



## D8.4 SHAREWORK Market Study

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## Revision History

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1.0	31/10/2019	Charles-Xavier Sockeel, Tiffany Morisseau and Celestin Breton (STRANE)	Revised version
1.0	02/12/2019	Jesús Pablo González (EURECAT)	Revision and Submission

## Executive Summary

This document presents an initial market analysis focused on cobotic solutions. Its goal is to identify and characterize the market context and competitive position of SHAREWORK, making it a key input for future commercialization activities, which will be addressed in the deliverable “Plan for Use and Dissemination of Project Results” (January 2020 for the first version).

It starts with a review of the definitions and levels of collaboration, followed by a global overview of the cobotic market situation. The focus is then made on the industrial sectors involved in SHAREWORK, whose specificities are detailed, analysing how it is expected to evolve over the coming years. The market study per se focuses on the European market, and includes the lessons learnt from four interviews conducted for the purpose of the present study.

Finally, this deliverable examines the relevance of a consulting offer based on a threefold SHAREWORK expertise: innovation, industry and human factors. The motivations for potential industrial players to rely on such a service are analysed, taking into account the issues raised by the introduction of cobots, and its possible generalisation to other innovative contexts.