

Grant Agreement no. 632838

# **FINODEX**

# 'Future INternet Open Data Expansion

# COMBINATION OF COLLABORATIVE PROJECT & COORDINATION AND SUPPORT ACTION

# **Information and Communication Technologies**

# Deliverable 1.7 v1

Global results of the call. 1st Call

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RE	RE Restricted to a group specified by the consortium (including the Commission Services)						
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## **INTRODUCTION**

This deliverable summarises the different stages the first open call has had since its creation since the finalisation.

The document is structured following the different phases in the open call and uses data which was already made public on the project's website about the procedures for selection and relevant data on the selected startups/SMEs of the call.

The following sections outline the main outcomes of each stage. As a matter of fact, this deliverable is published in the project website following the transparency which has been a constant in FINODEX accelerator.





# PHASE 1. SUBMISSION OF PROPOSALS

Opened in October 2014 and closed the 19th of December with the reception of 196 proposals from all over Europe. The numbers and statistics of the call are made public for the audience to know how we work and select any proposal. The overall selection of proposals has been divided in a very clear step-by-step process.

#### 1.1 Submission of proposals

The **submission of proposals** was done through F6S Platform which basically controlled that everyone uploaded the three required documents and fulfilled a basic questionnaire for statistical purposes. Time limit, which was 15PM (CET) was also controlled by the system, making impossible to anyone to upload a proposal after the time passed. The graph shows the number of proposals opened and submitted during the time the call was opened. 356 applications were opened and 196 finally submitted which makes a rate of 55.06%. Our first conclusion, though we already believed it, was that the vast majority of proposals were received within the last 48 hours.

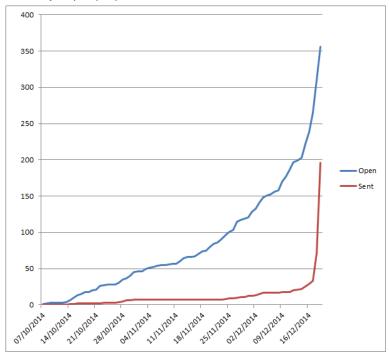


Figure 1. Open vs submitted proposals in call 1.

#### 1.2 Selection of evaluators

This was part of the call as well. In case you did not know. The proposals have not been evaluated by the FINODEX partners at any point. An open call was opened and published in our typical channels (website, newsletter and twitter account), in order to get a good number of experts for the evaluation. The selection of those experts was done among the partners within FINODEX consortium following a very easy approach.

- The evaluators could not be employees from FINODEX partners, nor EC workers, nor proposers or having a conflict of interest.
- Every potential reviewer was marked in four criteria by every partner: experience as a reviewer, open data, business consulting and FIWARE knowledge. The final mark was the result of the average of all the partners' to avoid anyone imposing the rest a reviewer.
- Two different rankings were done: one sorted out by the FIWARE knowledge criterion and the other one with the other three. Reason for populating two different lists was because it is compulsory for the FIWARE Accelerators to have specific experts on FIWARE reviewing each proposal and we decided to assure it this way.

In principle 10 evaluators (5 from each list), were pre-selected and informed. The final number, 8, took into consideration the final number of received proposals and the internal rules for evaluation: every proposal at least by 2 evaluators (one from FIWARE ranking, another from the other ranking) and no more than 50 proposals per reviewer.









A total of 45 candidates presented their CV divided per countries as seen below. The overall list of the potential candidates as well as their marks was sent to the European Commission. The 8 selected ones come from 4 different countries.

#### 1.3 The evaluation of proposals

The explanation of the process was indicated in the Guidelines for Applicants of the call. So have a deep look into the details related to the four criteria, the thresholds and that kind of issues. 196 proposals were submitted, with the following country distribution:

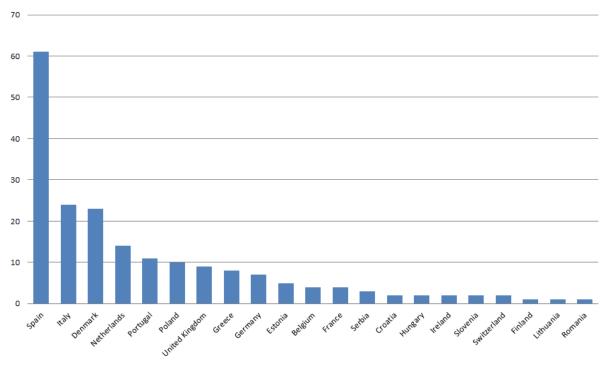


Figure 2. Proposals country distribution.

