Digitising Europe's Industry Together

Discovery & application Webinar

10/03/2020

Welcome

Alice Perez-Morillas

Isabelle Chartier

Isabelle Dor

Maria Laura Trifiletti

Before we start

- There will be 2 more webinars in this series to present the project's technical offer :

17/03/2020

24/03/2020

Register →

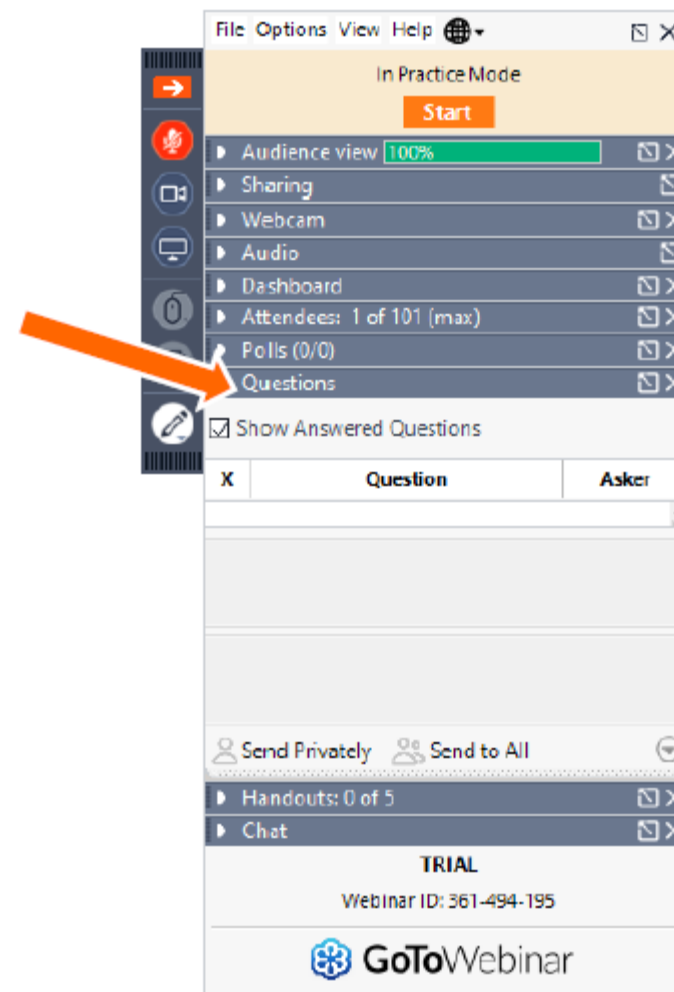**Register →**

Before we start

- This webinar will be recorded & published

- During the webinar you can use the question box to ask all your questions, we will answer them during the Q&A session at the end

- After the webinar, the slides will be available for download on the Digifed website :

  https://digifed.org/

Boosting European digital Industry

Context : European Commission Digitising Europe strategy

- SAE : different projects since 2015

  https://smartanythingeverywhere.eu/

- Strenghthen EU innovation ecosystem by supporting SME and industry to become more competitive with regard to their business/production processes, products or service by adopting digital technologies

What is DigiFed?

DigiFed is an EU funded H2020 project dedicated to supporting EU industries to digitalize their product or services and reach get into new markets enabled by Cyber Physical Systems (CPS) & embedded Systems

12 Partners from 9 European Countries :
R&Technology Organisation, universities, industry, DIH

Duration: 3 years, 01 January 2020 to 31 December 22,

Budget: approx € 8m

Cascade Funding: € 3.9 million in direct support for SMEs and MidCaps

The DigiFed strategy

Building upon existing Digital Innovation Hubs (DIHs), DigiFed fosters EU **cross-border partnerships** between:

- SMEs,
- Midcaps,
- large enterprises
- Universities
- Public bodies
- Research & Technology Organisations

Advanced Technology

What is a Digital Innovation Hub?

A unique regional entry point   ("one-stop-shop") to access to :

- **Technology infrastructure** with latest digital expertise

- **Business expertise and financing support across the value chain** :

- **Regional cooperation** : industry associations, chambers of commerce, incubator/accelerators, regional development agencies and even governments)

- Networks with service providers **outside of their region** supporting companies to **access their services.**

Orchestrator

Incubators · Research organisations · Governments · Start-ups · Investors · SMEs · Others · Large companies · Industry associations

DigiFed offer :

"Application Experiment" projects

- 55k€ Funding to carry out Digital product / service demonstrators

- Technical expertise by major CPS Research Centers and Industrials

- Innovation management expertise by Regional Digital Innovation Hubs

Targeted companies :

- "Non-digital" SMEs, Start-ups and Mid-caps that want to create a <u>1st product demonstrator</u> or service based on digital technologies

- SME, start up, Mid-caps having <u>already integrated digital technologies</u> who want to increase their digital maturity

Technical expertise offer

Expertise

Description of partner technical offer on DigiFed website

❖ **CEA :** Cybersecurity of hardware systems

❖ **IKERLAN:** Industrial cybersecurity; Dependable Embedded Systems; Information and Communication Technologies; HW and communication systems.

