



DigiFed Open Call 3 Meet & Apply



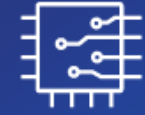
Expertise



Networking



Competencies



Advanced
Technology



Funding



Innovative
Solutions



Isabelle Chartier , Isabelle Dor : DigiFed Coordinator
IRT Nanoelec – CEA/LETI
Margherita Volpe ZABALA



Welcome



Alice PEREZ-MORILLAS



Isabelle DOR



Margherita VOLPE

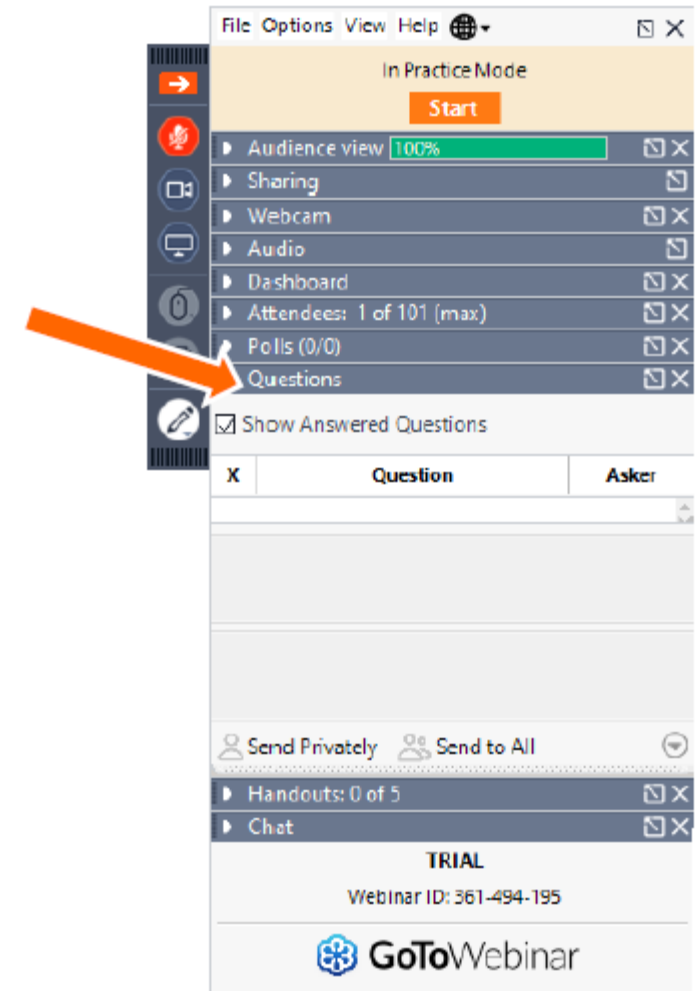
Before we start

Webinar	Date
DigiFed: Digitising Europe's industry together Presentation of the third Open Call and how to apply	Today – 10am
Networking App How to register efficiently to our networking app	21 April – 10am
Meet DigiFed technical partners AVL, ST Microelectronics, University of Ljubljana	23 April – 10am
Meet DigiFed technical partners Ikerlan, BME	27 April – 10am

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/>



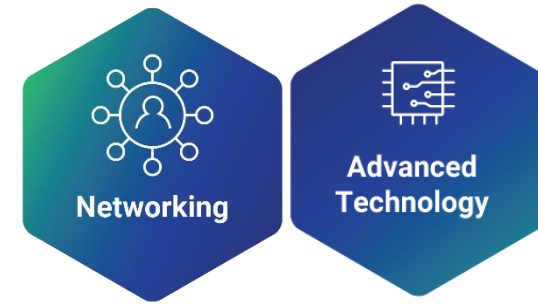
DigiFed : Digitising Europe's Industry Together

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://smartanytingeverywhere.eu/>



The DigiFed **networking** strategy



Building upon existing **D**igital **I**nnovation **H**ubs (**DIHs**), DigiFed fosters **EU cross-border partnerships** between:

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

DigiFed 3 main innovation pathways



Application Experiment

- Get funding and technical expertise to develop your CPS prototype
- Access to innovation management training program