Before evaluation there was an eligibility check which arise some surprising results for us, 38 proposals were not eligible for the following reasons:

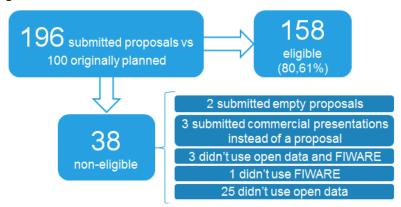


Figure 3. Reasons of non-eligibility of proposals.

After the eligibility check was carried out, the 158 eligible proposals were passed to the external evaluators. Each proposal was reviewed by, at least, two evaluators. It is worth to say that no conflicts of interest were pointed out during the whole process. As a result of this evaluation, all the partners were informed about their situation:

- 50 proposals pre-selected.
- 16 proposals were over the thresholds in the reserve list.
- 2 proposals were marked as not eligible because of multi-participation in FIWARE Accelerators.
- 92 proposals were under the thresholds.
- 38 proposals were not eligible.

















# The negotiation of proposals

This phase consisted on assuring the information provided by every proposer corresponded to reality (legal docs) as well as the signature of the contracts by the proposers. During the negotiation 3 pre-selected proposals dropped-off. Two decided voluntarily to leave and another one was selected by another accelerator.

Only two new projects from the reserve list were called for negotiations, given the fact that there was a drawn by three companies in the list and there was not time, nor the legal framework, to define a procedure to solve it. 49 projects entered our Phase 2 for the 1st Open Call.





# PHASE 2. DESIGN

The phase 2 was the actual start for the acceleration for the selected projects. During this phase the projects were requested to elaborate in more or less one month and a half two guiding documents: first one was a business plan and the second was a technical architecture designed of the proposed solution including the FIWARE building blocks integrated. To this aim a set of internal coaches and training courses on the FIWARE technologies were made available to the participants.

## 2.1 Phase 2 projects

Acronym	Entrepreneurs /SME	Coordinator	Coordinator Surname	SME (if any)	City	Country	SITE
BODN	Group of Entrepreneurs	Jozef	Habdank		Charlottenlund	Denmark	http://biofeedbackopendatanetwo rk.com/
HybridSuite	SME	Efthimios	Bothos	HybridStat Predictive Analytics OE	Athens	Greece	http://www.hybridstat.gr/
Talkycar	SME	Miguel Angel	Pedraza Torres	Talkycar S.L.	Málaga	Spain	http://www.talkykar.com
Pesticide Finder	SME	Jesús	Barrera Francés	Geospatiumlab, S.L.	Zaragoza	Spain	http://www.geoslab.com
D-Lab	SME	Maciej	Karpicz	DiabetesLab Srls	Trento	Italy	http://www.diabeteslab.org
AGROGEO	SME	Jonathan	Becedas	Agroestudio Technology S.L.	Ciudad Real	Spain	http://www.agroestudio.es
Ecogriddy	SME	Luca	Silvestri	Ecogriddy SRL A Capitale Ridotto	Pergine Valsugana	Italy	http://www.ecogriddy.com
LKN	SME	Manuel	Noya Mariño	Linknovate Science, SL	Santiago de Compostela	Spain	http://www.linknovate.com
IO Mate	Group of Entrepreneurs	Bernardo	Ronquillo		Sevilla	Spain	http://psykia.com
COLD	SME	Marteen	Trompper	V.O.F. Lawly	Utrecht	Netherlands	http://www.lawly.eu
3D Meteo	SME	Ibon Beñat	Salbidegoitia García	Meteo for Energy S.L.	Vitoria-Gasteiz	Spain	http://www.meteoforenergy.com
SAPIN	SME	Ivan Enrique	Delgado Zbikowski	Jotaweb Rare Design, S.L.	Sevilla	Spain	
open check	SME	Toon	Vanagt	Data.Be	Brussels	Belgium	https://data.be
mCityJourney4 all	SME	Agustín	González-Quel	Ariadna Servicios Informáticos, S.L.	Madrid	Spain	http://www.asi-soft.com
m-VTA	SME	Francisco Javier	Muñoz Mozos	Vocalia Technologies, S.L.	Madrid	Spain	http://vocalia.co/portfolio- items/m-va
OpenCoast	SME	Olivier	Duperray	Open Coast S.L.	Barakaldo	Spain	
GENESIS	SME	Viktor	Kikerist	Medical Technology Group OÜ	Tallinn	Estonia	http://www.xpressomics.com
4P1 Health	SME	Ioannis	Georgiadis	Ioannis Georgiadis (Modio Computing SP)	Voula	Greece	http://modio.io





