



aecim

empresas
del **metal**
de **madrid**

EUROPEAN PROJECTS PORTFOLIO



2025



Who we are

AECIM (Metal Industry Companies Association in Madrid) is an Association created in 1978 in the metal sector of Madrid Region. Nowadays, **45 employees** advise and support the associated companies in different areas: **international trade, business cooperation, business support, innovation and technology transfer, environment and quality , tax, law professional training, employment services , etc.**

The Association includes companies, professionals and associations dedicated to trade, industry and services in the Madrid Region's Metal Sector. Currently, 7000 companies are associated to AECIM: 70% from the industry and services sector and 30% to the trade sector. AECIM integrate 37 metal subsectors associations.

Metal sector in Madrid is wide scope and thus AECIM integrates enterprises from the following industry and services subsectors: **Information and Communication Technologies, automotive and automation components, aeronautics /aerospace, metal-mechanics, metal processing, electronics, telecoms, electrical and electrical equipment/components, surface treatment, metal components, railway components, etc.** The majority of the associated companies are **SMEs**.

AECIM is part of CONFEMETAL, C.E.I.M, and through them in the Spanish Confederation of Management Organisations (C.E.O.E), taking part of the government body.

Within AECIM we have an **International and Innovation department dedicated to international business advisory and participation in European projects**. We have been beneficiaries of 15 European projects (SMP (1), COSME (6), H2020 (7), EPLUS (1)) and we are currently participating in 5. The most relevant are: **Enterprise Europe Network (EEN-Madrid), European Digital Innovation Hub (EDIH) and Mind4Machines**. We are usually involved in CSA and IA projects, but we are very versatile, for example we also add value to Erasmus Plus initiatives.

ENTERPRISE EUROPE NETWORK

2008 - CURRENTLY



Business Support on Your Doorstep

The Enterprise Europe Network(EEN) helps businesses innovate and grow on an international scale. It is the world's largest support network for small and medium-sized enterprises (SMEs) with international ambitions.

The Network is active in more than 60 countries worldwide. It brings together 3,000 experts from more than 600 member organizations – all renowned for their excellence in business support.



Advice for international growth

Expert advice for growth and expansion into international markets.

Support for business innovation

Solution-driven services to help turn your innovative ideas into international commercial successes.



International partnerships

The Enterprise Europe Network can help your business find the right international partners to grow and expand abroad.

Digitalization Advisory service

The EEN support SMEs driven a digitalization diagnostic service for SMEs assesses your digital capabilities, identifies improvement areas, and provides a tailored roadmap for enhanced efficiency and competitiveness



Sustainability Advisory service

The EEN support SMEs driven a sustainability diagnostic service for SMEs evaluates your current practices, identifies areas for improvement, and develops a customized roadmap to enhance environmental and social responsibility.

EDIH

2022 - CURRENTLY

EDIH

European Digital Innovation Hub
Madrid Region

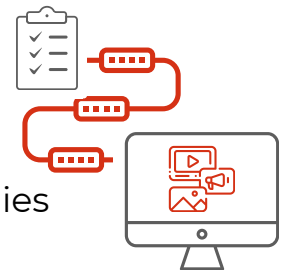


The European Digital Innovation Hub aims to improve the digitalization of public sector and SMEs in Madrid Region. It is made up of a powerful consortium of 11 partners, which provide the following services:

Services

Test before invest

- Digital maturity assessment
- Testing and experimentation with digital technologies
- Integration, adaptation and customisation of digital technologies
- Knowledge and technology transfer



Training

- Basic training on digitalization
- Advanced / specialized training

Support to find investments

- Support to the search for financing for digital transformation
- Support for the submission of proposals to European programs



iMET

2024 - Currently

The iMET project aims to advance **social dialogue** in Europe's MET industries (Metal, Engineering & Technology-based) regarding Artificial Intelligence (AI).

It involves 16 organisations across nine EU countries, focusing on **trade unions, and employers**.

The project develops e-Manuals on AI's impact on health and safety, HR management, data protection, and skill needs. These manuals will be complemented by online tutorials and videos to support learning.



Key Activities:

1. Development of e-Manuals, online tutorials and creative video lectures on AI's impact on:
 - Occupational Health and Safety (OHS).
 - Human Resources Management (HRM).
 - Data Protection.
 - Skills needs in MET industries.
2. Translation of e-Manuals into partner languages for **European and national workshops**, to educate participants on AI's implications for workplace practices and collective bargaining.

