Impact Analysis for the Future Internet

Motivations, Methods & Tools

Helping You Identify Your Potential

This Presentation

Presentation Objectives

1. **Review** FI-Impact’s Objectives
2. **Describe** the Ecosystem of the Future Internet PPP
3. **Describe** the methodology we are following
4. **Review** Phase III Organization
5. **Mapping** of the Accelerators intentions, calls and methods
6. **Look** at the results on an on-going basis
7. **Share** a common view of Self-Assessment tools and KPIs
8. **Review** value for al FI-PPP stakeholders

Presentation Structure

Description of The FI-PPP and FIWARE

- Program Architecture
- Phases
- FIWARE
- Call 4

FI-Impact

- Need for an Impact Assessment
- Methodology
- The Market according to FI-Impact
- Self-Assessment tool and KPIs

Mapping and Data Collection

- The Accelerators
- Accelerator Call Mapping
- Single Accelerator Plans

The Tools We Are Using

Where We Are In The Presentation

Description of The FI-PPP, ITS Phases and FIWARE

- Program Architecture ←
- Phases
- FIWARE
- Call 3 Results

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Mapping and Data Collection - The Accelerator Projects

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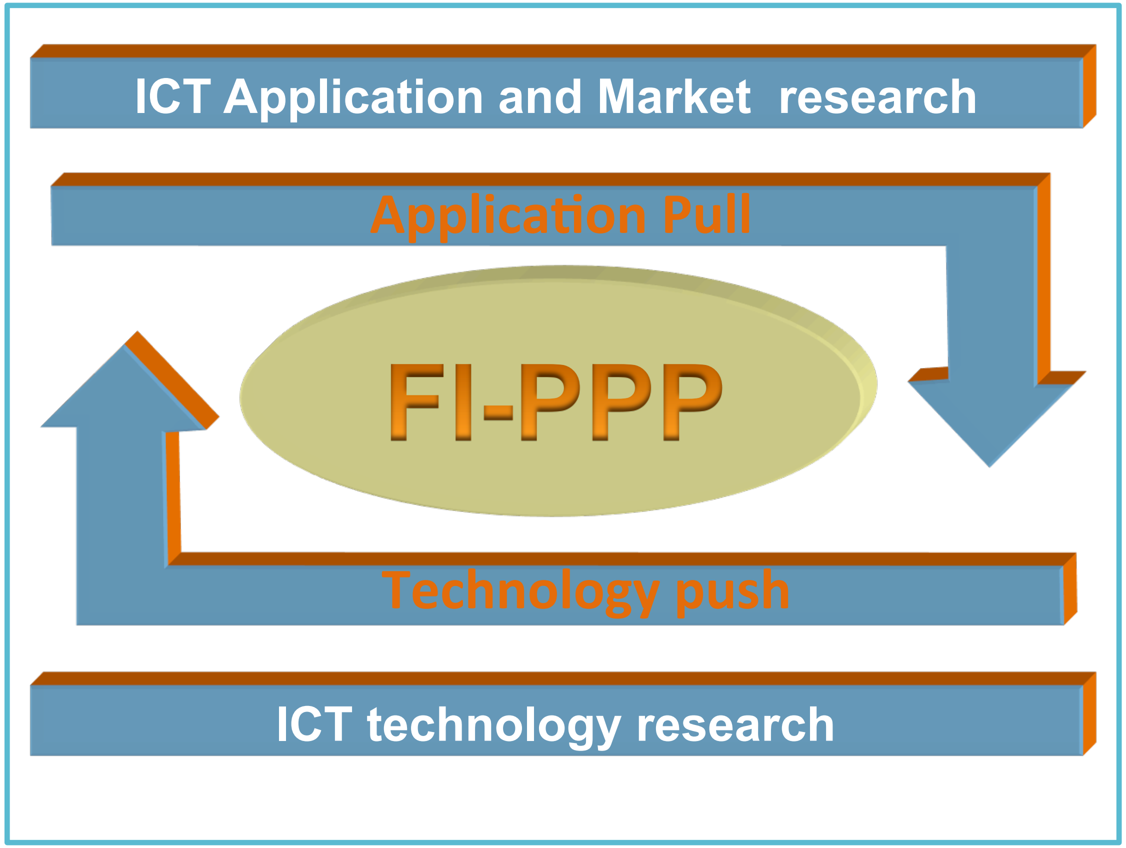
The Tools We Are Using

Need for the FI-PPP



ICT Application and Market research

Application Pull

FI-PPP

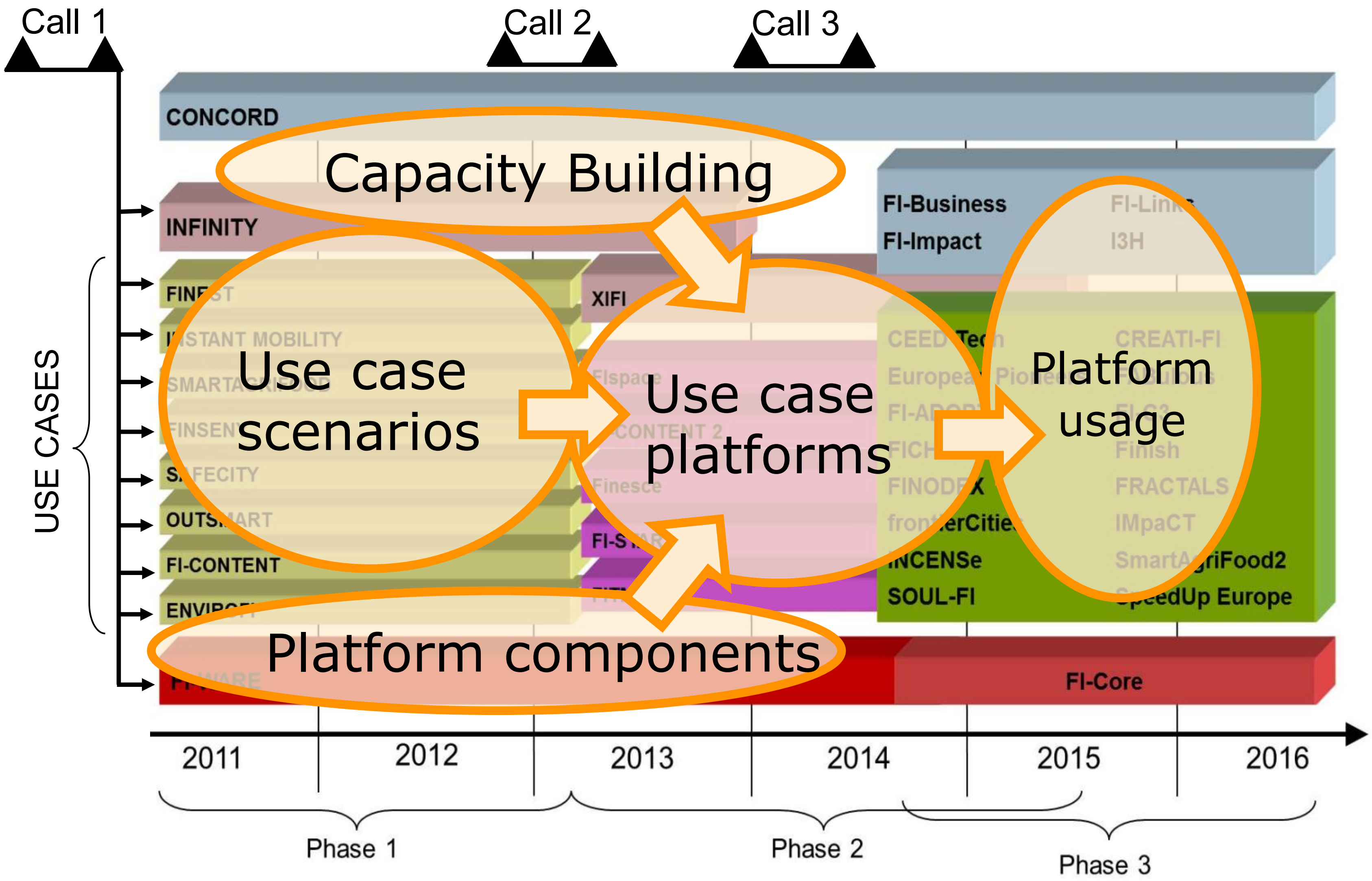
Technology push

ICT technology research

Accelerate sustainable technological innovation

Make Europe a world leader in Future Internet technologies

FI-PPP Today


Call 1
Call 2
Call 3
USE CASES
CONCORD
INFINITY
FINEST
INSTANT MOBILITY
SMARTAGRIFOOD
FINSENY
SAFECITY
OUTSMART
FI-CONTENT
ENVIROFI
FI-WARE
XIFI
FIspace
FI-CONTENT 2
Finesse
FI-STAR
FI-Business
FI-Impact
FI-Links
I3H
CEED Tech
European Pioneers
FI-ADOPT
FICHe
FINODEX
frontierCities
INCENSe
SOUL-FI
CREATI-FI
FABulous
FI-C3
Finish
FRACTALS
IMpaCT
SmartAgriFood2
SpeedUp Europe
FI-Core
2011
2012
2013
2014
2015
2016
Phase 1
Phase 2
Phase 3

Capacity Building

Use case scenarios

Use case platforms

Platform usage

Platform components

Where We Are In The Presentation

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The Tools We Are Using

Implementation

Phase 1 / Call 1
- budget € 90 M

Phase 2 / Call 2
- budget € 80 M

Phase 3 / Call 3
- budget € 130 M

Technology Foundation
FI-WARE

8 Use Case Scenarios

Capacity Building
INFINITY

Programme support
CONCORD

Use Case Scenarios – Phase 2 **5 areas,**

€ 13.5 M, 2 years

Capacity Building

€ 12.5 M, 2 years

Expansion of Use Cases
16 projects**, € 80 M total, 2 years**

Technology Foundation Extension and Usage
- 1 IP, **€ 40 M, 2 years**
- 2-5 CSAs, **€ 7 M total**

Where We Are In The Presentation

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The Tools We Are Using

FIWARE the Open Service Platform

FIWARE IS:

- Open multi-Vendor Development Platform

FIWARE HAS:

- 13 large scale Use Cases
- A catalogue of 100s of semi-finished customisable components
- 400 people working full time across Europe from 2011

In Phase III we Now have:

- Innovation community with more than 1000 entrepreneurs
- An Ecosystem of technologists, trainers, business mentors, Investors
- Based on advanced technologies (IoT, Big Data, Cloud Computing, ..)

Technology

FIWARE platform

+

People

Innovation ecosystem

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- **Call 3 Results** ←

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The Tools We Are Using

Call 3 Results

121
Tot Proposals Submitted

117
Tot Proposals Eligible

672,211,754€
Tot Grant Requested

3
Large Scale Projects

2
Coordination Actions

90
Coordination Supporting Actions

22
Supporting Actions

Market Sectors Covered: Top 5

16	Multimedia
14	Smart Cities
9	Manufacturing
9	Transport
9	Smart Energy

Use Cases Covered: Top 5

14	FI-Content 2
11	FIspace
10	FINESCE
10	FI-Star
9	FITMAN

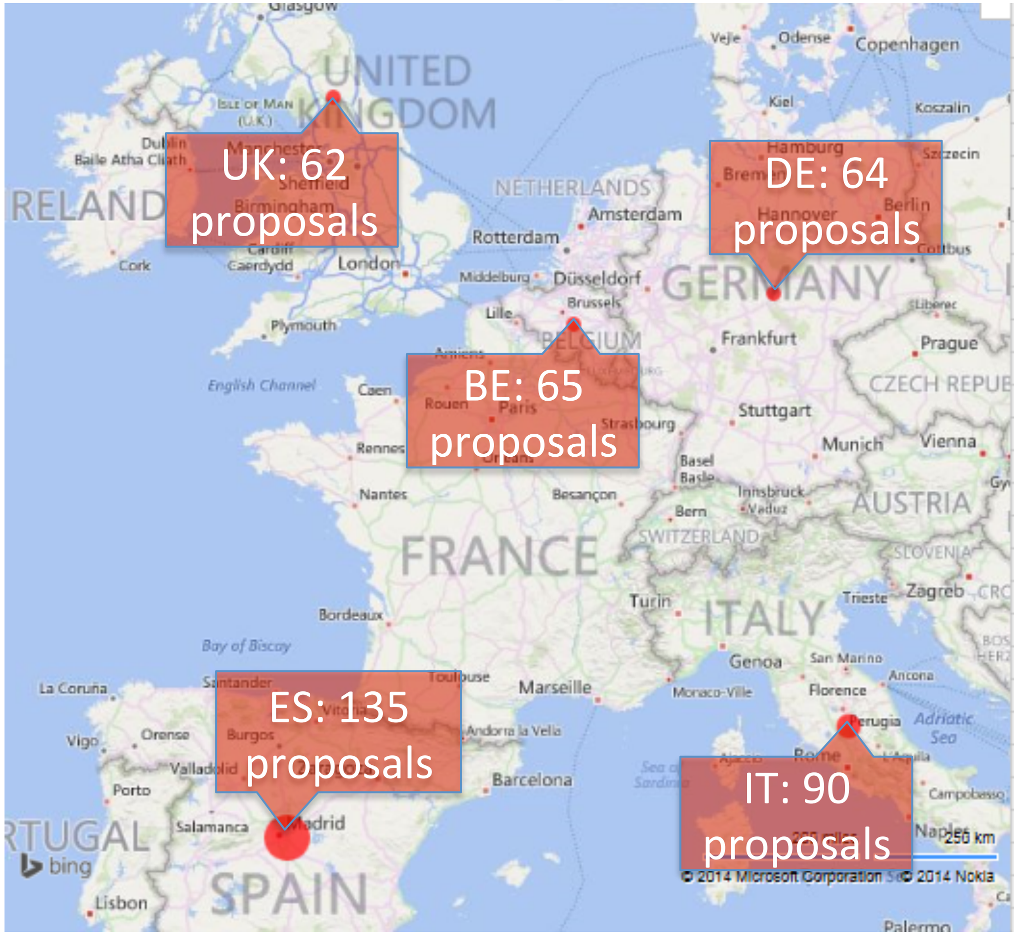
Technologies Covered: Top 5

8	Data/ Context
8	Interface to Networks/Devices
8	Cloud Hosting
7	IoT Service Enablement
7	Security

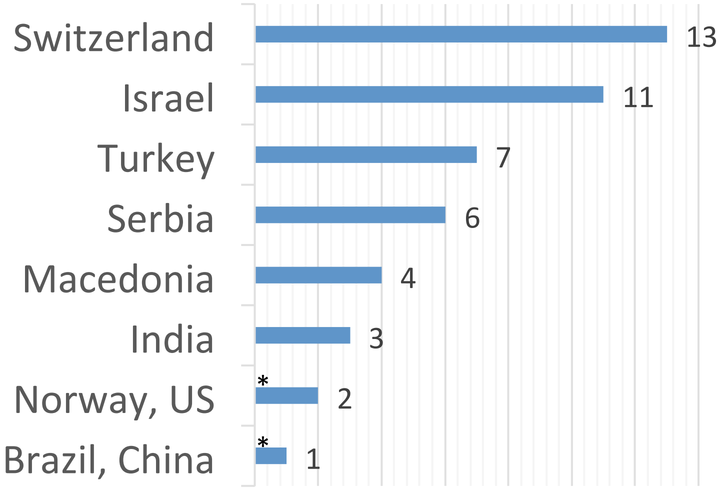
Analysis based on 47 proposals

Call 3 Results

Number of Proposals Submitted by EU28: Top 5 Country


UK: 62 proposals
DE: 64 proposals
BE: 65 proposals
ES: 135 proposals
IT: 90 proposals
UNITED KINGDOM
IRELAND
NETHERLANDS
GERMANY
BELGIUM
FRANCE
SWITZERLAND
AUSTRIA
ITALY
SPAIN
PORTUGAL
CZECH REPUB
SLOVENIA
bing
250 km
© 2014 Microsoft Corporation © 2014 Nokia

Number of Proposals Submitted Rest of the World



* = for each country

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The Tools We Are Using

Why an Impact Assessment

Public and Private Investment in SME/Entrepreneurs must be effective

European Economy dependant on SMEs

Technology Driving Lead Markets

Health and Survivability of SMEs is litmus test

First Measure Then Discuss Then Act

Socio-Economic Gain First: Keeping Our Eyes on the Ball

Why an Impact Assessment

Benefits for the EU

- Shows the Advantages of Meso-Level Impact Assessment
- Drill-Down Methodology Example to Use Across Different Programmes
- Analogies to Public Private Partnerships across EU

Benefits for Accelerators

- Validated Market Assessment Mechanism
- Knowing Your Chickens and Herding Your Cats
- Choosing success stories

Benefits for the FI-PPP

- Demonstrating Benefits to External Communities: Talking Points
- Standardised Across Programme for Better Measurement and Analysis

Benefits for SMEs

- Honest Broker Market and Sectorial Analysis
- Reality check for Existing Market Focus
- Seeing Market Potential to Tune Approach

Results Expected from FI-IMPACT

First	Defining factors responsible for creating Impact; exploring and documenting technological and economic *ex-ante* market potential and up to 2020;
Second	Mapping the FI-PPP Phase III ecosystem, the Accelerator projects: their planning, geographical and sectorial coverage, timing, and their sub-call funding mechanisms;
Third	Collecting and mining data from the complete *corpus* of sub-call proposal's to characterize the stakeholders, the technical and business coverage of the Phase III;
Fourth	Providing an automated assessment tool, driven by a set of community accepted KPIs allowing SMEs and Web entrepreneurs to monitor and measure their progress and potential impact;
Finally	Identifying good practice in a short list of 50 projects and highlighting up to 10 SMEs and Web entrepreneurs success stories with a wide-reaching media campaign.

Impact Assessment and Data Collection

Impact Analysis

1. Tried and tested methodology;
2. Provide detailed instructions to execute study;
3. Map initiatives and objectives;
4. Define, collect and assess relative KPIs;
5. Assess impact and refine KPIs and Methods

Forecasting to 2020

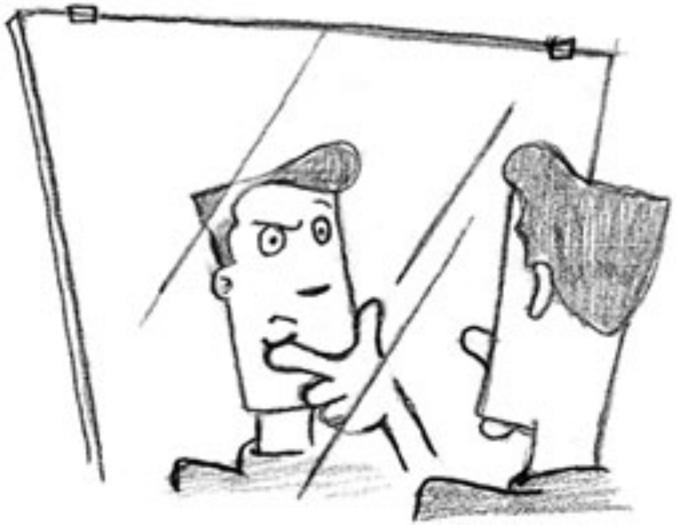
1. Principle Technical, Organizational, Economic and Social Trends affecting FI-PPP initiatives;
2. Market and demand growth trends;
3. Alternative scenarios respecting the main trends;
4. Quantitative impacts on GDP and employment.

BETTER
GOOD
BEST

Community Assessment and Tools

Self-Assessment Tools

1. On-line data collection and Analytics;
2. Initiative Comparison;
3. Strong/Weak point identification;
4. Links to excellent process methodology.



Public On-Line Repository

1. Data collection templates
2. Detailed methodological Overview
3. Analytical tool code
4. Usage Manual
5. Project results

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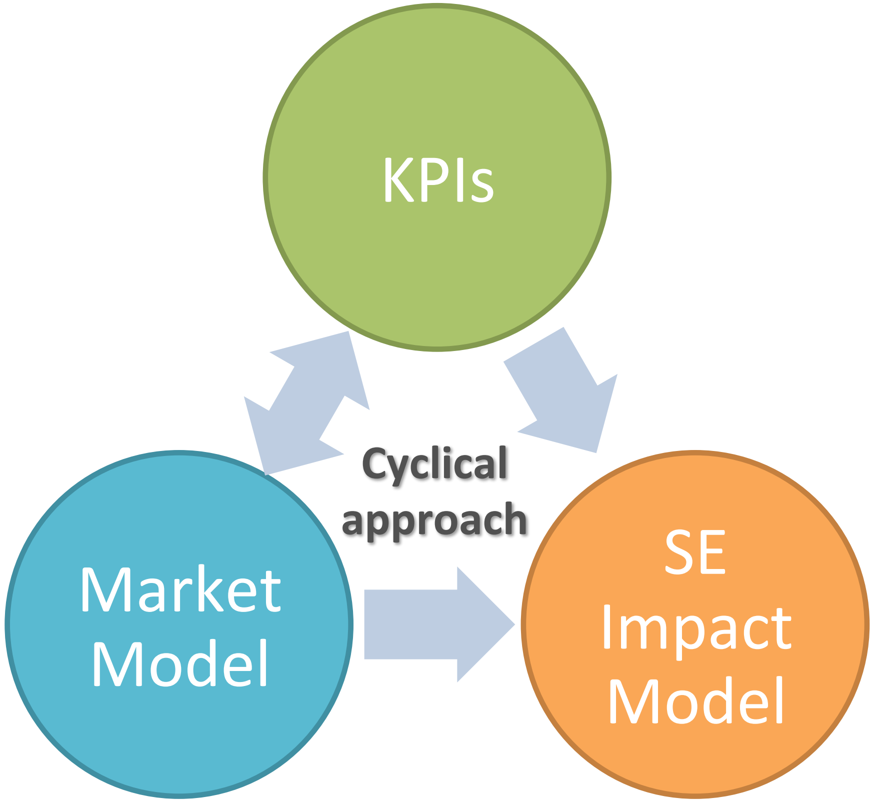
The Tools We Are Using

Impact Assessment Methodology

Three interdependent components of the Methodology Framework:

