IoT4Industry

Project Deliverable

Results of 1ˢᵗ call – D3.2

Project Title	Towards smarter means of production in European manufacturing SMEs through the use of the Internet of Things technologies
Project Acronym	IoT4Industry
Grant Agreement No	777455
Instrument	Innovation Action
Topic	Cluster facilitated projects for new industrial value chains
Start Date of Project	1ˢᵗ April 2018
Duration of Project	30 Months
Name of the deliverable	Report on open call results (1ˢᵗ call)
Number of the deliverable	D3.2
Related WP number and name	WP3 – Innovation vouchers
Related task number and name	Task 3.3 – Selection of collaborative projects

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Task leader/Main author	Marialuisa Sanseverino, MESAP
Contributing partners	MESAP, mTSW
Reviewer(s)	MBI, SCS
Abstract	This deliverable describes the process implemented in the framework of the first call for collaborative projects including the selection process, as well as the results of this first call in terms of proposals received, eligible and selected.

Revisions

Version	Submission date	Comments	Author
V0.1	5-02-2019	Chapters structure	Marialuisa Sanseverino
V0.2	4-03-219	Preliminary draft	Marialuisa Sanseverino
V0.3	8-03-2019	Draft	Marialuisa Sanseverino
V0.4	11-03-2019	2nd Draft	Marialuisa Sanseverino, Alessia Menduni
V0.5	12-03-2019	Peer Review	Marialuisa Sanseverino, Alessia Menduni, Guillaume Roux, Jana Heuer Perrine Grosjean
V0.6	15-03-2019	Final review	Guillaume Roux, SCS
V0.7	10-04-2019	Added statistics	Marialuisa Sanseverino, Guillaume Roux
V0.8	20-11-2019	Corrected total budget allocated	Guillaume Roux

Acronyms and definitions

Acronym	Meaning
IoT	Internet of Things
WP	Work Package
CPS	Cyber Physical Systems
IIoT	Industrial IoT
ICT	Information and Communication Technology
SME	Small or Medium Sized Enterprise
RF	Radio Frequent
VR	Virtual Reality
AR	Augmented Reality
EMS	Electronic Manufacturing Services
MMI	Man-Machine Interface
UWB	Ultra Wide Band

Disclaimer

The IoT4Industry project

The proportion of the manufacturing industry is currently decreasing in developed European countries' GDP. Industry 4.0 – also called smart manufacturing, digital industry or industry of the future – provides several technological responses to the challenging competitive market. The Industry 4.0 focuses on the development of processes based on technologies and devices autonomously communicating with each other along a value chain. Indeed, the integration of the Internet of Things (IoT) and related components – Cyber-Physical Systems (CPS), Digital Security, Cloud Computing and Big Data – in manufacturing SMEs will improve efficiency and flexibility in production and consumption.

IoT4Industry is an EC-funded project aiming at fostering this integration by connecting ICT clusters having capacities in IoT with Advanced Manufacturing clusters having access to process manufacturers and manufacturing SMEs. Based on a cross-border and cross-sectorial approach, a hundred of SMEs will be selected to receive funding and support to develop their access to smarter means of production and to modernize their processes and security. In short, the project and this integration aims at creating new or improved value chains and new business opportunities.

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1. Process and planning of the first call

1.1.   Assignment of all proposals to clusters

All received proposals are assigned and shared among the 7 IoT4Industry clusters (Pole SCS, DSP-Valley, mTSW, MESAP, MBI, PMT, MTC). The assignment has been made by mSTW on 3rd January 2019 according to the nationality/region of the coordinator or of the partners.

Each assigned cluster is responsible for liaising with assigned proposals coordinator on:
- ✓ notification of ineligibility (if so)
- ✓ notifying results (positive or negative)
- ✓ collecting the expert reports
- ✓ preparation and sending ESRs

1.2.   Eligibility check and notification of ineligible proposal

From 3rd to 11th January 2019 each assigned cluster controlled the companies who applied the call regarding the formal criteria requested in the form and notified to participants the results.

1.3.   Attribution of proposals to evaluators and training

Evaluators have been suggested by each clusters and composed a list of 30 experts that received proposals: each proposal has been assigned to two evaluators who are not in the same countries as the coordinator and who are not of the same country of the proposal to avoid potential conflicts of interests: these experts belong respectively to industry and ICT domains in order to assure both perspectives and reduce as possible bias evaluation. Each evaluator received 9 proposals.

