SELFSUSTAINED CROSS-BORDER CUSTOMIZED CYBERPHYSICAL SYSTEM EXPERIMENTS FOR CAPACITY BUILDING AMONG EUROPEAN STAKEHOLDERS

Research Innovation Action

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00	15/12/2021	First Draft	FundingBox, PSP (Reviewed by UoP, BTU)
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Abbreviations and Acronyms

CA	Call Announcement
GfA	Guide for Applicants
FAQs	Frequently Asked Questions
GfE	Guide for Evaluators
EU	European Union
CLEC	Customised Low-Energy Computing
CPS	Cyber-Physical Systems
IoT	Internet of Things
SAE	Smart Anything Everywhere
PAEs	Pathfinder Application Experiments
KTE	Knowledge Transfer Experiment
FTTE	Focused Technology Transfer Experiment
CTTE	Cross-domain Technology Transfer Experiments
DIH	Digital Innovation Hub
MaaS	Marketplace-as-a-Service
SME	Small & Medium Enterprises
ESR	Early-Stage Researcher
ER	Experienced Researcher
EUR	Euro
FSTP	Financial Support to Third Parties
I4MS	ICT Innovation for Manufacturing SMEs
SEE	South Eastern Europe
BTU	Brandenburg University of Technology Cottbus-Senftenberg
IPR	Intellectual Property Rights
EC	European Commission
GDPR	General Data Protection Regulation

CONTENTS

1. Introduction to FTTE 2nd Open Call

1.1. SMART4ALL Programme and Open Calls Overview

SMART4ALL builds capacity amongst European stakeholders via the development of selfsustained, cross-border experiments that transfer knowledge and technology between academia and industry. It targets CLEC CPS and the IoT and combines a set of unique characteristics that join together under a common vision different cultures, different policies, different geographical areas and different application domains. SMART4ALL brings a new paradigm for revealing "hidden innovation treasures" from SEE and helping them to find the path to market via new, innovative commercial products.

SMART4ALL has designed special Pathfinder Application Experiments (PAEs) for supporting the enhancement of the digital skills of European citizens. More specifically, it provides: • Knowledge Transfer Experiments (KTEs), which act as internships/traineeships, apprenticeships and short-term training programmes for unemployed people for vacant digital jobs. • Focused Technology Transfer Experiments (FTTEs) and Cross-domain Technology Transfer Experiments (CTTEs), which are cross-border technology transfer experiments that bring together European companies, social partners, non-profit organizations and education, and intend to bring digital skills to labour force.

This open call was for the first for the **Focused Technology Transfer Experiments (FTTE):** , focusing on one of the four defined underrepresented areas, will give the opportunity to form synergies, accelerate product orient projects and offer guidance towards successful commercialization.. For this funding instrument, SMART4ALL will select up to **12** cross-border projects. They are short-term (6-9 months) PAEs between two different entities from two different EU Countries: one Academic and one Industrial or two industrials. Within these type of experiments, one party transfers to the receiving partner a specific Hardware (HW) or Software (SW) technology in order to enable improved product or processes. In total there will be **three** competitive FTTE open calls, with up to **4** consortia selected in each one. The verticals to be addressed are Digitized Agriculture, Digitized Transport, Digitized Environment, Digitized Anything.

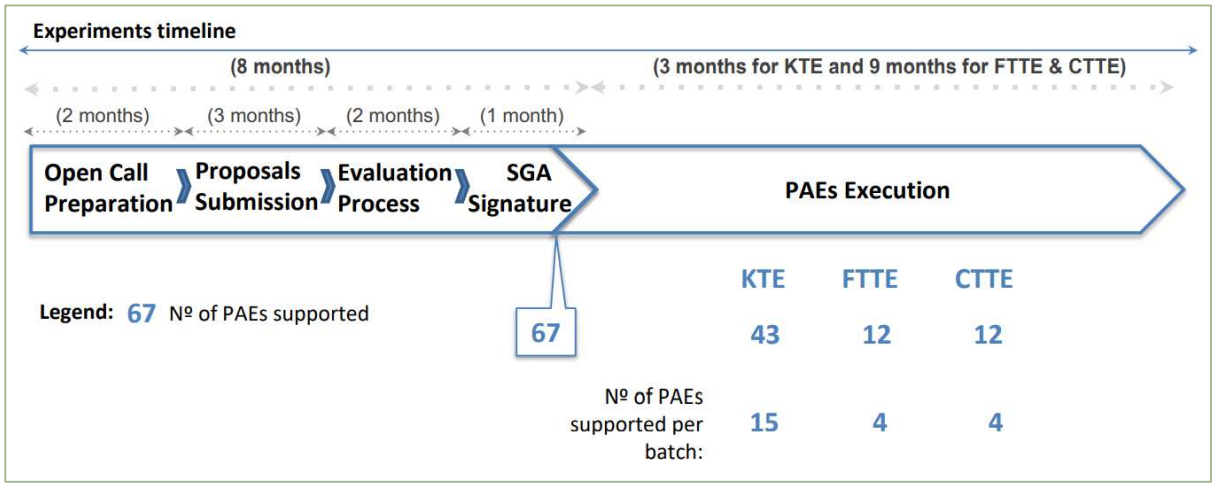


Figure 1 Open Calls Programme

1.2. Open Call Statistics

The second FTTE Open Call was managed by FBOX platform (https://smart4all-2nd-ftte.fundingbox.com/) and received 75 applications in total (107 remained in draft, meaning that 41% of the applications started were submitted).

The open call was open for applications from June 15th to September 15th 2021. Seventy two of the 75 submitted applications were received in the last 2 weeks of the open call with 86% of the submitted applications received in the last 2 days.

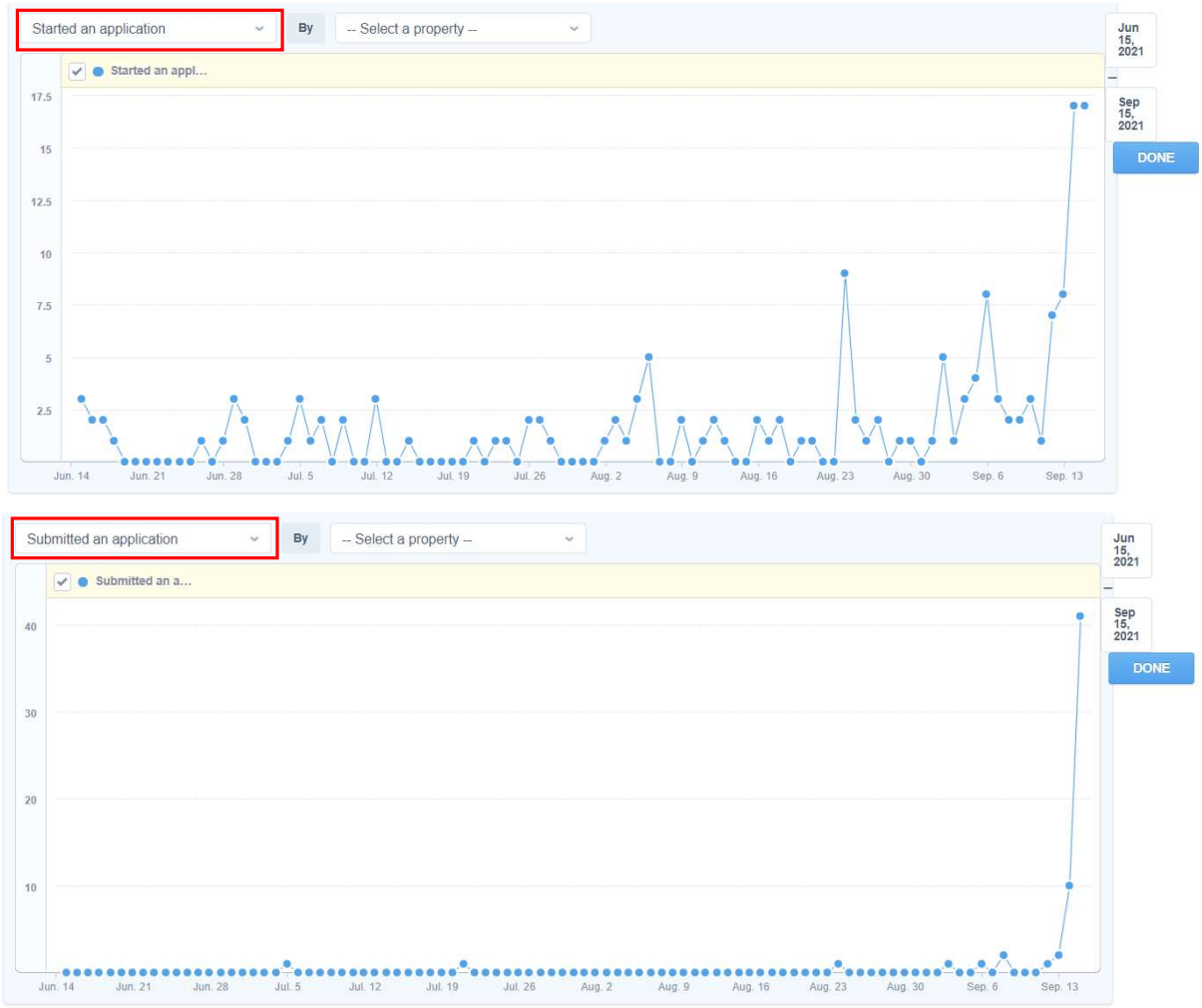


Figure 2 - Application Monitoring from June 15th to Sept 15th, 2021 (Started vs Submitted)

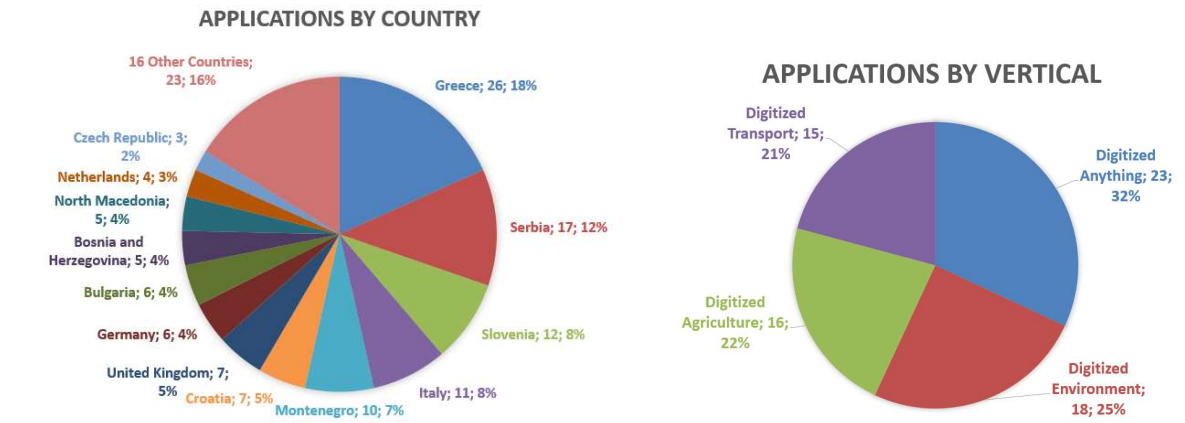


Figure 3 – Distribution of countries from all applications (partner countries combined) and Applications received for each vertical.

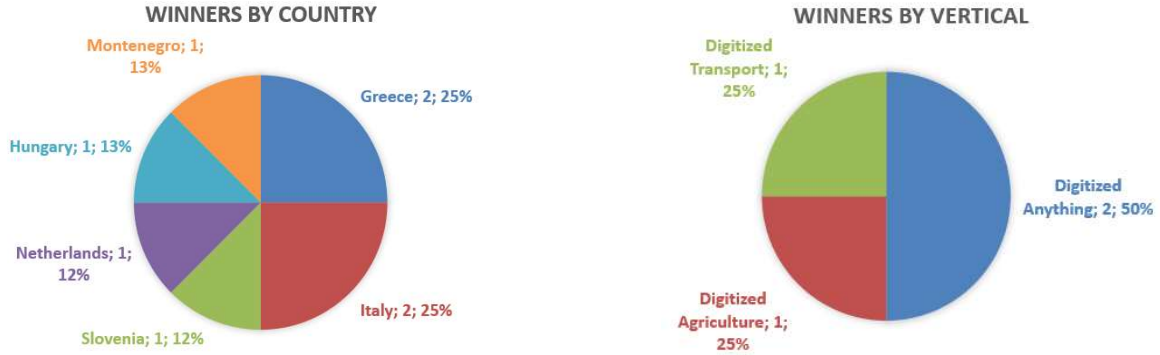


*Figure 4 - Distribution of countries from **selected** applicants (partner countries combined) and verticals of the selected applicants.*

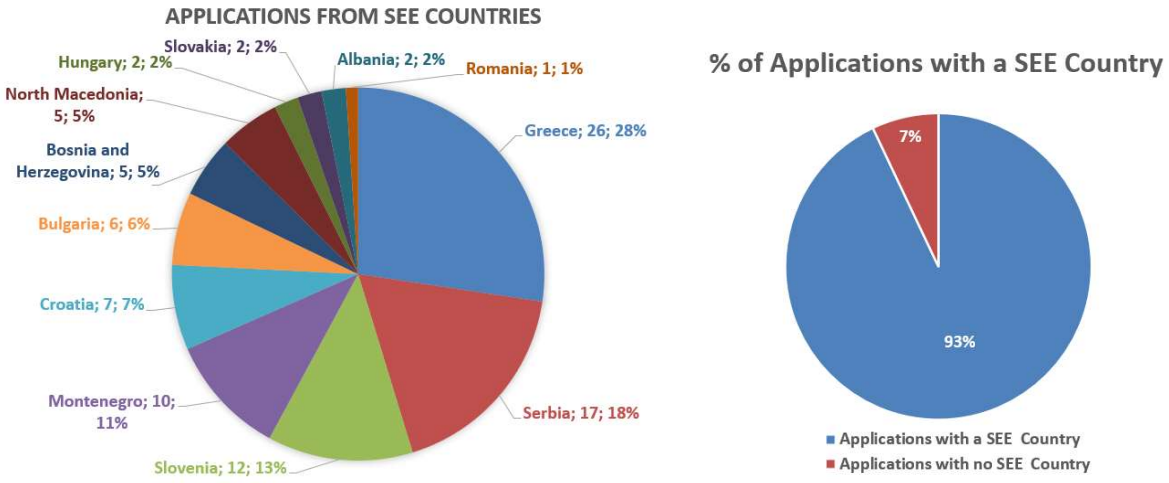


Figure 5 - Distribution of SEE countries and percentage of applications received with at least one SEE partner.