Digital Challenge

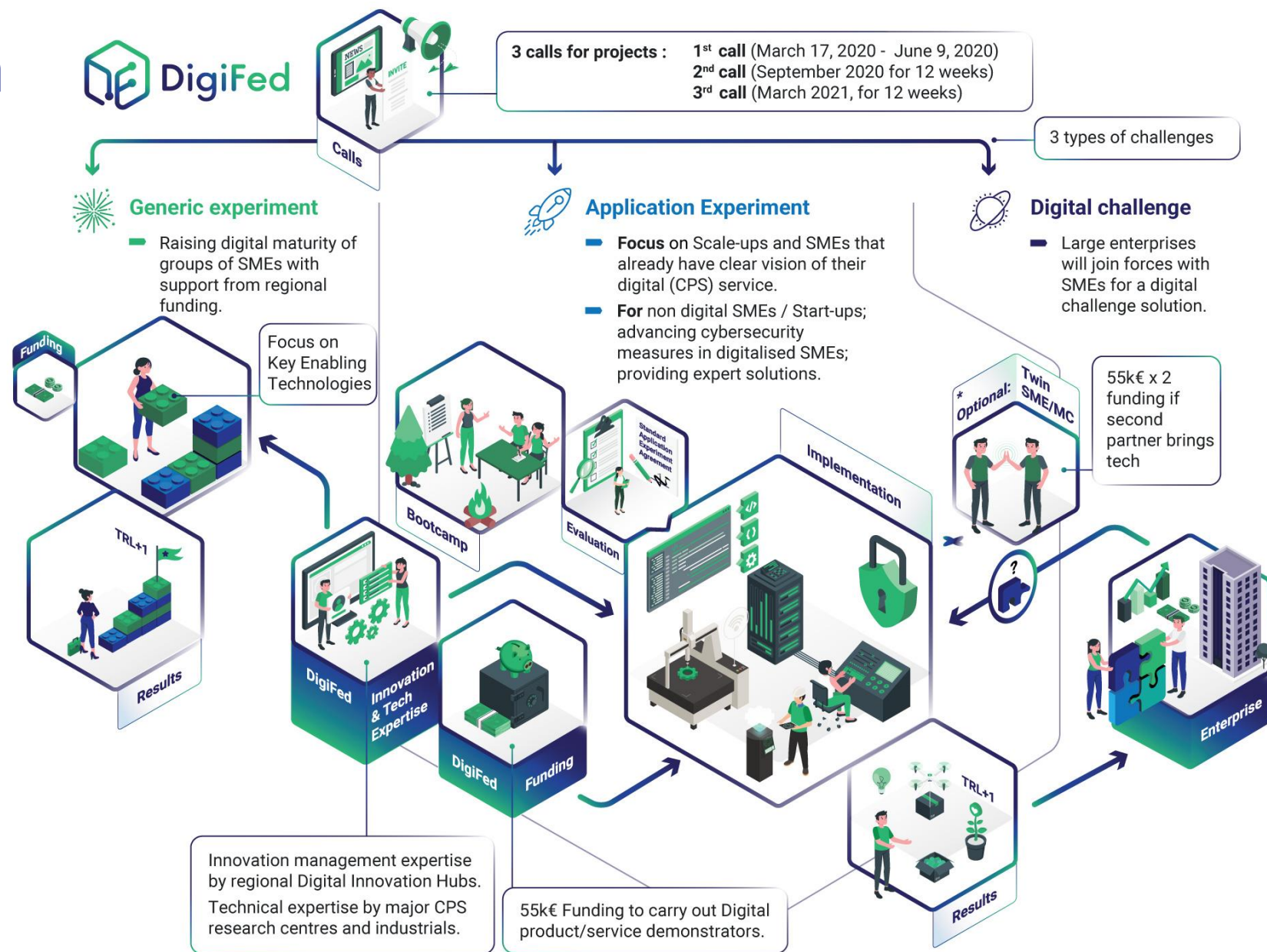
- Get funding to develop a CPS prototype answering a large company need
- Get access to new markets



Generic Experiment Community

- Participate to the technical roadmap of main RTO
- Stay in the loop of latest technological results to be ready for market movements

DigiFed innovation pathways



DigiFed Open Calls

Total cascade funding : 3,5M€

> 40 projects will be funded

3 Open Calls for AE projects :

- **1st call : 14 project running, 22 companies- 1,1M€**

[Link to the results :](#)

- **2nd call : 16 project selected, 25 companies – 1,3M€**

[Link to the results](#)

- **3rd call OPEN deadline 08/06/2021**

<https://digifed.org/open-calls/application-experiment/open-call-3/>





DigiFed offers through Open calls

“Application Experiment” projects

50k€ Funding (70%) to carry out Digital product/service demonstrators

+ **Technical support** by major Research Centers and Industrials

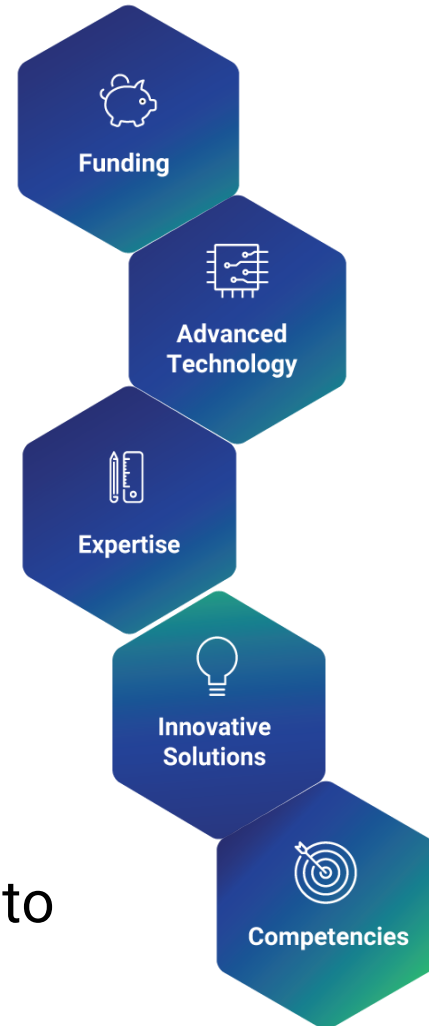
+ **Innovation management training** by Blumorpho

Targeted companies :

→ “**Non-digital**” SMEs, Start-ups and Midcaps that want to create

a **1st product/service demonstrator** based on digital technologies

→ SME, start up, Midcaps **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 (50k€)

- The applicant Company :

- Want to develop a CPS innovation, has a clear market vision,
- Need technical support from a **DigiFed Technology partner** (cross border)

TWIN AE: 2 CROSS Border companies from 2 different countries (2x 50k€ max)

- Company #1 :

- want to develop a CPS 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

NEW !



LOW Digital TWIN AE – NEW type only available in OC3
With possibility to request Tech support from DigiFed Technical Partner





OPEN CALL 3 FOR AE

1M€ Total budget available

3 type of application option: **Single AE, Twin AE, Low Digital Twin AE**

10 technical offers from **6** DigiFed technical partners

50 k€ / applicant max cascade funding

70% of AE costs coverage

8/06/2021 Deadline for application!

<https://digifed.org/open-calls/application-experiment/open-call-3/>



OC3 Technology offers

- **IKERLAN**: Industrial cybersecurity; Dependable Embedded Systems; Information and Communication Technologies; HW and communication systems.
- **AVL** : Integrated and Open Development Platform to create more flexible environments for the development of a new generation of intelligent and efficient vehicles.
- **BME** : Reliable Thermal Design, Energy efficient LED Luminaire design, Reliability environment testbed for component and 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 of Ljubljana** : Cloud DevOps; Electrical blockchain switch; Big Data analytics tools; IoT Prototyping & Sensing Automation System; 5G Experimentation, Quality and Intervention Monitoring System.


