<iTrust>

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4. Members of the consortium

4.1. Participants

a)   **1. FIWARE Foundation e.V (FF)**

No	Name	Short Name	Type	Country
1	**FIWARE Foundation e.V**	**FF**	**Non-profit**	**Germany**

Business activities, type and size of organisation: Involvement and Qualification for the role:

The FIWARE Foundation (FF) is a non-profit charitable association with headquarters in Berlin, Germany. The FIWARE Foundation is the legal independent body providing shared resources to help achieving the FIWARE mission that is to develop an open sustainable ecosystem around FIWARE.

FIWARE is a curated framework of open source platform components which can be assembled together and with other third-party platform components to accelerate the development of Smart Solutions in multiple sectors (manufacturing industry, energy, cities, agrifood, health, …). The core integration component of any "Powered by FIWARE" platform or solution is the FIWARE Context Broker component which provides a standard API (FIWARE NGSI) for context information management. The FIWARE NGSI API, combined with standard context information models, warrants the interoperability of smart solutions and their portability across different "Powered by FIWARE" platforms. It has provided the basis of the NGSI-LD API specification recently published by ETSI.

FIWARE has been identified as one of the three most "promising digital industrial platforms building on European strengths" in the latest progress report published by the EC about the "Digitising European Industry" initiative. FIWARE Context Broker technology (core component of FIWARE) has been selected as CEF Building Block by the EC, which means that it is officially recommended for bringing support to the publication of right-time context data to public administrations and private organizations in the EU.

Main responsibilities of the FIWARE Foundation are to protect, promote and manage the FIWARE brand and to bring support to the activities of the FIWARE Community, which comprises all individuals and organizations that are members of the FIWARE Foundation and are engaged in achieving the FIWARE Mission. They are not only formed by developers contributing to the technology, but those who contribute in building the FIWARE ecosystem, making it sustainable over time.

FIWARE Foundation is open: anybody can join as member, contribute to the FIWARE Mission and rise through the ranks of the Community based on merit.

Role in project:

FF lead WP6 as Project Coordinator and WP2 for Ecosystem Building.

FF will be responsible of coordinating the definition of the iTrust technical framework readiness [T1.1], activating the first DIHs to be involved in the project [T1.5] and implementing the CoP [T1.6], while leading the Industrial Value Chain Advisory Board [T1.6].

FF will also cooperate in the organisation of the f2f events for the BuEs [T4.2.] and in gathering the lessons learned after the implementation of the B2B Data Sharing Inception Program [T4.6.]

In the sustainability side, FF will be in charge of leading the sustainability of the iTrust Community [T5.4].

Involvement and Qualification for the role:

The FIWARE Foundation brings his experience supporting the coordination of FIWARE development activities, including definition of the FIWARE Roadmap. In addition, the FIWARE Foundation can bring expertise related to standardization activities under the umbrella of organizations like ETSI or TMForum.

Members of the FIWARE Foundation technical staff are involved in the evolution and support of core components of FIWARE. They provide technical coaching/mentoring to companies willing to use FIWARE and regularly carry out webinars and technical workshops on FIWARE technologies. They also participate in the certification of "Powered by FIWARE" platform/solutions or "FIWARE-ready" technologies listed in the FIWARE Marketplace or the certification of FIWARE Technical Experts.

Last but not least, FIWARE Foundation has a strong expertise in community-building activities and marketing activities, maintaining an active presence in social networks. It owns a strong expertise in the organization of large events like the FIWARE Summit as well as coordinating the presence of the FIWARE Community at industry fairs (Hannover-Messe, IoT Solutions World Congress, …).

Benefits expected from the project:

- Contribute to a thriving Data Economy
- Help organisations boost their data sharing capacities and thereby boosting their innovative power and increase revenue
- Promote data sharing and data sovereignty

List of relevant products, publications and other achievements:

Publications:

About FIWARE, even though not written by members of the FIWARE Foundation staff:

- European Commission, "Breaking the Mould: A New Model for EU Innovation Programmes", Final Evaluation of the FIWARE PPP. September 2017.
- Mark Boyd, "Open source FIWARE platform creates new IoT business opportunities"

s://opensource.com/business/16/11/fiware-platform

Relevant publications authored by members of the FIWARE Foundation staff:

- Álvaro Alonso, Alejandro Pozo, José Manuel Cantera, Francisco de la Vega, Juanjo Hierro. Industrial Data Space Architecture Implementation Using FIWARE. Sensors. 18. 2226. 10.3390/s18072226. (2018)
- Ulrich Ahle, Juanjo Hierro et al. Jointly paving the way for a Data Driven Digitisation of European Industry. Workshop on Advanced & Interoperable Digital Business-to-Business. Platforms for Smart Factories & Energy organized by the EC. Brussels, October 15-16, 2018.

Products:

- FIWARE (https://www.fiware.org/developers/ , https://github.com/FIWARE/catalogue) is a framework of curated open source platform components which can be assembled together and with third-party platform components to ease development of Smart Solutions

Services:

- The FIWARE Marketplace (https://marketplace.fiware.org) serves the purpose of globally disseminating existing commercial offerings around FIWARE. It provides information about a wide range of Powered by FIWARE solutions/platforms, FIWARE-ready technologies as well as FIWARE related training/coaching or consultancy, integration and support services.
- The FIWARE Lab (https://lab.fiware.org) is a Cloud environment based on OpenStack enabling deployment of working instances of FIWARE for experimentation purposes (see section on relevant infrastructures for more details).

Achievements :

- FIWARE Context Broker technology has been selected as CEF Building Block by the EC
- The FIWARE NGSI API has been selected by TMForum and GSMA as core API for the publication of right-time context information
- The FIWARE NGSI API has been the basis for the CIM NGSI-LD API published by ETSI

Relevant projects and activities:

- FI-WARE, FI-Core, FI-NEXT are projects which have brought funding during the period 2011-2018 to the activities related to development and evolution of FIWARE technologies, definition of a go-to-market strategy for FIWARE and the enlargement of the FIWARE Community and Ecosystem.
- IMPACT and IMPACT-Growth have been two relevant projects under the FIWARE Accelerator programme, the first one funding startups in their early stages of development while the second focused on an elite group of mature startups with the aim of helping them to scale up their business.
- FI-GLOBAL is a project funded under the European Comission's H2020 Research and Innovation programme and the main contributor to the FIWARE Mundus initiative. The FIWARE Mundus programme is designed to promote adoption of FIWARE beyond Europe, engaging local ICT players and domain stakeholders, and eventually liaising with local governments in different parts of the world, including North America, Latin America, Africa and Asia.

Significant technical equipment relevant to the proposed work:

- FIWARE Lab (https://lab.fiware.org) is a Cloud environment based on OpenStack enabling deployment of working instances of FIWARE for experimentation purposes. FIWARE Lab spans across 14 regions distributed in 5 geographic regions (Africa, Asia, Europe, North America, and South America) around the world. Bringing 2856 cores and 10 Terabytes RAM of computing capacity plus 874 Terabytes storage disk capacity, the FIWARE Lab environment is one of the largest experimental cloud environments based on OpenStack in the world.

CVs of Key Staff:

Juanjo Hierro (Male) holds the CTO position within the FIWARE Foundation where he effectively moved as full employee on January 1st, 2017. He obtained degree in Computer Science in 1990 from the Universidad Politecnica de Madrid (UPM) and own a certificate of research proficiency. In 1990 Juanjo Hierro joined Telefónica I+D where he has stayed until he joined the FIWARE Foundation. During his career at Telefónica, Juanjo has had different management responsibilities in the development of mission-critical systems for Telefónica as well as several R&D projects. In April 2011 he became the Chief Architect of the FIWARE programme combining this role with that of CTO of the IoT Division at Telefónica R&D since November 2013. Besides his CTO position at the FIWARE Foundation, Juanjo Hierro also plays the role of Chairman of the Technical Steering Committee which drives technical direction of the FIWARE open source platform.

Jose Manuel Cantera (Male) holds a senior architect and technical lead position within the FIWARE Foundation. He is also involved in several standardization activities at ETSI (NGSI-LD API specifications), W3C (Web of Things), GSMA and TMForum (data model standardization). Jose also plays the role of technical coach and assessor of different IoT startups that are participating in the FIWARE Accelerator program. José Manuel holds a Master Degree with honours in Computer Science from University of Valladolid. He also holds an MBA, a Master Degree on Applied Informatics Research and a Master Degree on GIS. José matured as professional within the Telefónica R&D Division, where he played and adapted to multiple roles (multi-language developer, software architect, technical spec writer, technology evangelist, product manager ...) in international innovation projects, multi-company joint-ventures, standards organisations (W3C) or open source software initiatives (Morfeo, FirefoxOS, FIWARE). All of them intended to disrupt in the Mobile Web or the Internet of Things domains.

