



*f*A EuroHPC

SURVEY FEEDBACK
Comparative analysis
End user SMEs vs all SMEs
FF4EuroHPC OC2 Experiments

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OC2 Survey feedback

- 47 invitations sent to SMEs involved in the experiments
- 37 answers received - 18 end users – 19 non end users

All SMEs

- 32% have an HPC/HPDA/AI Strategic Plan
- 51% have experience with HPC/HPDA
- 71% of the SMEs didn't know about the NCCs
- 84% already have or have expectation to get interaction with HPC/HPDA providers
- 53% participated to European projects
- 55% participated to national R&D projects
- 42% use outsourcing for computational aspects
- 55% have expectations to find other partners for the development of the company
- 58% of SMEs are seeking for trainings

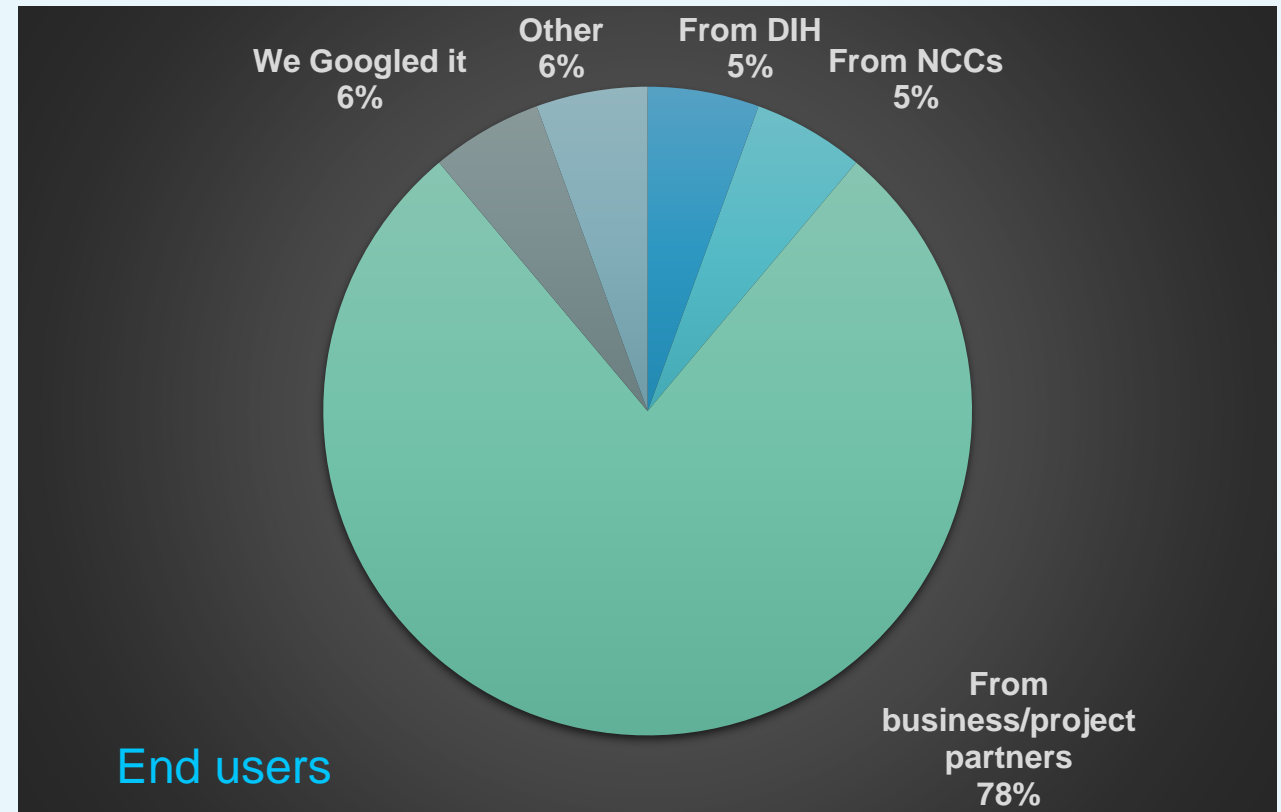
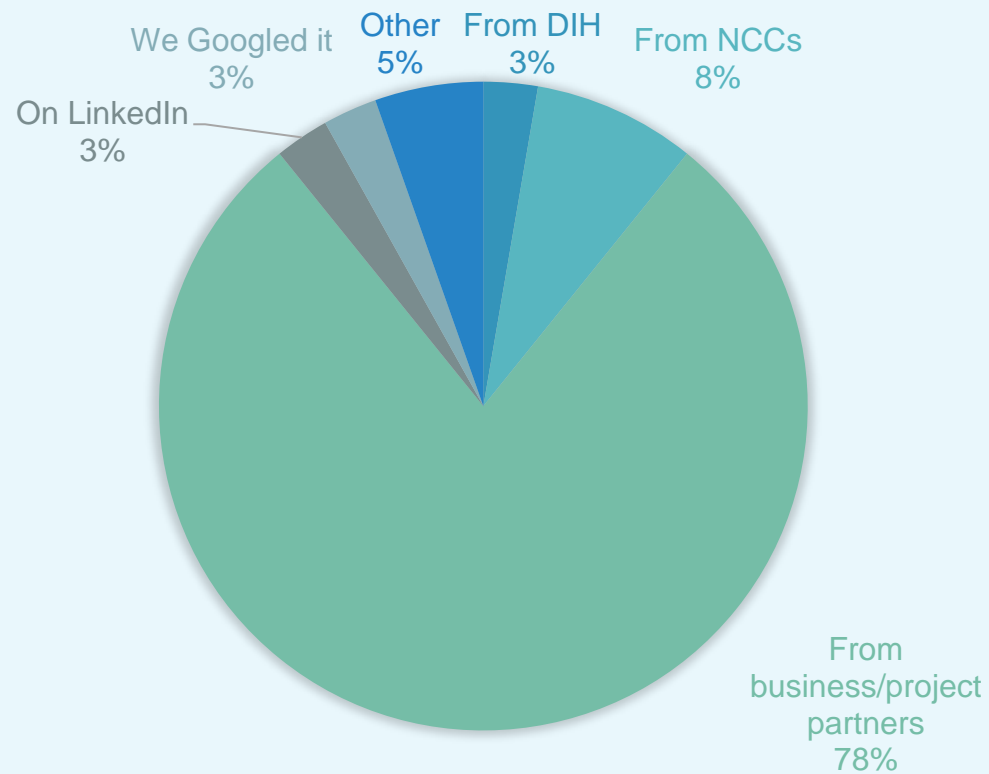
End Users

- 17% have an HPC/HPDA/AI Strategic Plan
- 22% have experience with HPC/HPDA
- 89% of the End users didn't know about the NCCs
- 77% already have or have expectation to get interaction with HPC/HPDA providers
- 50% participated to European projects
- 56% participated to national R&D projects
- 50% use outsourcing for computational aspects
- 56% have expectations to find other partners for the development of the company
- 56% of End users are seeking for trainings

* Some questions are multiple-choice

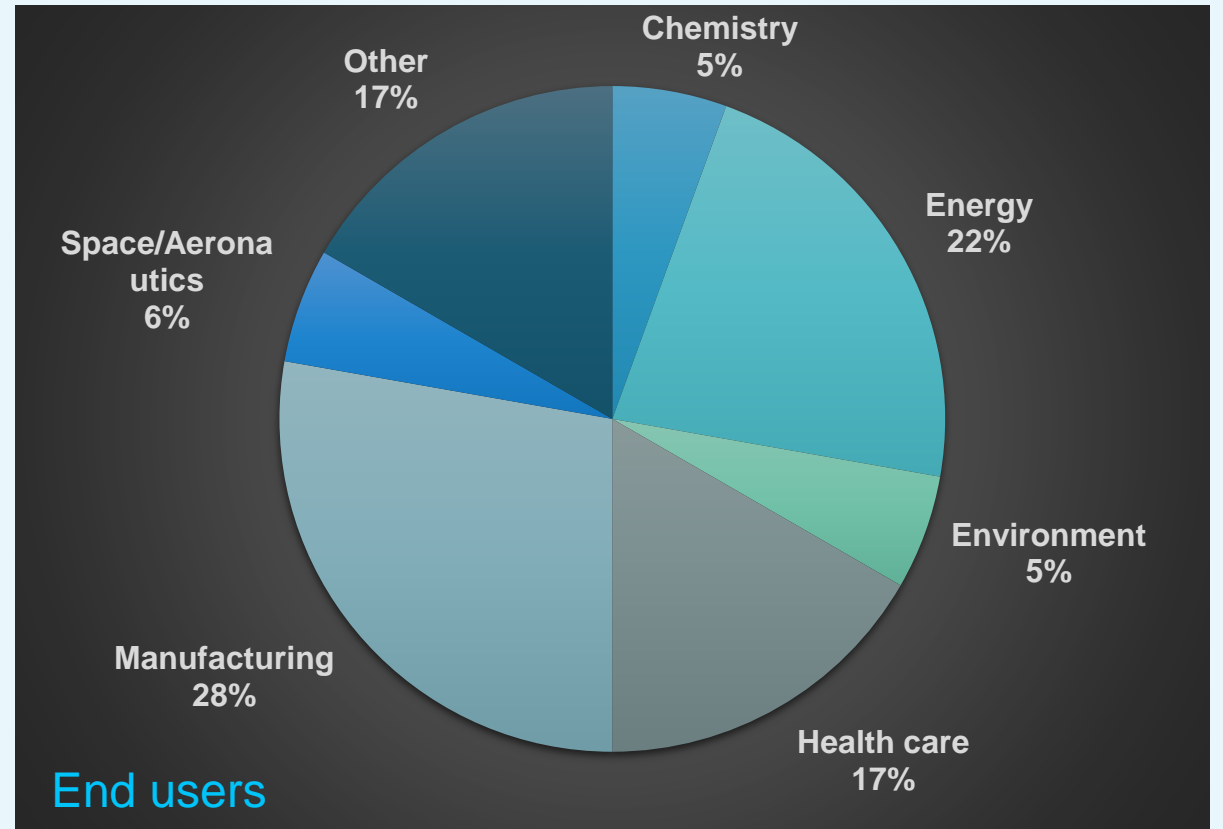
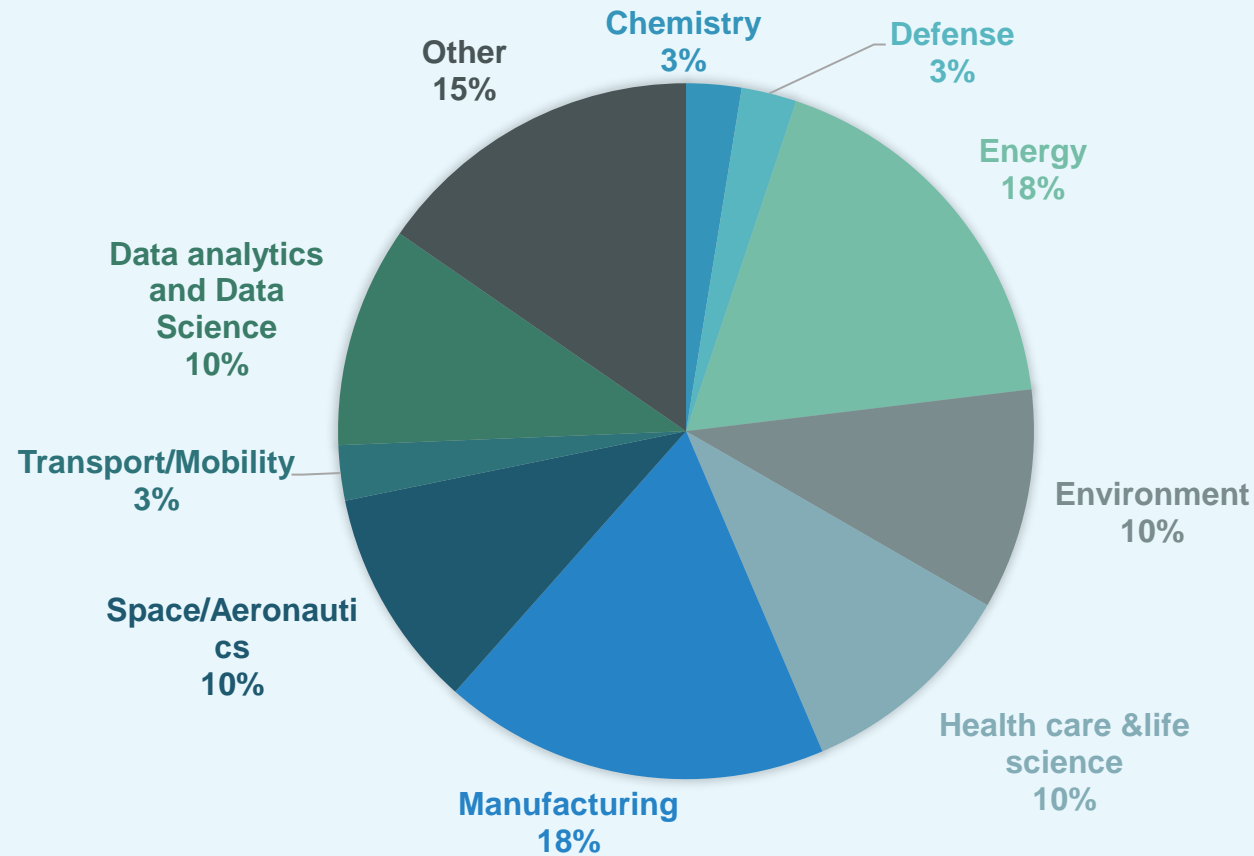
OC2 Survey feedback

Where did you receive the information on the FF4EuroHPC Open Call?



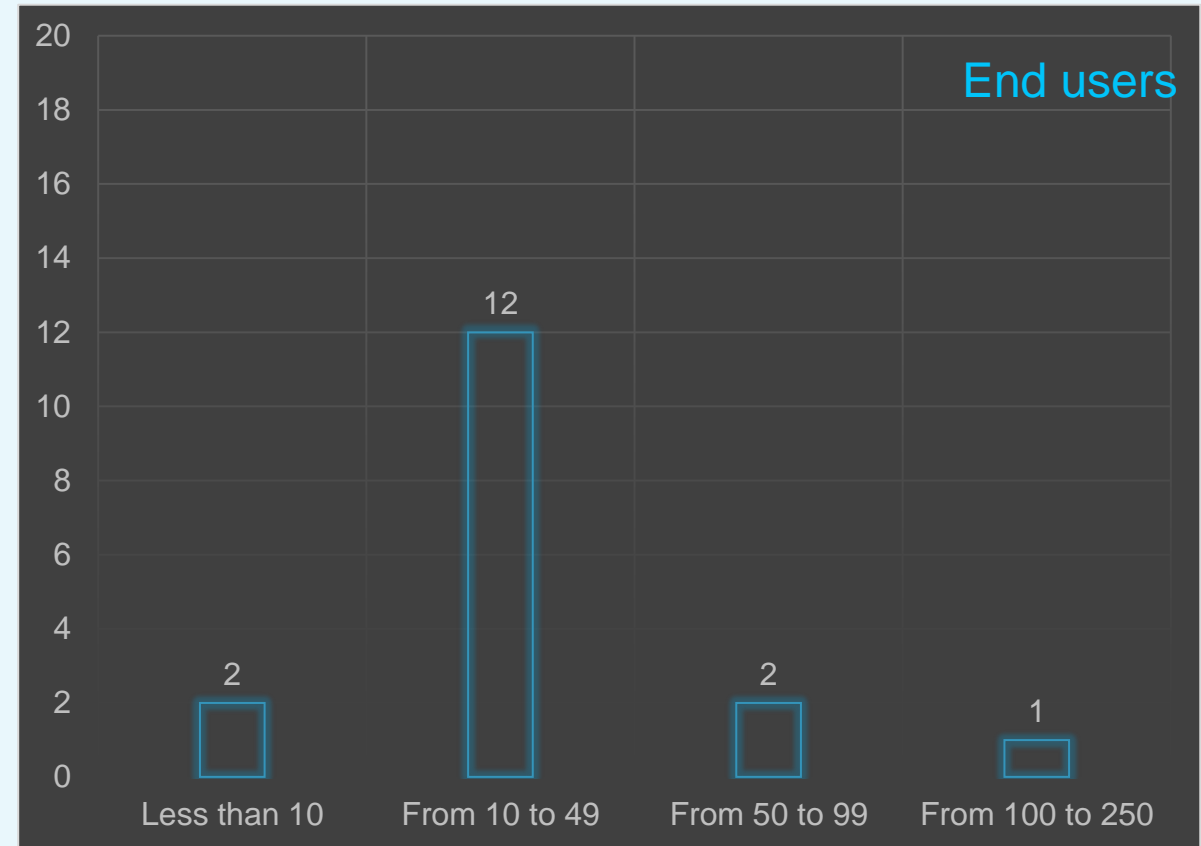
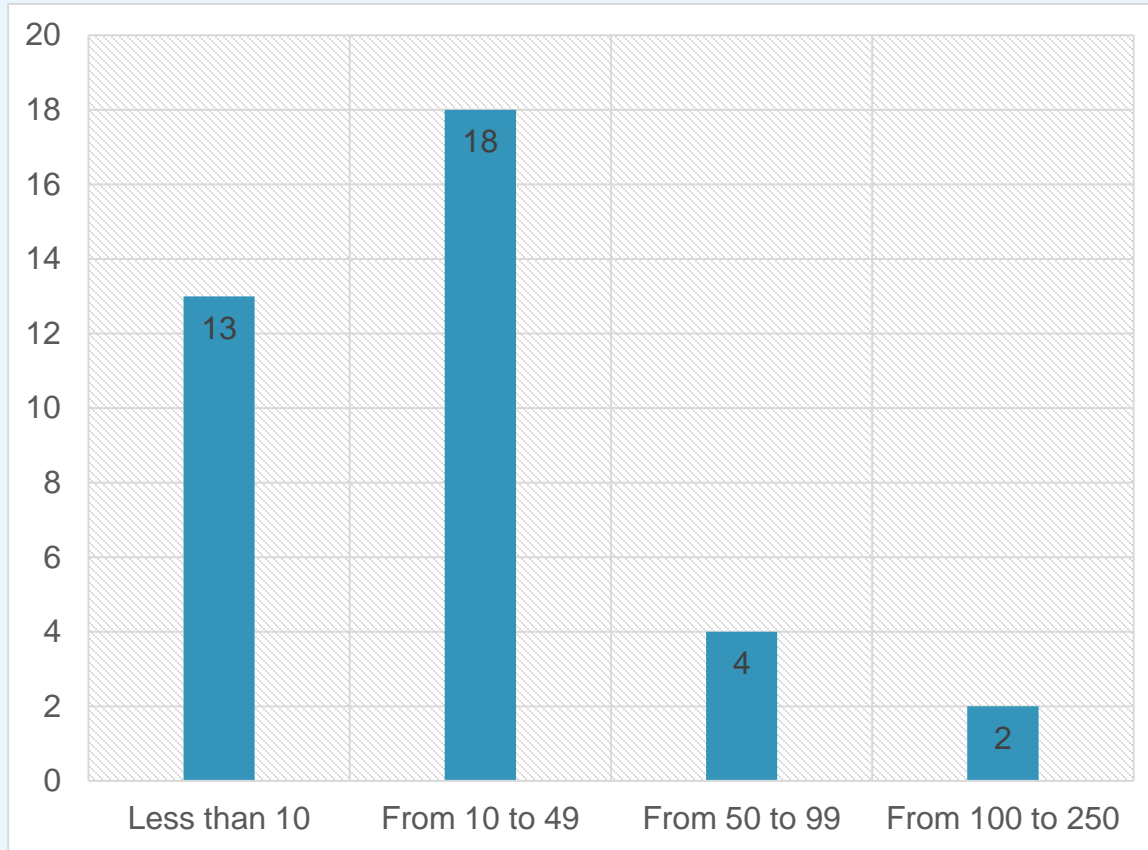
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Activity sector