❖ **STM F:** STM32 MPU and STM32 MCU enabling innovative applications for Smart Industry, Smart City, Smart Home and Smart Things

❖ **ST-I:** Physical Digital Transformation support with HW&SW tools for fast prototyping addressing innovation on different application domains.

❖ **UL:** Cloud DevOps; Electrical blockchain switch; Big Data analytics tools; IoT Prototyping & Sensing Automation System; 5G Experimentation, Quality and Intervention Monitoring System;

❖ **DGC:** 5G and IoT network testbeds, IoT benchmarking, AI compute, Machine Learning and AI ethics

Innovation management expertise

Expertise

Description of partner Innovation Management offer on DigiFed website

❖ **DGC** : Provide innovation support (tech, business, open innovation) for participating companies and training events

❖ **SEZ** : Develop innovation strategies, especially in SMEs; facilitate internationalization as well as support for EU funding and projects

❖ **MNL** : Five level of services on (I) strategy positionning (II) R&D innovation process (III) business development (IV) finance access and (V) Skills and training capacity building

❖ **BLUMORPHO:** provides support in go to market strategy & innovation management, access to further funding and relevant training to attract private investors,

❖ **UL:** Designing effective digital solutions with stakeholders using SEROI+ methodology. Includes defining goals, stakeholders' motivations and positions, co-creating digital solutions, exploring impacts and indicators.

Two types of Application Experiment

SINGLE AE: one company **(55k€ max)**

- Company : idea of an innovation, clear market vision, need technical support to validate the concept

- DigiFed technical partner: bring the technical expertise to the company

- DigiFed Innovation partner : bring expertise for innovation and business

TWIN AE: 2 companies from 2 different countries **(2x 55k€ max)**

- Company #1 : idea of an innovation, clear market vision, need complementary expertise to validate the concept,

- Company #2 : bring the complementary expertise to realize the prototype

- DigiFed Innovation partner : bring expertise for innovation and business

Competencies

Prototype from previous AE projects

From FED4SAE https://fed4sae.eu/

Real-Time 3D scanning system for Accessibility diagnosis of cities

Artificially intelligent rainwater management technology
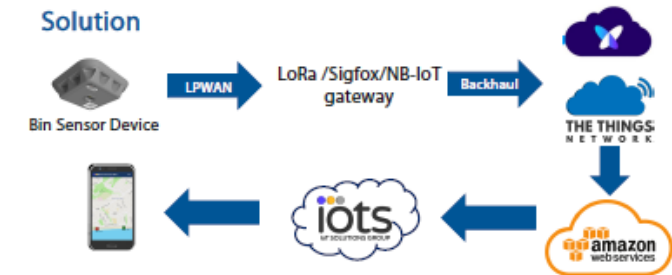

Smart interface for connected machine operation

ALTHEXIS

Early Stage Melanoma Detection

End-to-end IoT system Solution for Smart Bin Monitoring

Automated Fire Safety Testing & Reporting for Building

Innovative Solutions

DigiFed tools: Application Experiment

DigiFed Open Calls

40 projects will be funded

3 calls for projects :

- **1st call**
  - Opens on 17 MARCH, 2020
  - Close on 9 JUNE, 2020
- **2nd call** will open in September 2020 for 12 weeks
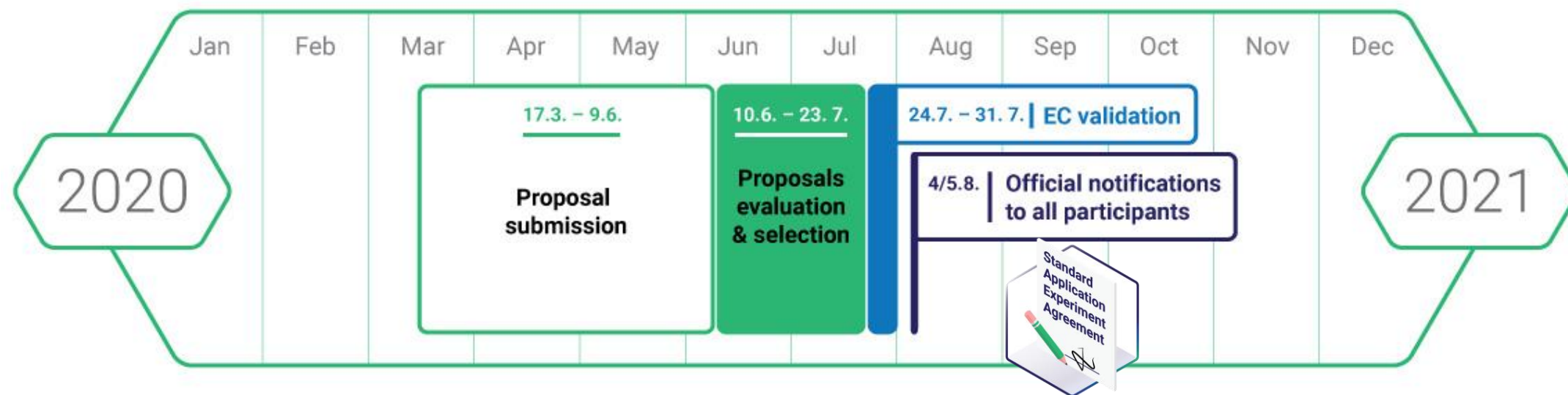- **3rd call** will open in March 2021, for 12 weeks.

