

Deliverable 4.3.2 Case Study Visits

The first case study visit in the Bulgarian part of the cross-border region between Greece and Bulgaria within the framework of the project “Enabling SMEs for the 4th Industrial Revolution” (4th Industrial Revolution), under which beneficiary is the Regional Chamber of Skilled Crafts – Haskovo, was organized and held within 2 (two) calendar days, respectively in the period March 27-28, 2023. Representatives of the project partners from Greece and Bulgaria and of the target groups took part in it. The purpose of the visit for the exchange of experience was to get acquainted with activities and enterprises in the Bulgarian part of the cross-border region between Greece and Bulgaria, in which to exchange experience, good practices, as well as to establish various partnerships for future cooperation.

The agenda of the visit included holding meetings and discussions with owners and managers of innovative companies from various production sectors, among them AMS Ltd. (Kardzhali), Yazaki plant (Haskovo) and Delena Ltd. (Haskovo), which intensively apply the new technologies in the context of the 4th industrial revolution for digitization and automation of production processes.

The participants in the visit included representatives of the teams from the project partners, as well as representatives of the target groups of the project - managers at high management levels from a number of Greek companies (including Emisia SA, YSOFT SA, TECS Capital SA, Exandia SA) and the competence center I4ByDesign.

Day 1 of the case study visit (March 27, 2023)

The first day of the case study visit started with meeting of the participants in Kurdzhali. Before the first on-spot visit, the agenda was presented as well as other important highlights and various issues of an organizational nature. The participants were introduced to the representatives of AMS Ltd - the host company of the first on-site visit to a local business, namely Mr. Teoman Yalchan (owner and manager) and Mrs. Dimka Dobrinska (financial manager and project manager).

In this way, a presentation and preliminary discussion was held regarding the activity of AMS OOD - an innovative start-up in the Bulgarian part of the cross-border region between Greece and Bulgaria, specialized in the production of medical devices. It should be noted that AMS Ltd. is a beneficiary of the fifth call for project proposals of the Cross-Border Cooperation Program INTERREG VA "Greece - Bulgaria 2014 - 2020" with its project "AMS" Ltd. - "Access Pharma" S.A. - development and operation of 2 pharmaceutical warehouses in the cross-border area of Greece and Bulgaria outside the local markets".

After lunch, the whole group was transported to the production base of AMS Ltd in the town of Kardzhali. At the time of the experience exchange visit, the pharmaceutical warehouse of AMS Ltd. (implemented under the above-mentioned project in the period 2021-2022) is fully built and operational, so that in addition to the realized synergies between the two projects under the cross-border program, the participants had the opportunity to observe the very production process of a stretcher for the transportation of infectious patients who must be isolated from the environment - AMS Ltd's own development and manufactured with the most modern technologies, including with 3-D printing.



During the visit to the AMS Ltd. factory, the participants showed significant interest in the innovative product, the technologies used and asked a significant number of questions of a different nature. They were answered personally by Mr. Yalchan and members of the team involved in the development and production activities.

After the visit, the participants were transported to the city of Haskovo and accommodated in the Retro Hotel, having free time before the dinner, which was organized and held in the hotel restaurant for the greater convenience of the participants of the visit.

Day 2 of the case study visit (March 28, 2023)

The second day of the case study visit started with breakfast at the hotel and transportation of all participants to the village of Krepost in the municipality of Dimitrovgrad, where the Yazaki plant

has been dismantled - an enterprise with a leading role in the economic development of the area and providing a significant share of employment.

Yazaki Dimitrovgrad is part of Yazaki Bulgaria EOOD and owned by the Japanese Yazaki Corporation - a leader in the production of automotive cable installations worldwide. The company also manufactures gauges, tools, connectors, terminals and many other products for the automotive industry.

With over 80 years of history, Yazaki Corporation ranks among the largest suppliers to automotive manufacturers in the world. Globally, the plants employ more than 245,000 people in 45 countries. In Bulgaria, the company has enterprises for the production of automotive cable installations in three regions - Yambol, Sliven and Dimitrovgrad, and its customers are the most renowned car brands in the world.

Yazaki Dimitrovgrad is the newest factory of Yazaki in Bulgaria. It was officially opened in 2017 and has a production area of 19,000 sq.m. The plant produces electrical installations for installation in Daimler Mercedes Class-A and Class B cars.

At the start of the visit, all participants were instructed on the rules, measures and prohibitions applicable on the territory of the plant and entered into the hall for the hall for external visitors. After a short welcome from Mr. Vladi Rusev - Deputy Director of the plant, everyone introduced themselves briefly, and Mr. Rusev gave a presentation about Yazaki and the activities at the plant. Mrs. Radka Stoykova (Human Resources Manager) and other experts from the plant's management team were also present.



The visit continued with a visit to the production facilities with a demonstration and provision of detailed information on the automation and digitization of the processes in the plant. Examples were given of specific innovations in individual aspects of the processes through which time and resource savings were realized.

All participants were impressed by the scale of the plant, the modern technology and the standards and procedures in place for every part of the production process. Every question of the participants was answered personally by Mr. Rusev or, depending on its specifics, by the other leading experts. Since some of the participants are managers of ICT companies, some of the questions expectedly concerned the information and communication technologies of the plant and their answers were kindly provided by the ICT manager of the plant.