Table 1 - Results of Statistical Questions from all applicants (these questions were asked in the application form).

Question	Submitted in Number - Total Applicants (Out of 71)	Winners in Number (Out of 4)
How did you hear about SMART4ALL?		
- By word of mouth	- 12	
- Newsletter	- 6	
- Partners Network	- 11	- 3
- SMART4ALL Website	- 17	
- Social Media	- 3	- 1
- Internet Search	- 9	
- E-mail campaign	- 9	
- Regular media	- 2	
- Other	- 32	
Is/are any organisation(s) involved in your FTTE completely new in EU projects?		
- No	- 52	- 4
- Yes	- 19	
Have you submitted a proposal to any other SMART4ALL call?		
- No	- 41	- 1
- Yes	- 30	- 3
How did you find each other to implement your FTTE jointly?		
- At a brokerage event	- 1	
- By a dedicated search for a suitable partner	- 15	- 2
- Knew each other beforehand	- 48	- 1
- Via an online brokerage platform	- 3	
- Through the smart4all matchmaking platform	- 2	- 1
- Other	- 2	
How many males and females on the team?		
- Male	- 64%	- 78%
- Female	- 36%	- 22%
***Types of Customers: Which types of customers will use the product or service of the FTTE?**		
- Consumer	- 31	
- Business	- 59	- 4
- Government	- 29	- 1
- Indifferent	- 4	
- Other	- 8	
***Geographical scope: Select the targeted geographical area for the proposed internship**		
- Regional	- 24	- 1
- National	- 31	- 2
- Europe	- 37	- 3
- International	- 53	- 3
- Other	- 7	- 2

*Note: For these questions, the applicant could select more than one option.

1.3. Open Call Dissemination

FBA defines the strategy to promote the open calls and coordinates it with project partners. UoP and PSP oversaw the coordination of the on-line/off-line dissemination of the calls, but all partners contributed through their dissemination channels.

1.3.1. Social Media and Press Releases

Online dissemination through SMART4ALL Channels as reported in D2.4

The press release prepared for the 2nd FTTE Open Call and announced on June 28th was published through the website of the project (https://smart4all-project.eu/) the project's social media pages as well as through a mailing campaign to all subscribers.

LinkedIn page: https://www.linkedin.com/groups/12369183/,

LinkedIn Group: https://www.linkedin.com/groups/12369183/,

Facebook: https://www.facebook.com/SMART4ALL.Project/,

Twitter: https://twitter.com/Smart_4All.

The total reach of the posts to general public through the Smart4All social media pages was estimated to be almost 6000 people on Facebook, 4500 people on Twitter and about 1500 people on LinkedIn.

More precisely, 5 relative posts and 1 reminder post were created based on the 2nd FTTE Open Call along with 6 graphics that were developed. Due to the fact that the 2nd KTE Open Call submission deadline was extended and there was one month overlap in the dissemination period, the 2nd FTTE dissemination started two weeks later in order to avoid any confusions. Considering the impact that success stories can have on potential applicants, a post presenting 1st FTTE winners and their expectations from SMART4ALL was posted on social media attracting the biggest number of interactions. In addition, to boost partners' effort in disseminating, a Communications toolkit with 8 graphics, 4 social media posts and suggested tags and hashtags was circulated to all consortium members.

Moreover, the SAE (Smart Anything Everywhere) Cluster (https://smartanythingeverywhere.eu/), the HiPEAC (High Performance Embedded Architecture and Compilation) Network (https://www.hipeac.net/) and DIHNET (Digital Innovation Hub Networks) community (https://dihnet-community-1.fundingbox.com/) were notified for announcing & publishing the press release via their dissemination channels as well.

Dissemination through partners networks and regional ecosystems as reported in D2.4

The press release was also sent by PSP to all partners who were asked to disseminate further either in English or to similarly translate and circulate it in their local languages. It was translated in many languages and was published on partners' websites and social media and further distributed through PSP Network to SMEs and media. PSP inaugurated a collaboration with "Elevate Greece", the official platform and leading resource for in-depth information on the Greek Startup Ecosystem, through which the 2nd FTTE Open Call was circulated among 533 start-ups in Greece. A list of Frequently Asked Questions was

translated in many local languages and uploaded to a wiki page which was connected with the SMART4ALL website (home page and Open Calls – Webinars & Training Courses section).

As reported in D2.4 an estimation of the different target groups reached during the dissemination of the 2nd FTTE press release. Similarly, to the first round of Open Calls, targeted mainly the industry and research (SMEs, Mid-Cups, HUBS, Universities and Research centers) and then to regional public authorities, new innovation agents etc. that can support the communication of the project to a broader audience, increasing the visibility and impact with an estimated reach of 1000 people total in general public. An extra effort was requested from partners in Southeastern Europe and the Balkans and especially Hungary, Albania, Kosovo, to increase the number of potential applicants.

1.3.2.Webinars

There was 2 webinars carried out on the following days where the SMART4ALL project and open calls were presented, including a presentation on how to write a successful FTTE proposal. The links to the recorded webinars and presentations are available on the SMART4ALL website.

- Regional FTTE Webinar: 9th September 2021
- International FTTE Webinar: 10th September 2021

1.4. Help Desk

As stated in the Guide for Applicants, FBA put in place a Help Desk in an area in the FundingBox Community Spaces[1]. All the applicants and potential applicants -previously registered in the FundingBox platform- were able to make all the necessary enquiries for their proposal drafting and thanks to this centralized area, the enquiries were solved in a very short time.

[1] https://spaces.fundingbox.com/c/smart4all-1

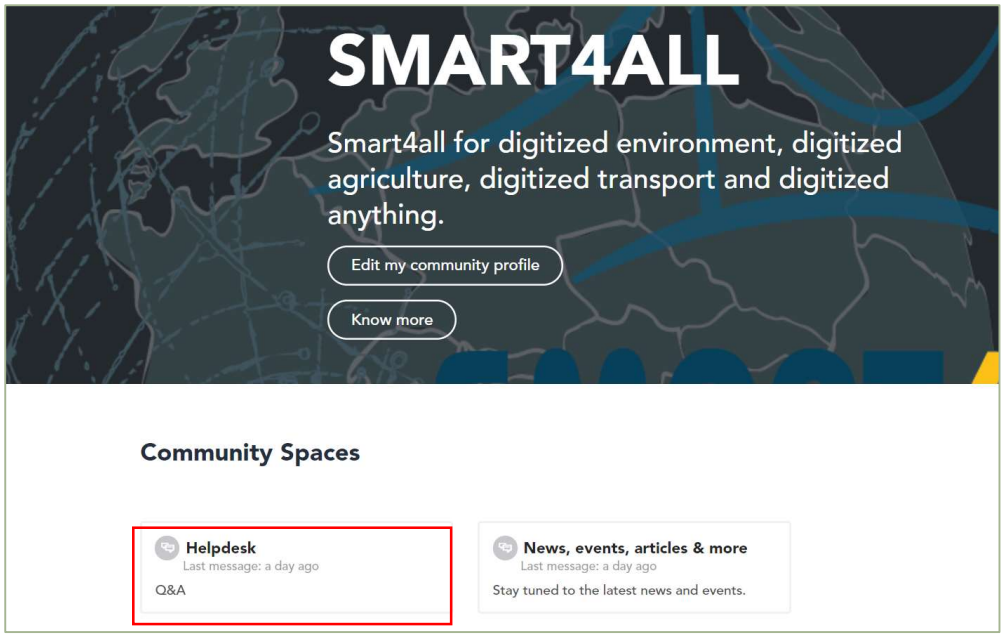


Figure 6 - Smart4All Helpdesk in FundingBox Spaces

2. Overall Summary of Selection Process

The following diagram shows the overall selection process which was followed.

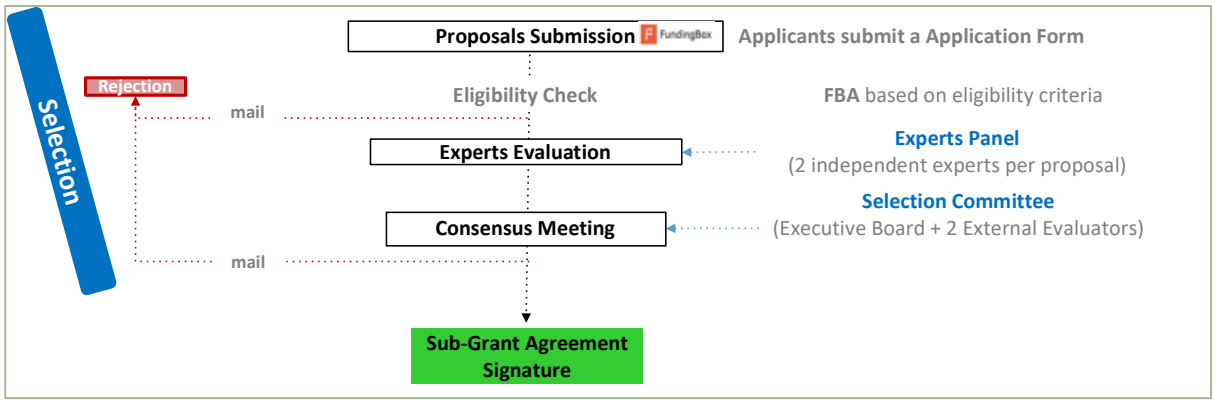


Figure 7 - Selection process

2.1. Eligibility Check

All applications had to comply with all the ELIGIBILITY CRITERIA, as detailed in Section 3 of the Guide for Applicants "Eligibility criteria". They also needed to be submitted through the online form https://smart4all-2nd-ftte.fundingbox.com/ . Proposals submitted by any other means, were not be considered for evaluation.

The applications had to be submitted before the closing time and date of the contest round, September 15th, 2021, 17:00 CEST. The time recorded during the submission processed through https://smart4all-2nd-ftte.fundingbox.com/, was taken as the official time of submission. 75 proposals submitted on time were taken into account for further evaluation (See application list in Annex 1).

Four of the proposals were rejected for not being eligible.

Table 2 - List of ineligible applicants

Username	Reason
austriacard	Both partners had a size greater than 500 employees
djokic	Application form was submitted without content
innovitech	Both partners were the same entity
bimpress1	Both entities were from the same country

2.2. Experts Evaluation

All applications having successfully passed the eligibility check were evaluated by 2 independent external evaluators with expertise in with wide expertise in CLEC, CPS and/or IoT. The pool of experts was provided by the consortium partners.

2.2.1. FTTE Evaluators

The process to appoint the new evaluators was as follows:
The experts were chosen from both from the pool of experts provided by the partners and from the pool of evaluators who applied through the FundingBox ongoing open call for evaluators. The experts were chosen according to their expertise, background and suitability in meeting the requirements of the programme.
All the external experts who confirmed their interest were sent a Guide for Evaluators and were invited to create an application form on the FundingBox Platform with their details. The external evaluator contract was prepared and signed by FundingBox (Annex 2). The contract was then sent to the evaluator who also had to sign it and upload to the FundingBox platform. Only when the signed contract was uploaded could the proposals be assigned to the evaluators via the FundingBox platform.

There was 1 evaluator briefing session completed before the evaluation phase started. The session was 1 hour long and was designed to ensure that all of the evaluators had a common understanding of the requirements of the open call.

Seven external evaluators were selected based on the number of proposals received. All of the evaluators had participated in the previous SMART4ALL open calls. The criteria of geographical distribution, gender balance and profile expertise were considered as much as possible when selecting evaluators. Each evaluator had around 20 proposals to evaluate depending on their availability.

Table 3 - List of External Evaluators.