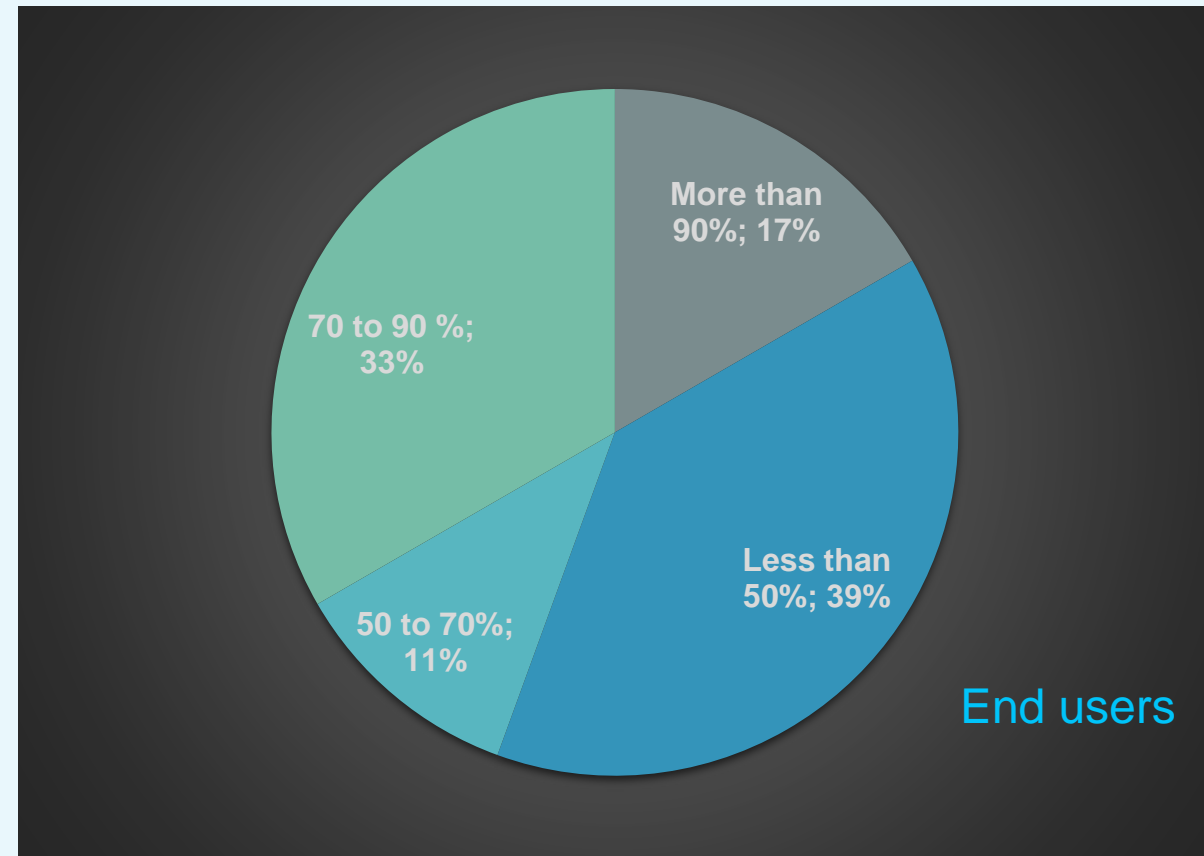
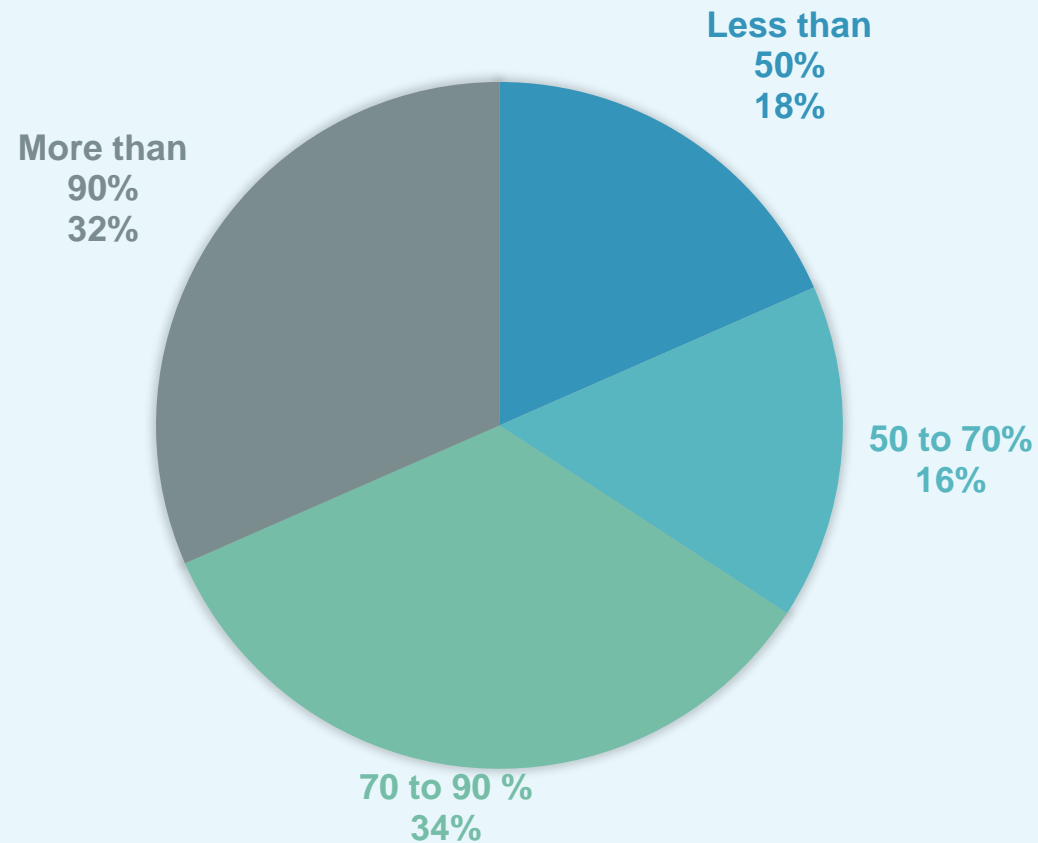
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SME Size



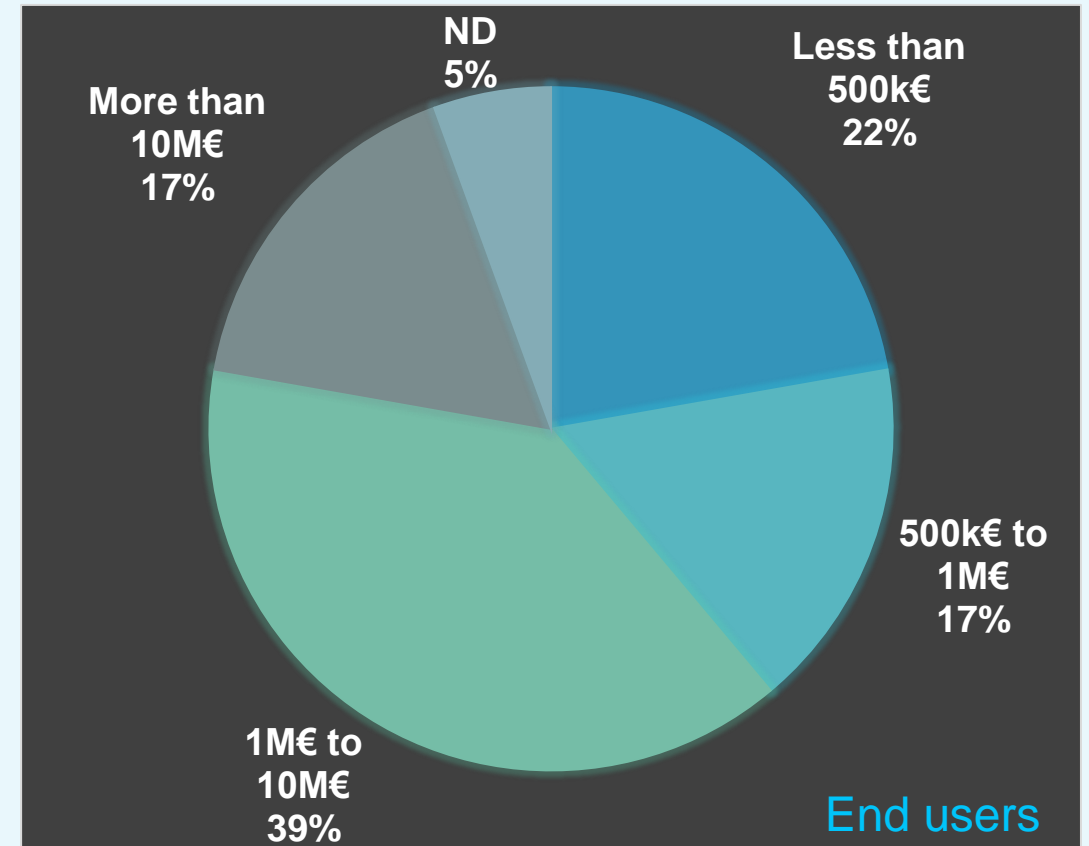
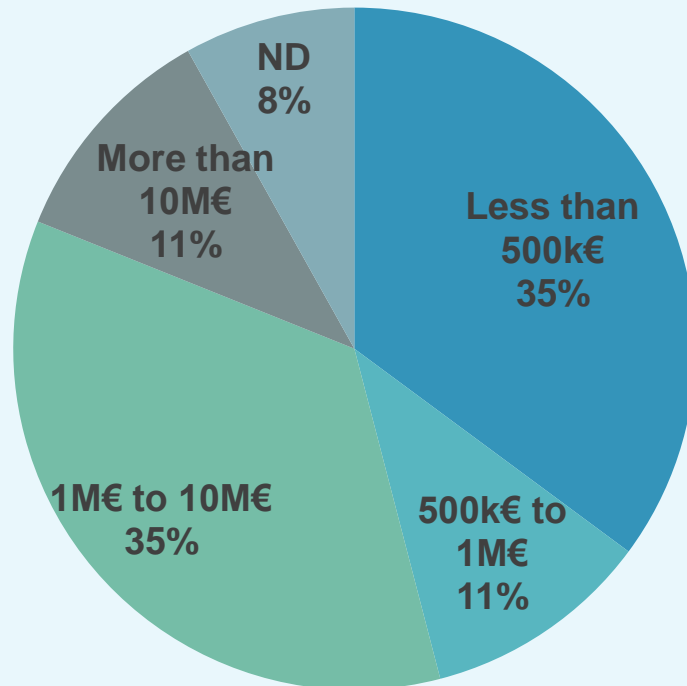
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Proportion of technical employees



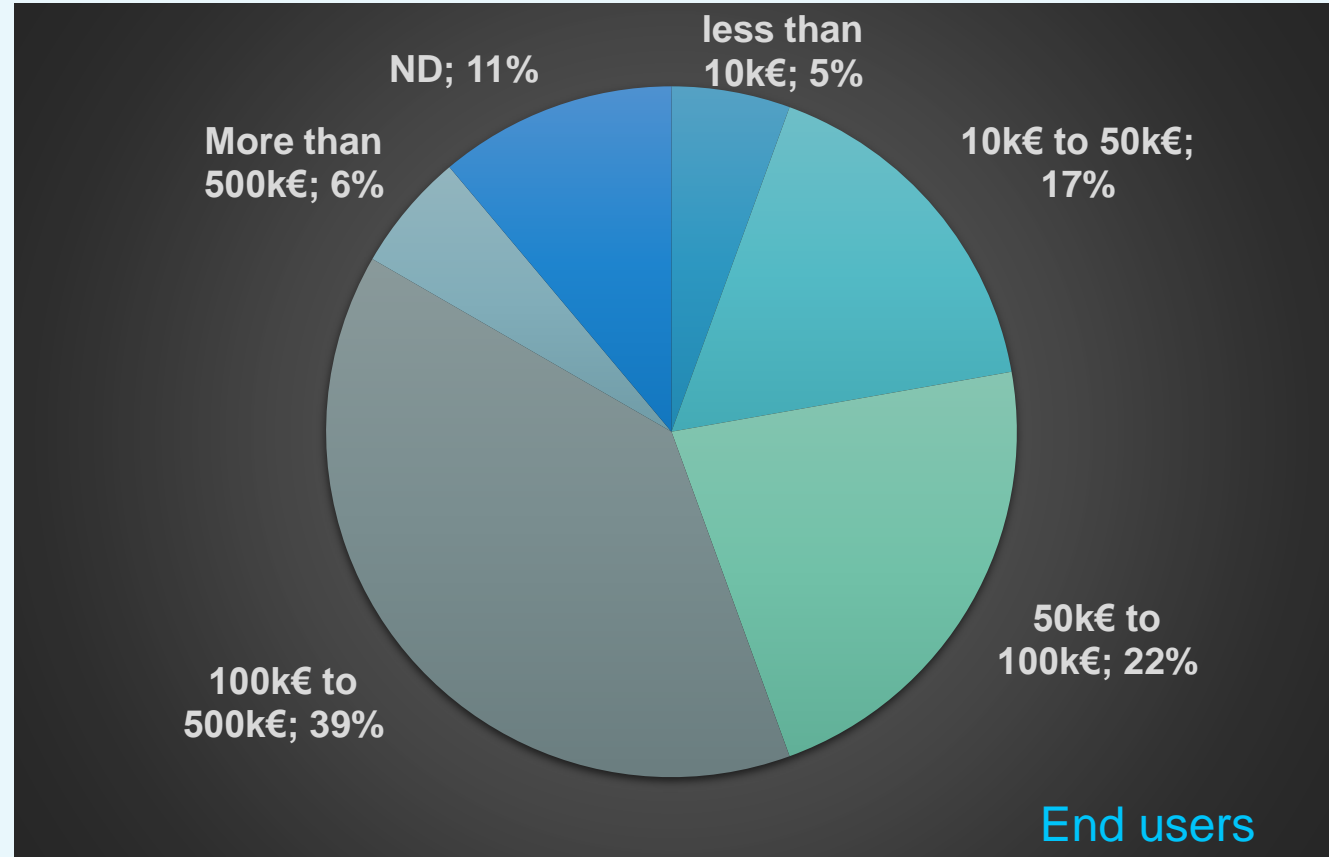
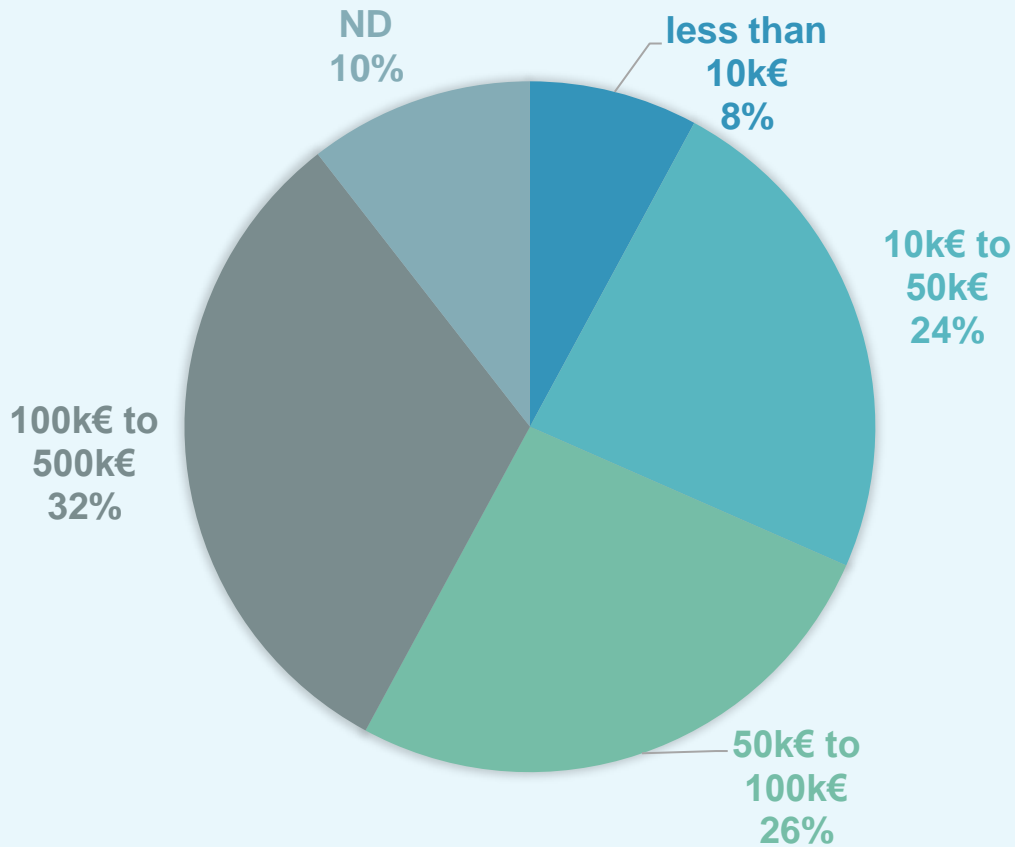
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Annual Turnover



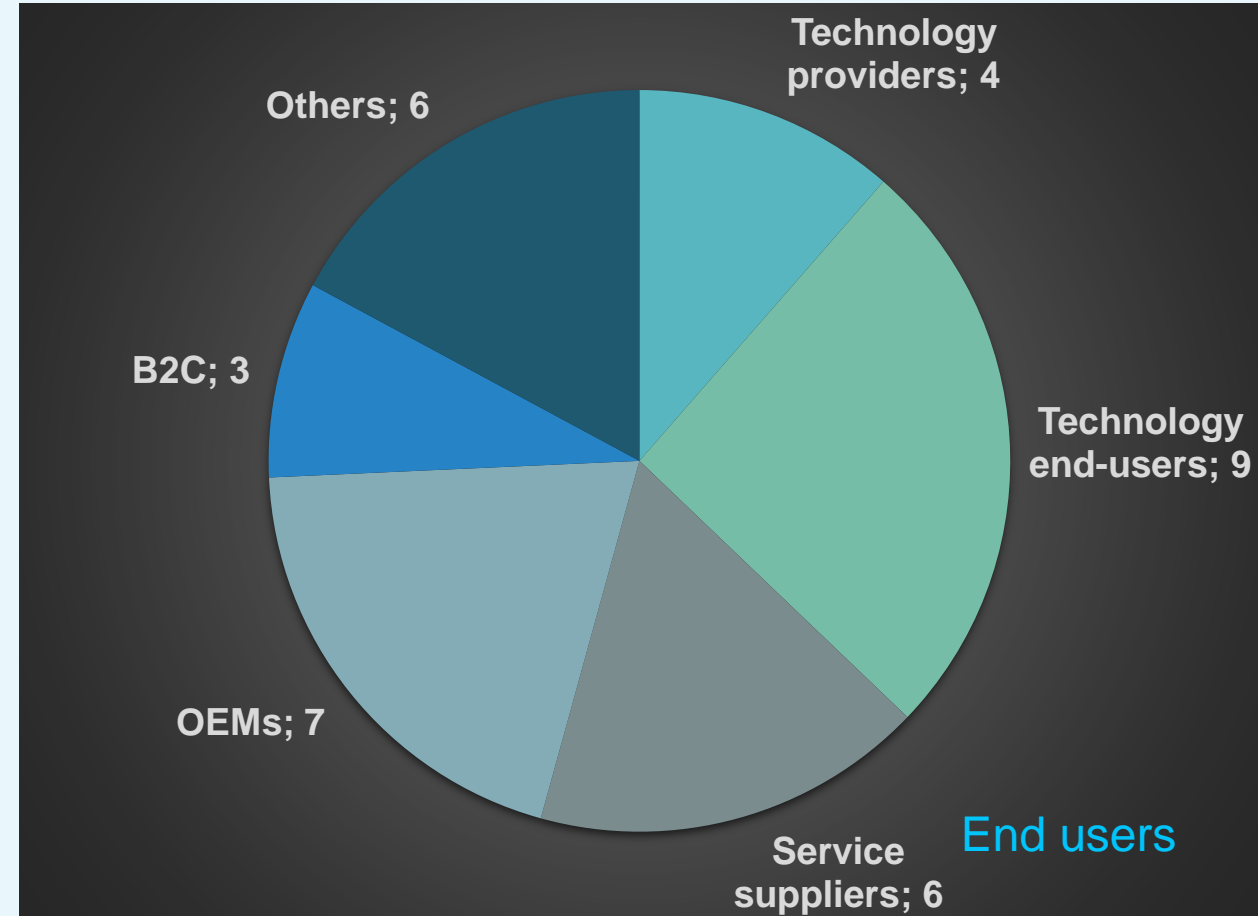
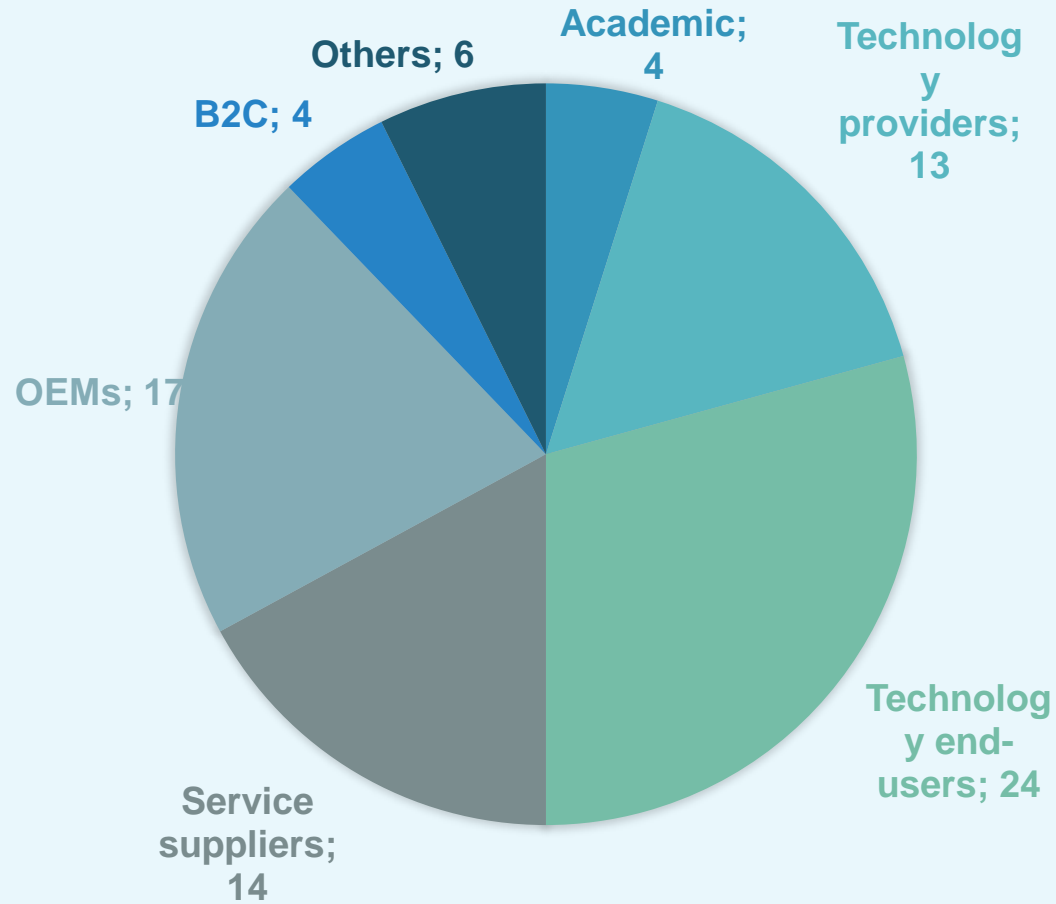
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Annual turnover per employee



