Open Call 2 presentation

DigiFed

Advanced Technology

Expertise

Funding

Networking

Innovative Solutions

Competencies

Isabelle Chartier Coordinator

IRT Nanoelec – CEA/LETI

22/09/2020

Welcome

Alice Perez-Morillas

Isabelle Chartier

Ana Gheorghe

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/
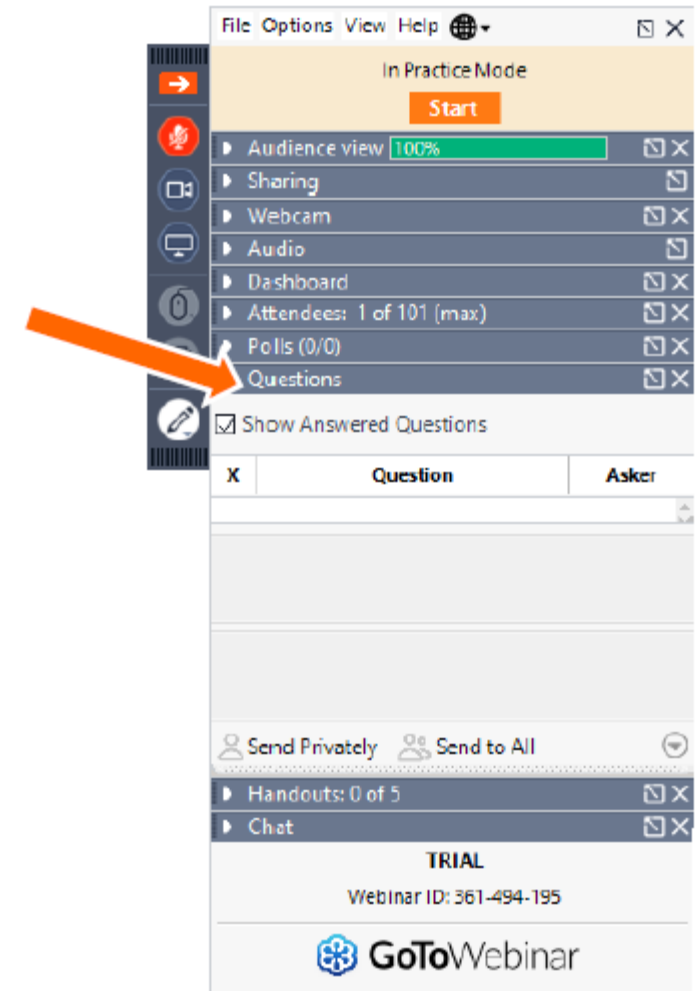
DigiFed : Digitising Europe's Industry Together

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 offers through Open calls

"Application Experiment" call projects

55k€ Funding *(70%)* to carry out innovative digital product/service demonstrators development

\+ **Technical support** by one Digifed techno partner

Targeted companies :

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

→ SME, start up, Mid-caps **already using digital technologies** that want to integrate new digital technologies or increase their digital maturity
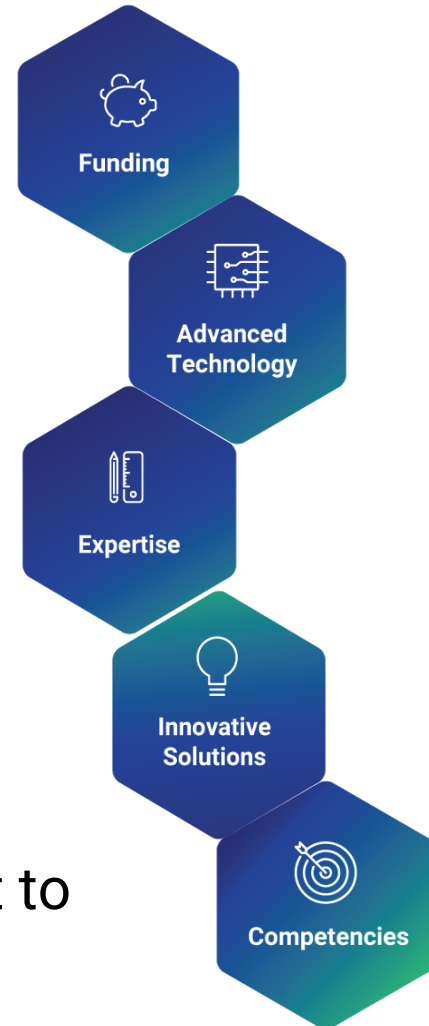
2 types of "Application Experiment"