EXTERNAL EVALUATORS			
Name	Country	Gender	Linkedin Profile
Alessandra Baccigotti	Italy	Female	https://www.linkedin.com/in/alessandra-baccigotti-ab637499/

Octavian Buiu	Romania	Male	https://www.linkedin.com/in/octavian-buiu-141a5b8/
Nuria Garcia	Spain	Female	n/a
Panagiota Tsarouchi	Greece	Female	https://www.linkedin.com/in/panagiota-tsarouchi-043b433a/
Jesús Pablo González	Spain	Male	https://www.linkedin.com/in/jesuspablogonzalez/
Marcelo Petitta	Italy	Male	https://www.linkedin.com/in/marcello-petitta-8a7a521/
Orgesi Cico	Norway	Male	https://www.linkedin.com/in/orges-cico-b5359020/

2.2.2. Experts Evaluations

In the Open Call, the experts evaluated the proposals based on the following criteria: Excellence, Impact and Implementation Criteria (explained in Guide for Applicants, GfA, Section 4.2).

(1). EXCELLENCE:

- **Ambition:** The applicants had to demonstrate to what extent that proposed FTTE is beyond the state-of-the-Art and describe the innovative approach behind it (e.g. ground-breaking objectives, novel concepts and approaches, new products, services or business and organisational models).
- **Innovation**: Applicants had to 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:** The objectives of the proposed experiments had to be clearly defined, relevant and aligned with the SMART4ALL project objectives, verticals and competence fields. The anticipated TRL elevation (typically from 5 to 7 on average, other combinations are also possible) had to be clearly described and justified.

(2). IMPACT:

- **Benefits of the collaboration**: To what extent the collaboration between the partners would benefit each of them, in terms of technical and/or business/market expectations, and to what extent this particular collaboration would lead to a successful experiment and high economic impact.
- **Market opportunity:** The applicants had 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 a specific target customer.
- **Competition:** The applicants had to provide information about the degree of competition for their product/service and if the proposal is disruptive and breaks the

market. i.e. the products/services to be brought to market can be clearly differentiated from the competition.

- **Commercial Strategy and Scalability:** The applicants had to demonstrate the level of scalability of the new/improved product meaning that the solution should not just address a specific problem but be able to be commercialised to solve a structural problem in a specific sector/process/etc., using convincing business model and business projections.
- How the proposal has an impact in the lives of **sensitive social groups**[2]. I.e. Improving or supporting the lives of people who belong in sensitive social groups (i.e. vulnerable or high-risk groups which are those groups of the population that have limited or no access to social and public goods and have difficulty or are unable at many levels and in various areas to have a good quality of life, due to characteristics related to gender, age, ethnic origin, occupation, income, physical disabilities.

(3). IMPLEMENTATION:

- **Work plan**: The workplan of the experiment had to be clearly described and fully aligned with the objectives, including Work packages, tasks and responsible partners. The time plan had to be realistic and achievable, coherent and effective.
- **Team:** The promotors had to demonstrate their management and leadership qualities, their ability to take a concept from idea to market, their capacity to carry through their ideas and understand the dynamics of the market they are trying to tap into. The team had to be balanced and cross-functional, with a strong background and skills base.
- **Resources**: They had to demonstrate the quality and effectiveness of the resources assigned in order to get the objectives/deliverables proposed.

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

The evaluation of the applications was done on-line using FundingBox platform. The Platform provides an evaluation panel for evaluators, where evaluators can easily and remotely evaluate the proposals. A specific evaluation form was created as shown in Annex 3.

The PROCESS for the expert evaluation was as follows:

- Firstly, the proposals were assigned to the evaluators using the FundingBox platform. Around 20 proposals were assigned to each evaluator.

[2] Sensitive social groups are ethnic minorities identified in the region, migrants, refugees, asylum seekers, stateless persons, people with disabilities, the homeless, those struggling with addition of any kind, isolated elderly people, people in detention, victims of gender violence, women in rural Balkan areas due to their prevalence in informal labour, HIV/AIDS affected, long term unemployment population, low-income pensioners, and children. In general, all those who face difficulties that can lead to further social exclusion, such as low levels of education and unemployment or underemployment.

- Once the allocation was done, each evaluator received an invitation to directly access, the dashboard to evaluate their proposals.
- Experts started to evaluate the proposals. The time slot assigned to external evaluators for this phase was from September 16th to October 4th, 2021.

Regarding the scoring of the proposals: the experts scored each criterion from 0 to 5[3]. The threshold for individual criteria was 3. The overall threshold, applying to the sum of the three individual scores, was 10. In addition, applicants including at least 1 member of the SEE (South Eastern Europe) region in their consortium were given 1 extra point to the overall score (obtained by adding the three individual criteria). Note: No extra point was given for Greece due to the fact that Greece was well represented in previous open call results.

Each of the proposals was reviewed by 2 external evaluators. The final scoring for all proposals in Excellence, Impact and Implementation Criteria was the average of the evaluators' individual scores. The total score for each proposal was calculated as the sum of the above-mentioned averages plus an additional point for a SEE country entity within the consortium. i.e.:

Total score = (Excellence score) + (Impact score) + (Implementation score) + 1 SEE Score

Maximum total score was 16 points.

Ties were to be solved using the following criteria, in order:

- Number of partners from a SEE country in the consortium
- Average Impact score
- Average Implementation score

2.2.3. Experts Evaluation Results

An **Evaluation Report** was created by FBA, with a ranking of all the proposals according to their scores and highlighting the scores below the individual or overall thresholds.

Fourteen of the proposals were sent for a 3rd evaluation where there was a difference in score given by the initial 2 evaluators. The criteria for requesting a 3rd evaluation was the following:

- One of the evaluators had given an overall score of 14 or 15 points (15 being the maximum score before adding the SEE extra point) and there was a difference of 4 points or more between the evaluators overall scores.
- The difference between the 2 initial scores was substantial enough to warrant a 3rd evaluation.

On completion of the 3rd evaluation, the scores from the 2 evaluators which were the most aligned were used to calculate the final score.

[3] Scoring values:

- **0 Fail**. Proposal fails to address the criterion or cannot be assessed due to missing or incomplete information
- **1 Poor.** Criterion is inadequately addressed or there are serious inherent weaknesses
- **2 Fair.** Proposal broadly addresses the criterion, but there are significant weaknesses
- **3 Good.** Proposal addresses the criterion well, but a number of shortcomings are present
- **4 Very good.** Proposal addresses the criterion very well, but a small number of shortcomings are present
- **5 Excellent.** Proposal successfully addresses all relevant aspects of the criterion. Any shortcomings are minor.

The following table shows the list of applications which received a 3rd evaluation.

Table 4 – Projects which received a 3rd evaluation

Project Name
POP-LEC
SeReADSB
M.S.f.S.
Dreye
TERMINATOR
SOCRAO
ECHO4UAV
ZOE
SRS4Road
iCT4FiRE
Cannaseed
artWater+
RAP
CuAPP

The following is the ranking report showing the top 10 ranked proposals which was discussed during the consensus meeting. (All proposals can be found in Annex 1).

Table 5 - Ranking report showing the top 10 proposals following experts' evaluation.

Country 1	Country 2	Vertical	SEE Bonus	applicant.uname	Project Name	Total Score	Final Rank
Slovenia	Italy	Digitized Anything	1	giueppo	EOSystem	16	**1**
Greece	Montenegro	Digitized Transport	1	nikolacmiljanic	TempSens	15,5	**2**
Hungary	Italy	Digitized Anything	1	tkerekes	POP-LEC	15	**3**
Netherlands	Greece	Digitized Agriculture	0	innovisser	MilkTrack	14	**4**
United Kingdom	Greece	Digitized Transport	0	skapotas	MEMFISH	13,5	5
Bulgaria	Greece	Digitized Anything	1	asoukoulia	CHeCHo	13,5	6
Finland	Romania	Digitized Transport	1	binareio	SeReADSB	13	7
Bulgaria	Greece	Digitized Agriculture	1	nikosmylonas	SCOUT4CROP	13	8
Greece	Germany	Digitized Agriculture	0	pzervas	Areo	13	9
United Kingdom	Greece	Digitized Anything	0	aidplex	M.S.f.S.	13	10

2.3. Consensus Meeting

The 'Evaluation Committee' met at the online Consensus Meeting held on October 8th, 2021. The goal of the meeting was to decide, by consensus or majority, on the proposals to be selected for funding.

The 'Evaluation Committee' was composed of the Executive Board (EB) members. The list of attendees and the minutes from the meeting can be found in Annex 4.

The final result was that the top 4 proposals were accepted. All remaining 67 proposals were to be rejected.

The following is the table showing the results of the list of beneficiaries and reserve list.

Table 6 - List of Beneficiaries and reserve list

Rank	Project Name	Partner 1 Country	Partner 2 Country	Vertical	Total Evaluation Score

1	EOSystem	Slovenia	Italy	Digitized Anything	16
2	TempSens	Greece	Montenegro	Digitized Transport	15,5
4	POP-LEC	Hungary	Italy	Digitized Anything	15
5	MilkTrack	Netherlands	Greece	Digitized Agriculture	14
RESERVE LIST					
6	MEMFISH	United Kingdom	Greece	Digitized Transport	13,5
7	CHeCHo	Bulgaria	Greece	Digitized Anything	13,5

2.4. Ethics Assessment

The selected proposals followed an Ethics assessment according to the Ethics requirements set out in D8.4 (M6). The results are presented in Annex 6 and will also be presented in D8.5 (M48). In summary, the SMART4ALL ethics expert performed the required Ethics Screening and Assessment procedures to the selected proposals and found no significant ethics issues to reject any of them.

2.5. Communication to Applicants

After the eligibility check, the applicants who were not eligible were informed by email by FBA stating the reason why they did not pass the eligibility criteria.

After the Consensus Meeting was closed, the following communications were carried out by FBA:

- The contact persons of the selected proposals were informed by email of their selection with Coordinator and Sub-coordinator and BTU representative in copy who would follow up on the next steps with the teams.
- The contact persons of the rejected proposals were informed by email of their rejection, including the comments made on the FundingBox platform by each evaluator, per evaluation criterion and overall.

2.6. Appeal

Following the communication of the results to the applicants, a formal appeal was received from the consortium named binareio, with the project name SeReADSB. The reason for their appeal was the following: “The evaluation of our proposal (SeReADSB) to the SMART4ALL 2nd Open Call for Focused Technology Transfer Experiments (FTTE)”. See their full appeal letter and the official response from the committee in Annex 5.

Binareio was ranked in 7th place overall with a total score of 13,0.

Following the review of the points raised by the consortium, the evaluators were contacted for further clarification on the comments. These were provided to the applicant in the official response letter (Annex 5).

3. Conclusions

- **Verticals**: There was a lack of representation of proposals from the Digitized Environment Vertical. It should be analyzed why this is the case and raised with the Task force leaders and possibly advertise the open call more aggressively in environmental domains, e.g. universities focusing on environmental research.
- **Repeat Applicants:** More help will be provided to repeat applicants who consistently score high in order.
- **Country distribution:** Some countries are always very well represented, such as Greece and Montenegro, however others are still not that active despite the fact that there are currently no travel restrictions. This needs to be addressed.

Annex 1 – Proposals Received

Note: Rows highlighted in red are ineligible proposals. Those highlighted in green are the funded proposals. (All 75 submitted proposals listed below).