The visit ended in the hall for external visitors with short words of thanks from both sides, discussion of the project "Enabling SMEs for the 4th Industrial Revolution" and potential future opportunities for cooperation.

Next, the participants were transported to the industrial zone of Haskovo, where a significant part of the production enterprises in the municipality are concentrated. After lunch at the "Vertical" restaurant, a visit was made to the factory of the company Delena OOD, located in the immediate vicinity.

The company is one of the largest textile enterprises in the region, located in a large 4-storey building with separate workshops for the various productions - children's, women's and men's clothing, knitwear. The visit started with a presentation of the company by Mr. Dilyan Delchev - owner and manager, who presented in detail the company's activities, the essence of the production process in the so-called mechanization and automation, plans for future development. The participants, for their part, also made a short presentation of their companies, and Mrs. Maria Malchanova - chairman of the Regional Chamber of Crafts-Haskovo presented the 4th Industrial Revolution project and the upcoming activities in which local companies can take part. This was followed by a visit to the production premises, where the participants had the opportunity to view all the company's production lines.





After the visit to Delena OOD, the participants held a short discussion and made a summary of the meetings and conversations held. Everyone unanimously shared a high degree of satisfaction with the entire program, including the logistical support of the event. With this, the case study visit was officially closed and the participants departed from the city of Haskovo.

TO
Project Beneficiaries
Project "Enabling SMEs for the 4th Industrial Revolution" (4th Industrial Revolution)

INVITATION
TO ATTEND THE 1ST CASE STUDY VISIT
ON 27TH AND 28TH OF MARCH, 2023 IN HASKOVO (BULGARIA)

Dear partners,

The Regional Chamber of Skilled Crafts – Haskovo is glad to invite you to participate in the 1st Study visit in Haskovo within the project "Enabling SMEs for the 4th Industrial Revolution" (4th Industrial Revolution), which will take place on 27th and 28th of March, 2023 according to the agenda attached to this invitation.

In addition to the project teams, we kindly ask you to invite representatives of the project's target groups - SMEs, NGOs and other organizations related to the topic of our project for enabling the SME towards the 4th Industrial Revolution to also join the study visit. Their expenses in Bulgaria for accommodation, food and local transportation will be fully covered.

The working language will be English.

We are at your disposal for any information needed and we are looking forward to seeing you in Haskovo!

Best regards ,
Maria Malchanova
Regional Chamber of Skilled Crafts – Haskovo

AGENDA OF THE FIRST STUDY VISIT

within project "Enabling SMEs for the 4th Industrial Revolution (4th Industrial Revolution)" in Haskovo, Bulgaria

Period : March 27 - 28, 2023

Accommodation: Retro Hotel, 7, Osvobozhdenie Blvd, Haskovo

(<http://www.hotelretro.bg/en/>) / single rooms

Participants: Representatives of PB's and project's target groups

DAY 1: MARCH 27, 2023 (MONDAY)

Time	Topic
12:00 – 14:00	Arrival and lunch at Emona Restaurant, Kurdjali Address: Recreation and tourism area Kurdjali Dam, Enchec Village
14:00 – 14:30	<i>Transportation</i>
14:30 – 16:30	Visit to AMS's Production Site in Kurdjali & Meeting with company's owner – Mr. Teoman Yalcin Innovative start-up for production of medical supplies; R&D activities include development of own model 3D printer technology; Beneficiary under the 5th Call of Greece-Bulgaria 2014-2020 (http://amsmed.eu) Presentation of company's activities, discussion of the opportunities for future cooperation Address: Kurdjali, Industrial zone-district "Garata"
16:30 – 17:30	<i>Transportation</i>
17:30 – 19:30	Registration at Retro Hotel, Haskovo and free time
19:30 – ...	Dinner at the restaurant of Retro Hotel, Haskovo

DAY 2: MARCH 28, 2023 (TUESDAY)

Time	Topic
08:00 – 09:15	Breakfast at Retro Hotel, Haskovo Check-out
09:15 – 09:45	<i>Transportation</i>
10 : 00 – 12 : 0 0	Visit to Yazaki's Production Site in Haskovo Japanese company, lead producer for automotive industry (https://www.yazaki-europe.com/bg) Presentation of company's activities, discussion of the opportunities for future cooperation Address: Krepost Village
12:0 0 – 12:30	<i>Transportation</i>
1 2:30 – 1 3:50	Lunch at Vertical Restaurant and summary of the results of the study visit Address: Haskovo, 2A, Vasil Levski Blvd.
13:50 – 14:00	<i>Transportation</i>
14:00 – 15:00	Visit to Delena's Production Site in Haskovo The largest textile production company in the region of Haskovo Presentation of company's activities, discussion of the opportunities for future cooperation Address: Haskovo, 1, Vasil Levski Blvd.
15:30	<i>Departure</i>

Upon arrival of all participants and at the start of the program on the first day of the exchange visit, all participants were provided with a set of information materials (developed in another project activity), including the following:

- Project presentation brochure
- Block-sheet with visualization of the project
- Ballpoint pen with program visualization
- Calendar with project visualization

In addition, tourist maps of the region were provided, as well as informational materials on major places of tourist interest.



Promotion of the event:

<https://www.facebook.com/photo/?fbid=238882815564181&set=pcb.238879765564486>

<https://www.linkedin.com/feed/update/urn:li:activity:7052248819626835969/>