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COMBINATION OF COLLABORATIVE PROJECT &
COORDINATION AND SUPPORT ACTION

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Authors

Name	Company	E-mail
Miguel García	ZABALA	miguelgarcia@zabala.es

Reviewers

Name	Company	E-mail
Albert Alonso	ZABALA	aalonso@zabala.es
Blanca Rodríguez	ZABALA	brodriguez@zabala.es

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Point of Contact	
	Name: Miguel García Partner: Zabala Innovation Consulting Address: Paseo Santxiki, 3 bis • E-31192 Mutilva (Navarra) – Spain Phone: +34 948 19 80 00 Fax: +34 948 19 84 48 E-mail: miguelgarcia@zabala.es

1 INDEX

1	INDEX	3
	Introduction	4
	Phase 1. Submission of proposals	5
1.1	<i>Submission of proposals</i>	5
1.2	<i>Selection of evaluators</i>	5
1.3	<i>The evaluation of proposals</i>	6
1.4	<i>The negotiation of proposals.....</i>	6
	Phase 2. Design.....	7
2.1	<i>Phase 2 projects.....</i>	7
2.2	<i>Evaluation.....</i>	9
	Phase 3. Development.....	11
3.1	<i>Phase 3 projects.....</i>	11
3.2	<i>Evaluation.....</i>	12
3.3	<i>Remarkable facts.....</i>	12
	Phase 4. Tuning	13
4.1	<i>Phase 4 projects.....</i>	13
4.2	<i>Evaluation.....</i>	13
4.3	<i>Remarkable facts.....</i>	14
	Funds per project.....	14

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 April 2015 and closed the 17th of June 2015 the reception of 297 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. The time limit, which was 17PM (CET) was also controlled by the system, making impossible to anyone to upload a proposal after the time passed. The initial deadline was extended for an hour, given the fact that the system went down for 5 minutes during the last hour of the call.

The graph shows the number of proposals opened and submitted during the time the call was opened. 489 applications were opened and 297 finally submitted which makes a rate of 60.74%. As in the first call the vast majority of proposals were received within the last 48 hours.

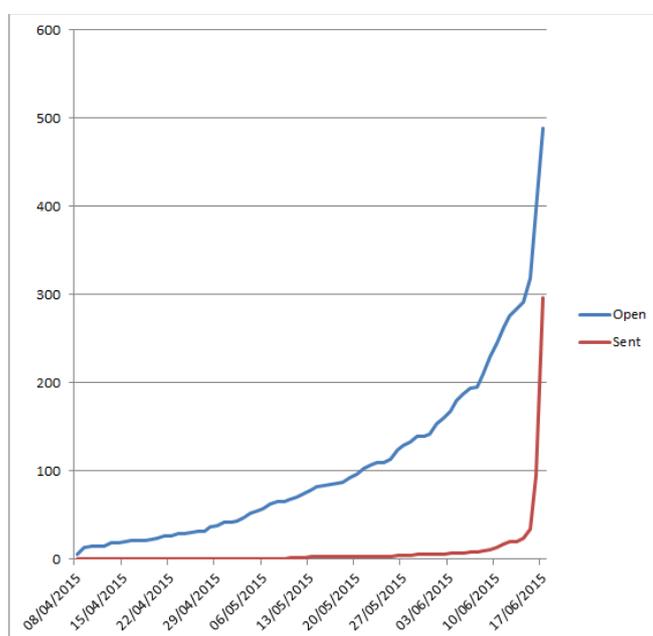


Figure 1. Open vs submitted proposals in call 2.

1.2 Selection of evaluators

This was part of the call as well. 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.
- An automatic questionnaire was completed by the potential evaluators and an automatic score was calculated considering their expertise on open data, venture capital and acceleration of companies.
- We followed the principle of no more than two evaluators from the same country to avoid conflicts of interest.
- Some evaluators were used only in one or two phases of the acceleration according to the volume of proposals that were to be evaluated on each phase.
- Some changes were introduced in the panels, from phase 3 onwards, towards a more expertise on venture capital and start-ups as indicated by the European Commission.