Project Acronym	Project Title	Partner 1 Name	Partner 1 Country	Partner 2 Name	Partner 2 Country	Project Tagline	Vertical
SMARTBIRD	A smart tool for monitoring wild birds' population with Artificial Intelligence &Deep	Akdeniz University	Turkey	TERRA SPATIUM SA	Greece	A smart tool for monitoring migratory birds' population with Earth Observation methods, Artificial Intelligence and Deep Learning techniques	Digitized Environment
AgriAdapt	Energy efficient UAV-based agriculture through context-aware neural network	University of Ljubljana	Slovenia	GEO-K s.r.l.	Italy	Achieving energy-efficient UAV-based agriculture through real time adaptation of the CNN-based image processing pipeline	Digitized Agriculture
POP-LEC	Power Profiler for Low Energy Computing	PCB Design Kft.	Hungary	NplusT srl	Italy	Equipment for characterizing and optimizing the power consumption of CPS/IoT devices in their early development stage.	Digitized Anything
AI4SMB	AI4SMB, also named in German as KI4KMU, to open A	AI4SMB @ Balance Consulting	Germany	K&K Kommunikations Holding	Germany	AI4SMB to open AI processing to SMB within EU offering economical AI for SMBs in digital business processes, from production & maintenance &	Digitized Anything
MEMFiSH	Machine Learning to detect marine fouling in ships	Insybio LTD	United Kingdom	IOANNIS LOUKERIS - SPACE HORIZON (SH)	Greece	Early marine fouling detection in ships by using machine learning to prevent fuel overconsumption, hull cleaning and environmental penalties	Digitized Transport
SCOUT4CROP	Scouting solution for optimal pest management and spraying in vineyards	Digital Spaces Living Lab	Bulgaria	EdenCore Technologies IKE	Greece	Scouting solution for optimal pest management and spraying in vineyards	Digitized Agriculture
Get Work	Get Work	Get Work & Home j.d.o.o.	Croatia	KEIT	Serbia	Social network that connects offer and demand of services in city through the interactive map	Digitized Anything
SAVD	Smart Device for Rapid Detection of Airborne SARS-CoV-2 Particles	University of Banja Luka (UBL)	Bosnia and Herzegovina	Thera Food IKE (TF)	Greece	Smart Airborne Detector (SAVD) device that can detect SARS-CoV-2 in the air in enclosed spaces in real-time and at the time of infection.	Digitized Environment
SRT	Smart Roots for Trees	Bluebiloba Startup Innovativa srl	Italy	Evolve Web Studio shpk	Albania	SMART ROOTS is an IoT solution for urban trees, by a tree stability control system, based on sensors and roots artificial anchoring	Digitized Agriculture
TUNNLL	Tunnll	Tovarna idej d.o.o.	Slovenia	Skanatek AB	Sweden	A next-generation mass transit system for any small and mid-sized town, a personal bus	Digitized Transport
ROSE	Rapid On-site aflatoxin aSsessmEnt	BioSense Institute	Serbia	ART21 UAB	Lithuania	The project aims to develop a protocol for grain quality check for aflatoxin presence, to avoid large-scale contamination in the silos.	Digitized Agriculture
SeReADSB	Secure and Resilient ADS-B for Safer Drones-based Digital Transport	Binare Oy	Finland	HeadHunter Limited	Romania	Drones for Future Digitalized Transport/Anything: Safe and Efficient with ADS-B, yet must be Secure and Resilient against Cyberattack	Digitized Transport
WelderBot	Welding collaborative robot platform transfer to AutoKobot Kft	Canonical Robots S.L.	Spain	AutoKobot Kft.	Hungary	Software, hardware-independent collaborative welding platform, which allows inexperienced operators to perform high quality welding.	Digitized Anything
AirSENSE		INEGI	Portugal	DOMX PRIVATE COMPANY	Greece	indoor air quality, IAQ, IoT, sensors, smart home, COVID-19	Digitized Environment
HOM	Helm Order Monitor	Fraunhofer Institute for	Germany	ELNAV	Croatia	Helm Order Monitor uses automatic speech recognition to increase safety of navigation.	Digitized Transport

MOMLIFE	Monitoring of the current movement and life cycle of the spruce lichen-eater in the forest	Ceske Radiokomunikace,	Czech Republic	iterSoft SK, s.r.o. Zvolen	Slovakia	Monitoring of the current movement and life cycle of the spruce lichen-eater in the forest habitat using digital technologies	Digitized Environment
CuAPP	IoT-based Assessment of Copper residues on	VINIDEA s.r.l.	Italy	AZ Farming	Slovenia	Development of an IoT system that allows farmers to quickly assess residual copper on	Digitized Agriculture
WRIO	Web 3.0 IoT Platform: a Facebook for smart devices	WRIO Ltd	United Kingdom	Green Bee Europe OÜ	Estonia	A Facebook for smart devices	Digitized Anything
	Innovitech	Innovitech IKE	Greece	Innovitech LTD	United Kingdom	Product & development of innovative products for the aquarium industry	Digitized Environment
AI-nalytic	AI-nalytics for critical infrastructure monitoring	Optima Ideas, s.r.o.	Slovakia	Cybersecurity Guard a.s. (firm owned by Thein)	Czech Republic	Unique AI EdgeComputing solution turns regular cameras into smart cameras brings revolution in security to monitor critical infrastracture	Digitized Environment
SRS4Road	Smart Rainfall System for Road Weather Information Services	Artys	Italy	CGS Labs d.o.o.	Slovenia	Novel Road Weather Information System for climate resilient roads and drivers safety through innovative precipitation monitoring technology	Digitized Transport
ShopMate	IoT solution to enhance customer experience and develop phygital services for smart retail	BESPOT IKE	Greece	VEROPOULOS D.O.O.	Serbia	IoT solution to enhance customer experience and develop phygital services for smart retail	Digitized Environment
TERMINATOR	mulTispEctRal iMagINg AuTonOmous Robot	TERRA ROBOTICS P.C.	Greece	Agrowing Ltd.	Israel	Fully electric and autonomous robotic platform with multispectral imaging, providing automated weed management and smart data analytics.	Digitized Agriculture
IAMMSRL	INSTALLATION OF AUTOMATIC MICROCLIMATE MONITORING SYSTEMS IN	TODOR DIMITROV	Bulgaria	FACULTY OF TECHNICAL SCIENCES IN CACAK	Serbia	Application of CPS&IoT in raspberry production to increase the content of ellagic acid (phenol antioxidant) and improve product quality	Digitized Agriculture
AIRMAPISCA	INSTALLATION OF AIR POLLUTION MONITORING SYSTEMS IN CACAK	BIN METAL d.o.o Cacak	Serbia	University of East Sarajevo	Bosnia and Herzegovina	The main aim of AIRMAPISCA has been to develop a IoT platform as a service, or PaS, that allows air pollution mapping of Cacak city.	Digitized Environment
CrossLedge	Empowering a DLT Machine Economy in the Automotive and Consumer Goods Industry	University of Ljubljana	Slovenia	Pumacy Technologies AG	Germany	CrossLedger implements & validates a Low-Energy DLT infrstructure for enabling machine economy real-life industrial use cases.	Digitized Environment
PEDMIS	People distance monitoring IoT system	KEIT	Serbia	D.O.O. Creative Montenegro	Montenegro	People distance monitoring IoT system is consisting of a wearable sensor and IoT platform with data visualization and alarms notifications.	Digitized Anything
POKUPI	AI-Based Digital ride hailing platform to modernise the public transport system in the	INNOVATION TEK LIMITED	United Kingdom	Pokupi D.O.O	Montenegro	Book your next ride with us within minutes and get to your destination quickly by using AI and ML to get the best fair and fastest route.	Digitized Transport
WATERGUARD	Detection of pesticides in WATER at the Point-of-Need: holistic digital GUARD	Lamda88 Ltd	Bulgaria	ThetaMetrisis SA	Greece	WATERGUARD: the holistic intelligent system for the automated reporting of water quality to national and European decision-makers.	Digitized Environment
MEDIESC	MQTT ENABLED DEVICE FOR INDUSTRIAL ENVIRONMENT AIR QUALITY CONTROL	Sarajevoinvest d.o.o Pale	Bosnia and Herzegovina	FACULTY OF TECHNICAL SCIENCES IN CACAK	Serbia	The main aim of MEDIESC has been to develop a IoT platform as a service, or PaS, that allows air pollution mapping Pale city.	Digitized Environment
NFB VR	Neurofeedback Virtual Reality	Faculty of Philosophy,	Bosnia and Herzegovina	METACOGNIS Institute	Serbia	Let's defeat the diseases of modern life and the consequences caused by the CORONA virus pandemic	Digitized Anything
artWater+	Application of AI and AutoML for removal and reuse of heavy metals from industrial wastewater	RWTH Aachen University, Germany	Germany	Olimpija	Serbia	Application of AI & AutoML for removal and reuse of heavy metals from industrial wastewater in the West Balkans countries	Digitized Environment
JobiRISE	Implementation of AI-based platform JOBIRI for Recruitment, Institutional Support and	Minuta Consulting d.o.o.	Montenegro	Dream Big Hospitality DOOEL Skopje	North Macedonia	Digitized career coaching, socially responsible hiring and equal career opportunities by combining AI with brain instruments	Digitized Anything
1	1	1	Bosnia and Herzegovina	1	Montenegro	1	Digitized Anything
FAPSA	FIRST AID PARENTAL SUPPORT APPLICATION	Bom Solutions	Serbia	Clinical Observatory, University of Patras	Greece	A parent support application in times of crisis	Digitized Anything
SOLFRAM	Solar Frames	Brite Solar Technologies B.V	Netherlands	Biomimicry Greece Research and Innovation Centre	Greece	Solar Frames is a solar window fence that generates electricity from daylight which can then be used to power appliances indoors & outdoors.	Digitized Environment
Areo	Combining AR,EO&AI to transform in-field data presentation & collection for agricultural	SCIO P.C.	Greece	Geocledian GmbH	Germany	Transforming in-field data presentation and collection using AR, AI and EO for agricultural monitoring and decision support	Digitized Agriculture
CATS	Cardiovascular Anastomosis Treatment Surgery	EVO Human Performance	Greece	MENS SANA d.o.o.	Croatia	Early Diagnosis of High Intensity Areas for Anastomosis in Cardiovascular Diseases by Computational Fluid Dynamics Personalised Models.	Digitized Anything
RAP	Robotic administrator Proventum	Business Universal Media	Montenegro	PKA BALANS DOOEL SKOPLJE	North Macedonia	Transfer the innovative Proventum solution as the most efficient way to digitize SMEs and implement it on the market of the recipient.	Digitized Anything
iOregano		SPECTROLABAS d.o.o.	Croatia	Hippocratic Essentials P.C.	Greece	Remote sensing and monitoring of organic oregano fields for the purposes of quantification and mapping of unwanted Pyrrolizidine Alkaloids.	Digitized Agriculture
SOCRAO	Soil Organic Carbon Remote Assessment for Orchards	CINTERACTION DOO	Serbia	SmartCloudFarming GmbH	Germany	Development of SaaS for assessment of carbon stock in olive orchards, based on satellite imagery and SOTA deep learning technology.	Digitized Agriculture
	Drone & AI Based Plant Stress Detection System	University of Maribor	Slovenia	"13. jul Plantaze" ad	Montenegro	Development of advanced sensors, enhanced with AI decision-making system and drone inspections.	Digitized Agriculture
SMARTPANEL	Smart Structural Fiber-cement Panel for Passive House	Lagertha SIA	Latvia	EXEDRA SYSTEM OÜ	Estonia	Smart Structural Fiber-cement Panel for Green & Passive Smarthouse	Digitized Environment
HealthTwin	Personal Twin as a Service on extreme edge: The technology for health-driven online fitness	Helin	Netherlands	Urban Fitness	Serbia	Developing new methods for creating Personal Twins on extreme edge used for monitoring health status in online training	Digitized Anything