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 
- **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

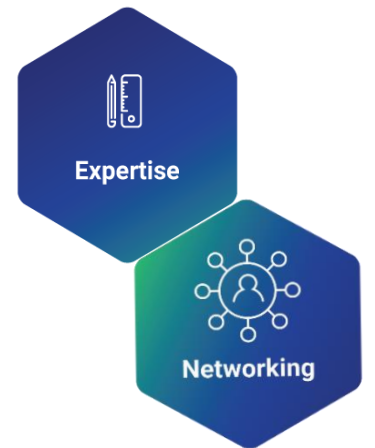
❖ **University of Ljubjana** - Solvenia

❖ **Steinbeis** - Germany

❖ **BME** - Hungaria

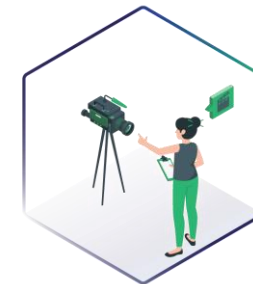
❖ **MINALOGIC** - France

❖ **Ikerlan** - Spain



Open Calls: Proposal Submission

- **Registration on the website** : https://digifed.org/upload/#workspace_register_sme&
- **Guide for Applicants** : [link to the doc](#)
- **Proposal submission in 2 documents**
 - **Proposal description**
 - MAX 20 Page, pdf document, written in English
 - Technic oriented
 - Proposal template for SINGLE and TWIN
 - **Recorded pitch**
 - 5 min, in English
 - Business oriented
 - Slide deck template <https://digifed.org/video-pitch-preparation/>
- **Guidelines through bootcamp and webinars**



DigiFed Support to applicants

- **For SINGLE AE and LOW DIGITAL TWIN AE proposals**

Applicant **need** to involve a **Digital Technology partner** to develop the innovation

→ Identify and **contact** a technology partner <https://digifed.org/explore/digifed-offer/>

- **For Low Digital TWIN AE :** Self evaluation Digital maturity questionnaire
<https://digifed.org/digital-transformation-survey/>

- **Matchmaking for TWIN AE :**

Applicant need to involved 2 cross border companies

→ Contact DigiFed team if you need support to identify a partner

- info@digifed.org
- DigiFed networking APP: to register <https://app.mesensei.com/digifed>

- **FAQ**

- Consult <https://digifed.org/aside/faq/>
- Join our Live Helpdesk : every Thursday 15h30-16h30 on webex at
<https://avl.webex.com/avl/j.php?MTID=m4b2b7c3ad82c3dd7f66dd285bc06c2fe>

Applicant information program

A program of Webinar and Bootcamp

- Open call topics presentation
- Technology presentation and exchange with DigiFed technology Partners
- Get advice on your proposal
- Video PITCH preparation

Open Call 3 Program

Thu,	Apr 15, 2021 10:00 AM - 11:00 AM CEST	Open Call 3 presentation
Wed,	Apr 21, 2021 10:00 AM - 11:00 AM CEST	DigiFed APP for Matchmaking
Fri,	Apr 23, 2021 10:00 AM - 11:00 AM CEST	Technical partners : AVL UL ST
Tue,	Apr 27, 2021 10:00 AM - 11:00 AM CEST	Technical Partners : BME IKL

- Registration <https://register.gotowebinar.com/register/6523270960242060299>

Link to the *passed* events (Open Call 1 and 2)

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



OC1 & OC2 results

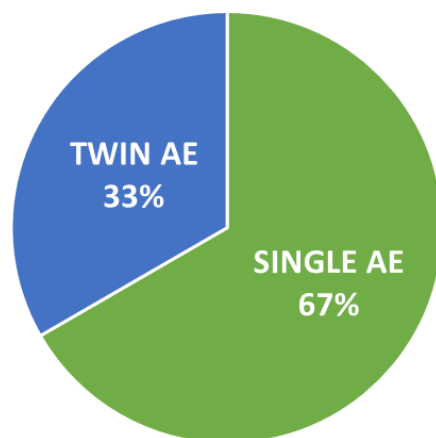
AE OC1 & OC2: AE application figures

AEs

156 COMPLETE AE RECEIVED

147 PROPOSALS ELIGIBLE FOR EVALUATION

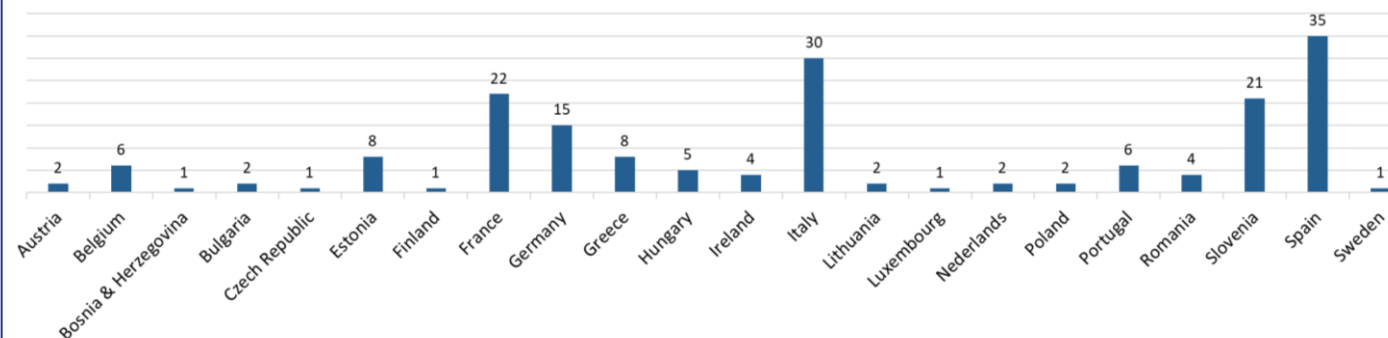
Eligible proposals - Distribution per type of AE