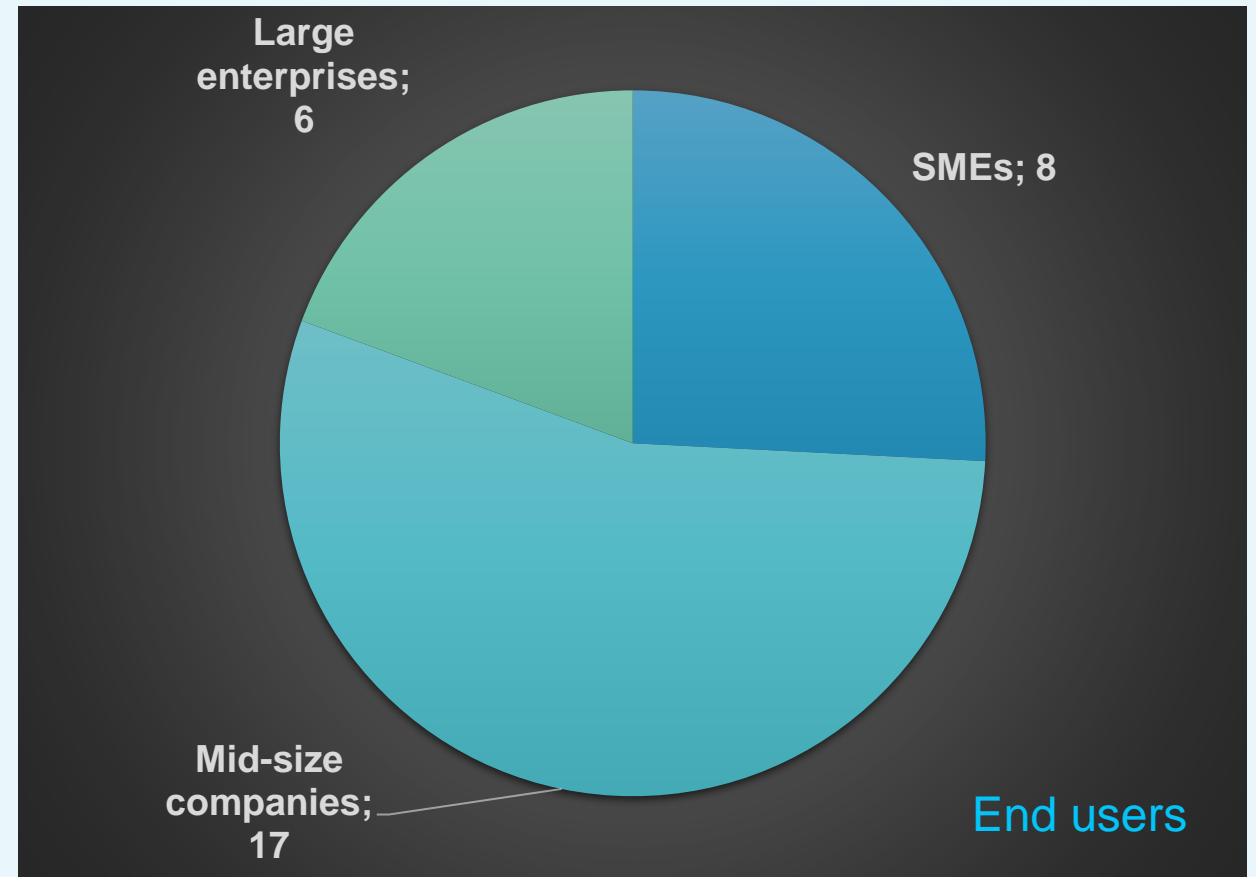
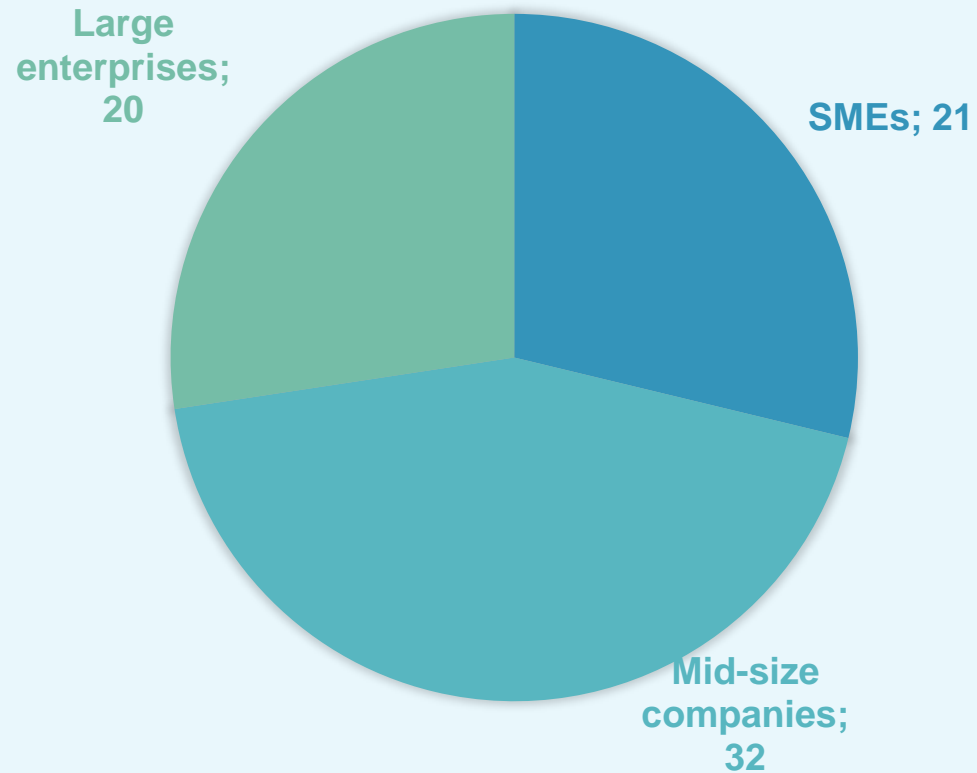
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Customers of the SME



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If your customers are companies, your customers are mostly



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Use of HPC/HPDA - Short term objectives

Enter new market segments 8
 Increase ease of use/flexibility for customers 13

Adapt to technological/market trends 16

Acquire a greater market share in segments where we are already present 12

Reduce production cost 13
 Increase quality of my products 26

Respond to competitors' moves 4

Respond to customers' requests 18

Enter new market segments 4

Respond to competitors' moves 1

Increase ease of use/flexibility for customers 1

Increase quality of my products 13

Acquire a greater market share in segments where we are already present 5

Adapt to technological/market trends 8

Reduce production cost 6

Respond to customers' requests 6
 End users

OC2 Survey feedback

Use of HPC/HPDA - Long term objectives

Increase ease of use/flexibility for customers
13

Respond to competitors' moves
4

customers' requests Increase quality of my products
21

Acquire a greater market share in segments where we are already present
18

Adapt to technological/market trends
20

Reduce production cost Enter new market segments
14 22

Respond to competitors' moves
2

Increase ease of use/flexibility for customers
5

Adapt to technological/market trends
6

Acquire a greater market share in segments where we are already present
10

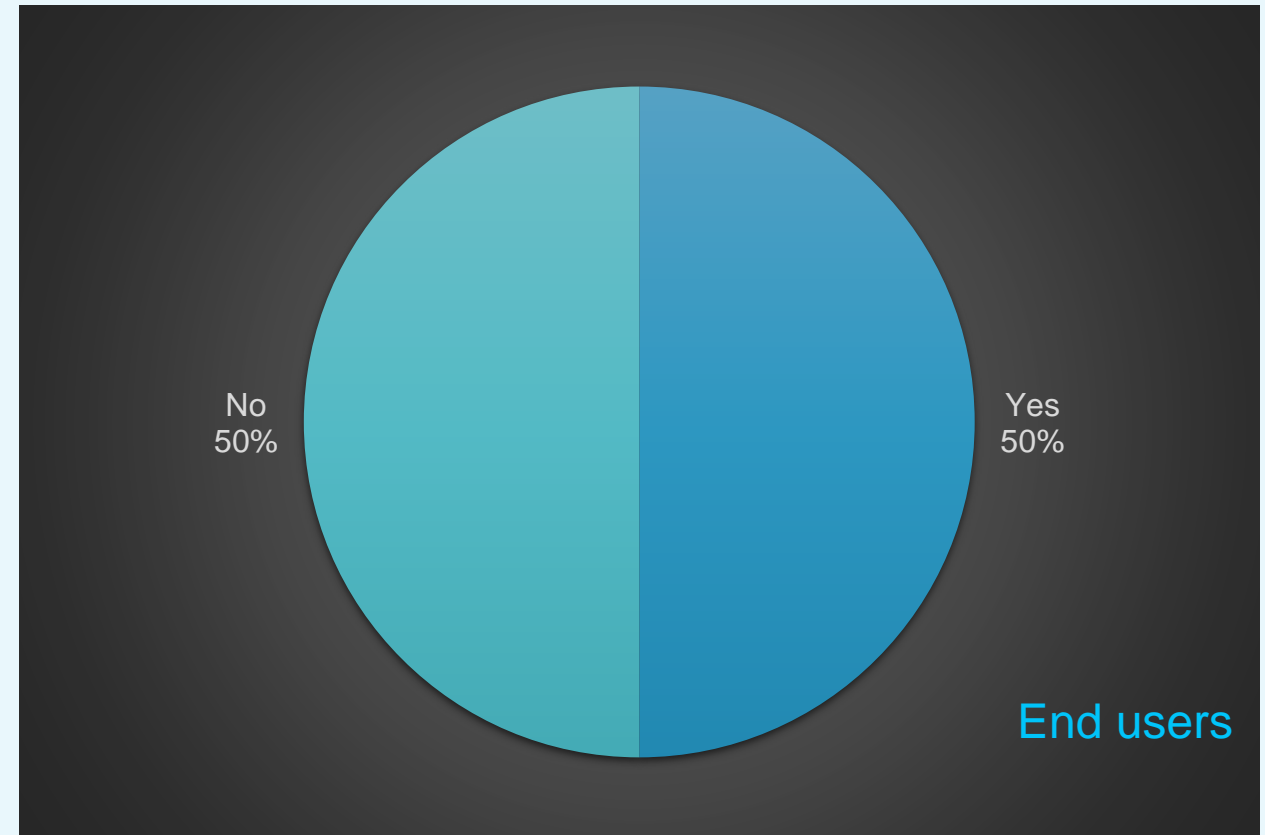
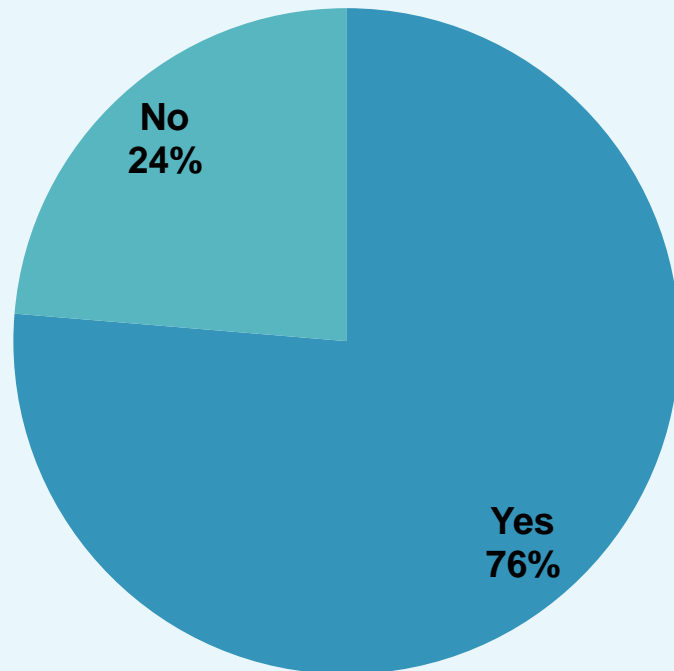
Reduce production cost Increase quality of my products
8 10

Enter new market segments Respond to customers' requests
8 7

End users

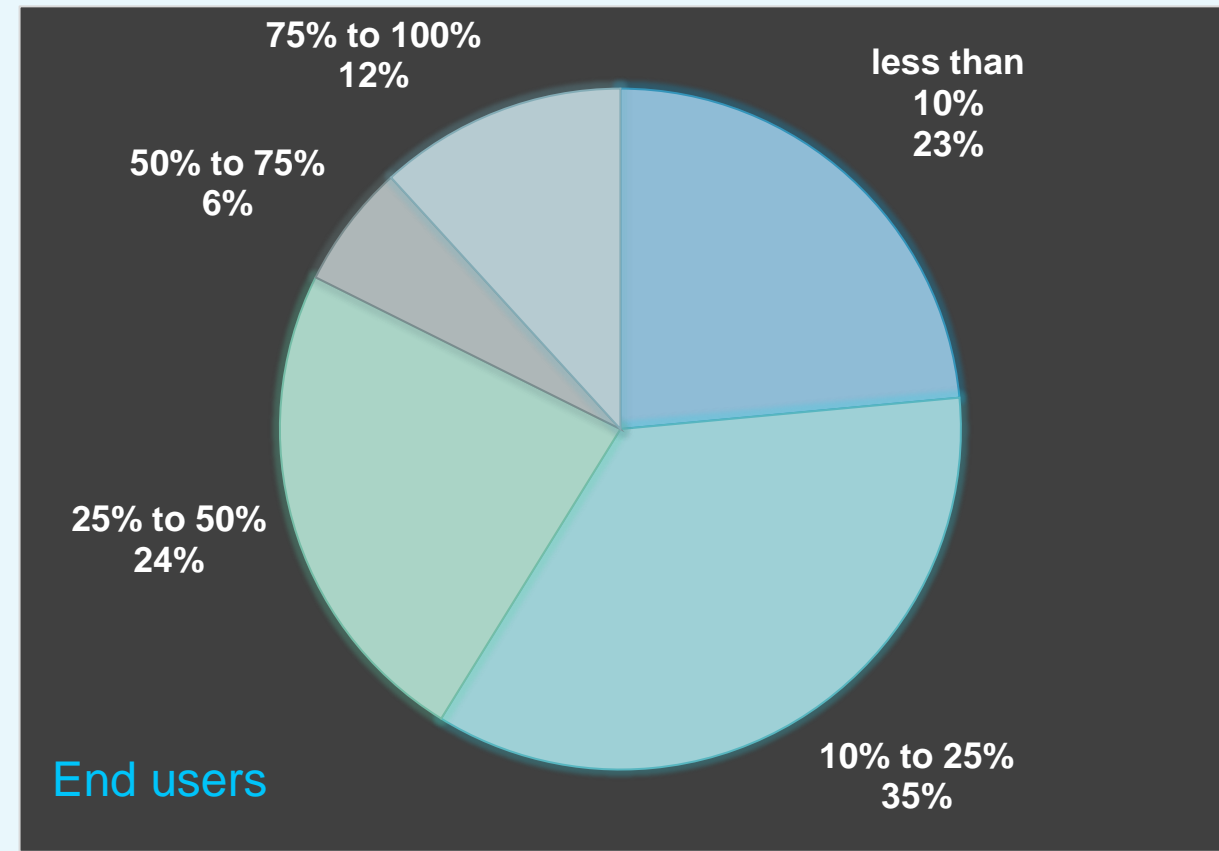
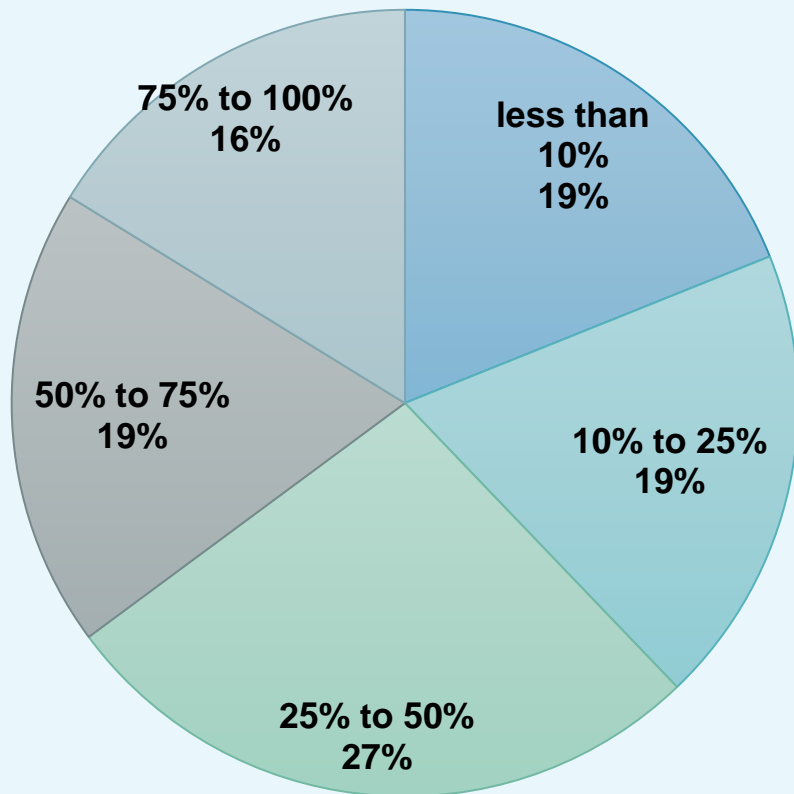
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Do you already have a computational service inside your company?



