

Template (2 - 2 ½ pages very maximum)

WP number	2		Lead beneficiary			FC				Start date:		M1	
WP title	Individual DIH services offering									End date:		M36	
Participant no.	5	6	7	8	9	10	11	12					
Participant	TE F	FC	JIG	FB N	UD GA	AC F	DE TE	IN NO					
PMs													

Objectives

The overall goal of WP2 is to develop and make available the catalogue of added-value services that DIHs offer to SMEs in their influence area (and to the rest of the DIHs) to disrupt their own processes, products and services using data in an agile, accessible and cost-efficient way. Services are divided into four categories: technology, business development, promotion and network, and acceleration.

The DIH Network carry out these activities based on the existing Open FIWARE iHub Network of organisations already facilitating similar activities.

The specific goals for WP2 are:

- Joint definition and common description of the iHubs' core service catalogue.
- Produce general tools and guidelines to provide support to SMEs in their business within iHubs' influence area.
- Make available service catalogue to SMEs and deliver support.

Description of work and role of partners

Task 2.1. T-DEXHub Technology services

Lead: FC, participants: TEF, JIG, FBN, UDGA, ACF, DETE, INNO

These services are essential to respond to the call challenge, as they will provide SMEs, entrepreneurs and startups with the tools for developing innovative products and services based on data sharing across sectors and borders through the use of FIWARE-related standards, technologies and infrastructures. The DIHs' offering will be based on the existing FIWARE iHub network catalogue and includes:

- **T-DEXHub Consultancy services**. The DIHs will offer FIWARE-based technology consulting services for the generation of solutions and products that have interfaces with data platforms (focused on the use or generation of big data) and consultancy to public administrations in the use and exploitation of big data solutions to favour the generation of data repositories that can be used privately or publicly. The DIHs can provide these services through their own teams or through freelance professionals.
- **T-DEXHub Training services**. The DIHs will produce training materials on different topics, including data standardization reusing ontologies, data exchange using standard protocols for context information management and Application Programming Interfaces, NGSI and NGSI-LD interfaces, and FIWARE Context Broker adopted as a "Building Block" by the Connecting Europe Facilities programme. In parallel, the DIHs will design training sessions,

workshops, and programs based on these materials. Training sessions will target audiences with different technical background and will be publicly offered or delivered upon request. There will be specific training to become a FIWARE specialists so companies can incorporate them or hire them as freelancers.

- **T-DEXHub Support services**. The DIHs will offer support for FIWARE certification to ensure solutions are available for direct use and re-use (“FIWARE-ready” or “Powered by FIWARE”), and facilitate access to the FIWARE Marketplace. The DIHs will also promote the deployment of pilots aiming to make use of big data technologies and share the generated data with the rest of the partners. The DIHs will finance activities such as challenges or open calls.
- **T-DEXHub Data access services**. The DIHs will provide SMEs and other actors access to the project federated data sources (both open and closed) in compliance with permits and licenses. The project partners will explore other data federations and the feasibility of their integration in the catalogue.

Task 2.2. T-DEXHub Business Development services

Lead: JIG, participants: TEF, FC, FBN, UDGA, ACF, DETE, INNO

The DIHs will provide SMEs with support in the elaboration of business plans oriented to the creation and successful commercialization of big-data-based products, services and solutions, increasing project viability and entrepreneurial skills such as risk forecast, management and mitigation. They will also offer advisory services, policy and legal support, and access to additional business support, sustainable infrastructure and distribution networks.

The DIHs will facilitate the use of physical and virtual infrastructures (e.g. the FundingBox Space) so SMEs can develop and test new big data solutions with potential clients and other SMEs.

Task 2.3. T-DEXHub Promotion and networking services

Lead: FC, participants: TEF, JIG, FBN, UDGA, ACF, DETE, INNO

The DIHs will mainly provide support in designing marketing strategies and building strategic alliances with partners and/or investors. They will offer access to a broad, diverse, and specialized audience across and beyond Europe, including a federated investor network.

The DIHs will make available general tools and guidelines for SMEs to disseminate their solutions in the network and beyond through other partners and their relevant stakeholders.

Material aimed to support SMEs and startups when attending different events as visitors, exhibitors, speakers, etc. It will include for example pitch and flyer templates and guides for effective networking.

When SMEs attend an event as a visitor, exhibitor or speaker, they will be supported with an event tool kit including for example pitch and flyer templates and guides for an effective networking. SMEs will have access to marketing and communication materials and toolkits provided by the FIWARE Foundation. Additionally, the DIHs will bring SMEs closer to the different calls for European funding.

Task 2.4. T-DEXHub Acceleration added value services

Lead: FBN participants: TEF, FC, JIG, UDGA, ACF, DETE, INNO

The DIHs will leverage on existing startup acceleration infrastructures such as Wayra and Lanzadera in Spain by offering them training and mentoring on FIWARE technologies. The DIHs will elaborate specific packs complementing the accelerator offering, in the spirit of the FIWARE accelerators launched in 2014-15. Accelerators usually offer business support services but not technology-related ones, which provides an opportunity for creating a win-win relationship.

No.	Deliverable title	Type	Diss.	Due dates
D2.1	DIH Training materials	R	PU	M12, M24,M36

D2.2	DIH Training programs	R	PU	M12, M24,M36
D2.3	DIH Catalogue of federated data sources	R	PU	M12, M24, M36
D2.4	DIH Core service catalogue	R	PU	M12, M24, M36
D2.5	DIH Strategic partner and investor catalogue	R	PU	M12, M24, M36
D2.6	DIH Communication and marketing tools	R	PU	M12, M24, M36
D2.7	DIH Event toolkit	R	PU	M12, M24, M36

Description of deliverables				
<p>D2.1 DIH Training materials [Lead: JIG] Technical material based on existing contents by FIWARE experts classified by targeted audiences and levels. It will cover the FIWARE GEs, architecture design and deployment, complementary tools, etc.</p> <p>D2.2 DIH Training programs [Lead: JIG] Training itineraries designed to create FIWARE experts using the materials from D2.1.</p> <p>D2.3 DIH Catalogue of federated data sources [Lead: UDGA] Curated catalogue combining published open datasets and private sources generated by the DIHs and their network, with a single access point protected by login.</p> <p>D2.4 DIH Core service catalogue [Lead: TEF] Complete description of the core DIH service offering (technology, business, networking and acceleration) and the conditions for SMEs and startups to access them.</p> <p>D2.5 Strategic partner and investor catalogue [Lead: ACF] Develop a marketplace connected to the FIWARE marketplace for international dissemination of products and tools.</p> <p>D2.6 Communication and marketing toolkit [Lead: FC] Online communication and marketing toolkit to be used by SMEs and startups associated to a DIH.</p> <p>D2.7 Event toolkit [Lead: INNO] Material aimed to support SMEs and startups when attending different events as visitors, exhibitors, speakers, etc. It will include for example pitch and flyer templates and guides for effective networking.</p>				