1st Open Call Webinars

1. About the project

2. About the experiments: what we are looking for and what we are offering

3. How to apply. Process and main documents

4. Q & A

Second webinar: January 12th, 12:00 CET

Registration: https://zoom.us/webinar/register/WN_1aiQCB89S2KVXAc0Gcuieg
Housekeeping rules

• All participants except the speakers will be muted during the session.

• You can use the chat to ask questions or post comments.

• We will address your questions during the Q&A time.

• We will try to answer as many questions as possible, the rest will be answered by e-mail.

• We can also give the floor to some or you if you want to ask personally.

• The webinar will be recorded and uploaded to EUH4D YouTube channel.
EUHUBS4DATA:
ABOUT THE PROJECT
**DT-ICT-05 Data Driven Innovation Hubs (sub-topic 1)**

<table>
<thead>
<tr>
<th><strong>Duration</strong>:</th>
<th>3 years (starting 1st September 2020)</th>
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<tr>
<td><strong>Partner</strong>:</td>
<td>21 institutions from 12 different countries (ES, IT, NL, FR, DE, SE, AT, IE, SI, PL, UK, BE)</td>
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<td><strong>Coordinator</strong>:</td>
<td>ITI</td>
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<td><strong>WPs</strong>:</td>
<td>10</td>
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<tr>
<td><strong>Budget</strong>:</td>
<td>12.5 M Euros</td>
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<tr>
<td><strong>PMs</strong>:</td>
<td>1083.5</td>
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Reference federation in Europe for Big Data cross-border experimentation and innovation, providing a complete pan-European catalogue of data sources and services to foster data driven innovation at local and regional level

- Contribute to the establishment of common European Data Spaces
- Creation of innovative products and solutions through data sharing and cross-boundary services
- Define a model of use, growth, and sustainability of the federation to guide its evolution after the project is finished
- To guarantee the impact and visibility, attracting end users, disseminating results and best practices, collecting new necessities
- To add value to the ecosystem of initiatives in Europe positioning as the one-stop-shop for data driven innovation and experimentation
- To identify training and skills needs from the different stakeholders, and define and implement a training programme
EUHubs4Data offers an environment for data driven innovation and experimentation based on collaboration among European / regional DIHs and other European initiatives

Offer side:
- To bring together services, datasets, tools, assets from European initiatives
- To leverage results from European projects (starting by BDV PPP projects, but open to others ….) and include their assets in the federated catalogue
- To develop interoperability models (now based on IDSA) to provide a data space, also compatible with other initiatives (i.e. Gaia-X, …)

Demand side:
- To bring this offer closer to the respective ecosystems through the DIHs of the federation
- To support regional SMEs and small actors in the adoption of data driven technologies
- To provide financial support during the project (cascade funding), technical and business support in the form of services

European dimension:
- Federated catalogue
- Governance of the federation and global processes decision making

Regional dimension:
- Regional offer
- Independence of involved Hubs
- Access / adaptation to local ecosystems
Specific objectives open calls & experiments

• Attract end users to the assets of the federation: awareness
• Support SMEs and start-ups in the creation of innovative data driven solutions and services
• Foster collaboration among DIHs of the federations
• Check the user satisfaction, improve the joint service delivery
• Keep the demand side coming to the federation: ecosystem
• Contribute to the creation of European Common Data Spaces
THE EXPERIMENTS:

WHAT WE ARE LOOKING FOR AND WHAT WE OFFER
What we are looking for

Experiments that, (i) making use of the assets of the federation, (ii) results in innovative data driven products or services, in the form of Key Exploitable Results, and that (iii) contribute to the creation of European Common Data Spaces
Use of services from the federated catalogue

• Include in the experiment at least, **two services** from the federated catalogue (https://euhubs4data.eu/services/) provided, at least, **by two different DIHs**

• Be sure that the selected services **fit the purpose of your experiment**

• In the case of doubt, you can **contact the DIH**, send us the questionnaire, or use the e-mail address: opencall@euhubs4data.eu

• Optional but valuable: include **datasets from the catalogue**, and / or bring your datasets to the experiment
Outcomes from the experiment