Angeles Tejado (Female) is overall responsible of the marketing strategy within the FIWARE Foundation. With more than 20 years of strong experience in Marketing and Brand Management for customer-focused multinational companies, Angeles coordinates the development of marketing messages helping to communicate the vision and unique value proposition of FIWARE in domains such Smart Cities, Smart Manufacturing & Industry 4.0 or Smart Agrifood; the planning and execution of the FIWARE Communication Strategy; the organization of FIWARE Summits; the coordination of FIWARE presence in all kind of events (market events, StartUp Events, Tech Events, Workshops, Hackathons, Meetups) and in general, coordinating activities targeted to engage members of the FIWARE Community through activities of the different FIWARE Mission Support Committees (FIWARE iHubs Committee,

FIWARE Accelerator Committee, FIWARE Mundus Committee and Domain Committees associated to the different application domains) and enlarging the FIWARE ecosystem.

b) **2. INNOPAY (INP)**

No	Name	Short Name	Type	Country
2	**INNOPAY BV**	INP	SME	The Netherlands
Business activities, type and size of organisation: Involvement and Qualification for the role:				

INNOPAY is a consultancy firm specialised in digital transactions. INNOPAY helps companies anywhere in the world to harness the full potential of the digital transactions era. INNOPAY does this by delivering strategy, product development and implementation support in the domain of Digital Identity, Data Sharing, Open Banking, Payments and Digital CSR. INNOPAY services capture the entire strategic and operational spectrum of their client's business, the technology they deploy, and the way they respond to local and international regulations

INNOPAY in its history of over 15 years has grown from a small firm, into strong internationally known and valued player in digital transactions; over 60 consultants work from their EU base (Amsterdam, Frankfurt) on worldwide projects.

INNOPAY vision is based on trust. INNOPAY believes that only with trust – full confidence and conviction that the system will work reliably, truthfully and safely – it will be possible to reap the full potential of the digital transactions era. Therefore, INNOPAY commits on creating a world in which all people and organisations trust and use digital transactions and INNOPAY mission is to guide organisations worldwide to fully embrace the opportunities of the digital transactions' era.

INNOPAY does it by being different. By innovating their way of working and not being constrained by conventional thoughts. By approaching everything from their client's perspective – understanding their ambitions and working side-by-side to meet them.

iSHARE is one of the projects INNOPAY delivered. INNOPAY Spearheaded the development of the iSHARE trust scheme. iSHARE enables organizations to share data in a controlled and secure way. With iSHARE organizations can start sharing data where they were hesitant before. It also allows organizations to work on new use cases which were not possible before.

INNOPAY is the consultancy firm that has led the iSHARE project since its inception. INNOPAY facilitated the development of the scheme in co-creation with 20+ organisations. During the project INNOPAY did a lot of use case exploration workshops with customers and we have extensive knowledge and experience in doing so. We helped setup the iSHARE foundation which is now responsible for maintaining iSHARE as Business as usual, as from 1st October 2019. INNOPAY is now official iSHARE Implementation partner and with our extensive knowledge we help organizations in identifying use cases and implementation of iSHARE.

INNOPAY is endorsed by the iSHARE foundation to enter this European project.

Role in project:

INP will lead the iTrust technical framework readiness [WP1] and the implementation of the B2B Data Sharing Inception Program [WP4].

Additionally, INP contribute to the transversal tasks for the project dissemination and project management.

Involvement and Qualification for the role:

In this project we will contribute to boost the European Data Economy. Our role in the project is that INNOPAY is one of the three equivalent consortia partners. Our contribution will focus on: the aim to help SME's understand the possibilities that open-up with iSHARE in terms of creating economic value with data sharing and work on use cases relevant to their organizations. This will promote data sharing with data sovereignty and boost potential to bring process efficiencies and additional revenue streams for adopting organizations. Therefore our contribution will be focussed on all project activities supporting the above.

We think we are perfectly positioned and qualified to do so, based on:

● our experience with iSHARE: development as well as guiding adoption. We helped over 20 parties to implement iSHARE
● Numerous other our datasharing projects in which we helped organisations to share data B2B.

Benefits expected from the project:

● Contribute to a thriving Data Economy
● Help organisations boost their data sharing capacities and thereby boosting their innovative power and increase revenue
● Promote iSHARE as one of the building blocks in Digital European initiatives
● Promote data sharing and data sovereignty

List of relevant products, publications and other achievements:

● Winner of management book of the year "Everything Transaction"
● Data? It's all about access
https://www.innopay.com/en/publications/data-its-all-about-access
● iSHARE Promises to Make Data Sharing Easier and Safer Than Ever
https://www.ishareworks.org/en/news/blog-ishare-promises-make-data-sharing-easier-and-safer
● How iSHARE is revolutionising data sharing in the logistics sector
https://www.innopay.com/en/publications/how-ishare-revolutionising-data-sharing-logistics-sector

Data sharing: a new source for the Energy Transition
https://www.innopay.com/en/publications/data-sharing-new-source-energy-transition

Relevant projects and activities:

● iSHARE is a uniform set of agreements, or scheme, that enables organisations to grant each other access to their data in a standardised way. iSHARE was cocreated together with over 80 founding partners and 20 cocreation parties.All organisations that adhere to iSHARE implement the same methods for identification, authentication and authorization, and share data in a uniform, simple and controlled manner. INNOPAY supervised the co-creation of this identification, authentication and authorization plan initiated by the Top Sector Logistics. https://www.ishareworks.org/en. INNOPAY also played a major role in the adoption of iSHARE, and helped the first 12 launching customers implement iSHARE.
● iDEAL: INNOPAY assisted in designing and developing iDEAL. iDEAL was introduced in 2005 by group of major Dutch banks, wanting to create a commonly used & accepted e-payment scheme with low transaction costs. This national service went live 12 months after conception and has become leading OBeP method in NL, fending off market entrants such as Paypal. https://www.ideal.nl/en/
● iDIN: INNOPAY has also helped creating the iDIN scheme, a national identity solution provided by the Dutch banks. iDIN enables +90% of Dutch bank account holders to authenticate and share identity attributes in an iDEAL type of transaction. https://www.idin.nl/en/
● eHerkenning is a standardised login system which enables organisations to make services accessible online and securely to companies, civil servants and consumers. Formerly, government organisations used variety of parallel authentication & authorisation solutions, ensuing weak user adoption that stunted the growth of eBusiness and eGovernment. With eHerkenning, each business is issued with a single login token that can be used for various services. INNOPAY has been instrumental in the initialisation and realisation of project 'eRecognition', the Dutch G/B/B/C identity infrastructure. https://www.eherkenning.nl/

- Australian Payments Network: INNOPAY worked together with major stakeholders Australian financial sector to co-create digital identity framework, that ensures full interoperability between identity solutions created under this framework. By focusing on interoperability between solutions, participants retain more freedom in designing their own identity solutions and propositions for customers, while maintaining all to all reach for consumers and relying parties regardless of what identity solution model they choose. https://www.auspaynet.com.au/

Significant technical equipment relevant to the proposed work:

The iSHARE foundation fully endorses INNOPAY to enter this project on their behalf. We have full access to all iSHARE materials needed. Because of our extensive previous work and said endorsement, it is also easy for us to work with the foundation. Furthermore, as INNOPAY is an official iSHARE implementation partner, we are a member of the Change Advisory Board of iSHARE. We think with this we show the relevant capabilities needed to the proposed work.

We have guided launching customers of iSHARE to become iSHARE participant. Based on this experience we are cinvinced we can offer the experiments in this project everything they need to succesfully implement and conclude their experiment.

CVs of Key Staff:

Mariane ter Veen (female), Director, Lead Data Sharing at INNOPAY; Master of Science – Artificial Intelligence**.** Mariane ter Veen is Director at INNOPAY, Lead Data sharing. Mariane has extensive experience in Business development and management and in guiding IT projects, currently she leads the data sharing practice of INNOPAY. She believes in a world where trusted data exchange is the key to unlocking new business models and reducing costs. She helps organisations to fully embrace the opportunities of the digital transactions era by adopting a more open outlook, collaborating across ecosystems and creating new value. She has a wealth of experience in the domain of data sharing, both in public/private partnerships as well as helping individual organisations, and recently spearheaded the development of the logistics data-sharing scheme iSHARE.

