

REVOsdr SME Instrument Ph 1 Project | Publishable Summary Extract (link for the complete summary here):

(...)

*The main result of the work under SME Instrument Phase 1 is the confirmation of the business idea, certainly updated, grown and matured in the course of the project. The direct contact with prospective clients/early adopters, understanding and sensing their technical and commercial challenges, provided a valuable insight on our client's needs. This knowledge enable us to translate their needs into technical requirements that steered the evolution of our product. The significant effort put in the survey of EU and US radio regulations had a two-fold impact. First, it resulted in a set of technical requirements, taken into consideration in the evolution of the product. Second, it help build confidence in global corporations to move forward with our relationship.*

*Additional survey, and the feedback of our customers, on our competitors, enable us to improve our product's differentiation and refine its value proposition.*

*The direct contact with the customers in multiple occasions, and the dissemination of our achievements in the social media, boosted the visibility of our company, generating new leads.*

(...)



The REVOsdr project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No 791985.

This post reflects only the author's view and the Agency and the Commission are not responsible for any use that may be made of the information it contains.