Project Acronym	Project Title	Partner 1 Name	Partner 1 Country	Partner 2 Name	Partner 2 Country	Project Tagline	Vertical
ADaMS&ASIA	Customised Low-Energy Computing for Road Safety on field data collection	Promet i prostor d.o.o.	Croatia	FRED ENG Srl	Italy	The integration of FRED Road Safety expertise and PiP CLEC expertise ADaMS&ASIA will allow long lasting on-field data collection sessions	Digitized Transport
BOT.S.E.A.	BOT Supported Enhanced Agriculture	PATRAS UNIVERSITY LAB OF AUTOMATION	Greece	Serbia Organica The National Association for devel	Serbia	BOT Supported Enhanced Agriculture	Digitized Agriculture
CoDeS	Commercialization of COVID and cancer detection software from medical images	International Burch University	Bosnia and Herzegovina	Optimus Consulting	Montenegro	Developing and commercialization of COVID and cancer detection software from medical images	Digitized Anything
DigiClinic	Providing long term access to complete database in occupational medicine through digitized archive	Heliant Beograd	Serbia	Nasa Medicina doo	Montenegro	Implementing technology to digitize data archive in Occupational Health institutions and create Covid-safe environment	Digitized Anything
Green IoT	AUTOMATED IoT BASED GREENHOUSE MANAGEMENT SYSTEM	CTT – University of Zagreb, Faculty of Mechanical	Croatia	SIMT d.o.o.e.l. Skopje	North Macedonia	Application experiment of prototype solution for automation of greenhouse management in lab and real environment using of IoT technology	Digitized Agriculture
	Engagement Screen	SIMETRIJA d.o.o.	Slovenia	SafeSize B.V. Greek Branch	Greece	The development of an engagement LCD screen to be included in the foot scanner of SafeSize foot scanner to increase the customer experience.	Digitized Anything
ICARUS	Solar-Powered Unmanned Aerial Vehicle Fleet	Eskisehir Technical University	Turkey	Libre Solar Technologies GmbH	Germany	A lightweight MPPT development for solar-paneled vehicles	Digitized Transport
EEPC	Enrgetic-Environmental PowerCenter	Exulans corporation Tirana	Albania	Exulans corporation Montenegro	Montenegro	Powercenter allows your house to be energy independent and one hundred percent environmentally friendly!	Digitized Environment
ECHO4UAV	Energy Optimization and Harvesting for Autonomous Inspection System	CRESITT Industrie	France	VERTLINER Private Company	Greece	Energy consumption optimization and harvesting mechanism from motor vibrations for an inspection UAV operating in an indoor environment.	Digitized Environment
FlexCount	FlexCount: a flexible vehicles and pedestrians counting	VIRTECH LTD	Bulgaria	UNeed.IT Srl	Italy	A flexible vehicle and pedestrian counting system based on advanced image processing, Big Data, AI and Customised Low-Energy Computing	Digitized Transport
Dreye	Drive + eye : Keep an Eye on Drive	Spark Works Limited	Ireland	NexusIT Ltd	Bulgaria	Next generation gamefied eco-driving application combining IoT edge computing with advanced learning analytics techniques	Digitized Transport
TempSens	Development of innovative RFID temperature based system in agri-food cold supply chain	Christos Alexakos	Greece	Nikola Cmiljanic	Montenegro	Ensuring the delivery of high-quality agri-products using a cold supply chain monitoring system based on Temperature RFID Sensors	Digitized Transport
EOSystem	Energy Optimized drone-based healthcare delivery System	UNIVERZA V LJUBLJANI	Slovenia	AB ZERO srls	Italy	Transferring an intra-device low-energy sensor network ensuring energy optimization & reliability of UAV-based biological materials delivery	Digitized Anything
HP	Hybrid Photogrammetry	Srednja masinska skola	Serbia	CONNECTION INTERNATIONAL d.o.o	Slovenia	The safety of people in passenger transport is the most important challenge we face in the 21st century. Let's overcome that challenge.	Digitized Anything
Cannaseed	Implementing Nutrisense DSS and Ion Selective Elecrodes for optimal Cannabis Nutrition	Agricultural University of Athens	Greece	Green Medicals MKD DOO Kocani (G.M.)	North Macedonia	Advanced Cannabis nutrition based on Nutrisense DSS software and ISE sensors	Digitized Agriculture
5G Loc Box	5G IoT Localization as a Service in a box	London South Bank University	United Kingdom	SIGINT SOLUTIONS LIMITED	Cyprus	5G IoT Localization as a Service in a box to be used for First Responders in case of crisis incidents and other commercial sectors	Digitized Anything
CHeCHo	Co-VID-19 Health Care At Home (CHeCHo)	GATE Institute Sofia Univ. St. Kliment Ohridsky	Bulgaria	SMART ENGINEERING & MANAGEMENT SOLUTIONS PC -SEEMS	Greece	Co-VID digital surveillance, of patient at home, Health Care System, supported by AI algorithms.	Digitized Anything
SMARTTRAK	SMartAgRo-food Technology TransfeR frAmeworK	Ionian University Research Committee	Greece	AZRRI – Agencijazaruralnirazvojistred	Croatia	In-depth study & transfer of innovative business models for the modernisation of rural economies towards forming efficient value chains.	Digitized Agriculture
DPD3SSi3D	Digital Predistortion Platform Enabler for III-V 3DIC integration with Silicon technology	Tyndall National Institute (MCCI)	Ireland	Circuits Integrated Hellas IKE	Greece	Digital Predistortion, IoT, SATCOM, 5G and Beyond, Broadband Data, III-V, Si, SiGe, ADC	Digitized Transport
MilkTrack	NIR sensor & tracking platform for daily diary processing	Mantispectra b.v.	Netherlands	AgriTrack.io	Greece	Real-time, on-the-field traceability and quality automation platform for milk farmers enhanced with new portable near-infrared spectroscopy	Digitized Agriculture
M.S.f.S.	ScolioSense: Monitoring System for Scoliosis	Ideas Forward Ltd	United Kingdom	AidPlex P.C.	Greece	Patent-pending medical device improving the outcome of scoliosis treatment by monitoring patient adherence & enabling back brace adaptation.	Digitized Anything
iCT4FiRE	Integrated charging and active lighting solution for first responders' workwear and PPE	ComSensus, komunikacije in	Slovenia	SCILIF S.R.O.	Czech Republic	Integrated charging and active lighting solution for first responders' workwear and PPE equipment	Digitized Anything
ZOE	Self-Powered and ML-Driven Edge IoT Water Grid Management System	Advanced Microturbines Srl	Italy	Medius d.o.o.	Slovenia	ZOE is a self-powered water grid control system that enables remote monitoring and increased safety through an edge computing ML algorithm.	Digitized Environment
COLETTE	COnfigurable Low powEr cybersecuriTy for smart IoT Environments	CERTH/ITI	Greece	SC Inform Lykos S.A.	Romania	Improving the security of low-power IoT installations for people with disabilities and the elderly in the South Eastern European region	Digitized Anything
IOTOPM	IoT open platform module	Velbit Trejd DOOEL Skopje	North Macedonia	Bransys SRB DOO Beograd	Serbia	IoT open platform module with extremely low power consumption for vehicle asset tracking and management.	Digitized Transport
SAMBA	Smart Autonomous Multifunctional Buoy Agent	H2O Robotics, Ltd.	Croatia	PME Mare srl	Italy	Low power system for exchange underwater information from environmental sensors, divers and connect the Internet of Underwater Things	Digitized Environment
Agri-5G	Agri-5G: Smart Agriculture low-power IoT / Edge-Computing experiment	UNIVERZA V MARIBORU	Slovenia	Primo Principio S.c.a.r.l.	Italy	Agri-5G: Smart Agriculture low-power and low cost IoT / Edge-Computing experiment	Digitized Agriculture
COMMODITY	CargO deMand Forecasting in a ship-unique cargo Matched cOnDiTIons sYstem	The University of Sheffield	United Kingdom	27 Research	Greece	Development or enhancement of pre-existing models and forecasting techniques in relation to trading, operating and supervising in the mariti	Digitized Transport
AID	AI powered Diagnostics	Ellogon AI BV	Netherlands	IMR DIAGNOSTICS SA	Greece	Development of AI based diagnostic tools	Digitized Anything
NOSP	Non-contact shopping portal	KEIT	Serbia	D.O.O. Creative Montenegro	Montenegro	Non-contact shopping portal with a touchscreen that allows regular stores to function without human interaction between buyer and seller.	Digitized Anything
SEAFRONT	SecurE, Automatic, eFficient and decentRalized pOrt physical space maNagemenT	University of Thessaly	Greece	Agata Technology SL	Spain	Fast, easy and secure way for all port stakeholders to optimise the utilisation of physical space and conform to imposed requirements.	Digitized Transport

Annex 2 – Evaluator Contract

SERVICE CONTRACT

This **Contract** ('the Contract') is **between** the following parties:

FUNDINGBOX ACCELERATOR SP. Z O. O. (hereinafter FBOX), REGON 146515350, established at Aleje Jerozolimskie 136, 02-305; Warsaw, Poland, VAT number PL7010366812, entered into the Register of Entrepreneurs kept by the District Court for the Capital city of Warsaw, 12th Commercial Division of the National Court Register, under KRS number 0000447935, with a share capital of PLN 180.000,00, represented by Anna Dymowska - Proxy,

and,

1. [name and surname], citizen of [country], living at [address], [tax identification number], (hereinafter the Contractor).

2. [company name], registered at [address], [tax identification number], (hereinafter the Contractor).

The parties referred to above have agreed to enter into this Contract under the terms and conditions below. By signing this Contract, the Contractor confirms the fact of having read, understood and accepted the Contract and all obligations and conditions hereunder**, including the Code of Conduct in the event of a Conflict of interest and Guide for Evaluators.**

ARTICLE 1 — SUBJECT MATTER OF THE CONTRACT

1. FBOX hereby contracts the Contractor **to evaluate the proposals submitted in Smart4All 2nd Open Call for Focus Technology Transfer Experiments (FTTE)**. The Contractor undertakes as well to participate in the briefing sessions and, if applicable, in the consensus meeting organised by the Smart4All Consortium and also in the post evaluation meeting to explain the reasoning behind evaluations.
2. The Contractor will evaluate around **20** proposals assigned, within the period **from 16.09.2021 until 30.09.2021. The evaluation will be run on-line, through the FundingBox platform (Platform). Evaluator shall produce an evaluation report on the Platform.**
3. For the proper performance of the Contract, the Contractor will receive a fee of **€ 75 (seventy five euro) per evaluated proposal**.
4. Participation in the briefing sessions, the consensus meeting or in the post evaluation meeting described in Article 1.1. is directly related to the aforementioned evaluation of the proposals and included in the fee specified in Article 1.3., without the right to any additional fee.
5. The Contractor declares that she/he performs the Contract within Contractor's business activity/as a natural person not running a business.
6. In the case that the Contractor does not perform an economic activity and:
    a. **is a fiscal resident of Poland**, the fee is the total amount and all national contributions and taxes due will be deducted from the fee and paid by FBOX to tax authorities and social security institutions;
    b. **is not a fiscal resident of Poland**, the fee is the total amount and the Contractor is solely responsible for compliance with his/her national law, in particular in relation to tax and social security and labour law arising from this Contract.
7. In the case that the Contractor performs an economic activity and if national and international tax rules provide so, the Contractor may charge VAT on the fee.

ARTICLE 2 — PERFORMANCE OF THE CONTRACT

1. The Contractor shall perform the Contract with the utmost professional care and in compliance with its provisions, deadlines and all legal obligations under applicable EU, international and national law (including but not limited to tax, labour and social security matters), and shall indemnify FBOX against any claims that may be motivated by non-compliance with the said obligations.
2. The Contractor shall ensure compliance with the **Code of Conduct.**
3. The Contractor is responsible for paying all national contributions and taxes due[4].
4. The terms and conditions of this Contract do not constitute an employment contract. Neither Party may act as a representative or agent of the other, nor may it take any action that implies the appearance of a link or dependence with respect to this Contract.
5. Contract shall perform the evaluation in person and cannot rely on third parties to perform the activities set forth in this Contract. The Contractor cannot subcontract the provision of the Services subject to this Contract.
6. If the Contractor is unable to fulfil obligations hereunder, he/she shall immediately inform FBOX about it.
7. The Contractor cannot transfer any liabilities arising from this Contract without the prior written consent of the authorised FBOX representative.
8. The evaluation will be run personally by [name and surname].
9. The Contractor shall compensate FBOX for any damage resulting from a false statement if the statement regarding the Contractor's business status indicated in Article 1.6 of this Agreement proves to be false.

ARTICLE 3 — PAYMENT OF THE FEE

1. The fee will be paid within 30 calendar days after submission of the last complete evaluation report and delivery of all required documents (completed application on https://contracts.fundingbox.com/, signed contract, properly issued receipt/invoice, certificate of fiscal residence - if applicable). In the case that FBOX ordered additional services, the fee for those services will be paid within 30 calendar days after their completion and delivery of the properly issued invoice for those services.
2. The fee will be paid in EURO, so the Contractor shall provide a euro bank account (otherwise the Contractor will bear all currency conversion costs).
3. The Contractor should provide the following information as a description on the invoice/receipt:

   Smart4All Project GA No. 872614, External Evaluator services

   and the invoice/ receipt must be issued to:

   FundingBox Accelerator Sp. z o. o.

   VAT number PL7010366812

   Al. Jerozolimskie 136, 02-305 Warszawa, Poland
4. In order to release the payment, FBOX must be provided with a valid Certificate of fiscal residence (CFR)[5]. The validity date is indicated directly in the document or in the absence of such information, the CFR is valid no more than 12 months from the date of its issuance. The CFR must be valid at the moment of releasing the payment.

   CFR should be issued:
   a. **in the name of the Contractor - if the Contractor does not perform an economic activity;**
   b. **in the name of the company - if the Contractor runs an economic activity.**

   If the Contractor fails to deliver this certificate, the fee may be reduced by the additional tax that FBOX must pay due to the lack of the CFR (around 20%).

[4] For the avoidance of doubt this requirement does not apply to the fiscal residents of Poland

[5] For the avoidance of doubt this requirement does not apply to the fiscal residents of Poland

5. FBOX is considered to have paid the fee on the day its account is debited.
6. The Contractor is obliged to deliver any additional documentation requested by FBOX after the completion of the Contract if such a request results from an audit run by the EC or other authorised bodies.

ARTICLE 4 — IPR

1. Under this Contract and within the fee specified in Article 1, the Contractor authorises FBOX to use the evaluation reports produced under this Contract for all purposes needed to run the Smart4All Project (in particular: to give feedback to Applicants, to run a complaint procedure, to share them with project partners, to present them to the EC).
2. The Contractor grants the authorisation at the moment of submitting a given report.

ARTICLE 5 — TERMINATION OF THE CONTRACT

1. FBOX may terminate the Contract at any moment if the Contractor:
    a. fails to perform tasks under this Contract or performs them poorly or with delay, or
    b. has committed substantial errors, irregularities or fraud, or is in serious breach of obligations under the selection procedure or under the Contract, including false declarations relating to the Code of Conduct, or
    c. the Contractor is in the conflict of interest position.
2. FBOX will notify the Contractor of its intention to terminate the Contract in writing, including the reasons for the intended termination. In case of doubt, an e-mail is considered a written form.
3. The termination will take effect on the day after the notification was sent to the Contractor unless otherwise stated in the notification.

ARTICLE 6 — CONFIDENTIALITY

1. The Contractor undertakes to strictly observe the secrecy and confidentiality of documents, data and information related to the Smart4All 2nd Open Call for Focus Technology Transfer Experiments, provided or communicated under this Contract (hereinafter, Confidential Information), in particular all information included in the evaluated proposals, and not to disclose or use the Confidential Information for purposes other than the subject of this Contract.
2. For the avoidance of doubt, the Contractor shall treat all the data included in the proposals as confidential, subject to the provisions of section 3 below.
3. In case of doubt, the following is not considered confidential:
    a. publicly available information,
    b. the information that has been disclosed by the other party to the public,
    c. the information which the other party may determine on the basis of its own records, or that was in its possession at the time of disclosure, or that had not been obtained directly or indirectly from the other party,
    d. the information that a Party receives as non-confidential from third parties having the right to disclose such information,
    e. the information disclosed to institutions, local governments, inspection authorities and the Authorities who are authorised to acquire it,
    f. the information disclosed in order to pursue claims under this Contract.
4. The Parties undertake to use Confidential Information only for proper execution of this Contract.
5. The obligations referred to in this Article remain in force indefinitely after termination for any reason or expiration of this Contract.

