FP7-contract n°: 632738

D2.4- REPORT 2 ON PROGRAMME LEVEL COLLABORATION WITH OTHER PROJECTS

Abstract

This document reports the collaboration developed at Programme level during Year 2 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 (FI-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 second project year in the following tasks:

-T2.3 Collaboration on SME Engagement Services,

-and T2.4 Programme sub-grants coordination.

Following the recommendations of the Period 1 reviewers to bring the startups in contact with each other especially the ones using the same FIWARE technology or working in the same field, FI-C3 re-inforced T2.3 in order to include more open to all projects events.

2 Collaboration on SME Engagement Services

2.1 Collaboration with other FIWARE projects

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. FI-C3 collaborated on those matters with FI-BUSINESS.

FI-BUSINESS offered 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;
- One to one coaching sessions.

FI-C3 used **the training & coaching platform provided by FI-BUSINESS**. FI-C3 got **11 vouchers for coaching**. Each voucher represented half a day (4 hours) of coaching on a specific business topic, via online tools or face to face meetings.

The vouchers were assigned to the following projects:

- FI-Glass[1],
- Guide-me-Right,
- HostaBee
- and SmarTaxi

from Call 1,

and to

- Outbarriers,
- Fuseami,
- FI-Event,
- Arianna,
- diaBEATes,
- Everimpact,
- Apertum

from Call 2.

FI-C3 invited sub-grantees to attend the events organised by FI-BUSINESS and other relevant partners: Those events were the following ones:

- **Bootcamps**: Vouchers (limited in number) were assigned on the basis of chronological order of Expression of Interests collected;
- (streamed) **Webinars**
- **ePitching events** (to targeted beneficiaries, filtered on their application domain).

FI-C3 supported the set-up of a **central coaching platform**. FI-C3 has invited its coaches to subscribe to the FI-BUSINESS Venture Development System. FI BUSINESS handled the on-boarding. Start-ups/SMEs selected by FI-C3 received an e-mail with the information that they could book a coach on the FI-BUSINESS Venture Development System. Some FI-C3 coaches performed coaching sessions for non-FI-C3 projects.

[1] FI-Glass has adopted WIIM as commercial name.

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FI-C3 supported also FI-IMPACT, and gave instructions to the sub-grantees in order to fill the **IMPACT ASSESSMENT SURVEY**.

2.2 Geographical and vertical events

At the A16 meeting held in Paris (11 & 12 June 2015) it was decided to plan events at vertical and geographical level to increase the market exposure of the projects. This was confirmed at the A16 Lisbon meeting in October 2015. A common database was then built to collect all events from each accelerator so to invite the FI-PPP sub-grantees (from all accelerators) to attend (see section 3.1.2).

The goal of those meetings was to facilitate cross accelerator collaborations between SMEs, to share experience in using the enablers, and to get aware and to discuss on the FIWARE sustainable offering. Some meetings aimed also to create contacts with customers and/or investors.

FI-C3 contributed to that effort with a series of events of various configurations. All those events were open to sub-grantees of all accelerators and were publicised through the FIWARE channels. We can report the following events:

- A series of monthly meet-ups have been organised in Belgium on 23 Nov and 15 Dec 2015, 13 Jan and 18 Feb 2016 .
- In Spain two meet-ups with the presence of coaches were organised on 28 April 2016 and 23 June 2016.
- A thematic seminar was planned in Germany on 12 February 2016 on legal matters; another thematic event was the "Urbanbeers" SME networking meeting in Cologne (17 May 2016).
- Other events were organised to promote the FIWARE SME projects to potential customers/ partners:
  - A special FIWARE Investor session during *Laval Virtual* in March 2016 ,
  - A meeting with the Chinese delegation of the city of Hengqin (20 June 2016)
  - An event focusing Digital Hospital and IoT in Rennes and Angers (20 & 21 June 2016),
  - And finally a meeting with the Edmonton research Park (Paris 29 June 2016).
- FI-C3 participated also to a conference in Casablanca on 7 April 2016 to promote FIWARE

Those events are presented hereafter in chronological order.