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 any additional issue. 297 proposals were submitted, with the following country distribution:

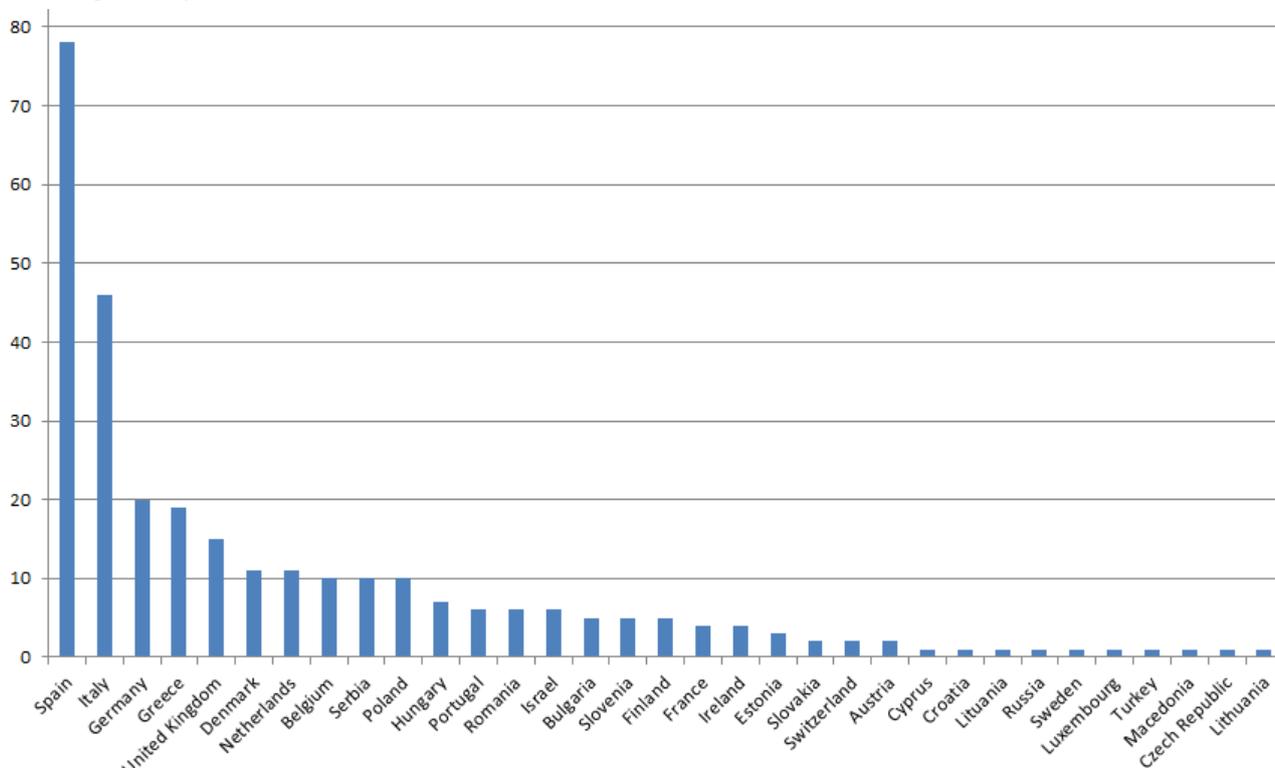


Figure 2. Proposals' country distribution.

The eligibility check raised the following non-eligible proposals:

- 15 proposals were not eligible for administrative reasons (eligible country, projects submitted by one person, corrupted files, participating in another FIWARE accelerator, etc.)
- 20 projects did not re-use open data at all.
- 1 project did not use FIWARE.

After the eligibility check was carried out, the 261 eligible proposals were passed to the external evaluators. Each proposal was reviewed by, at least, two evaluators. As a result of this evaluation, all the partners were informed about their situation:

- 52 proposals were pre-selected.
- 8 proposals were over the thresholds in the reserve list.
- 195 proposals were under the thresholds.
- 1 proposal was declared ineligible as some of the applicants were already in another proposal.

1.4 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 decided to go to another FIWARE accelerator.

Three new projects from the reserve list were called for negotiations. 52 projects entered our Phase 2 for the 2nd 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, training courses about FIWARE and a meet-up at ECFI in Hamburg were the main actions available for participants.

