SMART**4**ALL Open Calls, the right funding instrument to boost technology and business development in South, East and Central Europe

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Fourth Webinar
24 February 2021

www.smart4all-project.eu
Grant Agreement: 872614

Outlines

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What are SMART4ALL goals?

To build **cross-border experiments** that **transfer knowledge** and **technology** between **academia** and **industry** in **Customised Low-Energy Computing** (CLEC) for **Cyber-Physical Systems** (CPS) and the **Internet of Things** (IoT)

To **accelerate digital transformation** and **increase digital skills**
in underrepresented geographical areas –especially **SEE**–
in the 4 SMART4ALL verticals

SMART4ALL Verticals

- **SMART4ALL** is focused on **Customised Low-Energy Computing (CLEC)** for **Cyber-Physical Systems (CPS)** and the **Internet of Things (IoT)** in the following domains:

SMART4ALL VERTICALS			
DIGITIZED TRANSPORT	**DIGITIZED ENVIRONMENT**	**DIGITIZED AGRICULTURE**	**DIGITIZED ANYTHING**
• Green transport • Smart mobility • Shared mobility • Robotics • New platforms for efficient supply-demand matchmaking • Automotive electronics • Autonomous vehicles • Connected vehicles • Streamlining transport using big data • Aeronautics and space applications • Transport and Logistics • City Transport Mapping	• Smart building • Water pollution monitoring • Smart grids • Environment monitoring • Bio-diversity • Smart industry • Data processing & data visualization	• Smart farming • AI inspired agriculture • Information based site specific applications • Demand driven, sustainable agriculture • Mobile plant, soil and environment sensors • Sensor networks – EU wide – cross-border • Field robotics and automation systems • UAV based agriculture and plant monitoring • Selective plant protection • Closed nutrient cycles • Agricultural decision support systems • Zero-energy food systems • Circular economy • Water, Energy and Food (WEF) efficiency • Revalorization of agricultural waste	• Human-machine Interaction • Digital Education • Industrial Automation • Machine Learning • Market Intelligence • Medical and Health Applications • Active & Healthy Ageing • Support for disabled persons • Cybersecurity • Data Mining and Big Data • Personal security • Additive Manufacturing (3D printing) • Augmented and Virtual Reality • Audio/Video Processing • Location-based Technologies • Web and Mobile Applications • Wireless Sensor Networks • Disaster management • Digital heritage • Telemedicine • Rehabilitation, wellness, fitness • E-commerce

SMART4ALL COMPETENCE FIELDS

Open Calls - Value Proposition

- **9 open calls**:

  (i) supporting **67 cross-border pathfinder application experiments (PAE)**.

  (ii) 3 batches: 1 KTE, 1 FTTE, 1 CTTE in the years 2020, 2021 and 2022.

- **EU Funding** up to **EUR 80,000** equity-free per PAE.

- **Support and coaching** from **experts** in technology, business development, public and private funding, and ethics.

- **Marketplace-as-a-Service**, AI based services and tools**:**

  (i) practical **technical tools/services** to accelerate design, development, prototyping and manufacturing phases.

  (ii) brokerage, coaching and guidance to **access funds** for market growth and development.

Current Open Calls

CTTE – Cross-Domain Technology Transfer Experiments

One Academic/Industrial **Technology Provider** transfers a novel technology to one Industrial **Technology Receiving** partner as an early-adopter and then one Industrial **productization** partner extends the value chain.

- **Duration: 9 months**

OPENED on 1st December 2020
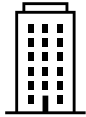
CLOSES on 15th March 2021, at 17:00 CET

Who can apply to CTTE?

ACADEMIC

Universities and other **Academic Institutions**

INDUSTRIAL

SME and Slightly Bigger Companies (< 500 employees & < EUR 100M turnover)
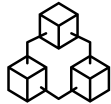
System Integrators and **Technology Providers** specialised in technology transfer or system integration to End-users (provided they can be categorised in one of the two previous types of beneficiaries)

Must be a **consortium of 3 entities** and led by an **INDUSTRIAL** partner

Must be **CROSS-BORDER** from **2** different **ELIGIBLE** countries

Who can apply?