Rajiv Rajani (male), Manager; Master of Science – Information Technology**.** Rajiv Rajani is manager at INNOPAY. Rajiv has extensive experience in Business consulting and IT consulting. He strongly believes that we are at the beginning of digital age and we need to make sure that we do it right in order to make world a sustainable place to live. He has helped organizations in leading towards digital age by showing the benefits digital transformation could bring. He led architecture of iSHARE project and helped participants with possibilities through which, they can benefit either by improving their process or product or allowing them to monetize on data or all of it wherever possible.

c)   3. FundingBox Accelerator Sp. [FBA]

No	Name	Short Name	Type	Country
3	**FundingBox Accelerator**	**FBA**	**Non Profit**	**Poland**

Business activities, type and size of organisation: Involvement and Qualification for the role:

FundingBox Accelerator [FBA] is a Polish non-profit private entity supporting, promoting and launching technological & innovative 'scale ups' (startups and tech SMEs) initiatives in Europe.

FBA was created, in 2012, as the **innovation and business accelerator** arm of 'The Funding Box Group'. It drives innovation by bringing its understanding of economic and industrial challenges as well as its global connections to the smart ecosystems around entrepreneurship. FundingBox Platform (https://fundingbox.com/), with over 22.000 (Sept 2019) innovators, makers and entrepreneurs registered, which facilitates cross-border interactions across ecosystems by building communities around innovative technologies. Through its proprietary acceleration program (IMPACT POLAND), it provides 'scale ups' with resources to swiftly move from product concept to product demonstrator.

In order to support 'scale ups' in finding additional support to fund their innovative projects, FBA started to participate in EU projects including Cascade Funding or Financial Support to Third parties. Today, FBA is the **European Leader in managing Financial Support to Third Parties**, having distributed up to 89M€ by participating in 20 projects including FSTP since 2014. FBA is the coordinator of 7 of them and 2 of them have already finalised with 'Excellent Progress' by the European Commission.

FBA is also an active partner in the **Digital Innovation Hubs [DIH]** strategy promoted by EC in April 2016, both at European and national level. Currently, FBA is coordinating the 'I4MS- Going to Market Alliance' initiative, the Coordination and Support Action which will support the DIHs funded under I4MS initiative for digital transformation of manufacturing SMEs and Mid-Caps at European Level. FBA is participating also in DIHNET which aims to build a pan EU network of networks that ensure collaboration and quality among hubs, competence centres, and regional and national programmes and infrastructures. FBA is part of the 'HPC4 Poland RDIH', an I4MS Regional Hub aimed to support the take-up of High Performance Computer cloud-based modelling and simulations, for the Polish manufacturing sector as well as is a partner in following DIHs in Poland, Denmark and Spain: PIAP HUB, HPC4 POLAND, ODENSE, RIOHUB, AIR4S and HUB4.0MANUVAL and has direct links with another 37 DIH as partner in EU projects related with Digital Transformation that are listed in 'Involvement and Qualification for the role' section. FBA is also present in the EC Working Group "Implementing the Digitising European Industry actions".

FBA has an active presence in main **EU Ecosystems** supporting the digitisation of Manufacturing SMEs, such as ICT Innovation for Manufacturing SMEs [I4MS] and Smart Anything Everywhere [SAE] Initiative, EuRobotics, EU Clusters and FIWARE.

The strategic positioning of FBA in the European ecosystem is due to the synergies and intensive interchange of knowledge and experiences by belonging to '**The Funding Box Group'.** A group which integrates enterprises from Denmark, Spain, Poland and The Czech Republic, fostering the mainstreaming and interchange of innovative initiatives between countries.

Currently FBA has a staff of 23 persons (some of them part-time), and up to 10 experts working under Civil Contracts.

Role in project:

FBA will lead the WP3 'Open Call Management' as FSTP Manager and WP5 'Exploitation and sustainability plan'.

Additionally FBA will manage the iTrust Community and the on-line communication [T2.2] and will be responsible for Data Management [T6.3] and IPR Management [T6.4].

Involvement and Qualification for the role:

FBA, as part of The Funding Box Group, has access to the competences and knowledge accumulated in the Group, resulting from more than 3.000 projects executed since 1991.

FBA itself has created its own expertise in the field of EU projects and platform-based services, by participating in several multinational projects (the most relevant ones for this project are listed in section 'Relevant projects and activities'). They have given FBA the competitive edge in the following areas:

- Financial Support to Third Parties Management: FBA is responsible of managing FSTP in 21 Projects. The 7 projects coordinated by FBA plus 14 additional Projects where 12 of them are in current execution (TETRAMAX- H2020-761349, L4MS- H2020–767642, WeldGalaxy-H2020-822106, RIMA- H2020–824990, AI4EU- H2020–825619, DIH2- H2020–825619, InterConnect-H2020-857237, eSSIF-lab-H2020-871932, BOWI-H2020-873155, PLATOON-H2020-872592, IMPACT EdTech- H2020-871275 and NGI-Pointer-H2020-871528) and 2 already finished (IMPACT-FP7-632828, and INCENSE-FP7-632852).
- DIH connection: FBA has direct links with 37 DIHS as partner in EU projects related with Digital Transformation concretely I4MS Go-H2020 - 768631 DINET-H2020 – 825640, BOWI- H2020-873155, RIMA- H2020 –824990, DIH^2- H2020– 825619, AI4EU- H2020– 825619, TETRAMAX- H2020-761349, L4MS- H2020– 767642
- Corporate engagement: FBA has explored Corporate Engagement services for scale-ups within the projects where the company participates. This has led to the signature of 348 Commercial Agreements signed with Telcos, OEMs and utilities.
- SME engagement for Digital Innovation Hubs: FBA takes part of RDMI Digital Innovation Hub in Poznan (Poland) that it is being supported by the XS2I4MS project in the framework of I4MS ecosystem. FBA is also a member of the EC Working Group "Implementing the Digitising European Industry actions", supporting the EC on what should be a DIH.
- Acceleration programmes for scale-ups. FBA through its proprietary acceleration program (IMPACT POLAND, IMPACT POLAND 2), provides start-ups with resources to swiftly move from product concept to product demonstrator.

Benefits expected from the project:

- To provide new business opportunities to the communities of innovators, Startups, SMEs, DIH and researchers, technical experts that are involved in the different communities hosted in the FudingBox platform
- To grow the community of innovators that is part of the FundingBox platform
- To contribute to animate and grow the European DIH Network
- To exploit synergies across EU projects related with Digitisation, DIH and Next Generation Internet
- To contribute to connect the Polish innovation ecosystem with the leading european innovation ecosystems

List of relevant products, publications and other achievements:

- FBA has managed 24 International Open Calls since 2014 (38 more already scheduled for coming years in the framework of running projects). More than 12.500+ applications from 30 different countries were successfully submitted and evaluated through the platform. This led to signing over 200 Agreements with Third Parties receiving Financial Support.
- FBA is part of IMPACT GROWTH Accelerator, which is among the global top ten in Gust's Global Accelerator Report 2016.
- FBA was part of INCENSE Accelerator (2014 -2016) assesses with 'Excellent Progress' by the European Commission
- FBA contribute to the Value building of supported companies. The over 200 Start-ups and Scale ups participating in the Acceleration Programs in the EU projects where FBA lead the FSTP, have raised 34,5M€ of additional funding, which makes an average of 200K per Scale up, and have created 482 new jobs (average of 2.3 per Scale up)
- FBA is currently the first one of the Top10 Polish SMEs participating in H2020

Relevant projects and activities:

- BOWI Boosting Widening Digital Innovation Hubs (H2020-873155). The aim of the project is to create a DIH widening network that supports the collaboration of new DIHs (proto-hubs) in regions where SAE and I4MS technologies are underrepresented and well-established DIHs that are highly experienced in these technologies (mature hubs). The mechanism will be first tested by supporting 6 pioneer proto-hubs (pioneer stage), which will be later extended to 9 proto-hubs in the second full-fledged strengthening stage. To ensure practical experience, all 15 proto-hubs will be supported to conduct 60 (15x4) SAE/I4MS uptake experiments with SMEs in total. For this purpose, an extensive FSTP approach will be used. FBA role: FSTP management, EU Funding: 7,863,731.00 €
- DIHNET (https://dihnet.eu/) Next Generation European DIH Network (H2020 – 825640). DIHNET aims to build a pan EU network of networks that ensure collaboration and quality among hubs, competence centres, and regional and national programmes and infrastructures. The final objective of this EU DIH network is to ensure the best possible support to SMEs and midcaps. FBA role: Communication infrastructure leadership. EU Funding: 997,812.50 €
- RIMA (https://rimanetwork.eu/) Robotics for Infrastructure Inspection and MAintenance (H2020 – 824990). The main goal is to establish a network of 13 Digital Innovation Hubs (DIH) on robotics sharing best practices and providing services to facilitate uptake of I&M technologies. RIMA will support financially and technically cross-border experiments by implement 50 innovative experimentations in I&M robotics with European SMEs. FBA role: FSTP management. EU Funding: 16,048,605€. 20 DIHs involved.
- DIH2 (http://www.dih-squared.eu/) A Pan‑European Network of Robotics DIHs for Agile Production (H2020 – 824964). DIH2 is a network of 26 DIHs aimed to spark incremental and disruptive innovations in Manufacturing SMEs and Mid-Caps, by supporting them in their Agile Production challenge enabling robot solutions that are more cost effective at lower lot sizes. It will implement an ambitious Technology Transfer Program funding 260 Agility Audits, 26 cross-border Technology Transfer Experiments and 26 Robotic-based Open Standard Enablers. FBA role: FSTP management. EU Funding: 15,999.942€. 26 DIHs involved.
- I4MS Go! (http://i4ms.eu/index.php) Going to Market Alliance (H2020 - 768631). The project started in september 2017 and its main goal is to attract and connect the largest ¨community of communities¨ of stakeholders, users and service providers, for the digital transformation of manufacturing SMEs and Mid-Caps by various actions like: Robust program for clustering, on-line Community, Accelerate Programme, Skills Observatory. FBA role: Coordinator. EU Funding: 992,283.75 €. 27 DIHs involved.

Significant technical equipment relevant to the proposed work:

The partners leading FundingBox* have developed extensive experience since 1991 in the field of government funding for R&D and Innovation for the private and the public sector. Since 2013, this experience has been focused in the acquisition and distribution of government funding for entrepreneurs, startups, scaleups, SMEs, researchers, tech disruptors and innovators in general.

For these audiences, FundingBox Accelerator Sp. z o.o. develops and owns the following software solutions:

1)   **OpenCall Management System:** a suite of software solutions in the cloud available through https://fundingbox.com/about/equity-free-programs to help:

- entrepreneurs, startups, scaleups, SMEs, researchers, tech disruptors and innovators in general apply for the government funding on-line with lean application forms
- project managers, OpenCall managers, evaluators, mentors and compliance managers deal with the OpenCalls that are launched and managed by FundingBox to distribute the FSTP (Financial Support to Third Parties; also known as "Cascade Funding") funded by the EC, National bodies and private companies.

FBA has already developed a 'Digital Thread for Public Funding Distribution' a Blockchain based toolkit for providing transparency and automation to the processes related with distribution of Public Funding through competitive Open Calls. This 'Digital Thread' is being piloted in the Open Calls launched by LEDGER- H2020 – 825268 (2019-2021). By March 2019, functionalities for Time Stamping of submitted proposals and Voting for gathering the data from external evaluations are fully functional and integrated in FundingBox Open Call Management system.

2)   **FundingBox Spaces:** a product in the cloud available through https://fundingbox.com/explore to help innovative organizations to attract, build and grow thrilling communities. An open, collaborative space where professionals from all over the globe find help, inspiration, and funding opportunities to:

- Attract 'scale ups': creating and managing challenges, marketplaces and/or distributing funding
- Create and dynamize thriving online communities that can become integral parts of the organisation ecosystems.

Note *: FundingBox, the brand, and FundingBox.com, the domain, are owned by The Funding Box Group SL, mother company of FBA

CVs of Key Staff:

David Seoane, (male) Senior Consultant at econet Spain and Project Manager at FundingBox. Law Degree (2005) and Master in EU Studies (2006). He has been working at econet consultants since 2008, with main expertise in fundraising for projects financed under INTERREG, ERDF, FP7 and H2020. Also, support on management of projects for third parties/clients, namely INTERREG. He collaborates also as Project Manager in RIOHUB (2016-2017), financed by I4MS initiative, and since April 2017 joined FundingBox to work as Project Manager of IMPACT Connected Car (2017-2019), financed under H2020 in the framework of INNOSUP initiative. From January 2019, he is also Project Manager of NGI4ALL project, managing the NGI Community. Additionally, he has been providing supporting services, e.g. like fundraising to beneficiaries of previous projects where FundingBox Group has participated like INCENSE or IMPACT. He currently combines fundraising and project management roles at FundingBox, mainly under H2020 programme financing.

Katarzyna Goj (female) Specialist at Fundingbox Accelerator. Master of Economics by Poznań University of Economics and Business (2005). She works in innovation consultancy field since 2015. She has participated, as a team member, in the implementation of OPENAXEL (2013 – 2016), financed under the 7th EU Framework Program. She was an open call manager in IMPACT Poland (2016 – 2018), project with a budget of €1,3M for supporting a group of 36 Start-ups in the health and agrifood area, in IMPACT Growth (2016 – 2018), in IMPACT Connected Car (2017 - 2019) both financed under European Union's Horizon 2020 research and innovation programme. Currently, she manages open calls in RobotUnion (2018 - 2020), in C-VoUCHER (2017 - 2020), and in IMPACT_Poland2.0 (2018 - 2020)

Krystyna Lisiecka-Stasiak, (female), Legal manager at Fundingbox Accelerator. She graduated Law and Political science at the University of Adam Mickiewicz in Poznan. She worked for almost 7 years at the legal department of pharmaceutical company. She provides services for the Econet group since 2014. Employed since 2017. She specializes in providing legal services for company bodies, preparing and reviewing contract, participation in official proceedings, personal data protection, industrial property, legal aspects of FSTP and H2020. She provides legal support for projects run by FundingBox - IMPACT_Poland (2 editions), IMPACT Growth, IMPACT Connected Car, RobotUnion, L4MS, I4MS, Weldgalaxy, SMOOTH, C-Voucher, INTERGRADDE, AI4EU, RIMA, DIH2, DIHNET.

Małgorzata Maciejewska, (female), Financial specialist. Master of Economy by University in Szczecin, the faculty of Economics and Management, Postgraduate studies Accountancy by University in Szczecin. She works in finance and accountancy departments since 1998r including positions: Independent Accountant and Coordinator of the Accounting Department. Now she is participating, as a specialist of the company, in the financial settlements in Connected Car VaLuE Chain-CyCLE (2017-2019), European Superstars for Future Internet – Impact Growth (2016-2018), TEchnology TRAnsfer via Multinational Application eXperiments – TETRAMAX (2017-2021), Logistics for Manufacturing SMEs – L4MS (2017-2021), I4MS Going to Market Alliance – I4MS-Go (2017-2020), Stimulate Scale-Ups to develop novel and challenging Technology and systems applicable to new Markets for ROBOtic soLUTIONs – RobotUnion (2018-2020) - all financed under European Union Programme for Research and Innovation - Horizon 2020.

4.2. Third parties involved in the project (including use of third party resources)

Please complete, for each participant, the following table (or simply state "No third parties involved", if applicable):

Partner nº 3. FBA

Does the participant envisage that part of its work is performed by linked third parties[1]   **Y**

FBA plans to include as linked third party FundingBox Communities s.l. [FBC] with PIC number 911373783

(a). Brief description

FundingBox Communities [FBC] is a non for profit organisation (owned by The Funding Box Group) focused on creating, building and dynamizing the biggest community of tech entrepreneurs in Europe.

FBC is a community of communities where entrepreneurs, makers and innovators meet, interact and collaborate to grow their projects. We are the guide for any entrepreneur in their quest for growth. Through specialised communities we provide access to funding, knowledge and connections[2]. FundingBox Platform (https://fundingbox.com/)has actually over 22.000 (September 2019) registered users facilitating cross-border interactions across ecosystems by building different communities around innovative technologies and verticals such as Robotics, Blockchain, Industry 4.0., Circular economy, Mobility, Next Generation Internet and many more. We provide constant guidance in the quest for funding through and open culture that nurtures funding opportunities and growth connections. Mission driven innovation, collaboration, less bureaucracy and smarter funding are the keys to propel the shift to a new mindset and help scale ups to become venture ready.

FBC, using analytics, data insights and customer behaviour, designs and implement long term strategies to create and implement ecosystems of key stakeholders with the goal to foster innovations and create stronger and long-lasting relationships. The company is based on the principle that relationships are the foundation of any business and that companies having "one to many" relationships (accelerators, VC funds, big events, EU projects, regional, national bodies, etc), do not have the appropriate tools to keep these relationships with their key stakeholders alive to get the most of them. To solve this problem FBC using the B2B tool (FundingBox Platform) create and dynamize public and private communities and marketplaces.