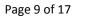








Acronym	Entrepreneurs /SME	Coordinator	Coordinator Surname	SME (if any)	City	Country	SITE
Enabler							
EASYOD	SME	Ignacio	García Vega	Wellness Smart Cities S.L.	Sevilla	Spain	http://www.wtelecom.es
ENVI4ALL	SME	Evangelos	Kosmidis	Draxis Environmental, S.A.	Thessaloniki	Greece	http://www.draxis.gr
E-bus	SME	Santiago	Battaner	B&B Servicios de Consultoría para Empresas, S.L.	Salamanca	Spain	
KOIKI	SME	Aitor	Ojanguren	Koiki Home SLU	Madrid	Spain	http://www.koiki.eu
uAssist	SME	Nicholas	Allott	NquiringMinds Ltd	Bournemouth	United Kingdom	
FruitWatcher	SME	Angel	Martínez López	Geezar Soluciones S.L.	Zaragoza	Spain	http://www.geezar.es
Recycle Bike	SME	Maria Helena	Van der Voort	Charm B.V.	Amsterdam	Netherlands	http://www.charm.nl
OmniChannel	SME	Zeth	Kragholm Edwardsen	Woomio IvS	Vanløse	Denmark	
AUGMENTO	Group of Entrepreneurs	Michael	Baumgartner		Copenhagen	Denmark	
FIRERISK	Group of Entrepreneurs	Paulo Jorge Coelho	Marques		Castelo Branco	Portugal	http://firerisk.pt
FUNDERA	SME	Diego	Soro	Fundera S.L.	Majadahonda-Madrid	Spain	http://www.fundera.eu
SP@RTAPP	SME	Carlos	Zubieta	Orbital - Aerospace Systems	Noain-Navarra	Spain	http://www.orbital-aerospace.com
Blodem	SME	George	Karantonis	VCI Anonymos Etaireia Kainotomon Lyseon Pliroforikis	Marousi	Greece	http://www.vci.gr
ZEUS	SME	José Miguel	Martínez Aguayo	Isetic Technology, S.L.	Barakaldo	Spain	http://www.isetic.com
Alico	SME	Carlos	Callejero Andrés	Management, Construction and Trade, Innovate solutions, International, S.L.	Zaragoza	Spain	http://www.alicocare.com
Drone-ITS	SME	Malgorzata	Piesiewicz	SIRC Sp z.o.o	Gdynia	Poland	http://www.si-research.eu
MYBUDGET	SME	Anuj	Sood	Synergation Limited	Northwood	United Kingdom	http://www.mycollaborator.com
GMU	Group of Entrepreneurs	Mohsen	Ferdowsi		Aachen	Germany	http://www.gridhound.de
arTlaMOB	SME	Juan	Murcia	Artia Mobility, S.L.	Getxo	Spain	
SmartBy	SME	António	Granjal	Sentilant - Consultoria e Innovação Lda	Coimbra	Portugal	http://www.sentilant.com
Infomusic	SME	Emilio	Roche Álvarez	i3Code Solutions S.L.L.	Noain-Navarra	Spain	
SSMmR	SME	José Elías	Arias Puga	Proceso Digital de Audio, S.L.	Burgos	Spain	http://www.ecudap.com
onetact	Group of Entrepreneurs	Morten	Krarup Kristensen		Copenhagen	Denmark	
Sparkholder.co m	SME	Sergio	Torres	MILK Resource Company B.V.	Amstelveen	Netherlands	
Openmove	SME	Lorenzo	Modena	Lucian Srl	Mori	Italy	
S.H.	SME	Jaime	Loureiro Acuña	Infinibox S.L.	Vigo	Spain	