2.2.1 Meetup of 23 Nov 2015: FIWARE @ Tech Start-Up Innovation Market

Place and date of activity: Leuven, Belgium, 23 November 2015, organised by iMinds

Type of activity: meetup. On November 23rd, FITCE.be and IMEC joined their forces for a Tech Start-Up Innovation Market : a lively marketplace for top innovators in hardware and software, for top tech start-ups, and for ambitious investors. This first class evening event has been hosted at IMEC in Leuven, and consisted of a plenary session with experienced technology innovators, followed by an innovation market with demo and info booths: a unique opportunity to engage with entrepreneurs with or without experience, with or without technology.

Agenda

- 18:00 - 18:10: Welcome & context
- 18:10 - 20:00: Tech Start-ups & Technology in Flanders (Including a 20 minute talk by Ingrid Willems)
- 20:00-21:30: Tech Innovation Market + Networking

Objective: networking sessions

Audience: startups and investors

2.2.2 Meetup of 15 December 2015: FIWARE Developers

Place and date of activity: Brussels, Belgium, 15 December 1015, organised by iMinds

Type of activity: meetup.

Objective: the target of the meetup was to share insights about FIWARE projects and how companies have implemented FIWARE enablers into the solution they are building, share problems and solutions, to help other FIWARE developers by providing them insights gained during former project.

Audience: all Belgian FIWARE startups. During this meetup, we had special guests: we invited the Belgian consortium partners of the FIWARE accelerators to join the meetup as well as the FI-C3 accelerator team and projects.

Outcomes, Feedback: very good networking sessions.

Lessons Learned: good to bring the different FIWARE companies together.

2.2.3 Meetup of 13 Jan 2016: Belgium Meetup - Open Source Technologies

Place and date of activity: Brussels, Belgium, 13 January 2016, organised by iMinds

Type of activity: meetup, focus on technology.
Discussion on open source with Joaquin Cabezas, a representative of the FIWARE association. He talked about the pitfalls and opportunities when choosing a platform to develop on. The FIWARE develop meetups offered a sounding board and opportunity to meet other FIWARE developers.

Objective: introduction to open source and FIWARE Association.

Audience: Belgian startups of FIWARE.

Outcomes, Feedback: very good session, sparked interested of attendees!

Lessons Learned: good to have a topic per meetup, to keep the startups interested. This topic was very interesting for them.

2.2.4 Legal seminar planned on 12 February 2016

That seminar, organised by Grassroots, had to be cancelled at the last moment.

Place and date of activity: Legal workshop for Future Internet Connected/Content/Incubator subgrantees, 12 February 2016, 1 pm – 5 pm, BridgehouseLaw Germany, Habsburgerring 2, 50674 Cologne

Type of activity: The agenda of the workshop consisted of presentations by BridgehouseLaw attorneys with subsequent Q&A sessions, but let also give participants the opportunity for individual meetings with the BridgehouseLaw attorneys on specific topics in the areas of e.g. corporate, IT and IP law.

Objective: A viable product is merely the beginning on the long road to success. Along the way, businesses face a multitude of challenges and must thwart attacks from many angles. A substantial share of these challenges or attacks will involve a legal component, or be entirely based on specific legal claims under the applicable law.
Thus, it is essential for businesses venturing into the market, regardless of whether national, European or worldwide, to have a basic understanding of the legal concepts involved. Only with such knowledge will businesses be able to assess specific risks of business decisions and minimize the likelihood of successful attacks both by employees, business partners, competitors or other players in the market.

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This legal workshop aimed at providing essential knowledge and understanding of legal concepts common to most European jurisdictions and relevant for businesses taking the first steps towards establishing a (new) market.

Audience: After advertising the legal workshop in all FI-PPP event channels only one sub-grantee from FI-C3 registered and finally cancelled the workshop on the last day.