(b). Foreseen tasks.

FBC will be responsible of managing the iTrust Community and the on-line communication (WP2.2) being responsible of the Open Call dissemination (WP3.3)

(c). Curriculum vitae or description of the profile of the persons

Almudena Sanchez (female) Content Curator at FundingBox Communities. Bachelor degree in Information Management by Carlos III University of Madrid (UC3M) and three-year Certificate in Librarianship in Complutense University. Almudena has been working as an information researcher for over 18 years and has taken part in different international and national projects (euroFinder, Ayudasnet, Guide & Euga, among others) for off-line and digital information services. Through all those projects she gained expertise with information sources on private and public funding and, in particular, with those related to EU funding. In the last years, she is taking care of content curation and, lately, also feeding social media for FundingBox.

Paul Benoit Krishnan (male), marketer at FundingBox Communities. Paul graduated from Audencia Business School (Nantes, France) in 2017 with a Master in Business including a specialisation in digital marketing. Since he left university, he has been holding different positions related to communication in various kind of structures, community building in an e-commerce coworking space, internal communications in a big travel and tourism player among others.

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[1] A third party that is an affiliated entity or has a legal link to a participant implying a collaboration not limited to the action. (Article 14 of the Model Grant Agreement).

[2] FundingBox, the brand, and FundingBox.com, the domain, are owned by The FundingBox Group SL, mother company of FBC

Having more specifically focused on written communication through blogging and social media, Paul has mostly sharpened his skills in copywriting and storytelling. Having joined FundingBox in April 2019, Paul has been since then involved in diverse marketing activities, on a corporate as well as on a project perspective.

(d). Resources allocated

FBC will have allocated a total of 27 PMs and 28,300 EUR as 'Total other direct cost' split as follow:

- Travels: 4,300 EUR
- Other goods and services: 24,000 EUR for Online advertising, influencers, hosting & track APIs

FBA plans to include as linked third party FundingBox Research Aps [FBR] with PIC number 908439921

(a). Brief description

FundingBox Research [FBR] is the research arm of 'The Funding Box Group' focused on research and development within "technology-driven ecosystems" with particular emphasis on digital conversion such as cloud technology and distributed ledger technology.

'The Funding Box Group' goal is to "make states more entrepreneurial" working towards digitization of the entrepreneurial discovery process through its online platform. Since its launch, the FundingBox.com is the leading platform supporting 'scale ups' (startups and tech SMEs) in EC accelerated projects including Financial Support to Third Parties (commonly known as Cascade Funding). The FundingBox Group helps Governments, Corporations, R&D Centers, VCs and accelerators in building communities around their innovation ecosystems for scaleups.

FBR leverages The Funding Box Group to the next technological level. FBR main goals are:
- Perform research and development in software solutions for the provision of financial support to third parties including the latest results of research and innovation regarding cloud technology and distributed ledger technology. Currently, it focuses in the development of the 'Digital Thread' for public funds distribution through the use of both, cloud technology and distributed ledger technology.
- Support in the business and sustainable development of all types of entities and initiatives; especially entrepreneurs, start-ups and SMEs, as well as public-private partnerships, European Initiatives and cooperatives, supporting them in defining innovative ways to ensure that their Products and/or technological results will be effectively exploited in the market
- Supplement the efforts made by multilateral organizations associated with the EU (such as the European Commission) in supporting companies large and small, researchers and public authorities to make the most of new technologies.

FBR is a part of 'The FundingBox Group' which integrates enterprises from Denmark, Spain, Poland and The Czech Republic. Since 1991 (initially under econet branding), FundingBox Group has accumulated over 25 years of experience in the field of innovation funding across several framework programs and Horizon 2020. This experience will be key for FBR in the next technological development. FBR will also benefit from the synergies and intensive interchange of knowledge and experiences among the different companies within the Group, mainly FundingBox Accelerator – based in Poland and specialized in supporting innovative 'scale ups' initiatives in Europe and in managing Cascade Funds and FundingBox Communities – based in Spain and specialized in building vibrant tech communities, fostering the mainstreaming and interchange of innovative initiatives at cross border level.

FBR, the youngest company within 'The FundingBox Group', has a team of 4 researchers and a pool of collaborators coming from specific agreements with Research entities and Universities..

(b). Foreseen tasks.

FBR will be responsible of providing the IEM Fundraising Mentor for BuEs (WP4) being responsible of leading the Sustainability tasks (WP5)

(c). Curriculum vitae or description of the profile of the persons

Sanyu Karani, (male), FundingBox Co-Founder, Exec Chairman & CEO of FundingBox Research; BA in European Business Administration (ICADE E-4) University of Comillas in Madrid, Spain and Diplombetriebswirt Fachhochschule in Reutlingen, Germany. Sanyu is involved in innovation funding since 1991. Mainly in public funding for innovation where he supported the private sector raise over one billion euros from Governments in the last 25 years. Sanyu is also active as an angel investor co-investing with Indian family offices in Europe in early stage investments.

Kati Nikopensius (female) Technology Transfer Expert at FundingBox Research. Kati holds a MSc in Technology-based Entrepreneurship from the Chalmers University of Technology and has over 10 years of experience from working with technology startups. She has been a business coach and mentor for over 300 startups within different incubation and acceleration programmes. Furthermore, Kati was involved in building up Tehnopol Startup Incubator in Tallinn and is the co-founder of Prototron Prototyping Fund. Most recently, she has been working with innovative SMEs to help them access the EU funds. Over the past 10 years, Kati has been living and working in 4 different countries.

(d). Resources allocated

FBR will have allocated a total of 34,3 PMs and 15,500 EUR as 'Total other direct cost' split as follow:

- Travels: 9,500 EUR
- Other goods and services: 6,000 EUR for Workshops organisation and market analysis

4.3. Financial support to third parties

In this section we explain how is going to be implemented the Financial Support to Third Parties [FSTP], mechanism applied in the project as suggested in the Topic: *"Each experiment may involve support to third parties as a mini project following an open call, up to the amount of EUR 120.000 for each such project.".* The **FSTP** will be articulated through a **financial support in the form of a grant awarded after a call for proposals.** For a better understanding of the information provided in this section, we include here after the bullets to be addressed.

(a) Objectives and results expected
(b) Open call for proposal procedure and specifications according Annex K.

    (1) Activities that qualify for financial support
    (2) Definition of persons or categories of persons that may receive financial support
    (3) Criteria for awarding financial support
    (4) Criteria for calculating the exact amount of the financial support
    (5) Maximum amount of financial support for each third party and criteria for determining it
    (6) Payment arrangements
(c) Budget allocated.

(a). Objectives and results expected.

iTrust will launch **2 Open Calls** to select **32 Bottom-up Experiments [BuEs].**

The general requirements for the BuEs are as presented in Figure 4.3-1:

Funding Instrument	B2B Data Sharing Experiment	
Scope (Type of activities)	Experiments oriented to create a B2B Value Chain	
FSTP recipients	SMEs and Digital Innovation Hub	
Nº of applicants required	At least 4 entities per experiment (3 SMEs + 1DIH)	
Countries	EU Member State or H2020 Associated Countries	
	Name Stage	**Euros**
Funding Support to be received (Fixed Lump Sum per BuEs in EUR)	Stage 1. Onboarding Stage	34.000
	Stage 2: Use Case plan	33.000
	Stage 3: Proof of Concept	33.000
	Total FSTP per BuE	**100.000**
	Services provided	**PMs**
Technical/Business Support to be received (Person Months per BuEs)	Technical Mentors & Services	1,60
	Business Mentors & Services	0,40
	Total PMs per BuE	**2,00**
Duration	**9 months** duration of the support provided to the BuEs	
Nº BuEs to be selected	**32 BuEs** selected	
TRL	From TRL5 to TRL7	

Figure 4.3-1. iTrust Funding Instrument

(b). Open call for proposal procedure and specifications according to Annex K.

