

FABULOUS

The European 3DP Accelerator

Implementing Service
Maturity Level 2 (Open Call 2)

26 January 2016

Francisco Buján
CARSA



3D Printing

1. Objectives of SML 2
2. Overall schedule
3. Business support
4. Reporting period 1- Deliverables SML 2
5. Evaluation
6. Workshop Brussels
7. Reporting period 2 - Deliverables SML 2
8. Evaluation - Project review
9. FIWARE support
10. Q&As

1. OBJECTIVES OF SML 2

Overall objectives of this second project phase

- To progress with the service prototype developed in SML1
- To progress with the business model and description of the 3D Printing application/service
- To present the trial plan for Phase 2 business trials
- To present a final business model for the 3D Printing application/service
- To perform business trials and present an advanced service/product
- To produce a detailed work plan for commercialization incl. business implementation of the service and acquirement of additional external funding (if applicable)

2. OVERALL SCHEDULE

Activity / description	Timing / Deadline
Kick-off meeting (online)	26 January 2016
Official start date of S-GA	01 January 2016
Project execution: Phase 2 - Service Maturity Level 2	01 January – 31 August 2016
Reporting period 1 <ul style="list-style-type: none"> - Submission of SML2 Deliverables A.1,A.2, B, C and Financial report 1 on EMS - Brussels workshop 	01 January – 30 April 2016 15 April 2016 22 April 2016
Reporting period 2 <ul style="list-style-type: none"> - Submission of SML2 Deliverables D, E, F, G and Financial report 2 on EMS - Project Review 	01 May – 31 August 2016 To be confirmed To be confirmed
Ranking of SML2 projects	To be confirmed



3. BUSINESS SUPPORT

Valentina Grillea
Bwcon



Acronym	Country	FABulous Partner
3DP-OPECR	Romania	bwcon
Art(&)Form	Italy	bwcon
UNIPROC	Greece	bwcon
3Diet	Spain	CARSA
Electrocreative	Spain	CARSA
MULTIFAB	Spain	CARSA
3Drones	The Netherlands	CARSA
Cr3do - Creating 3D	Belgium	iMinds
PRISMA	Belgium	iMinds
SYP	The Netherlands	iMinds

Business Support

Company	Contact Person	Email
CARSA	Francisco Buján	fbujan@carsa.es
bwcon	Valentina Grillea	grillea@bwcon.de
iMinds	Ingrid Willems	ingrid.willems@iminds.be

FIWARE Support

Company	Contact Person	Email
Engineering	Pasquale Vitale	pasquale.vitale@eng.it



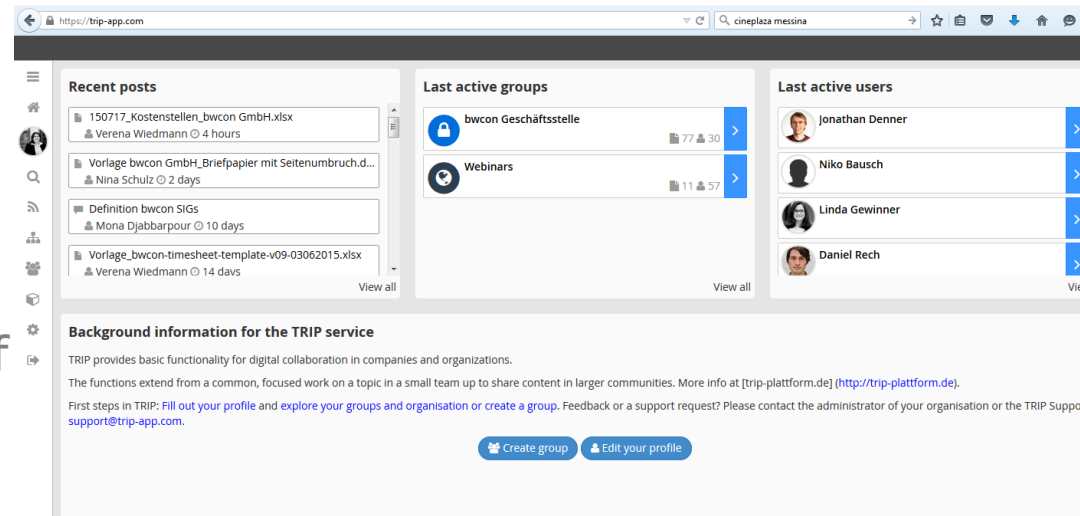
Business support by partners

- A survey to capture your needs and provide the coaches with insights on the status of your project will be send soon.
- Each partner (associated to you) is available for questions related to the webinars and on business models (or other issues).



