



FP7-contract n°: 632738

D6.3- FINAL SUM UP FOR PROJECT OUTCOMES AND SUCCESSFUL STORY DISSEMINATION

Abstract

The FI-C3 Accelerator presents here up to date outcomes of the project (Open Call 1 and Open Call 2) and the successful stories that are taking place as a result of the acceleration programme.

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1 Introduction

This document reports the main outcomes and success stories of the projects that have been run in the FI-C3 accelerator. This includes the projects that were selected after Call 1 (11 projects started on 1st January 2015 and one project started on 1st April 2015) and the projects selected after Call 2 (28 projects, starting 1st October 2015 and finishing on 30th June 2016).

The detailed outcomes of Call 1 have been provided in deliverable D3.7 - Report on Call 1 and its outcome (document FI-C3-018-V1.0 published on 19 Jan 2015). Another deliverable (D3.8- Report on Call 2 and its outcome) reflects the details for Call 2. In order to avoid duplicating that information, this document will only provide a **few statistics on Call 1 and Call 2 projects** (section 0), and will **focus on the “success stories”**, i.e. those projects that FI-C3 has been monitoring for 9 to 18 months through its periodic evaluation process and that the Monitoring Committee considers as particularly promising (section 3).

Two channels were set up at programme level to distinguish “success stories”.

One channel was the “**VIP programme**” supported by the IMPACT accelerator. The VIP Programme was a set of specific actions for giving special support to a short number of startups identified by the advisers as potentially commercial success cases. One of the key premises was to make all the progress of the selection and development of the programme transparent to all accelerators. Applications for the VIP Programme were only open to companies located in the Top Quadrant (high-technical and high-business scores). The technical score was given by the FIWARE coaches, the business score was provided by a set of advisors appointed by IMPACT.

In the first batch of that programme:

- 76 companies were located into the top quadrant,
- 60 companies sent their pitch decks to the advisors,
- 11 companies were selected among which 2 FI-C3 SMEs.

In the second batch 4 additional startups were invited to join the program among which 1 FI-C3 SME. **In total, 15 startups from all accelerators were in the VIP Programme; 3 (20%) of them belonging to FI-C3:**

- **Alzhup,**
- **Zebra**
- **EverImpact.**

Another initiative to identify “Success stories” was **initialised by Ogilvy**, who was in charge of the communication at the FIWARE programme level. That organisation requested all accelerators to **nominate potential “success stories” according to a list of criteria** (the business criterion was proposed by the accelerators, the technical score was again provided by the FIWARE coaches). To answer that request FI-C3 nominated 6 potential “success stories” based on the project Call 1 portfolio:

- **Guide Me Right**
- **Oliva Card**
- **Hostabee,**
- **Smart Parking**
- **Zebra**
- **AlzhUp**

That exercise was performed at an early stage of the programme and did not take into account the second group of projects (Call 2). Although there was no such second official request from Ogilvy, FI-C3 decided to launch a similar enquiry by itself, within the Evaluation Committee and asked its members to identify the startups they consider to be a success. The result is the list below (the criterion was that at least 3 positive votes out of 4 were required to put a startup in the list; the order is not significant):

- **Talkitt,**
- **Fuseami,**
- **EverImpact,**
- **SUOP**
- **Apertum,**
- **Making Mind Matter**
- **Outbarriers,**
- **Eskesso,**

The projects that are presented in section 3 are therefore both the **projects officially selected in the VIP programme** and the projects that, at this stage and without anticipating what will be their commercial success, **FI-C3 would like to promote**.

2 Main project outcomes

2.1 Open Call 1

As already mentioned in a deliverable (D3.7 -Report on Call 1 and its outcome -doc FI-C3-018-V1.0) is devoted to the outcomes of Call 1, so the information that is given below is a very short summary, to provide the background for the “success stories” of section 3 and also to put Call 2 in the perspective of Call 1.

Submitted Proposals

The FI-C3 1st Open Call was opened on 1st November 2014 and closed on 30th November 2014.

229 proposals were submitted from 23 European countries were represented (Figure 1).

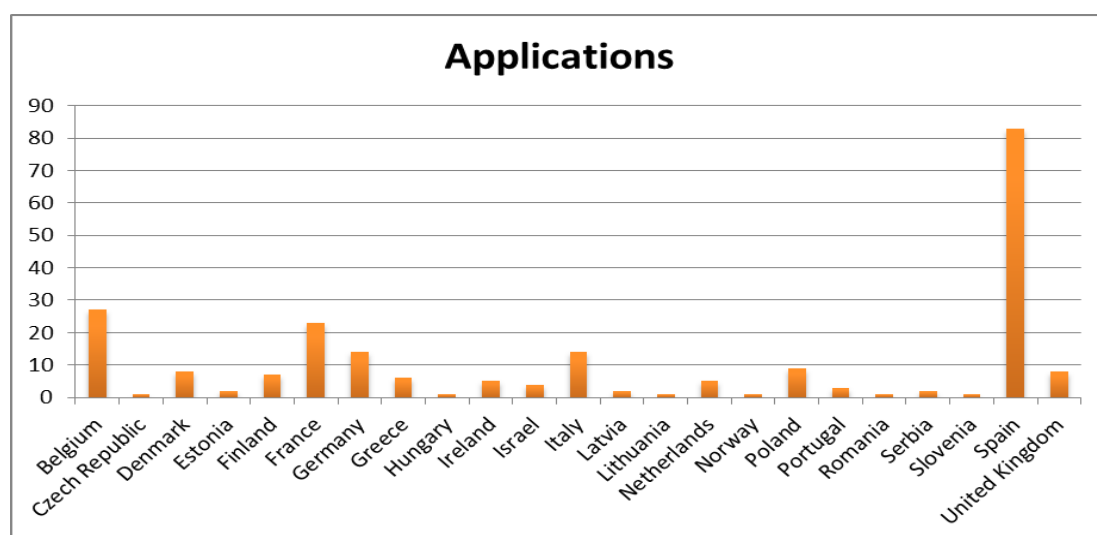


Figure 1. Geographical distribution of the submitted proposals in Call 1

Spain submitted the maximum number of proposals (83), followed by Belgium (27), France (23), Germany (14) and Italy (14).

Results

Overall 12 proposals were selected. They were all submitted by SMEs. No proposals submitted by individual entrepreneurs were awarded in this first Open Call (in fact, surprisingly, there were not many applications submitted by individual entrepreneurs). As a consequence, the average budget per project reached 132 k€, above the plans (expectations were rather around 100 k€ per project) and a number of selected projects below the number anticipated (15). The distribution of selected projects per country is shown in Figure 2.

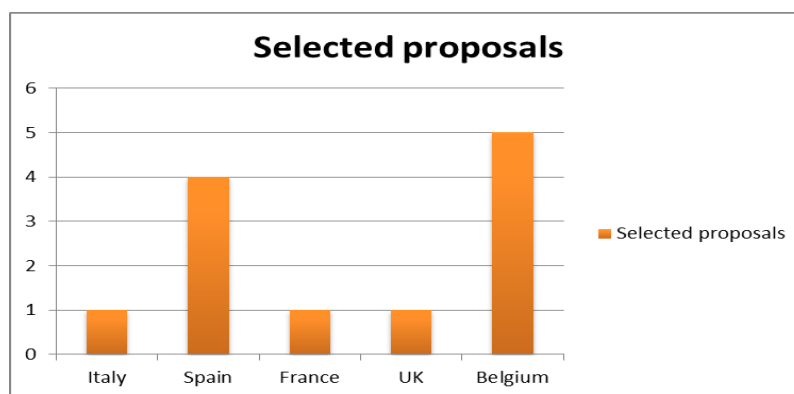


Figure 2. Selected proposals per country in Call 1

Selected Proposals in Call 1

The 12 proposals finally selected in FI-C3 Open Call 1 are listed in Table 1:

| Name | Country |
|------------------------------|---------|
| Guide Me Right | Italy |
| Oliva Card | Spain |
| SmarTaxi | Spain |
| HostaBee | France |
| EWT (Team Turquoise) | UK |
| NEVEO | Belgium |
| WiiM (former FIGlass) | Spain |
| MotoSmarty | Belgium |
| Smart Parking | Belgium |
| Yagram | Belgium |
| Zebra Academy | Belgium |
| Alzhup | Spain |

Table 1. Selected Proposals in Call 1

Other Outcomes from Open Call 1

After the first evaluation (after 3 months), the Monitoring Committee decided to discontinue the project *Empathic Wearable Technology* run by Team Turquoise, because of its lack of strategy to adopt the FIWARE technology.

In the list above, the 6 projects considered as particularly promising are highlighted in orange. This does not mean that the other projects are not interesting, but that their level of maturity is not as advanced as the 6 underlined ones.

