BUSINESS Objectives

ECLIPSE Arrowhead Framework
Market Oriented Action Group

Vision Statement:

We will market the smartest, most performant and flexible integration framework, enabling next generation capabilities in Digital Transformation projects.

TIMELINE

March '21

We wanted to start a sustainable ecosystem for Eclipse Arrowhead solutions.

June '21

The initial planning started

Oct '21

Presentation made at the Lübeck workshop and agreement on the Ecosystem webinar was made

March '22

Launch of the Ecosystem at the webinar 30 March

June '22

Initial results achieved

Eclipse Arrowhead commercial ecosystem

What we need to do

The initial planning

Solutions
Which company can provide which software/components?

Define the partnership
How can we create transnational cross-border corridors to support new activities/customers?

Sustainable team
Which company understand the industrial domain and in which geographical region?

Who partner with who
How can we establish a reseller network?

Commercial offering
What about the legal framework, who sell what using which price list?

Courses and certifications
How can we have certified Arrowhead engineers?

Communications
A uniformed appearance, like Web site, Marketing material, Joint support, One face to the customers

User stories and benefits
How to explain the benefits of the AH Capabilities? Like a Capability have an attribute (Using ISO 27001), Advantage (more secure), Means to the customer (Trusted solutions)

Standard Based Digital Twin
How can we have a focus on Standards interoperability? Which standards can we support? What benefits do we have in data exchange, sharing and archiving processes? How can we support solutions beyond AI and ML?

Market Oriented Action Group

The Ecosystem Mission

Open minded organizations have come together to support customers to leverage the new opportunities to implement the next generation capabilities in their Digital Transformation projects using Open systems, preventing them from vendor lock-in.

The Eclipse Arrowhead ecosystem provides local support in your business vertical.

Overview of supported applications, industrial domains and geographical areas, you can review at: Arrowhead EcoSystem

Mail: ecosystem@arrowhead.eu

Registration: Click here

ARROWHEAD

Eclipse Arrowhead commercial ecosystem
Supported market segments (20+ partners)

Industry 4.0

Semiconductor and Consumer Industry

Smart City and Mobility

Energy

Aeronautics, Space and Defense

Internet of Things

This is Eclipse Arrowhead

The Arrowhead Framework is addressing IoT based automation. The approach take is that IoT's are abstracted to services. This to enable IoT interoperability in-between almost any IoT's. The creation of automation is based on the idea of local automation clouds. A local Arrowhead Framework cloud can compare to global cloud provide improvements and guarantees regarding:

- Real time data handling
- Data and system security
- Automation system engineering
- Scalability of automation systems

Industry IT

Integrating OT automation with IT is made feasible by the Eclipse Arrowhead architecture and implementation platform.

Featuring realtime capabilities, multi protocol interoperability, scalability, security, flexibility. The technology is based on Service Oriented Architecture and Micro Services. A set of core micro services enables the design of automation and digitalization solutions.
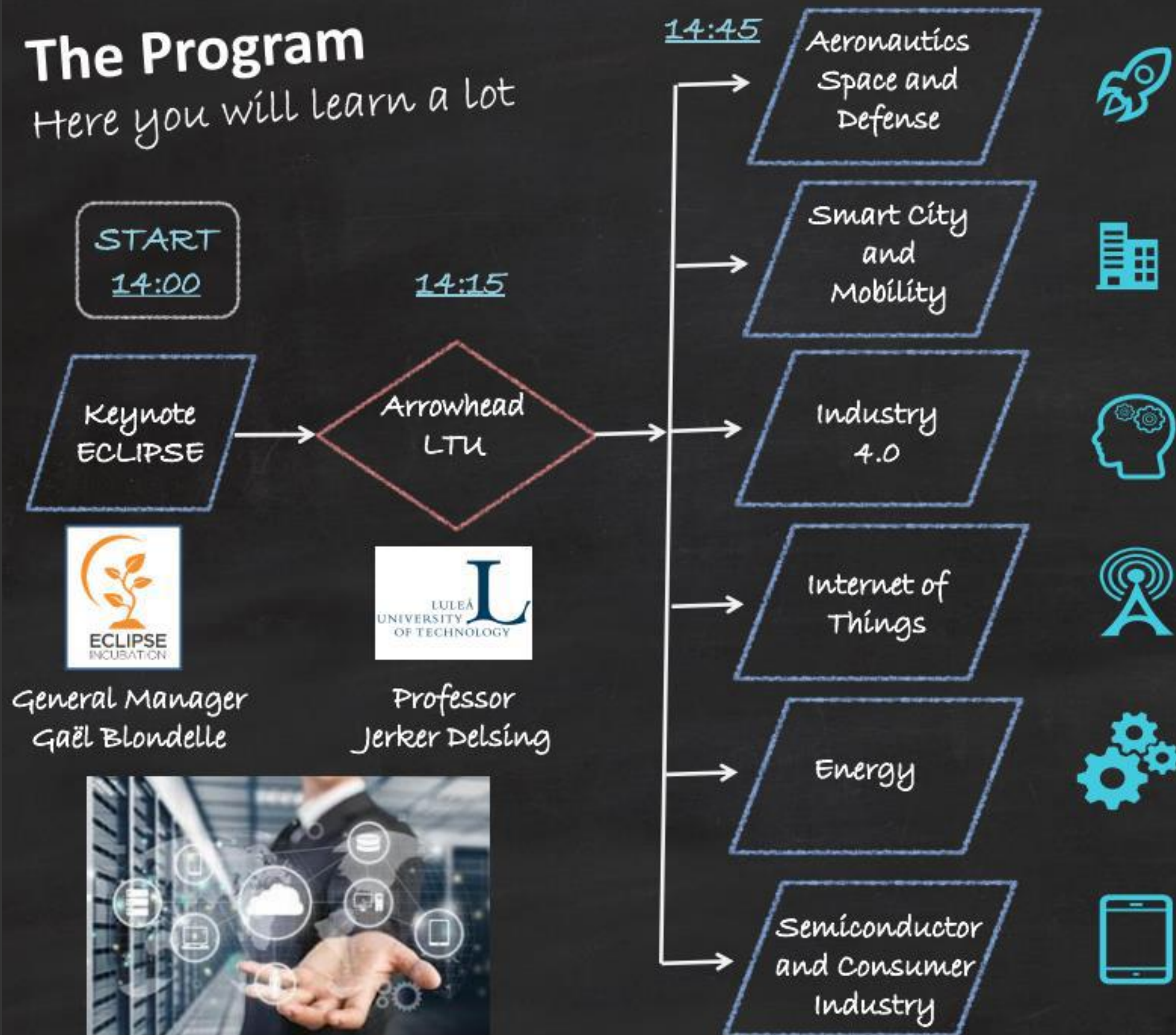
Security: X509, Interoperability between major SOA protocols, e.g. http, COAP, MQTT. Tools for interoperability for legacy protocols like OPC-UA, MODBUS, Z-wave also connected to ISO 10303 (STEP)

