



Future Internet Open Data Expansion

Call text
for the 2nd open call for proposals

Closing date for proposals
Wednesday, 17th June at 17:00 p.m. (CEST)

1. Introduction

This document summarises the main characteristics of the second open call for proposals under the FINODEX project, which opens on 8th April 2015. Further information is available in **the Guideline for Applicants and Sub-grantee Contract template** (and its annexes).

2. Overview

FINODEX project will promote the use of technologies of the Future Internet PPP programme (FIWARE) as well as the reuse of open data¹ to promote and support the creation of innovative ICT (software and/or hardware) services and products for the market. This is expected to be achieved thanks to a planned set of activities that will allow:

- Reaching a critical mass of stakeholders (SMEs and Web Entrepreneurs, WEs) interested in participating in FINODEX.
- Selecting the most promising ideas and initiatives through a well prepared and transparent process.
- Supporting the development of the selected ideas financially and with a complementary business, financial advisory and technical support programme.

This project approach is based on the application of the following set of concepts that will be a key to achieve the objectives of FINODEX:

- **Provision of Support Services:** Different services will be provided to SMEs and WEs by FINODEX consortium, with the aim of supporting them in the development of new applications and services based on FIWARE technologies and open data.
- **Application of Lean start-up methodology:** It will be the strategy to be applied to generate new business opportunities from the funded initiatives in a short time.
- **Domains:** based on our experience from the first call, projects can be attached to any domain. It is clear that open data community, FIWARE community and market demand can point out typical sectors where projects will be easily emerging. Nevertheless, any application domain is acceptable, as long as it complies with the aforementioned general guidelines.
- **Open Calls:** as the instrument to implement the three previous concepts.

3. Value proposition

FINODEX will be focused in adding value to the European ICT industry thanks to the following objectives:

- **To build new business opportunities in different business sectors** (environment, health, transport and finance mainly) making use of FIWARE technologies and open data.
- **To generate business ecosystems around FIWARE and open data** offering a **set of free services** to SMEs and WEs to assure success business driven projects. The services will be addressed to finance project, training in FIWARE technologies and open data, training in business models and plans, support to access to private funding and networking with other FIWARE stakeholders.
- **To create a wider community of investors interested in FIWARE and open data** thanks to the organisation of different events and the services above mentioned. Their interest will be provided from design to the market.

4. Criteria for Applying

The open calls' application will be open to two different kinds of beneficiaries established in the European Union; or Switzerland, Israel, Norway, Iceland and Liechtenstein, Turkey, the Former Yugoslav Republic of Macedonia and Serbia, Albania, Montenegro, Bosnia & Herzegovina, Faroe Islands or Republic of Moldova:

- SMEs participating on their own (only one SME).
- Individuals participating in groups from two up to four people.

¹ Open Data Training materials <http://es.slideshare.net/finodexproject/finodex-open-data-training>

Applicants shall consider the following criteria when applying for the FINODEX open calls, besides taking into account FINODEX will only fund projects making use of **FIWARE technologies (i.e. FIWARE generic enablers, specific enablers and /or domain specific platforms) and re-using open data with a clear market orientation. No research projects are expected, but ideas for real products being ready to be into the market in a period of less than a year:**

- **Technical excellence.** Clearly defined objectives and definition of the project. Usage of open data will also be described.
- **FIWARE usage.** Specification and description of FIWARE technologies utilised for the product or service.
- **Impact.** Specially focusing on the market implications, identification of customers for the products/services created and without forgetting the impact in society.
- **Implementation capacity.** Relevant experience and capacities of the participants in the project.

Every call will be divided in four consequent phases as it will be explained. Every phase within the execution of the calls has its own scoring procedures and minimum marks to step into the following phase or even for securing the funds of the on-going phase.

5. Accelerator Activities Include

FINODEX will provide the following services to support and accompany the SMEs and Web entrepreneurs.

TEACH: FINODEX provides different targeted and tailored training and information services to SMEs and WEs for the development of business plans, technical knowledge on FIWARE as well as on Open Data. Webinars and tutorials will be showed at the project webpage.

SUPPORT: FINODEX provides support to proposers for the calls (FAQ, pre-proposal check service etc.), and also during the lifetime of the approved projects such as follow-up services, including technical and business support services.

CONNECT: FINODEX provides connections and contacts with other relevant projects funded through FINODEX and through other FIWARE initiatives. FINODEX provides direct access to SMEs and WEs to other stakeholders participating in the same programme. At the same time a connection with supporting actions on FIWARE is also experienced.