2.2.5 FIWARE Belgium Meetup - Investor Readiness 18 Feb 2016

Place and date of activity: Brussels, Belgium, 18 February 2016, organised by iMinds

Type of activity: networking

Objective: networking event was held at the Tech Startup Day.

Audience: startups of FIWARE

2.2.6 Laval Virtual 23 to 27 March 2016

Figure 1 – Laval Virtual announcement

Place and date of activity:
Laval, France, from 23 to 27 March 2016

Type of activity:
The biggest congress dedicated to the technologies and use of the Augmented reality and Virtual reality in Europe.

Objective:
During this congress an **investment forum** was organized and a dedicated slot for FIWARE projects was setup by I & R.

5 FIWARE projects (Arianna from Italy, Time Squatters from UK, both from FI-C3; MindMyths from Ireland and Psious from Spain both from FICHE; and Splash a Spanish FIWARE project) applied and one (MindMyths) was invited to pitch in front of 20 investors.

Audience:
Professionals and consumers, in total 15 000 persons.

2.2.7 eMadina Conference in Casablanca (7 April 2016)

Figure 2 – Smart Cities platform event announcement

Place and date of activity: Casablanca, Morrocco, during the eMadina conference 7 April 2016

Type of activity: SmartCities platform event

Objective:.
Thanks to its partnership with **M**aroc **N**umeric **C**luster (MNC), I & R has been invited to present FIWARE in Casablanca.

A presentation was made with the Help of Pierre-Yves Danet (FI-CORE, FIWARE-Mundus) and the agenda was:

1. The FIWARE platform
2. FIWARE and Smart cities (OASC)
3. How to join FIWARE
4. A FIWARE Accelerator (based on FI-C3)
5. Some smart city applications already developed
6. How to experiment FIWARE using FIWARE Lab

Audience:

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150 participants among elected representatives, persons in charge of public administrations in the cities, telecom companies, representatives of regulation and control of data entities, start-ups, consultants, digital technology companies, administrators of urban infrastructures as well as academics…

Outcomes, Feedback:
The outputs are very exciting:

- high interest of participants, mainly startups and Universities, open innovation seems to be well understood
- Images & Réseaux will support them to test and work with the enablers by creating a couple of accounts on their FIWARE-Lab Node. Today the test of the enablers is still on-going within MNC. I&R will support them to disseminate FIWARE in Morocco.

2.2.8 Start-up Meetup and Business Coaching in Madrid (28 April 2016)

Figure 3 – Meetup of 28 April 2016 in Madrid

Place and date of activity: Madrid ICT & Audiovisual facilities (José Abascal 56, 3rd floor, 28003 Madrid, Spain), 28 April 2016

Type of activity: Meetup and networking between FI-C3 startups and business coaching by Luis Rodríguez (FI-C3 mentor)

Objective:

- FI-C3 and FIWARE: current status and perspectives
- Individual projects presentations
- Problems encountered in the development of the projects: from a commercial, technical or economic point of view.

One to One analysis of each project with the coach and open discussion with all projects (for cross-brainstorming).

Audience: FI-C3 subgrantees (Osteotech, Videona, Oblumi, Seizsafe, Esquesso, Outbarriers, M-Shop), other startups (Meikme) and RTVE Innovation Department (Spanish public national broadcasting company, they have created an accelerator for digital startups).

Outcomes, feedback: The content of the workshop was based on the promotion of the program and mutual understanding of FI-C3 projects. Teamwork dynamics were used to focus on the analysis of advantages and difficulties that the participants had encountered when creating their projects. Relevant comments:

- "Without the FI-C3 support, the project would not have moved forward"
- Startups appreciate the FI-C3 team being so accessible and supportive,
- In general, they request more visibility and communication support,
- Both the financial and the mentoring support are crucial at the initial stage,
- Some complaints about the FIWARE information available for programmers,
- Many libraries exist, but their stability is variable.

Lessons Learned: Fruitful discussion about projects challenges. Elevators' pitch put in practice in front of the other startups, who suggested improvements to their fellows. Good networking between the participants and with RTVE. Discussion on public and private funding sources.

