European Federation of Data Driven Innovation Hubs

Informative webinar Open Call #2 – 15/12/202
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 18th, 12:00 CET

Registration: https://idg-inc.zoom.us/webinar/register/WN_Hc-4RhaWRJypf7QZDvoSdQ
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 of you if you want to ask personally.

• Slides will be uploaded to EUH4D webpage. Recording will be available after the 2nd webinar.
EUHUBS4DATA:
ABOUT THE PROJECT
DT-ICT-05 Data Driven Innovation Hubs (sub-topic 1)

- **Duration:** 40 months (starting 1st September 2020)
- **Partners:** 21 institutions from 12 different countries (ES, IT, NL, FR, DE, SE, AT, IE, SI, PL, UK, BE)
- **Coordinator:** ITI
- **WPs:** 10
- **Budget:** 12.5 M Euros
- **PMs:** 1083,5
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
EUH4D 1st open call for experiments

- 89 eligible applications received (from a total of 93)
- 10 experiments selected: https://euhubs4data.eu/experiments/
- Started in May 2021, mid-term evaluation finished, end in January 2022
- Joint activities: dissemination & promotion, events, technical meetings, and additional opportunities
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, (iii) contribute to the KPIs of the project, and (iv) to the creation of European Common Data Spaces.
Use of assets from the federated catalogue

- Involve a **minimum of 2 and a maximum of 5 data-driven services** from the federated catalogue ([https://euhubs4data.eu/services/](https://euhubs4data.eu/services/)) provided by a **minimum of 2 and a maximum of 3 different DIHs**, where at least one DIH comes from a country different than the applicant.

- Be sure that the combination of the selected services makes sense, and **fits 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

- Make use of **at least one dataset** (from the catalogue: [https://euhubs4data.eu/datasets/](https://euhubs4data.eu/datasets/) or external), and, if possible, generate additional ones during the execution of the experiment.

- When including services and datasets from the catalogue, be sure to include in the application **the link to each of them** from the federated catalogue (links above).
Outcomes from the experiment

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

• High TRL, close to the market (in principle TRL7-TRL9, although lower TRLs could also be valid depending on the experiment and the type of result / KER)

• Presented as Key Exploitable Results

• Included in your portfolio and justified impact in your organization
Contribution to EUH4D KPIs

• Experiment are expected to benefit the SME, but also to help indirectly the project to reach some of its KPIs (https://euhubs4data.eu/impact/).

• Specifically, experiments are expected to contribute, at least, to 4 out of the following KPIs:

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<tr>
<th>EUHUBS4DATA PROJECT KPIs</th>
<th>EXPECTED IMPACT PROVIDED BY THE EXPERIMENT</th>
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<td>KPI01 Annual increase of catalogue datasets shared / re-used / traded</td>
<td>The experiment makes use of datasets from the EUHubs4Data catalogue.</td>
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<td>KPI02 Number of datasets resulting from cross-border experiments</td>
<td>The experiments generate datasets that can be integrated into the EUHubs4Data catalogue.</td>
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<td>KPI05 Revenues of directly involved SMEs</td>
<td>The KERs obtained during the experiment provide revenues to the SME beneficiary of the Open Call.</td>
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<td>KPI08 All new solutions and data-driven business concepts aligned with targeted users’ needs and satisfaction drivers</td>
<td>Then KERs obtained during the experiment are aligned with the user’s needs.</td>
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<td>KPI09 Produce a fair amount of significant data driven innovations resulting from the different activities of the project</td>
<td>The experiment results in different KERs that provide a clear innovation for the market.</td>
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<td>KPI15 New job profiles created in companies engaged in the different activities of EUHubs4Data</td>
<td>The implementation of the experiment contributes to the creation of employment and new job profiles related to the Data sector.</td>
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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

• Besides the 9 sectors the EC included in the European Data Strategy, proposals could address other sectors, as long as the sector is clearly identified and associated challenges specified in the application
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](#).