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

Advanced Technology

Competencies

Advanced Technology

Six Technology Partner offers

- **CEA :** Cybersecurity of hardware systems

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

- **ST- 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.

- **Univ Ljubjana :** 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

Consult Partners Technical offer on DigiFed website
https://digifed.org/explore/digifed-offer/

Innovation management support

All selected projects **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

- **Ikerlan** : Cybersecurity sensibilization training programm to companies that needs it

- DigiFed **Digital Innovation Hubs** open their network to identify new partner for your company
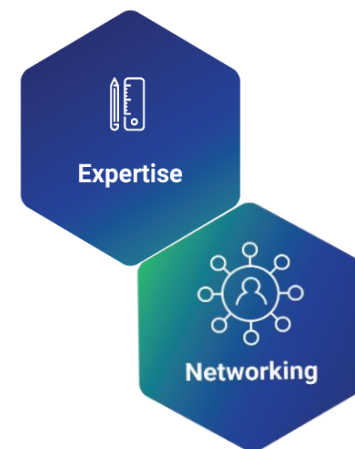
❖ **Digital Catapult** – UK	❖ **University Ljubjana** - Solvenia
❖ **Steinbeis** – Germany	❖ **BME** - Hungaria
❖ **MINALOGIC** - France	❖ **Ikerlan** - Spain

Expertise

Networking

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.*

Apply to one of
3 rounds of
open calls

www.digifed.org
for more info

1ˢᵗ Open call selection

72 proposals received

14 selected, involving 22 EU companies − 1,15 M€ bugdet

72 Eligible proposals per company size

- start-up 30%
- SME 1-10 42%
- SME 11-50 17%
- SME 51-250 3%
- Mid-cap 8%
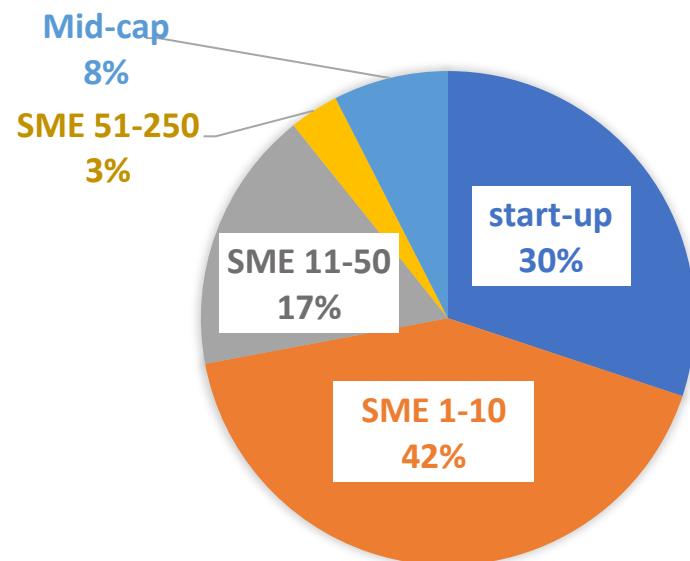
14 Selected proposal per company size