CTTE

TECHNOLOGY PROVIDER	TECHNOLOGY RECEIVER	PRODUCTIZER
ACADEMIC, Country 1	INDUSTRIAL, Country 1 or 2	INDUSTRIAL, Country 2 or 1 or 3
INDUSTRIAL, Country 1	INDUSTRIAL, Country 1 or 2	

- **Eligible countries**:
  - EU member states
  - H2020 Associated countries
  - Other SEE countries
  - United Kingdom

Selection Process Overview

Selection

Proposals Submission — Applicants submit a Application Form

Rejection

Eligibility Check — FBA based on eligibility criteria

mail

Experts Evaluation — **Experts Panel** (2 independent experts per proposal)

Consensus Meeting — **Selection Committee** (Executive Board + 2 External Evaluators)

mail

Sub-Grant Agreement Signature

4 CTTEs will be selected
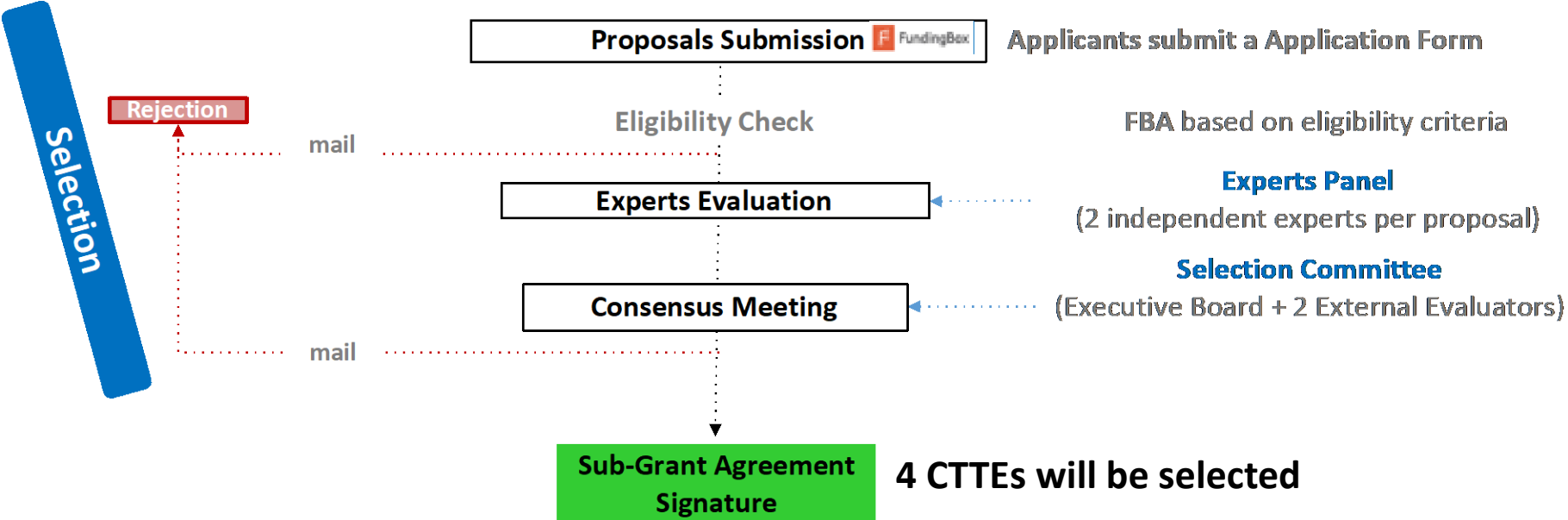
Evaluation Criteria – CTTE

Criteria	Description
Excellence	**Ambition:** to what extent the proposed experiment is beyond the **State-of-the-Art** and what is the **innovative approach** behind it (e.g. ground-breaking objectives, novel concepts and approaches, new products, etc.)
	Innovation: level of innovation within their market and degree of **differentiation** that the experiment will bring.
	Soundness of the approach: objectives of the proposed experiment to be clearly defined, relevant and aligned with the SMART4ALL project objectives, verticals and competence fields. Elevation of TRL clearly justified.
Impact	**Benefits of the collaboration**, in terms of technical and/or business/market expectations, and to what extent this particular collaboration will lead to a successful experiment and high economic impact.
	Market opportunity: demonstrate whether the new/improved product has market potential, e.g. because it solves a problem for a specific target customer.
	Competition analysis for the experiment product/service and if the proposal is disruptive and breaks the market.
	Commercial Strategy and Scalability: How the experiment is scalable and able to be commercialised to solve a structural problem in a specific sector/process/etc., using convincing business model and projections.
Implementation	**Work plan**: clearly described and fully aligned with the objectives, including Work packages, tasks and responsible partners. The time plan should be realistic and achievable, coherent and effective.
	Team: Management and leadership qualities; balanced and cross-functional.
	Quality and effectiveness of the **resources** assigned in order to get the objectives/deliverables proposed.