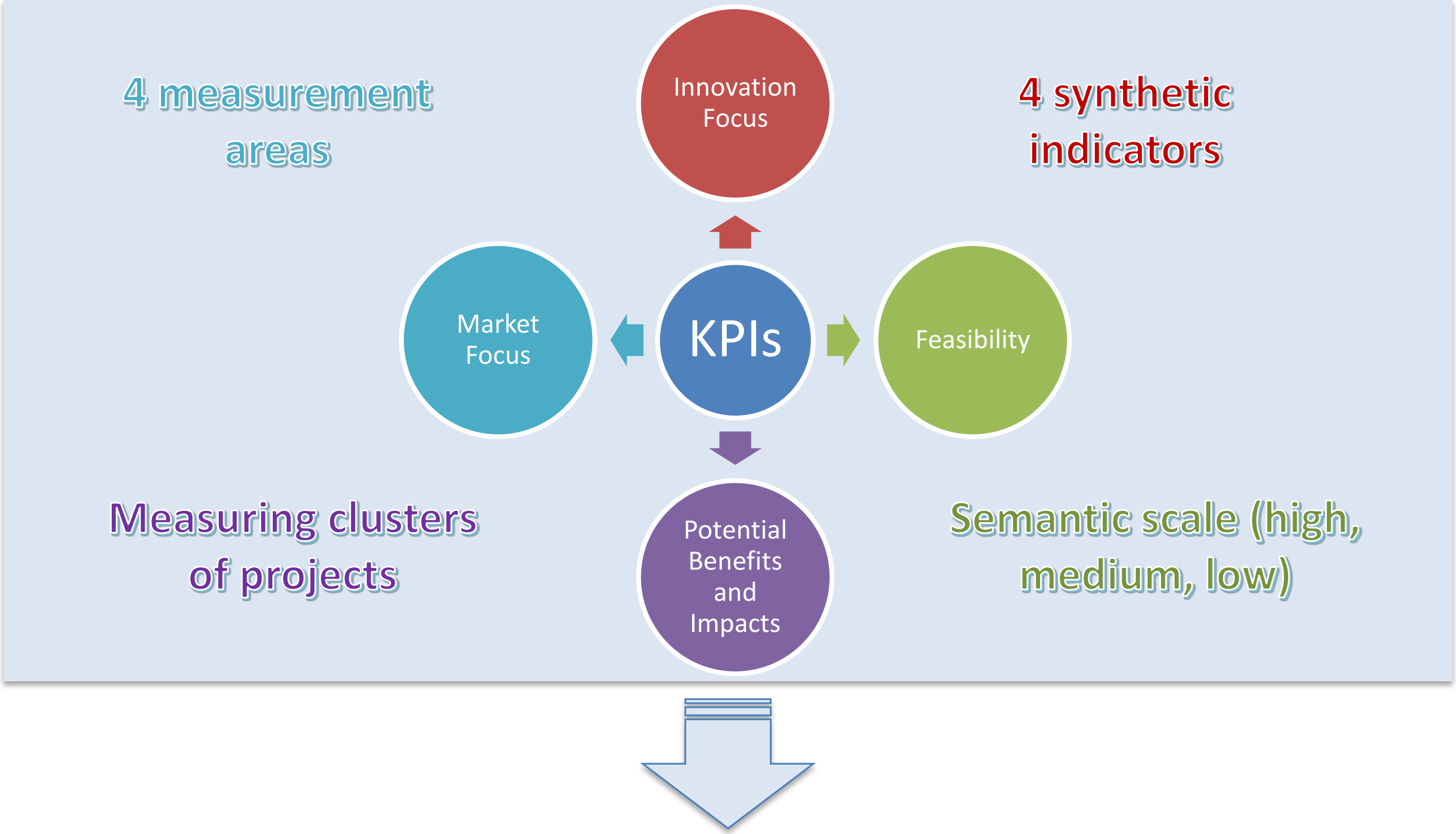


1 To estimate the Phase 3 projects' potential **take-up**, target **markets**, **demand drivers**, potential **revenues**

2 To assess the potential direct, indirect and induced **impacts** of the Phase III projects: **macro-economic, social** and **scientific** impacts, and users' **benefits**

3 To measure the **readiness** of the Phase III projects to achieve their objectives and potential impacts with reference to objective **benchmarks**

KPIs Measurement Methodology


Innovation Focus
Market Focus
KPIs
Feasibility
Potential Benefits and Impacts

4 measurement areas

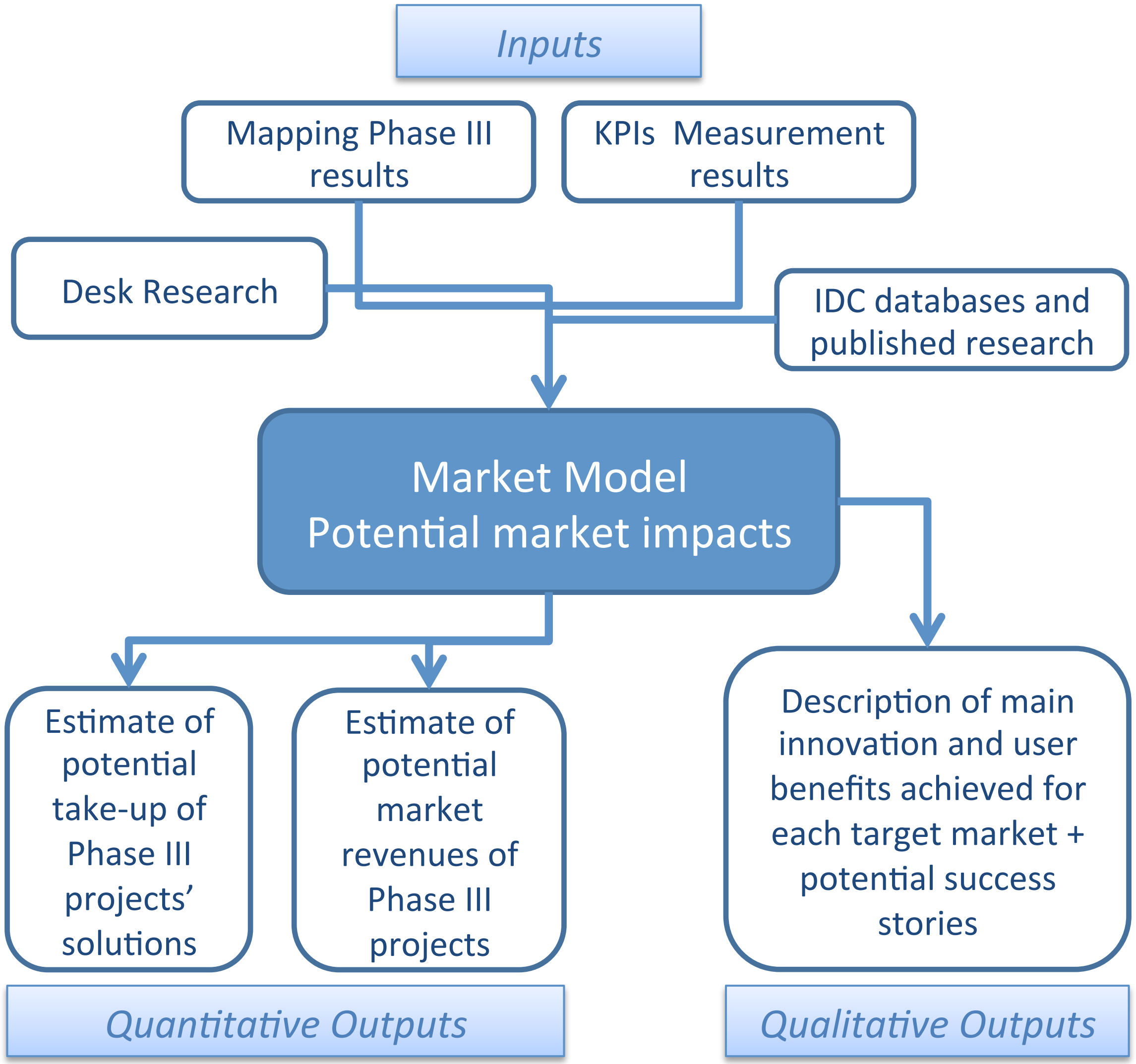
4 synthetic indicators

Measuring clusters of projects

Semantic scale (high, medium, low)

Identification and promotion of **good practices** and potential **success stories**

Market Model Methodology



Inputs

Mapping Phase III results

KPIs Measurement results

Desk Research

IDC databases and published research

Market Model
Potential market impacts

Estimate of potential take-up of Phase III projects' solutions

Estimate of potential market revenues of Phase III projects

Description of main innovation and user benefits achieved for each target market + potential success stories

Quantitative Outputs

Qualitative Outputs

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The Tools We Are Using

Future Internet Technologies

We define the **EU Internet Industry** as a broad range of companies that provide technologies and services, enabling the use of Internet:

Internet network infrastr technology vendors

Internet-enabled device manufacturers

E-Commerce infrastructure providers

Telecoms and mobile providers

Internet-related software companies

Service companies

ISP and web hosting companies

SaaS and Cloud services companies

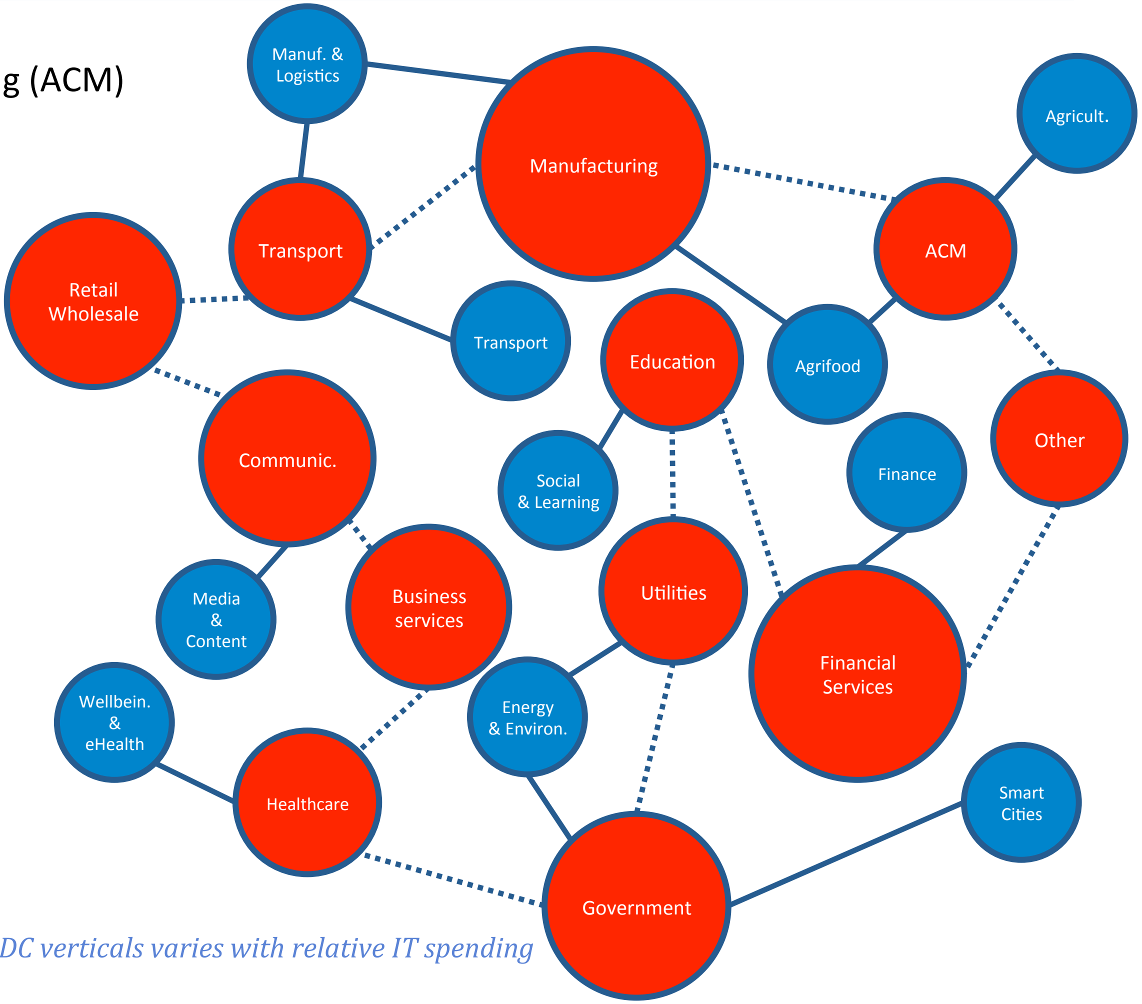
The Internet Industry consists of the companies that provide the technologies and services, which enable the use of the Internet for business, social interaction, connection of devices and other applications.

The Internet Market amalgamates the spending on Internet technologies and services to enable business processes, products and service delivery via the Internet, social interaction, other applications and solutions depending on Internet for connection between relevant parties and devices.

The Internet Economy refers to conducting business and consumer transactions that are dependent on the existence of the Internet

Vertical Segmentation

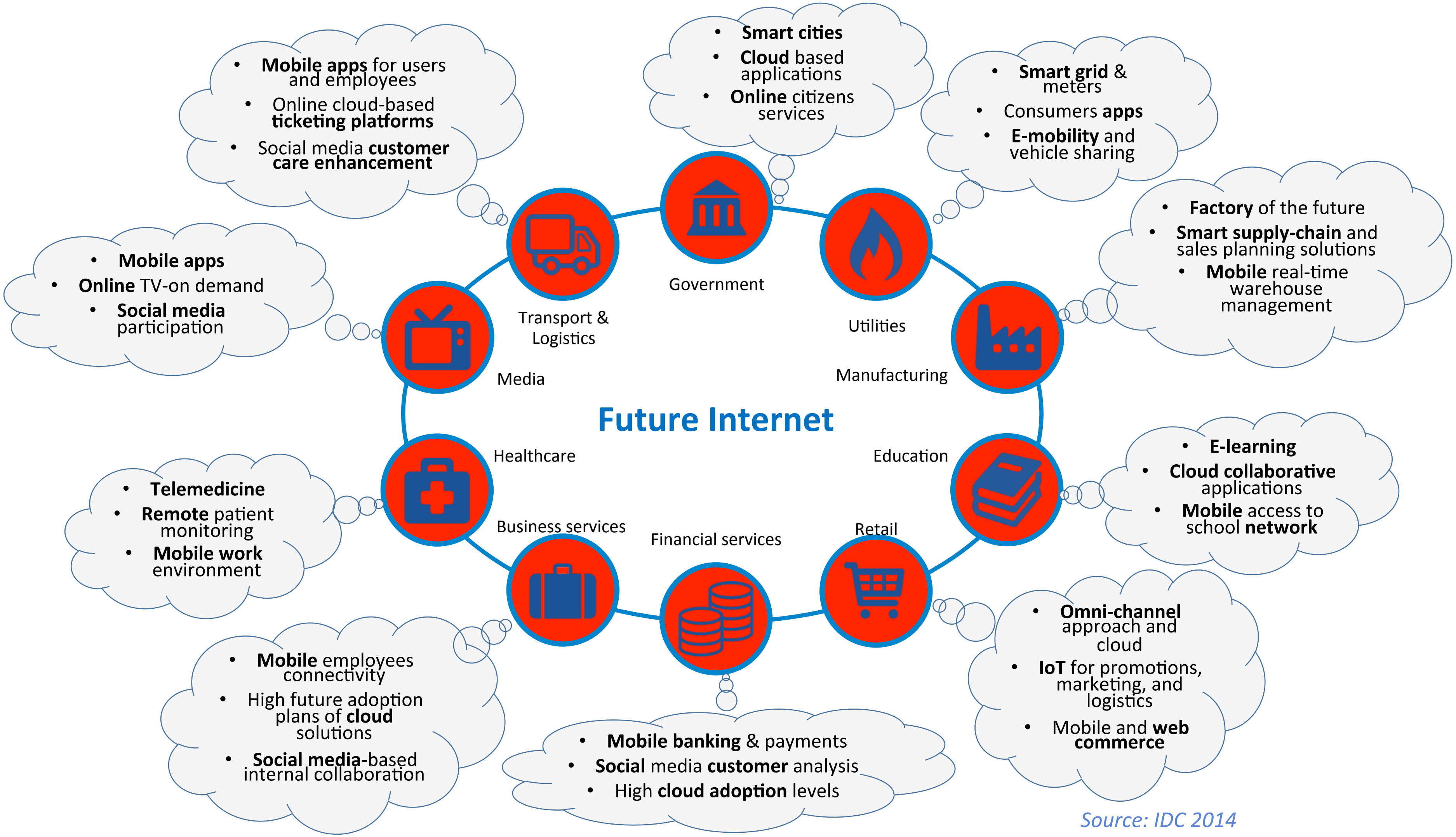
- Agriculture, Construction and Mining (ACM)
- Financial Services
  - Banking
  - Insurance
  - Other finance
- Government
  - Central Government
  - Local Government
- Communications
- Manufacturing
  - Discrete Manufacturing
  - Process Manufacturing
- Education
- Healthcare
- Retail/Wholesale
- Transport
- Utilities
- Business Services
- Other


Manuf. & Logistics
Manufacturing
Agricult.
Transport
ACM
Retail Wholesale
Transport
Education
Agrifood
Other
Communic.
Social & Learning
Finance
Media & Content
Business services
Utilities
Financial Services
Wellbein. & eHealth
Energy & Environ.
Healthcare
Smart Cities
Government

Dimension of IDC verticals varies with relative IT spending

Source: IDC Elaboration on FI-PPP Phase III data, 2014

FI Potential Applications



Future Internet

Media

- **Mobile apps**
- **Online** TV-on demand
- **Social media** participation

Transport & Logistics

- **Mobile apps** for users and employees
- Online cloud-based **ticketing platforms**
- Social media **customer care enhancement**

Government

- **Smart cities**
- **Cloud** based applications
- **Online** citizens services

Utilities

- **Smart grid** & meters
- Consumers **apps**
- **E-mobility** and vehicle sharing

Manufacturing

- **Factory** of the future
- **Smart supply-chain** and sales planning solutions
- **Mobile** real-time warehouse management

Education

- **E-learning**
- **Cloud collaborative** applications
- **Mobile** access to school **network**

Retail

- **Omni-channel** approach and cloud
- **IoT** for promotions, marketing, and logistics
- Mobile and **web commerce**

Financial services

- **Mobile banking** & payments
- **Social** media **customer** analysis
- High **cloud adoption** levels

Business services

- **Mobile** employees connectivity
- High future adoption plans of **cloud** solutions
- **Social media**-based internal collaboration

Healthcare

- **Telemedicine**
- **Remote** patient monitoring
- **Mobile work** environment

Source: IDC 2014

Future Internet – ICT Trends

Future Internet is strictly connected to **social media**, **cloud**, **big data/analytics**, **mobile**, and **IoT**. Understanding vertical markets' trend, propensity, and needs is essential to foresee **Future Internet projects' impact** on the market.

	Social Media	Cloud	Big Data/ Analytics	Mobile	IoT
Government	★	★★	★	★★	★★
Healthcare	★★	★★★	★	★★	★★
Transport	★	★★★	★	★★	★★★
Business Services	★	★★★★	★		★
Financial Services	★	★★★★	★★	★★★	★
Retail	★★★	★★★	★	★	★★★
Education		★★★	★	★	★
Media	★★★	★★★	★	★★	★
Manufacturing	★	★	★★	★★	★★★★
Utilities	★★	★★★	★	★★★★	★★★★

Laggards ★★★★ → Leaders

Source: IDC 2014

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The Tools We Are Using

Self-Assessment Tool

A learning Tool

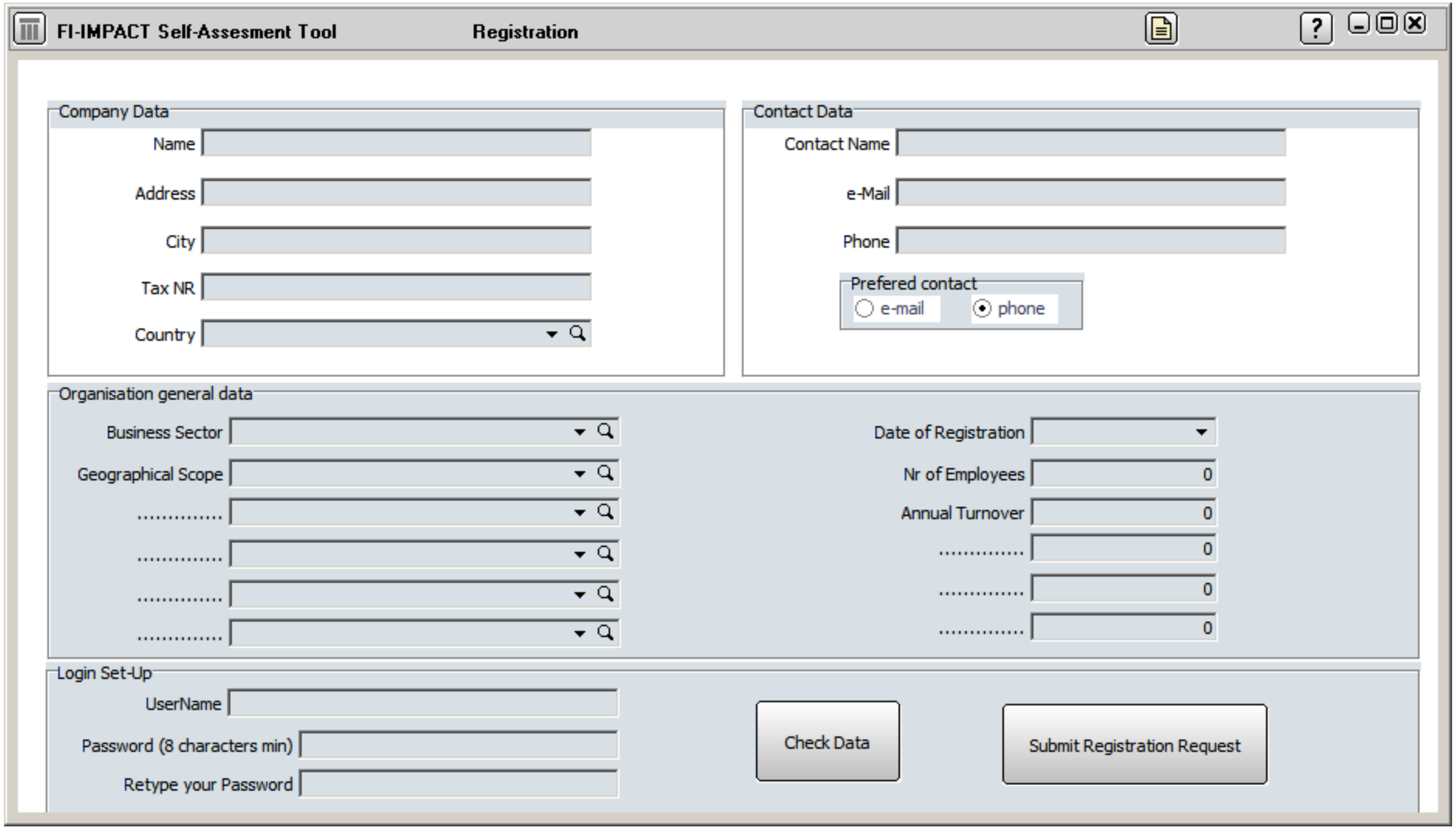
For SMEs and Entrepreneurs: to determine strengths and weaknesses through assessing their initiative on several key impact parameters and learn about ways to improve and increase their impact;

A monitoring Tool

For the General FI-PPP/FIWARE Community: to generate insights into strengths and weaknesses of Future Internet Public Private Partnership to detect which aspects of the FIWARE offering offer the highest potential and how initiatives are configured to exploit them.

