

**We are the technology partner that makes sure what a project builds actually gets used.** Between a working prototype and a product in daily use lies a stretch that project timelines rarely protect: validation with real users, an honest technology-readiness assessment and a realistic exploitation route. That stretch is our remit, and we take it on inside the consortium, from the proposal's first line to the final review.

## WHAT WE CONTRIBUTE TO A CONSORTIUM

### AI & TECHNICAL PARTNER

Applied research and development of intelligent components, with our own legal entity, registered PIC and budget line. Enterprise data integration and interoperability (Peppol, EN 16931, EDIFACT/X12, AS2) where solutions must reach production systems.

### PRODUCT STRATEGY & DISCOVERY

Market analysis, benchmarking and solution design validated directly with end users. Requirements, roadmap and backlog that keep the technical work packages aligned with what the grant promised.

### EXPLOITATION, TRL & GOVERNANCE

Evidence-based technology-readiness assessment, consortium governance and a defensible route to market. Auditable deliverables and review-ready technical writing, with no extra work for the coordinator.

## EVIDENCE FROM DELIVERED PROJECTS

|                                                |                                              |                                    |                                      |                                                  |
|------------------------------------------------|----------------------------------------------|------------------------------------|--------------------------------------|--------------------------------------------------|
| 11                                             | 41                                           | €2M                                | 1,100+                               | 88–100%                                          |
| PARTNERS COORDINATED<br>HORIZON EUROPE (RIVER) | ORGANISATIONS IN THE<br>EU4HEALTH CONSORTIUM | EU FUNDING MANAGED<br>IN SMARTCARE | PATIENT RESPONSES IN<br>18 LANGUAGES | TASK SUCCESS IN FIELD<br>VALIDATION, 4 COUNTRIES |

## SELECTED PROJECTS

### smartCARE, We Cancer Survivor

EU4HEALTH · DIGITAL HEALTH & MEDTECH

Captured the needs of more than 1,100 cancer survivors in 18 languages and led platform adoption with 92 patients and 16 health professionals across four countries, reaching 88–100% task success in validation. Product leadership inside a 41-organisation consortium.

### RIVER, industrial AI for steel

HORIZON EUROPE / RFCS · CLEAN STEEL PARTNERSHIP

Designed the Dual-Track Agile industrial AI framework adopted by an 11-organisation European consortium at kick-off, covering governance, use-case definition and the path from pilot to production. Presented at ESTEP 2026.

## WHO YOU WILL WORK WITH

### ALAN MENK

AI & PRODUCT LEADERSHIP

PhD in Applied AI. Twenty years in technology product roles; coordination of technical work packages in Horizon Europe and EU4Health consortia. Certified in PM<sup>2</sup>, the European Commission's project management methodology.

### REBECA DELCONTE

INTEGRATION & ENTERPRISE SYSTEMS

Ten years in data architecture and B2B systems integration across complex production environments, including EDIFACT/X12, AS2 and SAP Business Network, for international industrial and retail operations.

## WHAT WE ARE LOOKING FOR AT DIGITAL EUROPE

- **Consortia in preparation** that need a technical partner to lead development, applied AI or product-management work packages, with a registered PIC and a defined budget line from day one.
- **Industry and public bodies** with a use case or prototype that needs scaling to a validated, deployable product: TRL assessment, field validation and exploitation route.
- **R&D&I consultancies and coordinators**, we contribute technical rigour alongside your proposal work, without overlapping your role.