2.2.9 "Urbanbeers" SME Networking event (17 May 2016)

Place and date of activity: STARTPlatz, Cologne, Germany, 17 May 2016

Type of activity: "Urban Beers" is a meeting at Startplatz (organized with Grassroots, FI-C3, the local Cologne incubator Startplatz and the organisator of CityLab) in conjunction with the 16th international CityLab Conference http://www.sis.pitt.edu/citylab16/. CityLab brings together international researchers and practitioners to discuss and explore the research challenges and opportunities in applying the web, the mobile, the pervasive and the social computing paradigm to understand cities and, crucially, engage their citizens in an effort to reclaim urban space for improving their quality of life.

Figure 4 - Urbanbeers SME Networking event

Objective:. The idea was to bring together SMEs including FI-PPP subgrantees with the global network of researchers participating in the City Lab workshop and allow for a productive idea exchange. It started with a quick presentation from the local stakeholders as well as an 1-minute madness-type presentation from the workshop authors and any other participant willing to do so (this allows everyone to be aware of each other's interests and directs the interactions over the "Urban Beers"). The "Urban Beers" session took place in a location outside the traditional academic environment in order to facilitate the interactions.

Audience: 35 participants which were a mix from SMEs and Academics

Outcomes, Feedback: People loved to exchange smart city app ideas, concepts and developments and the beer and informal networking.

Lessons Learned: This exchange was just the start and will be continued via virtual communication.

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2.2.10 FIWARE meeting with the Chinese delegation from the City of Hengqin (20 June 2016)

Place and date of activity: Brussels, Belgium, 20 June 2016

Type of activity: Meeting to showcase FIWARE and FIWARE startups
Agenda :

- 11:30 - 11:45 - Smart Cities / Open Data in Flanders
- 11:45 - 12:00 - Smart City Case (Stefano - Engineering)
- 12:00 - 13:00 - startup presentations & demo's
  - James Troch, founder and CEO of Digital Darwin (FI-C3): http://www.smartparking.eu
  - Pablo Garcia, CIO of S3Innovation (Frontier Cities): http://www.upark.world/
  - Thomas Tackaert, Head of Legal and External Affairs at EVapp (CreatiFI): https://evapp.org
  - Dr. Li Yao, Technical Director of Spartadigital (Frontier Cities): http://www.spartadigital.co.uk/
  - Leanardo Dal Zovo, CTO of STUDIOMAPP, presenting Qirate, a solution to rate the liveability and the quality of life in urban areas. (SOUL-FI): https://www.studiomapp.com/en/

Objective: introduction of FIWARE

Audience: Chinese delegation fro city of Hengqin and an attendee of PCCW (Hong Kong Telecom Operator)

Lessons Learned: events like these tend to be heavy lifting and come in on short notice, making it a challenge to get the right startups into the meeting on time.

2.2.11 Presentation of FIWARE Projects in front of French Hospital representatives and decision makers (Rennes, 20 June 2016)

Figure 5 – Presentation in front of French hospital representative and decision makers

Place and date of activity: Rennes, France, 20 June 2016, Centre Hospitalier Universitaire,

Type of activity:
Presentation of FIWARE Projects in front of French Hospital representatives and decision makers

Objective:
The aim of this event was to invite FIWARE projects to learn about the French health sector.

Several presentations were made in front of those projects:

- Explanations of the French Health system (public hospitals, private hospitals, health insurance etc.) By Anne-Briac BILI – Responsible of Regional Health Digital Technology from the ARS (Agence Régionale de Santé)
- Access to the French market for the e-health solutions, Brittany ecosystem for innovation support and the Brittany specificities as an innovating territory in Health. By Anne-Claude Lefebvre, ID2Santé.
- The purchasing system of the French hospitals based on the European regulations of procurement, By Kevin Bellanger, UniHA
- Case of a collaborative project showing the big steps of a project implementation, with the objective of launching of a medical device on the market, by Pr Patrick Pladys, CHU de Rennes.
- Presentation of the CHU de Rennes (strength in e-Health, clinical research, FHU TECHSAN), by Pr Alain Dupuy.