OC2 Survey feedback

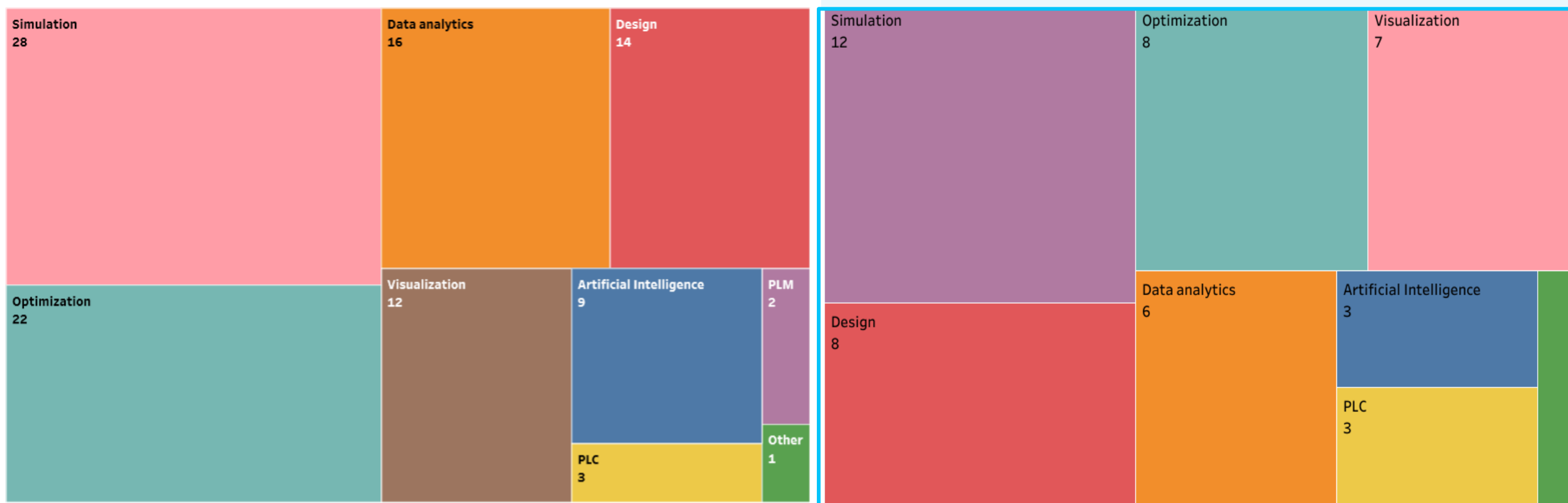
% of employees dedicated to computational tasks



OC2 Survey Feedback

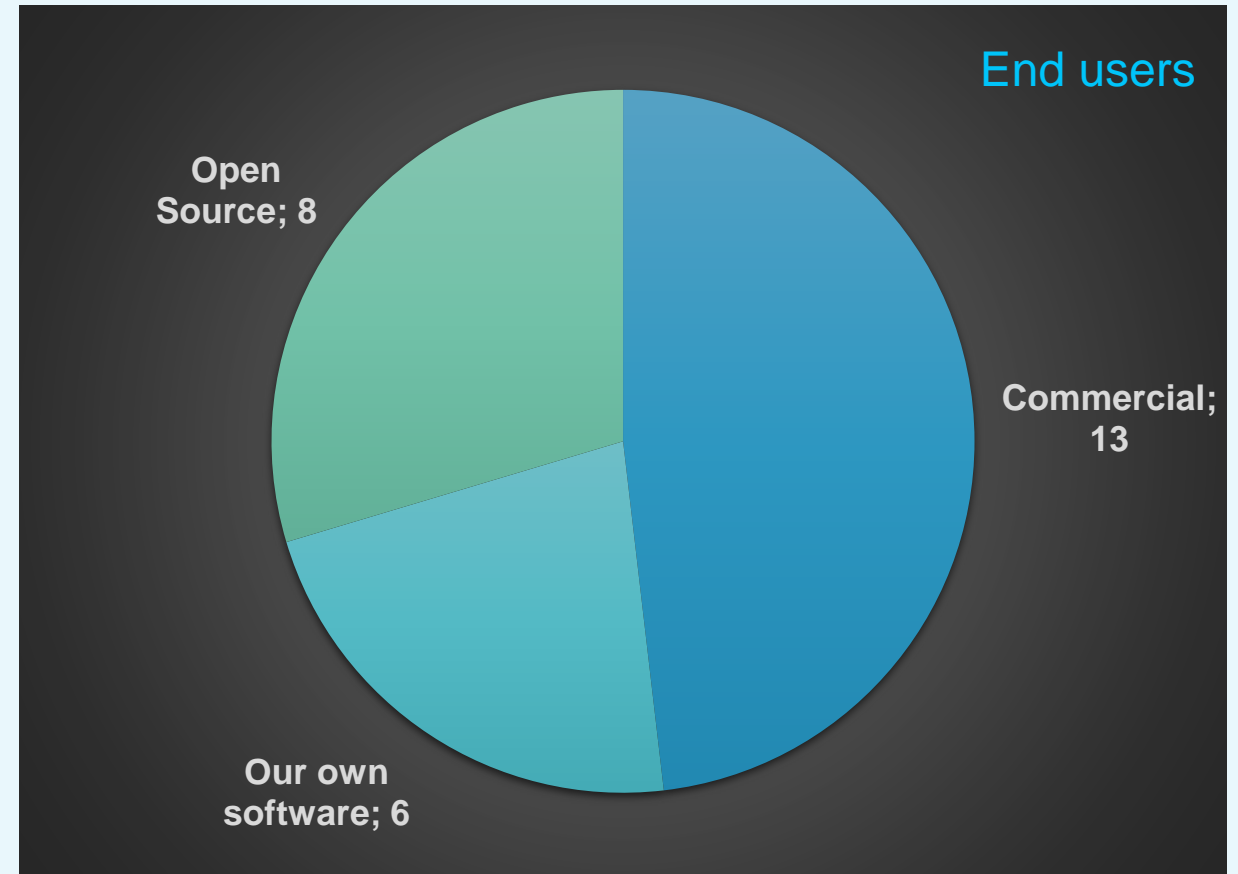
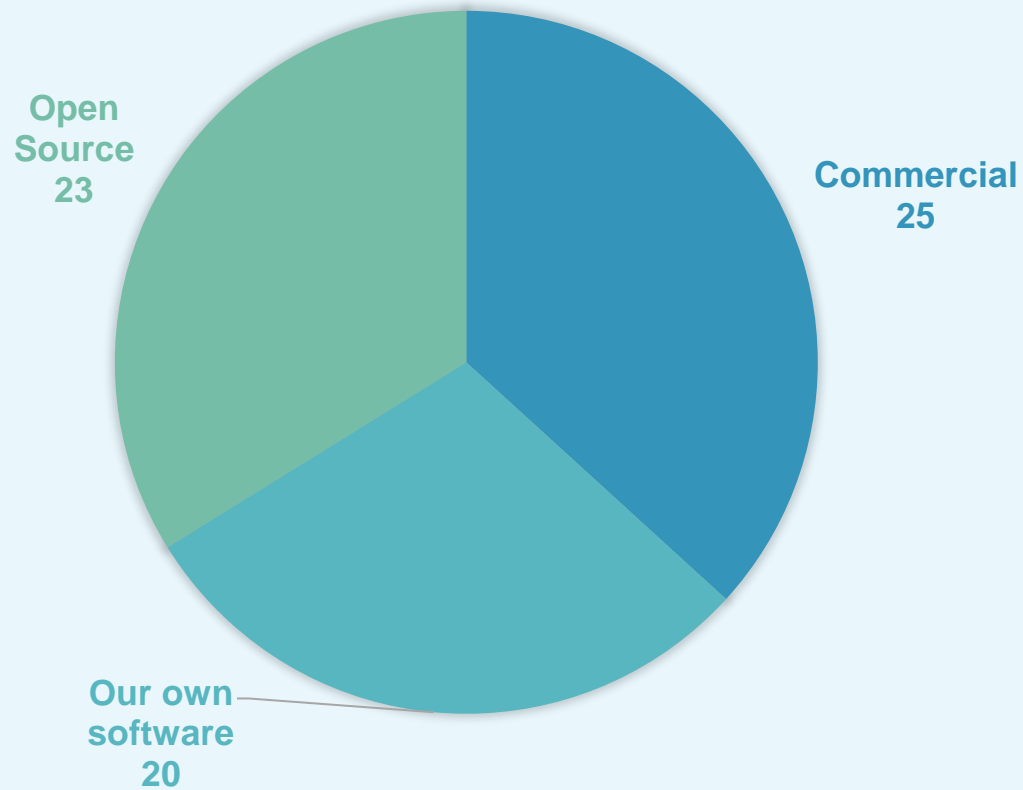
Current types of workflow

End users



OC2 Survey feedback

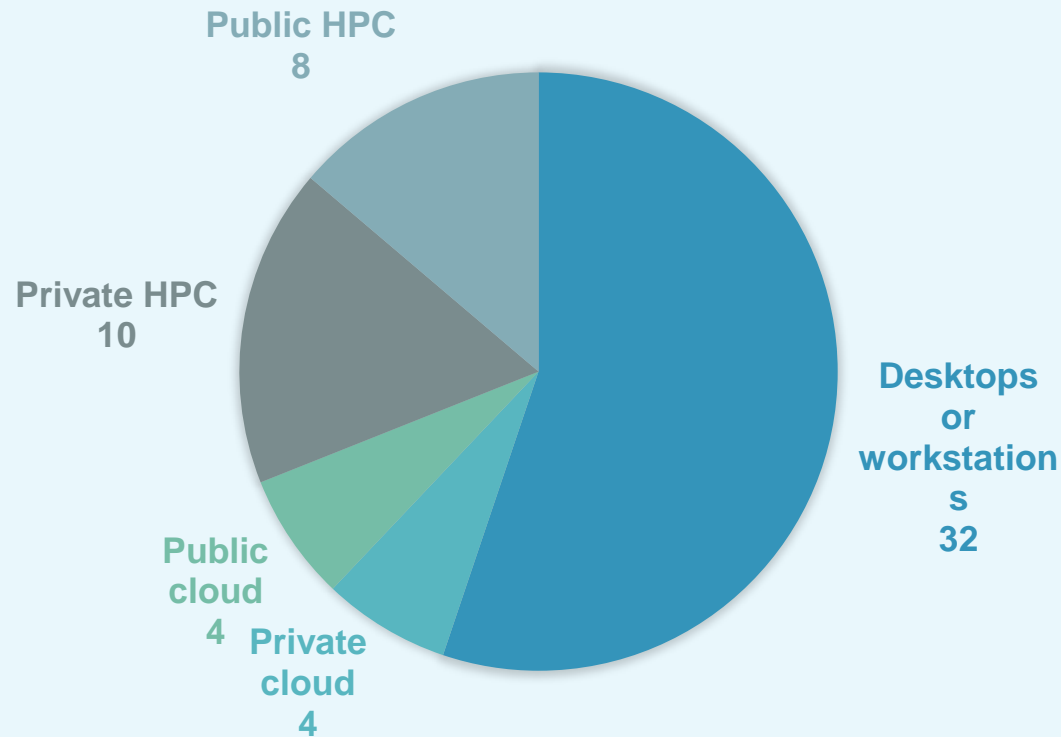
Type of software used for workflow



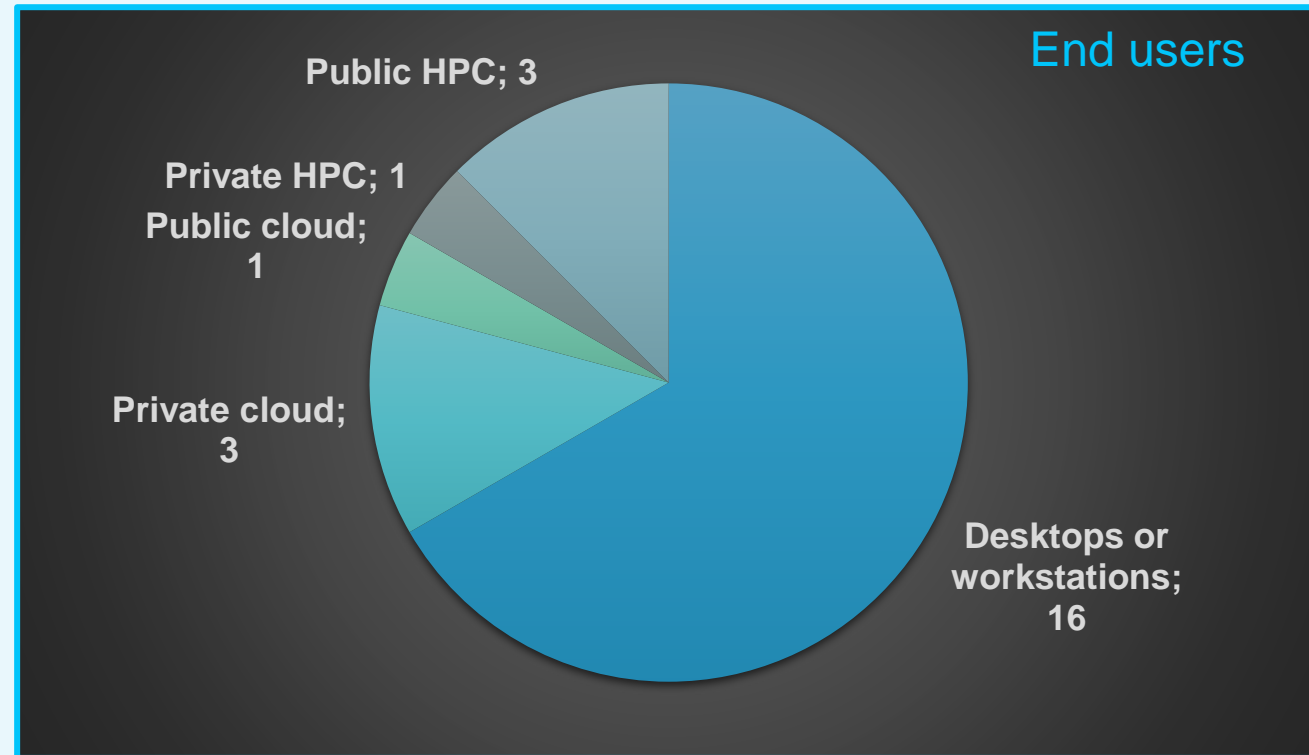
OC2 Survey Feedback

Type of infrastructure used for workflows?

42% of participants are not satisfied with their current resources

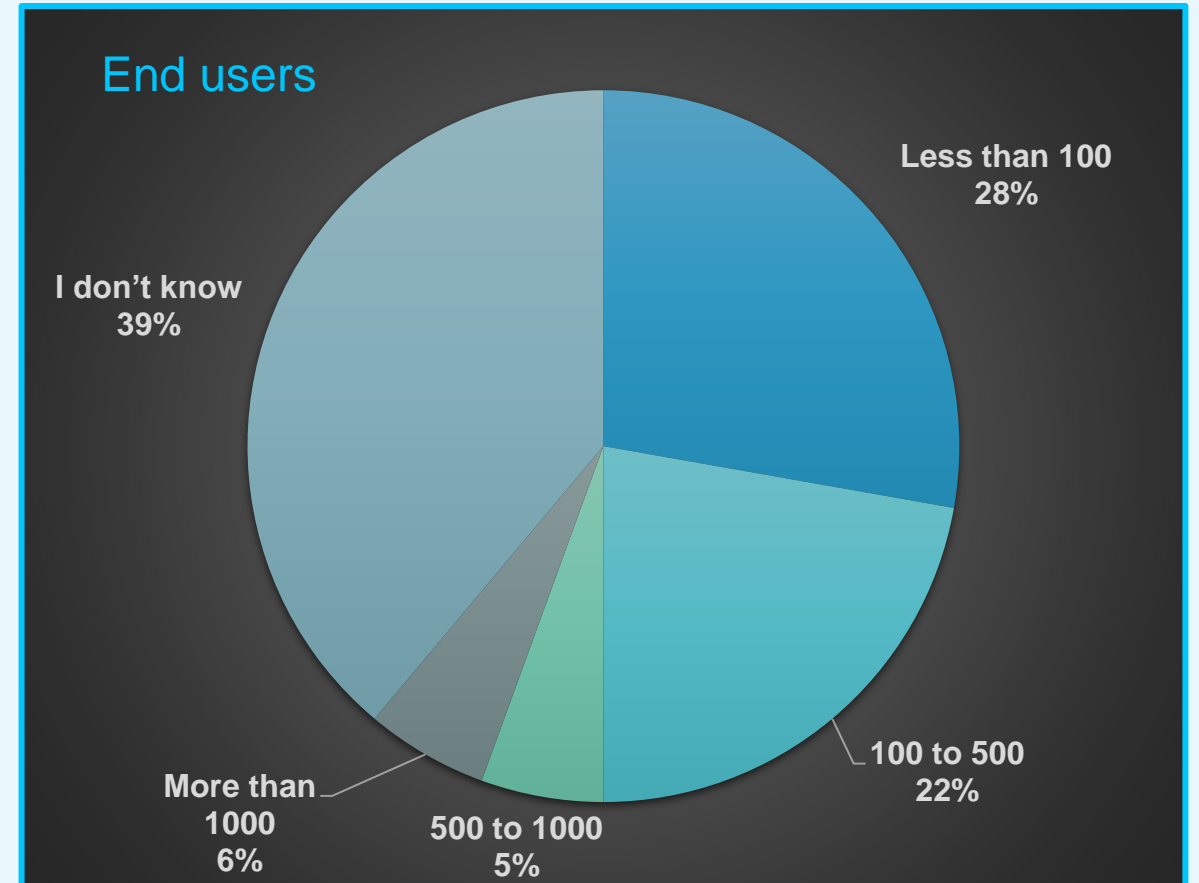
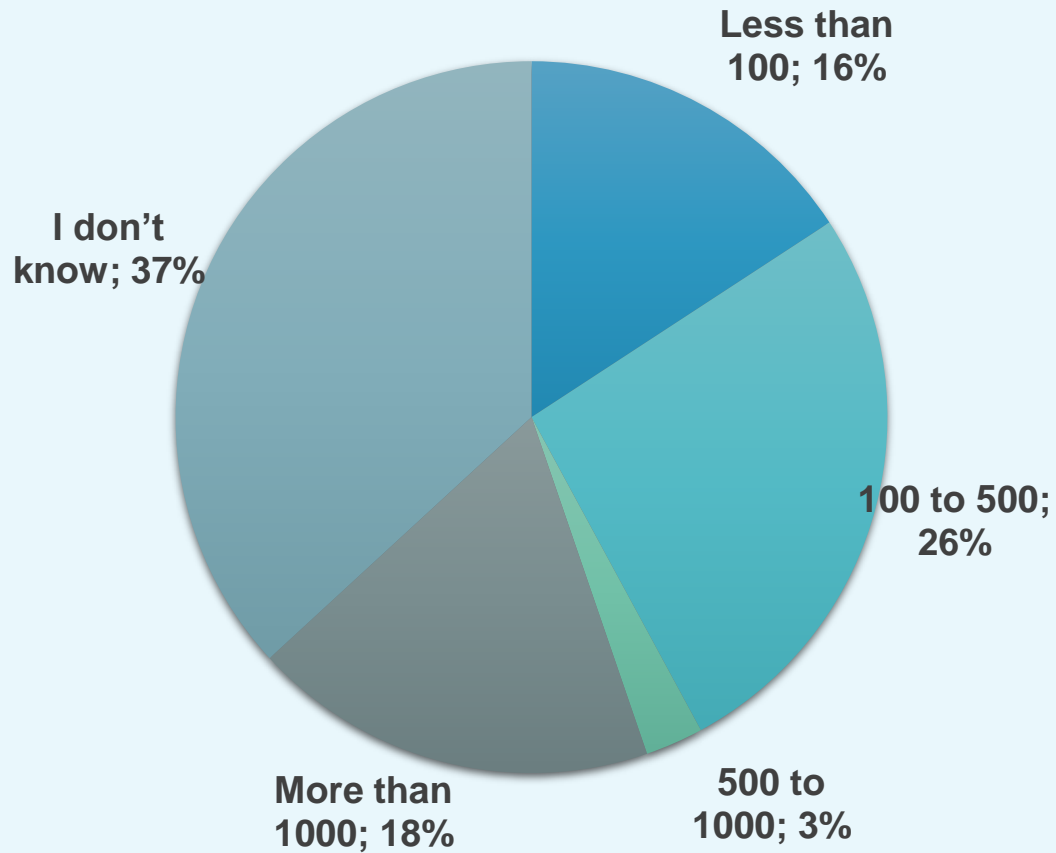


