared NRC, more quantity manufactured)
- **Exploitation costs** optimization (shared support, fixed fees reduction)
- Components **Sustainability** knowledge (Open)
- Components **Maturity** knowledge (Open)
- Reduction of **risks**
- **Worldwide Experts** availability

As a Contributor:

- **Development costs and delays** reduction (community feedback and help)
- **Credibility** enhancement on your business segment (recognized skills and expertise)
- Better **visibility** of your contributions (technological bricks, working group's deliverables)
- Better products **Time To Market**
- **Multi-sectors Market** Extension
- **Business Opportunity** enhancement



An innovative cluster based on shared values to propose
an **open business framework** and **interoperable technological bricks**



Oct-Dec'13

Very First projects Kickoff
Technical Projects reviews, validation and presentation to identified calls
Projects, Call for ideas and Think Tanks presentation
BABYLONWARE official governance structure and status preparation

2014

Creation of BABYLONWARE cluster official structure
Call for contribution and adhesion
New collaboration and projects Kickoff
First think tanks feedbacks
Partnership increase and support



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