Capacity Building and Training:

- European Online Training for Trainers to facilitate national workshops.
- National/regional workshops in 9 countries (720 participants) to discuss and implement e-Manuals.
- Two European level conferences to share best practices and update e-Manuals based on feedback.



Dissemination and Sustainability:

- Publication of project outcomes and best practices.
- Utilization of social media and partner networks for dissemination.
- Focus on promoting sustainable AI integration, worker safety, and job quality in MET industries.

MIND4MACHINES

2021 - 2024

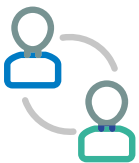


MIND4MACHINES aims to facilitate cross-border and cross-sectoral collaboration of manufacturing SMEs and smart ICT technology providers for large-scale demonstrations of latest ICT solutions in industry.

The main target is to contribute to the transformation of the European manufacturing industry into an innovation-led sector meeting digitalisation and sustainability industry challenges.

Manufacturing SMEs, ICT providers are invited to benefit from MIND4MACHINES tools and services:

Open Innovation Space



A platform used as bridge between the manufacturing SMEs digital transformation needs and ICT providers.

Investment Readiness Assessment

Allows SMEs/projects to identify their strengths and weaknesses and develop a tailor-made service programme that addresses the needs and challenges.



Open Calls



The project will provide EUR 3,3 M of direct financial support via two Open Calls to fund the validation of the new cross-sectoral and cross-regional digital manufacturing value chains, delivering innovative goods, services and processes in new sectors.

Accelerator Program

An e-learning tool host all the online courses developed by MIND4MACHINES and used by SME clusters to share their capacity with SMEs/startups.



METAVET

2023 - 2024



METAVET aims to enhance vocational education and training (VET) courses in the Metal and Energy sectors, by promoting cooperation and knowledge exchange between European and South American countries

Focus: Bridging the gap between the skills demanded by the labour market and the existing VET courses through capacity building, information sharing, and the transfer of best practices.

Partnership: vocational training institutions, industry associations, and foundations from Poland, Spain, Paraguay, and Argentina. Experts in the education sector, metallurgical and manufacturing industries and the promotion of workforce development.

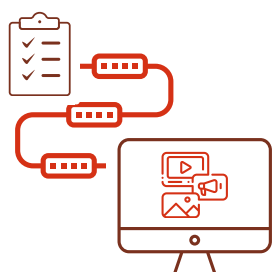
The key activities of the METAVET project are the following:



Multi-stakeholder cooperation:

Facilitating collaboration and partnerships between VET providers, industry stakeholders, and other relevant actors.

Skills needs and matching: Identifying the skills demands of the labour market and aligning them with the design of VET curricula, examining successful VET models and best practices from other countries.



Designing curricula and multimedia resources:

Developing innovative methodologies and multimedia resources for VET training delivery.

Mapping the required skills and competencies, developing curriculum frameworks, and integrating industry-relevant training modules.

Development and advance of the VET courses:

- Capacity-building activities
- Knowledge-sharing initiatives
- Workshops, Training Sessions, Conferences, Continuous Learning and Expertise Exchange through Online Platforms.



FactCheck

2021 - 2024

The project seeks to active following specific objectives:



VET process: Adapting vocational education and training to labour market needs. A European training module will be elaborated through an assessment of skills demanded by SMEs in the metal and electro-sector occupations.

Level of cooperation: Improving collaboration between VET centres and company trainers/mentors in their use of digital tools in teaching, having in mind their complementary roles and responsibilities in the performance of apprenticeships and work-based learning.



The project will carry out the following activities:

- **VET:**



Build a NETWORK of at least 150 companies (with a focus on SMEs) in the manufacturing industry from 5 EU countries



Development skills assessment tool to identify Industry 4.0. missing skills in the metal and electro sector



Based on the survey results and the capacity of the VET centre, an European training module will be produced reflecting Industry 4.0 and includes elements of advanced analytics and artificial intelligence, robotics and automation, process digitization and software automation.

- **Level of cooperation:**

Blended training programme for VET Teachers and Work-place Trainers, to understand how pedagogical innovations and digital learning technologies might be better used in VET.



Digital JODAlab - updating and sharing educational apps applied in class or during the apprenticeship



3TFORUNI

2020 - 2023

3TFORUNI will focus on strengthening the technology transfer infrastructure for agricultural universities and innovative infrastructures in order to develop guides for thematic online technology transfer and the sharing of experience between technology transfer experts.

The project aims to create Thematic Technology Transfer guides, online training on Thematic Technology Transfer, and sharing experience between Technology Transfer Experts, means University Staff, practitioners, Academics and Students, to develop better practices and procedures for Technology Transfer for or Thematic Universities and Innovation Infrastructures. While achieving these aims, 3TforUni will foster effective and efficient system level funding via adaptation recommendations for current systems.