A statistical survey of the FIWARE technology used by the Call 1 projects has provided the following figures:

- In total : 30 enablers are used
 - Starting from 1 and up to 12 enablers per project

- 19 Generic enablers are used by 9 projects (the same enabler can be used by several projects)
 - 2 enablers are used by 45% of the projects
 - 3 enablers are used by 36% of the projects
- 4 FI-CONTENT2 enablers are used by 3 projects (the same enabler can be used by several projects)
- 7 FI-STAR enablers are used by 3 projects (the same enabler can be used by several projects).

2.2 Open Call 2

Submitted Proposals

The FI-C3 2nd Open Call was opened on 1st June 2015 and closed on 30th June 2015.

The total number of proposals submitted in this 2nd Call were 352 (i.e. 1.5 times Call 1), from 30 countries. The geographical distribution of the submitted proposals is shown in Figure 3.

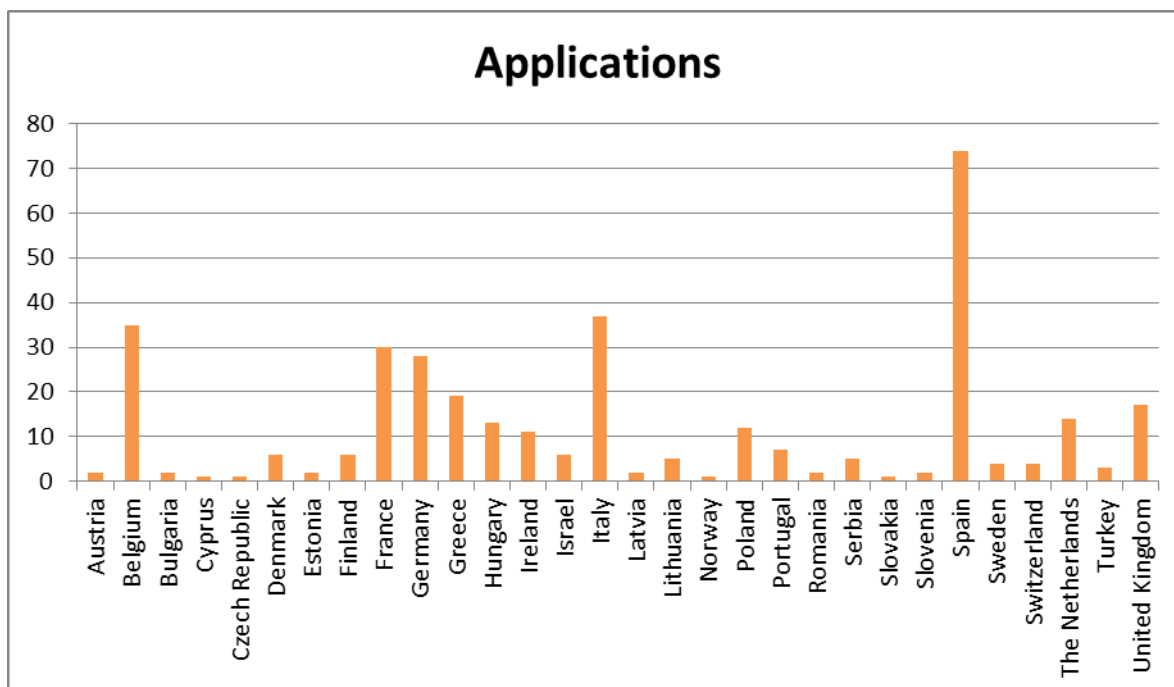


Figure 3. Geographical distribution of the submitted proposals in Call 2

Spain, again, submitted the maximum number of proposals (74), followed by Italy (37), Belgium (35), France (30) and Germany (28). Compared to Call 1, the number of represented countries is higher, with a more uniform distribution per country.

53 applications (Figure 4) were selected out of the 352 and were invited to the second selection phase which consisted of e-pitches in front of a selection committee of 8 independent evaluators.

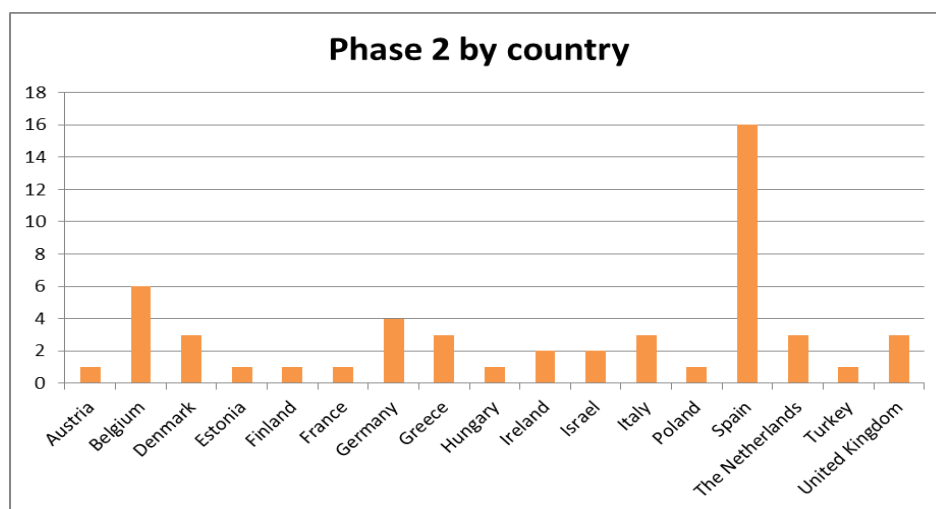


Figure 5. Geographical distribution of the proposals admitted to the second phase of Call 2 selection

In this Phase 2 of the selection process, 17 countries are represented. Among those 17 countries, Spain has 16 representatives, followed by Belgium (6), Germany (4) and Denmark (3).

The Phase 2 pitches review took place during 8th, 9th and 10th of September. In total 28 proposals were selected to join the FI-C3 Accelerator and received funding.

| Name | Country |
|--|----------------|
| Talkitt (Voiceitt) | Israel |
| Fuseami | Ireland |
| EverImpact | Denmark/France |
| Quantified Self Ambient Assisted Living Ecosystem (Gociety) | Netherlands |
| BlindTouch (Ray) | Israel |
| CartSkill | Estonia |
| FI event platform (now Event Watcher) | Spain |
| Seizsafe (Encore Lab) | Spain |
| SUOP Mobile | Spain |
| Oblumi Tapp | Spain |
| Sofasession | Austria |
| APERTUM | UK |
| Minze | Belgium |
| Videona | Spain |
| Making Mind Matter (Cortechs) | Ireland |
| Kissmyshoe | France |
| M-SHOP | Spain |
| Outbarriers | Spain |
| ReSoNo | Hungary |
| diaBEATes | Greece |

| | |
|-------------------------------|---------|
| Helpilepsy | Belgium |
| SmartNoiseCity (Vatia) | Spain |
| Go Pro Self service | Denmark |
| Eskesso | Spain |
| Osteotech (now Muvone) | Spain |
| Time Squatters | UK |
| VeloCARRIER | Germany |
| Arianna (In.sight) | Italy |

Table 2- Selected proposals in Call 2

3 Successful stories from Call1

The FI-C3 project has selected the most promising companies among those being accelerated and funded at the moment. The success of these stories rests on the quality of the work done, the verified progress of the projects and the metrics achieved by the start-ups. The FI-C3 successful stories are presented in the following sections. The order of the sections has no particular meaning.