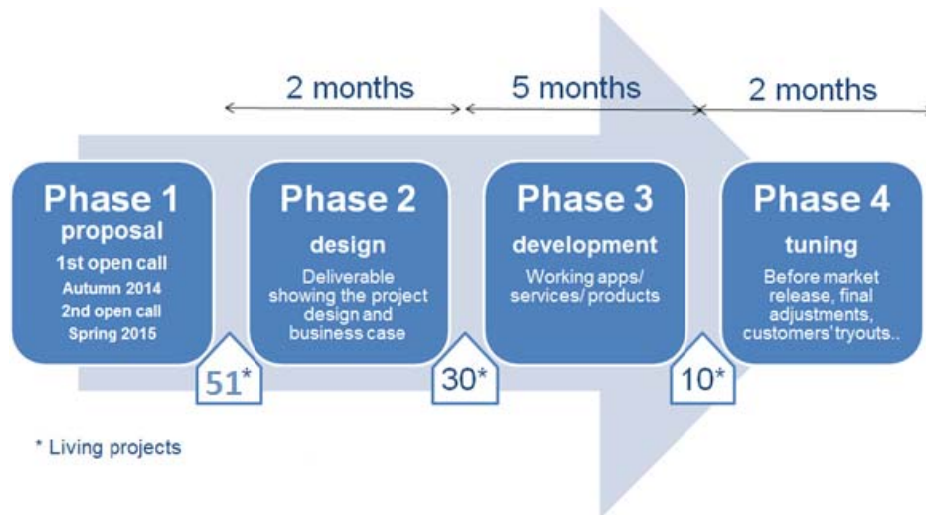
FUND: FINODEX provides funds to SMEs and WEs for the development of products and services based on FIWARE and open data, without equity taken, and under two open call for proposers divided in 4 different phases.

INVEST: FINODEX will connect the selected SMEs and WEs with networks for private investment and partners so that the most promising ideas can access second rounds of financing.



6. Selection Process

FINODEX will organise two different open calls for proposers that will follow identical procedures. It is divided in four different phases. Each call will be under a competitive scheme and a limited number of proposals will be retained at each different phase. The process is shown in the following diagram.



The entry point for any project will be the Phase 1.

Phase 1 – Proposal

- Submission: 10 page maximum proposal divided in four main sections: FIWARE Usage (what FIWARE technologies and how), Technical Excellence (including the overall technical overall and the usage of open data), Impact and Experience + Admin Docs + Online Form submitted via FS6 Platform (<http://www.f6s.com/fiware-finodex>).
- Eligibility check: FINODEX consortium will check that SMEs applying are SMEs according to the EU Directive (<http://eurlex.europa.eu/LexUriServ/LexUriServ.do?uri=OJ:L:2003:124:0036:0041:en:PDF>) and will assure open datasets and FIWARE technologies to-be-used are specified in the proposals
- Evaluation: By external experts who will mark the four sections from 0 to 5. Minimum of 3 in technical excellence, 3 in FIWARE usage, 3 in impact, 3 in experience with an overall of 12. The reviewers will be the same for all the phases.
- Negotiation: Signature of contracts between the consortium and each sub-grantee. A maximum of 51 projects will be selected for the negotiation according to the ranking of scores.

Phase 2 – Design

- Submission: Required a deliverable including two sections: 1) technical design of the development and 2) business proposal (business canvas model or equivalent).
- Evaluation: Each of the sections will receive from 0 to 5 points. A minimum of 3 in both will be required with an overall of 7 to access the following phase. A minimum quality score is set in 5.
- Payments: Projects reaching the minimum quality score will receive €10k.
- Next phase: 30 best projects over the thresholds will access phase 3.

Phase 3 – Development

- Submission: Required a working version of the product/service developed. This working version should be a Minimum Viable Product (MVP) and should have been tested with real customers. Deliverables are:
 - Online working demo for review.
 - Document gathering feedback from users
 - Video file showcasing the working demo.
- Evaluation: Two criteria: 1-Technical (0-5 points) and 2- Market (0-5). A minimum threshold of 3 on each criteria is needed and an overall of 7. A minimum quality score is set in 5
- Payment: Projects reaching the minimum quality score will receive €40k.
- Next phase: 10 best projects over the thresholds will access phase 4.

