**ANNEX A**

**PUBLIC SELECTION BASED ON QUALIFICATIONS AND INTERVIEW FOR THE AWARDING OF NO. 1 EARLY STAGE GRANT LASTING 12 MONTHS FOR CONDUCTING RESEARCH PURSUANT TO ART. 22 OF LAW NO. 240/2010 AT THE DEPARTMENT OF MANAGEMENT, INFORMATION AND PRODUCTION ENGINEERING THE UNIVERSITY OF BERGAMO (A.R.F. 09/B2 – INDUSTRIAL MECHANICAL SYSTEMS ENGINEERING – A.D. ING-IND/17 – INDUSTRIAL MECHANICAL SYSTEMS ENGINEERING (CUP: E18B17000100009) - TYPE B**

announced with decree of the Rector Rep. no 690/2018 of 24.10.2018 and posted on the official registry of the University on 25.10.2018

## RESEARCH PROJECT

***"Smart Servitization of Textile: how digital technologies facilitate product-service design of Textile companies"***

**Research structure**: Department of Management, information and production engineering

**Duration of the grant**: 12 months

**Scientific Area:** 09 - Industrial and information engineering

**Academic recruitment field:** 09/B2 – Industrial mechanical systems engineering

**Academic discipline:** ING-IND/17 – Industrial mechanical systems engineering

**Scientific Director**: Prof. Stefano Dotti

The research project aims to study, design and develop an innovative Product-Service System enabled by digital technologies applied to a loom for unconventional fibers. The loom manufacturer has developed a new prototype with a new generation electronic device for the management and monitoring of machine behavior/characteristic during production. Moreover, through this innovation, the manufacturer has the possibility to intervene online, supporting its customers in a real time, allowing more efficient processes, and supporting improved managerial decisions with richer, faster and sounder information at the time of failures. The manufacturer of looms requires an evaluation of this new application, considering different service-based scenarios:

- Evaluating the level of smart service offered by new technology;
- Evaluating the possibility of developing complimentary After-sales services for its customer by applying the "outsourcing" strategy. Accordingly, it will be required to enter the new actors or third parties called service assistance centers composing by expert teams in terms of maintenance and repairing of the machine components;
- Evaluating the possibility of developing the internal service assistance coordinating by a group of technicians trained and certified by Telai manufacturer within the customer's company;
- Assess whether and how to combine these three aspects to improve After-sales Service.

The advantages will benefit by the project are: reduce the time and cost of information transition; increase the efficiency of the machine and service delivery; create a proactive services such as predictive maintenance; increase the efficiency and coordination between the parties; improve the synergy between customer, manufacturer and other actors in the value chain, modify or implement a new business model in terms of new services.

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