On 31st of January MESAP organized a webinar to gave instructions to evaluators about the criteria to evaluate the proposals.

1.4.   Selection Process

On 18th of February 2019 the results have been discussed between clusters to agree about the limit to stop the funding according to the budget foreseen for the first call. From 19th of February to 1st of March, several scenarios have been discussed between the partners.

Sectors	Eligible	Budget = 1868-50%	Budget = 2213-60%	Budget = 2502-67%	Budget = 2612-70%
	Eligible proposals	Budget = 1868 (50%)	Budget = 2213 (60%)	Budget = 2502 (67%)	Budget = 2612 (70%)
Score threshold	-	11,5	10,75	10,5	10,25
Automotive	7	5	6	6	7
Buildings / Construction	1	1	1	1	1
Chemicals	1	1	1	1	1
Electronics	2	0	1	1	1
Food & Beverage	5	0	1	1	2

Furnitures	1	1	1	1	1
Logistics	1	0	0	0	1
Machines	5	0	0	1	1
Marine	1	1	1	1	1
Materials	1	1	1	1	1
Mechanicals	5	1	2	3	3
Medical & Pharmaceutical	2	2	2	2	2
Metal	2	1	2	2	2
Nanotechnologies	1	1	1	1	1
Packaging	1	1	1	1	1
Paper	1	1	1	1	1
Robotics	1	0	0	1	1
Textile	2	0	0	0	0
Unknown	3	1	1	1	1
Unkown	1	1	1	1	1
Wood	1	1	1	1	1
Type of project					
Feasibility studies	2	0	0	1	2
Prototypes	11	6	7	7	7
Demonstrations	29	14	18	20	22
Total	45	20	25	29	31

On the first of March, the Selection Committee (one representative per partner) decided to converge to the scenario in which 60% of the budget (2 212 700 Euros) will be consumed for the first call. This scenario allows a good coverage of countries, vertical sectors while leaving a decent budget (1.5 million Euros) for the second call.

1.5.   Notifications to proposers

Each cluster sent the Evaluation Summary Report (ESR) of each assigned list of companies and the template has been provided by MESAP (Annex 6).

2. 1st Call results

2.1. Received proposals and eligibility check

The call has regularly closed on December the 20th 2018 and we have received 53 proposals. The proposals have been assigned to clusters according to the nationality or region of the coordinator or partner.

After carrying on the eligibility check (each cluster for the assigned proposals) 8 proposals have been discarded mainly because they did not pass the financial viability check (6) and 2 because the consortium was made of only one partner. The following table reports the 45 eligible proposals:

Proposal Acronym	Nationality of coordinator	Assigned cluster
RTPP	Romania	MESAP
PASTA_TRACKER	Slovakia	MESAP
Mozzarella tracker	Italy	MESAP
Winetracker	Italy	MESAP
barrel tracker	Italy	MESAP
TRICE	Italy	MESAP
iPLANNER	Italy	MESAP
MYW.AI4QM	Italy	MESAP
LOTSMAN	Italy	MESAP
DT4MOULD	Italy	MESAP
BD_ValueChain4.0	Italy	MESAP
ARIA	Italy	MESAP
HurRI	Italy	MESAP
REWIND	Italy	MESAP
CIRCLE	Italy	MESAP
Manuback	Bulgaria	Pole SCS
IoT4Nano	Czech Republic	Pole SCS
TRAXxs XSole & XSwitch	France	Pole SCS
LEANTRAX	France	Pole SCS
IoT4NR	France	Pole SCS
FLOROPRO	France	Pole SCS
EASYDIAG	France	Pole SCS
Supermetal	France	MBI
Food-RT	Greece	mTSW
RetroFit4Paper	Austria	mTSW
AVENTICS SAS	France	MBI
WearHealth	Germany	mTSW
UP-SCALE	Germany	mTSW
OffTech-SSC	Germany	mTSW
LERIM	Germany	mTSW
DVC DVC=Digitization Value Chain	Germany	mTSW
IQ-Control	Germany	mTSW
CYSEMA	Germany	mTSW

