

1. Sectoral and Industrial Contributions

İstanbul Mineral and Metals Exporters' Association (İMMİB) represents a broad and highly relevant industrial base covering steel, ferrous and non-ferrous metals, aluminium, minerals, chemicals, plastics, machinery, electrical and electronics, and advanced manufacturing value chains. These sectors are directly connected to the scope of this Innovation Action, which focuses on advanced manufacturing technologies and machinery for the production of key and high-performance products in Europe.

İMMİB's member companies are active both as manufacturers and users of components, materials and machinery in strategically important value chains. These include metal products, machinery parts, electrical and electronic equipment, polymer and composite-based products, surface-treated components, lightweight structures and export-oriented industrial goods. This industrial profile enables İMMİB to provide practical input on the real needs of manufacturing companies, including production constraints, material availability, quality expectations, cost pressures and market requirements.

Through its close engagement with industry, İMMİB can contribute to ensuring that advanced manufacturing solutions developed under the project are aligned with actual industrial needs and can be adopted beyond the immediate demonstration environment.

2. Contribution to Advanced Manufacturing Use Cases and Industrial Requirements

The call focuses on advanced manufacturing technologies and machinery for key products, especially where Europe risks losing industrial capacity or relies on imported raw materials, components or technologies. İMMİB can support the consortium by identifying industrial use cases where advanced manufacturing solutions can create clear value for competitiveness, circularity and supply-chain resilience.

İMMİB can contribute to:

- identifying relevant industrial use cases among manufacturers in metals, machinery, plastics, composites, electrical and electronic products;
- defining industrial requirements for advanced manufacturing technologies and machinery;
- supporting the identification of key products or components where supply-chain dependency or production vulnerability is significant;
- collecting feedback from manufacturers on manufacturability, quality, cost, productivity and integration requirements;
- contributing to the definition of validation criteria and industrial KPIs.

This role can help ensure that the project is not only technology-driven but also demand-driven, responding to concrete needs of industrial users and manufacturing value chains.

3. Contribution to Circularity, Secondary Raw Materials and Resource Efficiency

The call encourages increased circularity in production, including through the reuse of secondary raw materials, biobased materials, revalorised components and advanced materials where appropriate. This aligns strongly with İMMİB's industrial ecosystem, where material efficiency, waste valorisation, resource optimisation and circular production are increasingly important for competitiveness and sustainability.

İMMİB can contribute by:

- identifying industrial cases where secondary raw materials or revalorised components can be integrated into production processes;

- supporting dialogue between material suppliers, manufacturers and end users on acceptance criteria for secondary raw materials;
- collecting industrial feedback on barriers to using secondary materials, including quality, consistency, and process compatibility;
- supporting the assessment of resource efficiency benefits in terms of material and energy use;
- promoting circular manufacturing approaches among SMEs and exporters.

Through these contributions, IMMIB can help demonstrate that advanced manufacturing technologies can support not only productivity and product performance, but also circularity and resource efficiency.

4. Contribution to Industrial Validation and Demonstration

As an Innovation Action, this call is oriented towards demonstration and market readiness. IMMIB can support industrial validation by mobilising relevant manufacturers and potential end users from its member base and by facilitating structured feedback on the usability, scalability and integration of the developed manufacturing technologies.

IMMIB can contribute to:

- engaging industrial companies as pilot users, validators or advisory stakeholders;
- supporting the definition of demonstration scenarios reflecting real production environments;
- collecting feedback from industrial operators on process integration, productivity gains and quality outcomes;
- contributing to user acceptance and implementation assessments;
- identifying potential replication sites and sectors for wider deployment.

This role is particularly important for ensuring that advanced manufacturing technologies move beyond laboratory or pilot demonstration towards practical industrial uptake.

5. Contribution to Exploitation, Business Case and Market Uptake

The success of an Innovation Action depends on a credible pathway from technology development to industrial deployment. IMMIB is well positioned to support this dimension due to its mandate in export promotion, SME support, sectoral coordination and market-oriented industrial development.

IMMIB can contribute to the exploitation strategy by:

- analysing market demand for advanced manufacturing technologies and machinery in relevant industrial sectors;
- identifying early adopters and potential users among IMMIB member companies;
- assessing adoption barriers such as investment cost, skills, integration complexity, and customer acceptance;
- contributing to business models for industrial deployment, including service-based models, equipment adoption models and value-chain partnerships;
- supporting the development of replication and scale-up strategies across industrial clusters and export-oriented sectors.

By connecting project results with real market needs, IMMIB can strengthen the project's impact and increase the likelihood of post-project uptake.

6. SME Engagement and Capacity Building

SMEs are central actors in manufacturing value chains but often face barriers in adopting advanced manufacturing technologies, including limited investment capacity, skills shortages, lack of access to innovation networks and uncertainty about return on investment.