- Start-up 31%
- SME 1-10 19%
- SME 11-50 27%
- SME 51-250 9%
- MID-CAP 14%
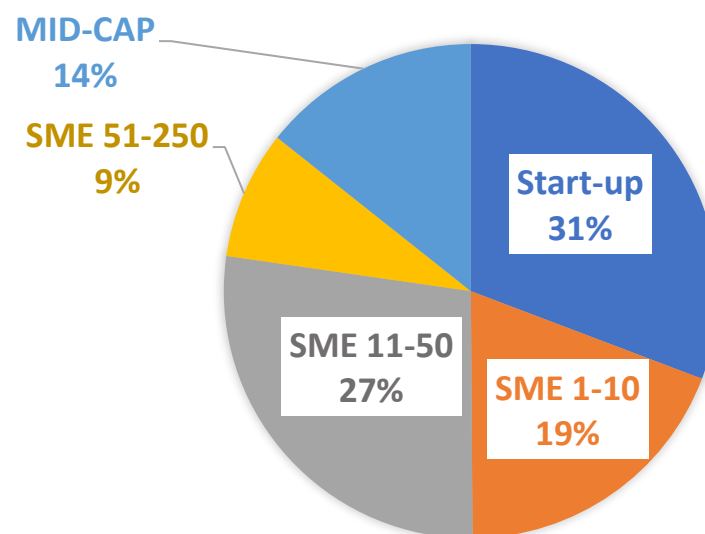
Total amounts per company size

- 354 k€ — Start-up
- 220 k€ — SME 1-10
- 315 k€ — SME 11-50
- 96 k€ — SME 51-250
- 165 k€ — MID-CAP
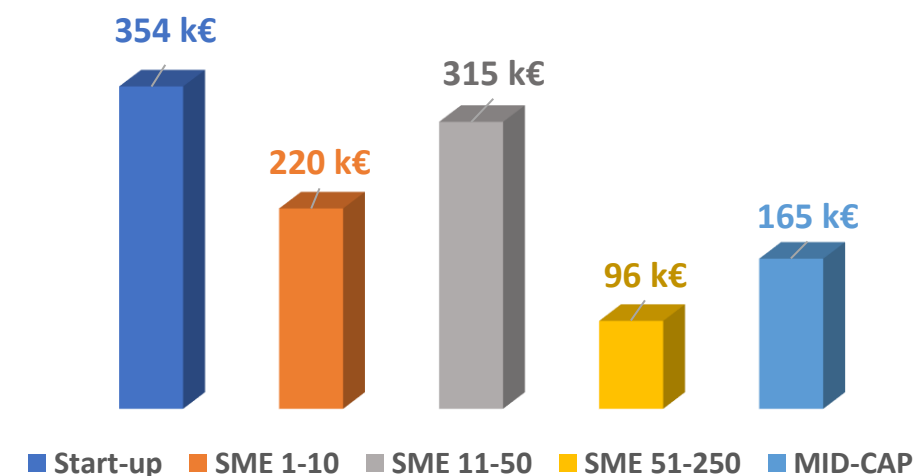
1st Open call selection

