FI-TECH
Development & Acceleration Grant

Mr. Antonio M. Montalvo
Programmes Coordinator
Smart Transportation Alliance (STA)

Kyiv, 4 April 2017

✓ frontierCities2

- General information about fC2
- frontierCities - a success story
- About the grant programme, support, and benefits

✓ fC2 FI-TECH

- General information
- Eligibility criteria and requirements
- FI-TECH timetable, assessment criteria and eligible costs

✓ Q&A Session

About frontierCities2 Accelerator

About Us

- ☑ **7 Consortium partners**
- ☑ **Senior Technology and Commercial Experience**
- ☑ **Experience in developing and deploying smart mobility solutions in European cities**
- ☑ **Experience in raising funds**

Objectives

- ✓ Support SMEs & Start-ups that are working with **FIWARE** technology
- ✓ Develop and help bring to market innovative smart solutions powered by **FIWARE** technology
- ✓ Enhance **mobility** and **quality of life** in European cities
- ✓ Connect **cities** with **SMEs & Start-ups**
- ✓ Provide **financial assistance and mentoring support** to SMEs & Start-ups.

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- ☑ **7 Consortium partners**
- ☑ **28 Grantees selected**
- ☑ **Promote the development and deployment of smart mobility solutions in 40+ European cities powered by FIWARE technology**
- ☑ **Combine support of technical, business & mentoring expertise**
- ☑ **Enhance mobility and quality of life in European Cities**
- ☑ **Connect Cities with SMEs & Start-ups**
- ☑ **Provide financial assistance and mentoring support to SMEs and Start-ups**

ENGINEERING   newfrontier services   innova bic business innovation centre   STVDIORVM VNIVERSITAS MESSANAE

UNIVERSITY OF SURREY   energap energetska agencija za Podravje   ebn innovation network

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Largest EC-funded Smart Mobility Call

EUR 3.92 million in Grant Funding

Call Opened for 11 Weeks - 800 Applications!

60 Call Information Sessions & Workshops !

Applications Received from 38 Countries!

2,455 F6S Connections!

Countries marked in blue illustrate countries from which frontierCities received applications

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FIWARE Market Uptake Success

- ✓ **27 completed deployments!**

- ✓ **Blue chip European and national corporations partnerships:**
  Mercedes, Volkswagen, McLaren, Proximus

- ✓ **Paying clients / remunerated contract opportunities:**
  Kent County Council (UK) , Bedford Borough Council (UK), Patras Port Yachting Area (GR), Radio Taxi Cooperative Venice- Mestre (IT)

- ✓ **New cities & technical partnerships for pilot/trials:**
  Venice, Modena, Messina and Udine (IT), Antwerp (BE) in cooperation with BPOST, 6 public and private Marinas in Greece and Cyprus, Swiss Post CEM

- ✓ **New Agreements for Cooperation & LOI**
  ASSTRA Puglia Transport Association and Puglia Regional Authority (IT), Berlin - Berlin Agency for Electromobility (DE), Roads and Transport Authority (RTA) - Dubai

- ✓ **Innovation grants for new pilot tests:**
  Birmingham & West Midlands Combined Authority – WMCA (Innovate UK), Polish National Centre for Research and Development - BRIdge Alfa Programme

Mercedes-Benz

Kent County Council

BEDFORD BOROUGH COUNCIL

pro><imus

MARINA PATRAS
MUNICIPALITY OF PATRAS

40+ completed trials and/or deployments!

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Trialled in 40+ cities!