After all those presentations, the FIWARE projects were invited to present their solutions in front of the audience.

This event was open to all FIWARE participants. 5 FI-C3 and 1 FINODEX projects registered (unfortunately the FINODEX project declined). Finally the participants were:

- **Minze** : Lower Urinary tract assessment at home
- **SeizSafe** : system to monitor epileptic patients during nigh time and alert their caregivers when seizures occur
- **Voiceitt :** aiming to help people with speech disabilities use their voice to communicate
- **Zebra academy** : open medical communication platform for pre- to post-hospital treatment
- **Alzhup :** Improving quality of life for all those affected by Alzheimer's.

(Note : concerning Alzhup, the manager was not able to attend at the very last moment because he was in the US to discuss with investors. As agreed with him and after several meetings between him and Gael Maugis to review the presentation and make sure the key message was passed, Gael Maugis made the presentation in front of the audience).

Audience:
Health Cluster, Hospital Procurement, Health Regional Agency, Dermatologists, IT department, Urologists, Neurologists, French Blood institute.

Outcomes, Feedback:
That event allowed the participants to better understand how to address the French health market.
A regular follow-up will be done with the doctors in order to help the projects to improve contact and to try to convince units to engage some tests. As a concrete outcome, SeizSeife has already been invited to test the solution in the epilepsy unit and in the apartments from Rennes Hospital. According to the e-mail received from the doctor, the test should take place in September 2016 (refer to Figure 6).

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De : NICA Anca <Anca.NICA@chu-rennes.fr> Date : jeu. 07/07/2016 09:18
À : Sara Madariaga
Cc : Gaël MAUGIS; Arnaud Biraben
Objet : RE: [SeizSafe] Next steps

Good morning Sara,
We could test your device both in our epilepsy unit and in the apartments.

We have 3 video-EEG recording rooms at the hospital, and 4 people are living in this adapted building. At the hospital one of the rooms is dedicated mostly to the diagnostic so the seizures are more rare in that one. I guess the wi-fi generated by the device would be more practical, as long as it doesn't interfere with the quality of the recordings (our unit is has a Faraday shield).

For the schedule of the tests, starting September (or later) would be fine for us too, as our unit is closed for 3 weeks in August.

And regarding the collaboration agreement, we have to discuss it together before starting, with the medical chief of our unit, Dr Biraben, he is interested in your project but out of office these days (in copy of this email). And probably with the Research Department of the hospital also.

Keep in touch,
Dr Anca NICA

De : Sara Madariaga [mailto:sara@encore-lab.com]
Envoyé : mardi 5 juillet 2016 11:17
À : NICA Anca
Cc : 'Gaël MAUGIS'
Objet : RE: [SeizSafe] Next steps

Dear Anca,

Thank you very much for your email, this is very encouraging for us. Would you be more interested on a test at the epilepsy unit or at the apartments? From our side both will be ok. To set up the installation we'll need to know:

- The number of patients to be monitored.
- Your preferences for the Wi-Fi network (generated by the device, connect to an existing one there, etc.).
- Which conditions we need to fulfill in terms of data security and other .
- Which is the procedure to sign a collaboration agreement allowing the test.
- When you would like to start the test. At this point I have to say I'll be traveling until the end of August so if the tests are to start before September I'll need to talk to my colleagues so they can manage it.

Regarding video images, we don't keep them, we only need the data gathered by the accelerometers with the corresponding classification of seizure/no seizure, so I guess that simplifies things. We can discuss further details by videoconference whenever is more convenient for you.

Best regards,

Sara

Figure 6 – Test of Seizsafe planned in Rennes CHU

Lessons Learned:
The physicians attending showed high level of interest to the presentations and the quality of the FIWARE projects. They discovered several startups working in their fields; Also they became aware of a strong FIWARE community addressing the medical sector.