AET	11	
R	Щ	MMIL VO

Acronym	Entrepreneurs /SME	Coordinator	Coordinator Surname	SME (if any)	City	Country	SITE
DigMap	SME	Krunoslav	Hrnjak	yottabyte j.d.o.o	Velika Gorica	Croatia	
BucketList	SME	Miika	Hakala	List It Oy	Karperö	Finland	http://www.bucketlist.net
IRMAPP	SME	Salvador	Mansilla Vera	Actisa S.L.	Gójar-Granada	Spain	http://www.actisa.net
VIRE	SME	Tarmo	Hellat	Trenet OÜ	Tallinn	Estonia	
THP	Group of Entrepreneurs	Diderik	van Wingerden		Den Haag	Netherlands	http://www.wemaketotem.org

Table 1. Selected projects for Call1-Phase2





2

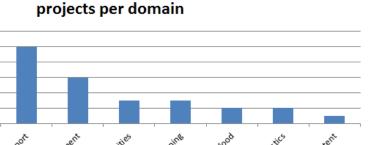


Figure 4. Projects per domain in call1.

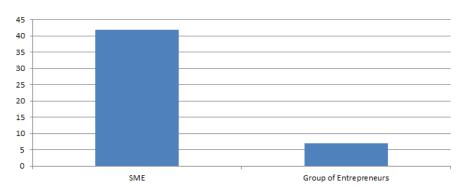


Figure 5. Type of beneficiaries in call1-phase2

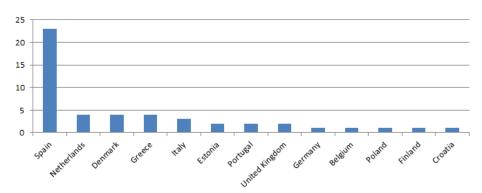


Figure 6. Projects per country in call1-phase2.

#### 2.2 Evaluation

The evaluation of the companies in this phase was done by the same reviewers in the first phase. Half of the evaluators were specialised in the technical criteria (including open data, FIWARE and the technical implementation quality) and the other half specialised in the impact criteria (including business aspects, sustainability, impact, etc.). All the proposals were evaluated by two different evaluators and in the case of major discrepancies with the same proposals an internal consensus meeting was held virtually.

That shaped the selection of the best 30 projects in the first open call which would have access to the phase 3 of the acceleration.

At the same time one of the projects did not reach the minimum quality score defined in the Guidelines of the call and was therefore not paid any amount for their work. 48 companies did receive 10.000€ as amount awarded for the work completion in the phase 2 of the acceleration.















## PHASE 3. DEVELOPMENT

The development phase of the acceleration comprised the core work of the projects. The top-30 projects selected from the phase 2 developed a Minimum Viable Product ready to go into the market together with a commercial video for marketing purposes.

# 3.1 Phase 3 projects

Details on the selected projects can be checked in the phase 2 table above.