2.1 Phase 2 projects

Acronym	Entrepreneurs /SME	Coordinator Name	Coordinator Surname	SME (if any)	City	Country
FLEX MDA	Group of Entrepreneurs	Sergio	Venetikidis		Sykies-Thessaloniki	Greece
CANARD	Group of Entrepreneurs	Jorge	Gómez Valverde		Madrid	Spain
WISETOWN	SME	Andrea	Cruciani	TEAMDEV srl	Collepepe di Collazzone, Perugia	Italy
PALLETECH	SME	Richard	Linkesch	Pallettechnology Ltd.	Lambourn	United Kingdom
TeleTransfusion	SME	Tina	Vidjen Vavpotic	XLAB d.o.o.	Ljubljana	Slovenia
AGRIOPENDATA	SME	Massimo	Orbiato	EZ LAB srl	Padova	Italy
Open business	Group of Entrepreneurs	Federico	Paronuzzi		Pordenone	Italy
NIRDAM	SME	Srdjan	Sladojevic	PANONIT d.o.o.	Novi Sad	Serbia
Knicy	SME	José Luis	Benítez Moreno	Secmotic Innovation, S.L.	Sevilla	Spain
MOVIDA	SME	Vittorio	Faluomi	TEA Engineering s.r.l.	Pisa	Italy
Routable	SME	Jonas	von Poser	Jonas und der Wolf GmbH	Berlin	Germany
UFF	Group of Entrepreneurs	Stefan	Kretzschmar		Leipzig	Germany
Deepsleep	Group of Entrepreneurs	Dariusz	Walczak		Orzechowo	Poland
Project LooX	Group of Entrepreneurs	Matthias	Freysoldt		Leipzig	Germany
EatOutSmart	SME	Vassilis	Tsitouras	Smartupp Pcc	Thessaloniki	Greece
RGS	SME	Paul	Verschure	Eodyne Systems, s.l.	Barcelona	Spain
BIZZFIT	SME	Lorena	Bourg	Planet Media Studios S.L.	Madrid	Spain
DECHET SMART CITY WASTE MANAGEMENT	SME	Isaac	Mañanes Esteban	LOGICIEL SOFTWARE FACTORY S.L.	Valladolid	Spain
Rent A Net (RAN)	SME	Damir	Kervina	Primeris d.o.o.	Ljubljana	Slovenia
MYOER	SME	Giannis	Stoitsis	Agro-Know BVBA	Heverlee	Belgium
DADAFI	SME	Wolfgang	Auer	MKW electronics GmbH	Weibern	Austria
ActiTrans	SME	Carlos	Ballester	MobileThinking SARL	Les Acacias	Switzerland

Acronym	Entrepreneurs /SME	Coordinator Name	Coordinator Surname	SME (if any)	City	Country
SmartPlatformCity	SME	Daniel	Menchaca Martínez	JIG Internet Consulting, S.L.	Logroño	Spain
Coachademy	SME	Michelle	Franke	TEDDYAPP B.V.	Amsterdam	Netherlands
Hupp	SME	Domenico	De Fano	Hupp s.a.s.	Nice	France
PAN	SME	Giuseppe	Oppedisano	Mediabetta srl	Messina	Italy
KISSMYBIKE	Group of Entrepreneurs	Uladzimir	Kharkevich		Trento	Italy
parkadoro	SME	Spiros	Mouzakitis	SUITE5 Ltd.	London	United Kingdom
Q0	Group of Entrepreneurs	Elzbieta	Bader		Warsaw	Poland
OpenWatt	Group of Entrepreneurs	Antonio	Maccioni		Lunamatrona	Italy
GEM Cognitive	SME	Pedro	Gil	GEM Biosoft, S.L.	Valencia	Spain
OpenTrack	SME	Andrew	Robinson	ReportLab Europe Ltd	London	United Kingdom
Lucy	Group of Entrepreneurs	Piotr	Pawalowski		Berlin	Germany
OCGC	Group of Entrepreneurs	Kountouris	Konstantinos		Athens	Greece
AgriDrone	SME	Anton	Gavrailov	Flyver OOD	Sofia	Bulgaria
fedger.io	SME	Benedikt	Knobloch	Fedger.io UG	Cologne	Germany
trans-parent.org	SME	Moritz	Schroeder	Shelfshot UG	Postdam	Germany
AgroAlert	Group of Entrepreneurs	Odyseas	Spyrglou		Thessaloniki	Greece
NAVIPARKING	SME	Adam	Pucher	EKINNO LAB Sp. z o.o	Gliwice	Poland
TransitART	SME	Bogumil	Zieba	INOVATICA BOGUMIL ZIEBA	Lodz	Poland
REDALO	SME	Oscar	Bernal González	Cylstat	Valladolid	Spain
eViti	SME	Matic	Šerc	ELMITEI inzeniring d.o.o.	Gornja Radgona	Slovenia
startup nation	Group of Entrepreneurs	Karen	Boers		Merelbeke	Belgium
ForEco	Group of Entrepreneurs	Mariyana	Lyubenova		Sofia	Bulgaria
Open Risk Dashboard	SME	Philippos	Papadopoulos	OpenRisk	Amsterdam	Netherlands
Re:travel	SME	Christian	Kaspar	RE:travel - Christian Kaspar, Matthias Roth-Hof und Marc O. Schmöger GbR	Hamburg	Germany
CropDiagnosis	SME	George	Nikolaïdis	Ergobyte Informatics S.A.	Thessaloniki	Greece
MentalCheck	SME	Mercedes	Martínez Jauand	Bipsin	Palma de Mallorca	Spain
CITIUS	SME	Spyridon	Vantolas	Hyperon	Athens	Greece
VCI	SME	Aleksandr	Natanelov	Natan Group BVBA	Antwerpen	Belgium
Wardis	SME	Stoyan	Tonev Stoyanov	Graphware Ltd.	Sofia	Bulgaria
Playtour	SME	Héctor	Agustin Lana	Mahei Engineering, S.L.	Barañáin	Spain

