



## NCC Turkey Best Practice – Collaboration with SMEs

### 1. Problem faced / Reason for Best Practice

Especially in the large countries, it is challenging to reach SMEs that utilize HPC to enhance their business. For this reason, it is essential to proceed in a systematically manner. The major goal is to reach out to SMEs and large companies who are already utilizing HPC, as well as those who have the potential to use HPC to grow their business. The following problems are faced:

- Aligning academic and industrial expectations
- Finding problems that converge HPC, HPDA & AI
- Lack of HPC experienced personnel in SMEs.

### 2. Solution / Best Practice:

- The collaboration between Technology and Innovation Support Programs Directorate (TEYDEB) and the NCC has been initiated. The NCC reviewed TEYDEB's innovation program database for recently proposed innovative research projects to identify the potential SMEs with HPC relevance.
- Benefiting from existing SME networks and academic-industry interactions of the LTPs.
- Organise online meetings or direct phone calls to SME representatives to explain the EuroCC project and schedule the next meeting to understand the SME needs more technically.
- Invite the related academic and infrastructure experts from the NCC to understand the SMEs HPC perspective technically.
- Define the support mechanisms clearly (duration, expert and consultant content, infrastructure usage resource, etc.)
- Present the SME Case Study process including reporting, monitoring and sharing results.
- Provide a simple web application form to start the case study as well as the report template.
- Support the SME for reporting and updates.
- Organise industry-focused webinars & networking events regularly.
  - Biweekly HPC Seminar Series (invited speakers both from academia and industry)
  - SME Summer Schools and webinars
- Announce and promote the events via creating mailing lists for academics and SMEs (and large companies) and social media.
- Share and provide access to event videos, presentations and materials.



### 3. Learnings (optional):

- Keeping up lean and agile to support SMEs
- HPC adoption is a long-term and continuous process.
- Start with 1-2 SMEs
- Formalize the questions and acquisition process.
- Continuously learn & revise and be persistent.
- Respond quickly.

### 4. Adaptable to other cases (optional):

The BP can be used or adapted if needed.

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