FP7-contract n°: 632738

D2.3- REPORT 1 ON PROGRAMME LEVEL COLLABORATION WITH OTHER PROJECTS

Abstract

This document reports the collaboration developed at Programme level during Year 1 with the other actors of FIWARE on *SME Engagement Services* and *Coordination of the sub-grants*.

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1　Introduction

This document concerns WP2 (PPP-Networking and SME support). It addresses the liaison with the other actors of FIWARE in order to maximise the efficiency of the Programme and includes the contribution to the relevant groups set-up for this purpose.

Within WP2, this document reports the work implemented in the past 12 months in the following tasks:

　　　-T2.3 Collaboration on SME Engagement Services,

　　　-and T2.4 Programme sub-grants coordination.

2   Collaboration on SME Engagement Services

Task T2.3 involves the liaison with other FIWARE projects (accelerators and CSAs, especially FI-BUSINESS) to provide a full quality service to support the SMEs in various business aspects (innovation, entrepreneurship and business modelling, training and education, business sustainability, etc) providing various coaching along project duration.

Although the initially considered SME Engagement Task Force coordinated by CONCORD was discontinued, direct collaboration of those matters has been continued directly with FI-BUSINESS.

FI-BUSINESS offers business support to FIWARE Accelerators in terms of:
- Boot camps (3 days' events offering workshops, coaching, pitching, networking opportunities to accelerators' beneficiaries;
- E-pitches (online pitching sessions – often thematic on specific sectors - with feedback report from experts);
- Investment forum (linked also to beneficiaries selected through e-pitches);
- Training webinars/recorded streams;
- One2one coaching sessions.

FI-C3 used the training & coaching platform provided by FI-BUSINESS. FI-C3 got 11 vouchers for coaching. Each voucher represents half a day (4 hours) of coaching on a specific business topic, via online tools or face2face meetings. **One voucher has been allocated to the FIGlass project** at the second evaluation meeting (1-2 July 2015), the remaining vouchers are kept for the sub-grantees of the second call.

FI-C3 invites sub-grantees to attend the events organised by FI-BUSINESS and other relevant partners:
- FI-C3 informs FI-C3 beneficiaries about upcoming **bootcamps**. Vouchers (limited in number) are assigned on the basis of chronological order of Expression of Interests collected;
- FI-C3 informs their beneficiaries about (streamed) **Webinars**
- FI-C3 signals **ePitching events** to targeted beneficiaries, filtered on their application domain:
  - 10 Jun 2015 : ePitch "eHealth"
  - 22 Jul 2015 : ePitch "Agrifood"
  - 02 Sep 2015 : ePitch "Creative & Media"
  - 14 Oct 2015 : ePitch "Smart Cities "
  - 25 Nov 2015 : ePitch "Social & Education".

FI-C3 supports the set-up of a central coaching platform. FI-C3 has invited coaches to subscribe to the FI-BUSINESS Venture Development System. FI BUSINESS handles the on-boarding. Start-ups/SMEs selected by FI-C3 received an e-mail with the information that they are able to book a coach on the FI-BUSINESS Venture Development System.

FI-C3 organised one-2-one coaching sessions, especially to support sub-grantees on specific topics that were flagged during the evaluation meeting, mainly related to business modelling.

On request of FI-IMPACT, FI-C3 gave instructions to the sub-grantees in order to fill the **IMPACT ASSESSMENT SURVEY**. The aim of this survey was to support analysis of the overall impact of the FI-PPP Phase 3. The survey was completed by 22 June 2015.

As an output of the A16 meeting held in Paris (11 & 12 June 2015) working groups were decided to plan events at vertical and geographical level to increase the market exposure of the projects. 2 Pilots have been selected for geographical level: Portugal and Belgium. **FI-C3 is directly concerned by the Belgium pilot**.
Up to date one meeting was held by 10 August to start the discussion how and when we can build that FIWARE community. FI-C3 is willing to contribute to that action.

3   Programme sub-grants coordination

The coordination activities at FI-PPP programme level are implemented through the **Steering Board** and the **A16 meetings**.