Country of applicant / selected companies

Nbr of per applicant company per country
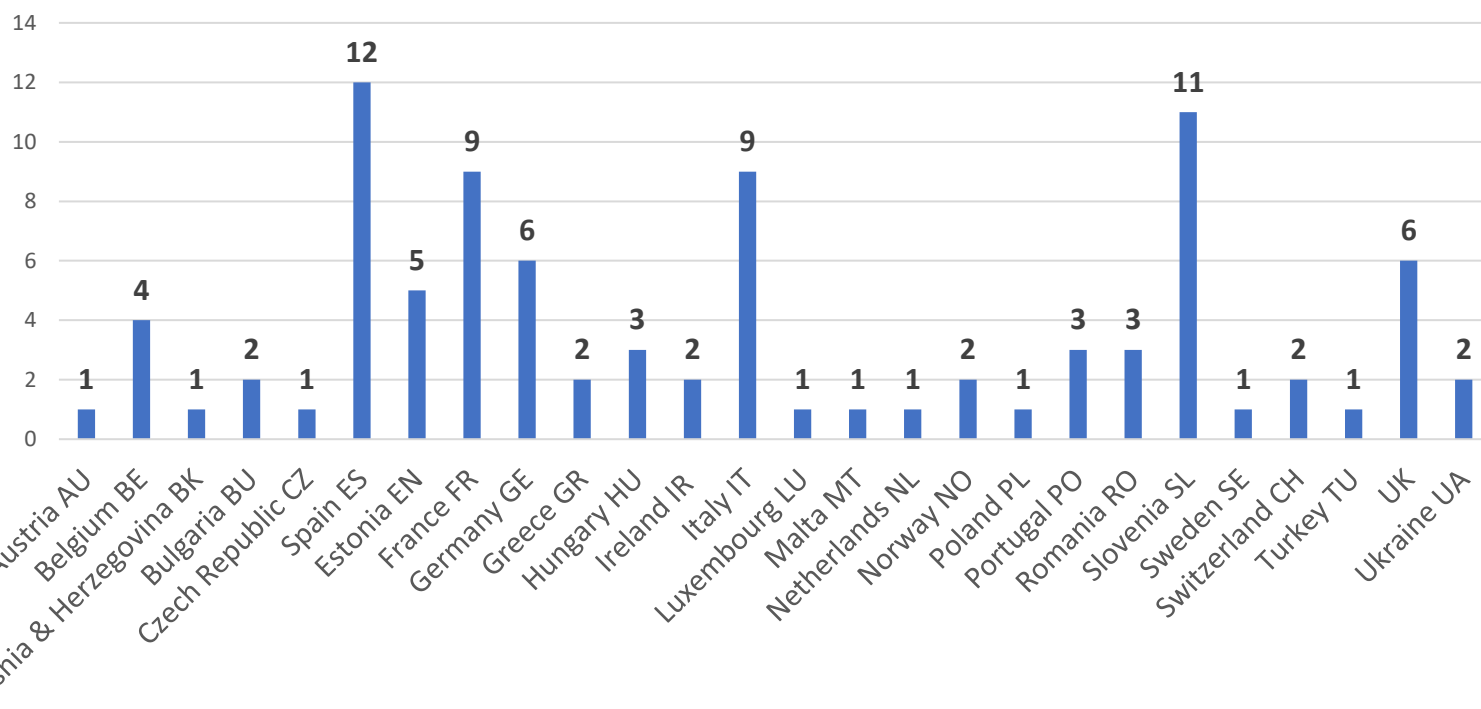
Nbr of company selected per country and type of AE
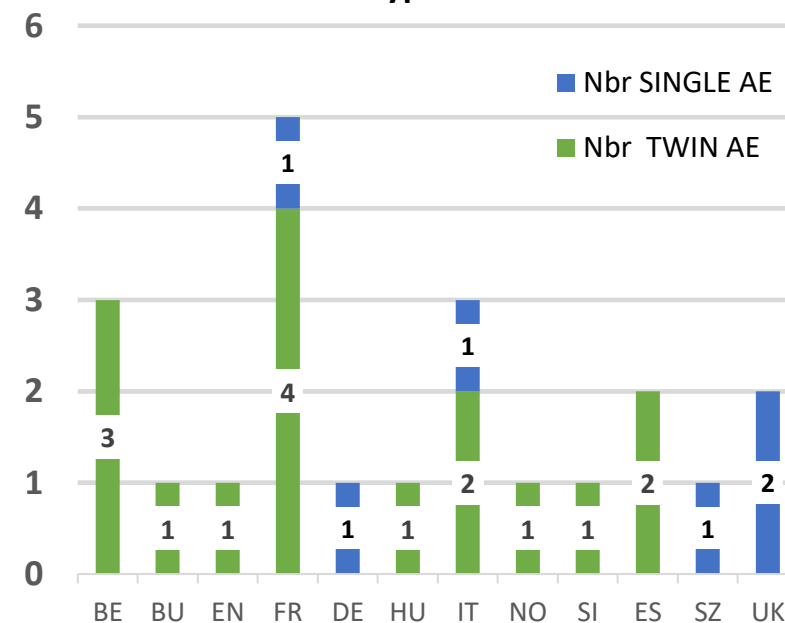
1ˢᵗ Open call selection