RRD	Germany	mTSW
FactorySense	Belgium	DSPV
ICLOS	Belgium	PMT
USGICA	Belgium	DSPV
IOT4PM	Belgium	PMT
EQUALITY	Belgium	DSPV
MATAKIoT	France	MBI
Demonstration IOT connected machining tools	France	MBI
SMARTEVs	Serbia	MESAP
USAR	United Kingdom	MTC
SOFTY	United Kingdom	MTC
ISME	United Kingdom	MTC

The following are the 8 proposals which are not eligible:

Acronym	nationality of coordinator	assigned cluster	Type	eligibility pass (Y/N)	if NO explanation (rule which fails)
SMARTIFI	Italy	MESAP	PROT	N	both companies have profitability OK and solvency weaK
SensorsControl	France	SCS	DEM	N	Activeeon profitability ratios are weak, no financial table provided by Italian SME
Con Bill	Turkey	mTSW	DEM	N	Only 1 partner (Turkey).
DNCV GENERATION	South Africa	mTSW	PROT	N	just one partner from South Africa
TXANDAPP	Spain	mTSW	PROT	N	just one partner from Spain
Elevate-IoT	Italy	MESAP	DEM	N	SOLVENCY WEAK
ADRIANO	Italy	MESAP	PROT	N	SOLVENCY WEAK
Creative1	UK	MTC	PROT	N	SOLVENCY WEAK

In the end the following tables show which proposals are assigned to each expert: according to this table we have used Funding Box Tool in order to have an online evaluation. The experts have been allocated to their proposals and they have used the tool in order to provide their evaluations. The evaluation sheet which they found on funding box is provided in Annex 5.

2.2. Evaluation results

After having collected the evaluators scoring and comments by means of the Funding Box Tool and having applied the average rules among the two evaluators for each proposal, the following ranking table has been produced.

In the table below we have reported the title of projects, the cluster to which they have been assigned according to the nationality of the coordinator (or partners), the name of the two evaluators and the score assigned by each evaluator to the three sections: excellence, impact and implementation.

The average scores have been calculated as well as the average total score. We have highlighted in green the scores above the assigned thresholds and in red the scores below the thresholds.

Then the total requested budget has been indicated for each proposal and the incremental request of funding have been calculated. We have also reported the type of proposal (Demonstrator, Prototype or Feasibility Study) and the vertical sector referred in the proposal.

We had two conference call meetings in order to decide how much budget to allocate to this call and where to set the black line which separates the funded by the not funded proposals.

All the partners have agreed to the ranking list, the 24 proposals that will receive funding have been confirmed and the total funding that will be assigned is 2 2**3**2 700 euros incrementing it of 60% from the initial hypothesis, to include also one proposal on Food and Beverages vertical sector which was not covered by others.

The proposals UPSCALE and RETROFIT4PAPER have a common partner ENDIIO, whose budget has been reduced in order to reach the maximum of 60 000 Euros per organisation. Therefore, the UPSCALE project budget has been reduced to 60 000 euros and ENDIIO will maintain 45 000 euros on RETROFIT4PAPER project and will receive only 15 000 euros in UPSCALE project.

The ESR (Evaluation Summary Reports) have been prepared and sent to the coordinators according to the template shown in annex.

The process will go on with the grant agreement signature by SCS and selected beneficiaries.

2.1.   Statistics on 1st call

- **53 proposals received**
    - 135 entities, 101 SMEs
- **45 proposals eligible**
    - 125 entities, incl. 92 SMEs
    - 21 countries, 20 sectors
- **24 projects selected**
    - 69 entities, incl. 50 SMEs
    - 16 countries, 16 sectors
    - 23 transnational projects (95%)
- 45% success rate
- **2,2**3**3 million euros allocated**

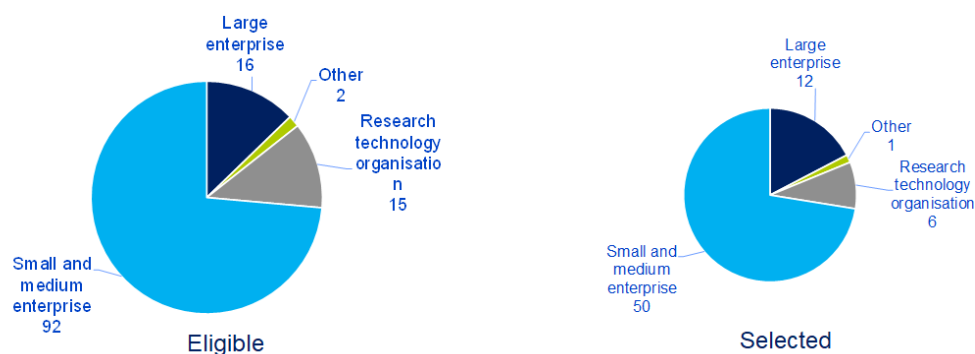The following diagrams show the numbers of the 1st call related to eligible and selected proposals.