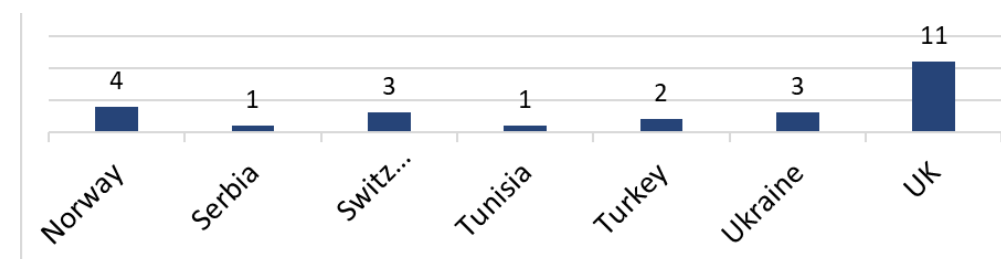
APPLICANTS

>200 APPLICANT COMPANIES

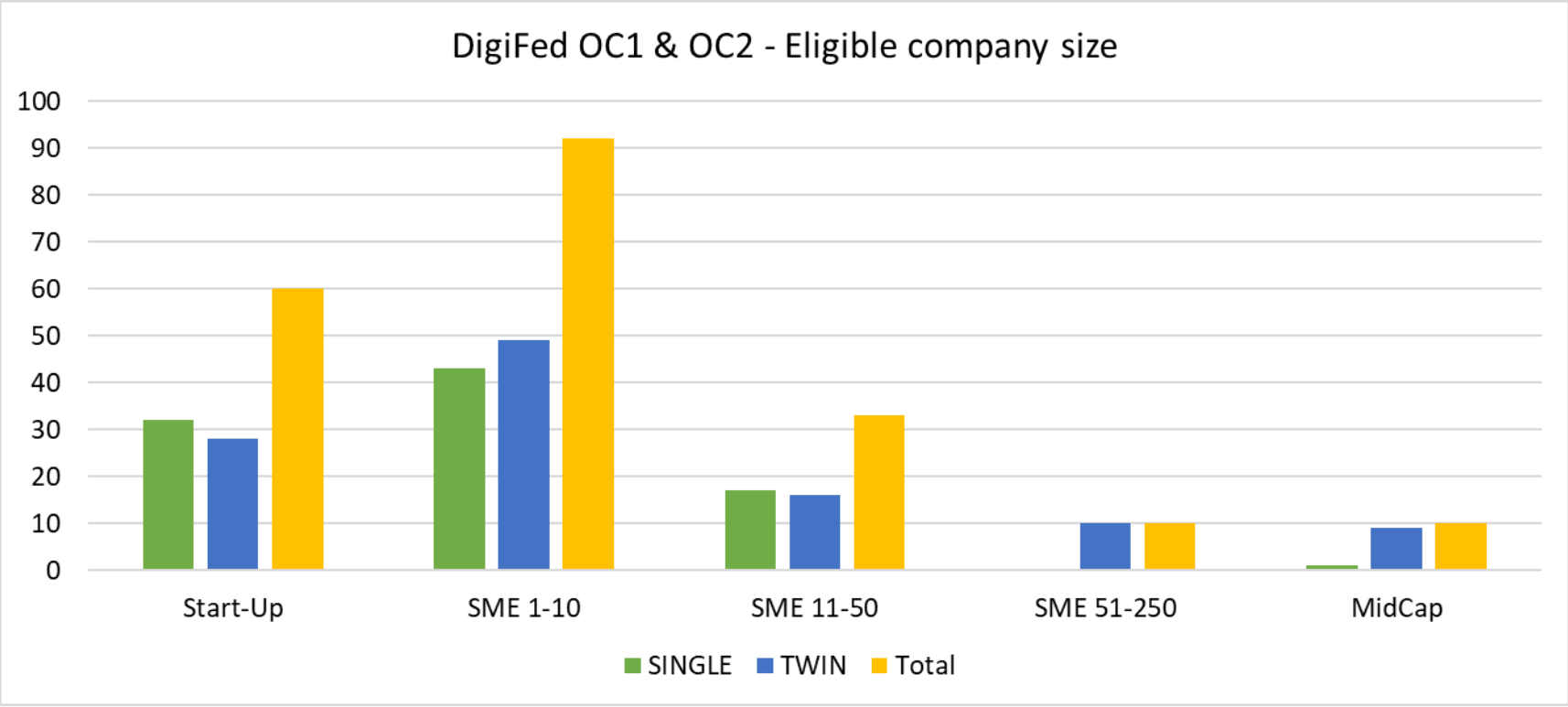
88% APPLICANTS FROM EU MS



12% APPLICANTS FROM ASSOCIATED STATES

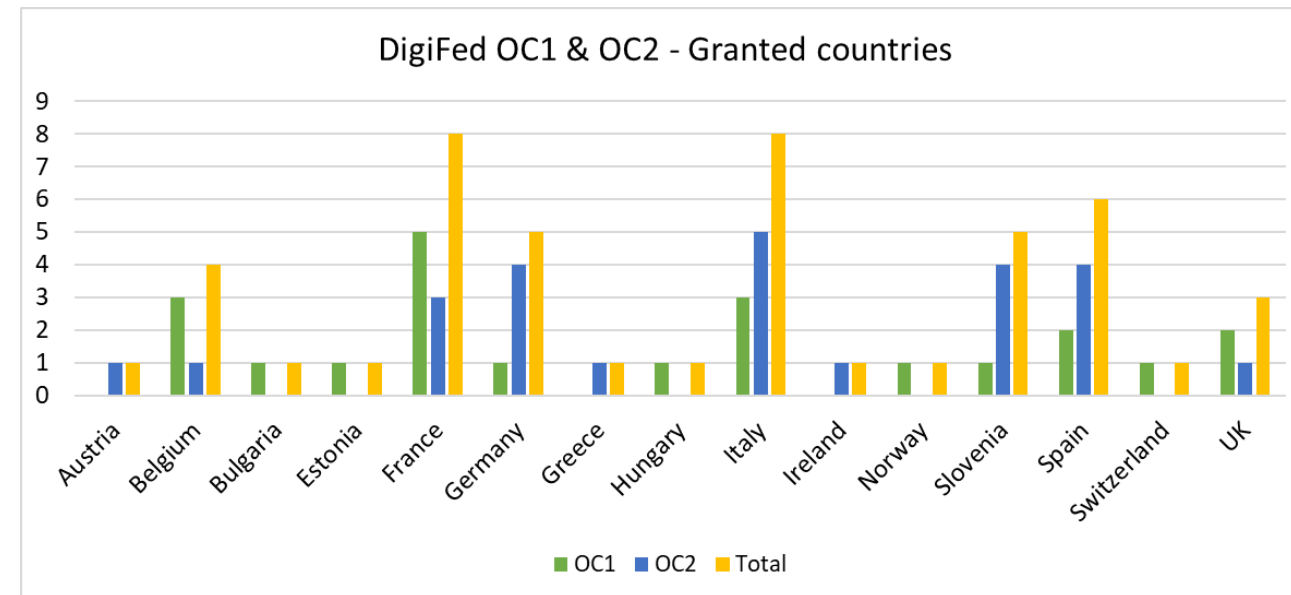
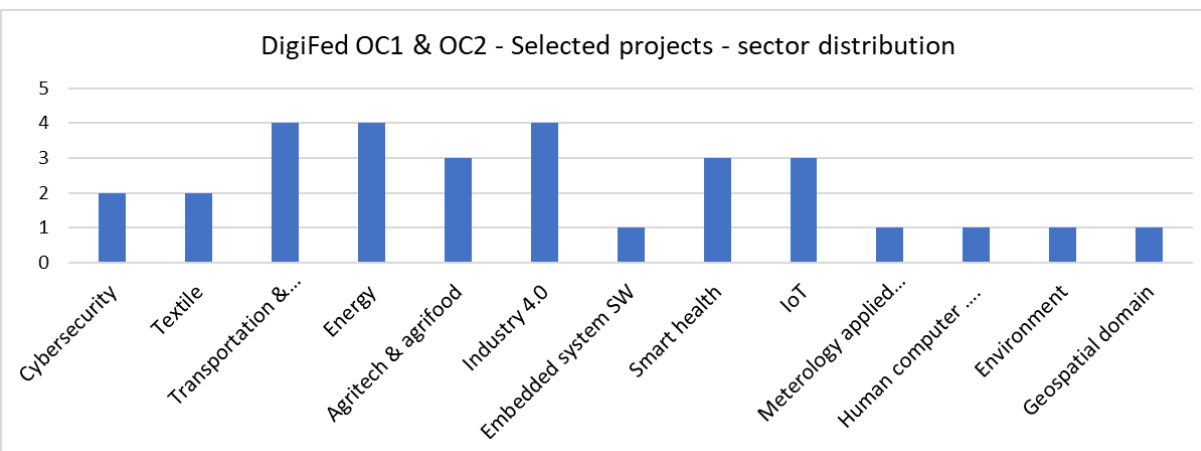
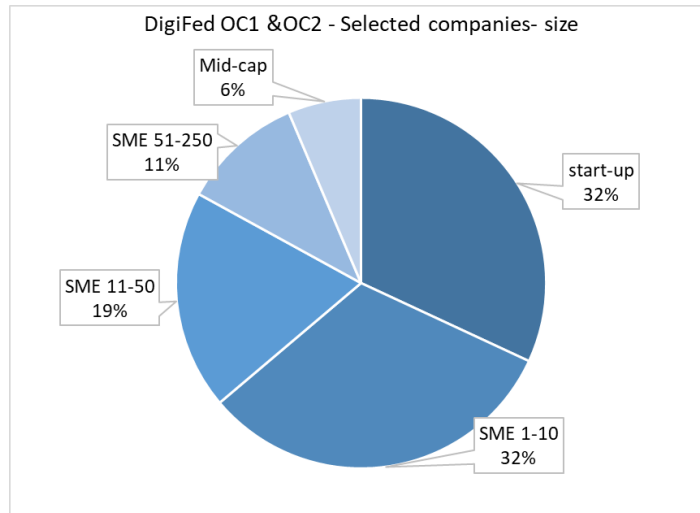


AE OC2: AE application figures



AE OC1 & OC2 Evaluation results

30 Proposals selected (scores > 15,70 & score > 15,40 resp.)
 17 Twin AE (57%) + 13 Single AE (43%)
 47 beneficiaries in total



DigiFed Experimental Pathways:

1- Digital Challenge

2- Generic Experiment Communities



1- 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 agrees to co-fund this experiment.



The **Digital Challenge** targets startups and SMEs from across Europe.

The 3rd parties applicants will be selected through an open call which will launch in **June 2021**.

The Digital Challenge involve matched funding from the Digital Challenge Owners (€30,000-€50,000 per challenge)



DIGITAL CHALLENGE Open Calls

Digital Challenge Owners Open Call – LIVE (until 15th April)

Opportunity to double up your innovation budget!