3.1 Guide me Right



| | |
|---|--|
| Company Name: | Guide Me Right+ |
| Commercial Name (if applicable): | |
| Address: | ZI Preda Niedda Str2 / Str 1 |
| Postal Code: | 07100 |
| Country: | Italy |
| Phone: | 0039 3480244673 |
| Contact Person(s) Name(s): | Luca Sini |
| Contact Person(s) Position(s): | CEO & Co-Founder |
| Contact Person(s) e-mail(s): | Luca.sini@guidemeright.com |
| Contact Person(s) Phone(s): | 0039 3480244673 |
| Acceleration Project Name: | FI-C3 |
| Sub-grant initial date: | 01/01/2015 |
| Sub-grant ending date: | 30/03/2016 |

| | |
|---|--|
| Application Name: | Guide Me Right+ |
| Commercial Name (if applicable): | |
| Vertical Market(s) Addressed: | Tourism - Tour & Activities |
| Application Description: | <p>Guide Me Right (GMR) is a cross-platform community marketplace where you can discover and book new social experiences with a Local Friend: somebody who shares with his local knowledge and lifestyle, the same he usually does with a friend.</p> <p>Everybody has the opportunity to earn money, meet</p> |

| | |
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| | <p>new people and promote his own location by applying to become a Local Friend. Each Local Friend has to create a personal list of activities by answering to the following questions:</p> <ul style="list-style-type: none"> - What do you do with a friend who pays you a visit? - What do you actually do during your free time? <p>The GMR gamification system automatically suggests the hourly fee of each Local Friend by linking it directly to his reputation on the website.</p> <p>Guests can look for the closest Local Friend available, compose their own experience by selecting the activities they are interested in, book it, and share their review with the Guide Me Right community.</p> <p>Today, we want to develop a FI-C3 project so as to:</p> <ul style="list-style-type: none"> - facilitate the Guest search process by enabling them to look for the Local Friend activities, but also for all the local event and point of interests available and to discover who are the Local Friend available for such attractions; - improve the effectiveness of our recommendation system so as to use external information (social network), internal info (Lifestyles, profile information, past research) and open data in order to match our users based on their "social affinity". <p>GMR offers a flexible but reliable experience via a mobile-oriented service that connects in real time travelers, local people and cities in such a way that each one of them is going to benefit from such interaction.</p> |
| Main KPI of Success: | |
| Data supporting this appraisal: <i>(try to provide numerical evidences: number of customers / investment achieved, potential users, etc.)</i> | <ul style="list-style-type: none"> + 250 Active Local Friends across 16 italian regions + 700 activities uploaded + 500 experiences sold |
| Other KPIs of success <i>(if applicable)</i> | |
| Expected in-market date: <i>(if applicable)</i> | Already in market |
| Accelerator Project own assessment on FIWARE Technology Usage: <i>(try to provide a top-level description on how the sub-grantee is using the technology)</i> | <p>By combining two specific enablers such as OPEN CITY DATABASE and POI PROXI Guide Me Right will be able to:</p> <ul style="list-style-type: none"> - implement the "search for activities" tool: Guest will be able to visualize the activities proposed by the Local Friend, which will be geo-localized on the map; - improve the "search for activities" by showing not just the activities proposed by the Local Friend but also all the activities, events, and point of interests that we'll be able to extract by relying on Fi Ware technologies. <p>Therefore, Guest will have the opportunity to specify what they would like to do and to discover the closest and/or best Local Friend available for the chosen</p> |

| | |
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| | activities. |
| Links of interests: (website, demo site, etc...) | www.guidemeright.com https://ocdb.guidemeright.com/v1/frontend/mappa.html |
| Any other information or comments: (state other aspects supporting your appraisal) | |

3.2 Oliva Card



| | |
|---|--|
| Company Name: | Logim Solutions S.L. |
| Commercial Name (if applicable): | Oliva Card |
| Address: | Almogavers 165 Office 206 08018 Barcelona |
| Postal Code: | 08018 |
| Country: | Spain |
| Phone: | |
| Contact Person(s) Name(s): | Michael Lin |
| Contact Person(s) Position(s): | Co-Founder & CEO |
| Contact Person(s) e-mail(s): | michael@logimsolutions.com |
| Contact Person(s) Phone(s): | (+34)600786613 |
| Acceleration Project Name: | FI-C3 |
| Sub-grant initial date: | 01/01/2015 |
| Sub-grant ending date: | 31/12/2015 |

| | |
|---|---|
| Application Name: | Oliva Card |
| Commercial Name (if applicable): | |
| Vertical Market(s) Addressed: | Small to Mid-Sized Merchants |
| Application Description: | <p>Oliva Card aims to empower merchants and promote local economy with a loyalty & CRM solution designed for small to mid-sized merchants. Integrating merchants into a universal yet customized loyalty system, Oliva Card builds community-based merchant networks that connect consumers to local shops, cafes, restaurants, etc., at the same time enabling consumers to use one single loyalty card/app for all merchants.</p> <p>The business-facing products of Oliva Card include an in-store tablet that runs the loyalty system, which merchants put on their counters, plus a cloud-based backend where merchants can access their shop analytics and manage their customer relationships.</p> <p>For consumers, “Oliva Card” iOS and Android apps are available for download, with which one can store the loyalty card, manage rewards, and discover merchants near him.</p> |
| Main KPI of Success: | Number of merchants locations in the network. |
| Data supporting this appraisal: <i>(try to provide numerical evidences: number of customers / investment achieved, potential users, etc.)</i> | As of August 19th, the network include 68 merchants with over 70 locations using Oliva Card. |
| Other KPIs of success <i>(if applicable)</i> | <p>Number of individual users (7014) and number of gifts exchanged (1793).</p> <p>All KPIs are published in real and live numbers on http://olivacard.com homepage.</p> |
| Expected in-market date: <i>(if applicable)</i> | Already in the market |
| Accelerator Project own assessment on FIWARE Technology Usage: <i>(try to provide a top-level description on how the sub-grantee is using the technology)</i> | <p>Apps available, improvement in the FIWARE integration.</p> <p>Issue encountered with FI-Lab</p> <p>FI-Lab hosts: leaderboards and ranking.</p> <p>Use of FIWARE is still in progress.</p> <p>Use FIContent 2 Lab (FIWARE Media and Content Enablers) enabler called Leaderboard. They host application on amazon as FIWARE Lab is unstable</p> |
| Links of interests: <i>(website, demo site, etc...)</i> | <p>http://olivacard.com/</p> <p>http://ranking.olivacard.com/</p> <p>http://olivacard.com/map</p> |

Any other information or comments:
(state other aspects supporting your appraisal)

The owner of Oliva Card sold the company to Klikin

3.3 Hostabee



| | |
|---|--|
| Company Name: | Hostabee |
| Commercial Name (if applicable): | Hostabee |
| Address: | 101 rue du Général Leclerc |
| Postal Code: | 02100 Saint-Quentin |
| Country: | France |
| Phone: | +33 676 54 42 28 |
| Contact Person(s) Name(s): | Vincent Demortier Maxime Mularz |
| Contact Person(s) Position(s): | CEO CTO |
| Contact Person(s) e-mail(s): | vincent.demortier@hostabee.com maxime.mularz@hostabee.com |
| Contact Person(s) Phone(s): | +33 676 54 42 28 +33 786 00 24 84 |
| Acceleration Project Name: | FI-C3 |
| Sub-grant initial date: | 01/04/2015 |
| Sub-grant ending date: | 30/03/2016 |

| | |
|---|--|
| Application Name: | Hostabee |
| Commercial Name (if applicable): | |
| Vertical Market(s) Addressed: | Smart Cities |
| Application Description: | Hostabee is a connected beehive with associated services to remotely manage the apiaries life cycles in cities. Hostabee introduces a new urban business model for an |

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|---|---|
| | ancestral and rural activity allowing a larger deployment of apiculture in urban areas. |
| Main KPI of Success: | Urban farming is a global emerging trend, more specifically urban beekeeping: Hostabee's technology fosters its development. |
| Data supporting this appraisal: <i>(try to provide numerical evidences: number of customers / investment achieved, potential users, etc.)</i> | <p>Already thousands of urban beehives in cities like London, Brussels, Paris, San Francisco, Tokyo, Johannesburg, where local governments and beekeepers communities are eager to use new technology to widely deploy this activity.</p> <p>8 professional beekeepers involved in the open innovation process</p> <p>2 corporate beekeepers communities involved in the open innovation process (Orange in France and Google in the US)</p> <p>Established contacts with urban beekeepers communities in Paris, Brussels, San Francisco, San Jose and Tokyo.</p> <p>Established contacts and discussions with investors for series A funding</p> <p>Selected by French public investment organization (BPI France) for the "French pitch" action (15 French start-up video pitch will be presented to US investors) + possibility to participate to CES in Las Vegas. Winner of a startup competition during the DLD Tel Aviv (End Sept-2016), they are now invited to participate to the next CES in Las Vegas.</p> <p>10 000 \$ contract signed in San Francisco</p> |
| Other KPIs of success <i>(if applicable)</i> | |
| Expected in-market date: <i>(if applicable)</i> | Already in the market |
| Accelerator Project own assessment on FIWARE Technology Usage: <i>(try to provide a top-level description on how the sub-grantee is using the technology)</i> | <p>Hostabee is the winner of the French hackathon organized in Rennes (in Nov 2014). The use and the integration of the Fiware technology were highlighted. In addition and prior to his official selection under FI-C3, Hostabee already started its developments using FIWARE.</p> <p>The domain of use is mainly oriented around IoT architecture and perfectly controlled.</p> <p>The app is actually deployed in Lannion FIWARE-Lab.</p> |
| Links of interests: <i>(website, demo site, etc...)</i> | <p>http://www.hostabee.com/http://www.hostabee.com/</p> <p>https://youtu.be/jmVYbDXf3Fg</p> |

| | |
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| | https://youtu.be/-L9IBD6CDVQ https://goo.gl/9Cw59N https://goo.gl/6rzVES |
| Any other information or comments: (state other aspects supporting your appraisal) | Hostabee is hosted at FIWARE iHub Faubourg Numérique, in Saint-Quentin a city leading a network that will enter the “OASC” initiative, in region Picardy that started the application process for FIWARE Mundus. |