- Registration
- Questionnaires
- Scoring
- Improvement
- Instructions and Parameters

Registration Mock-up


FI-IMPACT Self-Assesment Tool
Registration
Company Data
Name
Address
City
Tax NR
Country
Contact Data
Contact Name
e-Mail
Phone
Organisation general data
Business Sector
Geographical Scope
....
....
....
....
Date of Registration
Login Set-Up
UserName
Password (8 characters min)
Retype your Password
Check Data
Submit Registration Request

Prefered contact: ○ e-mail ● phone

Nr of Employees: 0

Annual Turnover: 0

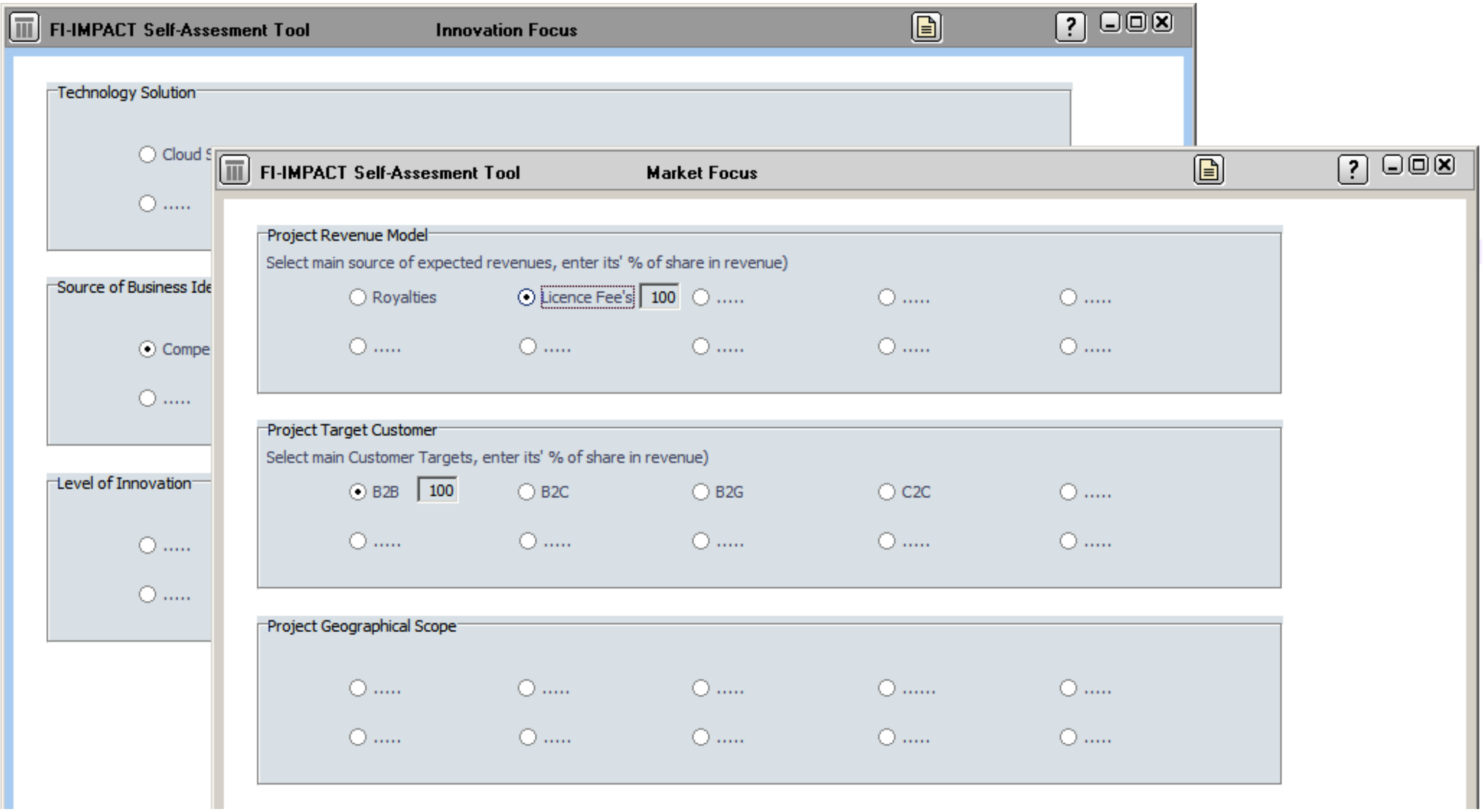
..............: 0

..............: 0

..............: 0

Questionnaire Mock-up

Simple questionnaire popups using multiple choice and number/text edit options to collect for Assessment relevant data:



FI-IMPACT Self-Assesment Tool **Innovation Focus**

Technology Solution

○ Cloud
○ .....

Source of Business Ide

● Compe
○ .....

Level of Innovation

○ .....
○ .....

FI-IMPACT Self-Assesment Tool **Market Focus**

Project Revenue Model

Select main source of expected revenues, enter its' % of share in revenue)

○ Royalties ● Licence Fee's 100 ○ ..... ○ ..... ○ .....
○ ..... ○ ..... ○ ..... ○ ..... ○ .....

Project Target Customer

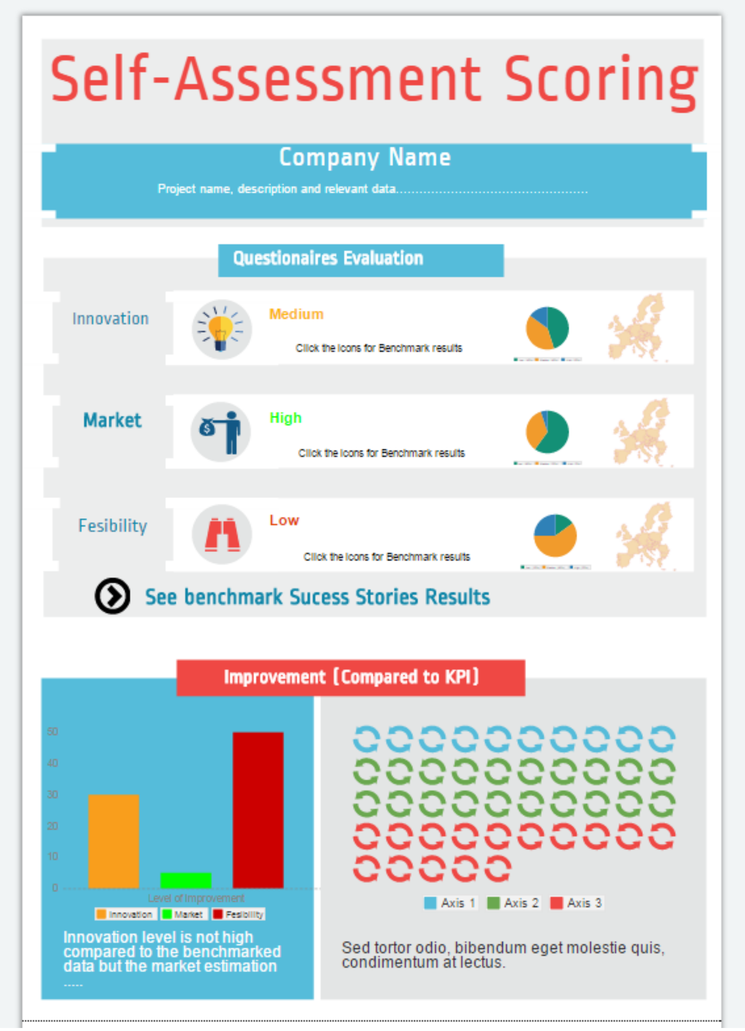
Select main Customer Targets, enter its' % of share in revenue)

● B2B 100 ○ B2C ○ B2G ○ C2C ○ .....
○ ..... ○ ..... ○ ..... ○ ..... ○ .....

Project Geographical Scope

○ ..... ○ ..... ○ ..... ○ ...... ○ .....
○ ..... ○ ..... ○ ..... ○ ..... ○ .....

Questionnaire Mock-up



Self-Assessment Scoring

Company Name

Project name, description and relevant data...

Questionaires Evaluation

Innovation — Medium — Click the Icons for Benchmark results

Market — High — Click the Icons for Benchmark results

Fesibility — Low — Click the Icons for Benchmark results

See benchmark Sucess Stories Results

Improvement (Compared to KPI)

Innovation level is not high compared to the benchmarked data but the market estimation .....

Sed tortor odio, bibendum eget molestie quis, condimentum at lectus.

Scoring

- Aimed at analyzing against Baseline data
- Compared using Benchmark Assesments
- Linked to Benchmark Success Stories

Improvement

- Outlining critical areas
- Proposing sollutions by extracting knowledge from better scorring Benchmarks

Instructions and Parameters

Each page will be accompanied by instructions on:

- What the sections of the User Interface are intended to do and how to use them
- how to enter data and
- how the KPIs are calculated

Each User Session is saved

- multiple iterations for scenario playing will be possible

Links to Success stories

- to help in identifying an initiatives relation to the program wide Impact Potential

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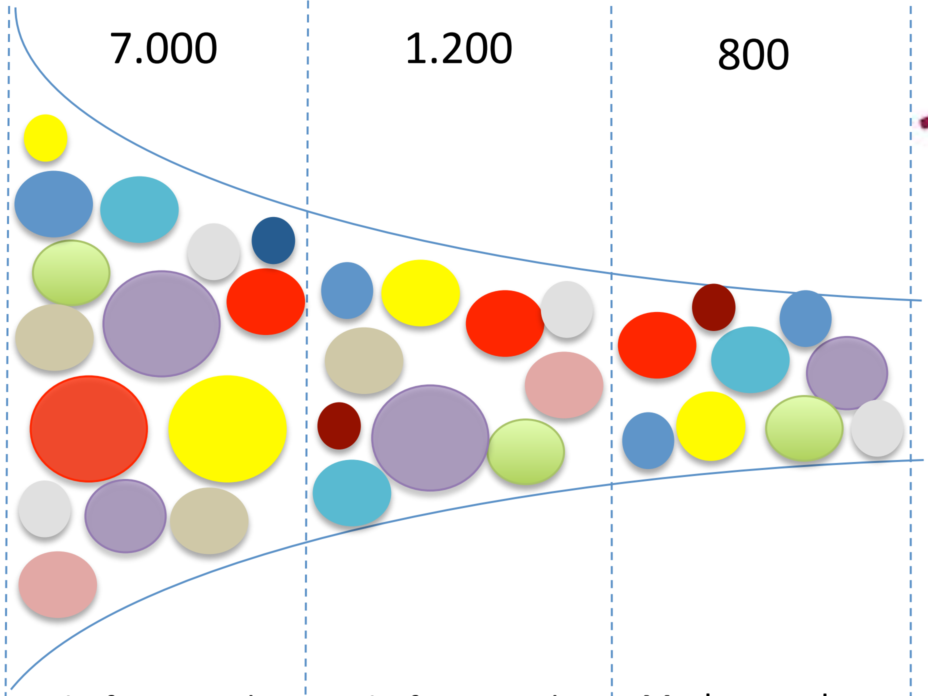
The Tools We Are Using

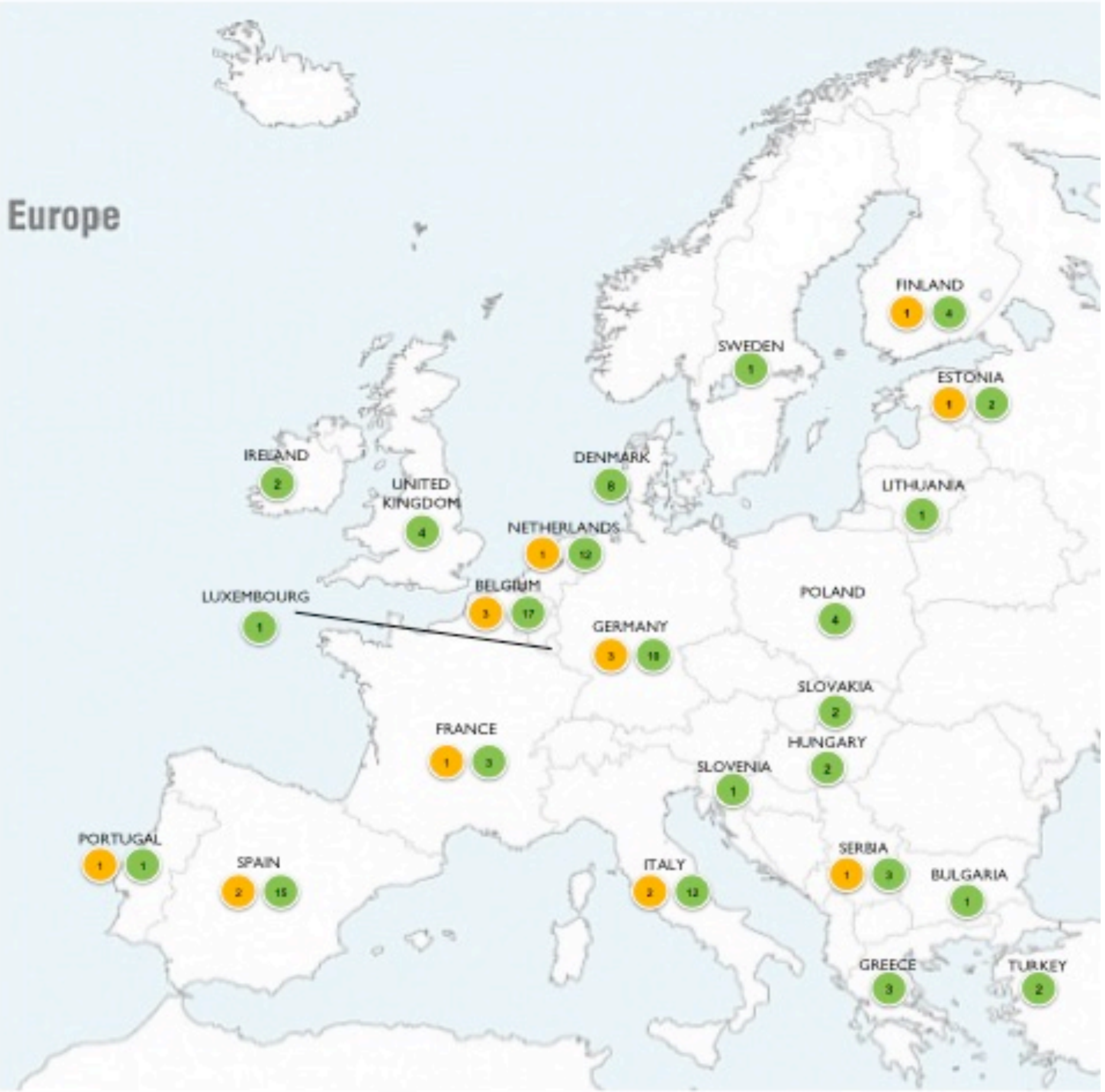
FI-WARE Accelerators



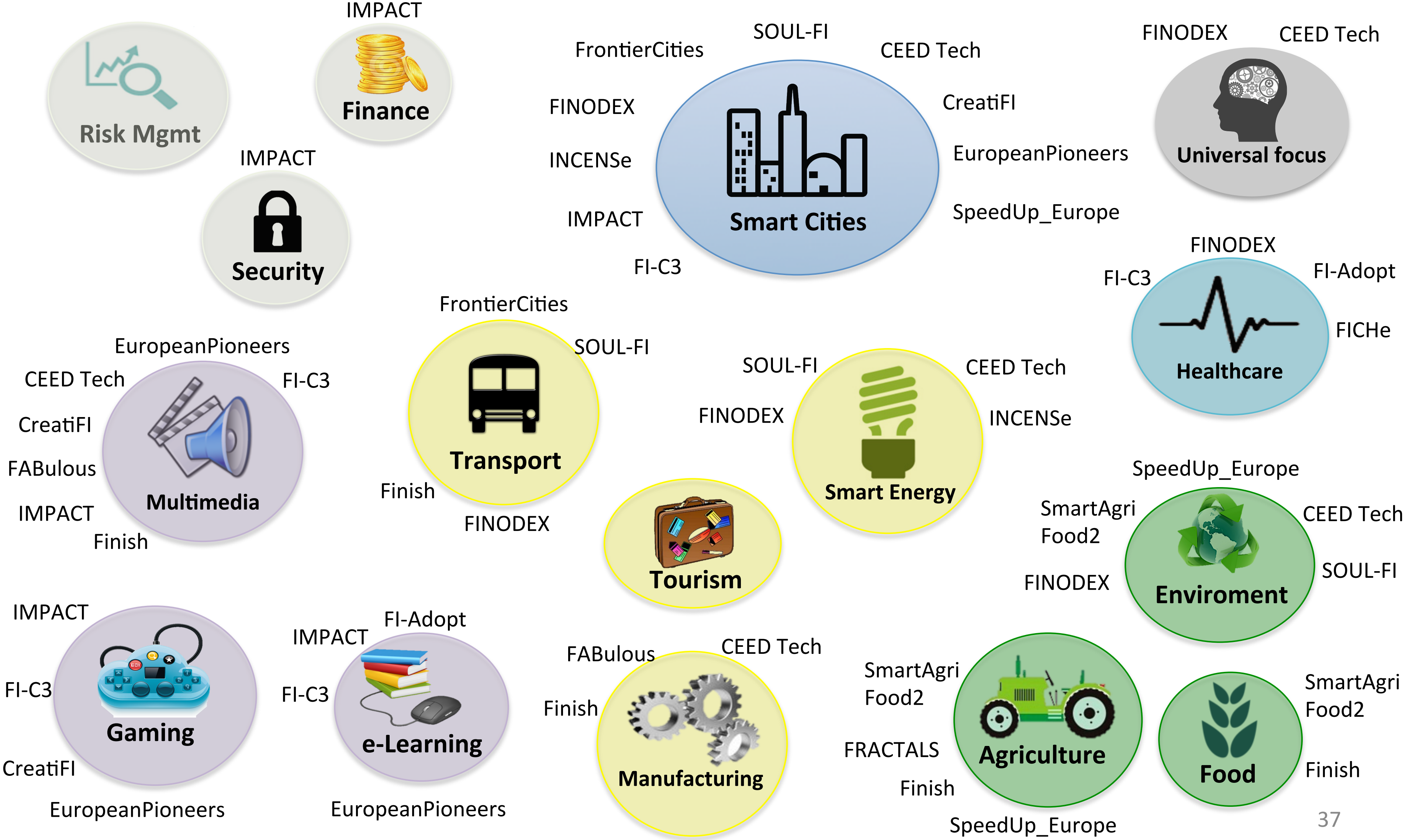
Partecipants	**Submission**	**1° step of selection**	**Go to market**	**FI-WARE Accelerators partners**
300.000	7.000	1.200	800	
SMEs, Start-ups and Entrepreneurs aware of the Open Calls	N° of proposals submitted	N° of proposals accelerated	Market ready or investment ready businesses	• 20 Accelerators + investors • 48 Innovation agencies + technology transfer • 16 FI Research centres • 18 Innovation consultants • 9 FI Technology providers

FI-WARE Accelerator Coverage

Country	Accelerators Coordinator	Consortium Partners
Belgium	3	17
Bulgaria	-	1
Denmark	-	8
Estonia	1	2
Finland	1	4
France	1	3
Germany	3	10
Greece	-	3
Hungary	-	2
Ireland	-	2
Italy	2	12
Lithuania	-	1
Luxembourg	-	1
Netherlands	1	12
Poland	-	4
Portugual	1	1
Serbia	1	3
Slovakia	-	2
Slovenia	-	1
Spain	2	15
Sweden	-	1
Turkey	-	2
United Kingdom	-	4


Europe
FINLAND 1 4
SWEDEN 1
ESTONIA 1 2
IRELAND 2
DENMARK 8
UNITED KINGDOM 4
LITHUANIA 1
NETHERLANDS 1 12
BELGIUM 3 17
LUXEMBOURG 1
POLAND 4
GERMANY 3 10
SLOVAKIA 2
FRANCE 1 3
HUNGARY 2
SLOVENIA 1
PORTUGAL 1 1
SPAIN 2 15
ITALY 2 12
SERBIA 1 3
BULGARIA 1
GREECE 3
TURKEY 2

Sectors covered by the Accelerators



Risk Mgmt

Finance
IMPACT

Security
IMPACT

Smart Cities
FrontierCities
SOUL-FI
CEED Tech
FINODEX
CreatiFI
INCENSe
EuropeanPioneers
IMPACT
SpeedUp_Europe
FI-C3

Universal focus
FINODEX
CEED Tech

Healthcare
FINODEX
FI-C3
FI-Adopt
FICHe

Multimedia
EuropeanPioneers
CEED Tech
FI-C3
CreatiFI
FABulous
IMPACT
Finish

Transport
FrontierCities
SOUL-FI
Finish
FINODEX

Smart Energy
SOUL-FI
CEED Tech
FINODEX
INCENSe

Tourism

Enviroment
SpeedUp_Europe
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CEED Tech
SOUL-FI
FINODEX

Gaming
IMPACT
FI-C3
CreatiFI
EuropeanPioneers

e-Learning
IMPACT
FI-Adopt
FI-C3
EuropeanPioneers

Manufacturing
FABulous
CEED Tech
Finish

Agriculture
SmartAgri Food2
FRACTALS
Finish
SpeedUp_Europe

Food
SmartAgri Food2
Finish

Accelerator funding - Overview

- FICHe; 6,2 M€
- Fractals: 5,5 M€
- SpeedUp Europe: 5,5 M€
- CEED Tech: 5M€
- Finish: 4,8 M€
- FI-C3: 4,5 M€
- SmartAgri Food2: 4 M€
- Frontier Cities: 3,9 M€
- IMpaCT: 6,4 M€
- INCENSe: 6,2 M€
- FABulous: 5,4 M€
- SOUL-FI: 5,1 M€
- CREAtiFi: 4,7 M€
- European Pioneers: 4,7 M€
- FINODEX: 4,6 M€
- FI-Adopt: 4,2 M€

Where We Are In The Presentation

Description of The FI-PPP, ITS Phases and FIWARE

- Program Architecture
- Phases
- FIWARE
- Call 3 Results

FI-Impact

- Need for an Impact Assessment
- Methodology
- The Market according to FI-Impact
- Self-Assessment

Mapping and Data Collection - The Accelerator Projects

- Accelerators
- **Accelerator Call Mapping** ←
- Single Accelerator Plans

The Tools We Are Using

Mapping - Legend

📢 Opening call

Selection phase

⌛ Call Closing

Number of Selected applications

👥 Number of expected applications

€ Total funding per application

Closed No call in this selection phase

Overview 1st Call

Accelerator	📢	⌛	👥	▽	👆	€
Fractals	11/2014	02/2015	80-100	03/2015	50-60	50 k – 150 k
Frontier Cities	11/2014	01/2015	200	05/2015	40-80	50 k – 150 k
SpeedUp Europe	09/2014	12/2014	200	01/2015	100	50 k – 70 k
FICHe	09/2014	10/2014	200	12/2014	80	15 k – 217 k
FInish	10/2014	12/2014	200	02/2015	20	50 k – 150 k
SmartAgri Food2	09/2014	11/2014	150	12/2014	50	40 k – 100 k
FI-C3	11/2014	11/2014	100	12/2014	15-20	25 k – 250 k
CEED Tech	09/2014	12/2014	600-800	02/2015	40-50	10 k – 280 k

Overview 1st Call

Accelerator	📣	⌛	👥			€
CREAtiFi	10/2014	11/2014	120-150	12/2014	60	10 k – 50 k
European Pioneers	09/2014	10/2014	100	12/2014	5	50 k – 250 k
FABulous	11/2014	12/2014	200	03/2015	100	18 k – 118 k
FI-Adopt	09/2014	10/2014	100	12/2014	12-32	50 k – 150 k
FINODEX	10/2014	12/2014	100-200	01/2015	50	10 k – 170 k
INCENSe	10/2014	01/2015	500	03/2015	14	50 k – 150 k
IMpaCT	09/2014	11/2014	250	12/2014	15-25	25 k – 100 k
SOUL-FI	09/2014	10/2014	150-200	12/2014	50	10 k