iTrust will apply a funnel process (i.e selection process by phases) to select the most innovative BuEs. The **selection procedure** was introduced in *Section 1.3.(b).1 'Methodology'* and the tasks to implement this procedure are described in *WP3.* and summarised in Figure 4.3-2.
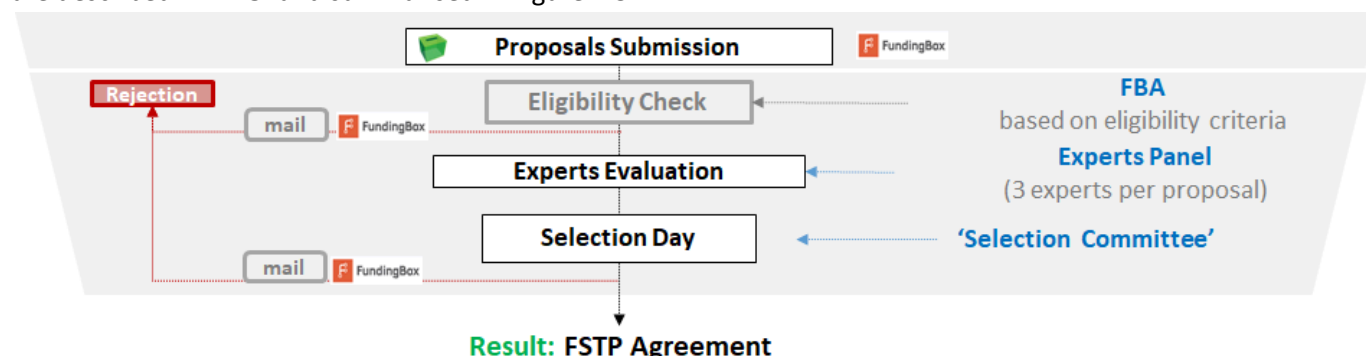

Figure 4.3-2 'Selection Procedure'

The Committees participating in the selection and execution process are the following:

Selection Committee
Function: Committee responsible of selecting the best proposals in the Selection Day, as well as validating the BuEs performance in the Milestones Review. All FSTP Payments done by the partner in charge of financial management of FSTP, must be previously authorised by the Selection Committee. **Composition:** It is composed by the members of the PGA**.** It will be coordinated by **FBA** and the composition can be extended in the following cases: ● Selection Day: by inviting 3 Independent Experts, selected from the pool of independent experts that evaluated individually the proposals and by including the members of the Advisory Board. ● Review Milestones: by including the Ethics experts from Ethics Committee, if needed.

Ethics Committee
Function: Committee in charge of verifying that ethics issues that affect the selected proposals if any, are properly identified and approached by proponents, in line with provisions included in Section 5. **Composition:** It is composed by External Ethic Experts and will be coordinated by **FBA**.

Mentoring Committee
Function: Committee in charge of monitoring the performance of BuEs and evaluating the quality of their deliverables at the Milestone Reviews, proposing the BuEs valoration in terms of Up/Under Threshold, to be finally approved by the Selection Committee. **Composition:** It will be composed by the IEM in iSHARE Scheme , IEM in FIWARE Technologies and IEM in Fundraising and coordinated by **INP**. Ethics Experts could be invited to the Milestone Review, if needed

In the following pages we describe the specifications which will apply in the selection of the Third Parties, according with the requirements included in *General Annex K of the Horizon 2020 Work Programme 'K. Actions involving financial support to third parties'.*

The **specifications** applied to select the BuEs are as follows:

Table 4.3.-1. B2B Data Sharing Experiment FSTP Specifications

B2B Data Sharing Experiments. FSTP Specifications	
(1). Fixed and exhaustive list of the	BuEs should address Experiments oriented to create a B2B Value Chain in following areas: ● mobility, ● smart cities,

different types of activities for which a third party may receive financial support	- agrifood and - manufacturing
(2). Persons or categories of persons which may receive financial support	BuEs has to be proposed by a consortium including the following **types of applicants**: - SMEs[3] - Digital Innovation Hubs[4] BuEs are requested to have at least 4 entities per experiment being compulsory to have, as minimum, 3 SMEs and 1 DIH. <mark>One of the SMEs should be appointed as coordinator of the experiment.</mark> All of them established in an **EU member state or in Associated Countries[5].** The iTrust partners can NOT be involved in the BuEs (or their affiliates or employees).
(3). Criteria for awarding financial support	**ELIGIBLE CRITERIA (COMPULSORY)** All proposals received will be checked in the following items: **Type of Activity** (as described in (1) above) **Type of Third Party** (as described in (2) above) - Established in an **EU Member State or Associated Country** (as described in (2) above) **English-language.** English is the official language for the open calls. The proposal must be in English in all its mandatory parts in order to be eligible. If the mandatory parts of the proposal are in any other language, the entire proposal will not be eligible. If only non-mandatory parts of a proposal are submitted in a language different from English, those parts will not be evaluated but the proposal is still eligible. **Submission system**. Proposals need to be submitted through the Open Call management tool [www.fundingbox.com]. Proposals submitted by any other means, will not be evaluated. **Deadline.** Proposals need to be submitted before the Deadline. Applications must be submitted by the closing time and date of the open call. The time recorded by the FundingBox Platform, as submission time of the proposal, will be the official one. Late proposals will not be admitted. **Absence of conflict of interest.** Applicants cannot be affiliated (directly or indirectly, for example through board members or third parties) to any of the consortium partners. They can't be consortium partner's employees nor board members. All cases of potential conflict of interest will be assessed case by case. **Accumulative grants**. <mark>Entities participating in the BuEs should have not received more than 60,000 EUR through cascade funding (FSTP) from federated incubators</mark> Topic DT-ICT-05-2020<mark>. Each Applicant will be asked to provide information confirming this requirement.</mark> As a result of the checking an *'Eligible Applicants List'* will be produced
	EXPERTS EVALUATION. CRITERIA FOR INDEPENDENT EXPERTS. The experts evaluation will be done by 'independent experts'**.** Each proposal will be

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[3] SME definition. http://ec.europa.eu/growth/smes/business-friendly-environment/sme-definition_en

[4] Legal person that represents any of the DIHs included in the **European catalogue of Digital Innovation Hubs**#

[5] List of Members State https://europa.eu/european-union/about-eu/countries_en and Associated Countries http://ec.europa.eu/research/participants/data/ref/h2020/grants_manual/hi/3cpart/h2020-hi-list-ac_en.pdf

evaluated by 3 independent experts, appointed from partners pool of experts, according to the specific characteristics of the BuEs. The matching among proposals and experts will be validated by the 'Selection Committee'. The Evaluation criteria are as follows:

(1). EXCELLENCE will evaluate:

- **Ambition.** The applicants have to demonstrate to what extent that proposed Experiment is beyond the **State of the Art** and describe the innovative approach behind it (e.g. stimulate sharing and trading of data assets within their value chain, promotion of new business models, etc).
- **Innovation:** applicants should provide information about the level of innovation within their market and about the degree of **differentiation** that this project will bring.
- **Soundness of the approach** and credibility of the proposed methodology.

(2). IMPACT will analyse:

- **Market opportunity**: The applicants have to demonstrate a clear idea of what they want to do and whether the new/improved product has market potential, e.g. because it solves a problem for their specific value chain.
- **Competition**: The applicants have to provide information about the degree of competition for their particular product/service and if the idea is disruptive and breaks the market. i.e. the products/services to be brought to market can be clearly differentiated from what has been done till now in their value chain in terms of data sharing and trading.
- **Commercial Strategy and Scalability**: The applicants have to demonstrate the level of scalability of the new/improved product meaning by that not address to solve a specific problem but able to solve a structural problem in their specific value chain.

(3). IMPLEMENTATION will consider:

- **Team:** The applicants have to demonstrate their management and leadership qualities, their ability to take a concept from ideas to market, their capacity to carry through their ideas and understand the dynamics of the market they are trying to tap into. The team should be balanced and cross-functional team, with a strong background and skill base.
- **Resources**. Demonstrate the quality and effectiveness of the resources assigned in order to get the objectives/deliverables proposed. One important aspect is that applicants make clear in the proposal that what they propose can be developed using the iTrust technical framework.

Transversal criteria such as 'Environment and low carbon economy contribution', 'Equal Opportunities & Gender balance'' and 'Social Impact' will be also considered by the experts when scoring the proposals.

Each evaluator will rank the application assigning a score from 0 to 5 for each criterion and produce an **Individual Evaluation Report.** The threshold for individual criteria will be 3. The overall threshold, applying to the sum of the three individual scores, will be 10. The final score will be calculated as an average of the individual assessments provided by the Experts.

Ties will be solved using the following criteria, in order:

- Impact score,
- Implementation score,
- Excellence score,
- Gender balance
- Date of submission: earlier submitted proposals go first.

After the evaluation process **2 types of 'Ranking Lists'** will be defined:
• A general ranking where all the applications will be ranked accordingly with their scores.