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

**STEP 5:** Submit before the deadline.
The online submission platform

• Link: https://euh4d.digitalsme.eu/

• The European DIGITAL SME Alliance is the largest network of ICT small and medium enterprises in Europe, representing more than 45,000 enterprises in total.
Main submission documents:

APPLICATION FORM
DECLARATION OF HONOUR
COMMITMENT TO SET A REGISTERED SME
(only for group of web entrepreneurs)
ETHICS SELF-ASSESSMENT
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:
5. Type of applicant [choose type]
6. Indicate the legal name of the SME [no limit]:
7. Indicate the country where it is registered.
8. Upload a commitment to set up a legally registered SME if selected for funding [upload a file]
9. Contact person [name and surname]
10. Contact email
11. Upload a signed version of the Declaration of Honour [upload a file]
12. How did you know from this EUHubs4Data call? [checkbox]

ETHICS
35. Upload a completed version of the Ethics Self-Assessment document [upload a file]:
36. Ethics requirements [mandatory checkboxes]:

1. EXCELLENCE
12. Describe the experiment from a technical perspective [2500 characters]
13. Sector of application of the experiment results [checkbox]
...
20. Main innovations of the experiment [2000 characters]

2. IMPACT
21. Describe the Key Exploitable Results (KERs) to be generated during the experiment execution. [1500 characters]
22. Alignment to market needs and customer/users’ requirements [1000 characters]
...
27. Do you expect revenues coming from the experiment KERs? [1500 characters]

3. IMPLEMENTATION
28. Company history and main milestones [2000 characters]:
...
33. Working Plan [7500 characters]:
34. Milestones and expected values for monitoring the accomplishment of the experiment [fill a table]:
3. List the Data Services that will be used for the execution of the experiment *

List the data services you will use in the experiment by order of priority. Do not only include the name of the service, but also the link to each service selected from the EUBius4Data Catalogue. The list of available services for the Open Call #2 from the EUBius4Data catalogue of services is accessible at https://eubius4data.eu/services-with-open-call/#services-callejeros-opencall.

Example of response:

"The experiment will make use of the following 3 services that are ordered by its priority for the experiment implementation:

Priority 1:
- DHI: The Data Cycle Hub
  - Service: access and support to big data/AI stack environment
  - Link to the service: https://eubius4data.eu/services/dhi-access-and-support-to-big-data-ai-stack-environment/

Priority 2:
- DHI: CEADAR
  - Service: access to cognitive big data infrastructures and technological platforms
  - Link to the service: https://eubius4data.eu/services/ceadar-access-to-cognitive-big-data-infrastructures-and-technological-platforms/

Please remember that to be eligible you must list a minimum of 2 services and a maximum of 3 services from a minimum of 2 and a maximum of 3 different Diffs."
Declarations Of Honour

Declaration Of Honour

(https://euhubs4data.eu/opencalls-docs-2/EUH4D_doh.docx)

DELRATE OF HOUNOUR

Acceptances of the EUHUBS4DATA Open Call Terms & Conditions

By ticking this box, I confirm that we have reviewed, accepted, and complied with the EUHUBS4DATA Open Call Terms & Conditions as defined in the Guidelines for applicants.

Authentification to apply in the name of

By ticking this box, I confirm that the information submitted within this application is true. I am authorized to apply in the name of myself or on behalf of a natural or legal person.

Conflict of interest with EUHUBS4DATA consortium

By ticking this box, I confirm that the members of the consortium involved in this proposal are not employees of any of the legal persons or their associated legal entities identified in the Grant Agreement No. 654377 with the EC.

Compliance with ethical standards

By ticking this box, I confirm that the organization(s) or individual(s) applying do not have convictions for fraud or non-compliance with the financial requirements of the grant or other failures in the management and administration of the project.

Reimbursement of subsidies

By ticking this box, I confirm that the organization(s) or individual(s) applying have no outstanding debts due to any previous reimbursement of subsidies.

Bankruptcy information

By ticking this box, I confirm that the participating organization(s) have not been declared bankrupt or have insolvency proceedings ongoing.

