



ICT ADVANCED TERRITORY

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Biscay, an advanced territory in ICT and management

Industry of Knowledge and Applied Technology

The ICT sector in Biscay constitutes a competitive advantage to accelerate the transformation of companies, territory and society with the aim of positioning Biscay in the New Economy.

COMMITMENT IN THE MAIN OPPORTUNITY SPACES

The ICT sector in Biscay creates, develops and offers advanced solutions for all sectors: industry, services, Public Administration and Society.

Smart Industry-Industry 4.0 & Energy

Models and systems for management and improvement of processes, products and organizations

- Service and Business
- Energy Management
- New Economy Services in Industry 4.0

Smart Territory

Advanced infrastructure and platforms

- Governance
- Sustainable Environment
- Digitized services for citizens and businesses
- New Economy Services in Industry 4.0

Smart Society

Advanced systems for the promotion and improvement of citizen-centered areas

- Talent and entrepreneurship
- Citizens' living environment
- Participation and Communication
- New Economy Services in Society 4.0



IMPACT ON THE TERRITORY

The generation of the ICT sector is deployed at different levels:

To the Country

It contributes economic activity, generation of wealth, employment and a concentration of talent, knowledge, innovation and technology.

To the Business Tissue and to the Public Administrations

- Products, services and integrated solutions for the competitiveness of organizations.
- Knowledge of the Basque market of which we are part, and in other areas, offering: flexibility, accessibility and pro-activity.
- Transfer capacities of good practices and international references.