Table 1. Selected projects for Call1-Phase2

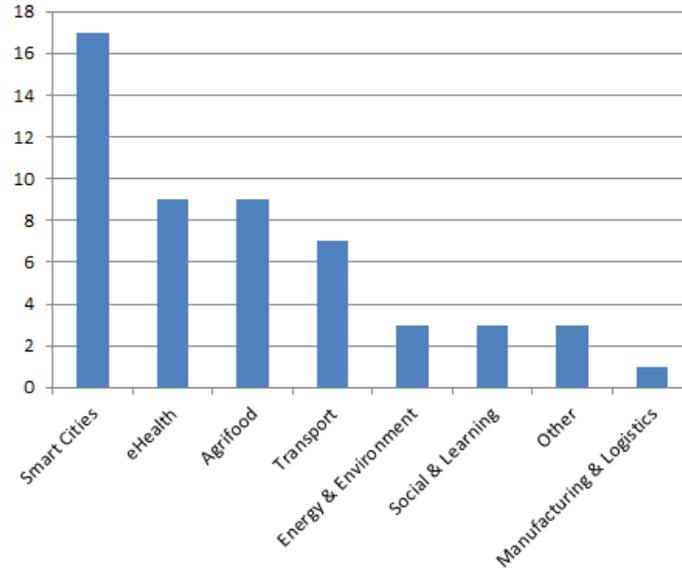


Figure 3. Projects per domain in call 2.