ARTICLE 7 — CONTRACTUAL PENALTIES, LIABILITY FOR DAMAGES

1. FBOX cannot be held liable for any damage caused or sustained by the Contractor or a third party during or as a consequence of performing the Contract, except in the event of FBOX's wilful misconduct or gross negligence.
2. FBOX may impose contractual penalties in the event of:
    a. violation by the Contractor of the principles of independence and impartiality referred to in this Contract - in the amount of € 5,000 (five thousand euros) for each violation;
    b. the Contractor's failure to fulfil contractual obligations concerning confidentiality – in the amount of up to € 50,000 (fifty thousand euro) for each violation;
    c. the Contractor's failed to fulfil contractual obligations indicated in Article 3.6 of this Contract or made a false statement indicated in Article 10.5 of this Contract – in the amount of the fee received upon this Contract;
3. In the event of damage in excess of the reserved contractual penalties, FBOX has the right to claim additional compensation on a general basis according to the Polish law.

ARTICLE 8 — PERSONAL DATA and CONFIDENTIAL INFORMATION

1. The Controller of your personal data is FundingBox Accelerator Sp. z o.o. Your personal data is processed for purposes related to the performance of this Contract. For more information you may contact us at privacy@fundingbox.com.
2. The legal basis for data processing is art. 6.1. b) of GDPR (performing the Contract) and art. 6.1. c) of GDPR (compliance with a legal obligation to which FBOX is subject).
3. You have the right to access your personal data, to request the rectification, transfer, removal or limitation of the processing of your personal data; you also have the right to object to the processing of your personal data and to lodge a complaint with a supervisory authority (https://uodo.gov.pl/en).
4. To the extent that the activities of the Contractor or the services provided by the Contractor involve the processing of personal data held by FBOX, FBOX authorises the Contractor to process those data. The Contractor shall comply with the following obligations:
    a. to process personal data in accordance with all instructions provided by FBOX, including in this Contract;
    b. to use personal data included in the application forms only to evaluate those proposals;
    c. not to apply or use personal data for any purpose other than the evaluation of the assigned proposals;
    d. not to transmit personal data, not even for their preservation, to any third party;
    e. not to copy any of the data included in the proposal;
    f. not to store or perform any other operations on personal data on private computers or servers (processing of personal data should take place only on FBOX Platform (fundingbox.com)),
    g. to stop processing personal data at the termination of the contractual relationship;
    h. not to give access to the applications to any other person and/or institution;
    i. to apply all technical and organisational security measures to secure personal data, among others:
        i. not to pass own password to the fundingbox.com Platform to anyone;
        ii. not to use public networks, use only secured internet connections;
        iii. not to use computer that might be accessed by other persons;
        iv. to log out after each session;
        v. not to let the internet browser used to remember the password to the assessment Platform.

Authorisation to process personal data is valid until **completion of the Contractor's tasks.** The same obligations apply to the Confidential Information.

ARTICLE 9 - EC RIGHTS

1. The Contractor is obliged to store, either on paper or in electronic version, the documents concerning this Contract for external audit purposes for 5 years from the end of the

Smart4All Project (31.12.2023). The Contractor is in general bound by art. 22 and 23 of the Annotated Model Grant Agreement - AGA of the H2020 Programme.

2. The Contractor shall support the EC, the European Anti-fraud Office (OLAF) and the Court of Auditors to exercise their powers of control, audit and monitoring of documents, information, even stored on electronic media, or on the final recipient's premises, and shall comply with the Regulation for the Protection of the financial interests of the European Union.

ARTICLE 10 — APPLICABLE LAW AND DISPUTE SETTLEMENT, MISCELLANEOUS

1. This Contract is governed by the law of Poland. EU law will apply where necessary.
2. Disputes concerning the interpretation, application or validity of the Contract that cannot be settled amicably must be brought before courts in Warsaw.
3. Annexes to the Contract shall form an integral part hereof.
4. Any amendments to this Contract shall be made in writing, otherwise they shall be null and void.
5. The Contractor confirms the fact of not being an employee or permanent associate of any Smart4All Consortium partner.
6. This Contract enters into force on the day of assigning the first evaluation on the Platform.

The Contractor	**On behalf of FBOX:**
NAME	Anna Dymowska - Proxy

ANNEX 1 - EXTERNAL EVALUATION FUNDAMENTALS

The Contractor confirms the fact of having read and understood the Code of Conduct in the event of a Conflict of interest and Guide for Evaluators for Smart4All Project and will follow the rules outlined therein during evaluation of the applications assigned. Both documents are provided by FBOX via e-mail before contract signature.

The Contractors shall **perform their work impartially, with strict confidentiality**. As the Contractor, you are required to:

a. confirm that there is no conflict of interest for the work you are carrying out by checking the appropriate box next to each evaluated proposal;
b. inform the Smart4All Selection Committee represented by FBOX of any conflicts of interest arising in the course of your work.

In general, a **conflict of interest** exists if the Contractor has any vested interests in relation to the proposals assigned for evaluation, or the Contractor and/or its organisation stands to benefit directly or indirectly from the work carried out, or is in any other situation that compromises the ability to carry out work impartially.

Smart4All Selection Committee, will decide whether a conflict of interest exists, taking into account the circumstances, available information and related risks when the Contractor is in any situation that could cast doubt on the ability to carry out work, or that could reasonably appear to do so in the eyes of an external third party.

A **disqualifying conflict of interest** exists if the Contractor:

- was involved in the preparation of the proposal,
- stands to benefit directly from the proposal to be accepted,
- has a close family relationship with any person representing an applicant organisation in the proposal,
- is an investor, director, trustee or partner of an applicant organisation,
- is employed by one of the applicant organisations in a proposal,
- is in any other situation that compromises the ability to evaluate the proposal impartially.

A **potential conflict of interest** may exist even in cases not covered above if the Contractor:

- was employed by one of the applicant organisations in a proposal within the last three years,
- is involved in a contract or collaboration with an applicant organisation, or has been so in the last three years,
- is in any other situation that could cast doubt on the ability to evaluate the proposal impartially, or that could reasonably appear to do so in the eyes of an external third party.

Contractors with a disqualifying conflict of interest may not participate in the evaluation at all.

Annex 3 – Evaluator Form

Excellence

E1) Ambition. The applicants have to demonstrate to what extent that proposed FTTE is beyond the state-of-the-Art and describe the innovative approach behind it (e.g. ground-breaking objectives, novel concepts and approaches, new products, services or business and organisational models). *

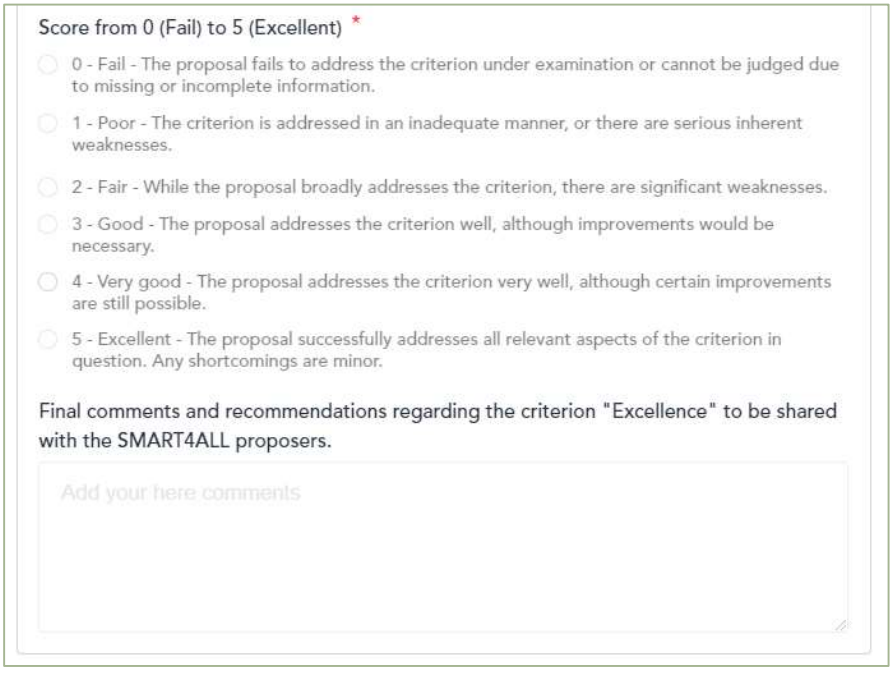
Please add your own comment here (maximum 500 characters).

E2) Innovation. Applicants should provide information about the level of innovation within their market and about the degree of differentiation that this project will bring. *

Please add your own comment here (maximum 500 characters).

E3) Soundness of the approach. The objectives of the proposed experiments should be clearly defined, relevant and aligned with the SMART4ALL project objectives, verticals and competence fields. The anticipated TRL elevation (typically from 5 to 7 on average, other combinations are also possible) should be clearly described and justified. *

Please add your own comment here (maximum 500 characters).



Score from 0 (Fail) to 5 (Excellent) *

- 0 - Fail - The proposal fails to address the criterion under examination or cannot be judged due to missing or incomplete information.
- 1 - Poor - The criterion is addressed in an inadequate manner, or there are serious inherent weaknesses.
- 2 - Fair - While the proposal broadly addresses the criterion, there are significant weaknesses.
- 3 - Good - The proposal addresses the criterion well, although improvements would be necessary.
- 4 - Very good - The proposal addresses the criterion very well, although certain improvements are still possible.
- 5 - Excellent - The proposal successfully addresses all relevant aspects of the criterion in question. Any shortcomings are minor.

Final comments and recommendations regarding the criterion "Excellence" to be shared with the SMART4ALL proposers.

Add your here comments

Impact

M1) Benefits of the collaboration: To what extent the collaboration between the partners will benefit each of them, 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. *

Please add your own comment here (maximum 500 characters)

M2) 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 a specific target customer. *

Please add your own comment here (maximum 500 characters)

M3) Competition: The applicants have to provide information about the degree of competition for their particular product/service and if the proposal is disruptive and breaks the market. i.e. the products/services to be brought to market can be clearly differentiated from the competition. *

Please add your own comment here (maximum 500 characters)

M4) 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 be commercialised to solve a structural problem in a specific sector/process/etc., using convincing business model and business projections. *

Please add your own comment here (maximum 500 characters)

M5) Does the proposal have an impact on sensitive social groups? *

Please add your own comment here (maximum 500 characters)

IMPACT OVERALL SCORE *

- 0 - Fail - The proposal fails to address the criterion under examination or cannot be judged due to missing or incomplete information.
- 1 - Poor - The criterion is addressed in an inadequate manner, or there are serious inherent weaknesses.
- 2 - Fair - While the proposal broadly addresses the criterion, there are significant weaknesses.
- 3 - Good - The proposal addresses the criterion well, although improvements would be necessary.
- 4 - Very good - The proposal addresses the criterion very well, although certain improvements are still possible.
- 5 - Excellent - The proposal successfully addresses all relevant aspects of the criterion in question. Any shortcomings are minor.

Final comments and recommendations regarding the criterion "Impact" to be shared with the SMART4ALL proposers. *

Implementation

I1) Work plan: The workplan of the experiment should be 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. *

Please add your own comment here (maximum 500 characters)

I2) Team: The promotors 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. *

Please add your own comment here (maximum 500 characters)

I3) Resources: The quality and effectiveness of the resources assigned should be clearly explained in a way that demonstrates how the objectives/deliverables proposed will be achieved. *

Please add your own comment here (maximum 500 characters)

Score from 0 (Fail) to 5 (Excellent) *

- 0 - Fail - The proposal fails to address the criterion under examination or cannot be judged due to missing or incomplete information.
- 1 - Poor - The criterion is addressed in an inadequate manner, or there are serious inherent weaknesses.
- 2 - Fair - While the proposal broadly addresses the criterion, there are significant weaknesses.
- 3 - Good - The proposal addresses the criterion well, although improvements would be necessary.
- 4 - Very good - The proposal addresses the criterion very well, although certain improvements are still possible.
- 5 - Excellent - The proposal successfully addresses all relevant aspects of the criterion in question. Any shortcomings are minor.

Final comments and recommendations regarding the criterion "Implementation" to be shared with the SMART4ALL proposers.