Overview of the 2nd call

Accelerator	📢	⌛	👥	▽	👆	€
Fractals	Closed					
Frontier Cities	Closed					
SpeedUp Europe	Closed					
FICHe	Closed					
FInish	03/2015	05/2015	200	08/2015	25	50k – 150 k
SmartAgri Food2	Closed					
FI-C3	06/2015	06/2015	100	07/2015	15-20	25 k – 150 k
CEED Tech	08/2015	09/2015	600-800	12/2015	40-50	10 k – 280 k

Overview of the 2nd call

Accelerator	📣	⏳	👥			€
CREAtiFi	08/2015	09/2015	30	10/2015	18	20 k – 100 k
European Pioneers	02/2015	04/2015	200	05/2015	10	50 k – 250 k
FABulous	06/2015	08/2015	200	09-12/2015	50	18 k – 78 k
FI-Adopt	12/2014	01/2015	120	03/2015	12-32	50 k – 150 k
FINODEX	05/2015	07/2015	100-200	08/2015	50	10 k – 170 k
INCENSe	07/2015	09/2015	500	11/2015	28	50 k – 1 50 k
IMpaCT	03/2015	04/2015	250	06/2015	15-25	25 k – 100 k
SOUL-FI	01/2015	03/2015	150-200	04/2015	50	10k

Overview of the 3rd call

Accelerator	📢	⏳	👥	▽	👆	€
FInish	Closed					
FI-C3	01/2016	01/2016	100	02/2016	15-20	25 k – 150 k
CEED Tech	Closed					
CREAtiFi	Closed					
European Pioneers	07/2015	09/2015	200	10/2015	10	50 – 250 k
FABulous	Closed					

Overview of the 3rd call

Accelerator	📢	⏳	👥			€
FI-Adopt	03/2015	04/2015	100	05/2015	6-16	50 k – 150 k
FINODEX	Closed					
INCENSe	Closed					
IMpaCT	09/2015	10/2015	250	12/2015	15-25	25 k – 100 k
SOUL-FI	09/2014	04/2015	50-100	06/2015	20-30	75k

Overview of the 4th call

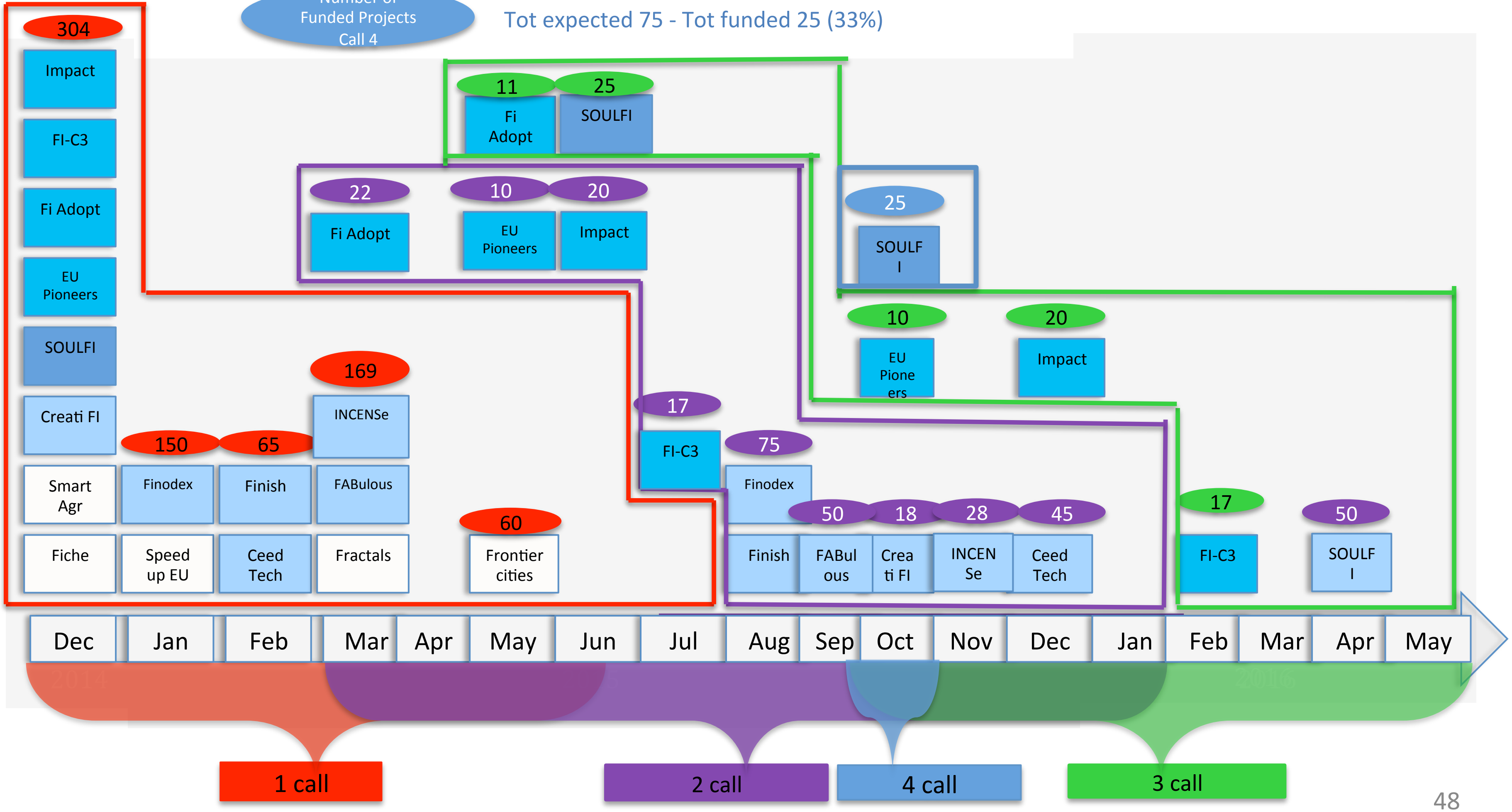
Accelerator	📢	⌛	👥			€
SOUL-FI	06/2015	09/2015	50-100	10/2015	20-30	75k

Timing of first Step of Selection

Accelerator doing one-off call
Accelerator doing 2 calls
Accelerator doing 3 calls
Accelerator doing 4 calls

Number of Funded projects Call 1 — Tot expected 3300 - Tot funded 748 (22%)
Number of Funded projects Call 2 — Tot expected 2625 - Tot funded 335 (13%)
Number of Funded projects Call 3 — Tot expected 725 - Tot funded 83 (11%)
Number of Funded Projects Call 4 — Tot expected 75 - Tot funded 25 (33%)

6725 total expected projects
1191 total funded projects



304
Impact
FI-C3
Fi Adopt
EU Pioneers
SOULFI
Creati FI
Smart Agr
Fiche
150
Finodex
Speed up EU
65
Finish
Ceed Tech
169
INCENSe
FABulous
Fractals
60
Frontier cities

11
Fi Adopt
25
SOULFI

22
Fi Adopt
10
EU Pioneers
20
Impact
17
FI-C3
75
Finodex
Finish
50
FABulous
18
Creati FI
28
INCENSe
45
Ceed Tech

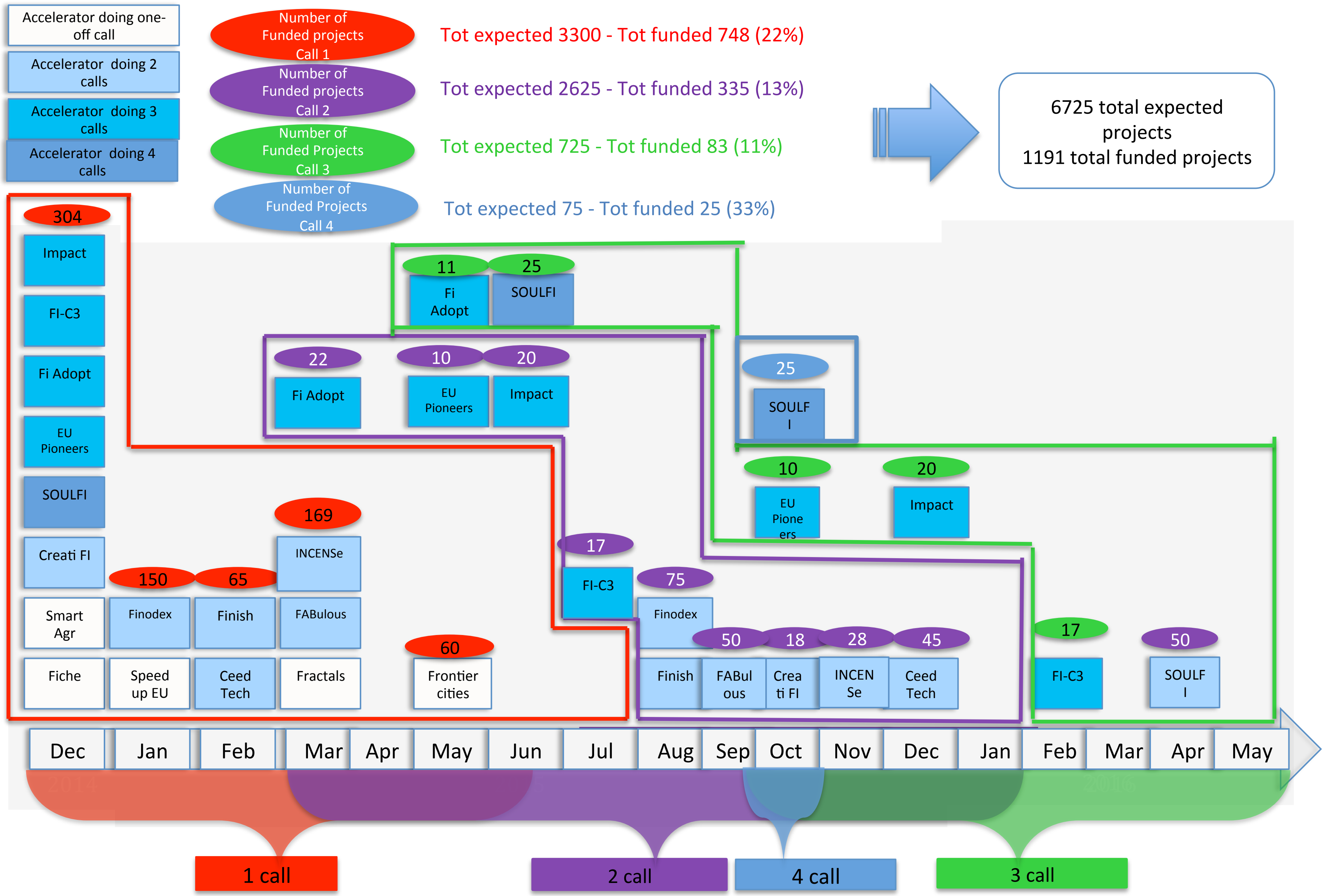
25
SOULFI

10
EU Pioneers
20
Impact
17
FI-C3
50
SOULFI

Dec Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec Jan Feb Mar Apr May

2014
2016

1 call
2 call
4 call
3 call



Accelerator doing one-off call

Accelerator doing 2 calls

Accelerator doing 3 calls

Accelerator doing 4 calls

Number of Funded projects Call 1 — Tot expected 3300 - Tot funded 748 (22%)

Number of Funded projects Call 2 — Tot expected 2625 - Tot funded 335 (13%)

Number of Funded projects Call 3 — Tot expected 725 - Tot funded 83 (11%)

Number of Funded Projects Call 4 — Tot expected 75 - Tot funded 25 (33%)

6725 total expected projects
1191 total funded projects

304
Impact
FI-C3
Fi Adopt
EU Pioneers
SOULFI
Creati FI
Smart Agr
Fiche

150
Finodex
Speed up EU

65
Finish
Ceed Tech

169
INCENSe
FABulous
Fractals

60
Frontier cities

11
Fi Adopt

25
SOULFI

22
Fi Adopt

10
EU Pioneers

20
Impact

25
SOULF I

10
EU Pione ers

20
Impact

17
FI-C3

75
Finodex
Finish

50
FABul ous

18
Crea ti FI

28
INCEN Se

45
Ceed Tech

17
FI-C3

50
SOULF I

Dec Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec Jan Feb Mar Apr May

2014

2015

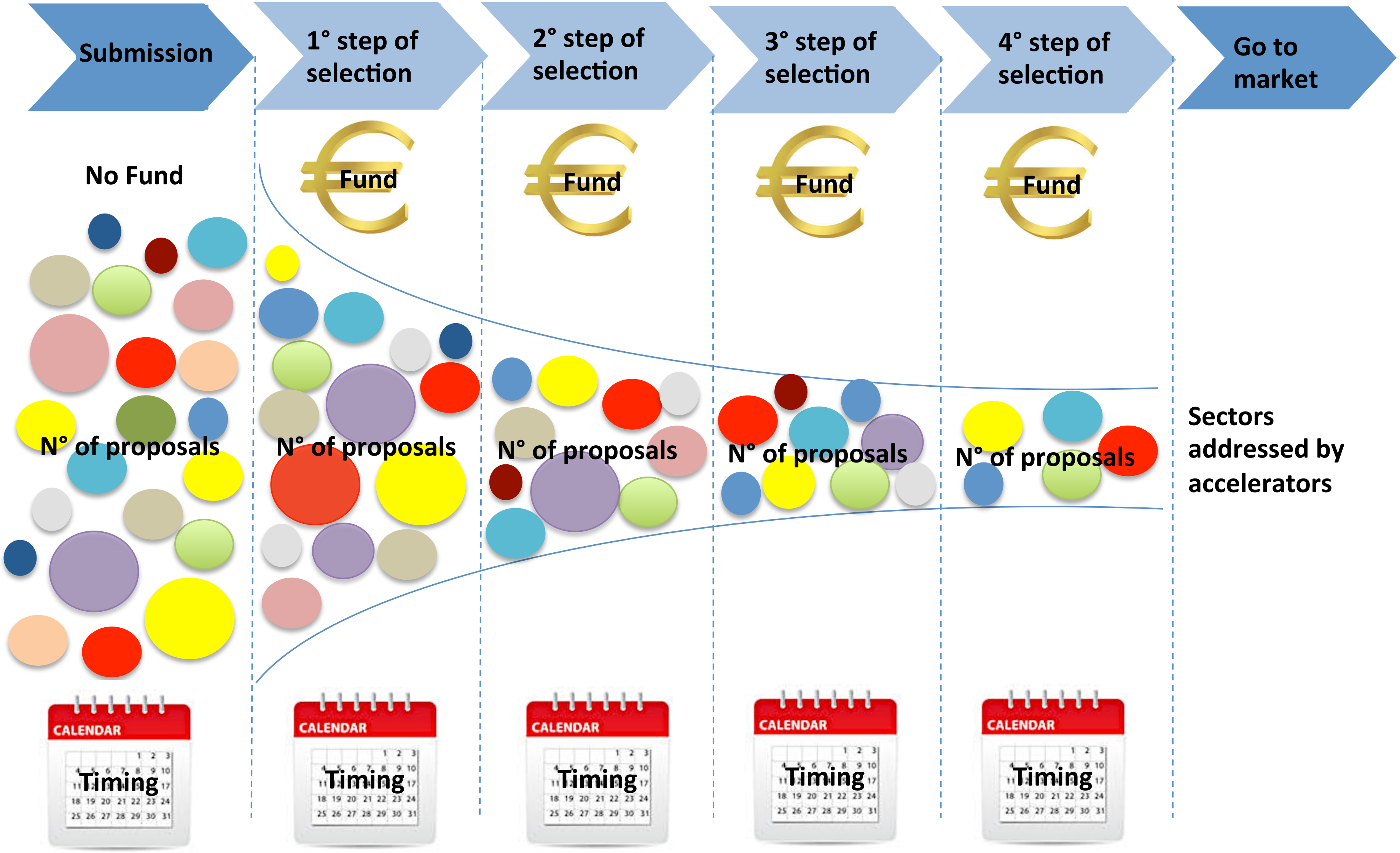
1 call

2 call

4 call

3 call

Accelerators calls structures – Example


Submission
1° step of selection
2° step of selection
3° step of selection
4° step of selection
Go to market
No Fund
Fund
Fund
Fund
Fund
N° of proposals
N° of proposals
N° of proposals
N° of proposals
N° of proposals
Sectors addressed by accelerators
CALENDAR
Timing
CALENDAR
Timing
CALENDAR
Timing
CALENDAR
Timing
CALENDAR
Timing

CEED Tech

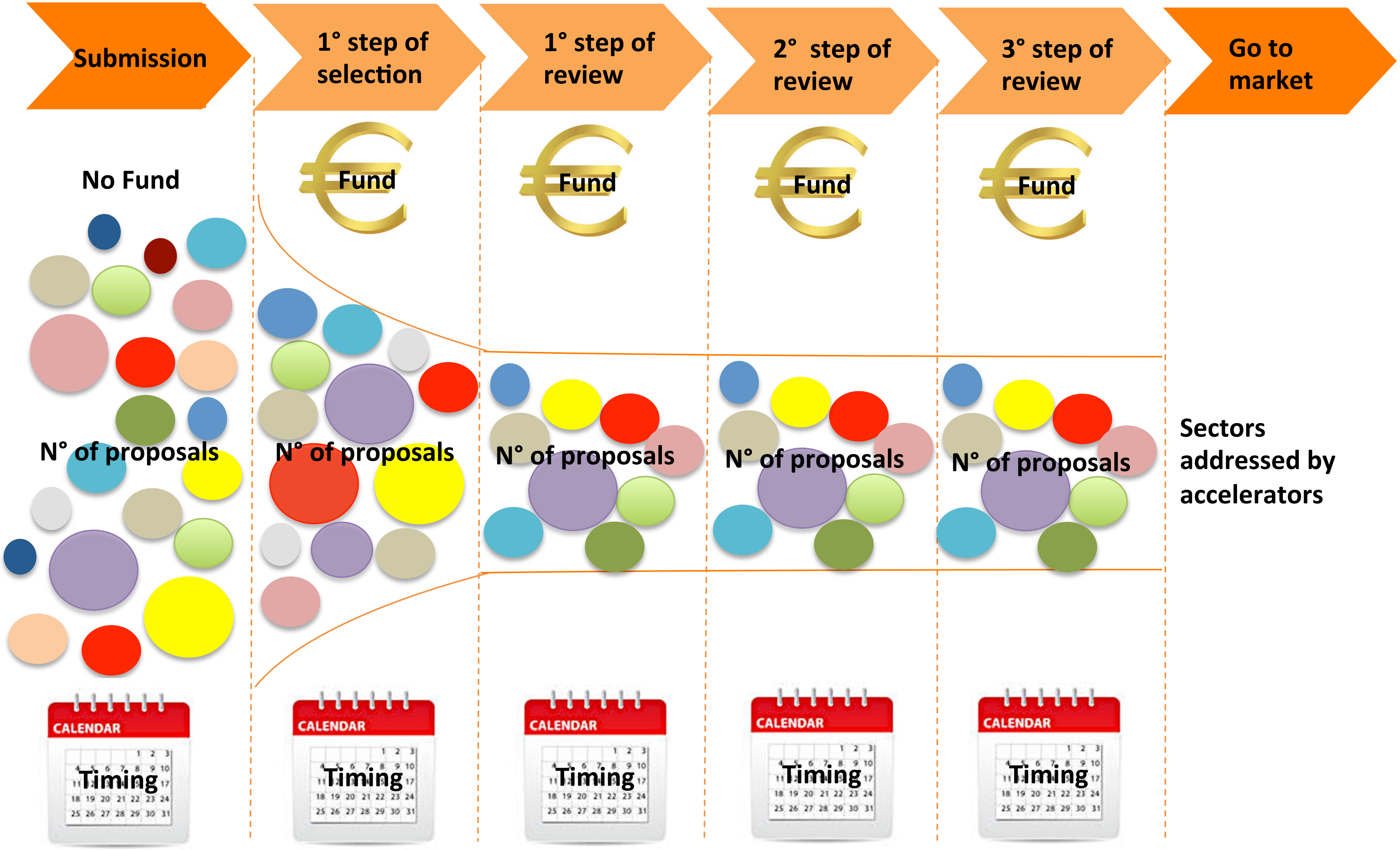
FINODEX

FABulous

SmartAgriFood2

FICHe

Accelerators calls structures – Example

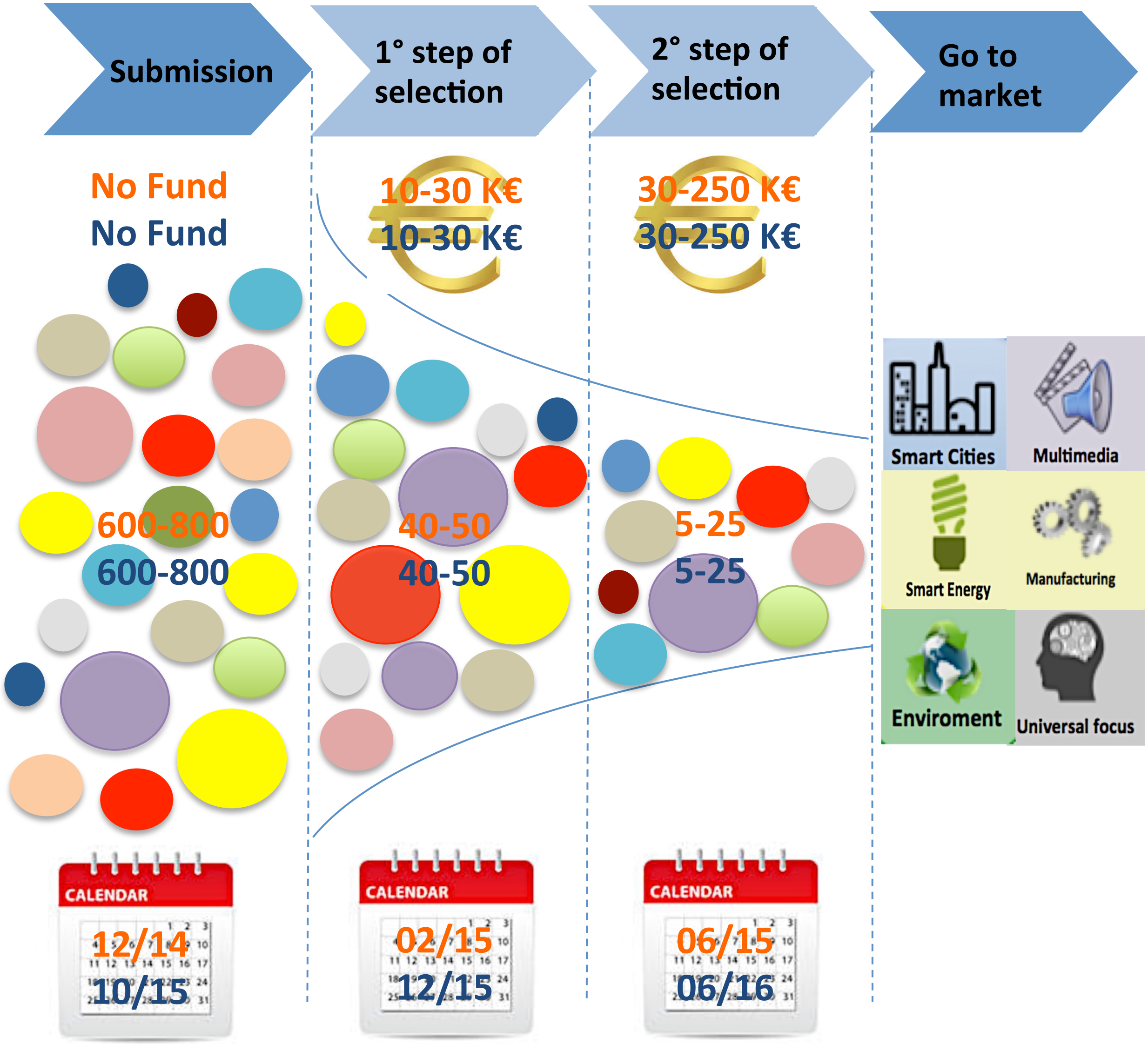

Submission
1° step of selection
1° step of review
2° step of review
3° step of review
Go to market
No Fund
Fund
Fund
Fund
Fund
N° of proposals
N° of proposals
N° of proposals
N° of proposals
N° of proposals
Sectors addressed by accelerators
CALENDAR
Timing
CALENDAR
Timing
CALENDAR
Timing
CALENDAR
Timing
CALENDAR
Timing

