DigiFed

Open Call 2
Digital Challenge

Expertise

Networking

Competencies

Advanced Technology

Funding

Innovative Solutions

Ana Gheorghe – Digital Catapult

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01/10/2020

This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No 864266.

Welcome

Alice Perez Morillas

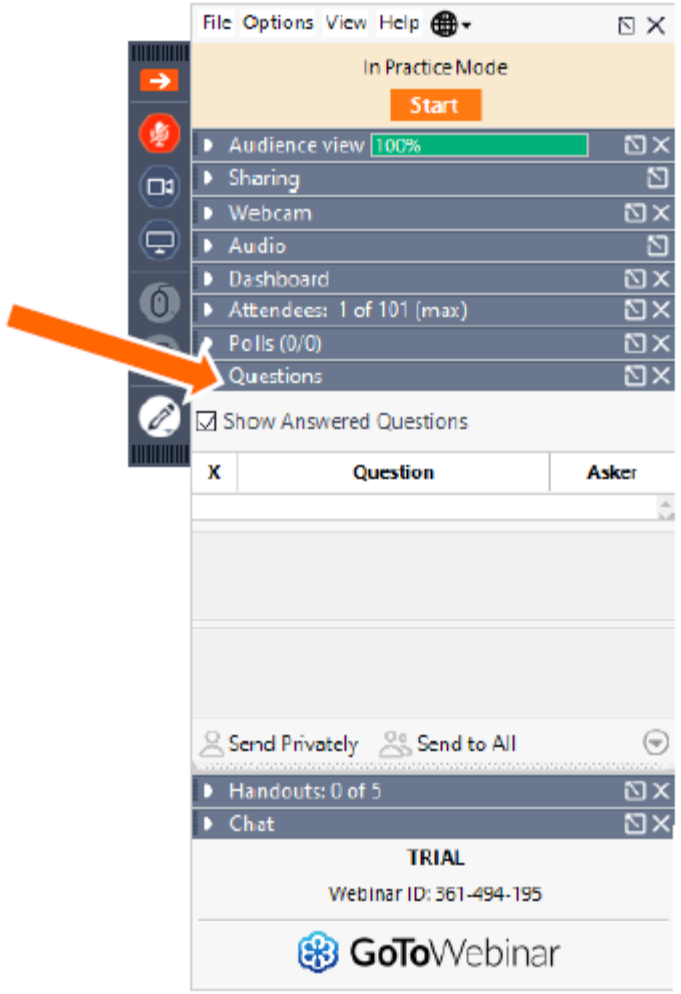
Ana Gheorghe

Orlane Gimenez

Before we start

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/



Reminder of last week

SINGLE AE: one company (55k€)

- **The applicant Company** :
  - Want to develop a **Cyber Physical System** innovation, has a clear market vision,
  - Need technical support from a DigiFed Technology partner (cross border)

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

- **Company #1** :
  - want to develop a **Cyber Physical System** innovation, has a clear market vision,
  - need complementary expertise to validate the concept,
- **Company #2** :
  - bring the complementary expertise to realize the prototype or access the market
  - **NO** DigiFed Technology partner involved

DigiFed : Digitising Europe's Industry Together

DigiFed is a H2020 funded project dedicated to support **European cross-border** partnerships to foster industry to digitalize their product/service and reach get into new markets enabled by **Cyber Physical Systems (CPS)** **&** **embedded Systems**

- **12 Partners from 9 European Countries**
- **Duration**: 3 years, 01/01/20 to 31/12/22,
- **Budget:** 8 M€
- **Cascade Funding:** 3.9 M€ to SMEs, start-ups & MidCaps

DigiFed is part of the European Commission “Digitising European Industry - DEI- strategy”
https://smartanythingeverywhere.eu/

DigiFed Open Call 2 – 'Digital Challenge' Offerings

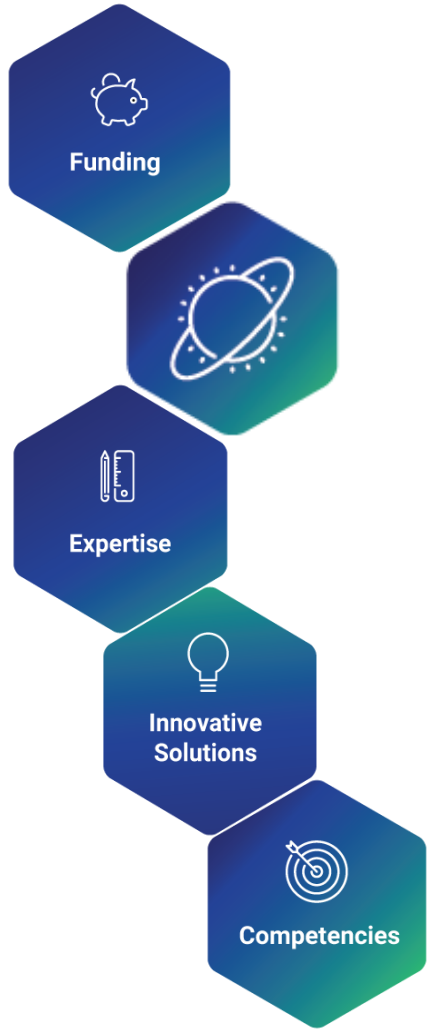
DigiFed and European Enterprises offer you:

NEW!