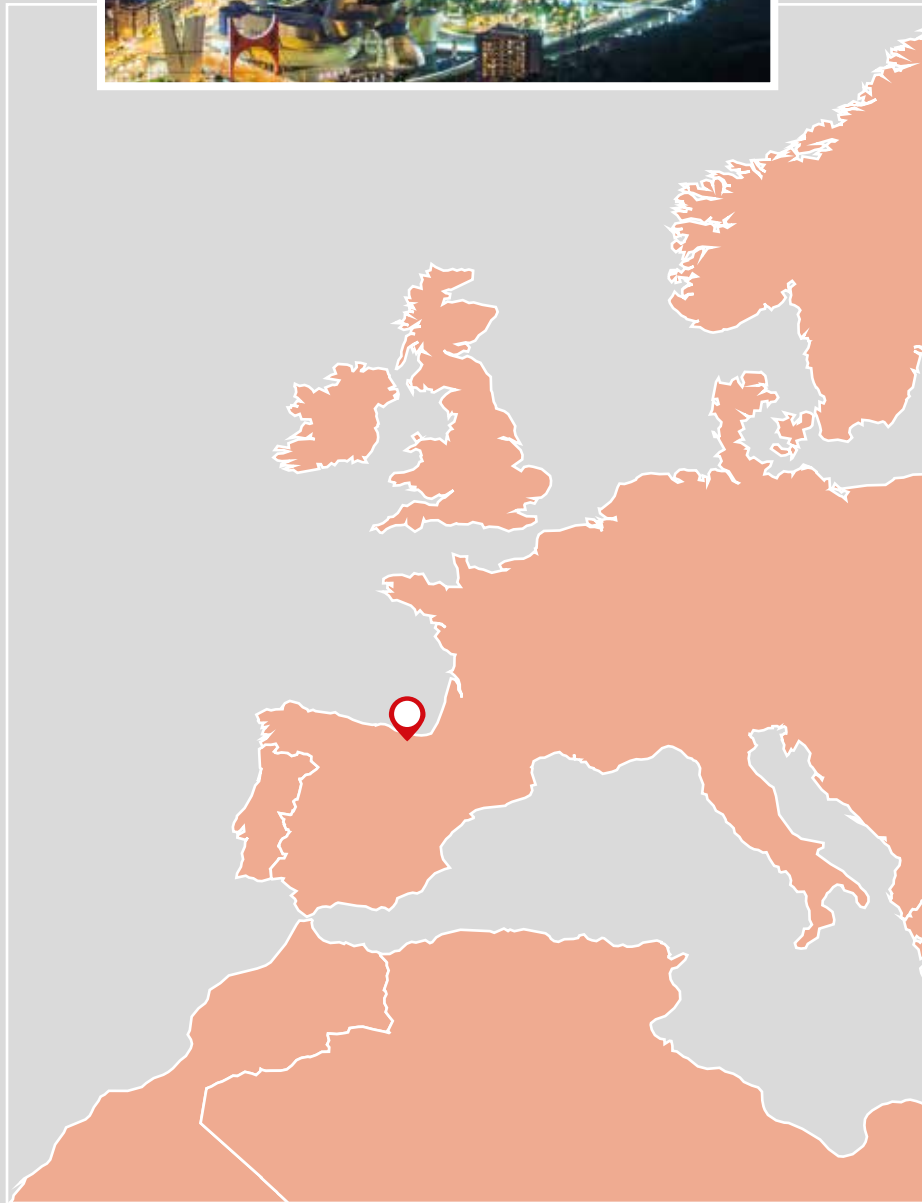
To Society

- It offers a work environment for the development of the talent with the highest demand in the present, people who are formed and develop in local companies with clear international vocation.
- Commitment to youth experimentation towards skilled employment.



Biscay, an international benchmark territory

- + A global example of transformation
- + A region with its own identity: Culture, language, gastronomy...
- + An industrial and economically active region
- + Geographical positioning: The south of the north and the north of the south, an Atlantic benchmark
- + Venue of great international events



Biscay, a territory of opportunities

- + An **attractive Territory to make investments**: large self-government capacity, own taxation system, and institutional, political and economic stability.
- + Bay of Biscay is a perfect gateway to Europe: **excellent international connections by air, sea, rail and road**. We are hardly two hours away from the main European financial capitals, such as London, Frankfurt or Paris. And the Port of Bilbao is the largest Atlantic port in Southern Europe
- + The Regional Government of Biscay offers **incentives for the development of new projects**, especially those which are technology-based, and the institutions of Biscay provide these projects with locations adapted to their needs as well as guidance or access to seed capital and support programmes.





ESLE, Association of Free Software Companies of the Basque Country, was born on October 6, 2005, as a nonprofit association based in Biscay, Basque Country

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Originally, ESLE was created by 19 Basque companies which based their business model on Free Software and open source, and whose activities ranged from software development to the implementation and supply of IT services.

In this manner, the Association and its member companies are committed to promoting and spreading the use of free software in all areas of society, defending a business model which all members consider valid for both the business sector (due to its economic implications) and the administration (due to its social implications).

Free software allows local business to innovate and be competitive in the increasingly demanding global economy.

ESLE aspires to be an International Reference for the Free Knowledge Industries by maximising the talent.

Similarly, ESLE aspires to become a mainstay of the unavoidable restructuring that the IT sector must face as a result of the evolution and development of free technologies and their impact on all production processes.

In that same line, the Association plans to carry out activities to promote free software such as campaigns, courses, research projects, workshops and other actions targeted at improving the services provided by companies committed to Free Software.

ESLE'S PROJECTS

Cross-sectoral collaboration with the Automotive Sector of Biscay

Since the end of 2014 it develops a pilot experience in the automotive sector of Biscay, the economic activity with the highest percentage of contribution to the GDP of the manufacturing industry of Biscay, if the energy sector is not taken into account. This pilot project required pioneering work to raise awareness in the automotive component sector, organizing and directing technical-technological working groups and meetings, with the presence ESLE and AICCAE companies.

Fruit of this collaboration, five possible innovation projects were detected in cooperation, some of which have been launched with the support of the Regional Government of Biscay (DFB/BFA).

A multi-platform application for the Regional Government of Biscay

In 2010, the Regional Government of Biscay in collaboration with ESLE launched the first multi-platform application to submit the 110-111 Model to the Treasury of Biscay. This program was entirely developed using free software and its code was released on the website of the Regional Government of Biscay.

Clusters of the Commercial Delegation



GAIA is the Association of Industry of Knowledge and Applied Technology in the Basque Country, a private and professional non-profit organisation

Established in 1983, GAIA is currently made up of 260 companies that offer products and services in the field of Industry of Knowledge and Applied Technology.