CreatiFi Finish SOUL-FI SpeedUp_Europe EuropeanPioneers FRACTALS INCENSe

frontierCities FI-Adopt FI-C3 ImpaCT

CEED-Tech selection process

2 open calls: Call 1 , Call 2



Submission

No Fund
No Fund

600-800
600-800

12/14
10/15

1° step of selection

10-30 K€
10-30 K€

40-50
40-50

02/15
12/15

2° step of selection

30-250 K€
30-250 K€

5-25
5-25

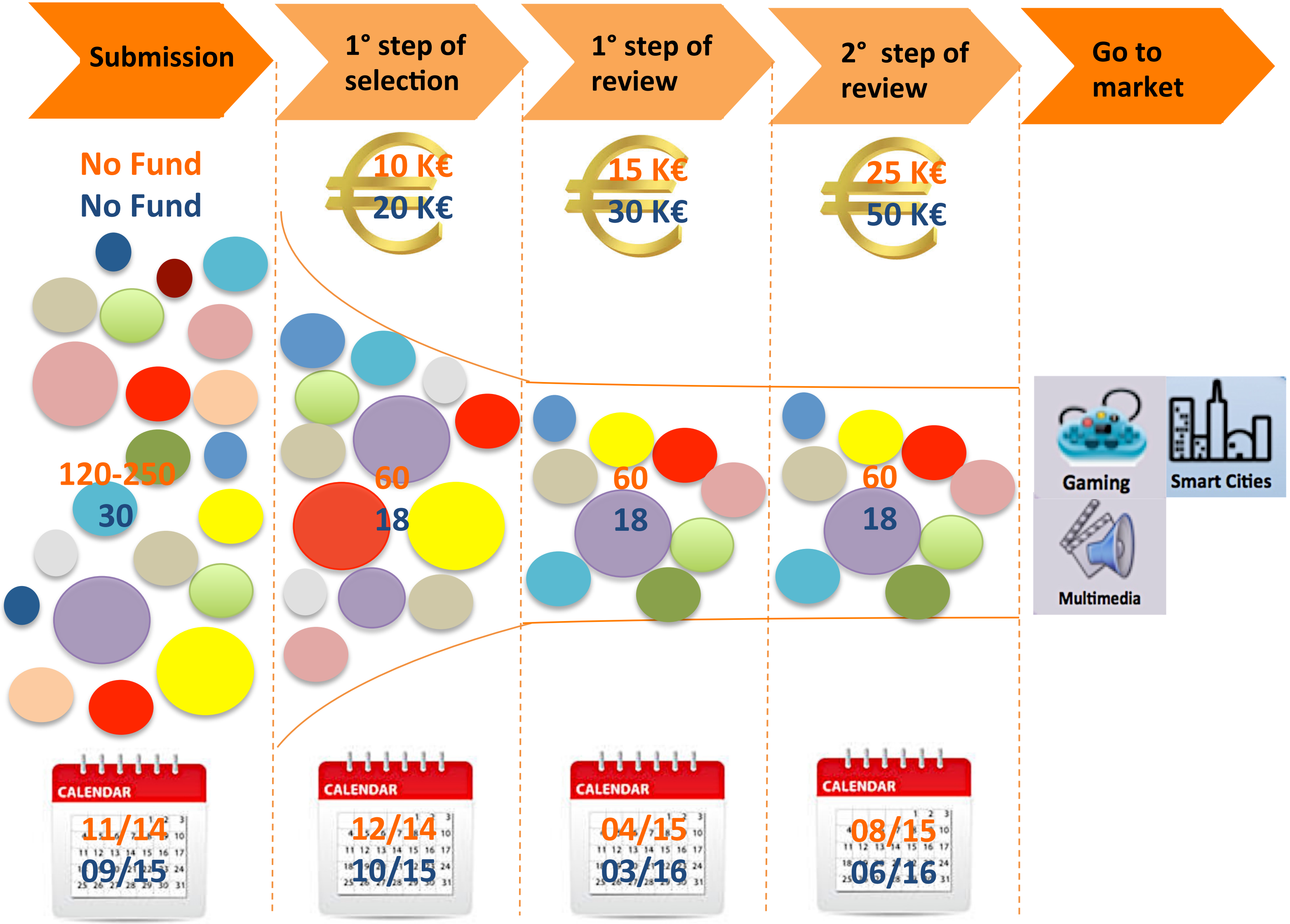
06/15
06/16

Go to market

Smart Cities
Multimedia
Smart Energy
Manufacturing
Enviroment
Universal focus

CreatiFI selection process

2 sequential open calls: Call 1 , Call 2

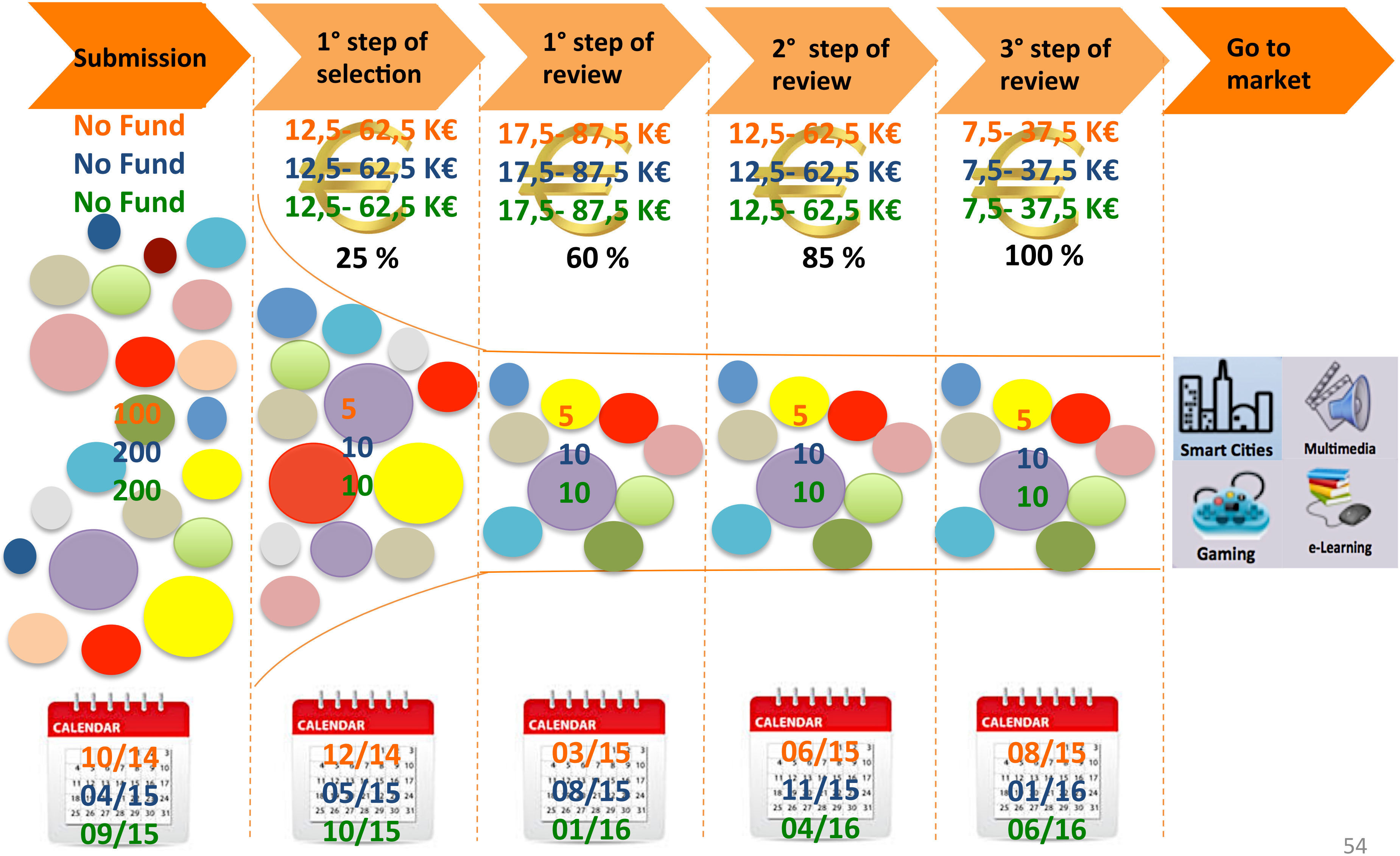


Submission	1° step of selection	1° step of review	2° step of review	Go to market
No Fund No Fund	10 K€ 20 K€	15 K€ 30 K€	25 K€ 50 K€	
120-250 30	60 18	60 18	60 18	
11/14 09/15	12/14 10/15	04/15 03/16	08/15 06/16	

CALENDAR
Gaming
Smart Cities
Multimedia

EuropeanPioneers selection process

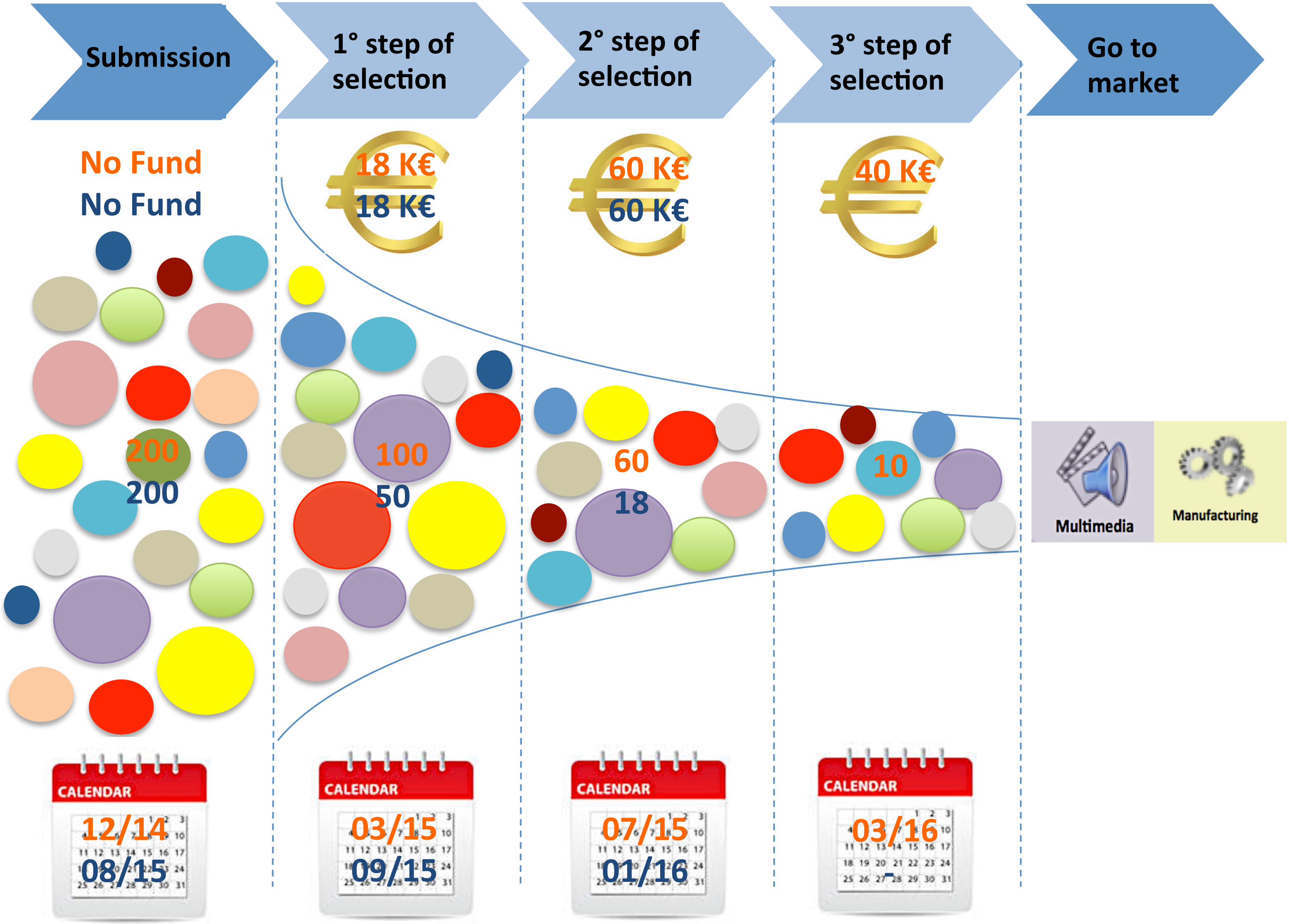
3 open calls: Call 1 , Call 2 , Call 3



Submission	1° step of selection	1° step of review	2° step of review	3° step of review	Go to market
No Fund	12,5- 62,5 K€	17,5- 87,5 K€	12,5- 62,5 K€	7,5- 37,5 K€	
No Fund	12,5- 62,5 K€	17,5- 87,5 K€	12,5- 62,5 K€	7,5- 37,5 K€	
No Fund	12,5- 62,5 K€	17,5- 87,5 K€	12,5- 62,5 K€	7,5- 37,5 K€	
	25 %	60 %	85 %	100 %	
100	5	5	5	5	Smart Cities
200	10	10	10	10	Multimedia
200	10	10	10	10	Gaming
					e-Learning
10/14	12/14	03/15	06/15	08/15	
04/15	05/15	08/15	11/15	01/16	
09/15	10/15	01/16	04/16	06/16	

FABulous selection process

2 open calls: Call 1 , Call 2



Submission

No Fund

No Fund

200

200

12/14

08/15

1° step of selection

18 K€

18 K€

100

50

03/15

09/15

2° step of selection

60 K€

60 K€

60

18

07/15

01/16

3° step of selection

40 K€

10

03/16

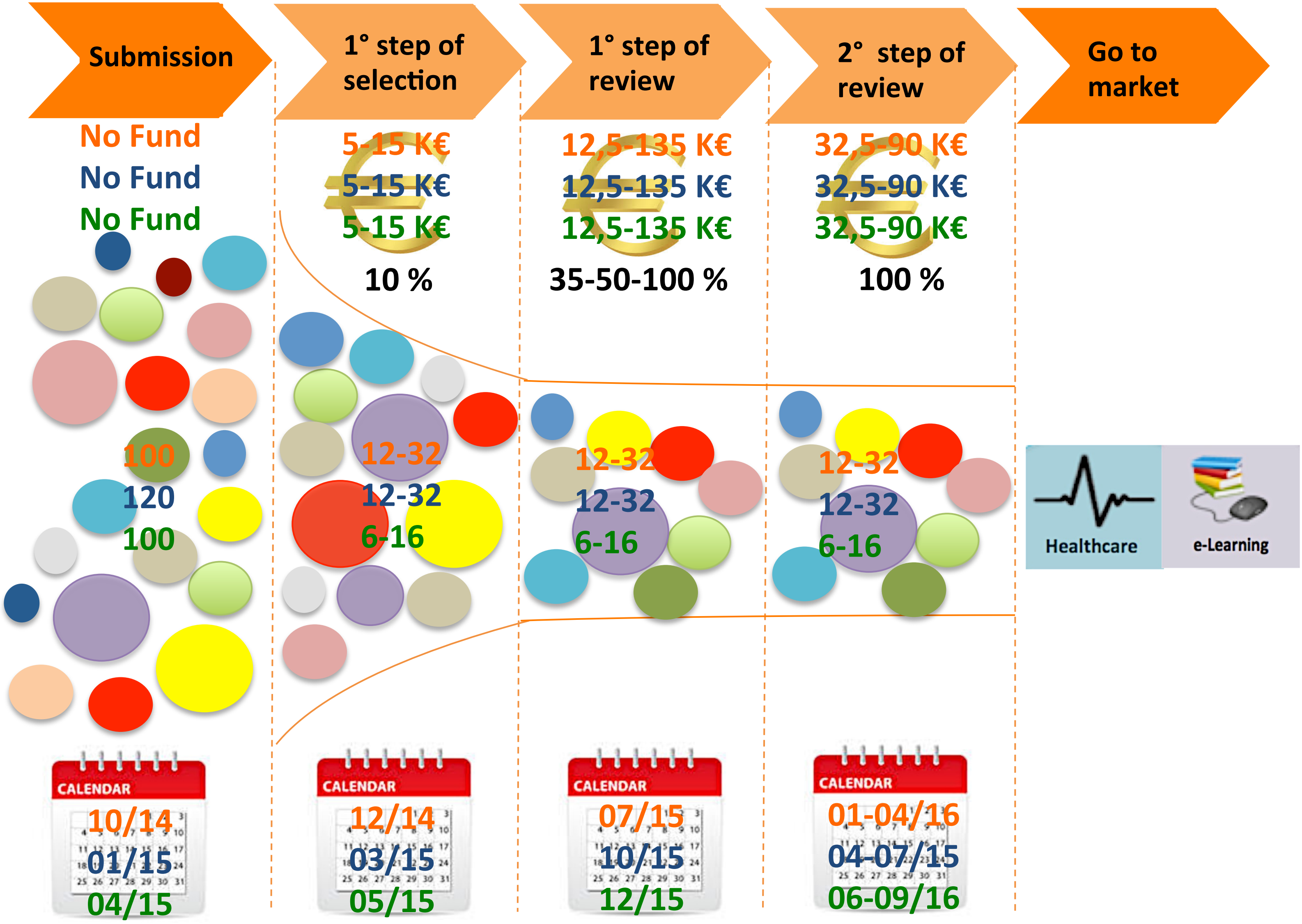
-

Go to market

CALENDAR
Multimedia
Manufacturing

FI-Adopt selection process

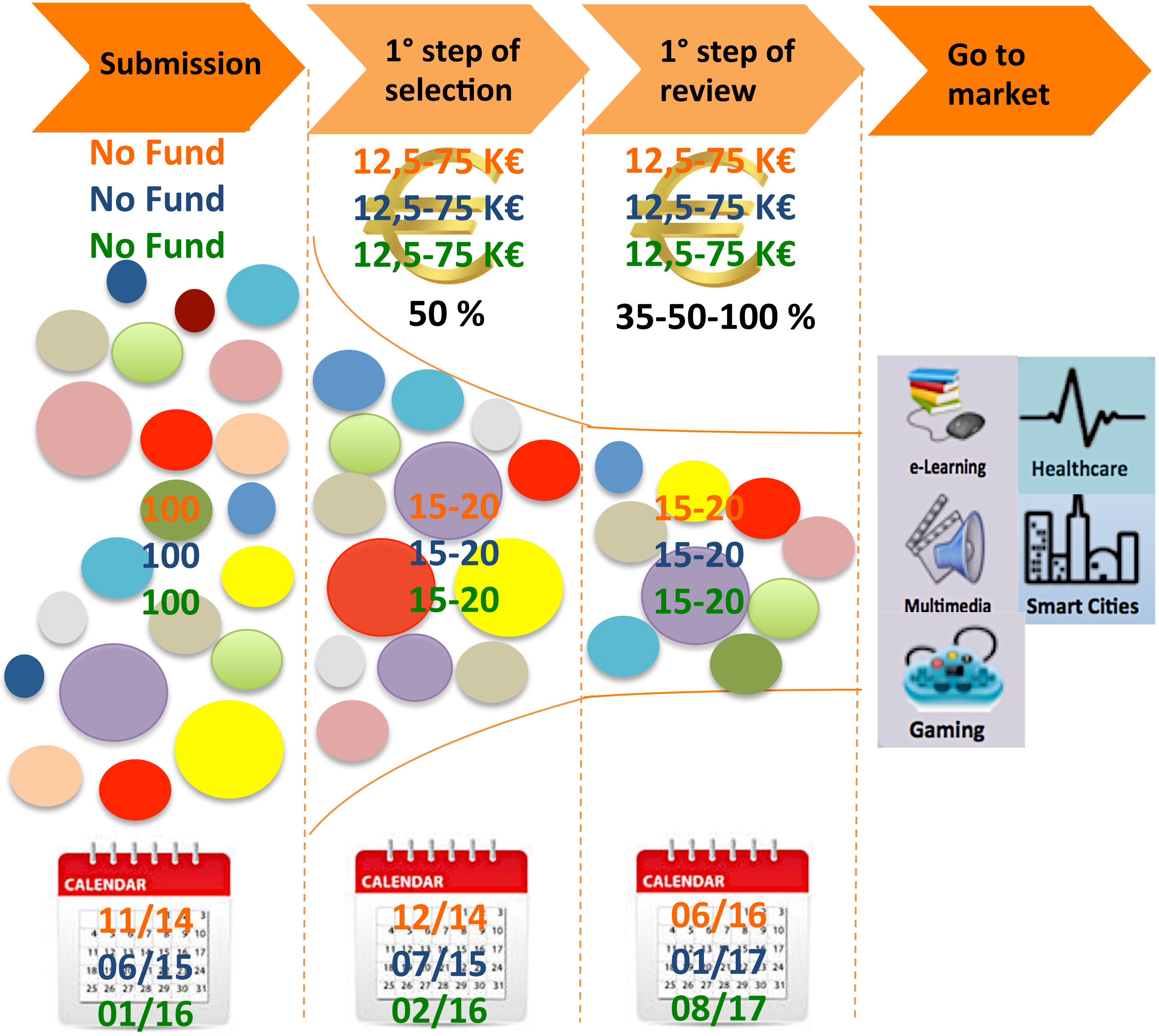
3 open calls: Call 1 , Call 2 , Call 3



Submission	1° step of selection	1° step of review	2° step of review	Go to market
No Fund No Fund No Fund	5-15 K€ 5-15 K€ 5-15 K€	12,5-135 K€ 12,5-135 K€ 12,5-135 K€	32,5-90 K€ 32,5-90 K€ 32,5-90 K€	
	10 %	35-50-100 %	100 %	
100 120 100	12-32 12-32 6-16	12-32 12-32 6-16	12-32 12-32 6-16	Healthcare e-Learning
10/14 01/15 04/15	12/14 03/15 05/15	07/15 10/15 12/15	01-04/16 04-07/15 06-09/16	