50% of participants are not satisfied with their current resources



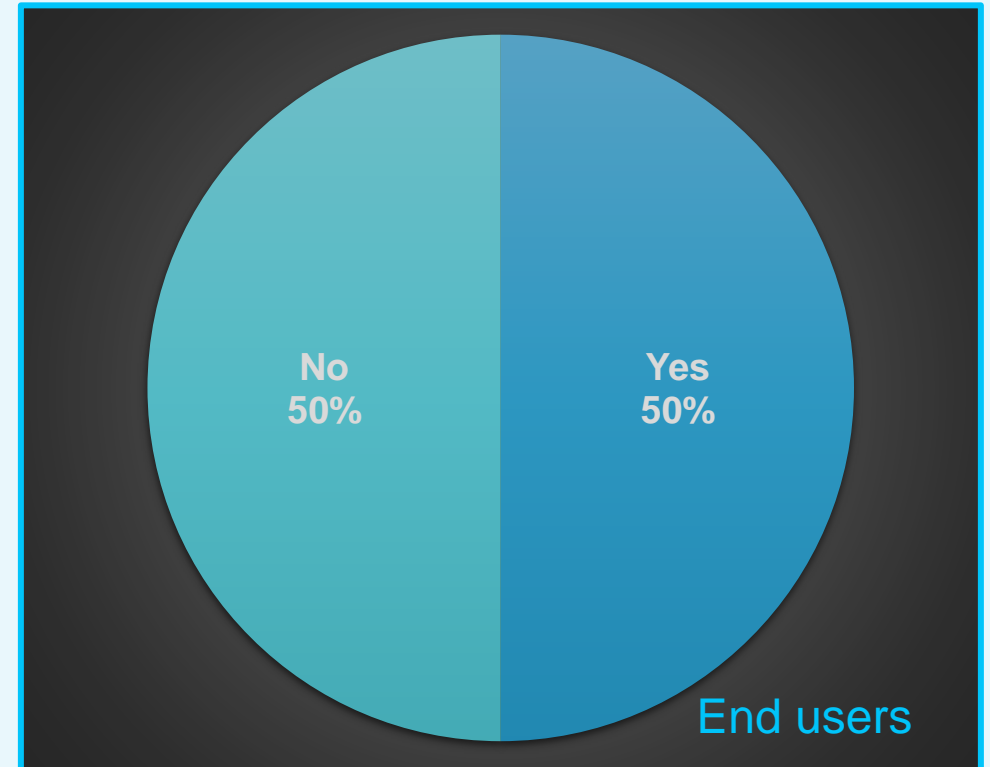
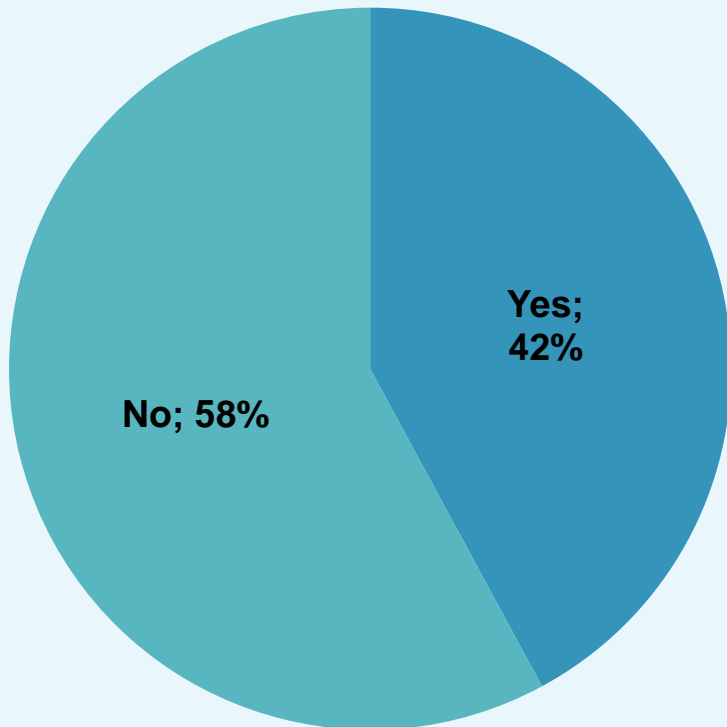
OC2 Survey feedback

Monthly use of core hours



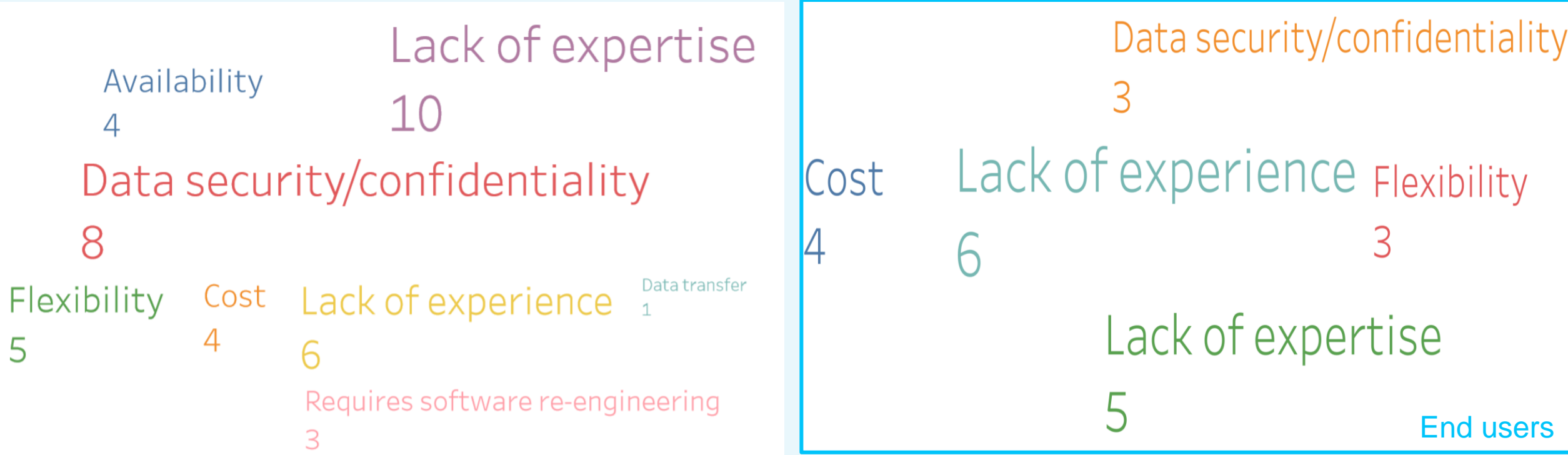
OC2 Survey Feedback

Do you use outsourcing to carry out your computational tasks?



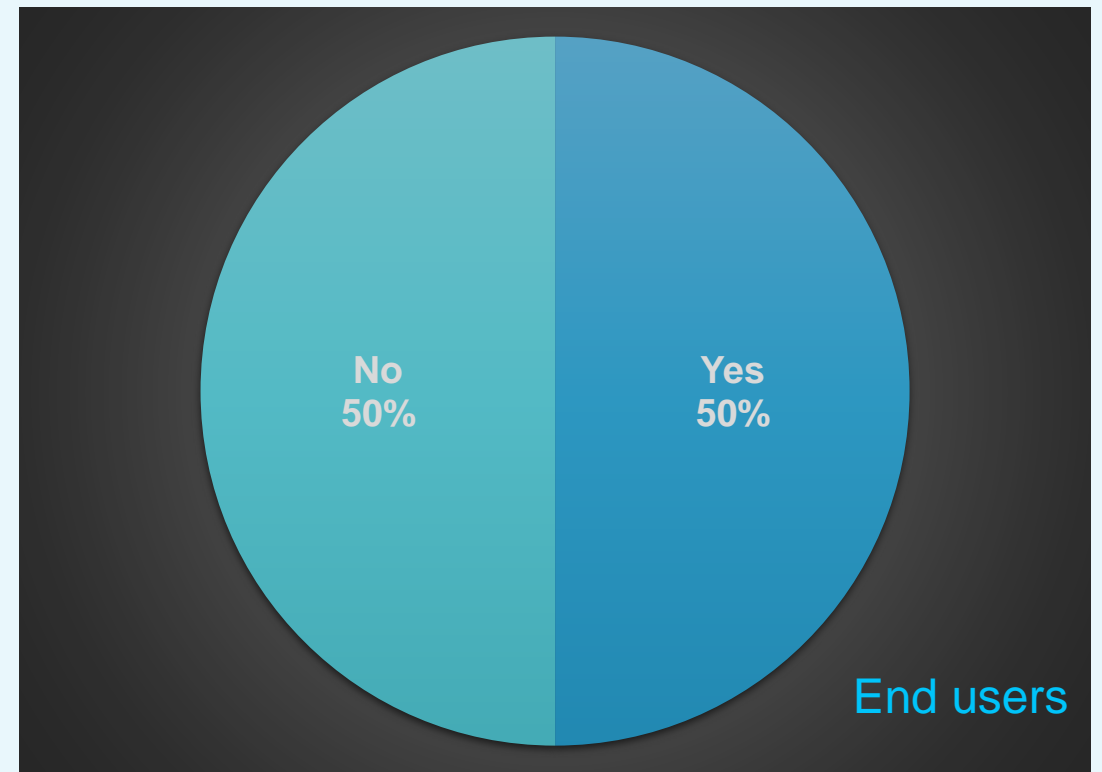
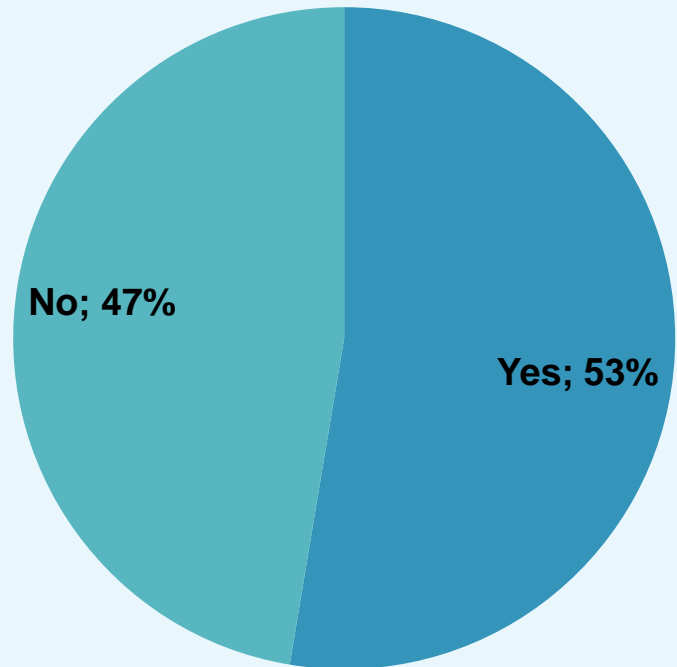
OC2 Survey feedback

Barriers to the adoption of outsourcing



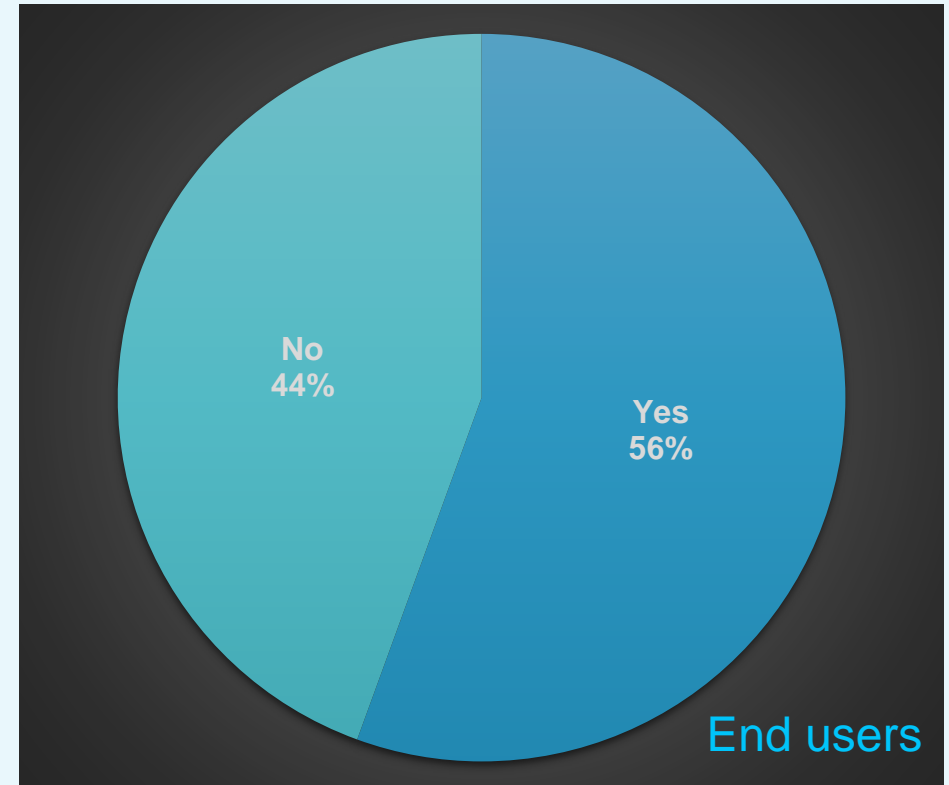
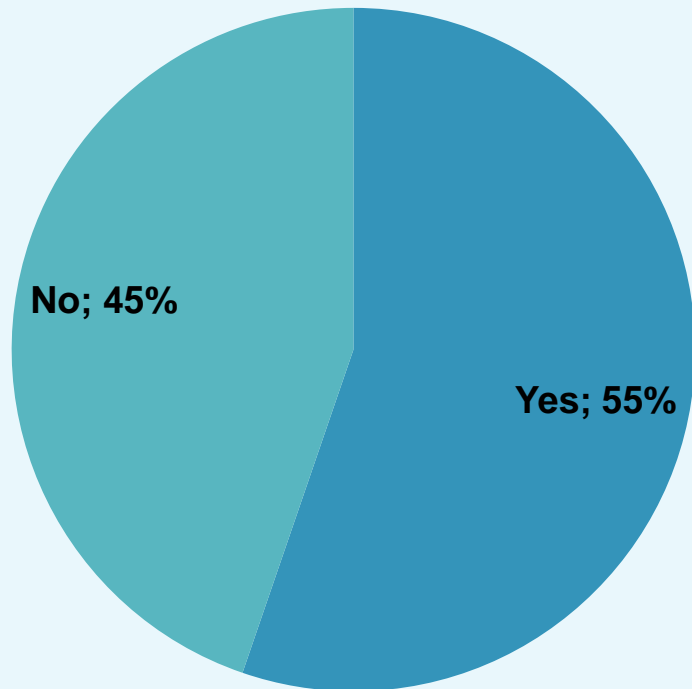
OC2 Survey Feedback

Have you ever participated in a European project?



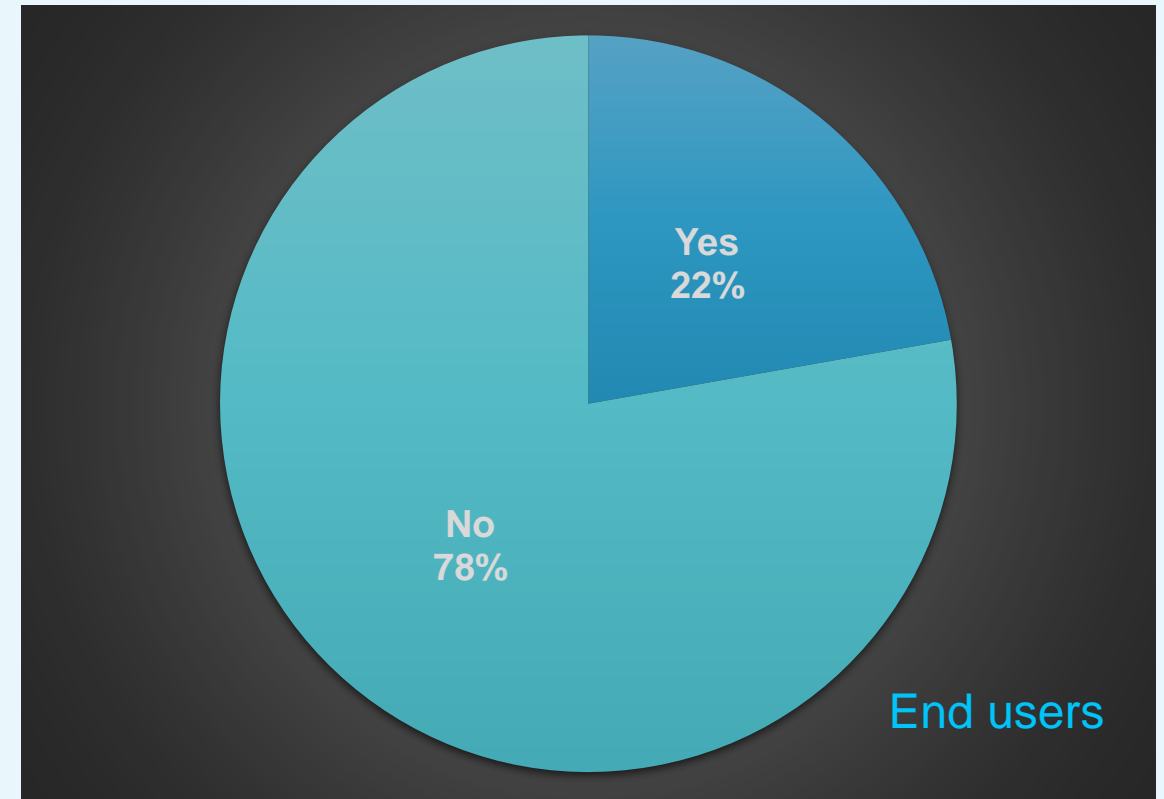
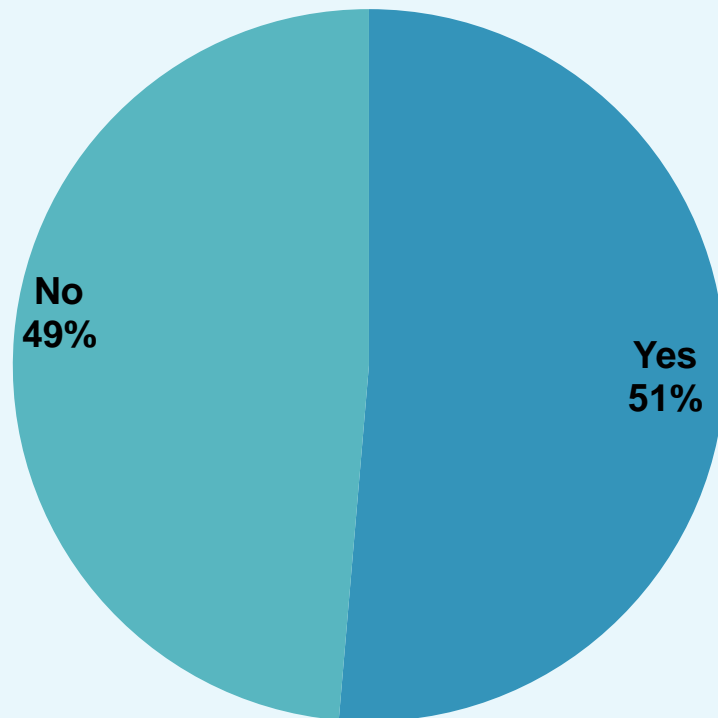
OC2 Survey feedback

Have you ever participated in a national R&D project?



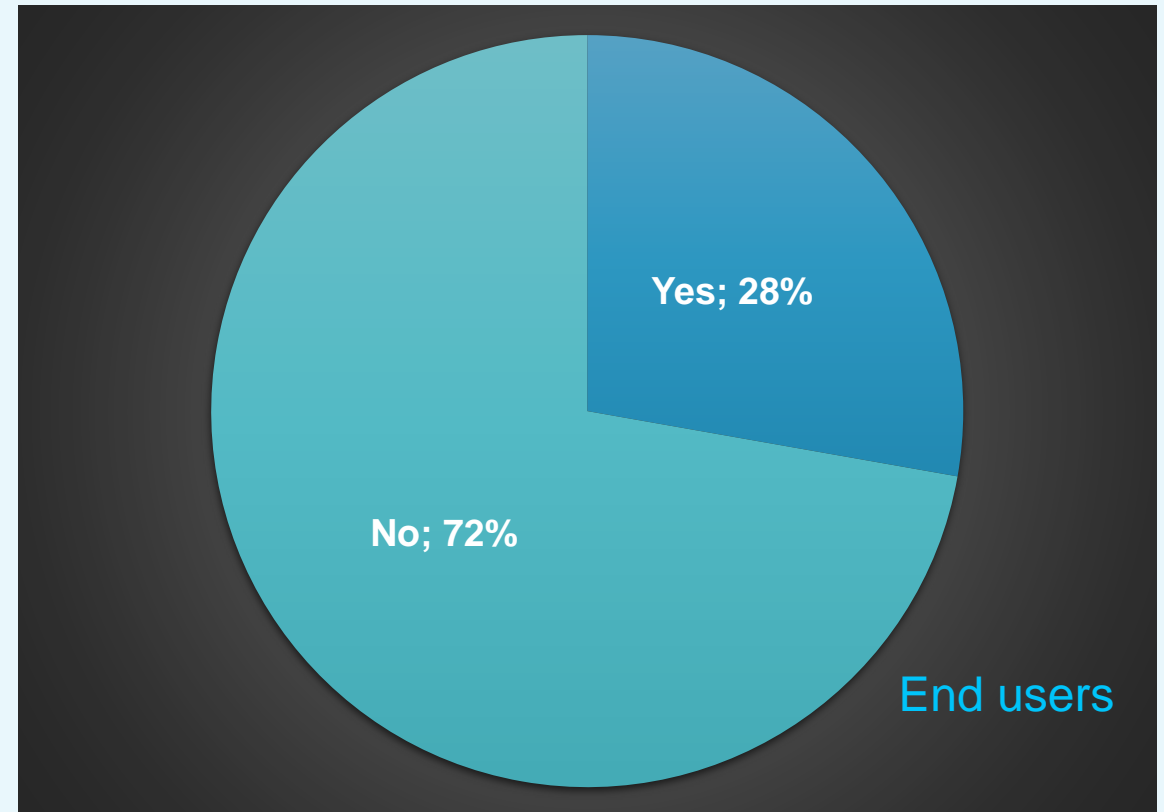
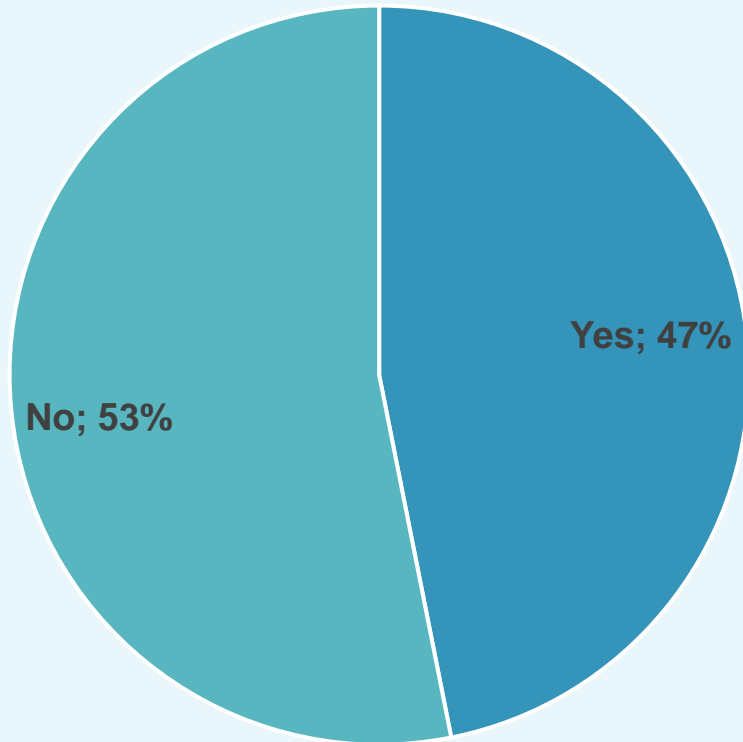
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Do you have any experience in HPC/HPDA?