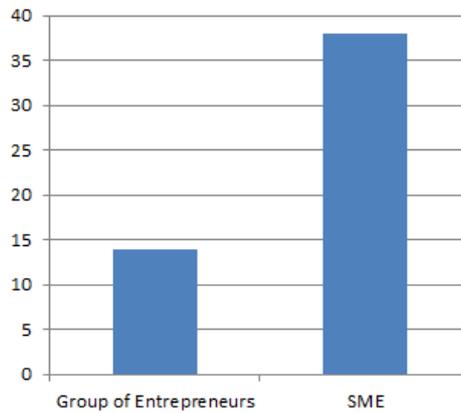


Figure 4. Type of beneficiaries in call2-phase2

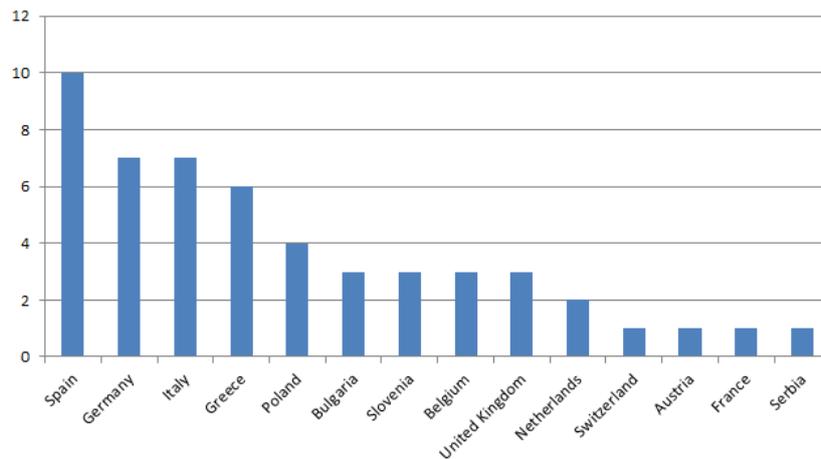


Figure 5. Projects per country in call2-phase2.

2.2 Evaluation

The evaluation of the companies in this phase was done by part of 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 two additional evaluators came in. All scores were normalised to avoid bias among the different evaluators.

That shaped the selection of the best 31 projects in the first open call which accessed to the phase 3 of the acceleration.

At the same time two projects did not submit the required deliverables and were automatically terminated. Therefore they were not paid any amount for their work. 50 companies did receive 10.000€ as amount awarded for the work completion in the phase 2 of the acceleration. 18 projects scored under the thresholds, 1 project was over thresholds but not selected for phase 3 and 31 were invited to join phase 3.

PHASE 3. DEVELOPMENT

The development phase of the acceleration comprised the core work of the projects. The top-31 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.

Title	SME (if any)	Country	Website
FLEX_MDA	-Group of Individuals-	Greece	
DADAFI	MKW electronics GmbH	Austria	http://www.smartbow.at
KISSMYBIKE	KMB Lab s.r.l	Italy	http://www.kissmy.bike/en/
TeleTransfusion	XLAB d.o.o.	Slovenia	http://www.xlab.si/products/teletransfusion/
AGRIOPENDATA	EZ LAB srl	Italy	http://www.ezlab.it
Open business	-Group of Individuals-	Italy	http://www.OpenBusinessXt.com
MOVIDA	TEA Engineering s.r.l.	Italy	http://www.tea-engineering.com
Deepsleep	-Group of Individuals-	Poland	http://thedeepsleep.com
CANARD	-Group of Individuals-	Spain	http://www.canarddrones.com/
RGS	Eodyne Systems, s.l.	Spain	http://www.eodyne.com
Dechet	LOGICIEL SOFTWARE FACTORY S.L.	Spain	http://www.logiciel.es
Rent_a_Net	Primeris d.o.o.	Slovenia	http://rentanet.eu
SmartPlatformCity	JIG Internet Consulting, S.L.	Spain	http://www.smartappcity.com
WISETOWN	TEAMDEV srl	Italy	http://www.wisetown.eu/
Coachademy	TEDDYAPP B.V.	Netherlands	http://www.coachademy.com
OpenTrack	ReportLab Europe Ltd	United Kingdom	http://opentrack.run
eViti	ELMITEL inzeniring d.o.o.	Slovenia	http://www.eviti.co
parkadoro	SUITE5 Ltd.	United Kingdom	http://www.suite5.uk
GEM_Cognitive	GEM Biosoft, S.L.	Spain	http://www.gembiosoft.com
Sensape	Sensape GmbH	Germany	http://www.sensape.com
Lucy	-Group of Individuals-	Germany	http://lucyapp.com
AgroAlert	-Group of Individuals-	Greece	myagroalert.eu
Hupp	Hupp s.a.s.	France	http://gethupp.com
We_Connect_Data	We Connect Data	Belgium	
Open_Risk_Dashboard	OpenRisk	Netherlands	https://www.openrisk.eu
Re:travel	RE:travel - Christian Kaspar, Matthias Roth-Hof und Marc O. Schmöger GbR	Germany	http://www.re-travel.de/
CropDiagnosis	Ergobyte Informatics S.A.	Greece	http://www.ergobyte.gr
MentalCheck	Bipsin	Spain	
CITIUS	Hyperon	Greece	http://hyperon.gr/
Wardis	Graphware Ltd.	Bulgaria	http://www.wardis.com
Divertour	Mahei Engineering, S.L.	Spain	http://www.mahei.es/

Table 2. Projects accessing phase 3 of the acceleration.