FI-C3 selection process

3 open calls: Call 1 , Call 2 , Call 3



Submission

No Fund
No Fund
No Fund

100
100
100

11/14
06/15
01/16

1° step of selection

12,5-75 K€
12,5-75 K€
12,5-75 K€

50 %

15-20
15-20
15-20

12/14
07/15
02/16

1° step of review

12,5-75 K€
12,5-75 K€
12,5-75 K€

35-50-100 %

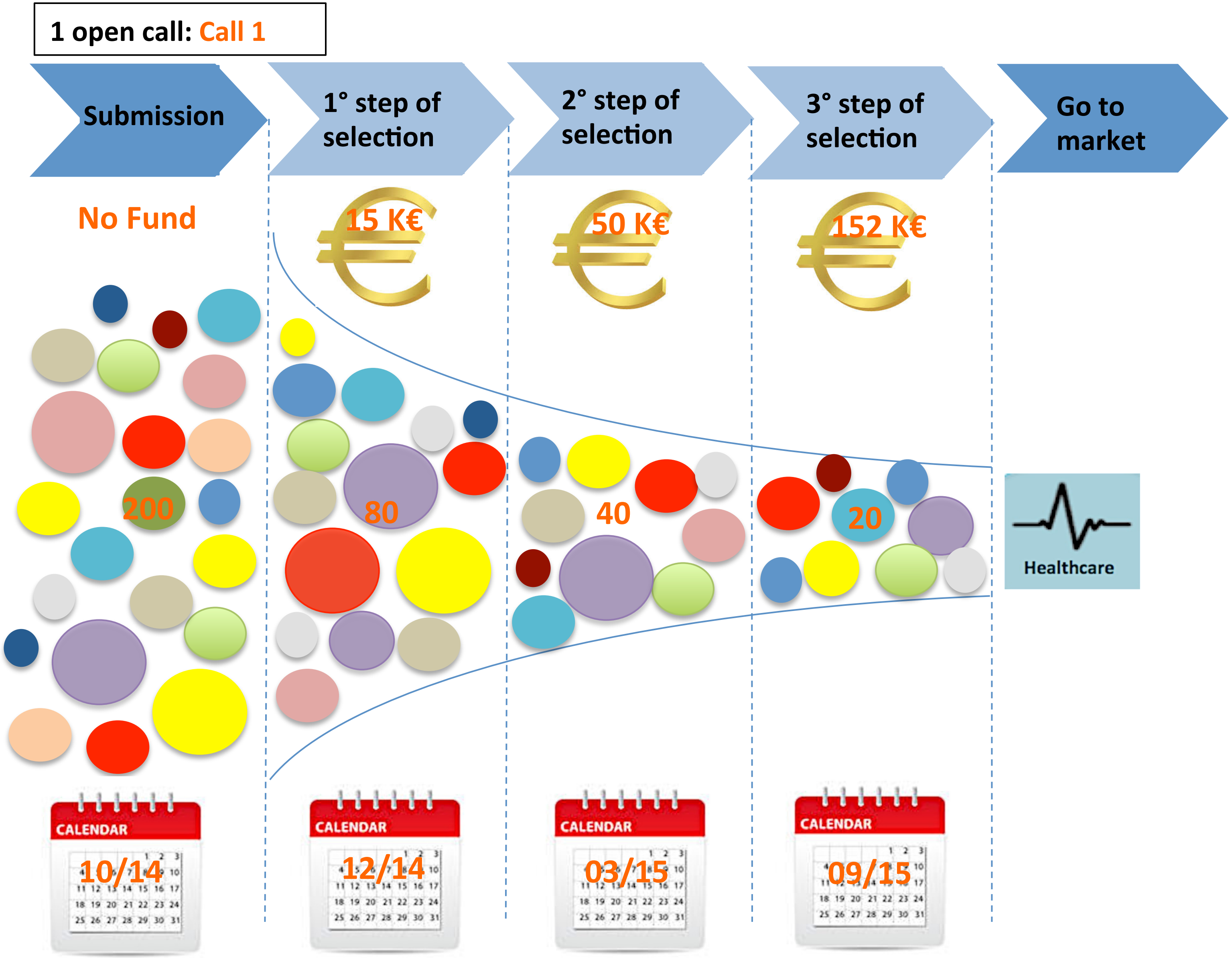
15-20
15-20
15-20

06/16
01/17
08/17

Go to market

CALENDAR
e-Learning
Healthcare
Multimedia
Smart Cities
Gaming

FICHe selection process



1 open call: Call 1

Submission → **1° step of selection** → **2° step of selection** → **3° step of selection** → **Go to market**

No Fund | 15 K€ | 50 K€ | 152 K€

200 | 80 | 40 | 20

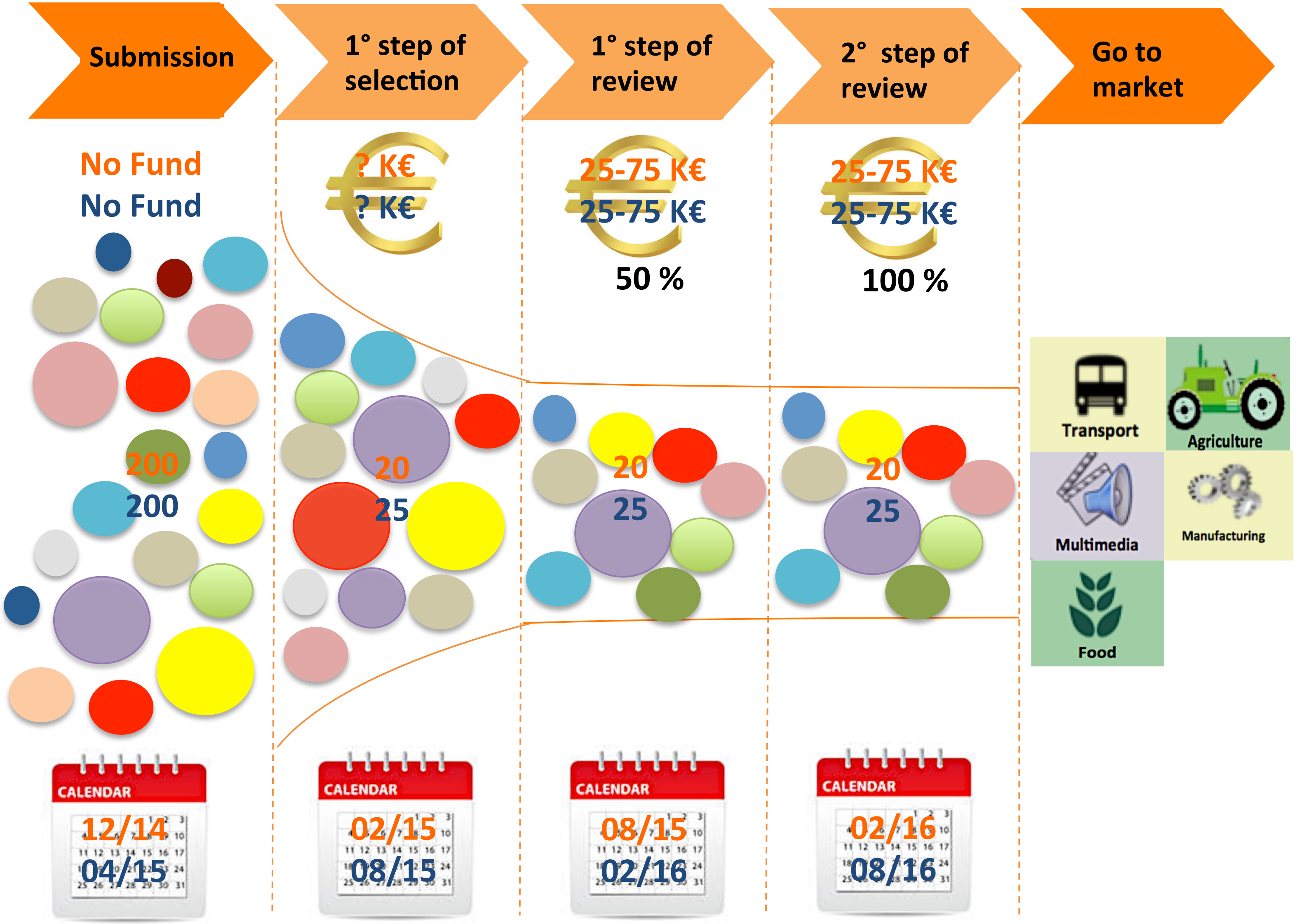
Healthcare

10/14 | 12/14 | 03/15 | 09/15

CALENDAR
CALENDAR
CALENDAR
CALENDAR

FInish selection process

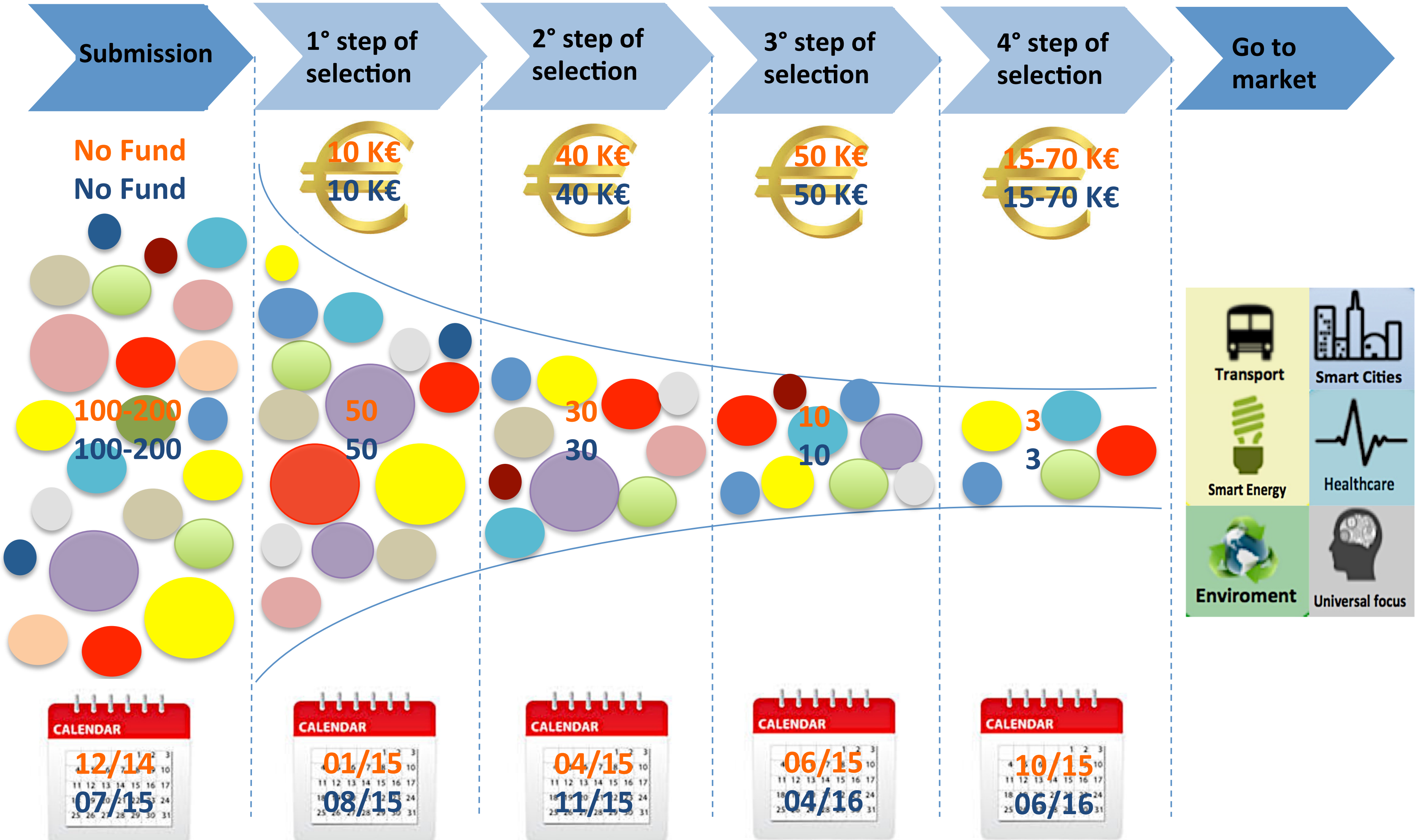
2 open calls: Call 1 , Call 2



Submission	1° step of selection	1° step of review	2° step of review	Go to market
No Fund No Fund	? K€ ? K€	25-75 K€ 25-75 K€	25-75 K€ 25-75 K€	
		50 %	100 %	
200 200	20 25	20 25	20 25	Transport Agriculture Multimedia Manufacturing Food
12/14 04/15	02/15 08/15	08/15 02/16	02/16 08/16	

FINODEX selection process

2 open calls: Call 1 , Call 2

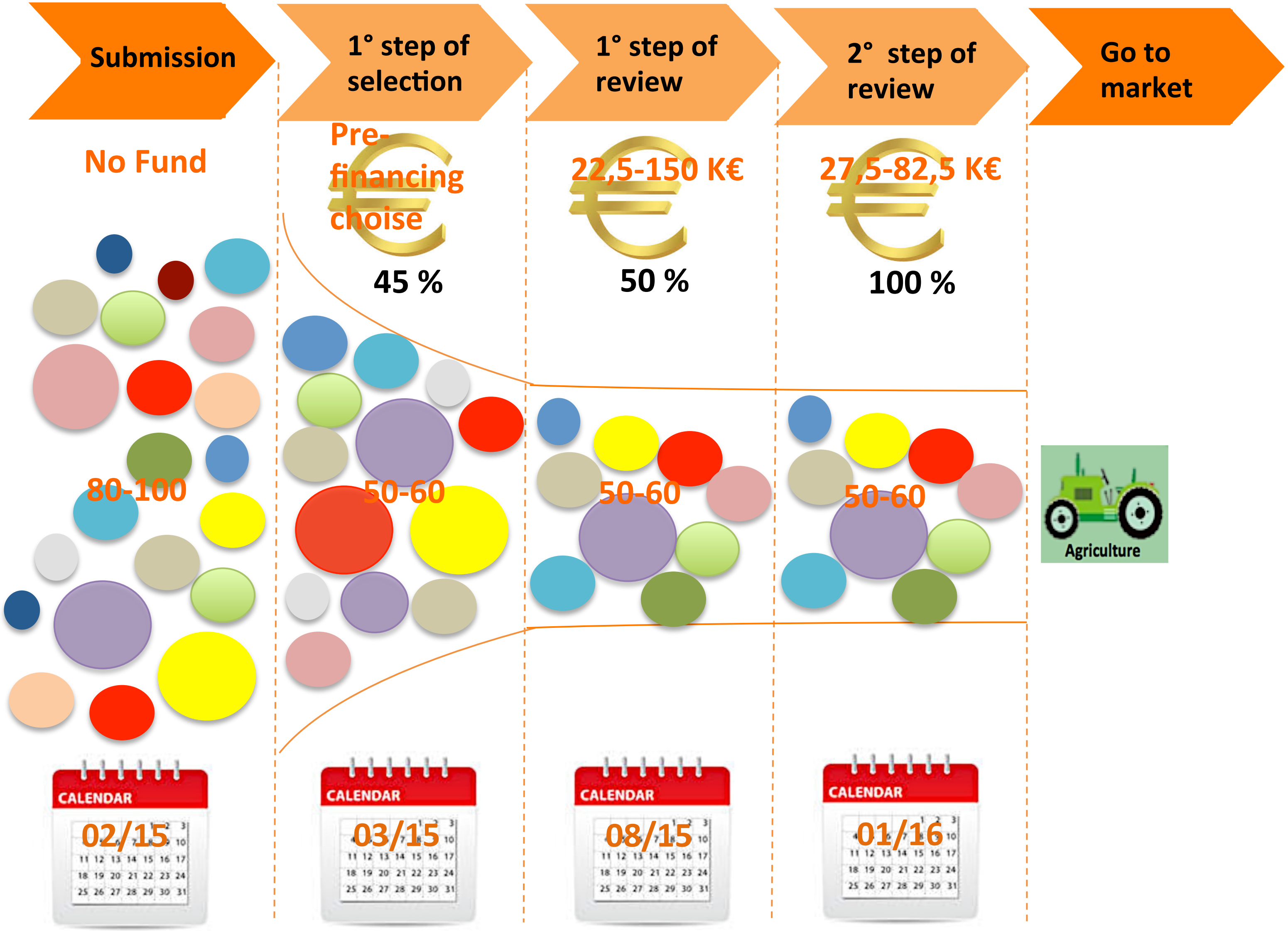


Submission	1° step of selection	2° step of selection	3° step of selection	4° step of selection	Go to market
No Fund No Fund	10 K€ 10 K€	40 K€ 40 K€	50 K€ 50 K€	15-70 K€ 15-70 K€	
100-200 100-200	50 50	30 30	10 10	3 3	
12/14 07/15	01/15 08/15	04/15 11/15	06/15 04/16	10/15 06/16	

CALENDAR
Transport
Smart Cities
Smart Energy
Healthcare
Enviroment
Universal focus