3.4 SmartParking



| | |
|----------------------------------|--|
| Company Name: | D2 Benelux BVBA |
| Commercial Name (if applicable): | Smart Parking |
| Address: | Frans De Cortlaan 3 bus 1 Wilrijk |
| Postal Code: | 2610 |
| Country: | Belgium |
| Phone: | +32 32 97 77 74 |
| Contact Person(s) Name(s): | James Troch |
| Contact Person(s) Position(s): | CEO & Co-Founder |
| Contact Person(s) e-mail(s): | james@d2.eu |
| Contact Person(s) Phone(s): | +32 32 97 77 74 |
| Acceleration Project Name: | FI-C3 |
| Sub-grant initial date: | 01/01/2015 |
| Sub-grant ending date: | 31/12/2015 |

| | |
|---|--|
| Application Name: | Smart Parking |
| Commercial Name (if applicable): | |
| Vertical Market(s) Addressed: | Smart Cities / Smart Territories |
| Application Description: | <p>Smart Parking is a solution that allows parking customers to pay their ticket on their mobile, without going to the payment kiosk in the parking. Smart Parking takes it a step further and reduces the need of tickets by scanning license plates. Access control becomes ticketless. It reduces waiting in line to pay, or looking for a payment station/kiosk in that parking.</p> <p>The goal of Smart Parking is to enable card-less parking payment, to provide ticketless parking access and improve customer service. It allows for more loyalty/customer follow-up by the parking operator and gives an overview of parking transactions per customer.</p> <p>Our Smart Parking offers some benefits for both customer and parking operator:</p> <ul style="list-style-type: none"> • Less stress at entering the parking, enter quicker. • Less stress leaving the parking, leave faster. Customer can't 'lose' his/her ticket since the car is the identification. • Improve service by guiding customer with location-based technology to nearest parking. • Fast processing of payment, with any payment method. • Less hardware needed in parking slot, thus reducing total operating cost. • Contactless entry reduced hardware failures & maintenance costs. • Existing equipment (payment, access) can still be used. • Short installation time (estimated 2 days for a 4 lane parking). • Solution is modular: operators can select the card-less payment solution and/or the ticketless access module. Both can work independent from each other. |
| Main KPI of Success: | <ul style="list-style-type: none"> • Number of Automatic License Plate Recognitions • Number of ticketless parking payments • Number of equipped parking |

| | |
|---|---|
| Data supporting this appraisal: <i>(try to provide numerical evidences: number of customers / investment achieved, potential users, etc.)</i> | Vinci Park Belgium has agreed to cooperate with D2 in the pilot phase. |
| Other KPIs of success <i>(if applicable)</i> | |
| Expected in-market date: <i>(if applicable)</i> | Already in the market |
| Accelerator Project own assessment on FIWARE Technology Usage: <i>(try to provide a top-level description on how the sub-grantee is using the technology)</i> | POI and identity management used in the PoC. Plan to integrate 8 enablers overall at the end. Side note: they are using enablers in other applications they have in house. |
| Links of interests: <i>(website, demo site, etc...)</i> | http://www.smartparking.eu/ |
| Any other information or comments: <i>(state other aspects supporting your appraisal)</i> | Experienced and motivated team, with high level of professionally and focus on developing the product in close collaboration with their customer and end users in realistic live environments, i.e. Living Lab validation approach. |

3.5 Zebra Academy



| | |
|---|---|
| Company Name: | Zebra Academy |
| Commercial Name (if applicable): | |
| Address: | Louizalaan 515, 1050 Etterbeek Belgium |
| Postal Code: | 1050 |
| Country: | Belgium |
| Phone: | +32 (0)487/32 59 14 |
| Contact Person(s) Name(s): | Helio Fernandez |
| Contact Person(s) Position(s): | CTO & Co-Founder |

| | |
|------------------------------|--|
| | |
| Contact Person(s) e-mail(s): | info@zebra-telemedicine.com |
| Contact Person(s) Phone(s): | +32 (0) 487/32 59 14 |
| Acceleration Project Name: | FI-C3 |
| Sub-grant initial date: | 01/01/2015 |
| Sub-grant ending date: | 30/06/2016 |

| | |
|---|---|
| Application Name: | Zebra Academy |
| Commercial Name (if applicable): | |
| Vertical Market(s) Addressed: | Care-& Wellbeing - TeleMedicine |
| Application Description: | <p>Zebra Academy develops an open medical communication platform for pre- to post-hospital treatment, by implementing real time audio-video interaction between medical personnel and patients with real time access to device and medical data. Our team developed a pre-hospital (ambulance) telemedicine device that can deliver real time bidirectional audio-video between a patient in a moving ambulance and a physician at any remote location. The device also realizes live and automated transfer of vital parameters integrated with a tailor made acute stroke decision support software. The goal of this telemedicine device is to speed up the diagnosis of acute stroke patients, increasing patient outcome and reducing costs, both for hospitals and society. We successfully progressed a clinical feasibility study with results published in international peer-reviewed journals. Currently we are starting a longer randomized trial on outcome and time savings related towards the solution we are now commercialising. The goal of the fiware project is to integrate this solution in a wider audio-video-data network: Interoperable platform for Remote monitoring Integrated e-Solutions (Zebra). Our solution will allow transferring real time audio-video and medical data in a legal compliant manner. The platform will have an open front end, in which any medical device will be allowed to interconnect. The platform will allow live analysis of data, making it suitable for acute and time-sensitive interventions.</p> |
| Main KPI of Success: | Sales + New market opportunities |
| Data supporting this appraisal: (try to provide numerical evidences: number of customers / investment achieved, potential users, etc.) | <p>Solution sold to 2 Hospitals (lower contract because part of a testing phase).</p> <p>Exploring opportunities with telecomproviders for telemedicine in remote areas (Africa).</p> |
| Other KPIs of success (if applicable) | |
| Expected in-market date: (if applicable) | Already in market |

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| <p>Accelerator Project own assessment on FIWARE Technology Usage: (try to provide a top-level description on how the sub-grantee is using the technology)</p> | <p>Technical knowledge and implementation of FIWARE is very good. Running on FIWARE-LAB (Cyprus). Working on EHR-EN FISTAR SE + using FISTAR security & privacy, and WebRTC..</p> <p>SAML integration</p> <p>Close interaction with the FIWARE development team.</p> |
| <p>Links of interests: (website, demo site, etc...)</p> | <p>http://www.zebra-telemedicine.com/</p> |
| <p>Any other information or comments: (state other aspects supporting your appraisal)</p> | <p>Strong media coverage in Belgium</p> <p>VTM nieuws 13 uur: http://deredactie.be/cm/vrtnieuws/videozone/programmas/journaal/2.37816?video=1.2256593</p> <p>http://www.lalibre.be/video/la-telemedecine-dans-les-ambulances-pour-un-diagnostic-de-l-avc-plus-rapide-54f491073570c8b952618ee7?playlist=5469da1d357081ee01e6c615</p> <p>http://nieuws.vtm.be/buitenland/130804-ambulance-stelt-diagnose-internet</p> <p>Het Laatste Nieuws: http://www.hln.be/hln/nl/961/Wetenschap/article/detail/2237200/2015/03/02/Dokter-op-afstand-stelt-snelle-diagnose-via-internet.dhtml (voor de duidelijkheid: er staat een quote van mij in het artikel, maar de quote is niet van mij)</p> <p>Het Nieuwsblad: http://www.nieuwsblad.be/cnt/dmf20150302_01556967</p> <p>Knack: http://datanews.knack.be/ict/nieuws/dokters-uz-brussel-stellen-diagnose-via-internet-video/video-iwatch-538013.html</p> <p>De Morgen: http://www.demorgen.be/wetenschap/dokter-op-afstand-stelt-snelle-diagnose-via-internet-a2237200/</p> <p>Brusselnieuws: http://www.brusselnieuws.be/nl/video/tvbrussel/uz-test-telegeneeskunde-uit-contact-met-ziekenwagen-webcam</p> <p>Het is ook opgenomen in de nieuwsbrief van Mediquality die vandaag is verspreid. De info zat ook in het radionieuws op Radio1 en Radio2</p> <p>http://www.rtf.be/info/regions/detail_face-aux-avc-la-telemedecine-dans-l-ambulance?id=8920589</p> <p>http://www.rtl.be/info/magazine/science-nature/la-telemedecine-pour-diagnostiquer-dans-l-ambulance-les-patients-victimes-d-un-avc-704752.aspx</p> <p>Snellere diagnose stellen bij beroerte redt levens (Deredactie) http://deredactie.be/cm/vrtnieuws/videozone/programmas/journaal/2.37816?playlist=7.39637&video=1.2256593</p> <p>Ambulance stelt diagnose via internet (VTM Nieuws) http://nieuws.vtm.be/buitenland/130804-ambulance-stelt-diagnose-internet</p> <p>UZ test telegeneeskunde uit: 'Contact met ziekenwagen via webcam' (TV Brussel) http://www.brusselnieuws.be/nl/video/tvbrussel/uz-test-telegeneeskunde-uit-contact-met-ziekenwagen-webcam</p> <p>Hoe gezond (Humo) file:///C:/Users/jvoost/Downloads/03-03-2015-HOe%20gezond.pdf file:///C:/Users/jvoost/Downloads/03-03-2015-HOe%20gezond.pdf</p> <p>Di. 03 Mar. 2015, Pagina 18</p> |