- **Up to 110k€** Funding *(70% of the project declared budget)* to respond to digital challenges for which NO CPS or embedded systems solutions have been identified in the market

- Added value to your product, through high-level technical expertise, innovation support and access to pilot sites to deploy your solution

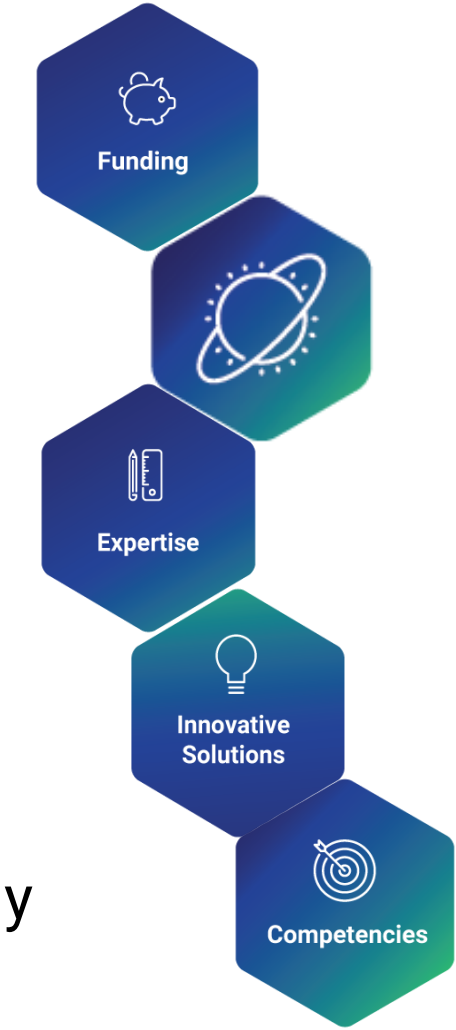
- If the pilot project is successful, opportunity to bid to implement the full solution for the Digital Challenge Owner



DigiFed Open Call 2 – ‘Digital Challenge’ Targeted companies

Targeted companies: Start Ups and SMEs who are -

- Developing innovative smart solutions worthy of market leaders
- Bridging the physical and virtual worlds with advanced technologies and industrialised solutions
- High digital mature and have existing Customer experience or ideally, successfully taken a product or a service from TRL 3 to TRL 8
- Will be using an agile approach during the development and work closely with the Digital Challenge Owners to deliver the proposed solution



Digital Challenge?

Digital Challenge - a 9-12 months project where the selected 3rd party develops a solution/product/service for which **NO** CPS or embedded system solutions has been identified in the market yet

The proposed solution, product or service will respond to the needs of a Digital Challenge Owner who is happy to co-fund this experiment

Digital Challenge Owner?

The **Digital Challenge Owners** are:

- Large/midcap European based companies
- Which have identified specific business needs which need innovative solutions
- Are happy to act as early adopters of the accelerated innovations
- Are happy to provide additional support to the programme in the form of co-funding, access to innovation support and pilot sites
- For this call DigiFed is working with **GE Hydro France**

DigiFed OC2 Digital Challenge Owner: GE Hydro France

- The first edition is organized in collaboration with **GE Hydro France as early adopters** of the accelerated innovations

- As part of GE Renewables Energy, **GE's Hydro business provides a comprehensive range of various solutions** (Large & Small new Hydro Projects, Storage, Digital solutions), from design to commissioning, as well as Services for the maintenance and upgrades **of all the plants through their life cycle**

- For more information visit https://www.ge.com/renewableenergy/

DigiFed OC2 Challenge: Build an AIOT System of Systems

Context

- Hight expectation of connectivity and structured information but to acquire information is difficult and associated costs need to be minimized

Challenge

- Today, microcontrollers are evolving fast and become a great platform to collect, process and classify information at low cost but there is not “off the shelf” well industrialized solutions offering a panel of sensing capabilities for the GE Hydro France’s harsh environment.
- Difficulty for GE Hydro France to internalize because of the non-profitable investment

.