-  Thematic Technology transfer training and guides
-  Spaces to share knowledge on technology transfer
-  Good practices in technology transfer

EXTRATEX

2020 - 2022



EXTRATEX partnership is composed of 6 clusters across 5 different regions: Italy, Spain, Germany, Slovakia and Czech Republic. These last two from less developed regions.

The partnership brings together clusters from textile, automotive, plastic and Safety and Security in industry with a common objective to implement strategic partnerships and joint collaboration initiatives for a mutual transfer of knowledge, innovation capacities and its possibilities between these target sectors

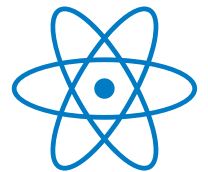
Innovation opportunities and collaboration



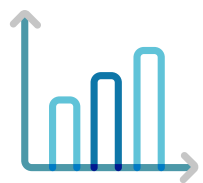
Better access of clusters to innovation opportunities and collaboration for cross-sector VCs set up.

Knowledge of R&D results

Increased knowledge of R&D results with TRL and transferability (new materials, advanced manufacturing systems, ICT and photonic applications etc.), available for a fast transfer to the industrial level.



Performance



Better access to knowledge through new cross-regional activities, technological and commercial partnerships in key areas of common interest.

Access to knowledge

Better access to knowledge through new cross-regional RTD activities, technological and commercial partnerships in key areas of common interest.



KEY ACCOUNT MANAGER (KAM) FOR SME INSTRUMENT COACHING

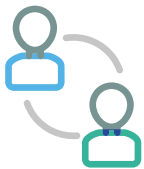
2015 - 2021



As appointed partner s of the Enterprise Europe Network to be a SME Instrument Key Account Manager (KAM) i s to help the SMEs awarded with SME Instrument Phase I or II to identify challenges

and coaching needs , and to support the SME in selecting the right coach according to it s needs .

The key activities of the KAMs are the following:



Conducting a needs analysis together with the SME to identify the potential barrier s to future growth and to define the priorities for coaching.



Proposing coaches with profiles matching the SME needs and support the SME in the selection process.



Ensuring that all **relevant additional support** from the regional innovation ecosy tem is introduced to the SME.



Identify the next steps to help the SME on their growth trajectory.

MEMEVET FOR INDUSTRIES

2018 - 2019



The project Mechatronics and Metallurgical VET for sectors' industries aims to offer solutions to some of the main issues that impede the free mobility of students and workers in the mechatronics and metallurgical sector.

The main goal is to foster mobility across EU in these two sectors with the establishment of a Sector Skills Alliance involving 5 different countries : Germany, Spain, Italy, Bulgaria and Slovakia.



Deliver a common curriculum for complementary educational skills requested by the labour market in the five participating countries.



Development of an ecard for EU CV in which all complementary educational skills acquired in mechatronics and metallurgical sectors will be uploaded.

EE METAL

2016 - 2019



EE-METAL is an European program aiming a increasing energy efficiency and savings in small and medium-sized enterprises of Metal and Metalworking industry.

With the cooperation of 7 partners from 4 countries, and the support from the European Union, the goal is to help companies to gain efficiency and autonomy in their own energy management.

EE-METAL actions focus on:



Awareness, information and technical capacity barriers to identify, evaluate and implement energy efficiency actions.



Adapt and standardize for the sector existing methods and technologies such as energy audits, the standard ISO 50.001 and the use of Energy Monitoring Systems.



Development of a benchmarking study of energy service contracts and the role of ESCOs in the MMA and other industrial sectors.



Networking with ESCOs associations for fostering ESCOs - SMEs contracts.



Benchmarking the different financial models being implemented in the partner countries for financing energy saving institutions for providing clear information on type and size of investments needed.

GECKOS - GO ECO! ENVIRONMENTAL SERVICES FOR SMES

2010 - 2012



The aim of the project is to facilitate the uptake by SMEs of methods and tools simultaneously reducing their impact on the environment at EU level and turning environmental challenges into economic opportunities.

Aside to first level services like local websites or workshops to promote the most relevant knowledge, the core of the Go Eco project is the delivery of individualised environmental services to SMEs, which are the most efficient mean to achieve the implementation of good practices by SMEs .

This project targeted SMEs belonging to five priority sectors :

-  Production and processing of metals
-  Surface treatment
-  Food industry
-  Manufacturing of electronic/electric component s



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