UK
IRELAND
Dublin
West Midlands Manchester
Birmingham Bedford
London
Guildford Kent County
Antwerp
Brussels - Ixelles
BELGIUM
Essen
GERMANY
Stuttgart
Freiburg
POLAND
Piekary Śląskie
Udine
Turin
Reggio Emilia
Florence
ITALY
Rome
Brindisi
Campi Salentina
Lecce
GREECE
Corfù
Lefkada
Patras
Pireas
Kalamata
Athens
Oviedo Bilbao
SPAIN
Barcelona
Madrid
Coimbra
PORTUGAL
Ragusa
Limassol

frontierCities - FIWARE smart mobility solutions for cities on the move

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2016 – 2018   **…building on success!**

FIWARE FOUNDATION

newfrontier services

UNIVERSITY OF SURREY

innova bic business innovation centre

S3Transportation

sta Smart Transportation Alliance

H3B media

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EUROPEAN SMART CITIES DRIVING THE FUTURE INTERNET
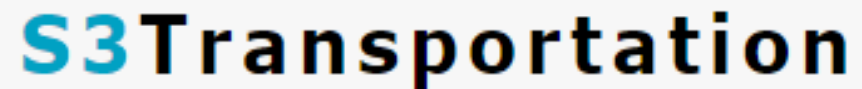
- **Widened smart city focus** (not just mobility!)
- Trialling and deploying FIWARE-enabled solutions to **100+ cities!**
- **2 Grant Programmes –** MAG Market Acceleration Grants and FI-TECH Development & Acceleration Grants
- **Call launched:**   **1 March 2017 – f6S Platform**

MAG Market Acceleration Grants

- Acceleration of already trialled high-potential FIWARE-supported solutions
- Results-driven
- **EUR 25k – EUR 75k**

FI-TECH Development & Acceleration Grants

- Similar to current frontierCities Grant-Cycle
- Shorter & more intense grant cycle
- **EUR 40k – EUR 100k**

Company Acceleration and Support

Coaching and Outreach Programme:

- Coaching and mentoring support (Sprints)

- Application and selection

- Possibly remote mentoring

- Results-based

Cities Contact Programme:

- Market uptake support *(for already trialled apps and first pilots)*

- Partnering and synergies with Cities Networks

- Promotion of FIWARE open-source Standard

Financing and Investment Support /Outreach:

- Within our limited resource capability

- Financing and investment support

- Own fC2 investment events

- Partnering with existing networks

![frontierCities2 — EUROPEAN SMART CITIES DRIVING THE FUTURE INTERNET]

Benefits for Cities

A widened selection of smart cities apps: mobility, green lifestyle, security & monitoring, shopping, parking, delivering, health, culture & events and much more
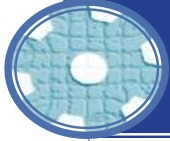
Advantages of the FIWARE open-source common standards

Access to innovative solutions for tailored first pilots

Access to already tested and market-ready smart cities solutions

The Development and Acceleration Grants (FI-TECH) aim to support SMEs and start-ups wishing to **develop and pilot** FIWARE-powered apps/solutions in the broader **Smart Cities** area domain and **citizens' services** (e.g. solutions with a low carbon or environmental benefit, city-related tourism, logistics and last-mile deliveries, etc.)

FI-TECH Grants are dedicated to SMEs and start-ups developing new FIWARE-powered apps/solutions enhancing the life of EU citizens or developing FIWARE-powered complementary apps/solutions to existing FIWARE Smart Cities solutions that have been supported by the FIWARE Phase 3 Accelerators.

✓ **Goal**: capture opportunities derived from the new wave of digitalisation of life and businesses

✓ **Strategy**: Build an ecosystem that will work as catalyst for capturing the opportunities. Lead standardisation in Smart Cities and IoT (Internet of Things)

✓ **Pillars**:

FIWARE : a meeting point where innovation takes place and opportunities can be incubated

FIWARE Lab : a generic, open standard platform which serve the needs of developers in multiple domains

FIWARE Accelerate : a program that funds developers and entrepreneurs, and ignites roll-out of the ecosystem

FIWARE Ops : the suite of tools easing deployment and operation of FIWARE instance nodes