For more information please visit DigiFed website

https://digifed.org/open-calls/open-call-2/digital-challenges/build-an-aiot-system-of-systems-digital-challenge-ge-hydro-france/

DigiFed OC2 Challenge: Build an AIOT System of Systems

What is GE Hydro France looking for:

- Industrialized solution on a specific use case, chosen by GE Hydro France to accelerate their developments with external skilled resources. Prove that an IIOT family with common features can cover a large type of components and is now profitable and robust enough as smart data collectors.
- The solution has to share data on local brokers, be able to exchange information between nodes and fit in GE ecosystem.

- **GE Hydro France**: ”We are thus looking for
  - mature companies, with experience in IIOT / Artificial Intelligence / Tiny ML & Arduino platform
  - with strong knowledge in embedded devices / electronics and libraries building,

to help us build a robust Machine Health condition based monitoring solution”.

DigiFed OC2 Challenge: Build an AIOT System of Systems

GE Hydro France Selection Criteria:

- Time-to-Market
- Set up time
- Deployment costs
- Solution versatility for our current and future family of assets

GE Hydro France Support:

- Resources and manpower to work with innovators to implement the technology solution
- Mentoring and follow-up
- Access to facilities (GE Hydro France workbench) and knowledge
- Technical reviews and sign off meetings to ensure the implementation phase runs according to plan
- If the pilot project is successful, opportunity to bid to implement the solution on other assets for **GE Hydro France**

Innovation management support

The selected project / 3rd party will receive Innovation Management support :

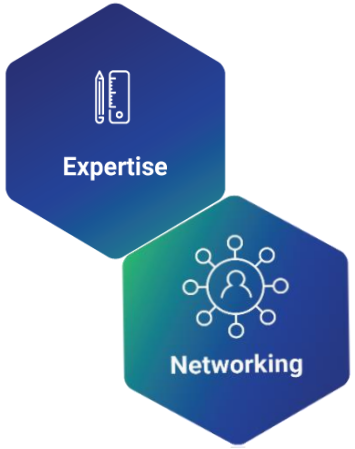
→ To prepare the new product/service go-to-market strategy,

→ To get access to further funding or to attract private investors.

- **Blumorpho:** Innovation Management Training program

BLUMORPHO

- DigiFed **Digital Innovation Hubs** open their network to identify new partner for your company



- **Digital Catapult** – UK
- **Steinbeis** – Germany
- **MINALOGIC** - France
- **University Ljubjana** - Solvenia
- **BME** - Hungary
- **Ikerlan** - Spain

DigiFed Open Calls

Total cascade funding : 3,5M€

40 projects will be funded

3 Open Calls for AE projects :

- **1st call : closed 09/06/2020. Selection announced 05/08/20**

https://digifed.org/2020/08/19/digifed-first-open-call-1-results-14-projects-and-22-european-companies/

https://digifed.org/resources/public-deliverables/

- **2nd call Open 22/09/20, Close 15/12/2020**

https://digifed.org/open-calls/open-call-2/

- ***3rd call*** *will open Q1-Q2 2021.*

2nd Open Call - how2

Apply to one of 3 rounds of open calls

www.digifed.org for more info

- **Opening: 22/09/2020 – Closing: 15/12/2020**

- **Pre-Selection: 27/10/20**

https://digifed.org/open-calls/open-call-2/digital-challenges/

2nd Open Call - Pre-Selection Submission

Due Date: 27/10/20

- **Registration on the DigiFed portal** https://digifed.org/upload/

- **Pre-selection form submission (Build an AIOT System of Systems digital challenge)**
  - Link to Pre-selection form: https://digifed.org/open-calls/open-call-2/digital-challenges/
  - Submission link (to be updated on the website soon)

- **REQUIREMENT: all interested companies need to submit a signed NDA**
  - Link to NDA template: https://digifed.org/open-calls/open-call-2/digital-challenges/
  - Submission link (to be updated on the website soon)

- **Why pre-selection stage?**
  - Collect initial information about interested companies, your expertise, proposed solution and whether or not you interacted with the Digital Challenge Owner
  - Invite pre-selected companies to engage with the Digital Challenge Owners (bespoke webinar)

Open Calls: Final Proposal Submission

- **Proposal submission in two documents**
  - **Proposal description**
    - 20 pages MAX, pdf document, written in English
    - Technical oriented
    - Proposal template

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

- **Guidelines through bootcamp, webinars**
- **Guide for applicants: https://digifed.org/open-calls/open-call-2/digital-challenges/**

DigiFed Support to applicants

For Digital Challenge:

- Contact info@digifed.org or Ana Gheorghe (ana.gheorghe@digicatapult.org.uk) if you want to learn more about the Digital Challenge mechanism or the application process
- Contact Bastien Hualpa (bastien.hualpa@minalogic.com) to learn more about the 'Build an AIOT System of Systems' digital challenge
- Submit Pre-Selection form to engage with the Digital Challenge Owner (via webinars or 1-to-1 sessions)
- For more information visit https://digifed.org/open-calls/open-call-2/digital-challenges/ and download the pre-selection form

Proposed on line information program

A program of Webinar and Bootcamp

- **22/09/20** 10am CEST : **DigiFed:** Open call topics presentation
- **01/10/20** 10am CEST : **Digital Challenge** Open calls presentation
- **07/10/20** 10 am : Meet DigiFed technology partners 1
- **14/10/20** 10 am : Meet DigiFed technology partners 2
- Coming soon : Video PITCH training preparation

Link to the *passed* events (Open Call 1)

- https://digifed.org/explore/webinars/
- https://digifed.org/explore/online-bootcamps/

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Q&A SESSION

Time for you to ask your questions

This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No 864266.

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Details about the proposals preparation

This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No 864266.

Open Calls: Pre-selection form

2 pages pre-selection form:

- Generic information: name, address, company description etc.
- Solution/Product description
- Expertise description
- Confirm any previous engagements with the Digital Challenge Owners
- NDA requirement / submission

*** evaluation criteria, detailed in the Guide for Applicants https://digifed.org/open-calls/open-call-2/digital-challenges/**

Open Calls: Pre-selection selection criteria

- The **Pertinence of the solution** (responding to the digital challenge)
  - How is your proposed solution is responding to the digital challenge?
  - Does your solution meet the specific success criteria of the challenge?
- The **Applicant's expertise in the technology area**
  - Do you have expertise in the technology area required to deliver a solution for the digital challenge?
- The **Digital maturity of the 3rd party / applicant**
  - Do you have evidence in bringing products / services from TRL3 to TRL8?
  - Do you have customer experience?
- The **expected outcome of the proposed solution**
  - What are the expected outcomes of the proposed solution and how do these respond to the digital challenge?
  - Are the expected outcomes in line with the specific criteria?
  - What benefits the expected outcomes will bring to the Digital Challenge Owners?

*** evaluation criteria, detailed in the Guide for Applicants** https://digifed.org/open-calls/open-call-2/digital-challenges/

Open Calls: Proposal description

Pdf documents of typically 10 – 12 pages MAX 20 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 https://digifed.org/open-calls/open-call-2/digital-challenges/
  - 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 helpdesk: info@digifed.org

Open Call: Eligibility criteria

- **Pre-selection form submission and selection**
- **NDA submission (with the Digital Challenge Owner)**
- **To submit on time**
  - Proposal written in English, pdf format
  - Recorded pitch, in English

- **Company profile:**
  - Start-up / SME
  - Can guarantee required resources to implement the DigiFed Digital Challenge 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

Financial support to 3rd party

Subvention through Cascade funding scheme

- 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.

Schedule of payment

- 50% at Standard Digital Challenge Agreement signature*
- 50% balance payment at completion of Digital Challenge and validation of final report (deliverables validated)

**Standard Agreement Template available* https://digifed.org/explore/open-calls/#top

Elligible cost

- Direct personnel Costs
- Other direct costs (for example materials, travel costs -technical meetings, dissemination activities etc. – but only inside Europe)
- Indirect costs – up to 25% of all direct costs
- Subcontracting – up to 15% of the proposed cascade funding

Selected Third Party Costs declaration (Balance Payment and in-kind)	Estimated Standard Agreement			Declared			Short description
	Total estimated cost EUR	rate Max 70%	Maximum Digifed contribution EUR	Total declared cost EUR	rate Max 70%	Maximum Digifed contribution EUR	
1. Personnel							
2. Consumables, materials, component							
3. Travel							
4. Subcontracting							
Total costs							

Open Calls: Proposal evaluation & selection

- To pass eligibility criteria
- 3 steps evaluation
  - "technical evaluation" (pdf proposal) by the Digital Challenge Owners
  - 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.

Pitch training and support

How to prepare your pitch for Digifed Application:
https://youtu.be/q9DjQcGNkqc
How to prepare your pitch for Digifed application:
https://youtu.be/q9DjQcGNkqc
Slides: click to download

Register https://digifed.org/explore/online-bootcamps/

Upcoming important dates

Event	Date
Launch of the second open call	Today
Webinar 2 : Digital Challenge	01/10/2020
Webinar 3: Technical offer	07/10/2020
Webinar 4: Technical offer	14/10/2020
Closing of the 2nd open call – **Application Deadline**	15/12/2020 5pm
Notification for selection	February 2021

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