• Innovative service / product / solution, based on data innovation and experimentation

• High TRL, close to the market

• Presented as Key Exploitable Results

• Included in your portfolio and justified impact in your organization
Challenges

• Related to the specific sector

• Take the European Data Strategy as reference (some introduction is provided in the guidelines)

• Provide context, current scenario, needs, expected scenario, impact of the data technology applied to the sector
What we offer

- Access to advanced assets on Big Data
- Technical & business coaching and follow-up support by DIHs
- Digital & Business skills
- €60k funding per experiment
- Visibility and promotion
- Exploitation plan
• Financial support 60K Euros (flat rate) against the accomplishment of objectives

• DIHs whose services are selected will participate in the experiment

• DIHs will provide support, will monitor the experiment and will check the accomplishment of the tasks, KPIs and milestones

• One of those DIHs (or an additional one if needed) will act as coach of the experiment (link of the beneficiary and the experiment with the federation)

• If needed, the beneficiary could appoint a DIH not part of the federation for local support (additional costs included in the provided financial support)

• Support on the definition of an exploitation plan for the results of the experiments

• Visibility at European (EUHubs4Data channels) and regional (DIHs channels) levels
HOW TO APPLY: THE PROCESS AND MAIN DOCUMENTS

ZABALA INNOVATION CONSULTING

Jorge Lorente Giner
The process (before the application)

**STEP 1:** Download relevant docs:
1. Guidelines for applicants.
2. Template for the Application Form.
3. Template of the Sub-grant agreement.

**STEP 2:** Read all documents with special attention to the Guidelines for Applicants and check the section [Frequent Asked Questions](#).

**STEP 3:** Prepare your application using the template of the Application Form and create an account in the [Online Submission Platform (F6S)](#).

**STEP 4:** Start your Application.
Make sure you answer all questions and upload all relevant documents.

**STEP 5:** Submit before the deadline.
Main submission documents:

1. Application Form
2. Declaration of honour
3. Technical KPIs for monitoring the progress of the experiment
4. Commitment to set a registered SME (only for group of web entrepreneurs)
Application Form

ADMINISTRATIVE
1. Title of the experiment [100 characters]:
2. Acronym [20 characters]:
3. List the Data Services that will be used for the execution of the experiment [no limit]:
4. List the Dataset(s) that will be used for the execution of the experiment [Optional]:
5. Type of applicant [choose type]
6. Indicate the legal name of the SME and the country where it is registered.
7. Upload a commitment to set up a legally registered SME if selected for funding [upload a file]
8. Contact person [name and surname]
9. Contact email
10. Upload a signed version of the Declaration of Honour [upload a file]
11. How did you know from this EUHubs4Data call? [Checkbox]

1. EXCELLENCE
12. Describe the experiment from a technical perspective [2500 characters]
13. Select the Common European Data Space(s) that mostly fit(s) the scope of your experiment [Checkbox]
14. Contribution to the challenges of the selected Data Spaces [2000 characters]
15. Need for EUHubs4Data services and datasets [1000 characters]
16. Main innovations of the experiment [2000 characters]
17. Are you expecting to generate new datasets during the execution of the experiment? [Optional]

2. IMPACT
18. Describe the Key Exploitable Results (KERs) to be generated during the experiment execution. [1500 characters]
19. Alignment to market needs and customer/users’ requirements [1000 characters]
20. Describe potential competitors for the envisaged KER(s) [1500 characters]
21. What is your go-to-market strategy? [1500 characters]
22. Contribution to the expected impacts set out in the guidelines [3000 characters]
23. Other expected impacts (social, environmental,...) [Optional - 1500 characters]

3. IMPLEMENTATION
24. Company history and main milestones [2000 characters]
25. Previous projects [2500 characters]
26. Number of personnel [20 characters]
27. Number of software engineers + developers + data scientists of your team [20 characters]
28. How long has the full founding team worked together (in months)? [20 characters]
29. Please identify the relevant members of your board of advisors (if any) [750 characters]
30. Team’s previous experience regarding the approach of the experiment [3000 characters]
31. Working Plan [7500 characters]
32. Technical KPIs and expected values [upload a file]
Declaration Of Honour

DECLARATION OF HONOUR

☐ Acceptance of the EUH4C4DATA Open Call Terms & Conditions
By ticking this box, I confirm that I have read and accept, and am in agreement with, the EUH4C4DATA Open Call Terms & Conditions as defined in the Guidelines for applicants.