İMMİB can play a strong role in ensuring that SMEs benefit from the project by:

- conducting SME needs assessments related to advanced manufacturing adoption;
- identifying SMEs that can participate as users, validators, suppliers or replication candidates;
- organising awareness-raising and training activities on advanced manufacturing technologies;
- supporting mentoring, innovation management and networking activities;
- preparing SME-oriented guidance materials on technology adoption, circular manufacturing and resource efficiency.

Through these actions, İMMİB can help ensure that project results are accessible not only to large manufacturers but also to SMEs across the wider industrial ecosystem.

7. Skills, Workforce Adaptation and Organisational Change

The adoption of advanced manufacturing technologies requires not only technical solutions but also workforce readiness and organisational adaptation. New machinery, digitalised production systems, in-line testing, additive or hybrid manufacturing and advanced surface treatment technologies may require new skills, new workflows and new quality-control practices.

İMMİB can support this dimension by:

- identifying skills gaps among manufacturers and SMEs;
- collecting feedback from companies on workforce training needs;
- supporting the design of training materials and industry-oriented capacity-building activities;
- promoting awareness of new occupational profiles linked to advanced manufacturing;
- supporting peer learning between early adopters and wider industry.

This contribution can improve the practical adoption potential of the developed technologies and support wider industrial transformation.

8. Standardisation, Quality Requirements and Regulatory Alignment

Market uptake of advanced manufacturing solutions depends on alignment with quality standards, certification requirements, customer expectations and industrial qualification procedures. For key and high-performance products, this is particularly important, as manufacturers must demonstrate reliability, repeatability, safety and compliance.

İMMİB can support the consortium by:

- collecting feedback from industrial users on quality requirements;
- identifying potential standardisation gaps affecting adoption;
- supporting consultations on acceptance criteria for components produced with advanced manufacturing technologies;
- contributing to recommendations on testing, validation, quality assurance and compliance;

- linking standardisation and regulatory considerations with exploitation and replication planning.

This role can reduce the risk that technically successful solutions fail to achieve market uptake due to insufficient alignment with industrial standards or customer requirements.

9. Dissemination, Stakeholder Mobilisation and Replication

IMMIB has strong dissemination and stakeholder mobilisation capacity through its sectoral committees, member networks, international fairs, B2B events, workshops, trade missions and communication channels. These assets can be used to maximise the visibility and uptake of project results among manufacturers, SMEs, exporters and industrial decision-makers.

IMMIB can contribute to:

- organising industrial workshops, stakeholder roundtables and dissemination events;
- promoting project results through sectoral and international networks;
- engaging manufacturers, technology providers, SMEs and potential end users;
- supporting clustering with related Horizon Europe projects and Made in Europe initiatives;
- preparing industry-oriented communication materials focused on practical deployment, productivity, circularity and competitiveness.

Through these activities, IMMIB can act as a multiplier, ensuring that the project reaches a broader industrial audience and generates impact beyond the consortium.

10. Policy-Relevant Feedback and Strategic Industrial Resilience

The call is closely linked to European objectives on manufacturing leadership, industrial resilience, strategic autonomy, circularity and competitiveness. IMMIB can contribute to translating project findings into policy-relevant insights from the perspective of industrial users, exporters and manufacturing SMEs.

IMMIB can provide evidence-based input on:

- industrial barriers to adopting advanced manufacturing technologies;
- dependency risks related to imported raw materials, components or manufacturing capacity;
- circularity and resource-efficiency opportunities in manufacturing;
- opportunities for cooperation between EU and associated-country industrial ecosystems.

This contribution can support the project's relevance to broader EU industrial policy and strengthen the link between technology development and deployment-oriented policy recommendations.

11. Project Management and Coordination Support

Innovation Actions require structured coordination between technology developers, industrial partners, pilot users, dissemination actors, SMEs and market stakeholders. IMMIB can support effective implementation through its experience in EU-funded projects, stakeholder coordination and industrial engagement.

IMMIB can support:

- coordination of industrial stakeholder engagement activities;
- monitoring of dissemination, exploitation and SME engagement actions;
- collection of industrial feedback and sectoral data;
- administrative and financial reporting related to its tasks;
- preparation of dissemination, exploitation and policy-relevant outputs.

Through this contribution, IMMIB can help ensure that the project remains aligned with real industrial needs and market realities throughout its implementation.

Strategic Added Value of IMMIB's Participation

In the context of HORIZON-CL4-2027-01-MAT-PROD-02, IMMIB offers strong strategic added value as a consortium partner by acting as:

- a bridge between advanced manufacturing technology development and real industrial implementation;
- a facilitator of industrial use-case definition, validation and user feedback;
- a driver of exploitation, business model development and market uptake;
- a mobiliser of SMEs and industrial stakeholders;
- a contributor to circular manufacturing, resource efficiency and secondary raw material uptake;
- a multiplier for dissemination, stakeholder engagement and replication.

Through these contributions, IMMIB can help ensure that the advanced manufacturing technologies and machinery developed under this call contribute to stronger European manufacturing competitiveness, improved resource efficiency, circularity, supply-chain resilience and wider industrial deployment.