GAIA's mission is to boost the develop and growth in the ICTA sector, and to favour the assimilation and efficient usage of the sector's technologies, with the aim of collaborating in the development of the Information and Knowledge Society.

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MISSION

- To promote all the aspects of development and growth related to the ICTA sector Basque Country.
- To defend the legitimate interests of member companies.
- To favour the assimilation and efficient usage of advanced technologies by the Basque Country as a region, with the aim of collaborating with the development of an Information and Knowledge Society.
- To be recognized as the most committed private and independent institution to the development of the electronics and ICTs that it represents with a rational and efficient usage of products and services based on those technologies, in the Basque Country.

VISION

- To be the most important reference as an association, which integrates efforts and skills in the referred technologies in the Basque Country.
- To be the association that represents the largest number of companies in Spain, in the European Union and in the global market, through its own actions and possible collaborations as equals with other institutions.
- To be an active and dynamic agent that reflects the image of the Basque Country as a technologically advanced society, commercially flexible and committed to society, and to be a key element to the internationalization of its member companies.



ELECTRO ILUNBE

We are a company of services related to the industry, mainly for the electrical sector, which currently offers integral solutions, customized and adapted to the needs of our customers. The company philosophy is based on worker-partner confluence, having highly qualified professionals, assuming a permanent effort and having the necessary technical supports to achieve solutions where experience is a determining factor.

The ability to design or redesign products, allows us to maintain a closer relationship with our customers. This, together with the traceability systems themselves, and maximum optimization of customized logistics processes, gives us maximum efficiency solutions that revert to a product with maximum guarantees and quality.

We work mainly with industrial companies that develop their activity in sectors such as electric, wind, machine tools, equipment, maintenance, maritime and automotive, thus satisfying the needs related to the subcontracting of electrical equipment and its corresponding assembly in the field, developing designs and developments of automation with the consequent integration and monitoring of automated systems with the aim of improving the efficiency and effectiveness of production processes and turnkey developments of integral electrical projects, all based on the optimization of energy efficiency.

The main factors of competitiveness that we can highlight are:

1. Our relationship model: a management model based on the principles of advanced management that encourages the participation of all people in the organization through work teams.
2. Operational excellence: the processes of our organization are based on the Lean philosophy, aimed at improving the quality of the product and service, optimizing delivery times and reducing costs.
3. Digitization of the organization: through digitalization we obtain substantial improvements in the processes, optimizing the quality of the product / service, the delivery time (speed) and the cost thereof, thus contributing to significantly improve our proposal for value.

Companies of the Commercial Delegation



GFI

Gfi Group, a French multinational, is one of the major players in value-added IT services and software in Europe. Our company occupies a strategic position and the differentiated value reside in approach to global firms and niche entities. With its multi-specialist profile, the Group serves its customers with a unique combination of proximity, sector organisation and industrial-quality solutions. The Group has around 19,000 employees in 20 countries and generated revenue of €1,396 million in 2018.

Gfi Spain is ranked in the second place in the Group, with 2,900 employees splitted in 15 cities around the country. Gfi Spain revenue was €136 million in 2018 with a 7% growth in comparison with 2017. The company bases its success in 5 values: Team effort, ambition, commitment, innovation and social responsibility.

The Basque Country offices generate one third of the revenue of the spanish subsidiary, with a very specialised team of more than 700 people working mainly with the following sectors: Bank, Assurance, Public Administrations, Telecommunications, Industry, Energy & Utilities and the Health sector, contributing to their customers not only IT expertise but a profound knowledge of their business sectors, guiding and accompanying them in their digital transformation process.

Gfi offers, through 6 activity lines: Digital, Business Solutions, Software, Infrastructure Services, Quality Services and Application Services, an adaptive and personalise solution to their customer needs, without misplacing the focus on their final strategic target. Thanks to our know-how accumulated in more than 49 years of experience and to our alliance with top software developers in the market, Gfi acquires the technical excellence.

Furthermore, it's important to highlight the quality of their human talent in the company to be able to develop the projects, achieving with the customer requirements in terms of time and quality.

As our claim prays, we are specialist in "New challenges, new ideas".