If your organisation has **digital challenge** and up to **€50,000** budget then become the next **Digital Challenge Owner**: <https://digifed.org/open-calls/digital-challenges/digital-challenge-owners-open-call/>

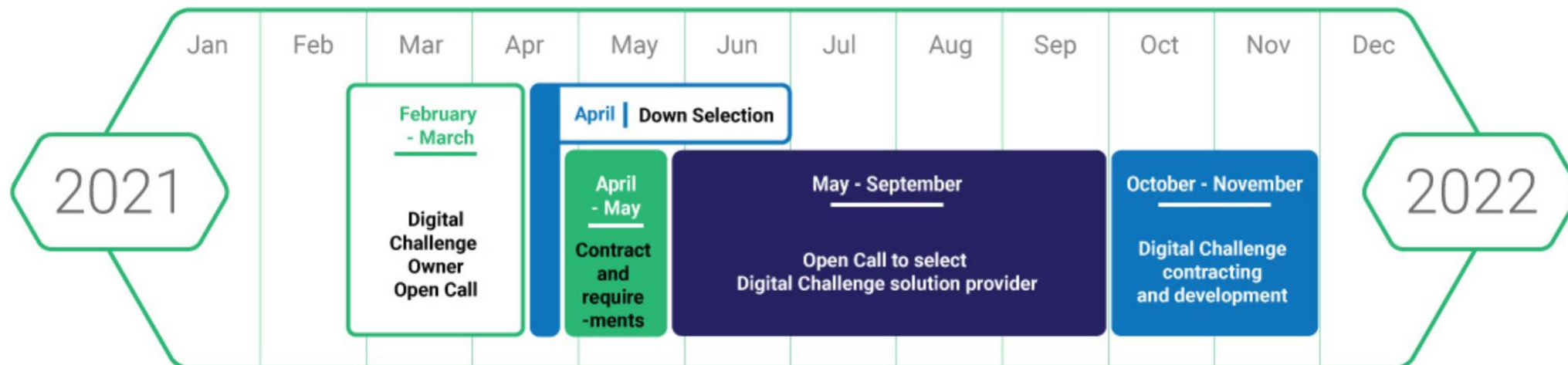
You will have the opportunity to:

- Engage in focused innovation around key business objectives
- Receive support in the identification of suitable challenge topic and make it understandable to innovators on the market (open call drafted by DigiFed partners)
- Get access to leading edge innovators from across Europe
- Accelerate the company's innovation journey to digitally transform its operations, products and service offerings
- Learn about new technologies and uncover new markets
- Raise company profile through marketing and programme association
- Minimise risks by offering an alternative way of procuring new suppliers
- Gain access and develop new partnerships with leading Digital Innovation Hubs across Europe



DIGITAL CHALLENGE Open Calls

Digital Challenge 2nd Open Call (to find solution providers)– planned for May /June 2021





2- Generic Experiment Communities

Build a Community focused on a Technical topic proposed by a DigiFed technology partners (RTO) and co-financed by Regional programs

- Involve a group of cross border SMEs StartUps and MidCaps **with common challenge**
- **Share** your requirements with other SMEs from different domains with the same technological needs.
- Define **common R&I specifications** to be implemented by the DigiFed partner
- Workshop to give you feedback about the GE Technical topic developed by the DigiFed Partner, interact with the RTO expert
- **Stay in the loop of latest RTO technological** developments to be ready for market movements.
- **Selected companies** will received 5k€ support for their participation to the community



4 DigiFed GE COMMUNITY

Enterprises apply to **one** of the 4 GE communities :

- **Secure Platform 4 IOT**
(GE Owner CEA)
- **Industrial Cybersecurity**
(GE Owner IKERLAN)
- **Energy- Efficient lighting**
(GE owner BME)
- **IoT prototyping in agriculture**
(GE owner UL)

2020

Proposed communities:
 • Research Centers (RTO)
 • Techno Experts

Define Technology Topics

Q1 2021

Open call
 Community members engagement
 Enterprises common specifications

Q2 2021

GE program
 Implementation by the RTO
 Feedback from GE members

Q2 2022

Presentation of GE technical results
 Feedback on :
 • Technical results
 • GE Community model as a futur service to SMEs



How to join a DigiFed GE Community

Secure Platform 4IoT



IOT Gateway
Security monitoring

Open Call closed
19 members
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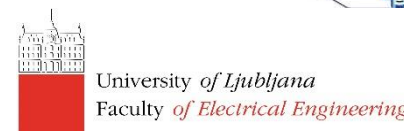
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Trust platform for digital
assets management

Call Open until 31/05/21
[Apply link](#)

IoT prototyping in agriculture



IoT devices & data
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Energy- Efficient lighting