Prioritised Sub-Criteria (SEE / Covid-19)

- Each criterion will be scored from 0 to 5. The threshold for individual criteria will be 3. The overall threshold, applied to the sum of the average of three individual scores of the 2 evaluators, will be 10.

- Applicants including at least 1 member of the **SEE region** in their consortium will be given **1 extra point** to the overall score.

List of SEE countries
Albania, Bosnia and Herzegovina, Bulgaria, Croatia, Greece, Hungary, Kosovo, Moldova, Montenegro, North Macedonia, Romania, Slovakia, Slovenia and Serbia

- Proposals addressing current and future problems stemming from the **COVID-19 crisis** will be given **1 extra point** to the overall score.
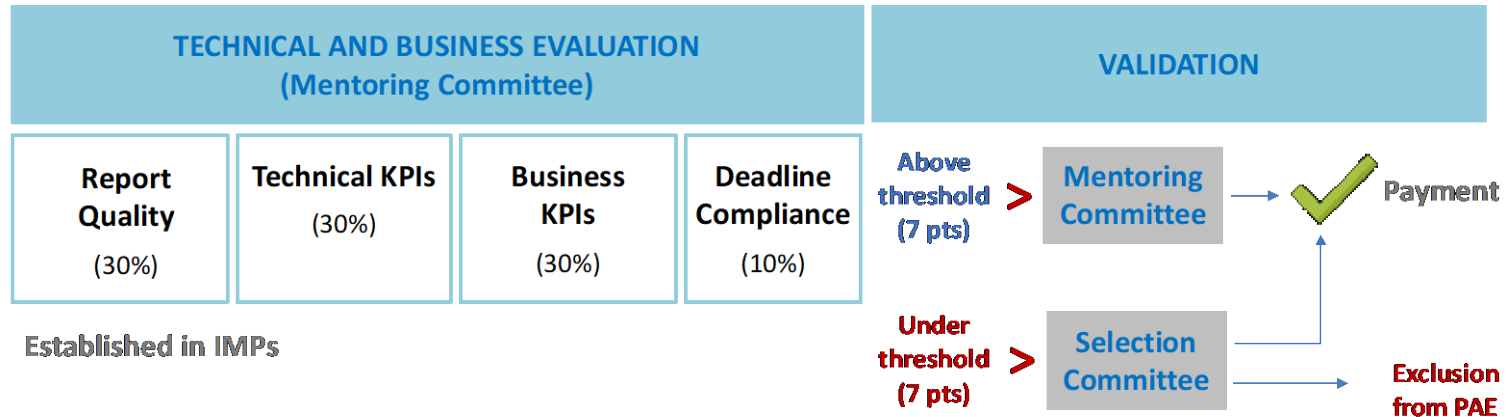
Financial Support

Financial Support	CTTE
Per PAE	up to EUR 80,000
Per partner	up to EUR 60,000

Note: Financial Support will be paid as a **lump sum** to the **LEAD PARTNER** who will distribute the funds

Payment Arrangements – CTTE

Deliverable	Submission date	Lump sum Instalments
Individual mentoring plan	15 Days After the signature of SGA	30%
Mid-term Report	End of Month 5	50%
Final Report	End of Month 9	20%

Interim & Final Review Milestones

TECHNICAL AND BUSINESS EVALUATION (Mentoring Committee)				VALIDATION		
Report Quality (30%)	**Technical KPIs** (30%)	**Business KPIs** (30%)	**Deadline Compliance** (10%)			

Above threshold (7 pts) > Mentoring Committee → ✔ Payment

Under threshold (7 pts) > Selection Committee → Exclusion from PAE

Established in IMPs

Open Calls Schedule

Description	CTTE
Open Call Launch	1 December 2020 at 00:00 CET
Open Call Deadline	15 March 2021 at 17:00 CET
Open Call Evaluation and Selection	March 2021
Consensus Meeting	April 2020
Communication of Results	April 2020
Start of the Experiment	Beginning of June 2021
End of Experiment	End of March 2022

Application Submission

How to apply?

- CTTE: https://smart4all.fundingbox.com/

Find our **Guides & Documents** here:
https://smart4all.fundingbox.com/pages/Guides&Documents

If you cannot find the answer you need in the **FAQ**, you can submit your question(s) through Q&A Space at SMART4ALL online community **Helpdesk**:
https://spaces.fundingbox.com/spaces/smart4all-helpdesk

Q&A Session

Questions from you..