3.6 Alzhup



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| Company Name: | Reta al Alzheimer, S.L. |
| Commercial Name (if applicable): | Alzhup |
| Address: | C/ Doctor Iranzo 56 1º G 50002 Zaragoza |
| Postal Code: | 50002 |
| Country: | Spain |
| Phone: | |
| Contact Person(s) Name(s): | Rafael Espinosa de los Monteros |
| Contact Person(s) Position(s): | CEO |
| Contact Person(s) e-mail(s): | respinosa@alzhup.com |
| Contact Person(s) Phone(s): | +34 627 957 188 |
| Acceleration Project Name: | FI-C3 |
| Sub-grant initial date: | 01/01/2015 |
| Sub-grant ending date: | 31/12/2015 |

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| Application Name: | Alzhup |
| Commercial Name (if applicable): | |
| Vertical Market(s) Addressed: | Alzheimer's Disease and main vertical. With the AlzhUp Platform in place, we will extend the platform with different therapies to other verticals: Ictus, Comma, Vascular Dementia, etc. |
| Application Description: | <p>Reta Al Alzheimer S.L. is a company focused on 2 clear goals: Delay of cognitive impairment and help of active ageing, focusing on Alzheimer's in a first stage, but aiming to different dementias in the future.</p> <p>The reason for a service like this is that, with 44 million people diagnosed Alzheimer's in the world, 100 million people affected and pharmacological</p> |

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| | <p>therapies not being reliable until many decades ahead, the focus must be on how to live with Alzheimer's today, and how to increase quality of life of both patients and their environment.</p> <p>The way of achieving these goals is through AlzhUp, which is based on 4 key pillars:</p> <ol style="list-style-type: none"> 1. A scientifically validated pre-diagnosis tool, which main objective is to facilitate pre-diagnosis of Alzheimer's. 2. A Personal Bank of Memories with the possibility of cataloguing memories through a patented algorithm, based on the Art of Memory, in a similar way our brain stores memories, making it a unique tool against other similar systems that can't use their content for helping in dementias due to its cataloguing methodology, similar to a computer, which is not valid for our brain. 3. NON pharmacologic therapies, scientifically validated (PACID therapy created by CRE Salamanca), covering 7 different cognitive areas) and completely customized to each patient thanks to the Personal Bank of Memories, allowing delay of Alzheimer's effects up to 3-5 years. 4. Active Participation of the family based on a powerful gamification system, following and improving the white book for Alzheimer's gamification presented by University of Stamford. <p>AlzhUp is thought for families and professionals (specialized centers, occupational therapists, insurance companies) and is presented in a standard version of 60 €/year, or a professional one for 15 €/month. The service will be released worldwide in 2015.</p> |
| <p>Main KPI of Success:</p> <p>Data supporting this appraisal: (try to provide numerical evidences: number of customers / investment achieved, potential users, etc.)</p> | <ul style="list-style-type: none"> - 400 beta users (200 in USA + 200 in Europe), which means more than 800 persons under testing. - Scientific Validation of the ICAP therapy inside AlzhUp already demonstrated (n=25) - Agreements already achieved with different institutions in USA and Europe. - First publication of AlzhUp among Scientific Community during 57 Consortium of Sociedad Española de Geriatria y Gerontología - Investment from partner Rokk3r Labs in Miami, USA of \$ 250 K |
| <p>Other KPIs of success (if applicable)</p> | <p>When releasing AlzhUp, we will care more about Scientific KPI than Business KPI, that is measure of</p> |

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| | <p>cognitive decline by different KPI:</p> <ul style="list-style-type: none"> - Improvements in Short & Long Term Memory - Calculus capacities - Association capabilities...etc - We measure more than 357 variables to set up the cognitive status of the patients. |
| Expected in-market date: <i>(if applicable)</i> | Already in market |
| Accelerator Project own assessment on FIWARE Technology Usage: <i>(try to provide a top-level description on how the sub-grantee is using the technology)</i> | <ul style="list-style-type: none"> • First releases - web version as well as iPad version are ready • FIWARE runs on their own HW • FI-Star questionnaire (new release) awaited in June and still not available (take the source code and try to improve it) <p>Questionnaire SE is used but they did not get access to latest version (source code). Need to rely on Berlin node which created issues during a demo in the US as they made an update without warning. FI-C3/FIWARE/FI-STAR teams have been warned but it was too late. Communication with SE development team is limited.</p> <p>Issue thus remains with the FISTAR questionnaire SE: development team does not show willingness to initiate an open source community but rather intend to deposit code on the web (was planned June) 2 months before project stop</p> <p>Keyrock is strongly used and deployed over Amazon servers. Also issue is that confirmation e-mail is sent from Fiware, not Alhzup.</p> <p>Plans exist to integrate object storage, EHR-EN enablers (status to be checked), FICONTENT SEs (or Kurento).</p> |
| Links of interests: <i>(website, demo site, etc...)</i> | http://www.alzhup.com/ |
| Any other information or comments: <i>(state other aspects supporting your appraisal)</i> | |

4 Success stories from call 2

4.1 Talkitt (Voiceitt)



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| Company Name: | Voiceitt |
| Commercial Name (if applicable): | Talkitt (application name) |
| Address: | 2 Dov Friedman, Ramat Gan, Israel |
| Postal Code: | 5252301 |
| Country: | Israel |
| Phone: | +972-54-924-5599 |
| Contact Person(s) Name(s): | Danny Weissberg Devora Mason |
| Contact Person(s) Position(s): | CEO COO & CFO |
| Contact Person(s) e-mail(s): | danny@voiceitt.com devora@voiceitt.com |
| Contact Person(s) Phone(s): | +972-54-235-7727 +972-54-924-5599 |
| Acceleration Project Name: | FI-C3 |
| Sub-grant initial date: | 01/10/2015 |
| Sub-grant ending date: | 30/06/2016 |

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| Application Name: | TALKITT |
| Commercial Name (if applicable): | |
| Vertical Market(s) Addressed: | Care and Well Being |
| Application Description: | Voiceitt are the developers of the Talkitt app, which allows people with speech disabilities the chance to speak and be understood in real-time using the most natural means available to them: their own voice. |

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| Main KPI of Success: | Product beta testing: - positive quantitative results (75% recognition) - qualitative feedback (enthusiasm from users in automated, anonymous questionnaires) |
| Data supporting this appraisal: <i>(try to provide numerical evidences: number of customers / investment achieved, potential users, etc.)</i> | - We have over 6000 potential users registered in our database who are future Talkitt users. despite no marketing so far, is enough to enable us to reach profitability. - Hundreds of people from around the world have donated their voices to Recorditt, our voice crowdsourcing app, further evidence of the enthusiasm for the Talkitt app--and willingness to pay – even prior to oficial launch. |
| Other KPIs of success <i>(if applicable)</i> | - continual engagement via email and social media - testimonials from families, medical professionals, researchers - interest in license purchase from medical institutions - acknowledgment of technology achievements - Raised more than 550K EU by winning European and International competitions during the Fiware program including 43North, Medica, OCS corporate grant and AAL. |
| Expected in-market date: <i>(if applicable)</i> | We hope to launch Version 1 of Talkitt in Q1 of 2017 offering a limited vocabulary of phrases and words for the day to day functioning and use of those with severe speech disabilities. |
| Accelerator Project own assessment on FIWARE Technology Usage: <i>(try to provide a top-level description on how the sub-grantee is using the technology)</i> | Every time a recognition is done on the Talkitt app, the local server matches it to the users dictionary and it is logged using Orion GE. The context broker moves the data to the main servers using Orion context broker. The Cygnus GE moves the updates to the MongoDB database. The Object storage enabler is our main data server data storage for saving audio recordings. |
| Links of interests: <i>(website, demo site, etc...)</i> | Demos: https://vimeo.com/173450454 https://vimeo.com/88557645 https://vimeo.com/158942057 |
| Any other information or comments: <i>(state other aspects supporting your appraisal)</i> | - Data collected through Recorditt and Talkitt have been organized into a proprietary Dashboard interface, used for voice segmentation, analysis, and voice-disordered research - Research collaborations with university professors have set the foundation for clinical trials - We recently were awarded two prizes by prestigious mobile health programs: Digital Health (Miami, FL); and, Dreamit Ventures (Philadelphia, PA) - We are currently in discussions with hospitals with |

regards to purchase of Talkitt software licenses, and pursuance of clinical trials on-site.