Figure 3 Typology of participant organisations
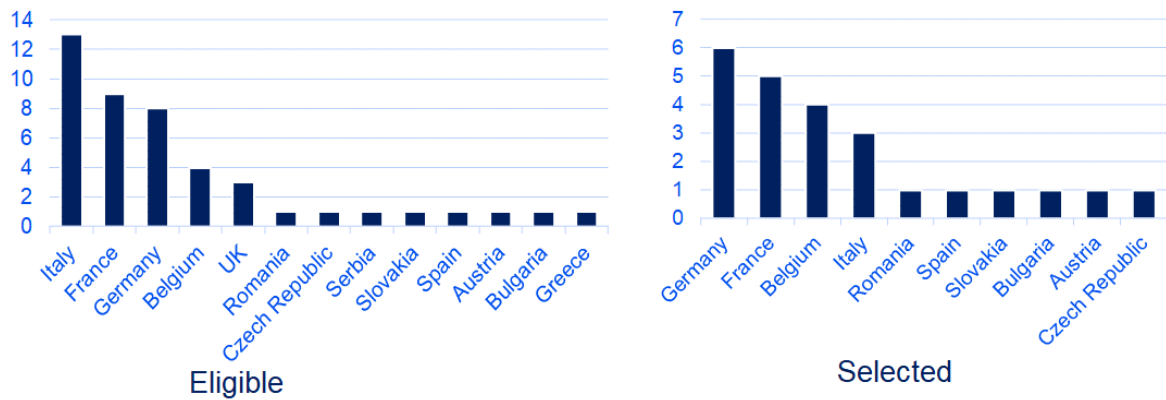
Figure 4 Type of projects

Figure 5 Number of projects per country (Country of the coordinator)
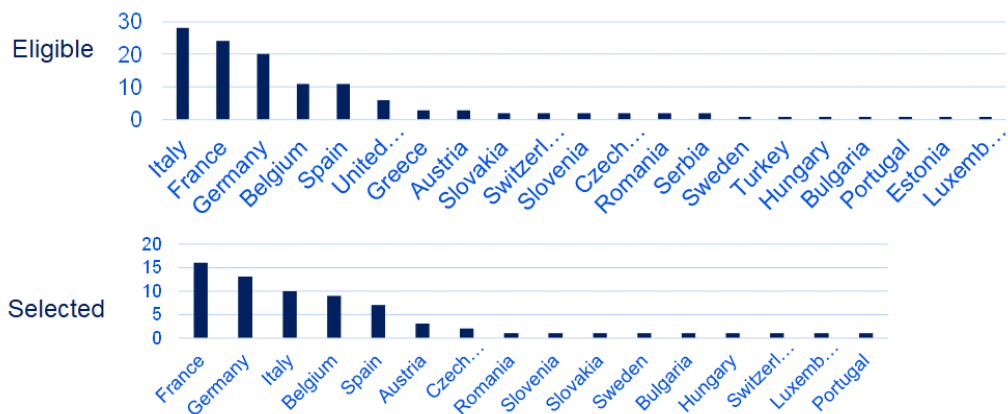

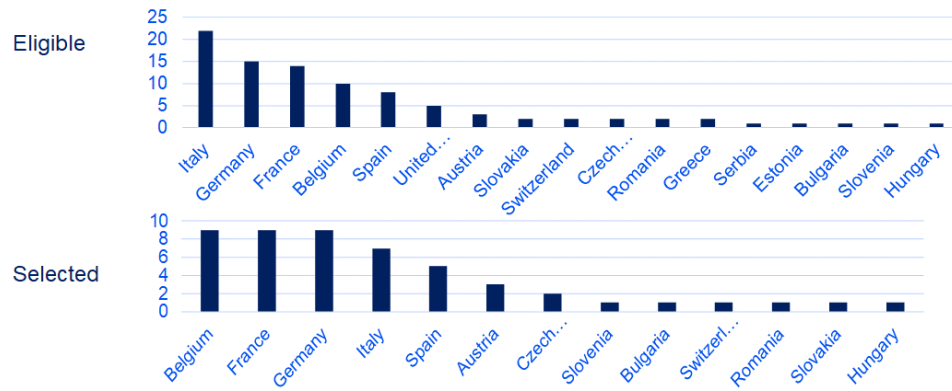**Figure 6 Number of participants per country (coordinators and partners)**