Phase 4 – Tuning

- **Submission:** Required final commercial version of the product/service developed taking into account the feedback by customers in the earlier stage and the reviewers. Moreover contacts with potential customers and/or investors will be made. Deliverables are:
 - Online working version for review.
 - Document summarising the project execution and the future of the product.
 - Video file showcasing the working demo.
- **Evaluation:** the reviewers will mark each project from 0 to 10. A minimum quality score is set in 5 points. Projects not reaching this 5 will not be eligible for prizes.
- **Payment:** Projects reaching the minimum quality score will receive €50k.

Prizes

- Projects over the thresholds in the last phase will compete for three prizes.
- **Evaluation:** the overall progress of the work and marks obtained during the whole process will be the basis for selection.
- **Payment:** 1st €70,000; 2nd €35,000; 3rd €15,000

7. Selection Categories

Any domain is allowed for a proposal. In the proposal template, a selection of domains is provided just for statistical purposes.

8. Peripheral Activities

- **Information Days:** where besides the networking capabilities, the proposers will have the chance to have feedback about their project ideas.
- **Pre-proposal Service:** via email (pre-proposal@finodex-project.eu) to any interested proposer. The consortium will provide feedback before the call deadline about potential project ideas.
- **Dedicated Training for proposers and funded sub-grantees:** about business readiness and technical matters on FIWARE and open data.
- **Events with investors:** some of the projects reaching phases 3-4 will be invited to events with private investors to raise second rounds of funding.

9. Points of Contact

Partner	Role	Contact	Email
ZABALA Innovation Consulting	Project coordinator (Spain)	Miguel García	miguelgarcia@zabala.es
Copenhagen Business School	Business support (Denmark)	Rasmus Ulslev Pedersen	rup.itm@cbs.dk
Trento Rise	Business support (Italy)	Paolo Lombardi	paolo.lombardi@trentorise.eu
Europe Unlimited	Investors facilitator (Belgium)	Youssef Sabbah	youssef@e-unlimited.com
Fondazione Bruno Kessler	Open data support (Italy)	Francesca de Chiara	dechiara@fbk.eu
Engineering Ingegneria Informatica	FIWARE technology expert (Italy)	Stefano de Panfilis	stefano.depanfilis@eng.it

Partner	Role	Contact	Email
ASOLIF	Linkage with open source community (Spain)	Manrique López de la Fuente	gerente@asolif.es
Konsulentfirmaet Ivan Häuser	Expert on Business consultancy (Denmark)	Ivan Häuser	ih@ivan-hauser.dk

10. About FINODEX

FINODEX is a project born to provide new economic and societal value to the European society, through the promotion and the support of innovative ICT services based on FIWARE and the massive reuse of open data while involving the SMEs and Web entrepreneurs on their creation. They will be able to take advantage of the availability of open data and FIWARE technologies to create, in a fast and affordable way, innovative services able to bring a massive impact in society and under different domains: health, transport, environment, economy...FINODEX will offer five free different services to SMEs and entrepreneurs: FUND (€4.64M via 2 open calls following the called Lean Start-up approach) SUPPORT (information about the open calls, technical and business support services) TEACH (tailored training on business planning and on technical requirements) CONNECT (with other FIWARE initiatives, relevant stakeholders) INVEST (gathering private investors for the sustainability of the products/services created) For a SME or Web Entrepreneur is a unique opportunity to obtain funds and specialised assessment to create new businesses, products or services guided by a group of experienced partners: ZABALA in innovation management, TRISE in start-up programmes and open data, CBS on business training tasks, ENG as technical expert on FIWARE technologies, ASOLIF providing SMEs specialised on open source software and EUN as expert on private networks for investment. Applying the innovative Lean Startup methodology for new businesses generation, FINODEX will be able to provide services up to 100 different projects from all over Europe making use of the so-called funnel approach, where, from the initial 100 funded projects and after different stages and internal evaluations, around 20 will be incubated, which includes access to further investment opportunities and the generation of sustainable new businesses, products and services based on FIWARE technologies and open data.

11. Links

Official documentation about the call <http://www.finodex-project.eu>

Submission platform <http://www.f6s.com/fiware-finodex>

FIWARE <http://www.fiware.org>

FIWARE Labs <http://lab.fiware.org>

FIWARE Academy <http://edu.fiware.org>

FIWARE Catalogue <http://catalogue.fiware.org>

FINODEX YouTube channel <https://www.youtube.com/user/finodexproject>

FINODEX Slideshare <http://www.slideshare.net/finodexproject>

FIWARE Open Data Catalogue <http://data.labs.fiware.org>

Contact email info@finodex-project.eu

Pre-proposal check email pre-proposal@finodex-project.eu