Venture Development Platform

The platform is a tool to help you in improving **your skills and competences** with the support of concrete and **easy to use materials** and the involvement of **experts ready to coach you on personal base**, but most relevant aspect, you will be expose to VCs, business angels and other professionals that will add value to your venture



Community Space for networking

FABulous group for companies & coaches

Webinar offered to explain the tool

Invitation to join the group will be sent soon

Access to Webinars and dedicated FABulous materials



Business Support - event on/offline

	SML1	SML2
Open Call 2 projects	Finished	<ul style="list-style-type: none">• February 2016 webinar Topic: Venture Development Platform (26.02.16 at 10.00 AM CET) + others based on needs• April 22, 2016: Feedback workshop @ Brussels Topics: Business model, Access to investment, FIWARE Technology• Additional support on request



Business support activities offered by the FIBusiness Project*

- 1:1 Coaching (limited vouchers are available)
- Online webinars available via the Venture Development Platform
- E-pitches (additional dates soon)
 - “Sensors & IoT Hardware” 24 February @ 11:00 am – 12:30 pm (Apply before 5th February 2016)
 - “Future Internet Networks” on 23 March 2016 (tbc)
 - “Mobility” on 20 April 2016 (tbc)
 - “Energy” on 18 May 2016 (tbc)
 - New Topics coming soon (express your interest!)
- Innovation Fora:
 - Green Innovation and Investment Forum (24th February 2016)
 - Heidelberg Innovation Forum (22th June 2016) on Mobility

* For questions and support please refer to Francisco Buján fbujan@carsa.es and Valentina Grillea grillea@bwcon.de



4. Reporting Period 1 DELIVERABLES SML 2 January – April 2016

Activity / description	Timing / Deadline
Submission of Phase 2 Deliverables on EMS:	
A) Progressed service prototype: A.1-Description of the progressed service prototype; A.2-Video of the service prototype showing how FIWARE standards are followed	15 April 2016
B) Progressed business model and description of the 3D Printing application/service	15 April 2016
C) Trial plan for Phase 2 business trials	15 April 2016
Financial report 1 – Budget	15 April 2016
Workshop in Brussels (feedback and coaching)	22 April 2016
Communication of SML 2 first payment	29 April 2016

Instructions for deliverables

- The templates for the deliverables will be available on EMS.
- You will have to download the documents, fill them and upload them:
 - Deliverables A.1, A.2, B, C and Financial report 1.
 - Deadline: 15 April 2016 at 12h00 (CET)

Language: Any deliverable required by this sub-grant agreement shall be in English.

Documentation formats: Any document requested in any of the phases must be submitted electronically in PDF format without restrictions for printing.

A. Progressed service prototype

- **A.1-Description of the progressed service prototype** (2 to 3 pages document)
 - General characteristics of the prototype
 - Link to demo of the prototype, if applicable
- Provided format: Powerpoint
 - 2 slides: introduction & instructions
 - 2 to 3 slides: your results

A. Progressed service prototype

- **A.2-Video of the service prototype showing how FIWARE standards are followed**
 - Demonstrate the use of FIWARE technologies
 - General characteristics of the prototype
- **Format:**
 - A YouTube, Vimeo or Mp4 video, max. 5 minutes
 - 15Mb maximum



B. Progressed business model and description of the 3D Printing application/service

- Use the Business Model Canvas provided in SML1 deliverable B and updated it with SML2 information
- Executive Summary describing the Business model
- Provided format: Excel



[Insert organisation name]

Business model

Title of the project:

Acronym of the project:

Country:

General Instructions on the template

- You must use the structure of the present template in order to prepare the deliverable B. You are kindly requested not to modify or delete any sections.
- The minimum allowed font size is 11. Please use the same page margins as in this template.
- First, complete the following business model tabs: Company information, Customers, Value proposition, Distribution channels, Customers relationships, Income model, Key resources, Key activities, Key partnerships, Cost structure.
- It is compulsory to complete all the sections of this template.
- Once you have completed the business model, then you are able to write the executive summary of your project.