European Commission Regulation No 651/2014, art. 2.30

By ticking this box, I confirm that the applicant(s) is not under liquidation or is not an enterprise under difficulties according to the Commission Regulations No 651/2014, art. 2.30.

Confidentiality and freedom to operate

By ticking this box, I confirm that the project is based on the original work and is moving forward in a manner consistent with the applicant’s or legal entities’ rights, as they are currently stated.

Double funding and Operational Capacity

By ticking this box, I confirm that the applicant(s) have not applied for or received funding for a similar project and that the applicant(s) have no capacity to carry out the work. In addition, the applicant(s) is committed to EUHUBS4DATA to share any relevant information as defined in the project's first and second phases of the project.

Signed by the applicant(s) or representative(s)

Signed by the applicant(s) or representative(s) on the official letterhead of the organization(s).
Commitment to set a registered SME

- Only for applicants that are a group of web entrepreneurs.
- SME established in a 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
Ethics Self-Assessment

- YES / NO questionnaire to declare the ethics compliance of the experiment.
- Available at: [https://euhubs4data.eu/opencalls-docs-2/EUH4D_self.xlsx](https://euhubs4data.eu/opencalls-docs-2/EUH4D_self.xlsx)
- Experiments benefiting from EUH4D assets (Ethics Monitoring Group & External Advisor)
  - Collaboration to improve potential ethics issues for future commercialisation of KERS

Review ethics info of column E:
- Ethics requirements
- Ethics FAQs
Other relevant issues for the proposal preparation:

1. Appropriate dimensioning of the demand of services from the EUHubs4Data catalogue

2. Milestones for monitoring the progress of the experiment
Appropriate dimensioning of the demand of services

• Experiments can combine 2-5 services, but it does not mean that involving 5 services is necessarily better than involving 2 services.

• Appropriate dimensioning: trade-off between 3 different requirements:
  1. Complementarity of the offer: combination of services that complement each other, to benefit from a more advanced service.
  2. The offer fit the demand: selected services have a relevant contribution to the experiment goals and results.
  3. The demand fit the available resources: services require technical support from DIHs. This support can be valued at a maximum of 70K euros. Propose a combination that is feasible to be offered.
How to achieve a good dimensioning?

- Revise the catalogue

- Contact DIHs in advance:
  - Contact them individually through the available forms in the catalogue.
  - Contact them by email using the available contacts in the guidelines (see section 3.3.3.2).
Milestones

• Propose technical Milestones and expected values for monitoring the progress of the experiment.
• Propose a minimum of 3 and a maximum of 5.

• Why?
  − The funding is results-driven. The payment is according to the accomplishment of the Milestones.
  − During the evaluation, DIHs involved in the experiment may propose modifications on the expected Milestones/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, Submission Platform, FAQ section, …

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

• 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.

• Think as an evaluator
  Win by explaining. Experts will only read your proposal, no other sources. Look at the evaluation criteria.
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.
• Contact DIHs in advance to help you in the dimensioning of the selected services.

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.
Write a winning proposal: frequent errors

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 learnt.

ETHICS
• Answer everything NO without dedicating time for this analysis.
  • Opportunity to take advantage from Ethics assets of EUH4D project.
  • Review the Ethics Requirements associated to the Ethics Self-Assessment.
  • Review the Ethics FAQs
The process (after the application)
**Calendar for the Open Call 2**

- **Important dates:**
  - **Submission:** from 1\textsuperscript{st} December 2021 – 1\textsuperscript{st} February 2022
  - **Communication of results:** first week of April 2022
  - **Signature of Sub-Grant Agreements:** during April 2022
  - **Experiment execution:** from May 2022 to January 2023
  - **Justification:** intermediate evaluation (Sep. 2022) - final evaluation (Feb. 2023)

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Doubts

• You can contact us at: opencall@euhubs4data.eu
This project has received funding from the European Union’s Horizon 2020 research and innovation programme under grant agreement No 951771

Thanks a lot!

www.eu hubs4data.eu