Apply to one of 3 rounds of open calls

www.digifed.org for more info

DigiFed Open Calls - how2

- Open call will look for SINGLE / TWIN Application experiments
- All information available on the website at https://digifed.org/explore/
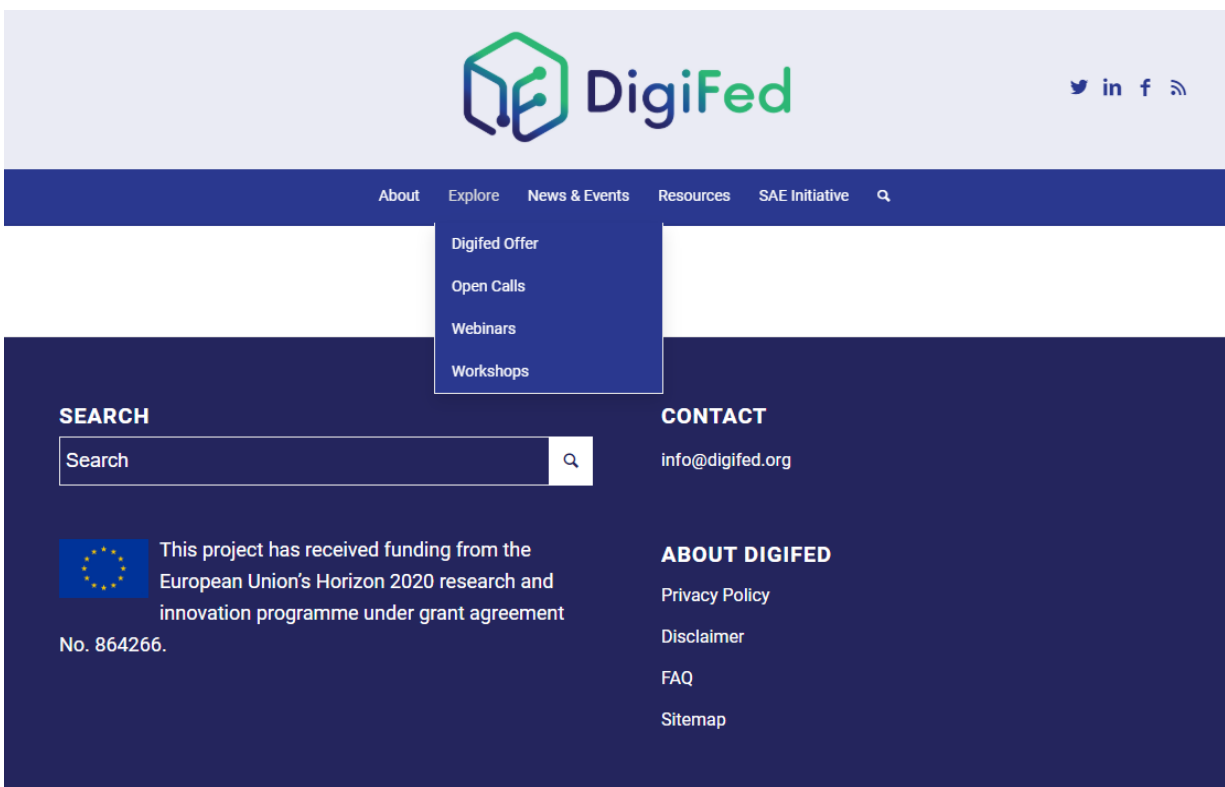
DigiFed Open Call 1 : Timeline

Schedule
- 17 March – 9 June 2020 (5pm Brussels time): proposal submission
- 10 June – 23 July 2020: proposals evaluation & selection
- 24 July – 31 July 2020: EC validation
- 4/5 August 2020: official notifications to all participants
- September 2020 : standard agreement signature and AE kickoff