FRACTALS selection process

1 open call: Call 1



Submission

No Fund

80-100

02/15

1° step of selection

Pre-financing choise

45 %

50-60

03/15

1° step of review

22,5-150 K€

50 %

50-60

08/15

2° step of review

27,5-82,5 K€

100 %

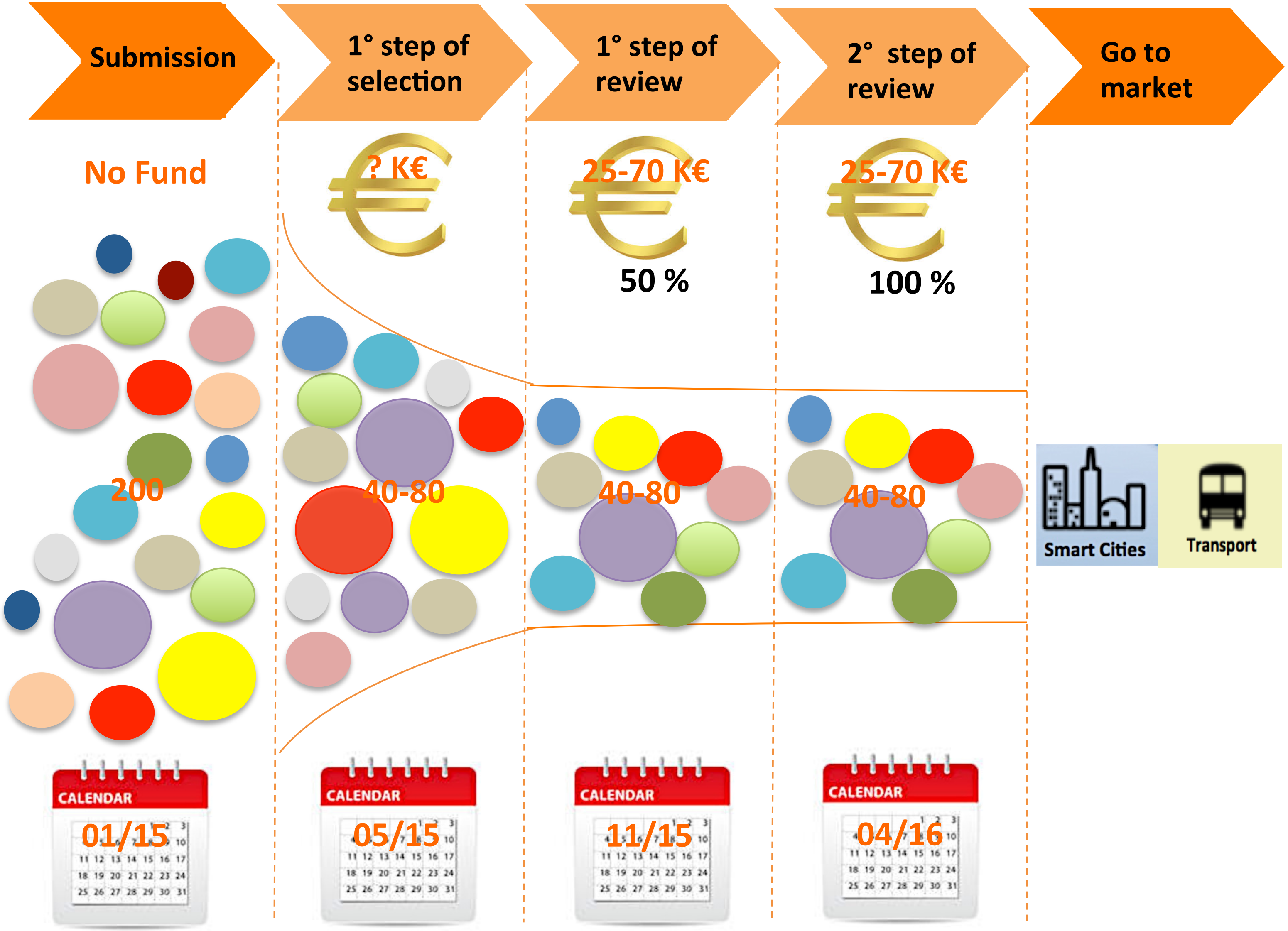
50-60

01/16

Go to market

FrontierCities selection process

1 open call: Call 1



Submission

No Fund

200

01/15

1° step of selection

? K€

40-80

05/15

1° step of review

25-70 K€

50 %

40-80

11/15

2° step of review

25-70 K€

100 %

40-80

04/16

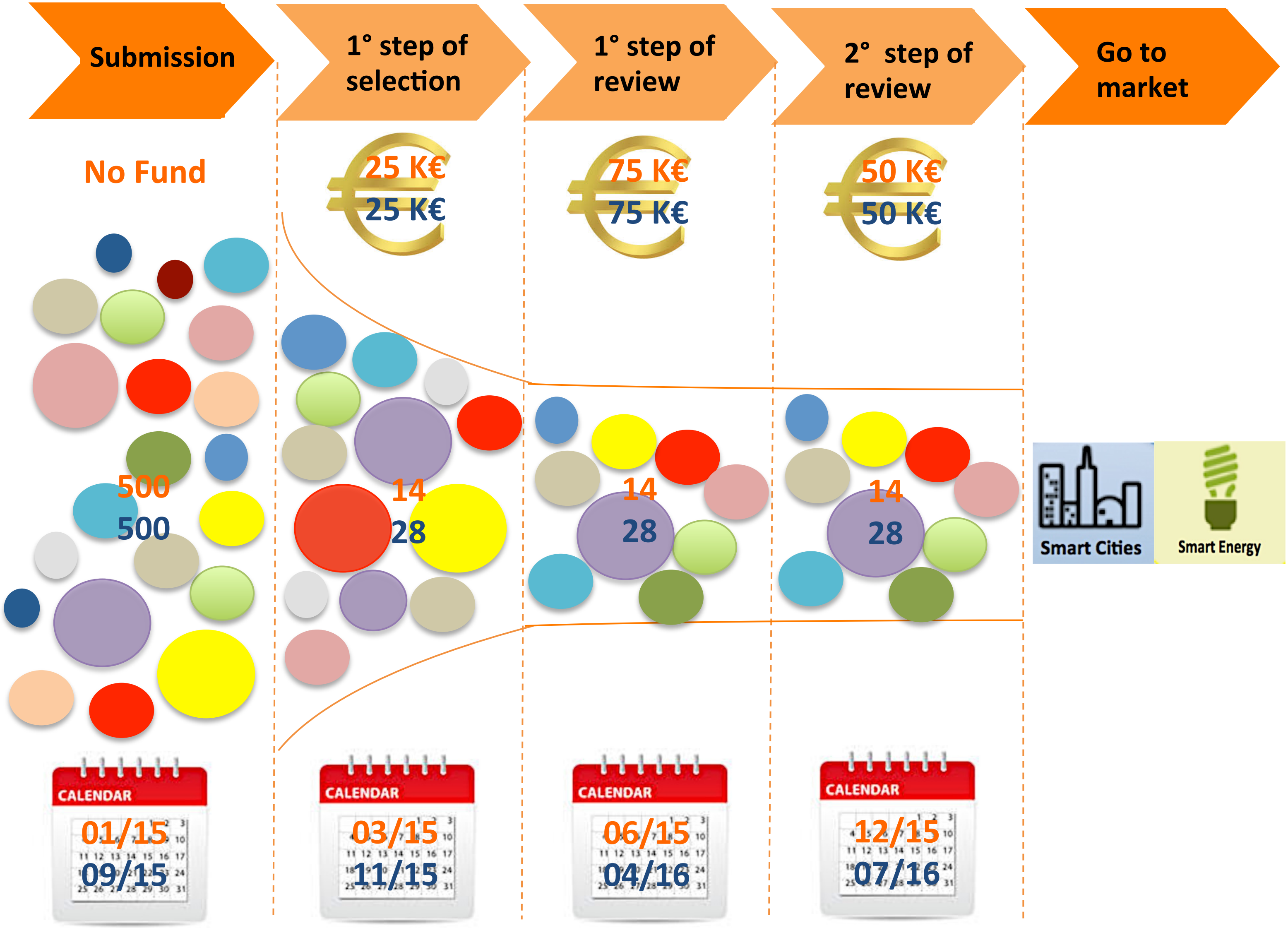
Go to market

Smart Cities

Transport

INCENSe selection process

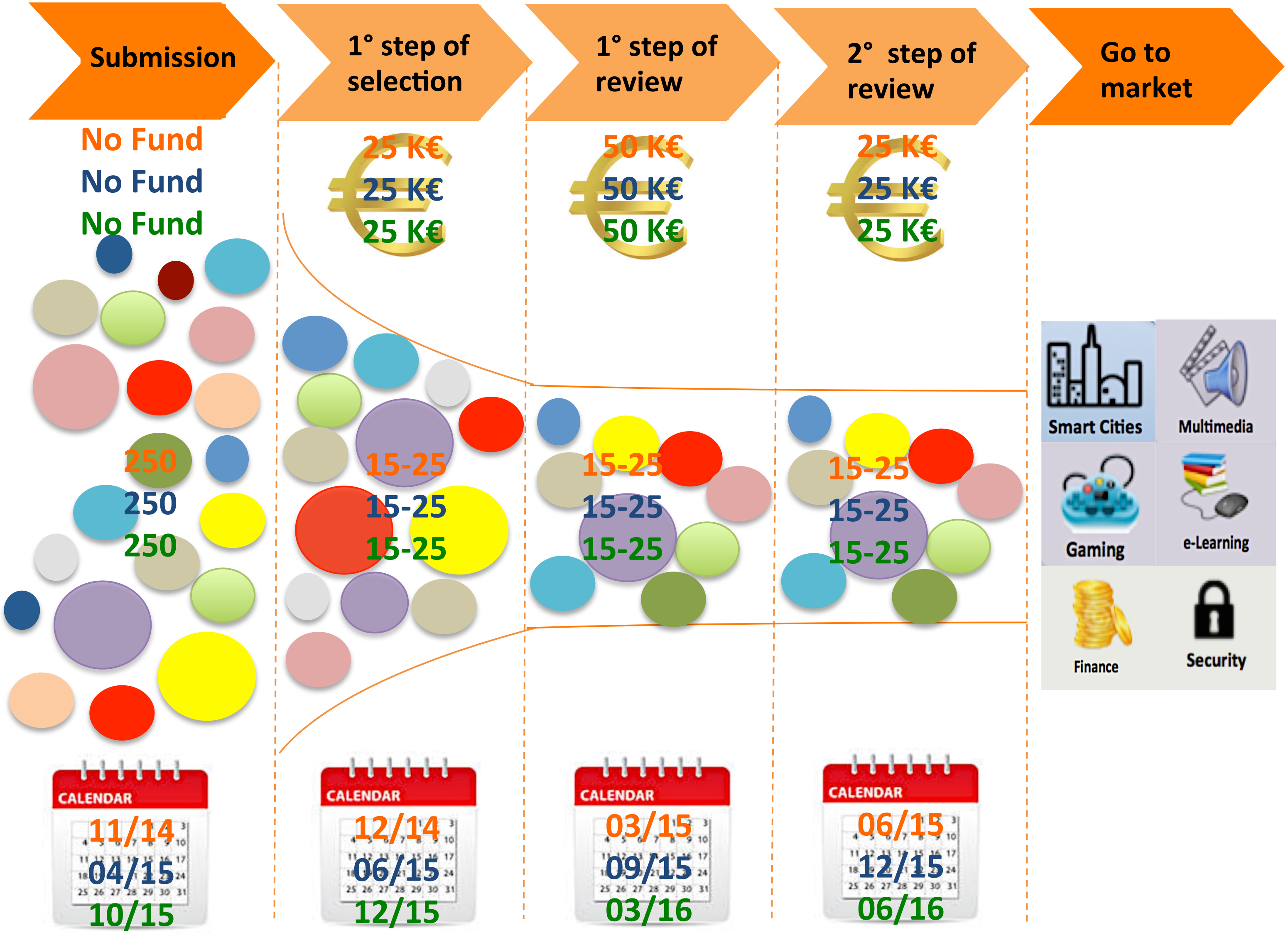
2 open calls: Call 1 , Call 2


CALENDAR
CALENDAR
CALENDAR
CALENDAR
Smart Cities
Smart Energy

Submission	1° step of selection	1° step of review	2° step of review	Go to market
No Fund	25 K€ 25 K€	75 K€ 75 K€	50 K€ 50 K€	
500 500	14 28	14 28	14 28	
01/15 09/15	03/15 11/15	06/15 04/16	12/15 07/16	

IMPACT selection process

3 open calls: Call 1 , Call 2 , Call 3



Submission

No Fund
No Fund
No Fund

250
250
250

11/14
04/15
10/15

1° step of selection

25 K€
25 K€
25 K€

15-25
15-25
15-25

12/14
06/15
12/15

1° step of review

50 K€
50 K€
50 K€

15-25
15-25
15-25

03/15
09/15
03/16

2° step of review

25 K€
25 K€
25 K€

15-25
15-25
15-25

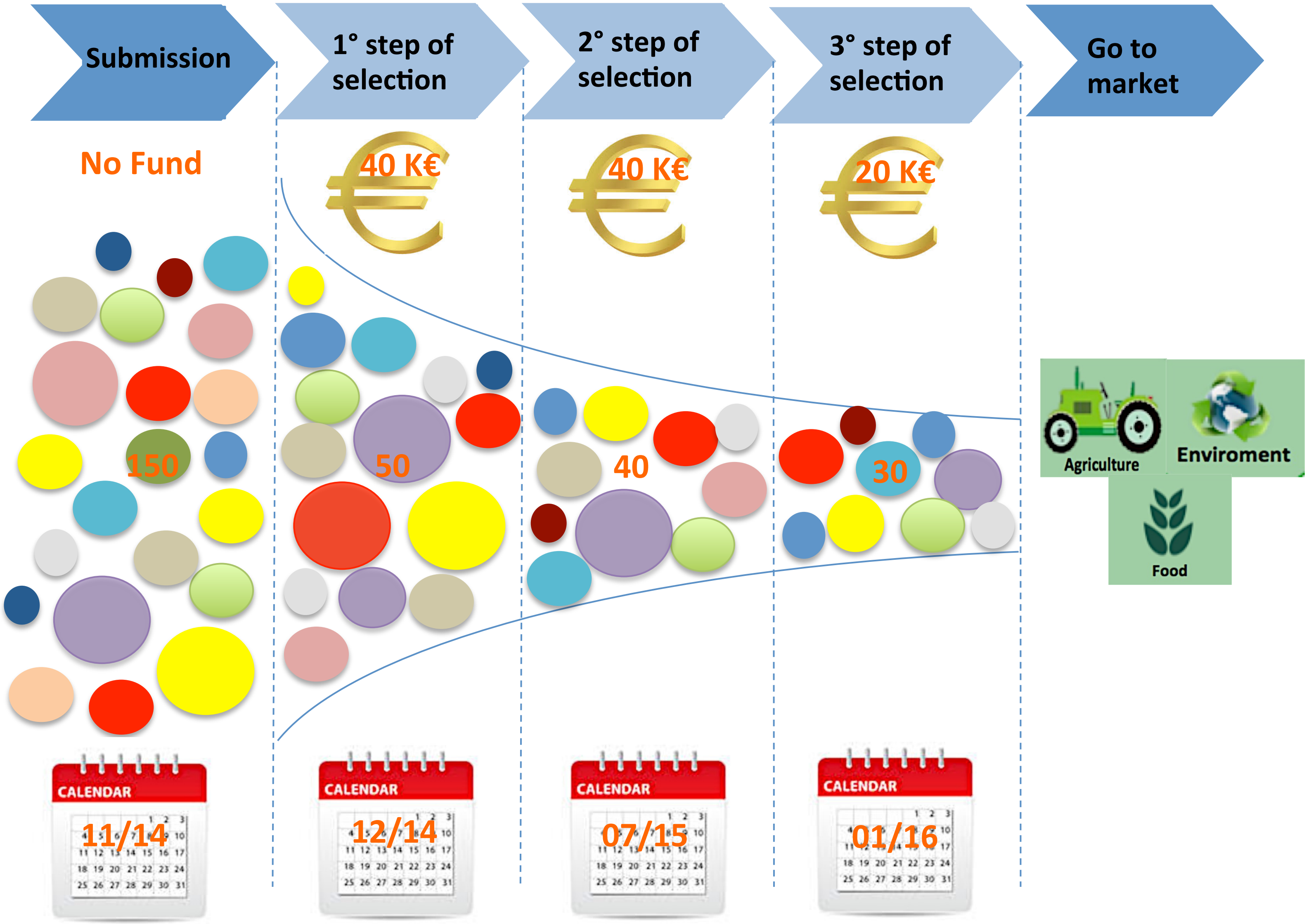
06/15
12/15
06/16

Go to market

CALENDAR
Smart Cities
Multimedia
Gaming
e-Learning
Finance
Security

SmartAgriFood2 selection process

1 open call: Call 1



Submission

No Fund

150

11/14

1° step of selection

40 K€

50

12/14

2° step of selection

40 K€

40

07/15

3° step of selection

20 K€

30

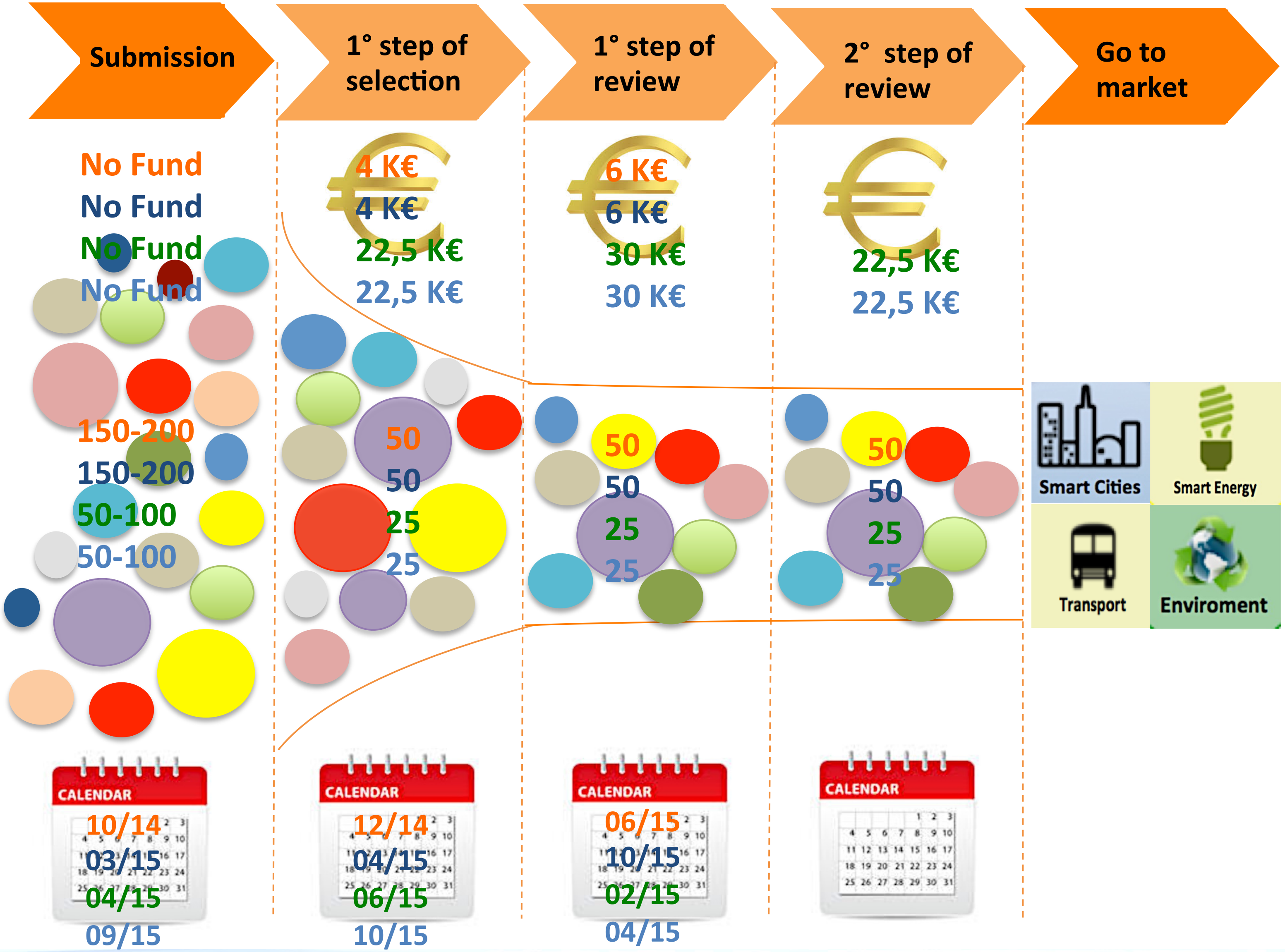
01/16

Go to market

CALENDAR
Agriculture
Enviroment
Food

SOUL-FI selection process

2 open calls: Call 1 , Call 2 , Call 3, Call 4



Submission

No Fund
No Fund
No Fund
No Fund

150-200
150-200
50-100
50-100

10/14
03/15
04/15
09/15

1° step of selection

4 K€
4 K€
22,5 K€
22,5 K€

50
50
25
25

12/14
04/15
06/15
10/15

1° step of review

6 K€
6 K€
30 K€
30 K€

50
50
25
25

06/15
10/15
02/15
04/15

2° step of review

22,5 K€
22,5 K€

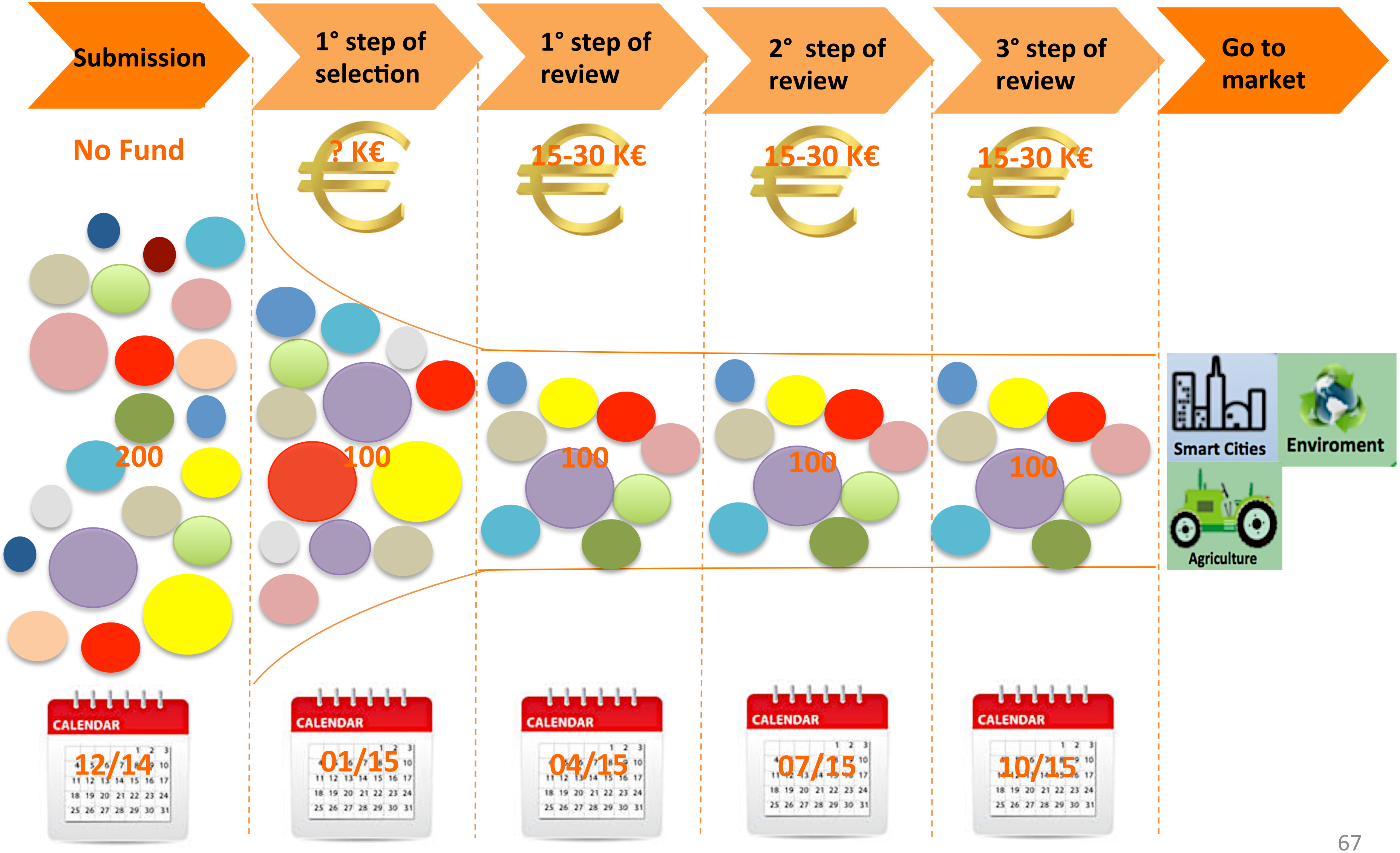
50
50
25
25

Go to market

CALENDAR
Smart Cities
Smart Energy
Transport
Enviroment

SpeedUp_Europe selection process

1 open call: Call 1



Submission	1° step of selection	1° step of review	2° step of review	3° step of review	Go to market
No Fund	? K€	15-30 K€	15-30 K€	15-30 K€	
200	100	100	100	100	Smart Cities Enviroment Agriculture
12/14	01/15	04/15	07/15	10/15	

Where We Are In The Presentation

Description of The FI-PPP, ITS Phases and FIWARE

- Program Architecture
- Phases
- FIWARE
- Call 3 Results

FI-Impact

- Need for an Impact Assessment
- Methodology
- The Market according to FI-Impact
- Self-Assessment

Mapping and Data Collection - The Accelerator Projects

- Accelerators
- Accelerator Call Mapping
- Single Accelerator Plans

The Tools We Are Using ←

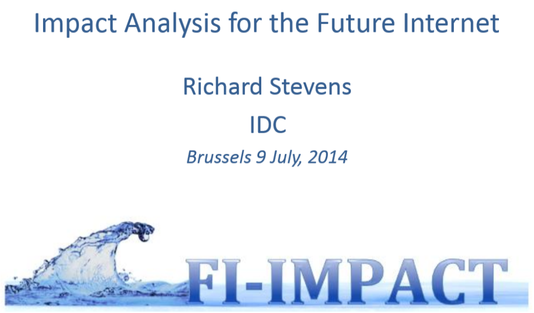
Presentations

ECFI

2nd EUROPEAN CONFERENCE ON THE FUTURE INTERNET
www.ecfi.eu

2014 Munich GERMANY
17–18 Sept

Programme and Organisational Structure



Impact Analysis for the Future Internet

Richard Stevens
IDC
Brussels 9 July, 2014

FI-IMPACT

FI-IMPACT

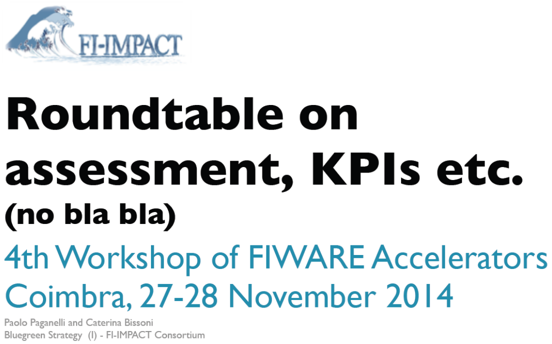
SB Meeting –TU Research Center Garching

16 September 2014

FI-IMPACT

FI-Business FI-Impact SME Training
TU Research Center Garching

18 September 2014



FI-IMPACT

Roundtable on assessment, KPIs etc.
(no bla bla)

4th Workshop of FIWARE Accelerators
Coimbra, 27-28 November 2014

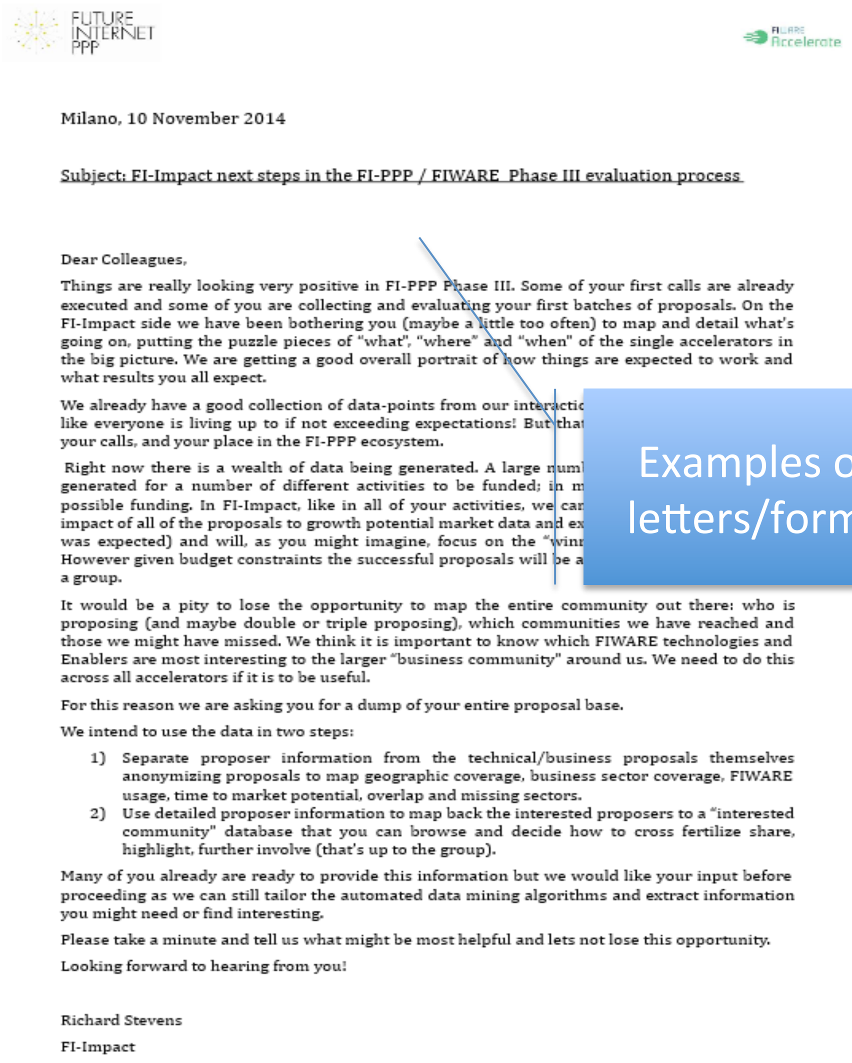
Paolo Paganelli and Caterina Bissoni
Bluegreen Strategy (I) - FI-IMPACT Consortium

IDC Analyze the Future

FI-IMPACT Richard Stevens

FI-PPP → FIWARE → Phase III Opportunities

Communications with Accelerators



Milano, 10 November 2014

Subject: FI-Impact next steps in the FI-PPP / FIWARE Phase III evaluation process

Dear Colleagues,

Things are really looking very positive in FI-PPP Phase III. Some of your first calls are already executed and some of you are collecting and evaluating your first batches of proposals. On the FI-Impact side we have been bothering you (maybe a little too often) to map and detail what's going on, putting the puzzle pieces of "what", "where" and "when" of the single accelerators in the big picture. We are getting a good overall portrait of how things are expected to work and what results you all expect.