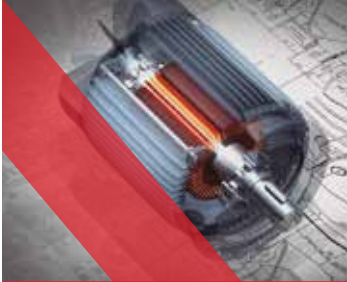
IBERMÁTICA MANUFACTURING PLATFORM

ENGINEERING

MANAGEMENT

PRODUCTION

IIoT



Ibermática

IBERMÁTICA

Improve the OEE of your manufacturing process with our Analytical Datalake for data-driven SMEs that operationalizes the application of Advanced Analytics and Machine Learning in manufacturing

Mass customization and zero defect production have caused a change of paradigm in the industrial sector. Interconnectivity, integration of data in silos of information and intelligence that extracts fact-based know-how are the pillars for organizations to achieve unprecedented levels of operational excellence and agility to quickly respond to these fast-changing market demands.

An integrated digitalization that eliminates silos of data reduces errors, streamlines production and decreases costs. Advanced Analytics and Machine Learning techniques allow to unlock the real value of data by automating insight extraction, identifying possible sources of production problems and anticipating them.

Smart OEE Analytics is a data-based decision support system that supports SMEs to improve the OEE and thus maximize the uptime of their production plant and minimize their quality problems. Smart OEE Analytics is an application of our Analytical Datalake for Industry 4.0, our central analytical hub for data coming from MES, CMMS, Quality Control and IIoT. For the Analytical Datalake, we have designed a generic information model that is based on the ISA95 standard. With this we can provide our clients with actionable intelligence independent of where their data is stored. Thus, the parametrizable market ready intelligent algorithms of the Datalake automate insight extraction accelerating the ROI of embedding intelligence in the industrial sector.

Smart OEE Analytics is equipped with a user-friendly visualization making Advanced Analytics and Machine Learning techniques accessible to everyone. Our proprietary Data Quality module contains KPIs that monitor the data and guarantees that data meets minimum quality requirements. Our proprietary intelligent algorithms extract patterns from data and provide the end-user with the process know-how about the key drivers that affect their production process.

As a result, Smart OEE Analytics replaces guesswork and human intuition and reduces cost and time spent searching for the source of availability and quality issues.



SERIKAT C&I, S.A.

Serikat is a Consulting firm focused on providing added value services to our clients. Leveraging Technology and Innovation we engage with our clients as their IT partner for achieving their goals.

Since its foundation in 1991 Serikat has been looking to the future, developing new skills and striving to serve our clients, anticipating and staying on top of their needs.

Serikat is owned by Erhardt, an Industrial Group with more than 130 years of experience focused on entrepreneurship. Erhardt is present in several activity sectors where innovation, technology and service are key factors for success.

Advanced Analytics, the best way to support all the business decisions your company is currently making.

Serikat proposes technological consulting projects, focused on getting the deeper insight of all the information available in the industries, and guiding them towards a Data Driven strategy.

We use advanced analytics as a tool for the optimization of production processes and the value chain, starting with improvements in overall productivity and overall equipment efficiency (OEE), establishing real-time monitoring of production chains and predictive maintenance, up to the detection of patterns on the elements that generate problems of: quality, product losses or unexpected stops. All this analysis is complemented with deeper knowledge of the client, their needs and preferences, their responses to the different communication channels, and the services satisfaction index.

Also, we offer a variety of services from the definition of customized architectures based on new technologies and the development of specific algorithms adapted to the processes of each client, up to the possibility of hiring an Analytics as a Service platform that minimizes the execution times of the projects and the impact on technological environments.



We are a B2B company that offers Industry 4.0 solutions through AR/MR/VR developments for showroom, training, digital simulators, virtual twins and telepresence platforms. We build solutions that incorporate cutting-edge technology as an added value and improve industrial processes, productivity, sales, training of workers, save costs and resolution of incidents

**We transforming
are Industry**

SOLID VIRTUAL

We are developing a multi-presence collaborative virtual platform for remote immersive interaction in real time whose main functionalities are:

1.- **Showroom VR:** an immersive virtual environment for the visualization of a catalogue of 3D products in VR and a repository for their storage, mainly as a marketing or commercial tool. The client will have the possibility of accessing a standard set of tools adapted to the desired commercial purpose: identification, data capture, quartering, measurement, marking, section, functional simulation...with lots of advantages over conventional catalogues.