Project No.	Country	Acronym	Domain
FINODEX_002	Greece	HybridSuite	eHealth
FINODEX_003	Spain	talkycar	Transport
FINODEX_004	Spain	Pesticide Finder	Agrifood
FINODEX_006	Spain	AGROGEO	Agrifood
FINODEX_007	Italy	Ecogridy	Energy & Environment
FINODEX_008	Spain	LKN	Others
FINODEX_009	Spain	IO Mate	eHealth
FINODEX_011	Spain	3D Meteo	Energy & Environment
FINODEX_012	Spain	SAPIN	Social & Learning
FINODEX_013	Belgium	open check	Others
FINODEX_014	Spain	mCityJourney4All	Transport
FINODEX_016	Spain	Open Coast	Social & Learning
FINODEX_017	Estonia	GENESIS	eHealth
FINODEX_022	Greece	ENVI4ALL	Energy & Environment
FINODEX_024	Spain	KOIKI	Transport
FINODEX_026	Spain	FruitWatcher	Transport
FINODEX_029	Denmark	Augmento	Others
FINODEX_030	Portugal	FIRERISK	Energy & Environment
FINODEX_032	Spain	SP@RTAPP	Social & Learning
FINODEX_033	Greece	Blodem	Energy & Environment
FINODEX_034	Spain	ZEUS	Manufacturing & Logistics
FINODEX_035	Spain	Alico	eHealth
FINODEX_037	United Kingdom	MyCollaborator	Others
FINODEX_038	Germany	GMU	Energy & Environment
FINODEX_040	Spain	arTlaMOB	Transport
FINODEX_046	Italy	Openmove	Transport
FINODEX_047	Spain	S.H.	eHealth
FINODEX_048	Croatia	DigMap	Others
FINODEX_049	Finland	BL	Smart cities
FINODEX_050	Spain	IRMAPP	Transport

Table 2. Projects accessing phase 3 of the acceleration.



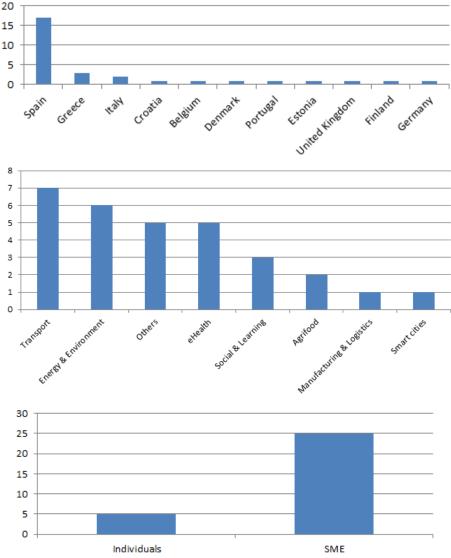


Figure 7. Main numbers on phase 3 projects.

#### 3.2 Evaluation

As in the earlier phases the evaluation was done by a pool of experts which selected the top-10 projects to access the following phase 4 of the acceleration. One project decided to withdrawn from the acceleration. The rest of the projects (29) scored all over the minimum thresholds, meaning 29 projects received an additional sum of 40,000€ for completing successfully their Minimum Viable Product, commercial video and feedback description. Those deliverables were evaluated together with a presentation of the projects by the start-ups their selves.

#### 3.3 Remarkable facts

One of the projects started by a group of entrepreneurs turned into a registered SME. This milestone supposed the creation of a SME thanks to the support of FINODEX.

Many of the startups started to register their first sales, when they had started the acceleration with nothing else than an idea or even a rough prototype of their product/service.

We got the first news about hiring and job creation by the companies in the call.

FINODEX was starting to generate businesses and creating jobs in Europe!





# PHASE 4. TUNING

The tuning phase of the acceleration comprised final works of the project. The top-10 projects selected from the phase 3 created an improved version of their MVP, plus starting to contact investors, business angels and scale up their sales to be ready for global growth.

# 4.1 Phase 4 projects

Project No.	Country	Acronym	Domain
FINODEX_003	Spain	talkycar	Transport
FINODEX_004	Spain	Pesticide Finder	Agrifood
FINODEX_008	Spain	Linknovate	Other
FINODEX_011	Spain	3D Meteo	Energy & Environment
FINODEX_017	Estonia	GENESIS	eHealth
FINODEX_026	Spain	FruitWatcher	Agrifood
FINODEX_030	Portugal	FIRERISK	Energy & Environment
FINODEX_034	Spain	ZEUS	Manufacturing and Logistics
FINODEX_046	Italy	Openmove	Transport
FINODEX_047	Spain	Smart Hospital	eHealth

Table 3. Phase 4 projects. 8 7 6 5 2 1 0 Spain Portugal Estonia Italy 3,5 3 2,5 1,5 1 0,5 10 9 7 6 5 4 3 2 1 0

Figure 8. Statistics from phase 4 of the acceleration.