• A raking per each one of the prioritised value chains

SELECTION DAY

The 'Selection Committee', plus **3 Independent Experts** selected from the pool of experts that evaluated individually the proposals plus members of the 'Industrial Value Chain Advisory Board', will decide by consensus (or majority vote of ⅔), and based on the raking gotten as result of the Experts Evaluation, the **'Provisional List of FSTP recipients'.**

The exact number of proposals approved will be decided based on the overall quality of the proposals, taking into account both general ranking and ranking by prioritized value chains and trying to maximise the geo-coverage. Whilst normally the highest ranked proposals at the Experts Evaluation phase will be proposed for next stage, there might be reasonable reasons for objecting to a specific third party (i.e. low score of a proposal in absolute terms or when deciding to select an even amount per value chains). This type of issues will be analysed within the Selection Day.

FSTP AGREEMENT

The 'Provisional List of FSTP recipients' will go through the validation procedure to check whether all formal requirements are met. Once positively validated, the coordinator of the BuE will sign the **FSTP Agreemen**t under a 'lump sum model'. This will imply that we will provide the financial support to the third parties upon delivery of the expected output.

The FSTP Agreement will include, as an annex, the **Individual Mentoring Plan** for each project. This document establishes, among others, the KPIs and Deliverables that will be taken into account when evaluating the BuEs' performance at the milestones review, as well as the budget for the project. To guarantee that the lump sum is aligned with the Beneficiary's underlying actual costs, each 'Individual Mentoring Plan' shall include a resources outline and a detailed cost estimate. This cost estimate shall only include costs that would be eligible for an actual costs grant and must exclude costs that are ineligible under the H2020 rules.

MILESTONE REVIEWS

The BuEs selected will define at the beginning of the support programme, together with the mentors allocated, their 'Individual Mentoring Plan'. The 'Mentoring Committee' will evaluate the BuEs' performance at the Milestone Review (established every time a payment is due), according to the following criteria.

- **Deliverables quality.** To be scored by the Mentors based on the Deliverables established in the 'Individual Mentoring Plan'.
- **Business performance indicators**. To be scored by the IEM in Fundraising Mentors based on the KPIs established in the 'Individual Mentoring Plan'
- **Technical performance indicators**. To be scored by the IEM in iSHARE/FIWARE Mentors based on the KPIs established in the 'Individual Mentoring Plan'
- **Deadline Compliance**. To be scored by the Mentors.

Each criterion will be scored from 0 to 10 and the weight of each one of these criteria, in the final score, will be as follows:

- Deliverable quality (30%).
- Technical performance indicators (30%).
- Business performance indicators (30%).
- Deadline Compliance (10%).

According with this final score:

- **Beneficiaries over threshold** (7 points) will successfully receive the next payment and be candidates to continue in the program.
- **Beneficiaries under threshold.** The beneficiaries which haven't reached the threshold will be proposed, by the 'Mentoring Committee', as candidates to leave

the Program. And, if this decision is finally ratified by the 'Selection Committee', they will have to leave the Program and won't receive the next payment

The 'Selection Committee' will review and validate the 'Mentoring Committee' proposal, putting special attention to the 'under threshold' cases, if any, by taking into consideration all possible objective reasons for underperformance (i.e. external factors which might have influenced the beneficiaries' performance). The selection Committee will take the final decision, and approve the payments.
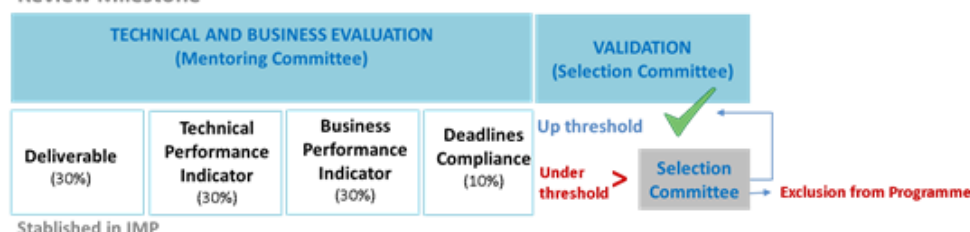

Figure 4.3-3. Review Milestone procedure

| **(4). Criteria for calculating the exact amount of the financial support** | |

The criteria used for calculating the exact fixed lump sum to be paid to the BuEs selected in each stage is based on the partner experience in previous projects, combined with the application of the standard rates foreseen in the H2020 Horizon - Marie Skłodowska-Curie actions (MSCA) Programme[6], as explained here after.

· For **personnel cost:** we use as monthly cost the Marie Curie Actions standards rates
· For **Mobility** we apply the Marie Curie Actions standards rates
· For the **other categories**, such as Consumables or Subcontracting, we are considering a lump sum per month based on partners' experience
· Finally we apply a 25% for **overheads** as it is the standard flat rate in MCSA and 2020 Horizon program in general.

The specific rates for each type of cost are included in Figure 4.3-4 below:

Costs references	€ per Month
Monthly Average Personel Cost Rate (based on MSCA 2018-20≅€4.880)	4.880 €
Mobility (based on MSCA 2018-20≅€600)	600 €
Consumables/depreciation (based on techn. partners references)	500 €
Subcontracting (based on techn. partners references)	500 €
Overheads (based on MSCA 2018-20 ref.)	25%

Figure 4.3-4. Cost references for calculating financial support

The calculation of the exact amount of financial support per Type of Action and Stage is as follows:

● For **personnel cost:** We estimate (based on partners' experience) the Full time Equivalent [FTE] Persons that each Team participating in the BuEs have to allocate (See detail in Figure 4.3.-5.). The total lump sum foreseen for personnel in each stage is, therefore, the FTE persons needed per the number of months per stage and using as monthly cost the Marie Curie Actions standards rates indicated in Figure 4.3-4.
● For the rest of **Type of Costs**, we directly apply the rates specified in Figure 4.3-4 per the Nº of months estimated per stage.

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[6] http://ec.europa.eu/research/participants/data/ref/h2020/wp/2018-2020/main/h2020-wp1820-msca_en.pdf

TYPE OF INSTRUMENT	B2B Data Sharing Experiment			
Stages	Onboarding	Use Case Plan	Proof of Concept	TOTAL
Nº months	3	3	3	9
Nº of FSTP recipients participating in each stage (in average)	4	4	4	
Full Time Equivalent Persons [FTE] (average per FSTP recipient)	0,4	0,4	0,4	
Persons Month [PMs] (FTE*NºFSTP recipient*NºMonths)	4,4	4,3	4,3	
Fixed Lump Sum Calculation	Total Euros	Total Euros	Total Euros	
Personel Cost (MSCA rate*NºPMs)	21.667 €	21.082 €	21.082 €	
MobilityCost (MSCA rate*NºMonths)	1.800 €	1.800 €	1.800 €	
Consumables/Depreciation Cost (CostRef.*NºMonths)	1.500 €	1.500 €	1.500 €	
Subcontracting Cost (CostRef.*NºMonths)	1.500 €	1.500 €	1.500 €	
SubTotal	26.467 €	25.882 €	25.882 €	
Overheads (25% per partner)	6.616,80 €	6.470,40 €	6.470,40 €	
Fixed Lump Sum (Calculated)	33.084,00 €	32.352,00 €	32.352,00 €	97.788,00 €
Fixed Lump Sum (Rounded)	34.000,00 €	33.000,00 €	33.000,00 €	100.000,00

Figure 4.3-5. Lump Sum calculation

Therefore, the financial support in the different Type of Action and Stages is as follows:
- **Stage 1: Onboarding**: fixed lump sum of **€ 34,000 per BuE**
- **Stage 2: Use Case Plan:** fixed lump sum of **€ 33,000 per BuE**
- **Stage 3: Proof of Concept:** fixed lump sum of **€ 33,000 per BuE**

And the financial support per Type of Entity will be distributed based on the role that each third party has in the Use Case, except for the DIH where the maximum budget will be up to 25,000 EUR.