☐ Authorisation to apply in the name of
By ticking this box, I confirm that the name submitted within this application is true. I am unauthorised to apply in the name of any entity/group of natural persons.

☐ Conflict of interest associated with EUH4C4DATA consortium
By ticking this box, I confirm that the organisation(s) or individual(s) applying do not have connections for fraudulent behaviour, other financial mismanagement, malpractice or business practices.

☐ Insolvency and/or bankruptcy
By ticking this box, I confirm that the organisation(s) or individual(s) applying do not have outstanding debts due to any absence of remuneration of activities.

☐ Bankruptcy information
By ticking this box, I confirm that the participating organisation(s) did not have any bankruptcy or have a written bankruptcy agreement.

☐ European Commission Regulation (EU) 651/2014, art. 20
By ticking this box, I confirm that the applicant(s) are not on the list of enterprises under difficulty according to the European Commission Regulation (EU) No 651/2014, art. 20.

☐ Insolvency and/or bankruptcy
By ticking this box, I confirm that the organisation has neither the original nor any forward-looking, any future development is clear, as they are explicitly stated.

☐ Double funding and Operational Capacity
By ticking this box, I confirm that the applicant(s) have not applied for any other funding or that the applicant(s) have enough Operational Capacity to carry out the work. In addition, the applicant(s) guarantee consent to EUH4C4DATA consortium to share the second information such as entities, names and project details (abstract or the full project proposal with another NGI data project) for the only purpose of crosscheck that there is no double funding or operational capacity conflict.

☐ Tax residence
By ticking this box, I confirm that the organisation(s) or individual(s) applying do not have tax residence in a country or territory identified by regulation as a tax haven.

☐ Separate accounting system
By ticking this box, I confirm that the organisation(s) or individual(s) applying guarantees to maintain a separate accounting system or to run an appropriate specific code that allows a differentiated record of all transactions related to the financial flows received from EUH4C4DATA project.

☐ Applicant(s) eligibility
By ticking this box, I confirm that the organisation(s) or individual(s) applying has fulfilled the requirements set out in the Guidelines for applicants.

☐ Declaration of signatures
By ticking this box, I confirm that the organisation(s) or individual(s) applying has fulfilled the declaration that certifies the authenticity of the declarations, which will be made available to the Coordinator or if required at any time until five years after the end of the EUH4C4DATA project.
Commitment to set a registered SME

- Only for applicants that are a group of web entrepreneurs.
- SME established in an eligible country (see section 2.2.3 of the Guidelines for Applicants).
- Template in the Annex 3 of the subgrant agreement template.

ANNEX 3 – COMMITMENT TO SET UP A SME

[This refers to the commitment of group of web entrepreneurs to set up a legally registered SME if reaching the funds]

We, the undersigned [full name], with identity card / passport number [...], with legal address in [...], [full name], with identity card / passport number [...], with legal address in [...], [full name], with identity card / passport number [...], with legal address in [...], [full name], with identity card / passport number [...], with legal address in [...],

We hereby state that we are informed of our obligation to set up a legally registered SME in a country that is eligible under the EUHubs4Data first open call.

We hereby commit to comply with this obligation as soon as possible and no later than the date of beginning of the Experiment financed through the first call of the EUHubs4Data project.

Yours faithfully,

[Signatures of all individuals composing the SME]

Date and place
Expected KPIs

• Propose technical KPIs and expected values for monitoring the progress of the experiment.
• Propose a minimum of 3 and a maximum of 5.
• Template available at:
  https://euhubs4data.eu/opencalls-docs-1/EUH4D_ExpectedKPIs.pdf

• Notes:
  – The funding is results-driven. The payment is according to the accomplishment of the KPIs.
  – During the evaluation, DIHs involved in the experiment may propose modifications on the expected KPIs/values
Write a winning proposal: good practices

• Start early ... start now!
  A good proposal needs time to think on: (i) clear and unique objective/scope of the experiment; (ii) clear path to make a difference (innovation); (iii) clear unique (set of) target group(s) and set of partners (go to market strategy); ...