Application domains of the selected companies

DigiFed - OC1 - Sectors of Applications

- Digital manufacturing
- Environment
- Food & Agriculture
- IoT/Smart connected objects
- Medical/Pharmaceutical/Life science/Health
- Packaging/Logistics
- Safety/Security
- Transport/Mobility/Automotive
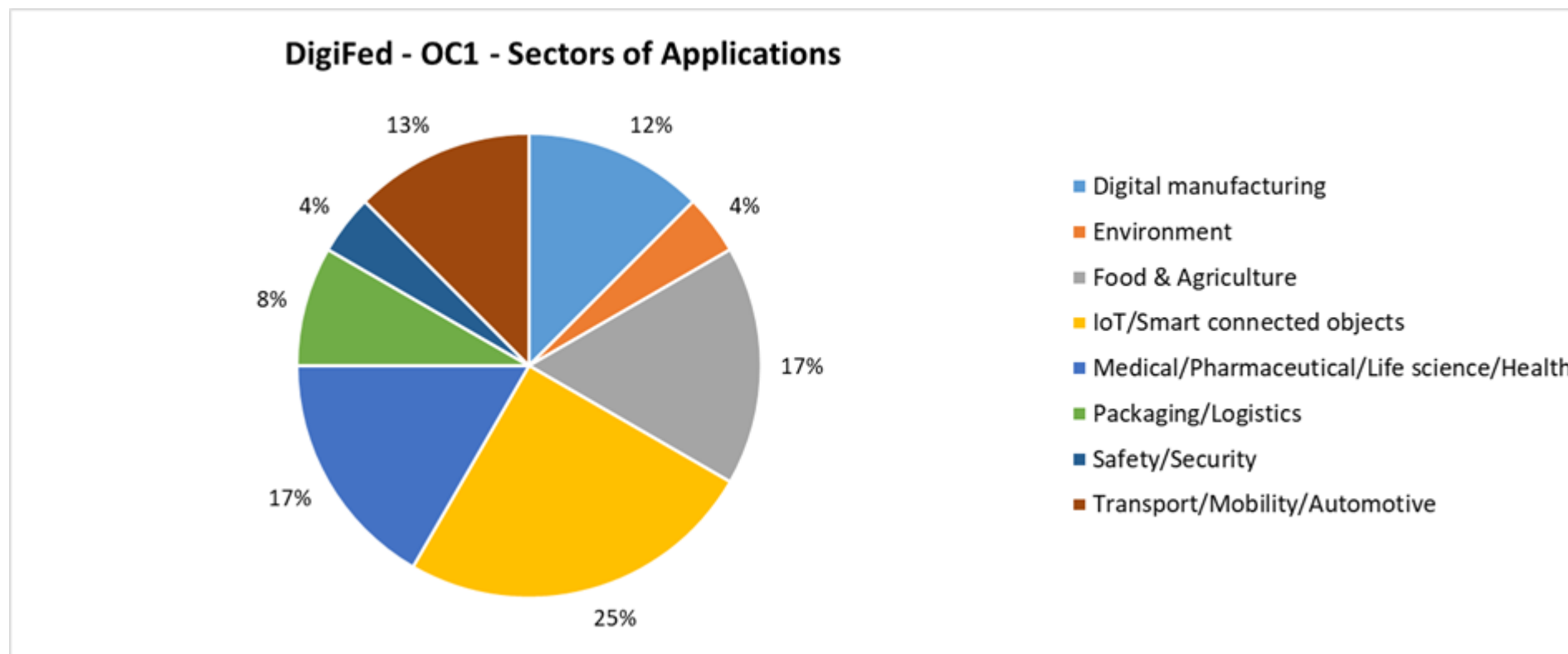
2ᵈ Open Call - how2

Opening 22/09/2020 – Closing 15/12/2020

Open call 2 will look for

- **SINGLE / TWIN** Application Experiment proposal

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

- **Digital Challenge proposals**

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

- **Support for the applicant**

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NEW!