4.2 Fuseami



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| Company Name: | Fuseami Limited |
| Commercial Name (if applicable): | Fuseami – the smarter networking & conference app |
| Address: | Arclabs, WIT West Campus, Carriganore, Waterford, Ireland |
| Postal Code: | n/a |
| Country: | Ireland |
| Phone: | +353 51 347321 |
| Contact Person(s) Name(s): | Michael Fennelly |
| Contact Person(s) Position(s): | CEO & Co-founder |
| Contact Person(s) e-mail(s): | michaelfennelly@fuseami.com |
| Contact Person(s) Phone(s): | +353 87 9239293 |
| Acceleration Project Name: | FI-C3 |
| Sub-grant initial date: | 01/10/2015 |
| Sub-grant ending date: | 30/06/2016 |

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| Application Name: | Fuseami |
| Commercial Name (if applicable): | Fuseami |
| Vertical Market(s) | Networking & events / conferences |

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| <p>Addressed:</p> <p>Application Description:</p> <p>Main KPI of Success:</p> <p>Data supporting this appraisal: (try to provide numerical evidences: number of customers / investment achieved, potential users, etc.)</p> | <p>Fuseami is a revolutionary new type of conference app focused on transforming delegate networking at conferences. It provides personalised recommendations and intelligent search to empower delegates to make the best possible connections at an event. Powered by its unique relevance technology (patent-pending), it utilises a delegates existing business profile. Fuseami enables organisers to improve their conferences by driving delegate engagement. In addition to networking, the app displays all the event information such as agenda, social activity and floorplans.</p> <p>Participation in the FIWARE / FI-C3 program provided fuseami with the opportunity to run extensive trials of its app, and to collect extensive user feedback that allowed rapid improvement of the service. Without this support, we would not have achieved such a strong product market fit. Following on from these trials, we are already seeing the success of the product and are already achieving sales with prominent conference organisers.</p> <p>During the period from June 2015 to June 2016 fuseami ran large scale international trials of its app. The goal of these trials was to provide market feedback to ensure strong product market fit was achieved before starting to commercialise the service. The extensive trials facilitated collecting extensive feedback from conference organisers that adopted and promoted the service and from conference delegates that used the app at conferences they were attending.</p> <p>Key KPI's:</p> <ul style="list-style-type: none"> • no.of live conference trials supported, • no. of end users using the app, • adoption rate of delegates, • time spent using the app and • the no. of connections created by users at conferences. <ul style="list-style-type: none"> • No. of live trials supported: 106 conferences – including the following prestigious conferences: <ul style="list-style-type: none"> ○ ICT2015 – the European Commission’s premier technology conference that took place in Oct 2015 in Lisbon, ○ IEEE GLOBECOM2015 – one of the leading telecommunication conferences that took place in San Diego in December 2015, ○ IEEE World Froum on the Internet of Things – one of the leading IOT conferences that took place in Milan in December, ○ annual PMI conference in Israel in May 2016. ○ In addition supported conferences organised by the likes of Dublin Chamber of Commerce and Enterprise Ireland. ○ Over 70% of the conferences supported were outside Ireland. • No. of end users using the app: Over 4,200 delegates that used the app at conferences. • Adoption rate of delegates: Achieved close to 50% |
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| | <p>adoption at conferences where the app was promoted by the conference organiser.</p> <ul style="list-style-type: none"> • Time spent using the app: This steadily increased during the trials with the average user using the service for 52 minutes at each conference by May 2016. • The no. of connections created by users at conferences: On average each user made 6 new connections using the app at a conference they were attending. |
| Other KPIs of success <i>(if applicable)</i> | <p>We have successfully started commercialising the service. To date we are focused on two core products:</p> <ul style="list-style-type: none"> • Providing a networking & conference app that is supported through the multi-event app fuseami. • Providing a white-label or branded version of the app for premium events. <p>To date – sales have been achieved for both of these products.</p> |
| Expected in-market date: <i>(if applicable)</i> | <p>We are now actively in the market & we commenced charging for the service at the start of July 2016, after completing the period of live conference trials and improving the app to ensure strong product-market fit.</p> |
| Accelerator Project own assessment on FIWARE Technology Usage: <i>(try to provide a top-level description on how the sub-grantee is using the technology)</i> | <p>The main FIWARE technology that we adopted was the Orion Context Broker. The main use of this technology was to provide an intelligent method of providing notification to users that new potential connections had joined the conference that they were attending. This significantly improved the discoverability of new potential connections for a user as they were notified once a certain no. of new potential connections had joined the event. We found the context broker easy to integrate with our existing technology. It was well documented and has proven to be very stable. The functionality provided has been well received by both conference delegates and conference organisers & has increased the usage and engagement with the app.</p> <p>We have commenced expanding the functionality provided with this Fiware technology to cover notifications to users once they enter a specified geo-location in the vicinity of a live conference.</p> |
| Links of interests: <i>(website, demo site, etc...)</i> | <p>Website: https://fuseami.com</p> <p>Link to app store: https://itunes.apple.com/ie/app/fuseami/id919526297?mt=8 https://play.google.com/store/apps/details?id=com.fuseami.app</p> <p>Youtube video: https://www.youtube.com/watch?v=NGPOPlrLJ1s</p> |
| Any other information or comments: <i>(state other aspects supporting your appraisal)</i> | <p>The fuseami concept arose from two large EU research projects that Kevin Doolin the founder coordinated. Kevin works for TSSG (www.tssg.org), the research and innovation unit of the Waterford Institute of Technology (www.wit.ie). These projects focused on the areas of relevance, mobile technologies and social networking (www.ict-persist.eu and www.ict-societies.eu). A prototype of the fuseami</p> |

technologies was built and successfully trialled in ICT2013 (Vilnius) during the Societies project. After the project ended Kevin/TSSG applied for Enterprise Ireland funding to commercialise the idea.

The company currently employs three full time employees and is in the process of raising funding to support the rollout of the service.

4.3 Everimpact

Everimpact^o

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| Company Name: | Everimpact |
| Commercial Name (if applicable): | |
| Address: | 34 rue des Trois Frères Le Roy |
| Postal Code: | 29860 |
| Country: | France |
| Phone: | +45 25 70 39 49 |
| Contact Person(s) Name(s): | Mathieu Carlier |
| Contact Person(s) Position(s): | CEO & Co-founder |
| Contact Person(s) e-mail(s): | mc@everimpact.org |
| Contact Person(s) Phone(s): | +45 25 70 39 49 |
| Acceleration Project Name: | FI-C3 |
| Sub-grant initial date: | 01/10/2015 |
| Sub-grant ending date: | 30/06/2016 |

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| Application Name: | Everimpact |
| Commercial Name (if applicable): | Everimpact |
| Vertical Market(s) Addressed: | Smart Cities & Environment |
| Application Description: | Everimpact helps cities measure and monetise CO2 emissions, by combining ground sensors and satellites' data. |