#### 4.2 Evaluation

The evaluation was done by the earlier pool of reviewers, plus an additional two people with expertise in the creation of startups in the US and the VC market in Europe. Additionally, the overall trajectory of the projects within the framework of the acceleration was considered for the final decision on the call.

The winners of the call have been:

- The 1st place has been for Linknovate. "Innovation Linknovate Search Engine" is a competitive intelligence technology, based on a search engine that helps manufacturing and R&D equipment in companies to find technologies and partners.
- 2nd place for Xpressomics. The project is a seeker of genetic information aimed at pharmaceutical industry and medical researchers.
- 3rd place for Geezar with its Fruitwatcher project. They have developed a device that monitors in trucks of fruit the humidity, temperature and location to verify that the fruit reaches its destination in good conditions. They have also made a device for shipping containers carrying fruit to China.

#### 4.3 Remarkable facts

A second SME was legally established during the last phase of the acceleration. In terms of financial numbers, the top ten companies were requested to fulfil some numbers about their companies during the acceleration. The following figures present the main results.

- Income: at the beginning of the acceleration the income of the top-10 companies (March 2015) accounted for a global sum of 16.000€. At the end of the acceleration income reached 206.000€ (November 2015). That is an increase of a 1200% in 9 months. Companies' own projections for November 2016 are over 4 million.
- **Jobs**: the number of jobs in the top-10 companies at the beginning of the acceleration was 26. By the end of the acceleration it was 42. That is an increase in jobs of over a 160% in 9 months. Projections for November 2016 indicate they expect 67 full-time employees.
- **Income per employee** is growing exponentially since the beginning of the acceleration in the top-10 companies from an average of 601.50€/emp. in March 2015 to 4,959.69€/emp. in November 2015.
- **Users (B2C market):** The top-10 companies started with 5000 users for their products in total. This amount reached 9000 by the end of the acceleration, meaning an increase of users of an 80%.
- Paying customers (B2B market): The top-10 companies rose from 6 customers at the beginning of the acceleration to 57 by the end.
- Creation of SMEs: Three of the projects which started their participation as a group of individuals did register new SMEs in the UK, Spain and Portugal.
- Additional public funds: Two of the top-3 companies (Geezar and Xpressomics) in the open call have been awarded with a SME-Instrument phase 1 award raising an additional amount of €50,000 each.





## **FUNDS PER PROJECT**

The following list comprises the amount of public funding secured by each company within the acceleration process of the first open call.

Code	Country	Acronym	Туре	Domain	Call	New SME	Funds	Phases
FINODEX_001	Denmark	BODN	Group of Entrepreneurs	eHealth	1	No	10.000,00€	2
FINODEX_002	Greece	HybridSuite	SME	eHealth	1	n.a.	50.000,00€	3
FINODEX_003	Spain	talkycar	SME	Transport	1	n.a.	100.000,00€	4
FINODEX_004	Spain	Pesticide Finder	SME	Agrifood	1	n.a.	100.000,00€	4
FINODEX_005	Italy	D-Lab	SME	eHealth	1	n.a.	10.000,00€	2
FINODEX_006	Spain	AGROGEO	SME	Agrifood	1	n.a.	50.000,00€	3
FINODEX_007	Italy	Ecogridy	SME	Energy & Environment	1	n.a.	50.000,00€	3
FINODEX_008	Spain	Linknovate	SME	Others	1	n.a.	170.000,00€	4
FINODEX_009	Spain	IO Mate	Group of Entrepreneurs	eHealth	1	Psykia Tecnología Social S.L.	10.000,00€	2
FINODEX_010	Netherlands	COLD	SME	Others	1	n.a.	10.000,00€	2
FINODEX_011	Spain	3D Meteo	SME	Energy & Environment	1	n.a.	100.000,00€	4
FINODEX_012	Spain	SAPIN	SME	Social & Learning	1	n.a.	50.000,00€	3
FINODEX_013	Belgium	open check	SME	Others	1	n.a.	50.000,00€	3
FINODEX_014	Spain	mCityJourney4All	SME	Transport	1	n.a.	50.000,00€	3
FINODEX_015	Spain	m-VTA	SME	Smart cities	1	n.a.	10.000,00€	2
FINODEX_016	Spain	Open Coast	SME	Social & Learning	1	n.a.	50.000,00€	3
FINODEX_017	Estonia	Xpressomics	SME	eHealth	1	n.a.	135.000,00€	4
FINODEX_018	Greece	4P1 Health Enabler	SME	eHealth	1	n.a.	10.000,00€	2
FINODEX_021	Spain	EASYOD	SME	Others	1	n.a.	10.000,00€	2
FINODEX_022	Greece	ENVI4ALL	SME	Energy & Environment	1	n.a.	50.000,00€	3
FINODEX_023	Spain	E-bus	SME	Transport	1	n.a.	10.000,00€	2
FINODEX_024	Spain	KOIKI	SME	Transport	1	n.a.	50.000,00€	3
FINODEX_025	United Kingdom	uAssist	SME	eHealth	1	n.a.	10.000,00€	2
FINODEX_026	Spain	FruitWatcher	SME	Transport	1	n.a.	115.000,00€	4















