

# LOTUS successfully conducted innovative co-creation workshops

LOTUS successfully conducted four co-creation workshops in India, in November and December 2019. The aim was to co-create, co-design and co-develop its innovative, robust and low-cost sensing solution for the monitoring of water quality.

Co-creation is a form of collaborative innovation: ideas and concepts are shared and discussed together with end-users and stakeholders enabling the joint development of the product. In the LOTUS project, this co-creation process was enabled through the

continuous engagement since the beginning of the project of the LOTUS team with the different use case owners which allowed to identify their final users and build enough trust to enable their participation at the co-creation workshops.

This project communication will highlight the main insights and information gained during the workshops, their participants, the discussions and their main outcomes.

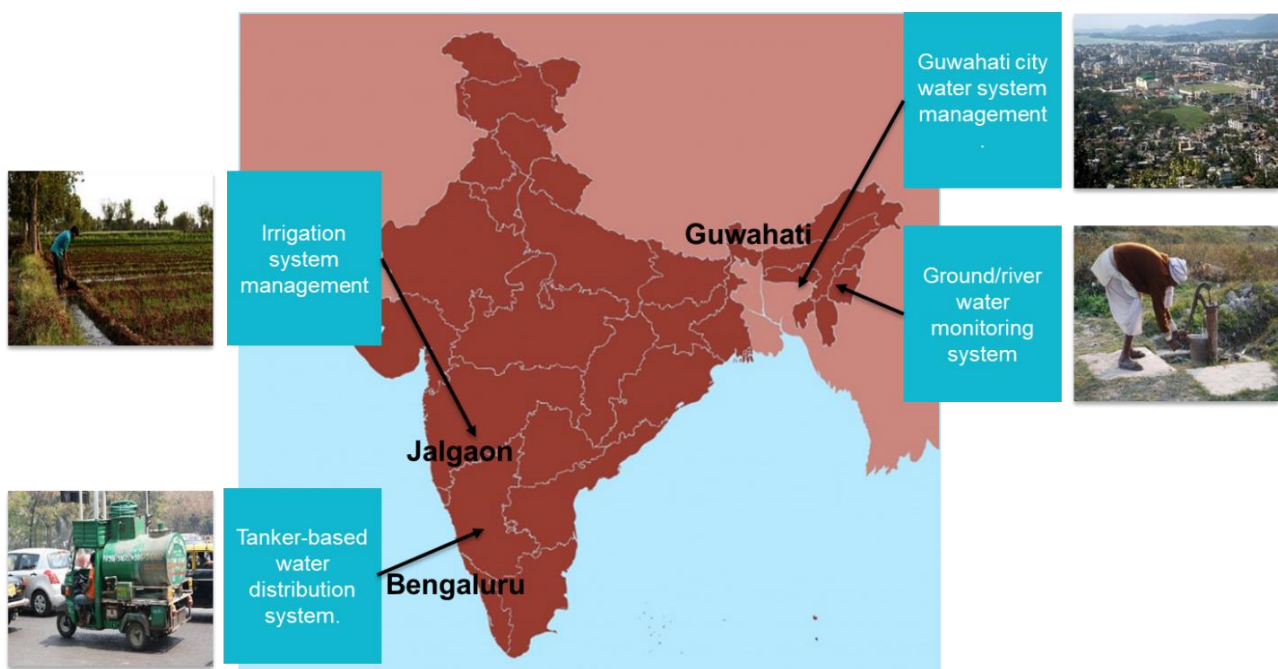


Figure 1: The four workshops

The four co-creation workshops were built based on three criteria:

- *Variety*: as the use cases are very different from each other, the solution has to be tested in contrasting environments with different local needs, with regard to drinking water (Guwahati workshop), groundwater (Guwahati workshop), irrigation water (Jalgaon workshop) and tanker-based water (Bengaluru workshop). Therefore, the content of the workshops was adapted to each of these use cases and their final users;
- *Comparability*: as the water quality solution is at the centre in all these cases/locations in India, the solution and its applications were compared to identify similarities and differences;
- *Availability*: a local partner organised and hosted the co-creation workshops.

The workshops aimed at understanding the final users' needs to tailor the LOTUS solution in terms of user interaction, system functionality, and business model. The output of the workshops provided the scientific teams of the project with technical specifications.

Before this background, the methodology adopted aimed at familiarising the users with the technical product using a participatory methodology. Participants were gathered in small groups, co-animated by one Indian and one European partner.

The workshops were the opportunity for the LOTUS team to engage directly with their future beneficiaries. A maximum of information could be obtained from these workshops, ranging from technical requirements to business models, including users' needs and expectations to make sure LOTUS sensors shall find their market once there are industrialised.

The LOTUS solution aims at being versatile and being widely used in different cases. The workshops showed that this can be done, with a system of options, and adapted casing, data analysis services, and displays.

Beneficiaries will participate to another workshop at the end of the project to provide feedback on the testing of LOTUS sensors, that will be deployed in the framework of the different use cases starting from mid-2020. This will be an opportunity for technical teams to finetune their work and for the business teams to re-engage with their market targets and ensure a successful launch of the LOTUS solution.

STAY TUNED!



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