• Learn the language...
  Make sure you understand the Open Call: Guidelines, Catalogue of services, Application Form, F6S portal, FAQ section, ...

• Make sure you explain the context
  Current scenario and starting point of the experiment and expected scenario; Contribution to EU Data Spaces; alignment with market situation (user needs, customer requirements, Unique Selling Points you propose, etc.); ...

• Think as an evaluator
  Win by explaining. Experts will only read your proposal, no other sources. Look at the evaluation criteria.

• Define a clear and achievable Experiment.
  Take your time to define your main working steps. Think on achievable (9 months) but ambitious KPIs (impact!) for monitoring the success of the project. Payments will be based on results.
Write a winning proposal: bear in mind the evaluation criteria

**IMPACT**

18. Describe the Key Exploitable Results (KERs) to be generated during the experiment execution. [1500 characters]

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20. Describe potential competitors for the envisaged KER(s) [1500 characters]

21. What is your go-to-market strategy? [1500 characters]

22. Contribution to the expected impacts set out in the guidelines [3000 characters]

23. Other expected impacts (social, environmental, …) [Optional - 1500 characters]

**EVALUATION**

- Valuable KERs that will improve the performance (technical, business, etc.) of beneficiaries and/or will increase their revenues as result from the experiment.
- Customers or paying-users already exist. Outstanding Unique Selling Points and alignment of new solutions or services with user needs.
- Fitness to market and analysis of competitors.
- Partners for expansion: investors already interested, business angels or other public funding sources.
- Credibility of future plans and expected business after the experiment (growth).
- Impact of the experiment: clear, achievable, ambitious and measurable contributions to the expected impacts.
- Overall impression of the impact.
Write a winning proposal: frequent errors

ADMINISTRATIVE
• Call deadline is unchangeable.
• Completeness: one section missing makes your proposal inadmissible.

EXCELLENCE
• Proposal lacks an explanation of the concept and added value and innovation falls short.
  • Don’t assume that the evaluators know your specific context.
  • Focus and show how you innovate.

IMPACT
• Ambition is not quantified / not realistic / not supported by action
  • Be ambitious but realistic → Proven maturity or link to your current activities/business?
  • Quantify! …your product/service performance / the impact that the product/service will lead to.
  • Be aware: maintain the link between your actual activities in your work plan and the impact that they will lead to.

IMPLEMENTATION
• Work plan or expertise not convincing (sufficiently detailed).
  • Opportunity to convince evaluators that you can materialize your vision.
  • Previous experience? Having developed related projects will enable the team to take advantage of good practices and lessons.
The process (after the application)

- **Proposal form**
- **F6S**
- **Eligible?**
- **Negotiation agreement?**
- **Reservation list (ordered by rank)**
- **Pre-selected (ordered by rank)**
- **Remote evaluation**
- **Ethics adjustment**
- **Ethical issues?**
- **DIH max support covered?**
- **SUB-GRAANTEE AGREEMENT SIGNATURE**
- **INTERMEDIATE REVIEW**
  - [at Month 05 of the experiment]
  - **KPIs?**
  - **INTERMEDIATE PAYMENT**
    - [up to 30K Euros]
  - **FINAL REVIEW**
    - [at Month 10 of the experiment]
    - **KPIs?**
    - **FINAL PAYMENT**
      - [max grant: 60K Euros]
Calendar for the Open Call 1

- **Important dates:**
  - **Submission:** from 9 December 2020 – 8 February 2021
  - **Evaluation:** from February to April 2021
  - **Communication of results:** first half of April 2021
  - **Signature of Sub-Grant Agreements:** second half of April 2021
  - **Experiment execution:** from May 2021 to January 2022
  - **Justification:** intermediate evaluation (Sep. 2021) - final evaluation (Feb. 2022)
Doubts

• You can contact us at: opencall@euhubs4data.eu
Thanks a lot!

This project has received funding from the European Union’s Horizon 2020 research and innovation programme under grant agreement No 951771