

## A Living Strategy — From Findings to Action

*How the EDIH Anadolu Regional Needs Analysis shaped service delivery, and how the strategy is kept up to date*

*Version 1.0 · January 2026 · Owner: KTO Karatay University (WP2 Lead)*

The EDIH-Anadolu Regional Needs Analysis and Regional Digital Transformation Strategy were never intended to be stand-alone, one-off deliverables. From the outset they were designed to serve as the evidence base that steers the hub's services — shaping which activities we priorities, which sectors we focus on, and where we direct our outreach, training and investment-support effort. This document makes that link explicit and keeps it current: Part 1 traces each major finding to the activity it shaped, and Part 2 sets out the simple mechanism that keeps the strategy alive.

### Part 1 — From Findings to Action

Drawing directly on the findings of the Regional Needs Analysis, the table below connects each major insight to the concrete activity it informed and shows where that activity was delivered during the first reporting period. The pattern is consistent: the survey did not simply describe the region's digital maturity it set the agenda for what the hub actually did. Where firms reported that artificial intelligence was barely in use, we prioritized awareness-to-application activities rather than advanced use-cases the market was not yet ready for. Where access to finance emerged as the single largest barrier, we built a funding- and proposal-writing program around it. Where a shortage of qualified, digitally skilled people ranked as the second most pressing need, we shaped our training program and internal capacity-building accordingly. And where the analysis revealed clear differences in maturity between sectors, those differences became the four sector roadmaps that now guide our Digital Maturity Assessments and consultancy.

#### Finding → Action traceability

| Needs-analysis finding                      | Action it shaped                                                           | Delivered in RP1 (recorded activity)                                                                                                                        |
|---------------------------------------------|----------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Very low AI adoption (3% integrated)        | Prioritized AI awareness-to-application activities over advanced use-cases | Digital Transformation & AI Conference; GenAI: From Idea to Product Marathon; DigiHack4Anatolia; Adana Vocational Education Conference: AI & Digitalization |
| Access to finance is the top barrier (~68%) | A funding- and proposal-writing program                                    | EU Project Proposal Writing Workshop; Local Opportunities for Green Future & Digital Transformation; Digitalization Opportunities for SMEs                  |
| Qualified human resources — 2nd-ranked need | A digital skills & training program, plus internal capacity-building       | Digital Skills & Training: 28 events (seminars, workshops, trainings)                                                                                       |
| Sector-specific maturity gaps               | Four tailored sector roadmaps and sector-targeted diagnostics              | Digital Maturity Assessment services (WP2 → WP3)                                                                                                            |
| Low level of digital automation             | Hands-on, pre-investment technology testing                                | Test Before Invest — Gaziantep Model Factory (Tech Hub)                                                                                                     |
| Need for wider ecosystem & network capacity | Active engagement with the European EDIH network                           | 15 network interactions (study visit to Hungarian EDIHs; MoUs with Spain, Latvia and Hungary; collaboration with EEN, NCC and EULEP)                        |

## Part 2 — Keeping the strategy alive

The strategy is not written once and then set aside. As the hub delivers services and gathers evidence, that evidence is fed back into the strategy, so it continues to reflect the real, changing needs of the region. The mechanism is deliberately lightweight and repeatable: KTO Karatay University, as Work Package 2 lead, owns the update cycle. At each reporting period it gathers the latest evidence — Digital Maturity Assessment results, Test-Before-Invest cases, consultancy assignments and service feedback — reviews what has changed, updates the relevant parts of the strategy, and records the result as a new, dated version. This document is published openly on [edihanadolu.com](http://edihanadolu.com) and refreshed each reporting period, so the link between evidence, strategy and action stays transparent for our beneficiaries, partners and the wider EDIH network.

### Document control — version history

| Version | Date          | Change                                                 | Owner       |
|---------|---------------|--------------------------------------------------------|-------------|
| v1.0    | January 2026  | Initial strategy, based on the Regional Needs Analysis | KTO Karatay |
| v1.1    | RP2 (planned) | Incorporates RP1 DMA findings and service feedback     | KTO Karatay |

Version 1.0 corresponds to the published [EDIH-Anadolu Regional Digital Transformation Strategy Report](#), available on [edihanadolu.com](http://edihanadolu.com).

### Update procedure

**Owner:** KTO Karatay University (WP2 Lead)

**Inputs:** DMA results · Test-Before-Invest cases · consultancy assignments · service feedback · KPI data

**Frequency:** Every reporting period (at least annually)

**Output:** A version-numbered, dated strategy plus a shortchange note

### STEPS

- 1. Collect the period's data from WP3 / WP4 / WP5.
- 2. Analyze the findings and review priorities.
- 3. Update the relevant sections of the strategy.
- 4. Assign a version number and date; update the control page.
- 5. Share with the consortium and publish on the portal / website.

**Note:** *the mechanism and versioning structure are in place now; version 1.1 is the planned RP2 output of this cycle.*