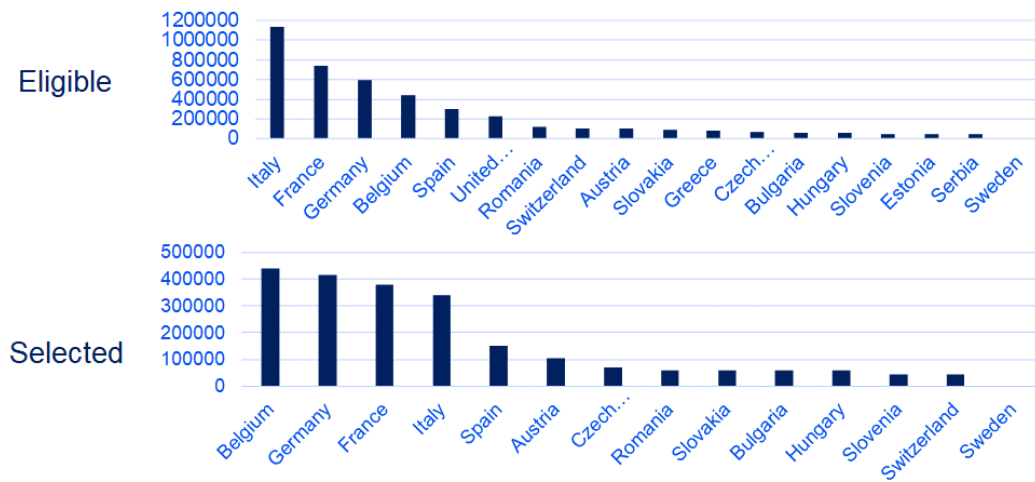**Figure 7 Number of SMEs per country (coordinators and partners)**
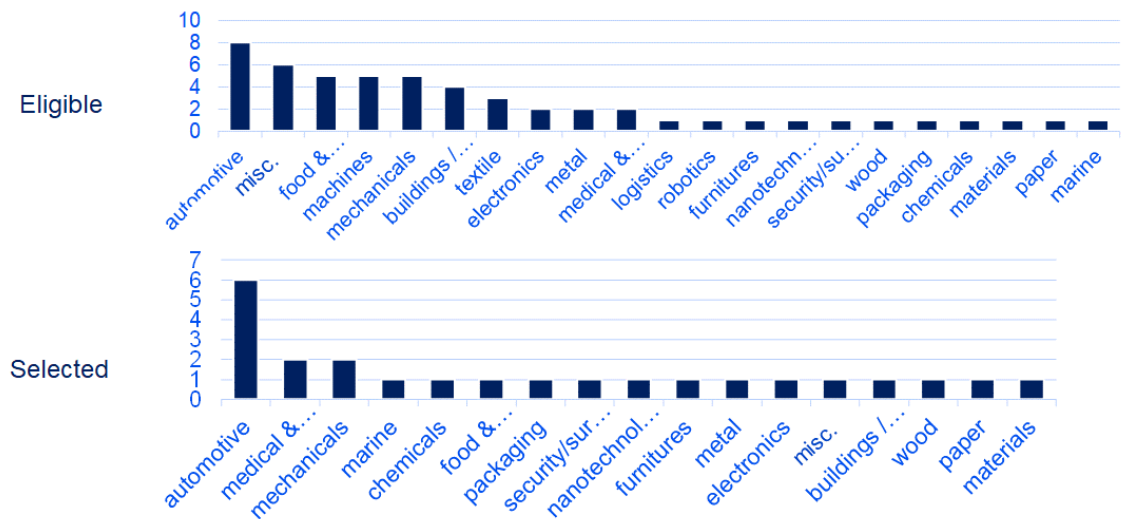

Figure 8 Budget per Country

Figure 8 Vertical Sectors

2.2. Conclusion

The process of the first call has been concluded following the rules set up in the Guide for applicants. The total budget assigned to the first call has been redefined in order to include more vertical sectors and countries covered.