The **Steering Board** is the only coordination instrument remaining from the previous FI-PPP phases (the Architecture Board has been discontinued). It includes all the actors of Phases 2 and 3. That Steering Board holds a 2 hour telephone conference approximately every month and a half (Oct 2014, Jan 2015, July 2015) and alternatively physical meetings (Munich in Sept 2014 just before ECFI 2, Berlin in Nov 2014, Vienna in May 2015). FI-C3 participated to those meetings. Another physical meeting is planned in Frankfurt on 22 Sept 2015. The main topics addressed by the Steering Board are indicated below.

In Sept 2014 and Oct 2014, the first Steering Boards focussed the first call preparation (calls were planned approximately at the same period for accelerators) and associated FIWARE events organised to launch and publicise the programme.

In Nov 2014, the programme actors focussed their attention on the support the CSAs will bring to the accelerators. The preparation of ECFI3 was also started.

ECFI3 preparation was continued in the Steering Board of Jan 2015. The results of the first Call were also shared within the community of accelerators.

In May 2015 all the first calls were then completed and lessons were learnt from those results. Some time was devoted to the FIWARE upcoming events, and especially the last details of ECFI3.

In July 2015 : the progress of ECFI3 was still on the agenda. A presentation of the communication workshop held in Madrid 7th July was also provided.

Besides the Steering Board, the **community of the 16 accelerators (A16)** was created to provide some formal existence to the spontaneous collaboration that started between the accelerators immediately after the "negotiation" meeting in Brussels (6 -7 March 2014) organised by the Commission, where the phase 3 actors met for the first time. Then the A16's took the decision to meet regularly (roughly every 3 months).
Prior to the signature of the Grant-Agreement between the European Commission and FI-C3 and after the start of the project, FI-C3 participated to those meetings:

- **Barcelona 5-6 May 2014**:

This was the first meeting with all the 16 accelerators and was the opportunity to meet all of them.
No formal decision was made but it was the possibility to exchange with the other accelerators and to take some advice from them or from (external) advisors.
During this meeting FI-C3 clarified how to solve the cash potential issue to fund sub-grantees above 85% (15% of the budget will not be available from the Grant agreement before approximately six months after the end of the contract). It was accepted to state clearly in our documents that the remaining 15% will be paid to the sub-grantees only after payment from the European Commission to the accelerators. That position was followed by many accelerators during this meeting.
The accelerators requested support from FIWARE in order to help them in their communication.

- **Berlin 16-17 July 2014** :

Prior to this meeting in Berlin, FI-C3 shared with all the 16 accelerators a draft sub-grant agreement model for possible use between FI-C3 and the sub-grantees. The reactions were very positive (some relevant remarks were taken into account). As a result many accelerators built their contract models form on that draft.
Ogilvy was introduced to the 16 Accelerators and explained they were preparing a new, clearer, website release. Support in term of communication was taken as a priority and managed in a professional manner (that request from the previous meeting in Barcelona had then been well addressed).
One important point raised during this meeting and shared by all the accelerators was the Enablers Terms & Conditions. It was pointed out that the T&C were not clear at all. That situation could lead the SMEs to

divert from applying to the accelerators. This point was taken seriously and has been worked during the whole summer.

An important information shared by FIWARE was the introduction of *FIWARE coaches* dedicated to the accelerators. And before leaving the meeting, it has been decided to promote "FIWARE" as a brand and to not use "FI-WARE" any longer.

- **Coimbra 27-28 November 2014** :

That meeting addressed (among other topics) the issue of facts and figures concerning the first Open Calls as well as KPIs, benchmarking and share of Call experiences within Accelerators. It was then decided to share with FI-IMPACT the results of the call in order to provide statistics. As an output of the meeting a dashboard was prepared in order to get immediate results after the next open calls. FIWARE overview presentations were also made available under a slide share. The need for improved coordination between all the FI-PPP stakeholders was also stressed.

- **Paris 11-12 June 2015** :

That A16 meeting focussed "success stories". It was the opportunity for the accelerators, after several months of development by the projects selected, to discuss and share experiences on potential success stories and best practice identification.