Eclipse Arrowhead commercial ecosystem
The Seminar 30 March 2022

Presentations to download https://www.arrowhead.eu/eclipse-arrowhead/downloads/
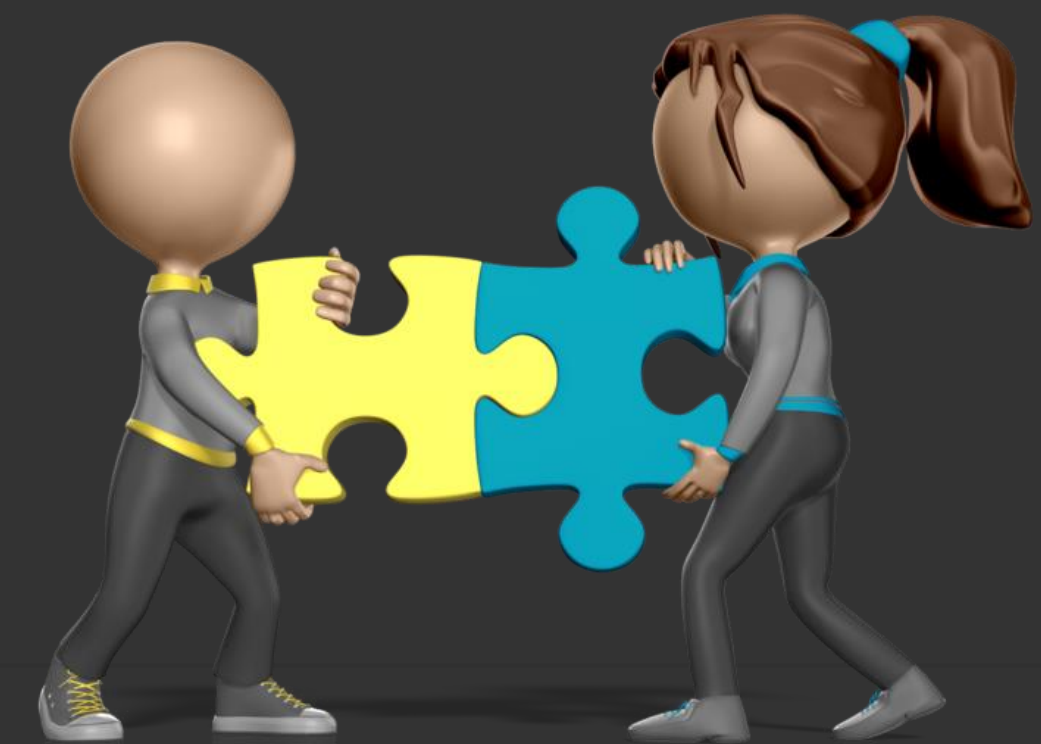
Eclipse Arrowhead commercial ecosystem
Initial results

1. The Ecosystem have created 5 new commercial projects

2. The Ecosystem have identified 6 new sales prospects

3. The Ecosystem have created 4 new connectors and a number of core components to the ECLIPSE Arrowhead Framework

4. The Ecosystem have submitted 21 new EU Horizon Europe and 3 EDF proposals

5. The Ecosystem has been awarded 8 new EU projects

Eclipse Arrowhead commercial ecosystem
Looking forward

1. The Arrowhead Tools project has created the ECLIPSE Arrowhead Framework and its related Market Oriented Action Group

2. Establish an ECLIPSE Working group to support future development and maintenance of the ECLIPSE Arrowhead Framework (https://www.eclipse.org/org/workinggroups/adoptium-charter.php)

3. We have now 20 partners being interested to bring the software in to future opportunities

4. All partners look forward to realize the power of the ECLIPSE Arrowhead Framework and to make new joint offerings

5. A market oriented workshop between selected project partners to develop a common strategy for new Eclipse Arrowhead offerings is planned

6. Stay tuned for news and updates

Thanks for coming

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