✓ **Global footprint**: open to regions sharing the ambition
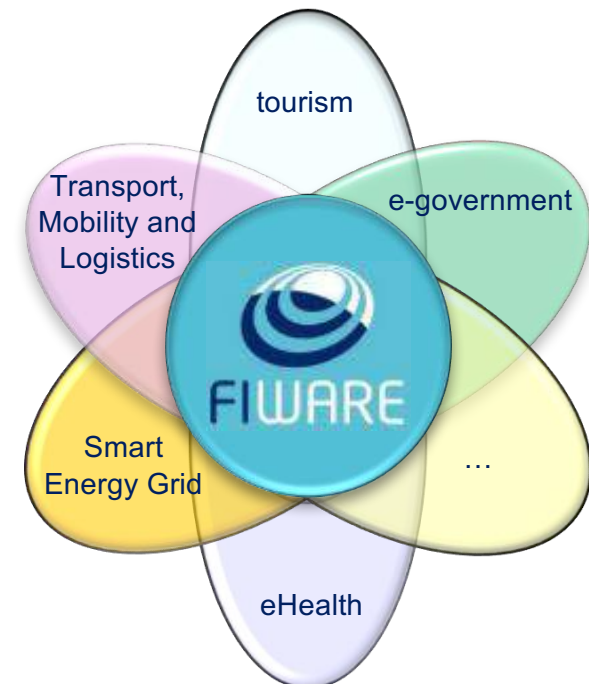
- ✓ Deadline: 2 May 2017 18:00pm CET
- ✓ Eligible organisations: SMEs and Start-ups (Consortiums are not eligible)
- ✓ Eligible countries
  - EU Member States & their territories
  - H2020 Associated Countries
- ✓ fC2 Total Budget: EUR 1.6 Million
- ✓ FI-TECH Budget: EUR 870,000
- ✓ Budget per FI-TECH grantees : Between EUR 40,000 and EUR 100,000
- ✓ FI-TECH Grant Duration: max. 18 months

✓ **SMEs:**

- Independent
- Less than 250 employees
- Annual turnover ≤ €50 Million <u>OR</u> annual balance sheet total ≤ €43 Million

✓ **Start-ups:**

- Established less than 2 years ago and/or are at pre-revenue stage in their development.

✓ **Sectors of interest:**

- IoT, Green mobility, Security & Big Data, Urban Logistics, Collaborative mobility, Smart Mobility

✓ **FIWARE must be a key element of the proposal**

- Provide understanding of the FIWARE Technology
- List of Generic/Specific Enablers to be used in the application
- Provide a logical architecture of the application
- List of functional/non-functional requirements of the application

✓ **Required documentation**

- **SMEs and Start-ups**: Letter of intent from University, Public entity or Industrial Partner
- **SMEs:**
  o Balance sheet; Profit & loss accounts
  o Staff head-account expressed in annual working units
- **Start-ups:**
  o Self-declaration or declaration of investment

✓ Deadline:

2 May 2017 18:00 CET

✓ Start of evaluation period:

3 May 2017

✓ Announcement of results:

June 2017

Core evaluation areas & Scores:

Section	Max. Score	Threshold
Smart City Problem	10	5
Tech. Excellence & FIWARE	40	27
Business, Market & Work Plan	30	20
Team	20	13
Total maximum score	100	
Total minimum threshold		65

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- ✓ FI-TECH call open since 1 March 2017
- ✓ Applications can only be submitted **online:** www.f6s.com/frontiercities2
- ✓ Applicants of high-quality applications will be invited to a 30-minute Skype interview:
  - Pitch
  - Demonstration of FIWARE-enabled solution (MAG) or demonstration of FIWARE concepts (FI-TECH)
  - Q&A on application materials
- ✓ Successful applicants will be notified several weeks after the completion of the Skype interview
- ✓ Projects to commence in June 2017 (subject to assessment conditions) run for **18 months** (FI-TECH)

- ✓ Personnel costs

- ✓ Materials and equipment costs (hardware/ software)

- ✓ Services (web, servers, etc.)

- ✓ Travel expenses for events, conferences etc.

- ✓ Sub-contracting (only if the grantee is not able to the specific activity) (Sub-contracting of FIWARE development is not permitted)

- ✓ EUR 10,000 for the participation in fC2 events

- ✓ Deductible VAT not covered

Find us online! Discover more … and apply!

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