Open Calls: Proposal Submission

- **Registration on the website**

https://digifed.org/upload/#workspace_register_sme&

- **Proposal submission in two documents**

- **Proposal description**
  - 20 pages MAX, pdf document, written in English
  - Technic oriented
  - Proposal template

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

- **Guidelines through bootcamp, webinars**

NEW : 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.

- The **Digital Challenge** targets startups and SMEs with a higher digital maturity, ideally with previous customer experience or evidence in taking a product from TRL3 to TRL8.

- 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 and provide additional support to the programme in the form of co-funding, access to innovation support and pilot sites.

- For more information please visit https://digifed.org/open-calls/open-call-2/digital-challenges/

DigiFed Support to applicants

For SINGLE AE :
Applicant **need** to involve a Digital Technology partner to develop the innovation
→Identify a technology offered by DigiFed
https://digifed.org/explore/digifed-offer/
→Contact the DigiFed partner proposing the technology

For TWIN AE :
need to involved 2 cross border companies
→Contact DigiFed team if you need support to identify a partner
info@digifed.org

For Digital Challenge : Details on DigiFed website soon
→Contact the DigiFed partners representing the Digital Challenge Owners
→Submit Pre-Selection form to engage with the Digital Challenge Owner
(via webinars or 1-to-1 sessions)
→A NDA may be required to engage with the Digital Challenge Owner

Proposer 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* event (Open Call 1)