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| | As a result, Cities can generate revenues and attract investors with a monitoring system that certifies their CO2 reductions. |
| Main KPI of Success: | <p>Secured 2 distribution partnerships with R20 (A. Schwarzenegger Foundation) and Suez Environment Group.</p> <p>Those 2 partners represent a pipeline of 100-200 projects, which is a crucial help for a startup to penetrate the Smart City market, otherwise left to large groups with sufficient salesforce and financial stability.</p> |
| Data supporting this appraisal: <i>(try to provide numerical evidences: number of customers / investment achieved, potential users, etc.)</i> | <p>PLEASE NOTE THIS IS CONFIDENTIAL INFORMATION (NOT TO BE RELEASED):</p> <ul style="list-style-type: none"> - R20 has been selected to be the administrator of a \$1Bn Climate Fund, which would result in the implementation of 100 projects over 10 years. Everimpact has been selected by R20 to provide its measuring system to those projects. - Suez Environment is willing to: <ol style="list-style-type: none"> 1) launch a Climate Fund in partnership with Everimpact 2) Create a Joint Venture where Suez Group would provide financing 3) Invest in Everimpact 4) Fund 1-2 pilot projects for €100,000 |
| Other KPIs of success <i>(if applicable)</i> | - Everimpact is part of the top 15 FIWARE Champions of the FIWARE VIP Programme |
| Expected in-market date: <i>(if applicable)</i> | Expected in Q4 2016 with pilot projects |
| Accelerator Project own assessment on FIWARE Technology Usage: <i>(try to provide a top-level description on how the sub-grantee is using the technology)</i> | <p>The use of FIWARE technology has saved us months in the development of our software. In few weeks we had already many modules ready to be used (think of a multitude of apps ready to be downloaded on the Apple app store).</p> <p>We used the following enablers:</p> <ol style="list-style-type: none"> 1. Cosmos GE for Big Data Analysis to gain advantage of the distributed, parallel "divide/conquer" model MapReduce, the fairly convenient deployment, & computing instance instantiation/teardown. 2. Geoserver/3D as GIS Data Provider to structure our data as GIS layers, view our data about sources of emissions, time of day etc... 3. 2D-UI GE library to build application-like interface without breaking many established standards for web programming, and present end users with a rich and powerful UI. |
| Links of interests: <i>(website, demo site, etc...)</i> | www.everimpact.org |

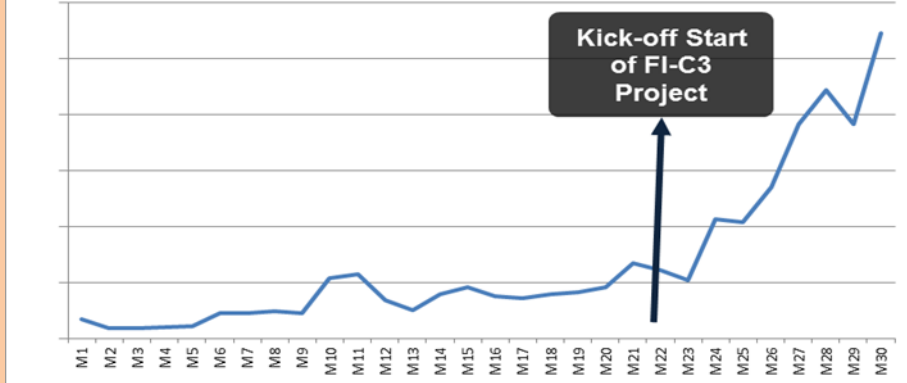
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| Any other information or comments: (state other aspects supporting your appraisal) | |

4.4 SUOP Mobile



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|----------------------------------|--|
| Company Name: | SUOP Mobile |
| Commercial Name (if applicable): | SUOP |
| Address: | Zurbarán 7, bajo 4 Madrid |
| Postal Code: | 28010 |
| Country: | SPAIN |
| Phone: | +34 600 582150 |
| Contact Person(s) Name(s): | Jaime Pla |
| Contact Person(s) Position(s): | CEO |
| Contact Person(s) e-mail(s): | JAIME@SUOP.ES |
| Contact Person(s) Phone(s): | +34 600 582150 |
| Acceleration Project Name: | FI-C3 |
| Sub-grant initial date: | 01/10/2015 |
| Sub-grant ending date: | 30/06/2016 |

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| Application Name: | SUOP MOBILE |
| Commercial Name (if applicable): | SUOP |
| Vertical Market(s) | Smart Territories and Media & Content |

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| Addressed: | |
| Application Description: | Suop is the first mobile operator in Spain managed by its users. In the era of open communities and social networks we rely on our community of users to run the business with us in marketing, innovation and customer support tasks. In suop.es our users collaborate with us and earn points in real time that they can redeem with free balance, cash or donate to charity. |
| Main KPI of Success: | Number of mobile subscribers Turnover |
| Data supporting this appraisal: (try to provide numerical evidences: number of customers / investment achieved, potential users, etc.) | <p>Daily Gross Add Rate Since Launch</p>  <p>Gross Revs May = 44.5K€</p> |
| Other KPIs of success (if applicable) | Monthly gross revenues at start of the project (Oct-15)→14K€ Monthly gross revenues at end of the project (Jun-16)→37K€ |
| Expected in-market date: (if applicable) | Commercial launch in December 2013 |
| Accelerator Project own assessment on FIWARE Technology Usage: (try to provide a top-level description on how the sub-grantee is using the technology) | Fiware provides a set of very useful enablers. We are very happy with the project. The only drawback was having some of the enablers up & running as they very on a new release phase and testing environment was not available. |
| Links of interests: (website, demo site, etc...) | www.suop.es |

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| Any other information or comments: <i>(state other aspects supporting your appraisal)</i> | |
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4.5 Apertum



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|----------------------------------|--|
| Company Name: | S3Transportation LLP |
| Commercial Name (if applicable): | S3Transportation |
| Address: | 40 Gracechurch Street London |
| Postal Code: | EC3V 0BT |
| Country: | United Kingdom |
| Phone: | +44 20 36279235 |
| Contact Person(s) Name(s): | Pablo García |
| Contact Person(s) Position(s): | Deputy Director, Brussels Office |
| Contact Person(s) e-mail(s): | p.garcia@s3transportation.com |
| Contact Person(s) Phone(s): | +44 20 36279235 |
| Acceleration Project Name: | FI-C3 |
| Sub-grant initial date: | 01/10/2015 |
| Sub-grant ending date: | 30/06/2016 |

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| Application Name: | Apertum [A Real-Time Guide to Step-Free Mobility] |
| Commercial Name (if applicable): | Apertum |
| Vertical Market(s) Addressed: | Smart Cities, Transport |
| Application Description: | Apertum is a free transport app offering real-time accessible public transport routing to vulnerable and non-conventional transport users (disabled, |

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| | <p>elderly, pregnant women, baby strollers and travellers with heavy baggage).</p> <p>Calculating the fastest 'step-free' route from A to B, Apertum provides a service not supplied by any existing routeing apps, as it calculates urban trips that avoid non-accessible metro stations and tram/bus stops.</p> <p>Step-free access means lifts, ramps and level surfaces so you don't have to use stairs or escalators, and can avoid the step and gap onto trains and buses.</p> <p>Features:</p> <ul style="list-style-type: none"> • Step-free route from A to B: to guide users through accessible stations • Smart Algorithm: combining Open Data, on-site assessments and data from operators • Mobility & Social App: users share reviews and ratings of accessible restaurants, hotels and shops near public transport stations • Real-time station data, including geolocalisation and a photograph • Users can share incidents/accidents in real time • International outreach: 190+ potential cities in 4 continents |
| Main KPI of Success: | <p>The app has been successfully deployed in Madrid, the 8th largest public transport system worldwide. On-Site Audit of Accessibility Conditions. Over 6000 bus stops, over 300 metro stations.</p> |
| Data supporting this appraisal: <i>(try to provide numerical evidences: number of customers / investment achieved, potential users, etc.)</i> | <p>500+ early adopters have already used Apertum in Madrid. Once the app is publicly presented together with the Madrid Transport Authority (September 2016), Apertum will be targeting up to 250,000+ potential users in Madrid.</p> |
| Other KPIs of success <i>(if applicable)</i> | <p>In June 2016, Apertum received the European Commission's 'Seal of Excellence', a "quality label awarded to projects that deserve funding from alternative sources, since they passed stringent selection and award criteria but could not be funded due to budget constraints".</p> |
| Expected in-market date: <i>(if applicable)</i> | <p>The web version of Apertum (www.apertum.world) is already available. The app version (iOS/Android) will be presented in September 2016.</p> |
| Accelerator Project own assessment on FIWARE Technology Usage: <i>(try to provide a top-level description on how the sub-grantee is using the technology)</i> | |

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| Links of interests: <i>(website, demo site, etc...)</i> | http://www.s3transportation.com/ @stepfreeApertum www.apertum.world |
| Any other information or comments: <i>(state other aspects supporting your appraisal)</i> | |

4.6 Making Mind Matter (Cortechs)



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| Company Name: | CortechsConnect |
| Commercial Name (if applicable): | Cortechs |
| Address: | 125 Belfry Hall, Block D, Citywest |
| Postal Code: | Dublin 24 |
| Country: | Ireland |
| Phone: | |
| Contact Person(s) Name(s): | Áine Behan |
| Contact Person(s) Position(s): | CEO |
| Contact Person(s) e-mail(s): | aine@cortechs.ie |
| Contact Person(s) Phone(s): | +353-87-1992514 |
| Acceleration Project Name: | FI-C3 |
| Sub-grant initial date: | 01/10/2015 |
| Sub-grant ending date: | 30/06/2016 |