This meeting led also to the decision to have an open source community in order to reinforce confidence of the projects and also to convince those which are not yet part of the programme.

The message received and shared by all was:
- "We must be a community,
- We must focus on the success of the companies,
- Don't lose time and money with companies not showing any progress".

A FIWARE success story assessment process was decided (the process guidelines were then approved by the Steering Board of 16 July). In August 2015, FI-C3 proposed 6 success stories (out of the 12 projects selected in Call 1) to take part to that assessment (those success stories are reported in deliverable *D6.2-First sum-up for project outcomes and successful story dissemination*, doc FI-C3-034-V1.0).

The FIWARE Press office Ogilvy also introduced a new unified communication strategy in order to improve our dissemination impact so to be stronger, more credible and more visible.

The FIWARE partners were invited to send to the Press Office any information they wanted to publish through the FIWARE channel (the Press Office will also send information to be circulated through FIWARE partners to improve visibility).

Working groups were also setup to plan events at vertical and geographical level in order to increase the market exposure of the projects (see section 2). 2 Pilots have been selected for geographical level: Portugal and Belgium (FI-C3 is specifically concerned by the Belgian pilot).

T2.3 includes also the maintenance of a **project dashboard** addressing the data concerning the sub-grants that can be relevant to consolidate at programme level. Recent enquiries for which FI-C3 has provided information concern **FIWARE technology priorities** and **FIWARE usage**.

On 29 June 2015 FI-C3 provided the Commission with the answers of the start-ups and SMEs in the accelerator to a questionnaire which goal is to identify FIWARE technology priorities. In addition to their priorities in matter of technologies, the projects expressed their request (and concern) for a commercial FIWARE infrastructure.

Another recent enquiry, addressing **FIWARE usage,** was completed in August 2015. It was initiated by the FIWARE team and coordinated by the FIWARE coaches. 10 FI-C3 projects (out of 11) answered to the self-assessment phase of that enquiry, which places FI-C3 as the second rank for information return. Based on those answers, the FIWARE coach completed the scoreboard for those projects, encompassing various criterions such as:
- the use of FIWARE lab and global instances
- the degree of integration of selected enablers

- the selection of enablers in respect to the company needs
- the use of the NGSI standardised interfaces
- the use of Specific Enablers from use case projects.

The histogram[1] of achieved scores (for the whole programme), is provided on Figure 1, whereas results obtained by FI-C3 SMEs are given in
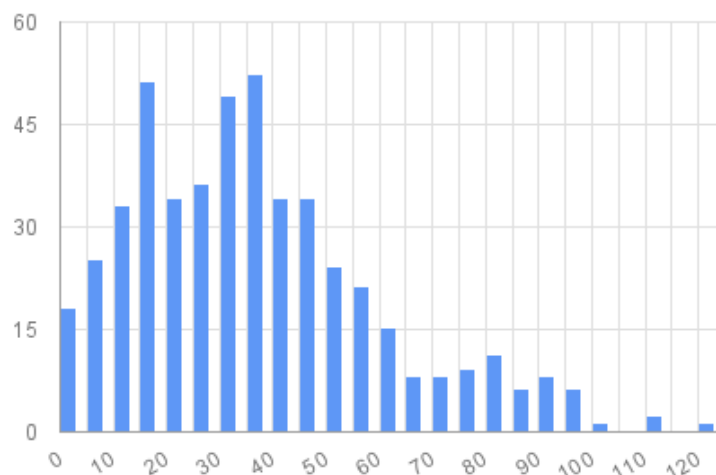
Table 1.

Figure 1 : Histogram of total score obtained within the self-assessment survey

Hostabee	97
FiGlass	80
smarttaxi	60
Zebra	47
Alzhup	40
SmartPArking	37
Motosmarty	35
Yagram	23
NEVEO	19
Guide Me Right	16
Oliva card	7

Table 1 : FI-C3 achieved scores

It is interesting to note that 2 FI-C3 projects are in the top quartile of that ranking.

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[1] That histogram is extracted from the self-assessment survey (1st phase of the enquiry), since the data may be corrected by the FIWARE coaches, the histogram may vary.