(5). The maximum amount to be granted to each third party	The maximum amount of financial support will never then exceed **€100,000 EU Funds per BuE,** as indicated in the Topic: '*Each experiment may involve support to third parties as a mini project following an open call, up to the amount of EUR 120.000 for each such project*', neither € 60,000 EU Funds per third party considering the funds that each third party has already received via cascade funding scheme within federated incubators in Topic DT-ICT-05-2020.
(6) Payment arrangements	For sake of simplicity and transparency, the Financial Support will be paid against specific Deliverables[7] (which will be included in the 'Individual Mentoring Plan' annexed to the FSTP Agreement) and based on the results of the Milestone Reviews[8] as described in bullet (3). The final beneficiaries will receive the funding as follows:

B2B Data Sharing Experiment	Deliverable	Payment Milestone	% of total grant	Payment (in EUR)	Acumulative (in EUR)
Onboarding	Individual Mentoring Plan	End 1st month	14%	14.450	14.450
	Functional scoping & Role model Technical scoping & Sequence diagram/blacklog	End stage1	14%	14.450	28.900
Use Case Plan	Prioritize & Detailed planning	End stage 2	28%	28.050	56.950
Proof of Concept	Development and testing Conformance test tool-CTT iSHARE ready	End stage3	28%	28.050	85.000
		Final payment	15%	15.000	100.000
	Total			100.000	

Figure 4.3-6. Payments Milestones

Once the milestones and payments to each BuE are approved by the 'Selection Committee', according to the Milestone Review Process described before, the Coordinator will transfer the relevant part of the FSTP budget to FBA and FBA will pay to the 3rd parties

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[7] The payment of a fixed amount as FSTP and its certification against Deliverables has been applied by FBA in all the FSTP Projects managed (See ref. in Section 4). This measure is very positively evaluated by EC in the Review as a way to make more efficient the FSTP management by the consortium and by the Third Parties, while being transparent also with the use of the FSTP.

[8] The EU Funds will be delivered in several instalments in accordance with the achievement of the deliverables proposed, which will be assessed on the Milestone Review. The link of sub grantee payments tied to milestone achievements is very positively seen, as an effective use of resources, in the projects where FBA manage the FSTP.

	on behalf of the Consortium. Each FSTP recipient that completed a given stage will receive the grant corresponding to that stage. Although, to avoid cash-flow problems the Consortium may defer the final grant payment due to each FSTP recipient (third party receiving financial support). The final payment might be done after the action duration (after the project ends). Payment amount will be known before the end of the project so the cost will be incurred by the consortium. All participants will be aware of it before they join the Programme and relevant provisions will be included in the sub-grant agreements. Beneficiaries will be informed since the beginning about these conditions and relevant provisions will be included in the sub-grant agreements.
Ethical Principles	All BuEs (or FSTP beneficiaries) must carry out the action in compliance with H2020 ethical standards. To ensure that BuEs are compliant with it, all selected projects will undergo an Ethics Review before the first payment of the grant (excluding mini-grant). Where potential issues are identified, the proposer will be required to detail any mitigating actions which will be included in the *'Ethics Summary Report'*, and an Ethical Committee will be established to supervise and monitor the ethical concerns during the BuE's implementation (More detail in Section 5).
Gender Balance	BuEs (or FSTP beneficiaries) must take all reasonable measures to promote equal opportunities between men and women in the implementation of the action. They must aim, to the extent possible, for a gender balance at all levels of personnel assigned to the action, including at supervisory and managerial level

(c) Budget allocated.

In terms of budget, the total EU Funds to be distributed through the Open Calls is as presented in Table 4.3-1:

Type of Instrument	Financial Support allocated to Bottom-up Projects		TOTAL EU Funds (a)*(b)
	Nº Bottom-up Projects per stage	Fixed Lump Sum per project (b)	
B2B Data Sharing Experiment			
Stage 1 onboarding	32	34.000 €	1.088.000 €
Stage 2 proof of concept	32	33.000 €	1.056.000 €
Stage 3 soft launch	32	33.000 €	1.056.000 €
	Total	**100.000 €**	**3.200.000 €**

Figure 4.3-7. FSTP Budget summary

5. Ethics and Security
5.1. Ethics

iTrust is an Innovation Action which sets a selection and support framework for 32 BuEs selected through 2 Open Calls and receiving Financial Support to Third Parties (FSTP), as described in Section 4.3, to develop disruptive services/products related to Data Sharing. iTrust will also create an On-line Community aimed to foster networking among the project Stakeholders.

iTrust will deal with ethics issues related to 'Protection of Data' because it will collect general data of European companies, through an online form within FundingBox Platform, to select the third parties that will participate in the B2B Data Sharing Inception Program.

Data will be collected during the application process only for the purpose of emerging the most promising BuEs. The personal data collected are data of the applicant (name and surname), contact data and data of the team members that will be engaged in the execution of the proposal (like their professional experience) and data that are necessary to assess the potential of the proposal. An applicant will be free to decide to what extent to provide those data (except contact details). Further data might be collected to the extent necessary to properly implement the applicant project. We do not plan to collect any sensitive data.

Similarly, any surveys, interviews or focus groups conducted during the follow up of the BuEs, where personal information is gathered and stored, will be performed in a way that pays adequate attention to data privacy, protection and management. The same will be applied regarding the Personal Data gathered for the users' registration in the iTrust Community. iTrust will guarantee the proper use of those data as described in Section 2.2. 'Data management'.

iTrust will also take care that the BuEs selected through Open Calls will also apply the ethical standards and guidelines of Horizon2020. To this end, all selected projects will undergo an initial Ethics Review before signing the FSTP Grant Agreement, and an Ethical Committee will be established to supervise and monitor the ethical concerns that may arise during the bottom-up project's implementation (See Section 4.3).

Having said that, iTrust will promote the following specific activities in order to guarantee the accomplishment of the ethics issues:

1. Protection of personal data

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iTrust will guarantee a proper use of those data as introduced in Section 2.2.(a).3 which would be further detailed in the 'Data Management Plan [D6.1]. The Data Management Plan will contain a specific section related to **Protection of Personal Data [POPD]**, such as:

- Detailed information on the **procedures** that will be implemented for data collection, storage, protection, retention and destruction, the Protection of Personal data, and confirmation that they comply with **national and EU legislation**.
- **Templates** of the informed consent forms and an information sheet will be also included.
- Detailed information on the **informed consent procedure**s that will be implemented, in regard to personal data, will be submitted upon request.
- A **risk assessment** of data management issues,

All this by being compliance with:

- The REGULATION (EU) 2016/679 OF THE EUROPEAN PARLIAMENT AND OF THE COUNCIL of 27 April 2016 on the protection of natural persons with regard to the processing of personal data and on the free movement of such data, and until valid, the repealing Directive 95/46/EC (General Data Protection Regulation),
- Directive 2002/58/EC on privacy and electronic communications,

- The Charter of Fundamental Rights of the EU (2000/c 364/01).

Personal data collected will not include sensitive data like health, sexual lifestyle, ethnicity, political opinion, religious or philosophical conviction. It will be limited to the extent strictly necessary and proportionate for the objectives of the project. (Reference: Regulation (EU) 2016/679, particularly Article 5). Personal data will be protected in the following ways:

- Unnecessary personal data collection will be avoided. For example, no collection of personal details, identities, bio-identification data, etc. Whenever possible nicknames would be used instead of real names.
- In case of personal data being collected, it shall be accurate, relevant and limited to what is necessary in relation to the purposes of the project (Directive 2016/679, Article 5, 1 (c)).
- The personal data needed for statistical analysis will be collected anonymously, i.e. without association with the names of individuals.
- The personal data will be collected only with the explicit permission of the individuals in question. (Informed Consent Procedure)
- The personal data, if any, will be processed "lawfully, fairly and in a transparent manner in relation to the data subject" (Directive 2016/679, Article 5, 1 (a)), and treated confidentially and carefully.
- The individuals will be given the right to access their personal data.
- The anonymous data will only be released outside the primary unit in the extent that is necessary for the project work.
- No previously collected data will be utilized.

2. Other ethics issues: Ethics Management

FF, as iTrust coordinator, will set up a process to ensure that the initiatives and projects which it funds conform to the ethical standards and guidelines of Horizon2020 by the following means:

1. **Ethics Committee** coordinated by **FBA** (See Section 4.3) will supervise and monitor the ethical concerns that may apply to the selected bottom-up projects during their implementation.
2. **Ethical Review** of all selected bottom-up projects according with the ethical guidelines of Horizon2020. As a result, 'Ethics Summary Report' validated by the Ethics Committee, may lead to include either specific requirements (contractual obligation) in the ethics section of the FSTP Agreement or countermeasures tackling Ethical issues within the Individual Mentoring Plan.
3. **Ethical Follow up** of projects. During Interim/Milestone reviews, 'Ethics Committee' will monitor the implementation of ethics issues to check that concerns raised at the beginning of the project, if any, are being properly considered.

Horizon 2020 rules on ethical issues will be followed and, in case of conflict, the Ethical Committee will solve the issue following national legislation and EU Directives. All this will guarantee that the ethical standards and guidelines of Horizon2020 will be rigorously applied, regardless of the country in which the project activities are carried out.

5.2. Security
Please indicate if your project will involve:

Activities or results raising security issues	**NO**
'EU-classified information' as background or results	**NO**