

MICRO² CASE STUDY ITALY

Empowering
Construction Industry
with Industry 4.0
Solutions: A Case
Study of Skills
Software GmbH

KEYWORDS

Digital solutions; Industry 4.0;
Construction industry; CRM
technology; Innovation and
funding support

Skill Software GmbH is a German micro-SME that has been at the forefront of developing digital solutions for businesses since its establishment in 1991. With a dedicated team of 8 employees, the company specialises in software development and distribution, specifically catering to B2B customers using a cloud server database. Their primary focus lies within the construction industry, where they offer a range of Industry 4.0 solutions designed to streamline operations and enhance efficiency.

One of their flagship offerings is Customer Relations Management (CRM) technology, which enables digital support for customer acquisition and management. Additionally, **Skill Software provides a suite of specialised tools tailored to the unique needs of the construction industry.** This includes BauDoc, a comprehensive solution for construction management control and documentation tasks, EnergyDoc, which utilises mobile energy management software with integrated sensors and alarm functions to drive energy savings, TechDoc, a platform for delivering critical technical information to mobile devices, and PropertyDoc, a comprehensive tool that combines all these solutions seamlessly.

Skill Software actively participates in the **DigitaliseSME initiative, where they not only benefit from the programme but also serve as Digital Enablers for other SMEs.** This involvement has been instrumental in their expansion into the Eastern European B2B market, and they have ambitious plans for further expansion into the Netherlands and the UK.

To support their growth and innovation, Skill Software has received funding from various such as the innovation fund administered by the German State of Hesse, as well as EU regional funds and the 'KMU Innovativ' funding initiative of the German Federal Ministry of Education and Research. These funding opportunities have allowed Skill Software to fuel their digital innovations and drive their mission of transforming businesses through technology.

Membership in prominent B2B networks and clusters in Germany, such as BVMW, has been a valuable asset to Skill Software. Additionally, their collaborative partnerships with universities have played a pivotal role in their success, enabling them to stay at the forefront of technological advancements and access cutting-edge research and development.

Skill Software GmbH exemplifies the importance of both financial and technical support in enabling MSMEs to thrive in the digital era. **Their innovation and commitment to digital transformation have empowered businesses within the construction industry and beyond, streamlining operations and driving efficiency in the ever-evolving landscape of Industry 4.0.**