2.- **Training VR:** Virtual training development and performance data analytics for operational excellence. In the new paradigm of Industry 4.0 the need for skilled workers is increasing. They are hard to find and training them is costly and time consuming. Training with VR reduces machine downtime, increases safety and saves costs on global training expenses, towards a more efficient production process and a better manageable training process (learning by doing) and without safety and operational risks.

In this line of business, we have also developed products and solutions in 360-degree video for training and safety in a motivating way and with a higher learning curve. Worker trainees are made to run through an entire real-life procedure in a safe environment with a complete 360-degree view and a narration that explains the process, no instructor required and registration of user activity.



SYSTEMS GROUP

Founded in 1994, Systems Group is a Project focused on People that provides technology consulting services.

Technology Areas

- Training Innovation Technology
- Software engineering
- Technology Consulting and Auditing
- Collaboration and Mobility

The quality of the work we do in Systems Group is recognized by our clients. The strategy of Company strengthens 4 key points for this achievement

- Internal audits of Systems, Services and Projects.
- Action plans for the improvement and monitoring of the implementation.
- Internal training plans specific to each Service/Project/Client.
- Contingency, continuity and transition plans specific to each Service/Project/Client.
- **Experts in managed IT services**

On Systems Group we think that digital transformation is not longer an option, is an opportunity.

Experts in Technology to develop the very best EDTECH initiatives.

"On boarding by Systems" allows companies to improve the processes of initial training and communication. Short and professional quality videos, downloadable material, evaluations to prove the learning progress and surveys that will measure the results. Reduces the times employees receive their initial training by up to 70%.

"Versia facilitates the implementation of technology and all its innovations in clients' organizations to help them meet their goals."



www.versia.com/en

VERSIA

Versia offers digital transformation services and solutions. Its services facilitate the implementation of technology and all its innovations in the organizations of its clients to help them meet their objectives. Versia is a leader in technological innovation and a driving partner of change for clients in meeting their strategic, business and operational objectives.


Versia is firmly committed to innovation. The knowledge of the latest trends that provide Information Technology for the development of organizations, is key to Versia. It means proposing to your clients projects that translate into tangible benefits for these organizations, as well as for the clients they serve, be it in reducing costs, improving productivity or transforming them to help them get the most out of them. your efforts.

Likewise, Versia works with a vocation to provide global and integral services of the ICT function and has always had in its DNA and in its vision that said services are a key lever for the contribution of value to its clients.

We structure our value proposition in three areas:


- **Digital Transformation:** We are specialized in Digital Transformation aimed at obtaining results that increase profitability, either by efficiency in the digitalization of processes or by increasing revenues. Digital Transformation based on "Customer Digital Centric."
- **Innovation:** We study and validate new emerging technologies to execute innovation projects applying these technologies in search of new lines and / or business models.
- **Technology:** Our services cover the complete value chain of ICT: ICT Strategy, Software Development, Systems Technique, IT Assets, Data Centers and Contact Centers.

Companies of the Commercial Delegation



Vixion
Connected Machine

The Industrial IoT platform
to get the best out of your machine's performance



The diagram shows a triangle with three nodes. The top-left node is labeled 'CAPTURE', the top-right node is labeled 'ANALYZE', and the bottom node is labeled 'OPTIMIZE'. The triangle is formed by three lines of different colors: red, blue, and green.

VIXION CONNECTED FACTORY S.L.

Vixion is a cloud-based monitoring system that automatically records and analyses data captured through machine PLCs. By connecting machines, analysing data, and providing real-time information, Vixion-based applications deliver superior machine performance.