Add your here comments

OVERALL SCORING

Do you propose this proposal to be selected for funding *

Yes No

Expert overall comments *

Please add your own comment here (maximum 500 characters)

Declaration of no conflict of interest

I declare that, to the best of my knowledge, i have no direct or indirect conflict of interest in the evaluation of this proposal. *

Yes

Annex 4 – Consensus meeting minutes

Minutes of the Consensus Meeting

Meeting Minutes

Date: 08 October 2021

10.00 – 11.00 CEST

Attendees:

The Selection Committee: Georgios Keramidas (UoP), Christos Antonopoulos (UoP), Florian Frike (BTU CS), Tanya Politi (PSP), Radovan Stojanovic (MECOnet), Juan Francisco Blanes Noguera (UPV), George Dimitriou (FORTH), Marc Reichenbach (BTU CS), Sophia Karagouni (Margarita)

FundingBox: Antonio Montalvo, Lynda O'Mahony

Moderator: Antonio Montalvo (FBA) WP6 leader

Main Goal Of the meeting:

The goal of the meeting was to decide, by consensus or majority, on the proposals to be selected for funding using the ranking of the proposal scores which was created following the end of the external evaluation phase of the open call.

Initial Evaluation and Voting Report

A total of 71 eligible proposals were received during the open call[6]. The external evaluations were completed between September 16th and October 4th by 7 external evaluators. Each proposal was evaluated by 2 evaluators. Each criterion was scored out of 5, with the minimum threshold for each being 3 points. The final score was calculated by averaging the total scores (sum of the 3 criteria scores) of the 2 evaluators and adding a bonus point if there was at least 1 entity from a SEE country (except Greece) within the project consortium.

On completion of the evaluations, there were 14 proposals sent for a 3rd evaluation because there was a difference of 3 points or more in the total scores given by the 2 initial evaluators, and one of the two evaluators had given a total score of 14 or 15. Following the completion of the 3rd evaluations, the ranking file of all scores was created using the average of the total scores of the 2 evaluators which were the most aligned. For the proposal POP-LEC, the 3rd evaluation provided a score which was not convincingly aligned with either of the previous 2 evaluators, however, it was 1 point closer to the evaluator giving the highest score. As a result, this proposal was sent to Christos and Georgios for review prior to the consensus meeting.

The top 10 proposals were shared with the selection committee prior to the consensus meeting.

Table 1 shows the ranking file with the top 10 proposals which was discussed during the consensus meeting.

Table 1 Top 10 Proposals

Country 1	Country 2	Vertical	SEE Bonus	Applicant	Project Name	Total E1	Total E2	Difference	Original TOTAL	Rank (original)	Total E3	NEW TOTAL	FINAL RANK
Slovenia	Italy	Digitized Anything	1	giueppo	EOSystem	15	15	0	16	1		16	1
Greece	Montenegro	Digitized Transport	1	nikolacmiljanic	TempSens	14	15	1	15,5	2		15,5	2
Hungary	Italy	Digitized Anything	1	tkerekes	POP-LEC	15	10	-5	13,5	9	13	15	3
Netherlands	Greece	Digitized Agriculture	0	innovisser	MilkTrack	13	15	2	14	5		14	4
United Kingdom	Greece	Digitized Transport	0	skapotas	MEMFISH	14	13	-1	13,5	7		13,5	5
Bulgaria	Greece	Digitized Anything	1	asoukoulia	CHeCHo	12	13	1	13,5	10		13,5	6
Finland	Romania	Digitized Transport	1	binareio	SeReADSB	15	12	-3	14,5	3	12	13	7
Bulgaria	Greece	Digitized Agriculture	1	nikosmylonas	SCOUT4CROP	12	12	0	13	14		13	8
Greece	Germany	Digitized Agriculture	0	pzervas	Areo	13	13	0	13	18		13	9
United Kingdom	Greece	Digitized Anything	0	aidplex	M.S.f.S.	8	14	6	11	35	12	13	10

Note: The proposals highlighted in yellow had a 3rd evaluation. E1 = evaluator 1, E2 = evaluator 2, E3 = evaluator 3.

[6] Four proposals were eliminated because they were not eligible. 1 where both entities were from the same country, 1 where it was the same entity in 2 different countries, 1 with an empty application form, 1 with both partners greater than a size of 500.

Details from the consensus meeting

Project POP-LEC: Both Christos and Georgios agreed that it was a good proposal and deserved its place in the top 4. The opinion was that the proposal was very good and aligned with the SMART4ALL goals. Therefore, they agreed with the scores given by the 2 evaluators which were the most aligned.

The following points were raised as items to be further analyzed and discussed either in a future EB meeting or in the General Assembly in December 2021.

- **Verticals**: Lack of representation of proposals from the Digitized Environment Vertical. It should be analyzed why this is the case, raise it with the Task force leader in the next EB meeting, and possibly advertise the open call more aggressively in environmental domains, e.g. universities focusing on environmental research.
- **Repeat Applicants:** Could there be a special category for applicants who have applied to many open calls so that could be given an additional point. Maybe additional support can be given to applicants who repeatedly apply and come very close.
- **Feedback to Applicants:** The rejected applicants should be given clear comments which will help and encourage them to apply again. It's important that applicants are not discouraged.
- **Country distribution:** Some countries are always very well represented, such as Greece and Montenegro, however others are still not that active despite the fact that there are currently no travel restrictions. This needs to be addressed. The statistics showing the most active countries will be compiled by FBA and presented at one of the next EB meetings.

A vote was put to the committee on the selection of the top 4 proposals. There was 100% agreement on the selection of the top 4 proposals as presented in the ranking file.

It was also agreed that the next 2 proposals in the ranking with 13,5 points each would be selected for the reserve list.

Final summary

Quorum Validation

PROVISIONAL LIST OF BENEFICIARIES (to be sent to the Project Officer for her approval)

Rank	Applicant Name	Project Name	Partner 1 Country	Partner 2 Country	Total Evaluation Score	Selection Committee Majority %
1	giueppo	EOSystem	Slovenia	Italy	16	100
2	nikolacmiljanic	TempSens	Greece	Montenegro	15,5	100
3	tkerekes	POP-LEC	Hungary	Italy	15	100
4	innovisser	MilkTrack	Netherlands	Greece	14	100

RESERVE LIST

Rank	Applicant Name	Project Name	Sending Country	Host Country	Total Evaluation Score	Selection Committee Majority %
5	skapotas	MEMFISH	United Kingdom	Greece	13,5	100
6	asoukoulia	CHeCHo	Bulgaria	Greece	13,5	100

To certify its decision, the selection committee will sign this Act by the 11 October 2021. Signatures of all partners

-email validation-

Annex 5 – Appeal Letter and Response (Consortium Binareio)

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Finland
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https://binare.io

Prof. Nikolaos Voros
SMART4ALL Project Coordinator
voros@uop.gr
voros@esdalab.ece.uop.gr

31 Oct 2021

APPEAL FOR

The evaluation of our proposal (SeReADSB) to the SMART4ALL 2nd Open Call for Focused Technology Transfer Experiments (FTTE)

Dear SMART4ALL Project Coordinator,

With my capacity as submitter via the SMART4ALL Funding Box of the proposal ***"SeReADSB - Secure and Resilient ADS-B for Safer Drones-based Digital Transport"*** and after receiving the evaluation results of our proposal on 28 Oct 2021 19:54 from **lynda.omahony@fundingbox.com**

Best wishes,

The SMART4ALL Team

Criteria	Evaluator's Comments
Excellence	The proposal shows that the approach presented is in line with the current state of the art. It fails to clearly describe the technical specifications of the solution and its practical implementation. The proposal is clear on how innovative the proposed solution is. It is in line with the SMART4ALL project objectives and targets the Digitalized Transport vertical with a focus on drones.
Impact	The proposal clearly describes how collaboration can help the host company grow its business. It contains a clear description of the market with realistic figures. It clearly describes the competitive environment. The proposal includes a business strategy or scalability plan, which are quite detailed. However, this strategy seems to be more of a battle against a competing company than an approach to attracting new customers.
Implementation	The workplan is clear, including the duration of the activities. However, the activities are not described in detail. The team is well balanced and has relevant experience to the proposal technologies. Resources are described accurately and in sufficient detail. The costs for the equipment are justified. The overhead costs claimed by the Romanian company do not seem acceptable.

PROPERTY OF BINARE OY (info@binare.io)

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We appeal the evaluation for the following

REASONS FOR APPEAL

1 **The total score obtained by our proposal have not been announced**, which makes it highly problematic to assess the correctness and fairness of the rejection of the proposal.

2 The **scores for each criteria have not been announced**.

3 Missing consideration or explanation **whether the additional points were awarded or not in relation for inclusion of partners from SEE list**.

4 Review comment in Excellence: *"It fails to clearly describe the technical specifications of the solution and its practical implementation."*

4.1 Given the form's input limits (i.e., number of characters and inability to add figures/diagrams), we argue that we have detailed the technical specifications for an expert skilled in the art as follows:

TRL5 to TRL7. BRE possess all the necessary know-how, hardware and software skills to achieve this, while HeadHunter(HH) is a perfect use-case for demonstrating, maturing and commercializing such know-how and technology, especially as EU-led technology (as opposed to US/CN/Israel-led ones). BRE's know-how is proven via previous EngageKTN/SesarJU R&D funding and 3 peer-review scientific publications.

BRE's transferred technology:
T1. Set of high-end hardware (SDR Software Defined Radios) combined in know-how manner that BRE is able to program and carefully control via proprietary software, on the 1090MHz and 978MHz ADS-B bands.
T2. Set of proprietary software suite that implements, besides the standard ADS-B protocol, specific cyberattacks that BRE continuously improves/develops and have been successfully tested/demonstrated on various ADS-B vendors/systems.
T3. Set of "technical documentations" and "process procedures" on how to implement ADS-B securely, how to use BRE's cybersecurity testing equipment in a safe yet effective manner in order to test cybersecurity readiness of a particular drone/UAV/UAS that is ADS-B equipped.

5 Review comment in Impact: *"The proposal clearly describes how collaboration can help the host company grow its business. It contains a clear description of the market with realistic figures. It clearly describes the competitive environment. The proposal includes a business strategy or scalability plan, which are quite detailed.* ***However, this strategy seems to be more of a battle against a competing company than an approach to attracting new customers****."*

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5.1 The Impact comment is highly positive until the last sentence.

5.1.1 Without release of points (as appealed in items 1, 2 above), it is impossible to know what was the score for the Impact section. Also, it is impossible to know whether the last sentence was just a side comment or a clearly disqualifying factor.

5.1.2 Also, as the last sentence refers to "battle against a competing company", this is what is known in the business field as "Challenger strategy" of entering highly-competitive markets as well as attracting new customers.

5.1.3 Therefore, we argue that the "Challenger strategy" is a viable and widely used strategy in many fields, and we kindly refer to the well-known Gartner's Magic Quadrants where Challengers are essential part of the competitive markets and creating new business opportunities.

6 Review comment in Implementation: *"However, the activities are not described in detail."*

6.1 We tend to disagree, as we provided detailed work-plan, KPIs (their impact, values, and measurements), also considering the form's input limits (i.e., number of characters and inability to add figures/diagrams).

6.2 We consider the activities inside the work-plan (where reviewer commented *"the workplan is clear"*) being well-described and explanatory, including the duration and their linkage to the KPIs, milestones, and the responsible leader

BRE=Binare
HH=HeadHunter

WP1 Project Management (M1-M9)
- WP1.1: Project Admin; (M1-M9) Checkpoints (monthly) Lead (BRE)
- WP1.2: Project Evaluations (KPIs, success metrics); (M1-M9) Checkpoints (M5, M9) Lead (BRE+HH)

WP2 Design, Implementation, Testing, Integration (M1-M9)
- WP2.1: Tech & Business Requirements from TechReceiver (M1-M2) Checkpoints (M3) Lead (HH)
- WP2.2: Design, Implementation by TechProvider (M2-M7) Checkpoints (M4, M7) Lead (BRE)
- WP2.3: Tech Execution, Evaluation, TRL-elevation (M7-M9) Checkpoints (M9) Lead (BRE:Execution; HH:Evaluation)
- WP2.4: IPR (patents,trademarks), legal/license/tech-transfer (M3-M9) Checkpoints (M9) Lead (BRE)
- WP2.5: Implementation/Integration/Testing Visits (M3-M9) Visits (M3, M7, M9) Lead (BRE+HH)

WP3 Publications, Dissemination, Commercialization (M1-M9)
- WP3.1 Applied Tech Paper (1+ submissions/publications); Checkpoint (M9) Lead (BRE)
- WP3.2 Online Disseminations (periodic social media posts, 3+ webinars); Checkpoints (M3, M6, M9) Lead (BRE)
- WP3.3 Commercialization Pilots (1+ BRE; 1+ HH); Checkpoints (M5, M9) Lead (BRE+HH)

7 Review comment in Implementation: *"The overhead costs claimed by the Romanian company do not seem acceptable."*

7.1 We tend to disagree, as we kindly and respectfully advise the reviewer to recheck that the 25% overhead is the commonly acceptable practice of EU/EC projects and in

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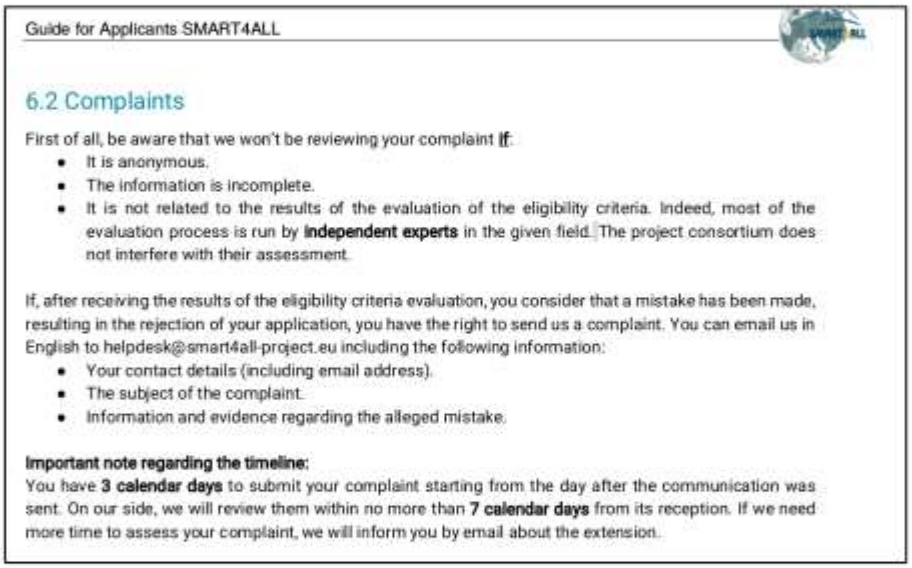
various EU countries, where the costs have this overheads dictated by country-specific or EU-wide regulations, laws, guidelines, or operational procedures.