The main pitfalls have been related on the financial viability check (for what concerns eligibility) which excluded many promising start-ups and on the evaluation of feasibility studies that have received lower scores respect to the other type of proposals.

For this reason we are redefining some rules that will be in next Guide for applicants for the second call.

Annex 1 Term of reference for experts involvement

Term of Reference - Check for Evaluators availability

We are looking for up to 30 experts who will act as evaluators to support the partners of INNOTSDSUP IoT4industry project (see details in Annex 1) in the evaluation of the proposals submitted in response to two open calls in 2019.

Requested Competencies

The expert should have at least 10 years of experience in innovation or R&D projects in the area of Manufacturing and/or ICT (IoT, Big Data) for manufacturing and must be fluent in English. Experts that are still working in manufacturing or ICT organisations will have a competitive advantage. If interested please answer us providing an updated CV within 25th May 2018 specifying also the availability for the 1st call, the 2nd call or both (periods are specified below) .

Type of proposals

The calls will ask for 3 types of proposals:

	Feasibility study	Prototyping	Demonstration / pilot
TRL of envisaged project	5-6	7-8	8+
Maximum amount granted per beneficiary (SME)	25 000 €	45 000 €	60 000 €
Maximum Lump sum per project	50 000 €	80 000 €	120 000 €
Funding rate	Lump Sum		
Time frame	Up to 6 months	Up to 12 months	Up to 12 months

Feasibility studies will target companies having an idea of the intended project a purpose but with needs for further analysing the technical aspects, the intellectual property issues, the design study, etc. (TRL 5-6).
Prototyping instrument will target companies having already carried out a feasibility study, and having the need develop a prototype, spend efforts in miniaturisation, testing, etc. (TRL 7-8).
Demonstration / pilot instrument will target companies having already developed and tested a prototype, with the need to demonstrate its efficiency on a larger scale (TR 8 and more).

Proposals will be submitted in a document of maximum **10 pages** according to a pre-defined template.

Task to be accomplished by the evaluator
For the evaluation, we will provide the evaluation criteria, a guide for evaluators and a training webinar. The evaluators need to evaluate three aspects of the proposals: excellence, impact and implementation and to provide an Evaluation Summary Report (a template form will be provided) which contains justifications of each score.

Fees and Number of proposals

The evaluator is entitled to a fee of EUR 450[1] per day for 6 proposals. We will assign to each evaluator a number from 10 to 15 proposals for each call. A proper Contract will be issued and signed by innoTSD TSD (IoT4Industry partner) and by the entitled evaluator.

Times ad duration of the evaluation period

The experts that have declared their interest will be selected and proposals will be assigned to them according to the number of proposals that we will collect after the deadline of the two calls issued by IoT4 Industry project.

The experts can be involved in 2019 **from mid January to mid February for the first call and/or from mid June to mid July for the second call**

The two evaluation periods and schedules will be:

1st Call

20th September 2018: Open 1st call

20th December 2018: Deadline of 1st call

15th-18th January 2019: Attribution of proposals to evaluators

18th-25th January 2019: Contract, Non-Disclosure Agreement and No Conflict of Interest Declaration signatures

28th January-1st February 2019: Evaluators will receive the evaluation instructions, the templates for evaluation and a training webinar to start the process

1st February 2019: Experts will receive the proposals assigned to them for evaluations

15th February 2019: Deadline Evaluation reports

2nd Call

1st April 2019: Open 2nd call

11th June 2019: Deadline of 2nd call

17th-21st June 2019: Attribution of proposals to evaluators

21st-28th June 2019: Contract, Non-Disclosure Agreement and No Conflict of Interest Declaration signatures

28th June-5th July 2019: Evaluators will receive the evaluation instructions, the templates for evaluation and a training webinar to start the process

8th July 2019: Experts will receive the proposals assigned to them for evaluations

20th July 2019: Deadline Evaluation reports

Evaluators will receive their payment within 30 days after the delivery of all the assigned evaluation reports.

Conflict of interest and exclusion criteria

To prevent potential conflict of interest, organisations employing experts selected for an open call evaluation will not be eligible for funding.