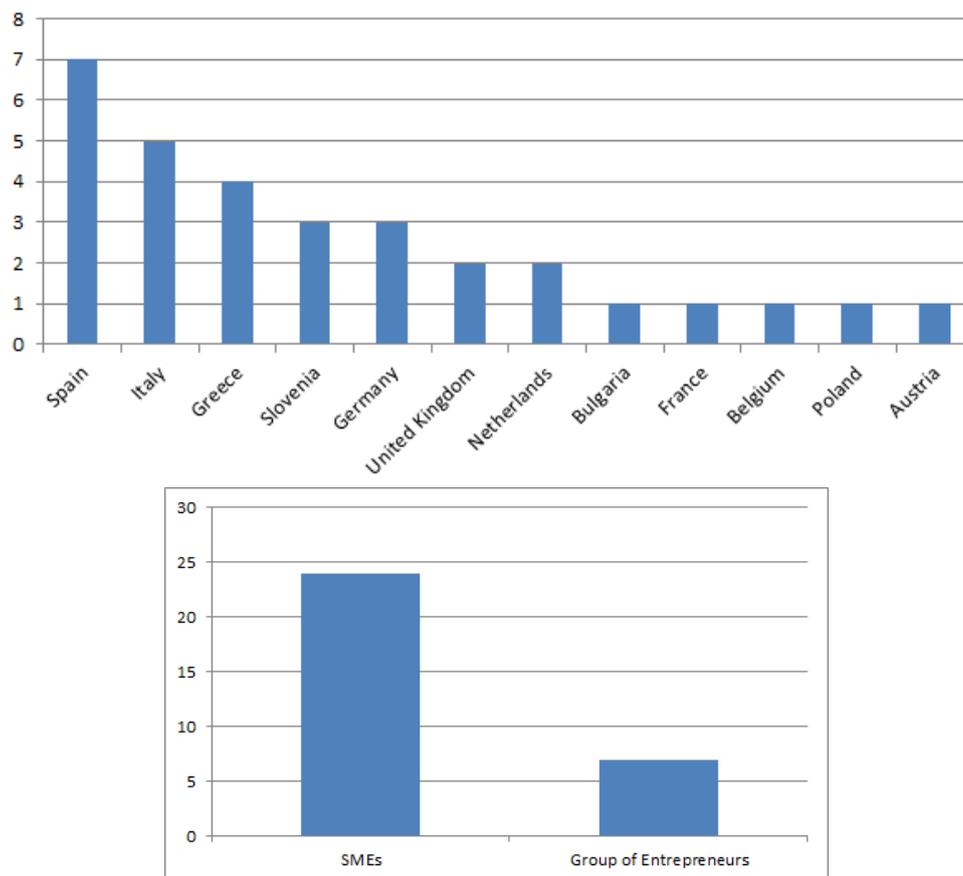


Figure 6. Main numbers on phase 3 projects.

There were three companies which applied for an amendment in order to change the contract from a group of individuals to an established SME. These were the cases of Sensape, WeConnectData and KMB Labs.

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 (30) scored all over the minimum thresholds, meaning 30 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

- Three of the projects started by a group of entrepreneurs turned into a registered SME. This milestone supposed the creation of three new SMEs thanks to the support of FINODEX.
- Many of the start-ups 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 kept generating jobs an income for European start-ups!

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

Country	Acronym	SME	Youtube
Spain	CANARD	-Group of Individuals- (Canard Drones SL)	https://youtu.be/mxiFjBCkL8U
Italy	WISETOWN	TEAMDEV srl	https://youtu.be/thBW4ilCxpE
Germany	Sensape	Sensape GmbH	https://youtu.be/3wgs7SsJi4Q
Austria	DADAFI	MKW electronics GmbH	https://youtu.be/cOYkPFwXPTU
Spain	SmartPlatformCity	JIG Internet Consulting, S.L.	https://youtu.be/owUmIcPr1pl
France	Hupp	Hupp s.a.s.	https://youtu.be/UMVt4a_nqFg
Italy	KISSMYBIKE	KMB Lab s.r.l	https://youtu.be/hF76R2Qm14E
United Kingdom	OpenTrack	ReportLab Europe Ltd	https://youtu.be/ESnEmRHxgNQ
Slovenia	eViti	ELMITEL inzeniring d.o.o.	https://youtu.be/6wphThfgI9g
Greece	CropDiagnosis	Ergobyte Informatics S.A.	https://youtu.be/rMVo_u3mnDk

Table 3. Phase 4 projects.