2.2.12 IoT applied to the health sector, Angers (21 June 2016)

Place and date of activity: Angers, France, 21 June 2016, *City of the IOT*

Type of activity:
The IOT applied to the health sector: preventing, patient follow-up

Figure 7 - IOT applied to the health sector

Figure 8

Figure 9

Objective:.
Images & Reseaux partnering that event, it has been agreed with the organizer to provide a timeslot in the agenda dedicated to FIWARE. During that session the FIWARE projects were invited to present their solutions in front of the audience. A platform was also set up to facilitate B2B meetings between all the participants.

That event followed the event organized the day before in Rennes (see section 2.2.11).

Audience:
180 persons attended this event. The noticeable presentations were :

- Market overview by Linkidoc
- Example of IOT by Digital Health, Domicalis, CHU, e-care
- Round table : Economic model "Uberisation" of the health by ARS, Harmonie Mutuelle, Audencia
- Round table, what are the legal constraints for the IOT in the health by Veritas, Lawyer, Kiplin, CNIL
- And of course the presentation of the FIWARE projects: Minze, SeizSeife, Talkitt and Zebra

(Note : in order to allow the FIWARE participants to follow the presentations (in French), real-time translation was provided).

Outcomes, Feedback:
This event supplemented the meeting in Rennes the preceding day, especially on legal aspects.
During the B2B meeting, many contacts have also been created.

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Lessons Learned:
Legal aspect is a real a concern for all FIWARE projects, and even if globally the law and rules are almost the same all across Europe, local specificities have to be taken into account by the projects.

2.2.13 Second Start-up Meetup and Business Coaching in Madrid (23 June 2016)

Figure 10 – Second Start-up Meetup and Business Coaching in Madrid

Figure 11

Place and date of activity: Madrid ICT & Audiovisual facilities (José Abascal 56, 3rd floor, 28003 Madrid, Spain), 23rd June 2016

Type of activity: Meetup and networking between FI-C3 startups and business coaching by Luis Rodríguez (FI-C3 mentor)

Objective:.
- Open discussion on FIWARE, benefits and problems encountered
- Application of CANVAS for problem solving and generating ideas on the development of projects, aimed at sustainability

- One to one analysis of each project's sustainability model
- Final discussion on next steps for the projects and their business plans.

Audience: FI-C3 subgrantees (Esquesso, Seizsafe, Outbarriers, Oblumi, SmarTaxi, M-Shop)

Outcomes, Feedback: Very interactive meeting where, following the mentor's guidelines, the startups set out their experiences and discussed in an open debate, which was fruitful for all those present. Relevant comments:

- "Once the product is stable, the FIWARE community is key",
- One of the things that should be improved is the platform's stabillity. The current system is good for lab and prototype purposes, but startups are afraid of relying on it when going to market.
- Because the language has been developed by different sources, it is sometimes not unified.
- In the project they suggest the mentoring should be done from day 1.
- About FI-C3, they appreciate the low bureaucracy, the possibility to interact online and the effectiveness of the project.
- Business and financial planning is more demanding and strict when in front of investors.

Lessons Learned: Mutual knowledge and understanding of the projects. They often face the same challenges. It was very positive for them to hear how others tackle with similar issues (ie. business planning, market tests, getting to know the clients, presentations in front of banks or investors) in the project lifecycle and the startup development.

2.2.14 Edmonton Research Park visit (Paris, 29 June 2016)

Place and date of activity: Paris, France, 29 June 2016

Type of activity: Edmonton Research Park visit – FIWARE Platform and demo

Objective: Following the discussion engaged with FIWARE Mundus, this visit had the objective for Edmonton representatives to better understand how to setup and operate a FIWARE node. They were also interested to understand how developers were using the platform.