We already have a good collection of data-points from our interactic
like everyone is living up to if not exceeding expectations! But that
your calls, and your place in the FI-PPP ecosystem.

Right now there is a wealth of data being generated. A large numl
generated for a number of different activities to be funded; in m
possible funding. In FI-Impact, like in all of your activities, we car
impact of all of the proposals to growth potential market data and ex
was expected) and will, as you might imagine, focus on the "winr
However given budget constraints the successful proposals will be a
a group.

It would be a pity to lose the opportunity to map the entire community out there: who is proposing (and maybe double or triple proposing), which communities we have reached and those we might have missed. We think it is important to know which FIWARE technologies and Enablers are most interesting to the larger "business community" around us. We need to do this across all accelerators if it is to be useful.

For this reason we are asking you for a dump of your entire proposal base.

We intend to use the data in two steps:

1) Separate proposer information from the technical/business proposals themselves anonymizing proposals to map geographic coverage, business sector coverage, FIWARE usage, time to market potential, overlap and missing sectors.
2) Use detailed proposer information to map back the interested proposers to a "interested community" database that you can browse and decide how to cross fertilize share, highlight, further involve (that's up to the group).

Many of you already are ready to provide this information but we would like your input before proceeding as we can still tailor the automated data mining algorithms and extract information you might need or find interesting.

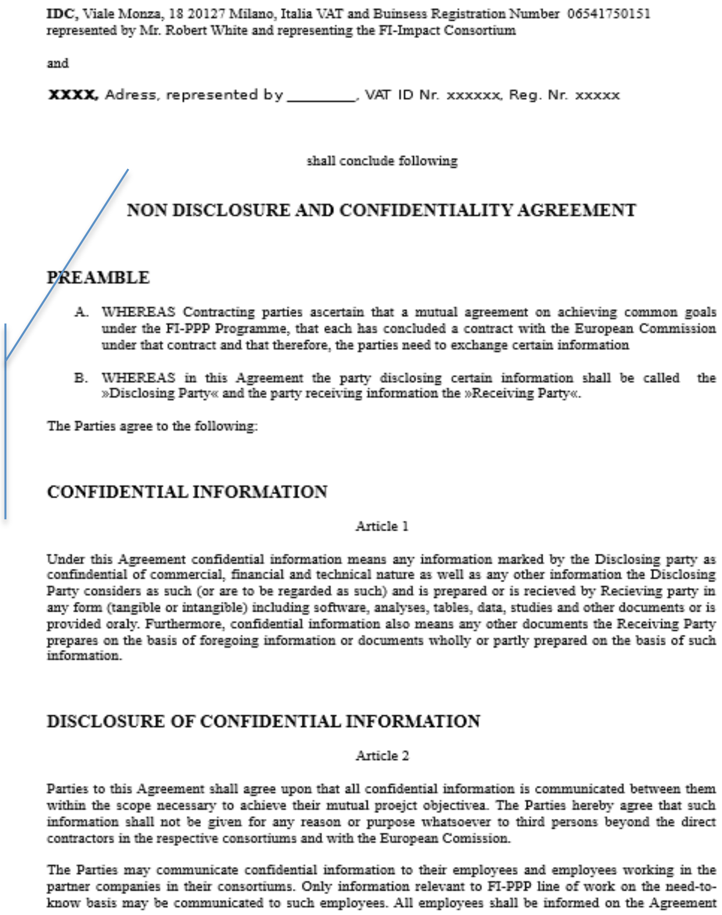
Please take a minute and tell us what might be most helpful and lets not lose this opportunity.

Looking forward to hearing from you!

Richard Stevens

FI-Impact

Examples of letters/forms



IDC, Viale Monza, 18 20127 Milano, Italia VAT and Buinsess Registration Number 06541750151 represented by Mr. Robert White and representing the FI-Impact Consortium

and

XXXX, Adress, represented by ________, VAT ID Nr. xxxxxx, Reg. Nr. xxxxx

shall conclude following

NON DISCLOSURE AND CONFIDENTIALITY AGREEMENT

PREAMBLE

A. WHEREAS Contracting parties ascertain that a mutual agreement on achieving common goals under the FI-PPP Programme, that each has concluded a contract with the European Commission under that contract and that therefore, the parties need to exchange certain information

B. WHEREAS in this Agreement the party disclosing certain information shall be called the »Disclosing Party« and the party receiving information the »Receiving Party«.

The Parties agree to the following:

CONFIDENTIAL INFORMATION

Article 1

Under this Agreement confidential information means any information marked by the Disclosing party as confindential of commercial, financial and technical nature as well as any other information the Disclosing Party considers as such (or are to be regarded as such) and is prepared or is recieved by Recieving party in any form (tangible or intangible) including software, analyses, tables, data, studies and other documents or is provided oraly. Furthermore, confidential information also means any other documents the Receiving Party prepares on the basis of foregoing information or documents wholly or partly prepared on the basis of such information.

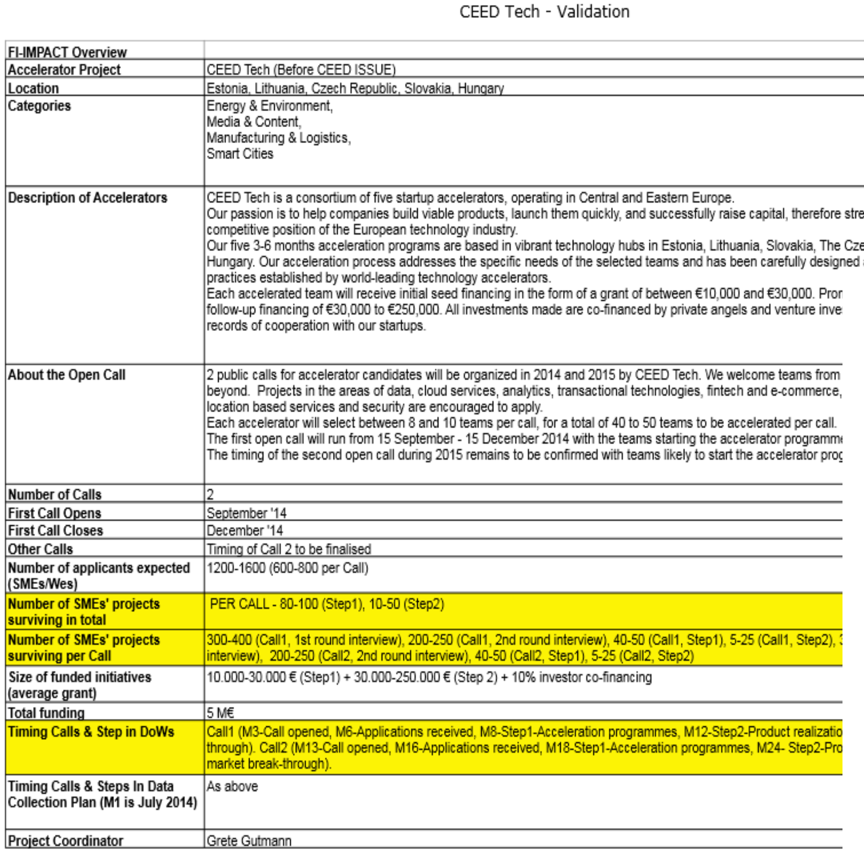
DISCLOSURE OF CONFIDENTIAL INFORMATION

Article 2

Parties to this Agreement shall agree upon that all confidential information is communicated between them within the scope necessary to achieve their mutual proejct objectivea. The Parties hereby agree that such information shall not be given for any reason or purpose whatsoever to third persons beyond the direct contractors in the respective consortiums and with the European Comission.

The Parties may communicate confidential information to their employees and employees working in the partner companies in their consortiums. Only information relevant to FI-PPP line of work on the need-to-know basis may be communicated to such employees. All employees shall be informed on the Agreement

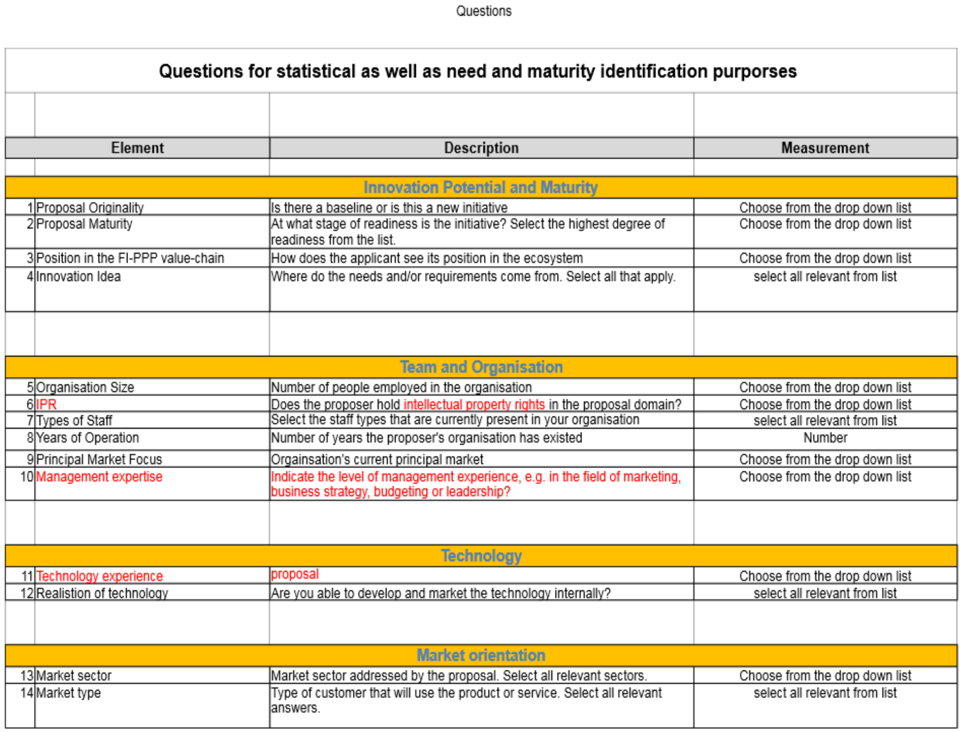
Data Collection Templates



CEED Tech - Validation

FI-IMPACT Overview	
Accelerator Project	CEED Tech (Before CEED ISSUE)
Location	Estonia, Lithuania, Czech Republic, Slovakia, Hungary
Categories	Energy & Environment, Media & Content, Manufacturing & Logistics, Smart Cities
Description of Accelerators	CEED Tech is a consortium of five startup accelerators, operating in Central and Eastern Europe. Our passion is to help companies build viable products, launch them quickly, and successfully raise capital, therefore strengthening the competitive position of the European technology industry. Our five 3-6 months acceleration programs are based in vibrant technology hubs in Estonia, Lithuania, Slovakia, The Czech Republic, and Hungary. Our acceleration process addresses the specific needs of the selected teams and has been carefully designed around the best practices established by world-leading technology accelerators. Each accelerated team will receive initial seed financing in the form of a grant of between €10,000 and €30,000. Pror follow-up financing of €30,000 to €250,000. All investments made are co-financed by private angels and venture inve records of cooperation with our startups.
About the Open Call	2 public calls for accelerator candidates will be organized in 2014 and 2015 by CEED Tech. We welcome teams from beyond. Projects in the areas of data, cloud services, analytics, transactional technologies, fintech and e-commerce, location based services and security are encouraged to apply. Each accelerator will select between 8 and 10 teams per call, for a total of 40 to 50 teams to be accelerated per call. The first open call will run from 15 September - 15 December 2014 with the teams starting the accelerator programme The timing of the second open call during 2015 remains to be confirmed with teams likely to start the accelerator prog
Number of Calls	2
First Call Opens	September '14
First Call Closes	December '14
Other Calls	Timing of Call 2 to be finalised
Number of applicants expected (SMEs/Wes)	1200-1600 (600-800 per Call)
Number of SMEs' projects surviving in total	PER CALL - 80-100 (Step1), 10-50 (Step2)
Number of SMEs' projects surviving per Call	300-400 (Call1, 1st round interview), 200-250 (Call1, 2nd round interview), 40-50 (Call1, Step1), 5-25 (Call1, Step2), 3 interview), 200-250 (Call2, 2nd round interview), 40-50 (Call2, Step1), 5-25 (Call2, Step2)
Size of funded initiatives (average grant)	10.000-30.000 € (Step1) + 30.000-250.000 € (Step 2) + 10% investor co-financing
Total funding	5 M€
Timing Calls & Step in DoWs	Call1 (M3-Call opened, M6-Applications received, M8-Step1-Acceleration programmes, M12-Step2-Product realizatio through). Call2 (M13-Call opened, M16-Applications received, M18-Step1-Acceleration programmes, M24- Step2-Pro market break-through).
Timing Calls & Steps In Data Collection Plan (M1 is July 2014)	As above
Project Coordinator	Grete Gutmann

ECFI2 Questionnaire



Questions

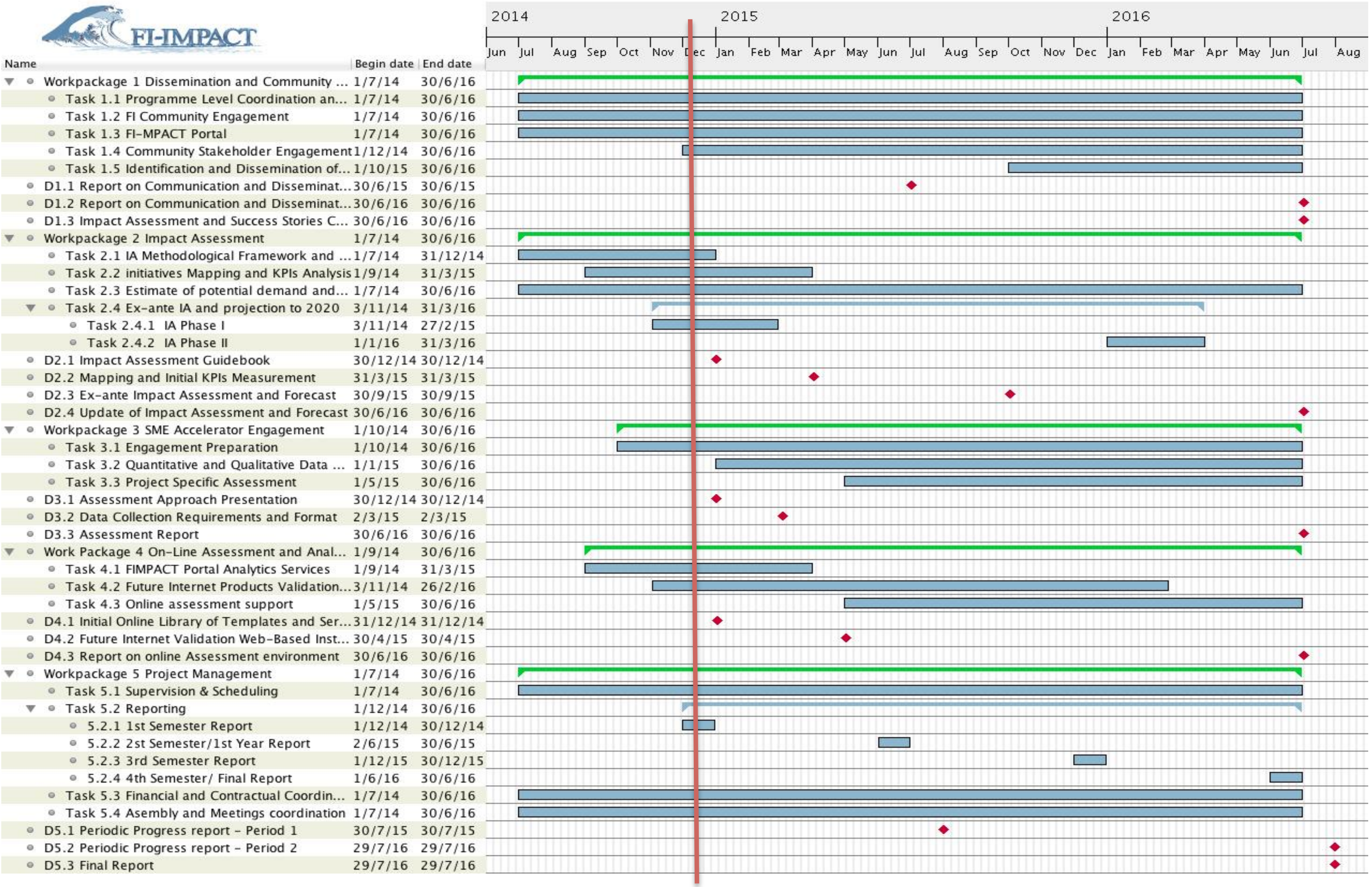
Questions for statistical as well as need and maturity identification purposes

	Element	Description	Measurement
	Innovation Potential and Maturity		
1	Proposal Originality	Is there a baseline or is this a new initiative	Choose from the drop down list
2	Proposal Maturity	At what stage of readiness is the initiative? Select the highest degree of readiness from the list.	Choose from the drop down list
3	Position in the FI-PPP value-chain	How does the applicant see its position in the ecosystem	Choose from the drop down list
4	Innovation Idea	Where do the needs and/or requirements come from. Select all that apply.	select all relevant from list
	Team and Organisation		
5	Organisation Size	Number of people employed in the organisation	Choose from the drop down list
6	IPR	Does the proposer hold intellectual property rights in the proposal domain?	Choose from the drop down list
7	Types of Staff	Select the staff types that are currently present in your organisation	select all relevant from list
8	Years of Operation	Number of years the proposer's organisation has existed	Number
9	Principal Market Focus	Orgainsation's current principal market	Choose from the drop down list
10	Management expertise	Indicate the level of management experience, e.g. in the field of marketing, business strategy, budgeting or leadership?	Choose from the drop down list
	Technology		
11	Technology experience	proposal	Choose from the drop down list
12	Realistion of technology	Are you able to develop and market the technology internally?	select all relevant from list
	Market orientation		
13	Market sector	Market sector addressed by the proposal. Select all relevant sectors.	Choose from the drop down list
14	Market type	Type of customer that will use the product or service. Select all relevant answers.	select all relevant from list

F6S Questionnaire

Back-up Administrative Slides

Current Status



Name	Begin date	End date
Workpackage 1 Dissemination and Community ...	1/7/14	30/6/16
Task 1.1 Programme Level Coordination an...	1/7/14	30/6/16
Task 1.2 FI Community Engagement	1/7/14	30/6/16
Task 1.3 FI-MPACT Portal	1/7/14	30/6/16
Task 1.4 Community Stakeholder Engagement	1/12/14	30/6/16
Task 1.5 Identification and Dissemination of...	1/10/15	30/6/16
D1.1 Report on Communication and Disseminat...	30/6/15	30/6/15
D1.2 Report on Communication and Disseminat...	30/6/16	30/6/16
D1.3 Impact Assessment and Success Stories C...	30/6/16	30/6/16
Workpackage 2 Impact Assessment	1/7/14	30/6/16
Task 2.1 IA Methodological Framework and ...	1/7/14	31/12/14
Task 2.2 initiatives Mapping and KPIs Analysis	1/9/14	31/3/15
Task 2.3 Estimate of potential demand and...	1/7/14	30/6/16
Task 2.4 Ex-ante IA and projection to 2020	3/11/14	31/3/16
Task 2.4.1 IA Phase I	3/11/14	27/2/15
Task 2.4.2 IA Phase II	1/1/16	31/3/16
D2.1 Impact Assessment Guidebook	30/12/14	30/12/14
D2.2 Mapping and Initial KPIs Measurement	31/3/15	31/3/15
D2.3 Ex-ante Impact Assessment and Forecast	30/9/15	30/9/15
D2.4 Update of Impact Assessment and Forecast	30/6/16	30/6/16
Workpackage 3 SME Accelerator Engagement	1/10/14	30/6/16
Task 3.1 Engagement Preparation	1/10/14	30/6/16
Task 3.2 Quantitative and Qualitative Data ...	1/1/15	30/6/16
Task 3.3 Project Specific Assessment	1/5/15	30/6/16
D3.1 Assessment Approach Presentation	30/12/14	30/12/14
D3.2 Data Collection Requirements and Format	2/3/15	2/3/15
D3.3 Assessment Report	30/6/16	30/6/16
Work Package 4 On-Line Assessment and Anal...	1/9/14	30/6/16
Task 4.1 FIMPACT Portal Analytics Services	1/9/14	31/3/15
Task 4.2 Future Internet Products Validation...	3/11/14	26/2/16
Task 4.3 Online assessment support	1/5/15	30/6/16
D4.1 Initial Online Library of Templates and Ser...	31/12/14	31/12/14
D4.2 Future Internet Validation Web-Based Inst...	30/4/15	30/4/15
D4.3 Report on online Assessment environment	30/6/16	30/6/16
Workpackage 5 Project Management	1/7/14	30/6/16
Task 5.1 Supervision & Scheduling	1/7/14	30/6/16
Task 5.2 Reporting	1/12/14	30/6/16
5.2.1 1st Semester Report	1/12/14	30/12/14
5.2.2 2st Semester/1st Year Report	2/6/15	30/6/15
5.2.3 3rd Semester Report	1/12/15	30/12/15
5.2.4 4th Semester/ Final Report	1/6/16	30/6/16
Task 5.3 Financial and Contractual Coordin...	1/7/14	30/6/16
Task 5.4 Asembly and Meetings coordination	1/7/14	30/6/16
D5.1 Periodic Progress report - Period 1	30/7/15	30/7/15
D5.2 Periodic Progress report - Period 2	29/7/16	29/7/16
D5.3 Final Report	29/7/16	29/7/16