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

Q&A SESSION

Time for you to ask your questions

Exemple of DigiFed Technology Offer

CEA LETI CYBERSECURITY OFFER FOR OPEN CALL

Micro & nanotechnologies R&D partner to build your next best tech innovations

Grenoble (FR)
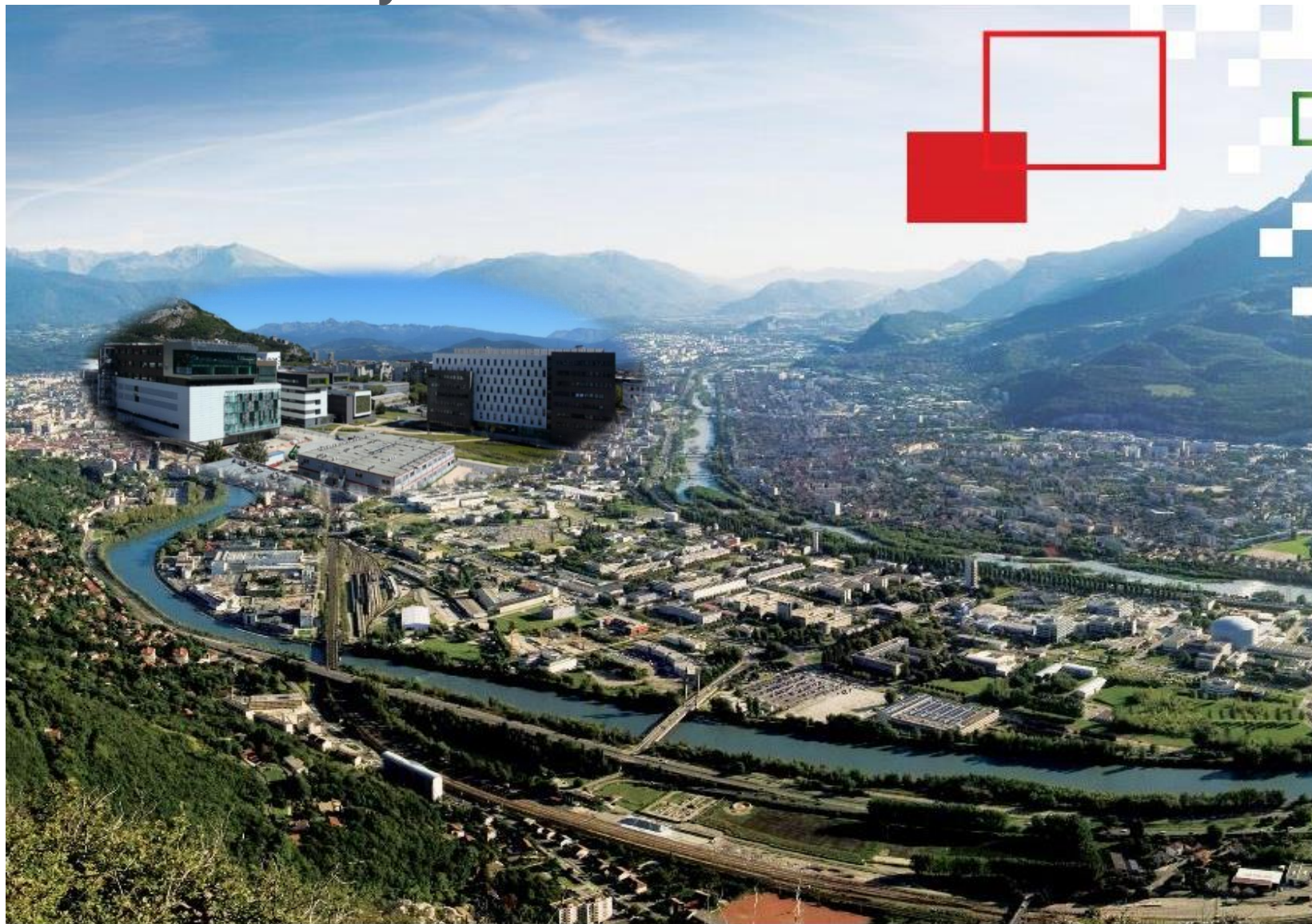
Since **1967**

France, USA, Japan

2,000 People

> **2,760** Patents in Portfolio

350 Industrial Partners

> **65** Startups Created

10,000 m² Cleanroom 200-300mm

315 M€ Budget
(**85%** from R&D contracts)

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Leti | 2019-09

Analyze systems and characterize the threats

Secure systems through patented HW/SW technologies

Security evaluation tools and capabilities (ITSEF)

CYBERSECURITY SERVICE FOR EMBEDED SYSTEM

Mission
- **Identify product vulnerabilities**
- **Develop innovative ways to protect hardware from cyber-attacks.**

An world unique innovation ecosystem to secure by design critical functions
- State-of-the art benches & tools
- A large patents portfolio
- Long time collaboration with academics and stakeholders

Research focus
- Attacks benches
- Security assessment and verification tools
- Hardware root of trust
- Disruptive technologies for cybersecurity

Teams in Grenoble & Gardanne

SECURE infrastructure for trusted IoT platform

- **Function**: security infrastructure establishing an environment to isolate trusted code executed or data manipulation by an IoT platform from an untrusted world

- **Principle:**
  - Integration of a secure hardware module
  - Integration of a trusted OS isolated from Linux with hardware mechanisms
  - Drivers and software bricks to drive the secure hardware module inside the trusted OS
  - Interfaces between untrusted world and trusted world to drive the secure hardware module.

- **Key Performances:**
  - The security hardware module accesses and sensitive data manipulation are hardware isolated from untrusted OS
  - Trusted applications can be developed to have secure services interfacing with untrusted OS

- **Uniqueness:**
  - Hardware isolation from an untrusted world for secure hardware module accesses
  - Stack in trusted OS for hardware secure module accesses
  - Bridge between untrusted OS and trusted world

- **Maturity/TRL:** Technology Readiness Level

  | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 |

- **Applications:**
  - Any application using a set of IoT devices to collect personal and/or critical data
  - Support for IoT applications developers to secure their product
  - Smart factories, Energy production and distribution, Healthcare , critical infrastructure

Example of SECURE infrastructure implementation using STM secure elements STM32 and TPM with Linux

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cea tech

Contact : raphael.collado@cea.fr

Details about the proposals preparation

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
- 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

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 Application Experiment Agreement signature*
- 50% balance payment at completion of Application Experiment 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 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
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