Audience:

- Jenni Salonga, Edmonton Research Park 203 Advanced Technology Centre 9650 20 Ave, Edmonton
- Mehadi Sayed, Clinisys company
- Pierre-Yves Danet, Orange
- Gael Maugis, Cristian Cmeciu, Images & Réseaux cluster
- Mathieu Carlier, EverImpact (one of the FI-C3 sub-grantees : Measuring and Monetising Cities CO2 Emissions)

Outcomes, Feedback:
During this session Images & Réseaux made a presentation of a FIWARE-Lab Node and promoted the interest to use the FIWARE technology.
With the help of EverImpact , I&R presented the benefits of using FIWARE such as :

- Cost savings in the development of the applications.
- Time to market, much quicker to hit milestones with the available FIWARE enablers already developed.
- Quality standards, the user of the developers can rely on a proven technology, which is important when handling different data formats and sensors' protocols.

As an output, Jenni Salonga will work with EverImpact to help them to expand in Canada and is willing to promote FIWARE in Canada. The aim would be to install a FIWARE Node.

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3 Programme sub-grants coordination

Those formal structures coordinate the activities of the FI-PPP: the **Steering Board** and the "**A16"**. FI-C3 contributed to all meetings of those committees and provided all relevant data to elaborate programme-level policies and promotion of the sub-grantees.

3.1.1 Steering Board meetings

The **Steering Board** includes all the actors of FI-PPP phases 2 and 3. It holds a 2 hour telephone conference approximately every month and a half, and alternatively physical meetings. FI-C3 participated to those telcos and meetings. The main topics addressed by the Steering Board are indicated below.

- **Steering Board of 22 September 2015, Frankfurt :**

During that meeting, the election of the new Steering Board chairman has been done. The two candidates received 10 votes each, so the final decision was they will both act as co-chairmen. Those co-chairmen are Stefano de Panfilis and Olaf-Gerd Gemein till end of 2016 (end of the FI-PPP).
A brief overview was made on the Phase 2 projects and FIWARE infrastructure and preparation of the next ECFI3 was discussed.

- **Steering Board of 04 November 2015, Hamburg :**

That (physical) meeting was held prior to ECFI3 (4-7 Nov). It has been agreed in the future to collocate SB and A16 meetings.
The Community Governance Model was published and a **Bounty Programme** has being designed out (the idea is that startups can contribute to improve the quality of the enablers and be retributed for that).

- **Steering Board of 14 December 2015 (Telco) :**

The names of the 11 companies selected in the VIP programme were announced:
- 76 companies were located into the top quadrant
- 60 companies sent their pitch decks to the advisors
- 11 companies have been selected for the first batch of the VIP Programme: out of those 11 companies, **2 companies from FI-C3 were selected (Zebra, AlzhUp)** which can be considered as a rather good result.

- **Steering Board of 29 January 2016, Milan :**

Communication aspects were discussed as many of the A16 will finish in June 2016 so this will make the communication more difficult. Olaf-Gerd Gemein who was elected as co-chairman of the A16, was replaced at the head of SpeedUp! Europe by Stefan Stengel; the issue of co-chair is then pending.

- **Steering Board of 4 May 2016 (Telco) :**

An update of the FIWARE foundation was made and presentation of the membership categories presented.
Official launching of the foundation will be announced in Vienna 04th June.
It has been requested to Ogilvy to implement under the FIWARE website the visibility of the FIWARE commercial nodes.
Organisation of a FI-PPP final event was foreseen to take place in Brussels in the period from 13 October to 08 November.

- **Steering Board of 10 June 2016, Tallinn :**

Brief overview of the official launching of the FIWARE Foundation 1st June in Vienna.
A flyer has been prepared by Ogilvy to be used by anyone who wants to give an introduction.
Final FI-PPP event decided to be 08 November in Brussels, the goal is to attract people that are outside the current FIWARE community, the agenda has to be built.
Competitor analysis and positioning of FIWARE has been presented.