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[1] According to European rewards for Experts (SME instrument as a reference)
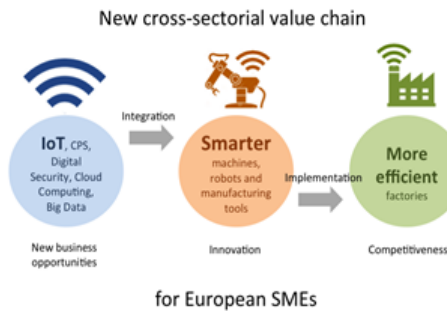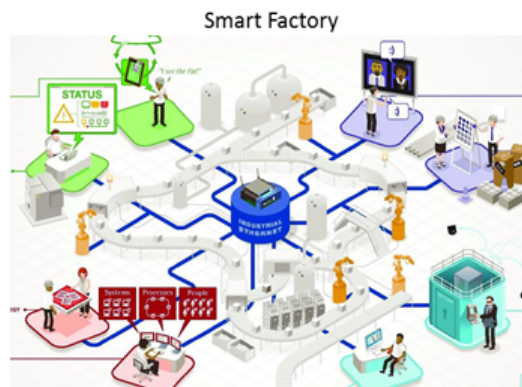
Annex 1.a: IoT4Industry in a nutshell

Annex 2 PROCESS for experts to perform evaluations

What the expert is expected to do from 1 to 13th of February:

Please execute the following steps:

STEP 1) Read carefully each assigned proposals: (section 1 to 3) ten pages + section 4 consortium description

STEP 2) Evaluate each proposal according to the 3 following criteria:

1. Excellence:

   (1) Soundness and pertinence of Objectives with the scope of the call

   (2) Credibility of the technological KPIs to measure the results

   (3) Concreteness of the technical approach

   (4) Coherence of the TRLs and scope with the type of proposal applied for (feasibility, prototype or demonstrator)

   (5) Innovativeness of the proposed solution

2. Impact:

   • Industrial and individual relevance

   • Credibility of targets for business KPIs

   • Quality of the exploitation, IPR and knowledge protection strategy

3. Implementation

   (1) Soundness of the workplan, including relevance of the tasks described, and the timing of the activities

   (2) Appropriateness of the consortium: evaluate completeness (IoT Technology providers and industrial users are present) and complementarity (the provided solutions match with the needs of the final users)

   (3) European dimension (in terms of transnational dimension of the consortium and exploitation intentions towards European countries)

   (4) Cost-effectiveness of the workplan

   (5) Operational capacity (evaluate the technical capacity of the proposers related to the proposed work)

STEP 3) Evaluate in a descriptive qualitative way each of the 3 criteria, answering to the detailed questions and focus on positive and negative aspects of each question. The qualitative description should help in assigning the overall score to the three sections.

STEP 4) Assign the scores from 1 to 5 **including half scores** to each of the 3 criteria.

The meaning of the marks is as follows:

0: The proposal fails to address the criterion under examination or cannot be judged due to missing or incomplete information.

1: Very Poor – The criterion is addressed in an inadequate manner, or there are serious inherent weaknesses.

2: Poor – While the proposal broadly addresses the criterion, there are significant weaknesses.

3: Acceptable – The proposal addresses the criterion, although significant improvements are possible.

4: Good – The proposal addresses the criterion well, although certain improvements are still possible.

5: Very Good – The proposal successfully addresses all relevant aspects of the criterion in question. Any short-comings are minor.

STEP 5) The total score of the proposal will be the sum of the 3 scores. In order to be successful, proposals shall score at least 3 in each criterion and have an overall score of at least 10 points.

The tool which will be used for evaluation is FUNDING BOX (you will receive the link later on)

You can download your proposals to read them but you must fill the evaluation questionnaire on it.

Some suggestions for evaluation:

- The proposal must be **totally finalized**, this means that the **application perspective** and use case must be clearly described and **the final user must be present either as partners or at least as letter of intent.**

- The proposal **must be innovative** but **compared to the state of the art of the vertical sector**, in fact not all the sectors have the same innovation maturity.

- The proposal must be **in the scope of the call** it must refer to **manufacturing and IoT**

- **The technological KPIs** (section 1) are related to the technical development (not business or economic perspective) They are important to measure the achievement of the final results (availability of a prototype, number of implemented functionalities, number of new sensors, etc.). They must be reached entirely at the end of the project.

- **The business KPIs** (in section 2) are related to potential economic perspective (turnover increment, new workplaces etc.) They must be credible but cannot be demonstrated within the duration of the project.

