

Garden of Kairos

The Basics

This document outlines the basic building blocks of our community Garden of Kairos, answering three important questions:

- Who should be involved?
- What do we do?
- What are the costs of participating and what do we offer?

1 Who should be involved?

Everyone that wants to explore and advance on digital transformation and that wants to boost their productivity while keeping an eye on important human and organizational aspects.

Everyone that is looking to create and test new ways of working together in order to tackle digital transformations' big challenges, to develop ground-breaking insights and to push each other forward.

1.1 Members

Our community is a follow-up of a successful collaboration project, called E-PLM2.0. There was a need to further stimulate collaboration among companies and to open up the domain of interest. Therefore, we now talk about Digital Transformation.

Kairos focusses on the following market segments (sectors):

1. **Manufacturers and developers of high-tech products with their supply chain**
This includes for example: machine and equipment construction; agricultural technology; health tech; developers of the smart industry technologies like VR, AR, Chatbots, AI; software developers
2. **Service providers for this sector**
E.g.: engineering, maintenance; companies for knowledge transfer and training; consultancy firms; system integrators; marketing and sales agencies
3. **Knowledge institutions and educational institutions that target this sector**
MBO, HBO, and University.
4. **Companies and organizations that make use of the digital transformation (with the smart industry technologies) in their business processes.** We aim at large scale users, otherwise it will probably have no use for them to participate in Kairos. We think of asset owners (infra, industry); logistic sector; medical sector; education; finance; government
5. **Branch organizations for the sectors mentioned.**

Please note that this list is not exhaustive and open for extension.

Our goal is to have a mix of high-tech manufacturing companies, service providers and other participants. That will make it possible to do interesting projects together and learn from each other's experience and insights.

If a company or organisation wants to become a member, there is first an intake interview with a representative of the community. This is needed to check if there is a good fit between the interested new participant and the community, if both will benefit from it. After a positive balloting, the interested party can become a member.



1.2 Additional stakeholders

Next to our members, our community recognizes four main groups of non-member stakeholders:

- Governments (regional/national; policy/executive; etc.)
- Companies/branch federations from sectors that are not represented as members in our community but that are nonetheless affected by or interested in our developments
- Other initiatives in the Netherlands/EU that work on concepts and technologies that are of interest to our community and members
- Sponsors

2 What do we do?

Our community is driven by four key processes which, in turn, translate into multiple, more specific key activities. These activities are:

Inspiring and open discussions to set the agenda	Daring and actionable plans
<ul style="list-style-type: none">▪ Building, updating and publishing a digital transformation roadmap (travel guide)▪ Asking input from members for the road ahead	<ul style="list-style-type: none">▪ Actively searching for, starting and supporting technology-focused and other projects.▪ Doing projects together. Projects can be R&D projects but also projects with a direct commercial profit for the project members.▪ Actively searching for, starting and supporting human development projects
Communication and dissemination of ideas and findings	A space to connect and grow
<ul style="list-style-type: none">▪ Organizing an annual conference (including an information fair) to foster knowledge-exchange▪ Sharing insights and acquired new knowledge across projects▪ Designing, implementing and feeding multiple communication channels including newsletter, website and social media	<ul style="list-style-type: none">▪ Organizing an annual conference to foster networking▪ Designing and offering workshops on various digital transformation subjects▪ Organizing periodical interest group meetings

3 What are the costs of participating and what do we offer?

We differentiate our annual membership fees based on company size:

1 to 50 employees € 750	50 to 100 employees € 1.750
100 to 250 employees € 2.750	above 250 employees € 4.750

Please note that we adhere to the democratic principle: each member has one vote, irrespective of the membership fee paid.

Only for universities and other non-profit organisations, a special discount fee is used. The fee will be based on the number of employees of the department, the chair or research centre that participates. If a university or non-profit organisation participates as a whole, the fee is based on the number of employees of the whole organisation.



Members gain many benefits from being part of our community:

Inspiration and network

Access to:

- A constantly updated roadmap detailing the key topics for handling the digital transformation
 - New connections and relations
 - An engaging, motivating, creative and vibrating place for the exchange of ideas, learning from each other, and setting up collaborative projects
 - Government officials in the field
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Knowledge and best practices

Access to:

- Knowledge, insights and results from discussions, meetings and projects
 - Learning and development opportunities, including best practices
 - Expert review, feedback and Q&A sessions
 - Shared tools, methods, facilities and equipment
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Business opportunities

Access to:

- National and international projects and partners
 - Funding and subsidy possibilities
 - Cooperations and collaborations to develop new products and services
 - Increased visibility and PR benefits
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Members can invite guests, such as customers or supply network partners, that are interested in KAIROS, to visit events or other meetings for free. However, the number of these free visits is restricted and we do not offer a free-of-charge trial membership with benefits.