- **Steering Board of 12 July 2016, (Telco):**

All Accelerators reported briefly on their status; most of them were completed. It's been agreed to share in an archive the lessons learnt from each accelerator. Ogilvy will set up a place on the website to integrate the FIWARE commercial offer in order to have a central place to find the information from all suppliers providing a commercial node.
The HQ from the FIWARE foundation will be established in Berlin.
The final FI-PPP event is confirmed to take place on November 08th.

3.1.2 A16 meetings

Besides the Steering Board, the **community of the 16 accelerators (A16)** created to formalise the collaboration the accelerators, met regularly (in principle every 3 months).

- **Lisbon 22-23 October 2015 :**

During the A16 workshop in Lisbon, it was decided to implement in the following months a Community Action Plan for all the FIWARE stakeholders. The main goal was to bring more value to our companies by educating, creating awareness and improving connections through events. These can be **either meet-ups, workshops, roadshows, startup sessions at existing key events**, etc. In Lisbon the accelerators decided on sharing all the relevant events for the sub grantees in a common google doc. This objective converged with the FI-C3 plan to re-direct T2.3 as reported in section 1.

- **Milan 28-29 January 2016**:

The key message of that meeting was again to re-inforce the FIWARE community.
Under the invitation of the Commission and of the other FIWARE stakeholders, which wanted to hear directly from sub-grantees' experience, four projects from the VIP Programme were invited in Milan to report what worked best and worse in the programme and how we can all improve from their point of view. **Among those (four) projects, two projects came from FI-C3 (AlzhUp** and **Zebra).**

The VIP Programme was presented by the people in charge of its implementation. The Commission encouraged the attendees to push it harder in this final period of the FIWARE Acceleration Programme. Moreover, the Commission encouraged all to prepare winning proposals for the ICT-12 H2020 call.

During the meeting, the attendees where split in groups where we brainstormed and thought out of the box, trying to come up with new and lean initiatives/activities to carry out, that could be of benefit for the FIWARE Community and Start-ups.

The FIWARE press office requested the attendees to disseminate all our success stories and double the effort on communication.

Also, the iHubs (www.ihub.eu) initiative was presented during the meeting, as well as new projects out of the FIWARE Programme that requested the use of FIWARE technology. The Commission invited the attendees to include the use of FIWARE in the future proposals submitted to the EU calls (i.e. H2020).

- **Tallinn 28-29 June 2016**:

This A16 meeting was the last one where all the stakeholders of this program were invited to share their experiences. To do so, each accelerator and support action was requested to make a 2 minutes pitch to summarize two years of actions and supports provided to sub-grantees and to the community.
During this meeting a workshop has been organized to agree on several initiatives in order to build and grow the FIWARE Community such as create a marketplace of FIWARE solutions, continue to promote the Startups, keep the sector specific programme, collaboration and trust between the stakeholder of the programme.

A progress report on the FIWARE foundation was presented with the founding members. The FIWARE foundation **discussion has been moderated by Gaël Maugis, FI-C3 coordinator**.

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Figure 12 – Discussion about FIWARE Foundation, Tallinn, 28-29 Jan 2016

3.1.3 Project dashboard and performances

T2.4 includes also the maintenance of a **project dashboard** addressing the data concerning the sub-grants that can be relevant to consolidate at programme level. FI-C3 has provided information concerning **FIWARE technology priorities** and **FIWARE usage** and answered various enquiries of the Commission and of Programme coordination. Those enquiries have been reported in Deliverable D2.3 – Report1 on programme level, collaboration with other projects (doc FI-C3-029), showing that **2 FI-C3 projects are in the top quartile of the ranking for FIWARE usage**. This was based on the 11 Call 1 projects only. No other programme level enquiry has been launched during the second project year, so the 28 call 2 projects have not been taken into account.

FI-C3 contributed to the VIP programme, an initiative supported by the IMPACT accelerator to give special support to a short number of startups identified as potentially commercial success cases. FI-C3 provided the requested technical and business inputs to that programme. **In total, 15 startups from all accelerators were selected in the VIP Programme among which 3 FI-C3** sub-grantees :

- Alzhup,
- Zebra
- EverImpact.