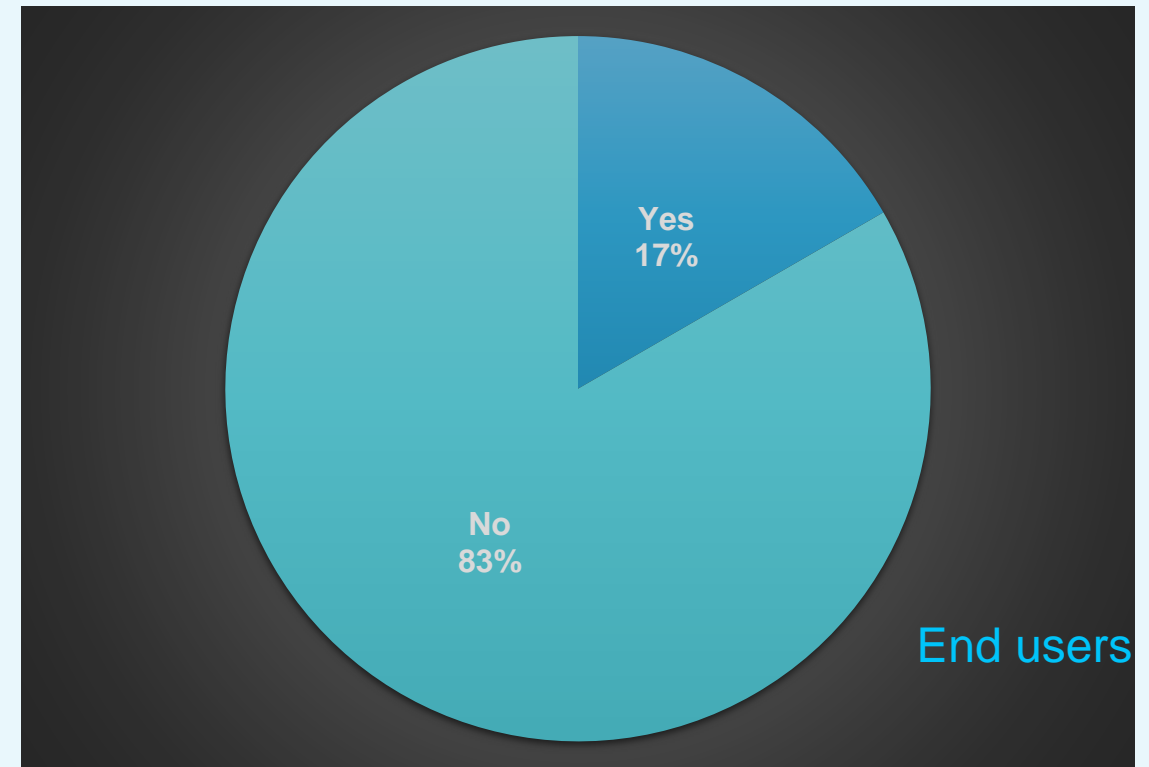
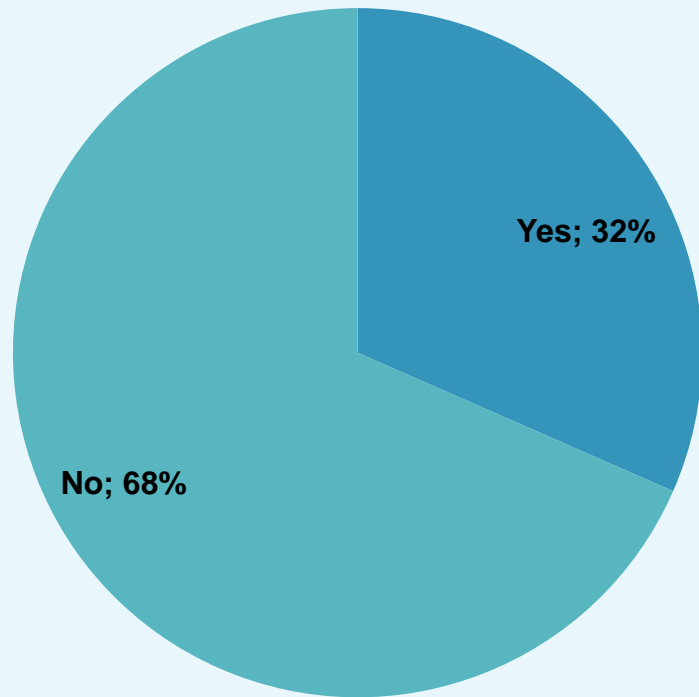
OC2 Survey feedback

Do you have any experience in AI?



OC2 Survey Feedback

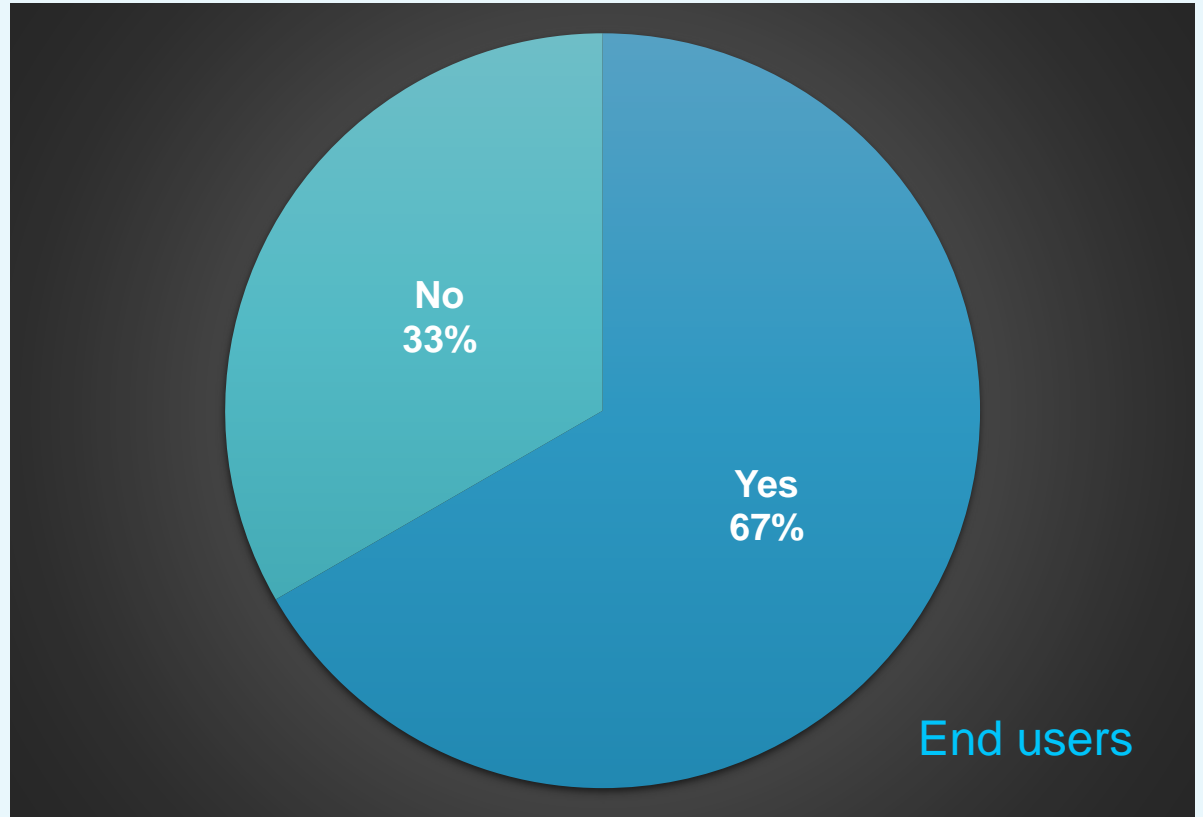
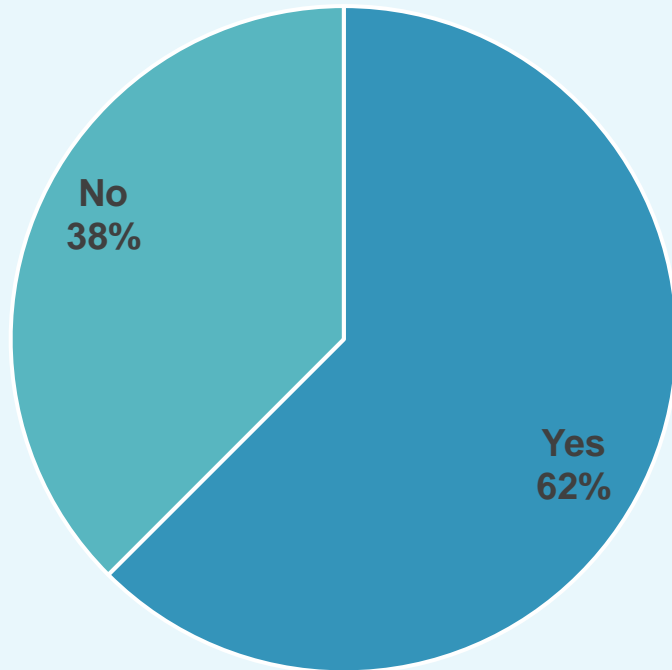
Do you presently have an HPC/HPDA/AI Strategic Plan for your company?*



* Before the beginning of tFF4EuroHPC experiments

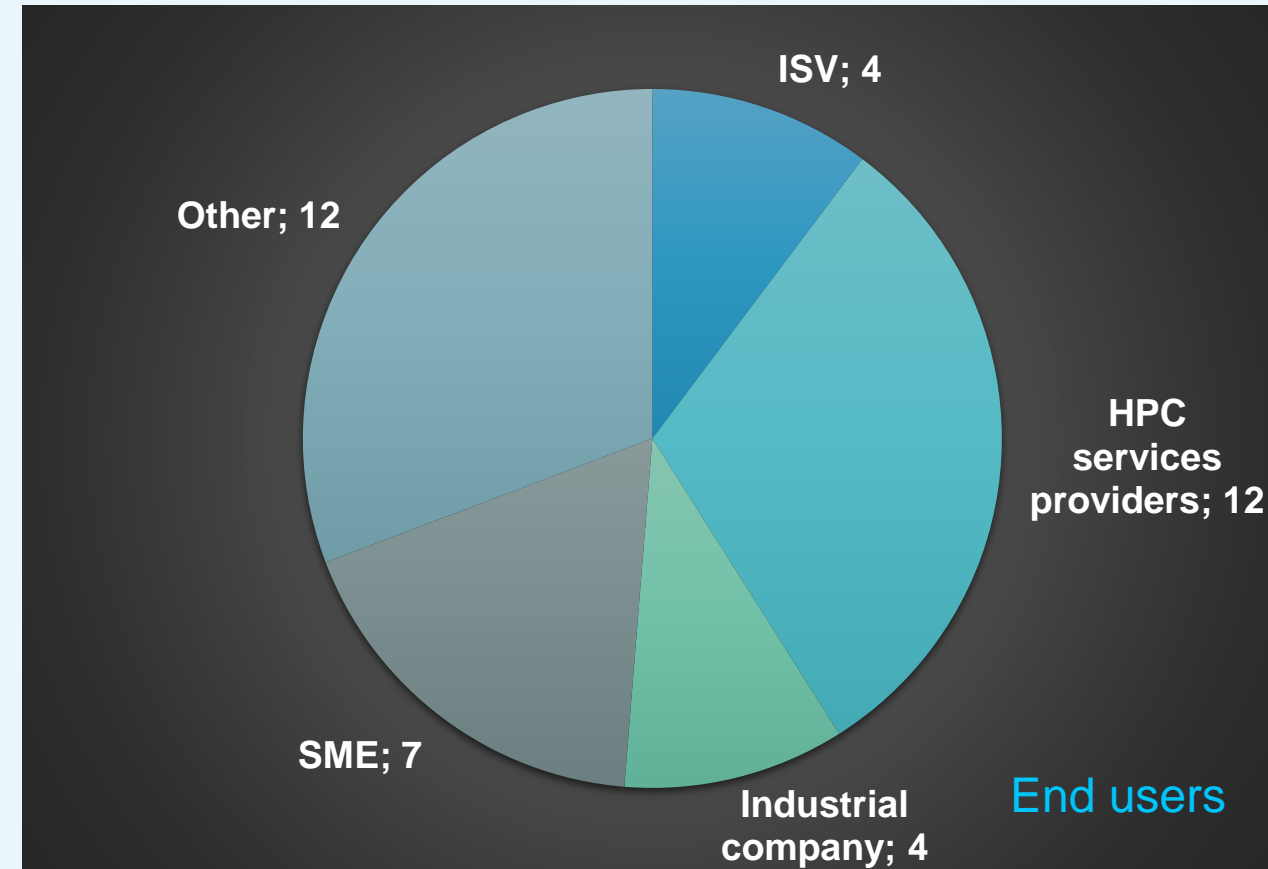
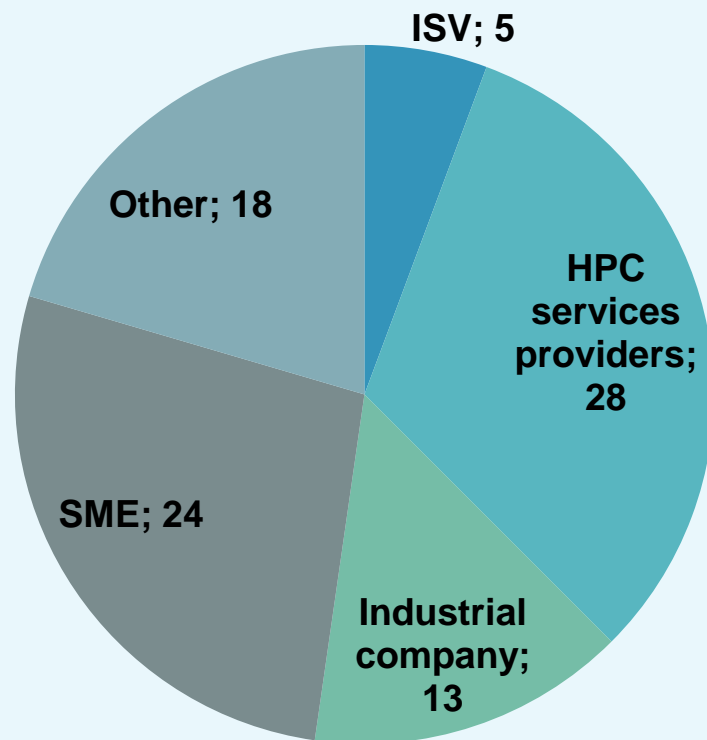
OC2 Survey feedback

In the future do you have an HPC/HPDA/AI Strategic Plan for your company?



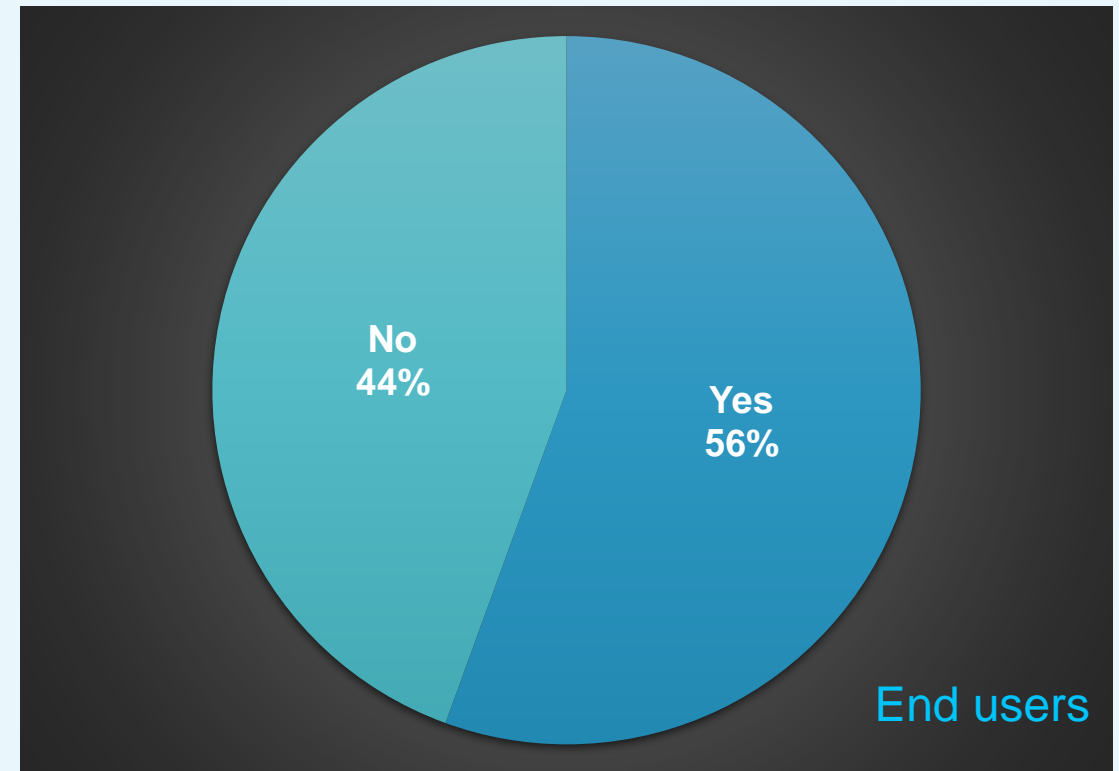
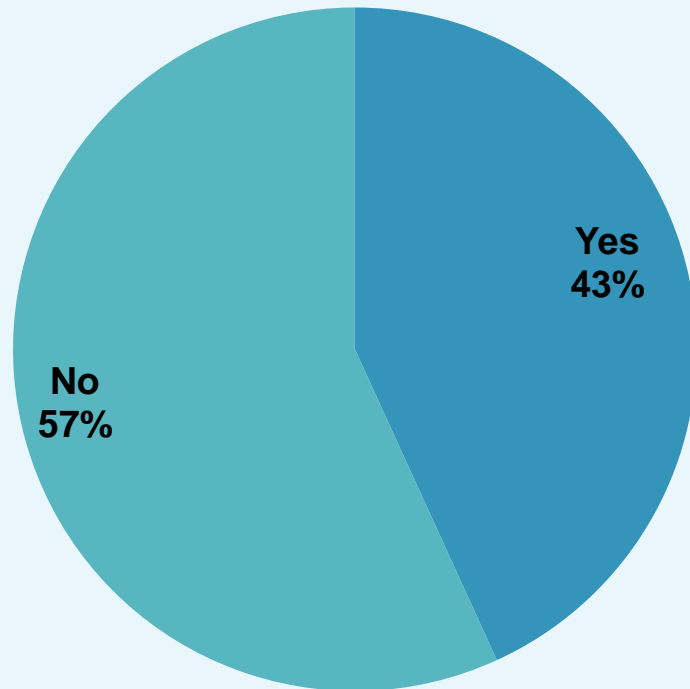
OC2 Survey Feedback

Who are your partners in the FF4EuroHPC project?