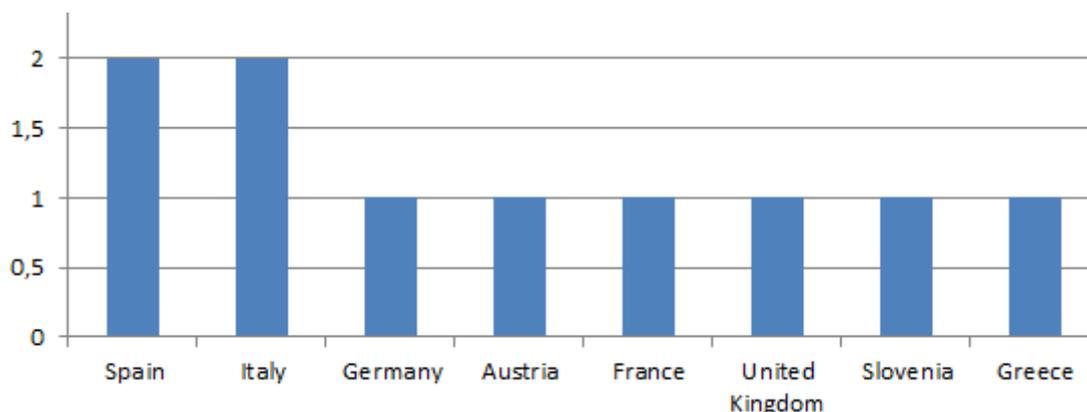


Figure 7. Statistics from phase 4 of the acceleration.

4.2 Evaluation

The evaluation was done by part of the pool of reviewers, plus an additional people with a solid technical expertise in FIWRAE. Additionally, the overall trajectory of the projects within the framework of the acceleration was considered for the final decision on the call, as well as the results of the pitch contest held in Trento event, which gave Canard Drones an additional point.

The winners of the call have been:

- **The 1st place has been for Canard.** The company has secured €170,000 coming from FINODEX. CANARD allows fast calibration of NavAids by using fully automated, unmanned UAVs (drones) that perform 100% accurate flight inspections support a 0% emissions procedure and comply with all the international regulations.
- **2nd place for Sensape** They have received €135,000 euros of funding. The start-up creates interactive shop windows, context aware billboards and entertaining retail systems, presenting contents dynamically and exciting while the market success gets quantifiable.
- **3rd place for ReportLab with its OpenTrack project.** They provide a hosted platform which can handle all the phases of an athletics competition: entries and team registration, recording at the finish line, and publishing and syndicating results. Total funding for them has been €115,000.

4.3 Remarkable facts

A new SME was legally established during the last phase of the acceleration, Canard Drones SL. 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 (2015) accounted for a global sum of 3.700.000€. At the end of the acceleration income reached 5.200.000€ (Full year estimation 2016). Companies' own projections for 2017 are over 57 million.
- **Jobs:** the number of jobs in the top-10 companies at the beginning of the acceleration was 80. By the end of the acceleration it was 105. Projections for December 2016 indicate they expect 123 full-time employees.
- **Income per employee** is growing exponentially since the beginning of the acceleration in the top-10 companies from an average of €44,679.12 per emp. and raised to 50,522.53€ per emp. in June 2015.
- **Creation of SMEs:** Four of the projects which started their participation as a group of individuals did register new SMEs in the Italy, Spain, Belgium and Germany.
- **Additional public funds:** One of the top-10 companies achieved an SME Instrument phase 1 and some of the companies have applied to additional funding under H2020 related topics.
- **Investment:** One of the companies has secured an investment of over €3.5million from a VC during the acceleration process.

FUNDS PER PROJECT

The whole list of funds received per project was made available as an open dataset at FIWARE Lab at this link <https://data.lab.fiware.org/dataset/finodex-accelerator-sub-grantees>