Executive summary of [insert acronym of your project]



[Insert acronym of your project]

Name	Description of the information	Answers
Organisation history	<i>Describe the first steps of your organisation, how you started and the itinerary until this FABulous project. We want to know your experience and assess your strengths and weaknesses.</i>	Answer here...
Organisation strategy	<i>In order to know the organisation in depth, we need information on mergers and/or acquisitions in the organisation.</i>	Answer here...
Organisational structure	<i>We need to know the staff and the organisational structure in order to check that the capacities and disponibility of the staff meet the business model objectives.</i>	Answer here...
Facilities and resources	<i>We need information on facilities and resources (economical, material, human, etc.) to evaluate correctly the capacity of the organisation.</i>	Answer here...



C. Trial plan for Phase 2 business trials (2 to 3 pages document)

- Presentation and description of the industrial partner
 - Progress on business trials
 - Use tables and diagram
- Provided format: Word document
 - 2 pages introduction & instructions
 - 2 to 3 pages: your results

Financial report 1: Budget for SML2

- You are required to prepare a Budget for SML2.
- Interim payment will be an amount corresponding to 40% of the total requested funding indicated by the beneficiary on the Financial Report 1, up to 24.000 euros.

5. Evaluation and criteria



Evaluation and criteria

- The evaluation of the written deliverables will be done by the expert panel between the 15th April 2016 and the 22nd April 2016.

6. WORKSHOP IN BRUSSELS



Workshop in Brussels : 22 April 2016

- Participants are required to come to **Brussels** for a workshop with the FABulous team and coaches on the **22 April 2016 from 9am to 1pm.**
- The workshop will be organised right after the Net Futures event taking place on the 20th and 21st of April in Brussels.
- The aim of the workshop is to give you feedback and coaching on your projects.
- Entrance to the event will be free of charge.
- Flights and hotel will be at your expenses (suggestions on accommodation options will be provided)

7. Reporting period 2

DELIVERABLES SML 2

May – August 2016



Reporting period 2 - Deliverables

- D. Final business model for the 3D Printing application/service
- E. Draft business plan (2 to 3 pages document)
- F. Advanced service/product
- G. Plan for commercialization (detailed work plan for commercializaion, incl. business implementation of the service and acquirement of additional external funding).

Financial report 2: Cost statement for SML2.

Templates and instructions will be provided soon.

8. EVALUATION – PROJECT REVIEW



Project review

- SML 2 Project review will take place in Bilbao in September 2016, date to be confirmed.



Evaluation of the deliverables

- Assessment of the excellence and market potential of the innovative services and applications
- Evaluation panel 10 representatives: external experts and members of the FABulous consortia

Evaluation scores

Score	Description
1	The deliverable does not adequately address the issues expected. There are serious deficiencies that impede reaching SML2.
2	While the deliverable broadly addresses the issues expected, there are significant deficiencies that would hinder SML2 implementation.
3	The deliverable addresses the issues expected well, although additional details would be necessary to facilitate SML2 implementation.
4	The deliverable addresses the issues expected very well, although additional details would benefit SML2 implementation.
5	The deliverable successfully addresses all relevant aspects of the issues expected. Success in SML2 is highly probable.

Scores may have decimals from 1.0, 1.1,..., 2.0, 2.1, ...4.3, 4.4,..., 5.0

Payment (I)

- **Reporting period 1**

The payment (up to 24.000 euros) will be transferred after approval by the Contracting Authority of the corresponding to SML 2 Deliverables A.1, A.2, B, C and Financial report 1.

- **Reporting period 2**

The payment will be transferred (up to 36.000 euros) after approval by the Contracting Authority of the corresponding to SML 2 Deliverables D, E, F, G and Financial report 2.



Payment (II)

Deliverables must be:

- a) Submitted on time
 - b) Approved over the thresholds
-
- No details of expenses incurred will be requested



Next steps

- Templates for deliverables will be uploaded on the EMS platform.
- We will organise a webinar beginning of April to confirm details on the workshop.
- We will organise the **“Third 3D Printing FABulous Community Meeting”** on the 5th and 6th of April in Bilbao with pitch session, workshops and round tables. You are invited to join and get to know the projects from OC1.

9. FIWARE SUPPORT

Pasquale Vitale
Engineering

10. Questions & Answers

GOOD LUCK!

ACCELERATION PROGRAMME MANAGER

CARSA

innovalia
ASSOCIATION

 **iMinds**

 **ENGINEERING**

bizkaia BFA
::talent DFB

 **bwcon**
baden
württemberg:
connected