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|---|-------------------------------------|
| Application Name: | Cortechs |
| Commercial Name (if applicable): | Cerebrill - game and headset bundle |

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| Vertical Market(s) Addressed: | Digital brain health - young adults |
| Application Description: | Cerebrill - A mobile brain fitness dashboard that acts as the FitBit platform equivalent for digital brain health. Cerebrill is a life logging app for improving concentration; monitoring focus and using brain powered play to improve attention. |
| Main KPI of Success: | Sales; product demonstrating improved attention in customers. Cortechs is revolutionizing how serious alternative solutions can be delivered to improve attention deficit behaviours. |
| Data supporting this appraisal: <i>(try to provide numerical evidences: number of customers / investment achieved, potential users, etc.)</i> | Currently user testing - potential of 1 million young adults with attention deficit behaviours in UK/Ireland to being with. National and international distributor agreements under negotiation (EU and Middle East). |
| Other KPIs of success <i>(if applicable)</i> | Sales - user engagement - brainwave data analysis - distributor agreements to sell product (under negotiation with two top EU distributors). |
| Expected in-market date: <i>(if applicable)</i> | Winter 2016 |
| Accelerator Project own assessment on FIWARE Technology Usage: <i>(try to provide a top-level description on how the sub-grantee is using the technology)</i> | We used KeyRock identity management service to streamline, personalise and enforce the privacy of brainwave data and believe that end user identification. COSMOS was used to create clusters and perform statistical analysis on the growing repository of brainwave data that was collected. |
| Links of interests: <i>(website, demo site, etc...)</i> | www.cortechs.ie - see children brain training game also developed by Cortechs. Demo site under construction for Cerebrill. |
| Any other information or comments: <i>(state other aspects supporting your appraisal)</i> | N/A |

4.7 Outbarriers

Outbarriers®

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| Company Name: | Digitalilusion S.L. |
| Commercial Name (if applicable): | Outbarriers |
| Address: | Calle María Zambrano 1, bloque 6 2ºA. Alhendin. Granada |
| Postal Code: | 18620 |
| Country: | Spain |
| Phone: | +34 688 984 680 |
| Contact Person(s) Name(s): | Jose Manuel Robles |
| Contact Person(s) Position(s): | CTO |
| Contact Person(s) e-mail(s): | chema@outbarriers.com |
| Contact Person(s) Phone(s): | +34 688 984 680 |
| Acceleration Project Name: | FI-C3 |
| Sub-grant initial date: | 01/10/2015 |
| Sub-grant ending date: | 30/06/2016 |

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| Application Name: | Outbarriers |
| Commercial Name (if applicable): | |
| Vertical Market(s) Addressed: | Retail companies |
| Application Description: | <p>Outbarriers make "visible" businesses for blind people.</p> <p>Outbarriers is a universal solution: a free app (Android / iOS) that gives audible messages with the commercial and accessibility info, verified and with precision. We do it placing a BLE ibeacon in the points we want to signal.</p> |
| Main KPI of Success: | |
| Data supporting this appraisal: <i>(try to provide numerical evidences: number of customers / investment achieved, potential users, etc.)</i> | <p>Number of customers: 120 businesses</p> <p>Outbarriers is in three cities in Spain: Granada, Madrid and San Sebastián</p> <p>150 Testers users</p> |
| Other KPIs of success <i>(if applicable)</i> | <p>iOs & Android app</p> <p>SDK/API</p> <p>Development of our own beacon</p> <p>Sustainable business model</p> <p>We have entered the programmed</p> |

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| | acceleration of Mahou San Miguel startups in which They will help us to expand Outbarriers around Spain. |
| Expected in-market date: <i>(if applicable)</i> | Already in the market since October 2015 |
| Accelerator Project own assessment on FIWARE Technology Usage: <i>(try to provide a top-level description on how the sub-grantee is using the technology)</i> | <p>FIWARE Cloud Lab: We run locally both GE and our backend in VM running Centos 6.3.</p> <p>Orion GE: Orion GE is the backbone of Outbarriers. When the mobile app detects an Outbarriers beacon, it connects to the Orion and sends the Universal Unique ID (UUID) of the beacon.</p> <p>Orion responses with the message to play in the smartphone. In a generic overview, we'll use the operations defined by NGIS10 (query & update context) and in JSON response type (FR001, FR003, NRF007).</p> <p>We also use Orion GE Pub/Sub broker features to connect people of reduced visibility with volunteers (voluntary subscribe to requests for help, pub, from the blind.(FR005).</p> <p>POI Server: A POI or place overall may have one or more beacons. With POI API Server, we can access and store that information.</p> <p>POI Proxy SE: This specific enabler provides value added to the user when he is in a POI where a beacon is placed. Thanks to multiple sinks of geodata such as Foursquare, Meetup, Eventbrite, Twitter,... we can play useful additional messages to the user.</p> <p>Docker: We use containers to easy cloud deployment and flexibility.</p> <p>Interface Builder GE: We need to place beacons inside of buildings. We need to know where is approximated placed. For this reason the use of a easy tool to do floorplanning is mandatory (for use internally or by distributors/customers). Using Interface Builder GE we can develop this tool.</p> <p>Cosmos GE instance: We would like to explore all the information (bigdata) on beacons, positions, used by blind volunteers and businesses with this instance of Hadoop once we have metrics and very large data volume. The backend will group the aggregated information in a background task and it will upload to the Cosmos GEi using Hadoop REST API. Later, we'll execute the MapReduce tasks</p> |

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| | looking for relevant knowledge. |
| Links of interests: (website, demo site, etc...) | https://outbarriers.com/es/ https://www.facebook.com/Outbarriers https://vimeo.com/165262839 https://www.youtube.com/channel/UC82M8NAkoWU0MN14QdTDm5Q |
| Any other information or comments: (state other aspects supporting your appraisal) | |

4.8 Eskesso (UEG Mobile)



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| Company Name: | Eskesso |
| Commercial Name (if applicable): | |
| Address: | Avenida de la Tecnología 26 Edificio Vilamar I, planta 1, módulos 19-21 Seville |
| Postal Code: | 41015 |
| Country: | Spain |
| Phone: | +34954223859 |
| Contact Person(s) Name(s): | Pedro Núñez Porras |
| Contact Person(s) Position(s): | CEO |
| Contact Person(s) e-mail(s): | Pedro.nunez@uegmobile.com |
| Contact Person(s) Phone(s): | +34652392548 |
| Acceleration Project Name: | FI-C3 |
| Sub-grant initial date: | 01/10/2015 |
| Sub-grant ending date: | 30/06/2016 |

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| Application Name: | Eskesso |
| Commercial Name (if applicable): | |

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| Vertical Market(s) Addressed: | Food tech |
| Application Description: | Eskesso is composed by a smart sous vide immersion circulator, a mobile App to control it and several cloud services that allow users to get recipes and buy ready-to-cook food bags |
| Main KPI of Success: | # of Eskesso units preordered |
| Data supporting this appraisal: <i>(try to provide numerical evidences: number of customers / investment achieved, potential users, etc.)</i> | |
| Other KPIs of success <i>(if applicable)</i> | |
| Expected in-market date: <i>(if applicable)</i> | October 1 st , 2016 (Beginning of the crowdfunding campaign at Kickstarter) |
| Accelerator Project own assessment on FIWARE Technology Usage: <i>(try to provide a top-level description on how the sub-grantee is using the technology)</i> | Eskesso is using several FIWARE GEs in the backend of its cloud services. |
| Links of interests: <i>(website, demo site, etc...)</i> | www.eskesso.com |
| Any other information or comments: <i>(state other aspects supporting your appraisal)</i> | <p>After finishing FI-C3, Eskesso has been accepted in StartUp ScaleUp and StartupBoot Camp Iot Connected Devices accelerations programs.</p> <p>Eskesso has also been selected as one of the 100 finalist startups at South Summit 2016 event. South Summit 2016 (Madrid, 5-7 October) is one of the leading startups conferences in Europe aimed at bringing together startups, international investors and leading corporations in search for innovation. One of the most relevant attractions during the event is the Startup Competition in which the 100 most disruptive startups selected among more than 3.000 applicants compete to be one of the four winners. But being a finalist is already winning as it gives the company the opportunity to pitch in front of top-tier international investors, media and leading corporations, to have one-to-one meetings with most of them and to attend a training program before the event.</p> <p>After South Summit, Eskesso will run a crowdfunding campaign in Kickstarter that will help them validate the market and start preparing their product for mass production.</p> |