7.2 Moreover, it is not clear from the reviewer comment whether this makes the total cost of Romanian partner (in comparison with overall budget) as unacceptable considering in the end the scope and innovativeness of work. We argue that the costs are well justified for the proposed scope of work and innovativeness of the project.

8 Last but not least, the **official email inbox specified in "FTTE OC#2 Guide for Applicants" for appeals does not seem to work**, hence making the whole appeal procedure according to the timelines and "FTTE OC#2 Guide for Applicants" highly problematic (if ever possible at all):

8.1 Excerpt from FTTE OC#2 GFA



Guide for Applicants SMART4ALL

6.2 Complaints

First of all, be aware that we won't be reviewing your complaint **if**:

- It is anonymous.
- The information is incomplete.
- It is not related to the results of the evaluation of the eligibility criteria. Indeed, most of the evaluation process is run by **independent experts** in the given field. The project consortium does not interfere with their assessment.

If, after receiving the results of the eligibility criteria evaluation, you consider that a mistake has been made, resulting in the rejection of your application, you have the right to send us a complaint. You can email us in English to helpdesk@smart4all-project.eu including the following information:

- Your contact details (including email address).
- The subject of the complaint.
- Information and evidence regarding the alleged mistake.

Important note regarding the timeline:
You have **3 calendar days** to submit your complaint starting from the day after the communication was sent. On our side, we will review them within no more than **7 calendar days** from its reception. If we need more time to assess your complaint, we will inform you by email about the extension.

8.2 Email errors received when sending emails to helpdesk@smart4all-project.eu

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Given the aforementioned analysis of the provided reviews, we thereby request for our proposal to be re-evaluated and total/individual scores to be provided, as we consider that: **missing scores total and per each criteria including SEE criteria**, the highlighted/rebutted review comments, and our disqualification seem unfair, incompatible with the description of our proposal, and the nature of the SMART4ALL 2nd Open Call for FTTE itself.

Sincerly,
Dr. Andrei Costin
CEO of Binare Oy, leading applicant for SeReADSB proposal SMART4ALL FTTE OC#2

PROPERTY OF BINARE OY (info@binare.io)

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Patra, November 9th 2021

Subject: Reply to the appeal against the evaluation results of proposal (SeReADSB) to the SMART4ALL 2nd Open Call for Focused Technology Transfer Experiments (FTTE)

Dear Dr. Costin,

Following your formal letter of appeal from October 31st, the committee reviewed your proposal and the evaluation comments provided.

The Selection Committee agrees that the level of detail in some of the comments was not explicit enough to provide fully understandable feedback for you, as an applicant, to make the necessary improvements in further Open Call proposals you are encouraged to submit within the SMART4ALL project. Therefore, we requested the evaluators to provide further justifications to the comments provided. Please find them hereunder, including our responses to additional questions you asked in relation to the scoring and helpdesk.

As a conclusion, the Selection Committee I am chairing find the comments provided by the evaluators fair and accurate. Your proposal was actually ranked very high, but not high enough to be among the first four that have been finally selected.

RESPONSES TO POINTS RAISED:

1. The total score obtained by our proposal have not been announced, which makes it highly problematic to assess the correctness and fairness of the rejection of the proposal.

Response: We are not obliged to provide the scores and have not given the scores to any applicant. There were a lot of applications received and the standard was very high. Unfortunately, only 4 winners could be chosen. Please note this is the common practice followed in all Open Calls. Based on the evaluation, your proposal was very good but there were proposals which were considered to be better by the evaluators.

2. The scores for each criterion have not been announced.

Response: As per the number 1 above.

3. Missing consideration or explanation whether the additional points were awarded or not in relation for inclusion of partners from SEE list.

Response: As it is stated in the Guide for Applicants, all proposals where there was at least one partner from a SEE country (with the exception of Greece) received an extra point, so your proposal did receive the extra point as it included a partner from Romania (SEE country).

4. Review comment in Excellence: "It fails to clearly describe the technical specifications of the solution and its practical implementation."

   4.1 Given the form's input limits (i.e., number of characters and inability to add figures/diagrams), we argue that we have detailed the technical specifications for an expert skilled in the art.

Response: The evaluator was contacted for further information on this comment and the response is the following: "As indicated in the evaluation comments for the excellence, the project was positively evaluated. As a qualified expert in this field, I confirm that the description of the technical specifications and the practical implementation of the solution are still not entirely clear to me. Even when technical details are given, the proposal does not properly convey how these technical aspects will be integrated into a solution. Furthermore, even compared to others that have been received, the proposal does not provide the reader with a general and clear overview of the experiment."
Furthermore, please note that the same rules apply to all applicants.

5. Review comment in Impact: "The proposal clearly describes how collaboration can help the host company grow its business. It contains a clear description of the market with realistic figures. It clearly describes the competitive environment. The proposal includes a business strategy or scalability plan, which are quite detailed. However, this strategy seems to be more of a battle against a competing company than an approach to attracting new customers."

   5.1 The Impact comment is highly positive until the last sentence.

      5.1.1 Without release of points (as appealed in items 1, 2 above), it is impossible to know what was the score for the Impact section. Also, it is impossible to know whether the last sentence was just a side comment or a clearly disqualifying factor.

      5.1.2 Also, as the last sentence refers to "battle against a competing company", this is what is known in the business field as "Challenger strategy" of entering highly competitive markets as well as attracting new customers.

      5.1.3 Therefore, we argue that the "Challenger strategy" is a viable and widely used strategy in many fields, and we kindly refer to the well-known Gartner's Magic Quadrants where Challengers are essential part of the competitive markets and creating new business opportunities.

Response: The evaluators were contacted for further information on this comment and the response is the following: "As in the previous case, the project scores very well in this section, but some aspects are missing to be excellent. The 'challenge strategy' was clearly addressed, but it needs to be supported by other approaches that should run in parallel with the proposed strategy, which may not be sufficient to reach the market."

6. Review comment in Implementation: "However, the activities are not described in detail."
   6.1 We tend to disagree, as we provided detailed work-plan, KPIs (their impact, values, and measurements), also considering the form's input limits (i.e., number of characters and inability to add figures/diagrams).

   6.2 We consider the activities inside the work-plan (where reviewer commented "the workplan is clear") being well-described and explanatory, including the duration and their linkage to the KPIs, milestones, and the responsible leader.

Response: The evaluators were contacted for further information on this comment and the response is the following: "The workplan is clear, including the duration of the activities. However, some details on the tasks were expected, in particular details related to WP2 for the technical design, integration and implementation. Despite the limitations of characters, the available "space" could be perhaps managed in a more effective way."

7. Review comment in Implementation: "The overhead costs claimed by the Romanian company do not seem acceptable."
   7.1 We tend to disagree, as we kindly and respectfully advise the reviewer to recheck that the 25% overhead is the commonly acceptable practice of EU/EC projects and in PROPERTY OF BINARE OY (info@binare.io) CONFIDENTIAL DO NOT PUBLISH (IN PART OR IN FULL) WITHOUT PRIOR WRITTEN PERMISSION. various EU countries, where the costs have this overheads dictated by country-specific or EU-wide regulations, laws, guidelines, or operational procedures.

   7.2 Moreover, it is not clear from the reviewer comment whether this makes the total cost of Romanian partner (in comparison with overall budget) as unacceptable considering in the end the scope and innovativeness of work. We argue that the costs are well justified for the proposed scope of work and innovativeness of the project.

Response: The evaluators were contacted for further information on this comment and the response is the following: "In implementation, this remark was not a disqualifying factor, and it didn't affect the score. In most cases, all arguments against budgets are discussed at the time of signing the contract and solved there. In this case, the proposal did not excel in other aspects related to the workplan. It included information on KPIs but does not specify deliverables and milestones. The workplan does not include a business strategy required for the commercialisation aspects of the project"

8. Last but not least, the official email inbox specified in "FTTE OC#2 Guide for Applicants" for appeals does not seem to work, hence making the whole appeal procedure according to the timelines and "FTTE OC#2 Guide for Applicants" highly problematic (if ever possible at all):

Response: You are correct. An issue has been identified with the helpdesk contact in the Guide for Applicants. This has been corrected.

Sincerely yours,

NIKOLAOS VOROS NIKOLAOS VOROS 09.11.2021 12:31

Nikolaos Voros
SMART4ALL - Coordinator

Annex 6 – Ethics Assessment Report

			SELFSUSTAINED CROSS-BORDER CUSTOMIZEDCY BERPHYSICAL SYSTEM EXPERIMENTS FOR CAPACITY BUILDING	Research Innovation Action Project Number: 872614 Start Date of Project: 01/01/2020 Duration: 48 months		Co-funded by the Horizon 2020 programme of the European Union
Proposal acronym	**Self-declared issues YES/NO**	**If yes, what kind of issue**	**Do Selected Consortia mention how they will handle them?**	**Did the Ethics Experts found additional ethics issues?**	**Further requirement from Ethics Experts**	**Have Selected Consortia provided extra data to FBX?**
EOSystem	No	-	-	No	No Ethical issues identified. However, The SMART4ALL Ethics Experts need to know what type of data will be collected and stored, which partner is responsible for the proper management of the data and for how long the data will remain stored. Additionally, at page 6 you mention the assessment of the quality. In case of wrong assesment or wrong coding that leads to wrong conclusions/decisions by the medical staff, who is responsible? By any chance, is there any possibility of losing something in the midst of transfer? And if this happens, who is responsible for that? Have you already foreseen to check the drones before and between transfers, in order to be sure that they function correctly? At page 7, you mention about the international patent. Does this patent provide any ethical guidelines? Please, at any stage of the experiment when third parties will be involved (i.e. during the trial phases), provide them with relevant Information Sheet and Consensus Forms. If the project is going to involve people from sensitive categries, if participants are not able to provide consent bythemselves, the consortium must obtain informed consent from the legally authorized representative and ensure that they have sufficient information to enable them to provide this on behalf and in the best interests of the participants.	
MilkTrack	No	-	-	No	No Ethical issues identified. However, The SMART4ALL Ethics Experts need to know what type of data will be collected and stored (WP3), which partner is responsible for the proper management of the data and for how long the data will remain stored. Additionally, at any stage of the data collection, is there any possibility that the life of any animal in the herd will be in danger? By any chance, is there any possibility that the quality of milk will change in a harmful way for the consumers? Please, at any stage of the experiment when third parties will be involved (i.e. farmers during the trial phase in WP6 and WP7), provide them with relevant Information Sheet and Consensus Forms. If the project is going to involve people from sensitive categries, if participants are not able to provide consent bythemselves, the consortium must obtain informed consent from the legally authorized representative and ensure that they have sufficient information to enable them to provide this on behalf and in the best interests of the participants.	
TempSens	No	-	-	No	No Ethical issues identified. However, The SMART4ALL Ethics Experts need to know what type of data will be collected and stored, which partner is responsible for the proper management of the data and for how long the data will remain stored. Additionally, by any chance, is there any possibility that at any stage of the experiment the quality of food will change in a harmful way for the consumers? Please, at any stage of the experiment when third parties will be involved (i.e. owners of the trucks during the trial phase or T3.3), provide them with relevant Information Sheet and Consensus Forms. If the project is going to involve people from sensitive categries, if participants are not able to provide consent bythemselves, the consortium must obtain informed consent from the legally authorized representative and ensure that they have sufficient information to enable them to provide this on behalf and in the best interests of the participants.	
POP-LEC	No	-	-	No	No Ethical issues identified. However, The SMART4ALL Ethics Experts need to know what type of data will be collected and stored, which partner is responsible for the proper management of the data and for how long the data will remain stored. Please, at any stage of the experiment if third parties will be involved, provide them with relevant Information Sheet and Consensus Forms. If the project is going to involve people from sensitive categries, if participants are not able to provide consent bythemselves, the consortium must obtain informed consent from the legally authorized representative and ensure that they have sufficient information to enable them to provide this on behalf and in the best interests of the participants.	