Code	Country	Acronym	Туре	Domain	Call	New SME	Funds	Phases
FINODEX_027	Netherlands	Recycle Bike	SME	Transport	1	n.a.	10.000,00€	
FINODEX_028	Denmark	OmniChannel	SME	Manufacturing & Logistics	1	n.a.	- €	:
FINODEX_029	Denmark	Augmento	Group of Entrepreneurs	Others	1	No	50.000,00€	•
FINODEX_030	Portugal	FIRERISK	Group of Entrepreneurs	Energy & Environment	1	Expertestreia Tecnologias de Informaçao LDA	100.000,00 €	4
FINODEX_031	Spain	FUNDERA	SME	Others	1	n.a.	10.000,00€	-
FINODEX_032	Spain	SP@RTAPP	SME	Social & Learning	1	n.a.	50.000,00€	3
FINODEX_033	Greece	Blodem	SME	Energy & Environment	1	n.a.	50.000,00€	-
FINODEX_034	Spain	ZEUS	SME	Manufacturing & Logistics	1	n.a.	100.000,00€	4
FINODEX_035	Spain	Alico	SME	eHealth	1	n.a.	50.000,00€	:
FINODEX_036	Poland	Drone-ITS	SME	Transport	1	n.a.	10.000,00€	-
FINODEX_037	United Kingdom	MyCollaborator	Group of Entrepreneurs	Others	1	Synergation Limited	50.000,00€	3
FINODEX_038	Germany	GMU	Group of Entrepreneurs	Energy & Environment	1	No	50.000,00€	:
FINODEX_040	Spain	arTlaMOB	SME	Transport	1	n.a.	50.000,00€	3
FINODEX_041	Portugal	SmartBy	SME	Others	1	n.a.	10.000,00€	
FINODEX_042	Spain	Infomusic	SME	Media & Content	1	n.a.	10.000,00€	
FINODEX_043	Spain	SSMmR	SME	Smart cities	1	n.a.	10.000,00€	
FINODEX_044	Denmark	onetact	Group of Entrepreneurs	Others	1	No	10.000,00€	
FINODEX_045	Netherlands	Sparkholder	SME	Others	1	n.a.	10.000,00€	-
FINODEX_046	Italy	Openmove	SME	Transport	1	n.a.	100.000,00€	4
FINODEX_047	Spain	Smart Hospital	SME	eHealth	1	n.a.	100.000,00€	
FINODEX_048	Croatia	DigMap	SME	Others	1	n.a.	50.000,00€	-
FINODEX_049	Finland	Bucket List	SME	Smart cities	1	n.a.	50.000,00€	•
FINODEX_050	Spain	IRMAPP	SME	Transport	1	n.a.	50.000,00€	
FINODEX_051	Estonia	VIRE	SME	eHealth	1	n.a.	10.000,00€	
FINODEX_052	Netherlands	РОН	Group of Entrepreneurs	eHealth	1	No	10.000,00€	

Table 4. Funds per selected project in call 1.