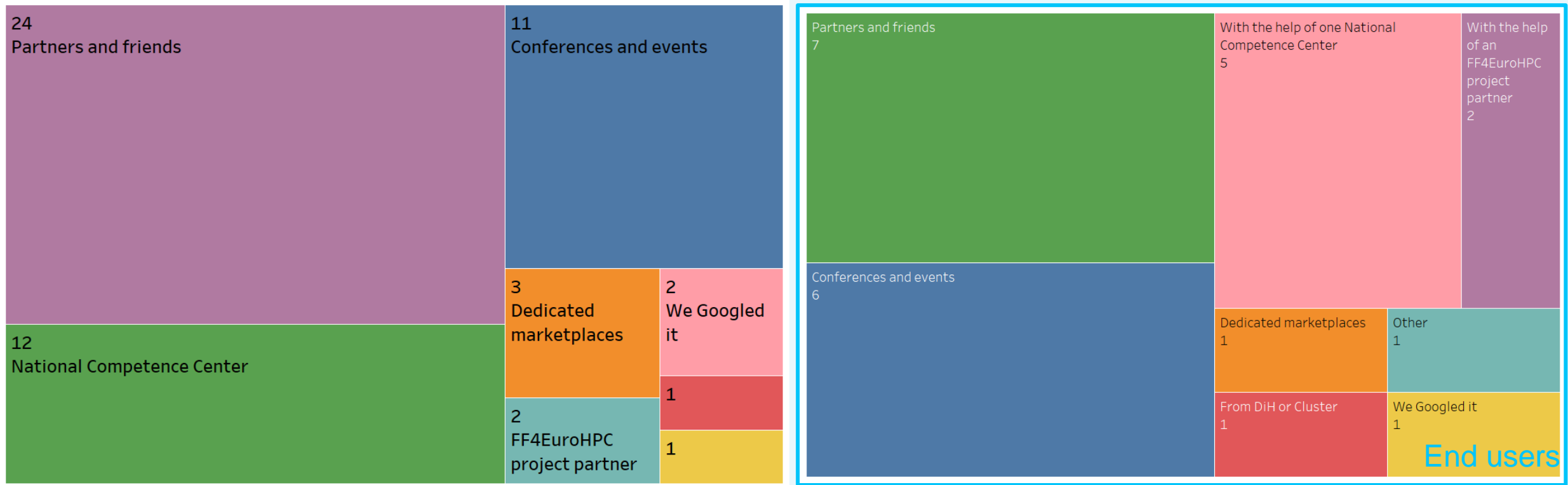
OC2 Survey feedback

Is it your first collaboration with these partners?



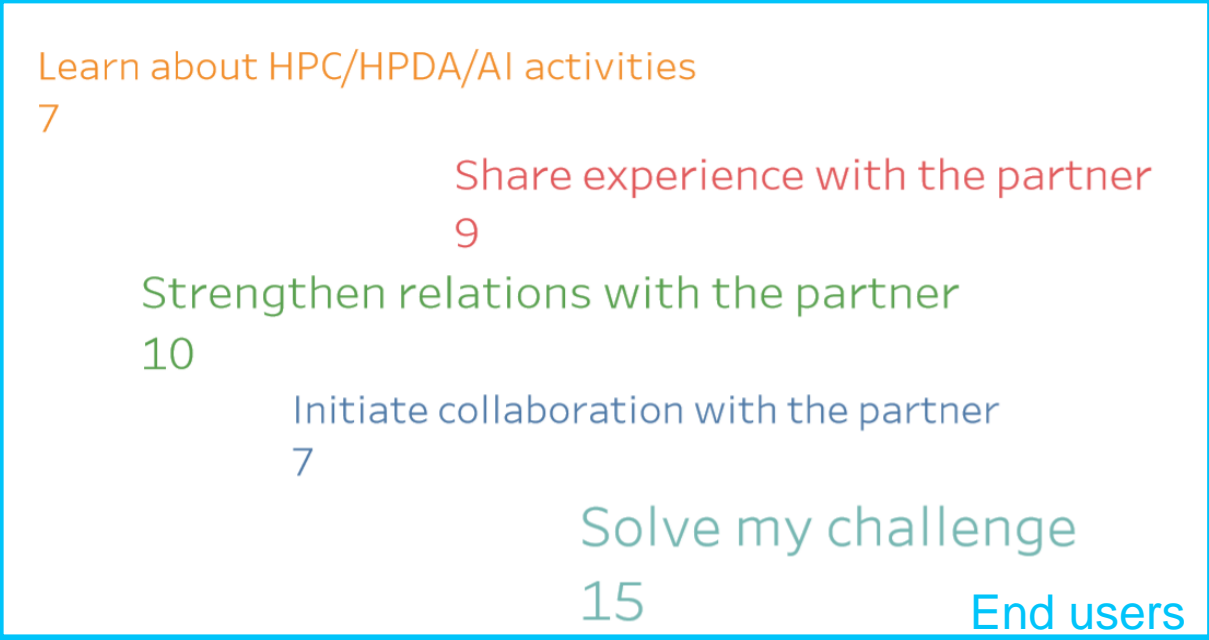
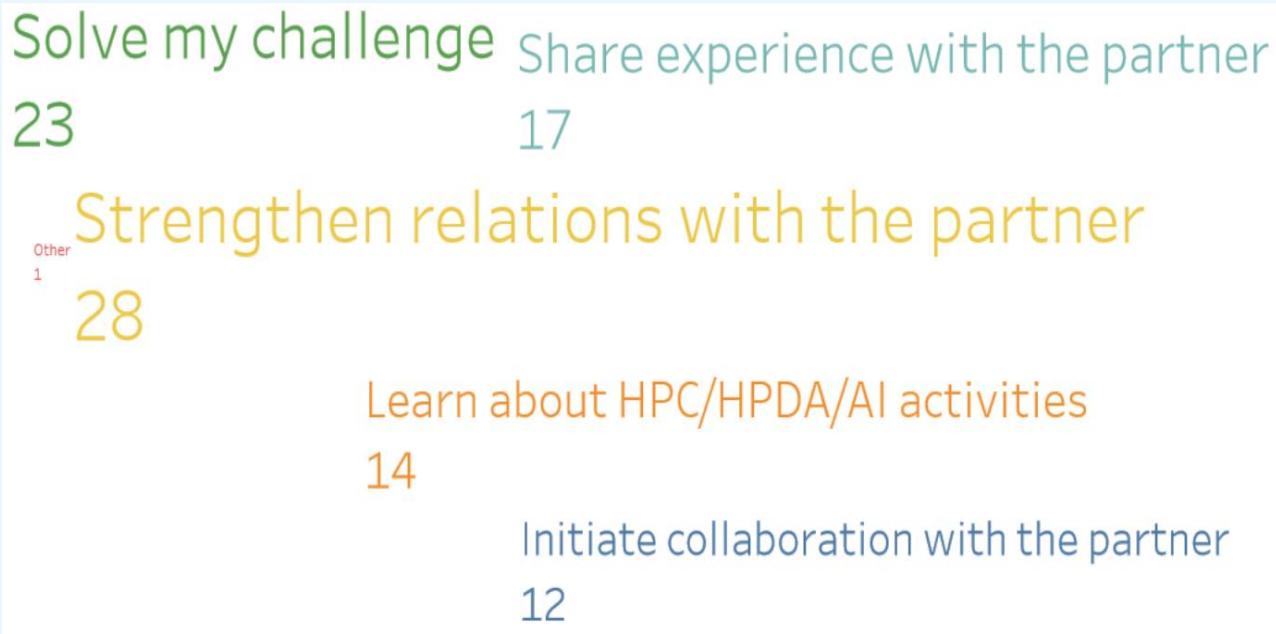
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How did you meet your experiment partners



OC2 Survey feedback

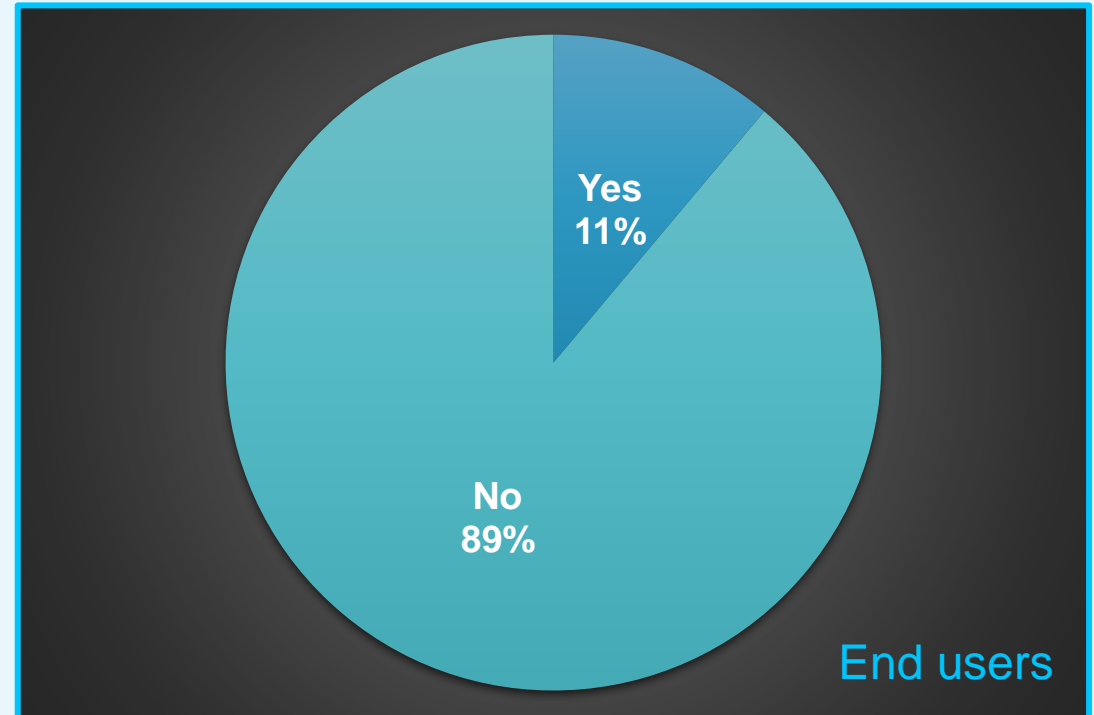
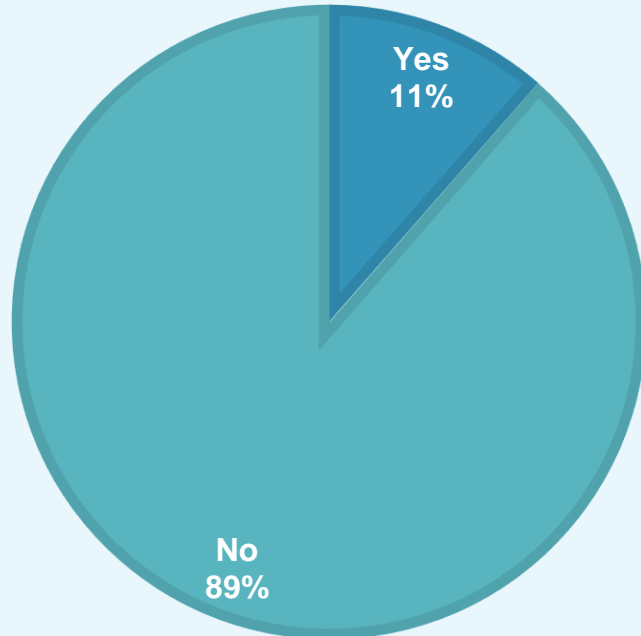
Objectives of the collaboration with experiment partners



All SMEs plan for a long collaboration with the experiments partners

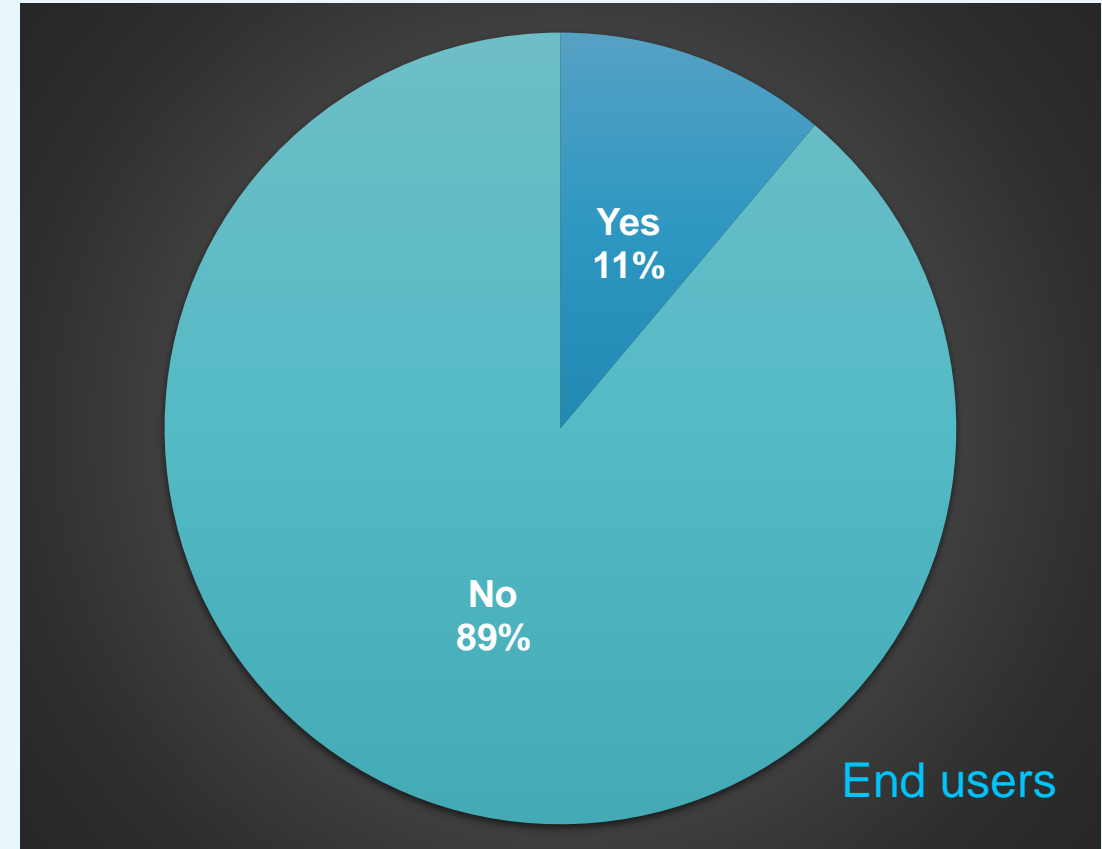
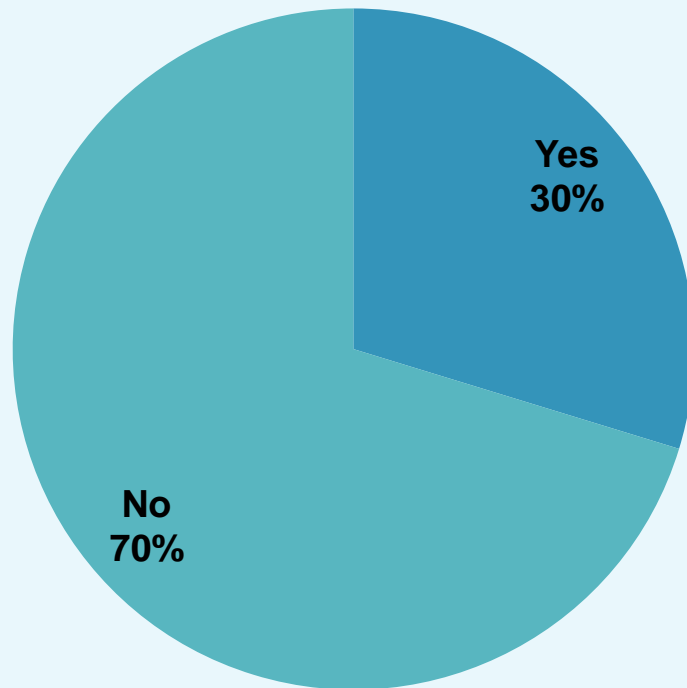
OC2 Survey Feedback

Do you have links with Digital Innovation Hubs ?



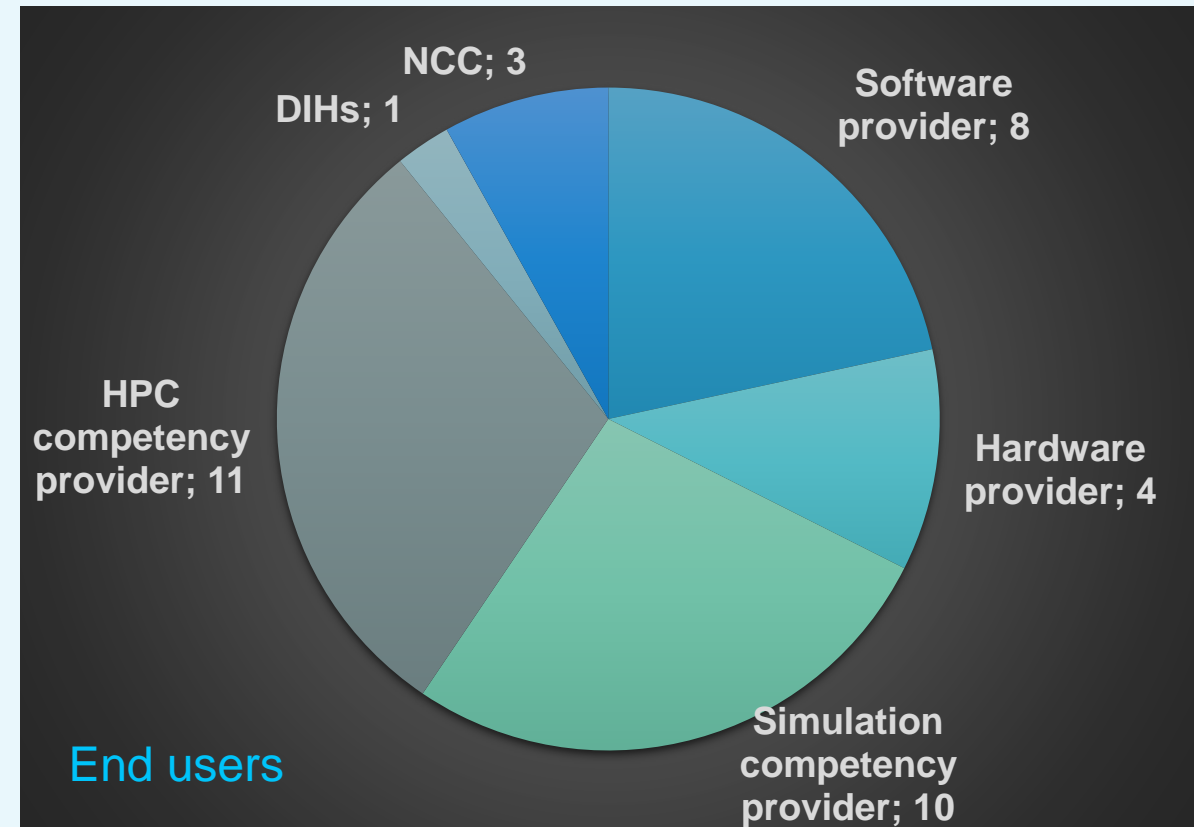
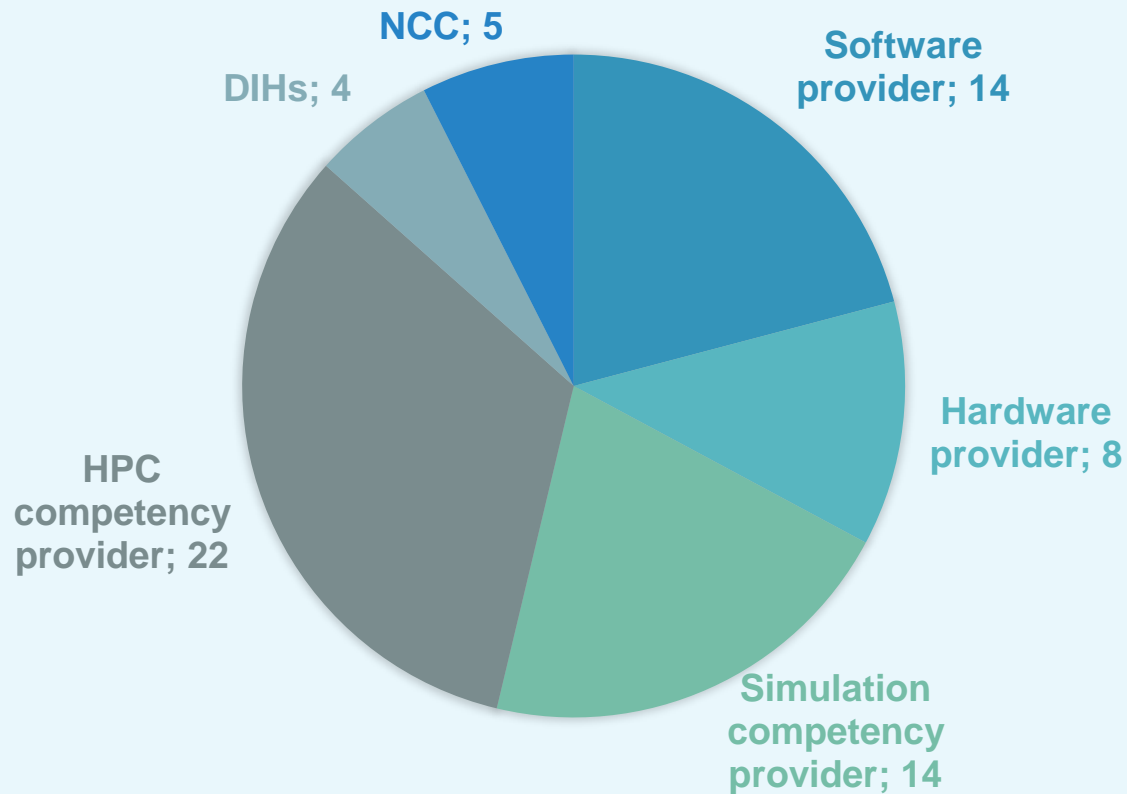
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Do you know about the NCC, the EUROHPC initiative