Open Calls: Proposal Submission

- **Registration on the website**

- **Proposal submission in two documents**
  - Proposal description
    - ~10 pages, pdf document, written in English
    - Technic oriented
    - Proposal template

  - Recorded pitch
    - 5 min, in English
    - Business oriented
    - Slide deck template

  Guidelines through bootcamp, webinars

  Direct contact with DigiFed partners

Webinars		Bootcamps	
DigiFed & open call	10/03/2020	Lyon, Fr Minalogic	05/05/2020
DigiFed Technical offer #1	17/03/2020	London, UK Digital Catapult	tbd
DigiFed Technical offer #2	24/03/2020	Budapest, Hu BME,	tbd
		UL	22/04/2020
		IKERLAN	tbd

Open Calls: Proposal description

Pdf documents of typically 10 – 12 pages

- General proposal Identity & administrative declarations

- Proposition abstract

- *Excellence* * *:* Description of the concept & objectives, potential innovation, targeted progress, targerted CPS/embedded prototype description

- *Impact* * *:* Description of the industrial relevance & potential impact, business plan brief presentation

- *Quality* *: Description of the implementation, eg company(ies), workplan, justification of planned resources & revenues

* evaluation criteria, detailed in the Guide for Applicants

Open Calls: Recorded pitch

Typical 5 min : business quality*

- Company profile, product & targeted market
- Introduction of management team
- Selected techno, targeted use case, definition of the prototype to be developed
- Expected differentiation, competitte advantage, business model, go to market strategy & targeted customers
- Expected level of demonstration

* evaluation criteria, detailed in the Guide for Applicants

Open Call: Support to applicants

- **DigiFed website**
  - Open call description at https://digifed.org/explore
  - DigiFed offer
  - FAQ section
  - Proposal template
  - Recorded pitch guidelines
  - Guide for Applicants: timing, eligibility criteria, proposal insights, evaluation criteria, check-up list, etc.
  - Bootcamps organized locally by DigiFed DIH partners
  - Webinars on DigiFed open calls & business case preparation
- **DigiFed partners technical contact**
- **DigiFed helpdesk: info@digifed.org**

Open Call: Eligibility criteria

➢ **To submit on time**

- Proposal written in English, pdf format
- Recorded pitch, in English

➢ **To support a cross-border proposal**

- Single AE: Company and DigiFed technical partners from 2 different EU or so countries*
- Twin AE: Company #1 and Company # 2 from 2 different EU or so countries*

➢ **Company profile:**

- Start-up / SME / Mid-cap
- Can guarantee required resources to implement the DigiFed AE and is not in any situation which would exclude them from receiving financial support.
- Agree to sign the standard contract if selected
- Based in EU member state or EU associated country*

(**https://ec.europa.eu/research/participants/data/ref/h2020/grants_manual/hi/3cpart/h2020-hi-list-ac_en.pdf**)

Open Call: Company definition

➤ **SME**

Company category	Staff headcount	Turnover	or	Balance sheet total
Medium-sized	< 250	≤ € 50 m		≤ € 43 m
Small	< 50	≤ € 10 m		≤ € 10 m
Micro	< 10	≤ € 2 m		≤ € 2 m

➤ **Mid-cap**
- 250 -3 000 employees
- Compliant with EC & European Bank of investment definition

https://www.eib.org/en/about/priorities/sme/index.htm ***EU recommendation 2003/361/EC**.

Financial support to 3rd party = Cascade Funding)

❖ 70% of the budget (declared costs)

❖ Max of 55 k€ per company per project

❖ Max of 100 k€ per company if DigiFed multiple projects

❖ Max of 100 k€ Cascade Funding per company under SAE and I4MS (H2020)

As per European Commission's rules, financial support will not be awarded for work previously or currently funded under any other (Regional, National or EU) programme.

Funding

Open Calls: Proposal evaluation & selection

- To pass eligibility criteria
- 3 steps evaluation
  - "technical evaluation" (pdf proposal) by a pool of 3 independent experts
  - Business evaluation (recorded pitch) by DigiFed partner
  - DigiFed evaluation committee
- Evaluation criteria: (Excellence, Quality, Impact) + Business case
- Ranking & available budget dependent selection
- Validation of the selection by the EC
- Notification send to all applicants with scoring & comments.

Upcoming important dates

Event	Date
Webinar 2 : Technical offer	17/03/2020
Launch of the first open call	17/03/2020
Webinar 3: Technical offer	24/03/2020
Multiday training : Bootcamp in Ljubljana (Slovenia)	22/04/2020
Multiday training : Bootcamp in Lyon (France)	05/05/2020
Closing of the first open call – **Application Deadline**	09/06/2020 5pm
Notification for selection to all companies	04 - 05/08/2020

Q&A SESSION

Time for you to ask your questions