Digitalized LED
application design

Call Open until 15/06/21
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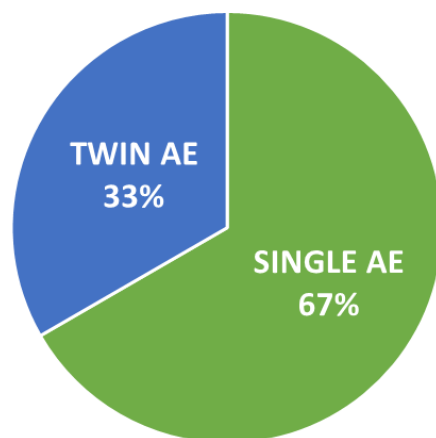
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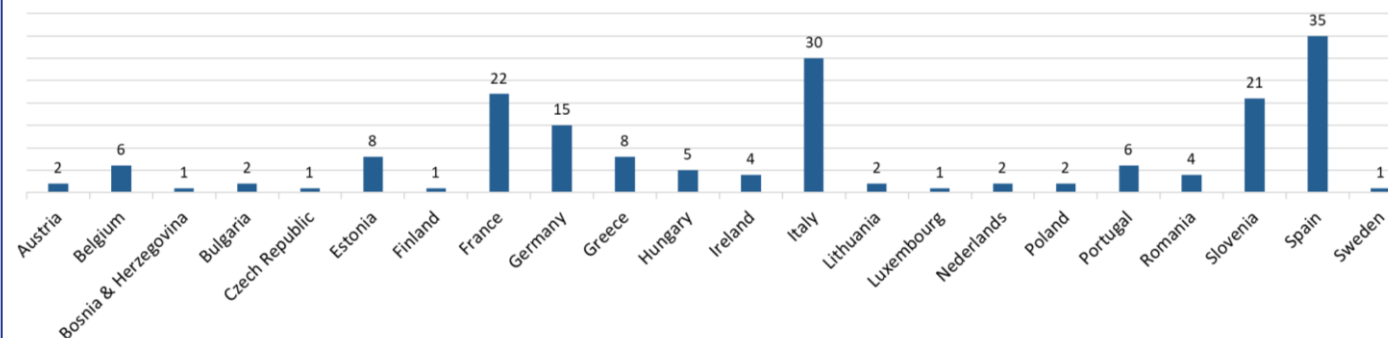
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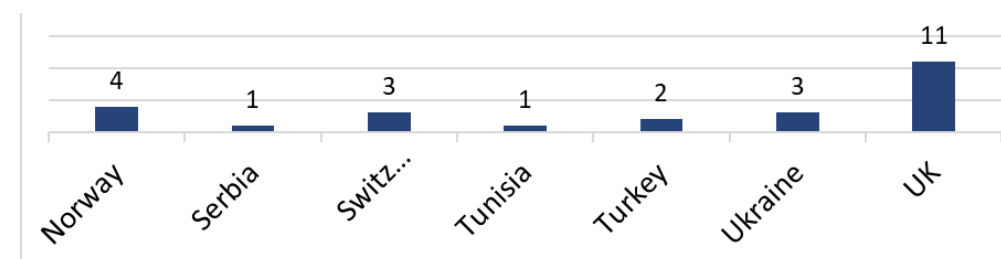
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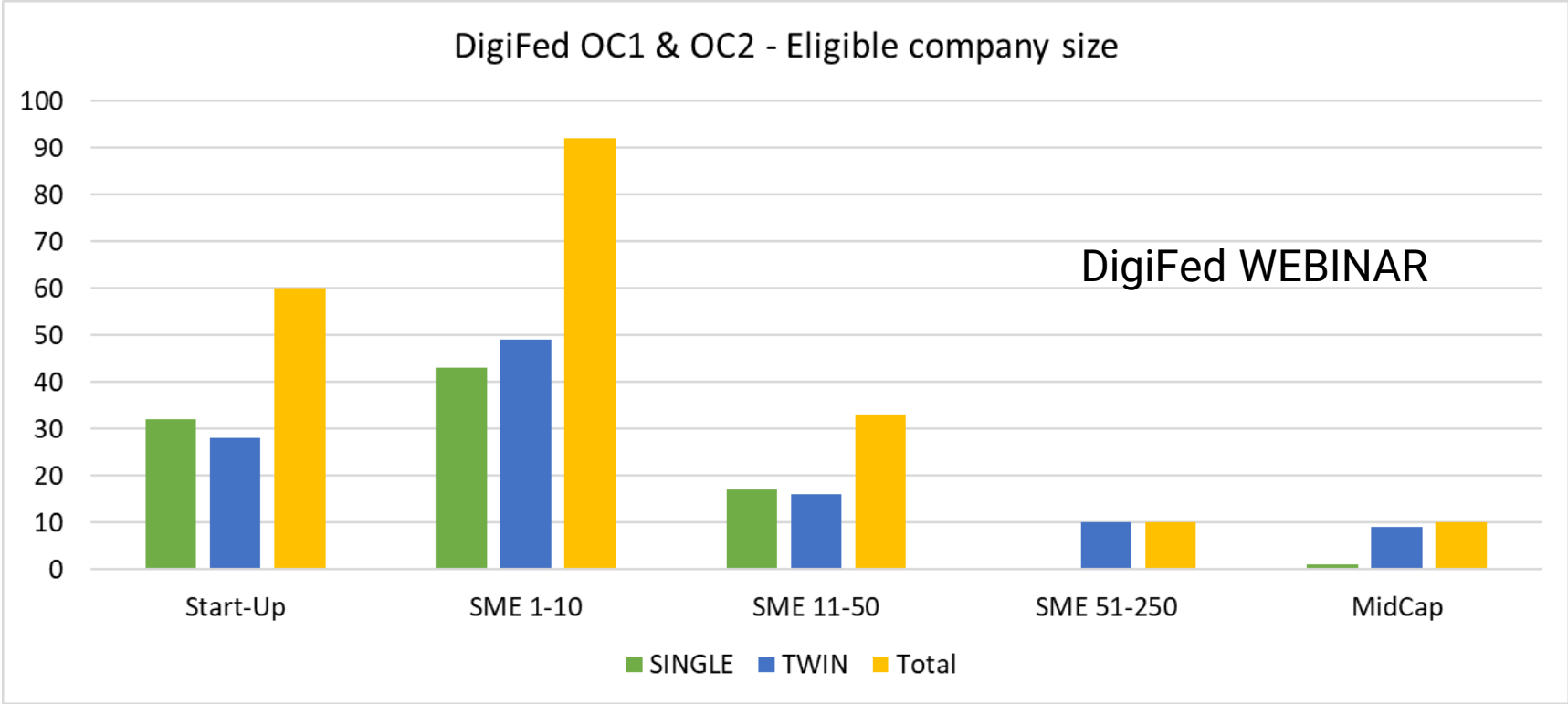
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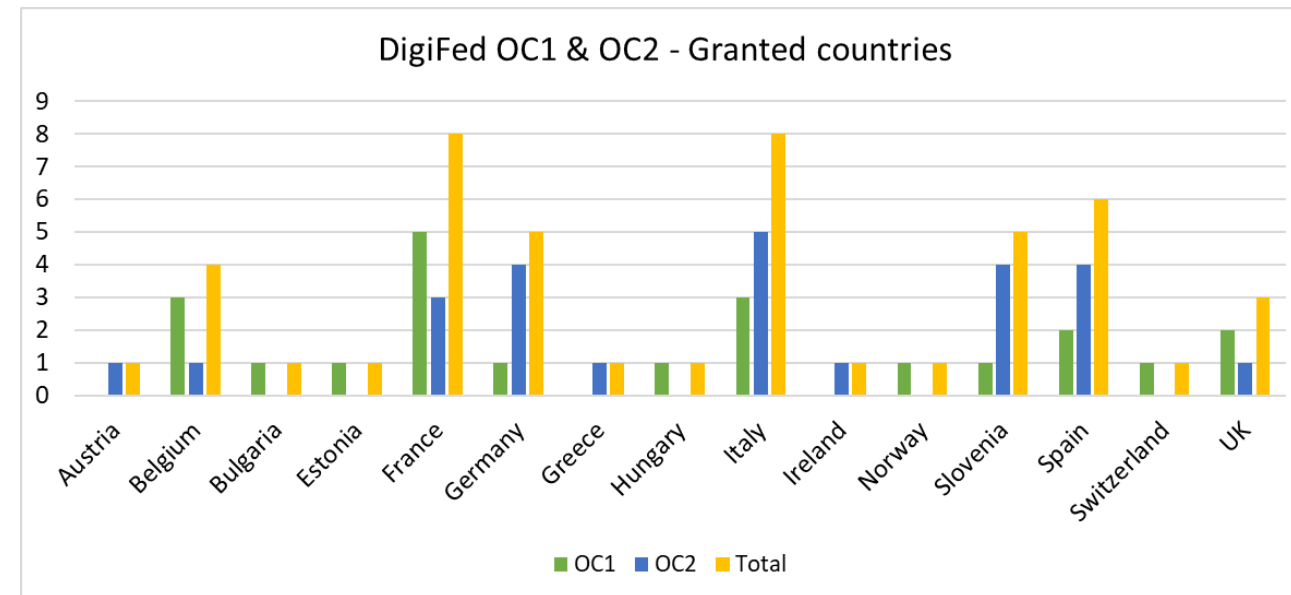
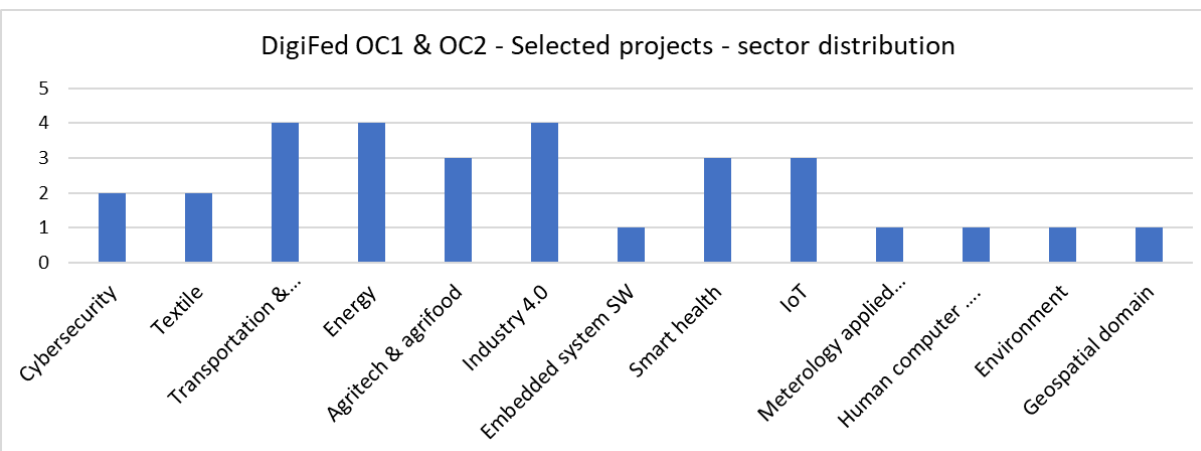
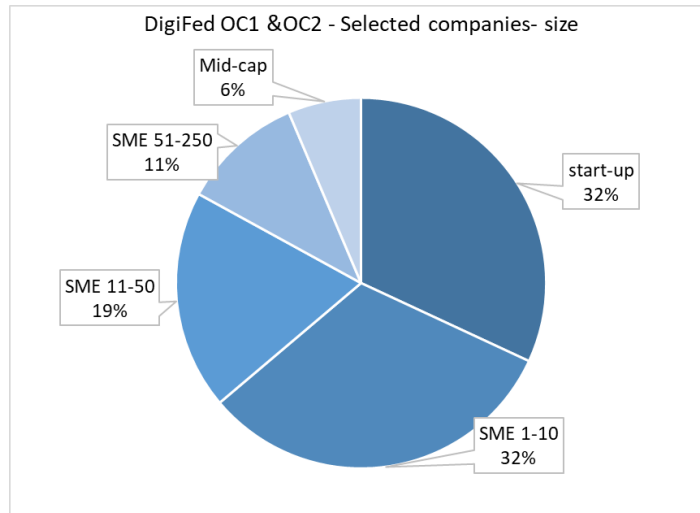


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DIGITAL CHALLENGE Open Call

DigiFed and European enterprises are looking for StartUps and SMEs who are ready to:

- Respond to digital challenges for which NO Cyber Physical Systems or embedded systems solutions have been identified in the market
- Collaborate with large organisations to prototype potential solutions

Digifed and Digital Challenge Owners offer :

- The opportunity to respond to a real-world industry challenge adding a relevant use case to your unique value proposition
- Up to **€100k** in funding – representing 70% of your project's declared budget.
- Added value to your product, through high-level technical expertise, innovation support and access to pilot sites to deploy your solution
- The opportunity to bid to implement the full solution for the Digital Challenge Owner



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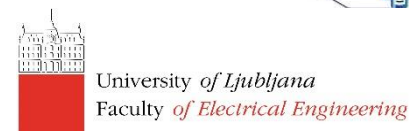
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DigiFed App

<https://app.mesensei.com/digifed>

App in a nutshell

- Network: Meet other companies interested in DigiFed, direct messaging
- Matchmaking: Find your potential partners
- Get access to events and news

Come next week to see more !

Q&A SESSION

Time for you to ask your questions