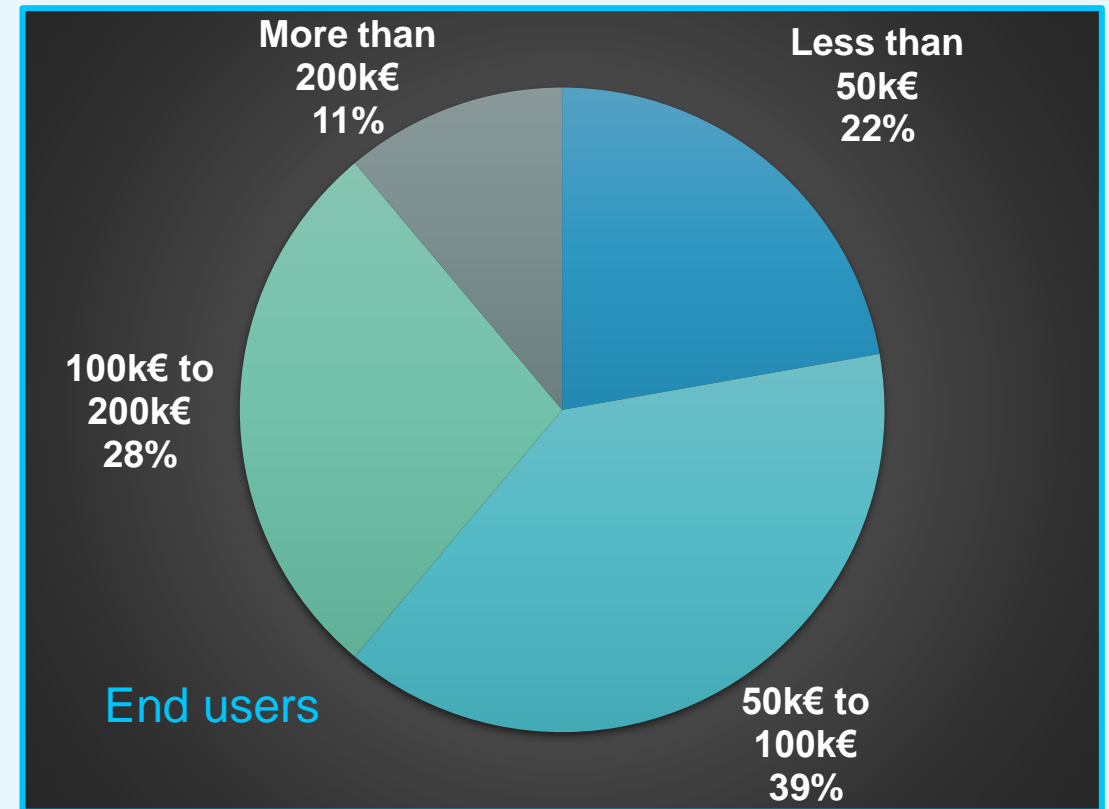
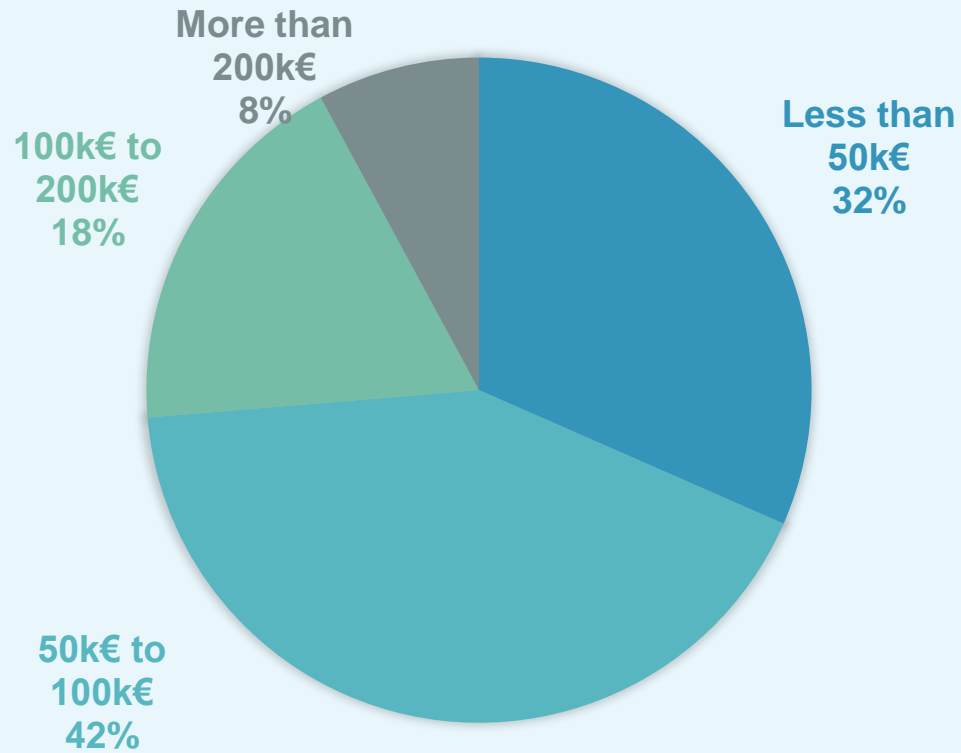
OC2 Survey feedback

Type of partnership still needed for execution of a post-experiment strategic plan



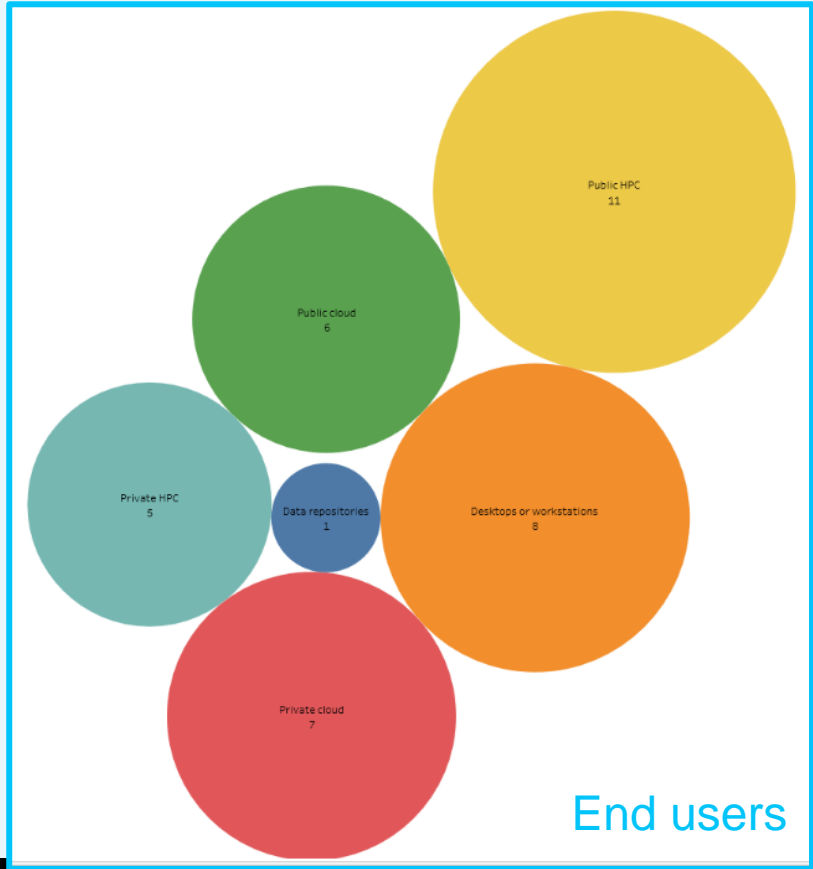
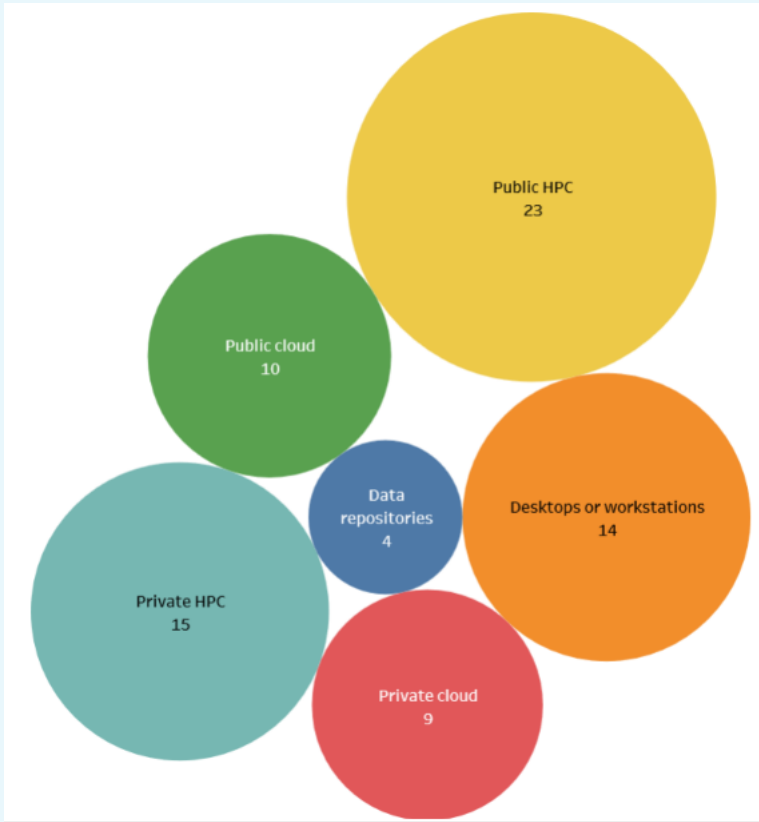
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Financial need for SME HPC/HPDA/AI Strategic plan



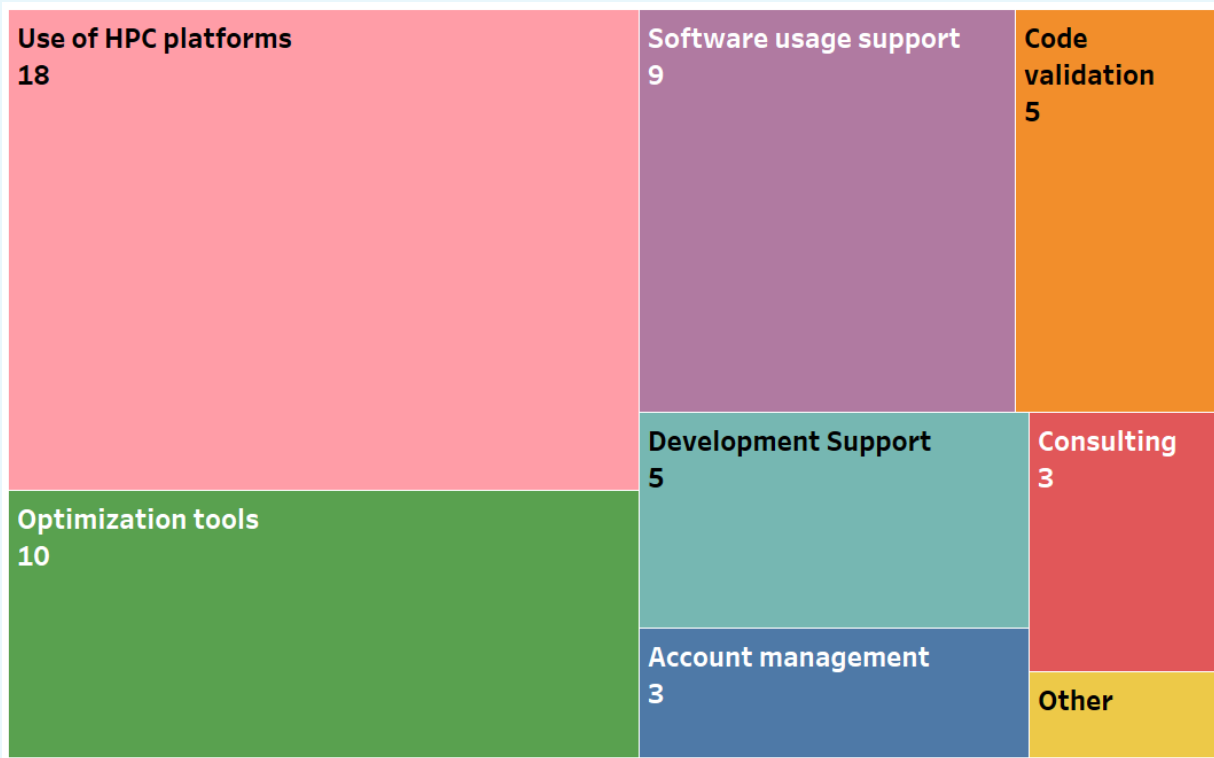
OC2 Survey feedback

Type of infrastructure needed for a better execution of your workflows

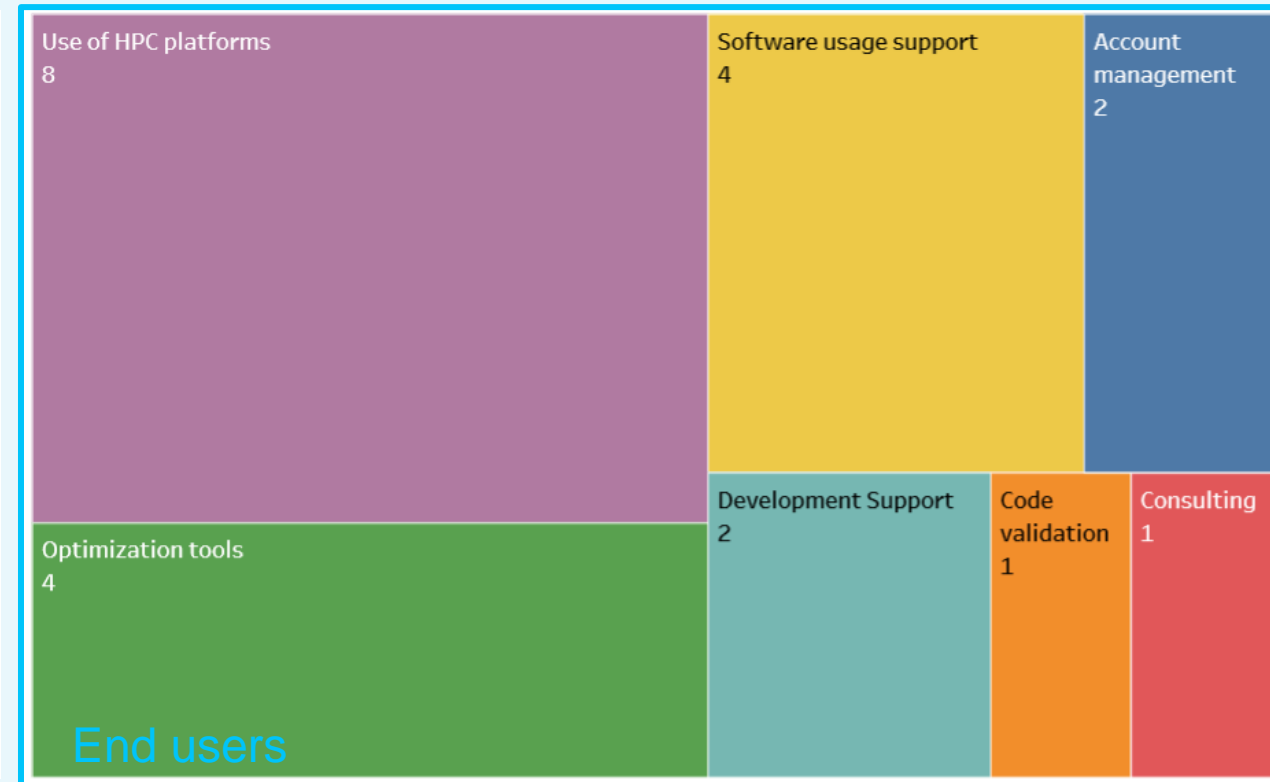


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58% need trainings in HPC
Type of trainings needed

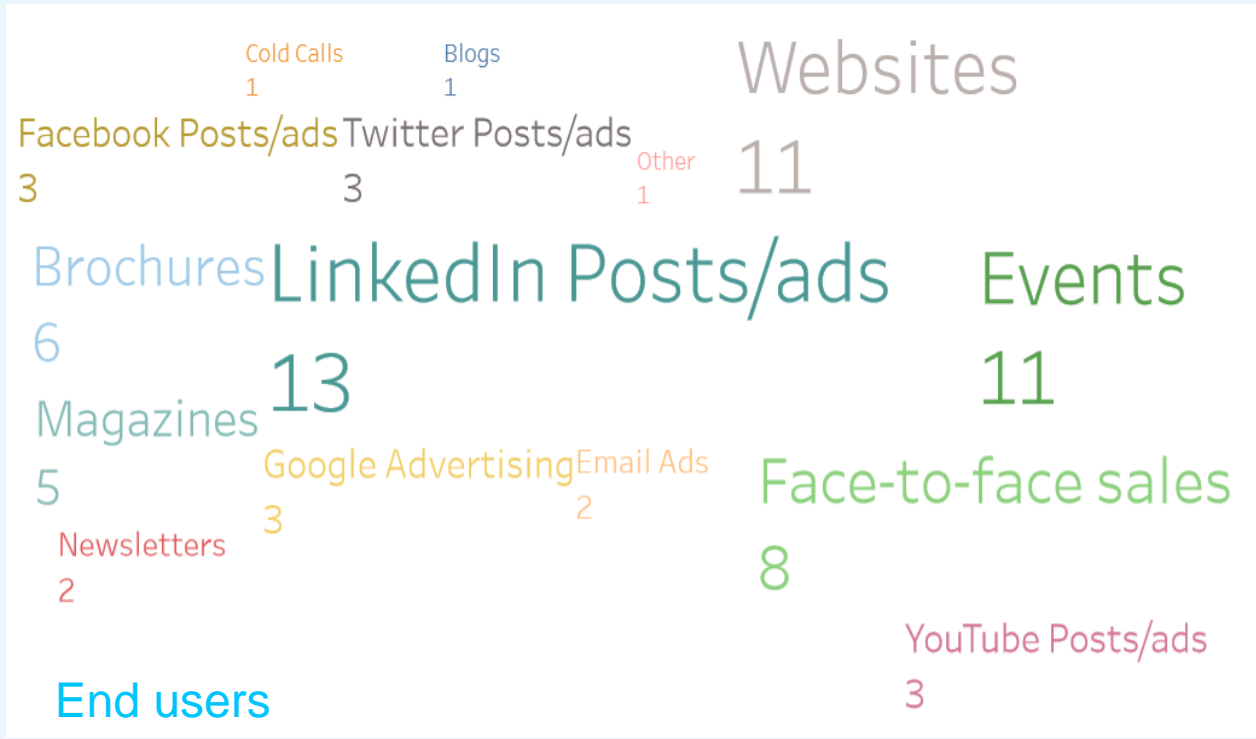


56% need trainings in HPC
Type of trainings needed



OC2 Survey feedback

Communication channels



OC2 Survey Feedback

Tools used to identify & attract new customers



Main Findings for End User SMEs

- End user SMEs are much less aware of HPC/HPDA and of the ecosystem activities (e.g. NCCs).
- A stronger representation of Manufacturing and Energy sector
- A lower proportion of technical staff
- Have not academics among their customers
- The majority of end users have no experience in HPC/HPDA neither in AI
- Before the FF4EuroHPC experiments, they had no strategic plans for using HPC/HPDA.
- After FF4EuroHPC experiments, they aim to set up strategic plans for the use of HPC/HPDA
- More than the half have started working with new partners with FF4EuroHPC

OC2 Survey feedback



Thank you



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