The Vixion platform is divided into three systems:

- **Vixion Edge** which is a data capture hardware for connecting machines to the cloud. The data are captured by connecting to numerical controls, PLCs or instrumentation systems already existing in the machine.
- **Vixion Cloud** is the platform where Vixion Edge is configured, data is analysed and specific applications are deployed to get the most out of the machines.
- **Vixion Developer** is a set of tools for creating applications to be deployed in the Vixion marketplace.

With the 3 systems, a machine manufacturer or fleet owner can develop apps that can be accessed from any device in order to manage and improve their machines. For example, Vixion has developed applications for a real-time visualisation of the machine fleet, advanced analysis of data history, remote assistance services and for the management/prediction of the useful life of components and consumables.

In addition, the tool can be combined with the server for the transmission and reception of PulpCom machining programmes, capable of handling the entire fleet of machines installed simultaneously and autonomously and allowing CNC users to carry out the entire operation from their own control, thus avoiding movements and errors.

With Vixion, the customer can view the most important operating data and obtain performance indicators to optimise the use of the machine. Benefits:

- Know the operating status of the machine in real time (online access from any device and location).
- Control production and optimise processes (production history of the machine, unproductive times, tool consumption...).
- Obtain a greater guarantee of machine availability.
- Tele-assistance for the machines by the manufacturers.
- Carry out preventive and predictive maintenance of the machines.
- Receive critical signal alerts and periodic reports.



Big Data and Open Source
Solutions for the Industry

www.zylk.net



Control your plant, from the health of your robots to the energy they consume

IRI is our product, the definitive solution that saves maintenance costs by foreseeing errors that produce stops in your production. In addition, IRI provides all the information about the power of your plant

- Manufactures and metrics of energy and predictive maintenance on a single platform
- Complete solution that support most data sources
- You are the owner of your data on premise and on cloud infrastructure
- IRI shows only the metrics that add value to your business and with 3D visualization



We are Cloudera's partners and Big Data experts using the Apache Hadoop ecosystem and doing ad hoc Big Data solutions that brings together the concepts of processing, massive data capture and advanced analytics in real time for industrial environments: IoT, telecommunications, energy, aeronautical, construction sectors and smartcities



Our partnership and experience for more than 10 years with Liferay, ensures the reliability of the product and a complete integration of Liferay DXP framework, Liferay Commerce and Liferay Analytics Cloud to your corporates portals; intranets or extranets



We are experts in the implementation, development and integration of collaborative document management solutions and content services based on Alfresco Content Services



Valamis is a talent management platform based on Liferay. It allows to approach a strategy of continuous learning, promoting the engagement of the users, increases the productivity of the employee and the organization. ZYLK is an official partner of Valamis.

Find us at hall 5, stand F41

Stand opening



MONDAY, 1 APRIL

12:00

OFFICIAL OPENING

Regional Government of Biscay

Get to know our companies projects



MONDAY, 1 APRIL

15:30 IBERMÁTICA

SMART OEE ANALYTICS: NEXT STEPS TOWARDS A ZERO DEFECT, ZERO DOWNTIME PRODUCTION

Nora Etxezarreta, Big Data and Smart Manufacturing Consultant



TUESDAY, 2 APRIL

10:30 VERSIA

FROM IT TO ET. HOW EMERGING TECHNOLOGIES ARE TRANSFORMING OUR WORLD

César Prol, Director Versia TE

12:00 SERIKAT

A DATA ANALYTICS STRATEGY IS OFTEN AS IMPORTANT AS THE DATA ITSELF!

Xan Carlos Fernández, Head of Data & Semantic Analytics



WEDNESDAY, 3 APRIL

10:30 SOLID VIRTUAL

THE GREAT POTENTIAL OF VIRTUAL REALITY IN THE INDUSTRIAL VALUE CHAIN

Emiliano Garayar, Chairman & CEO

12:00 GFI NORTE

PREDICTIVE MAINTENANCE: FROM "FAIL & FIX" TO "PREVENT & PREDICT"

José Ramón Castro, Industry & Energy Business Development Manager



THURSDAY, 4 APRIL

10:30 VIXION CONECTED FACTORY SL

VIXION, THE INDUSTRIAL IOT PLATFORM TO GET THE BEST OUT OF YOUR MACHINE'S PERFORMANCE

Alberto Aragón, Account Manager