- **The international dimension** means that even if the 2 partners are from the same country they have **international exploitation perspective**

And more tips:

- Work on comments before scores

- Look through to the essentials of the proposal – a weak proposal can be deceptively well written, a strong proposal may be handicapped by language difficulty

- Try to avoid intellectual bias

- Maintain the same standard of judgment for all the proposals you see…

ANNEX 3 NDA for experts
IOT4INDUSTRY NON-DISCLOSURE AGREEMENT

I, the undersigned, have read this agreement ("the Agreement") and agree to be bound by the following terms:

1. Due to my duties and responsibilities as a external reviewer for the IoT4Industry project ("Towards smarter means of production in European manufacturing SMEs through the use of the Internet of Things technologies"), an initiative ("Innovation Action") receiving funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No 777455, confidential Information relating to project proposals submitted by proponents (in the following individually referred to as the "Proposing Party") has come or might come to my knowledge and possession in written, oral or electronic form. "Confidential Information" means, without limitation, work and research plans, reports, documents, specifications, data, formulae, and studies.

2. I acknowledge that the Confidential Information is the valuable and proprietary property of the Proposing Party, and that any breach of the confidentiality obligations in this Agreement may result in irreparable harm to the Proposing Party.

3. I therefore undertake to keep confidential and secret all Confidential Information to which I may have been given access and will be given access and agree not to divulge the Confidential Information or its contents (or authors) to any other person who is not part of the Proposing Party team and who has not signed a Secrecy Agreement like this one.

4. Subject to the exceptions stated below, I shall not use the Confidential Information except for the Purpose of this Agreement which is the review and evaluation of the project proposals under IoT4Industry Calls for projects.

5. I shall be under no obligations with respect to any information: (a) which is, at the time of disclosure, public information generally known on a non-confidential basis; or (b) which after disclosure becomes public information generally known on a non-confidential basis through no fault of mine, but my obligation shall cease only after the date on which such information has become available to the public; or (c) which I can demonstrate through tangible evidence was in my possession before receipt from the Proposing Party; or (d) which is disclosed to me without restriction on disclosure by a third party who has the lawful right to disclose such information. Confidential Information shall not be deemed to be within the foregoing exceptions merely because it is (1) specific and merely embraced by more general information in the public domain or my possession or (2) a combination which can be pieced together to reconstruct the Confidential Information from multiple sources, none of which shows the whole combination, its principle of operation and method of use.

After signing this Agreement, I shall keep a copy and return a scanned version directly to the Project Leader and its partner devoted to this process.

Full Name _____

Date _____

Signature _____

ANNEX 4

APPOINTMENT LETTER FOR EXTERNAL EXPERTS

Expert's name :

Address (institution/company):

E-mail

Country

Date

Terms of your appointment as an Independent Expert

Dear Mr/Mrs Expert,

Thank you for agreeing to assist the IoT4Industry project ("Towards smarter means of production in European manufacturing SMEs through the use of the Internet of Things technologies") as an independent expert. This appointment letter together with the Annexes attached to it establishes the legal basis upon which you will provide advisory services to the IoT4Industry project.

Please note that in addition to the terms of this appointment letter, your engagement on individual assignments ("Assignments") will be subject to the conclusion, for each Assignment, of a further agreement describing your specific tasks (an "Assignment Agreement"). A template copy is provided at Annex II.

The terms of your appointment are as follows:

APPOINTMENT

1. As an independent expert you will be asked to evaluate the project proposals received in the framework of the IoT4Industry call for collaborative projects. The evaluated proposals should be rated following the Evaluation process.

2. Your services and obligations in relation to each agreed Assignment shall be more particularly described in an Assignment Agreement which sets out the final deliverable(s) that you are to provide the IoT4Industry team and the timeframe within which you must do so.

   Your appointment for any Assignment shall be subject to you and the IoT4Industry team agreeing and signing an Assignment Agreement. The IoT4Industry team is not obliged to provide you with any work under this letter (except to the extent provided for under agreed Assignment Agreements).

3. Your work will be designed, supervised and signed off by the IoT4Industry team. Subject to the Assignment Agreement, however, you will usually work on a remote or virtual basis, for example from your home and you will provide your own tools in the performance of the services.

4. Experts may be appointed for a maximum number of 6 working days per calendar year (in total). This may be in relation to one or more Assignments, provided that the maximum number of agreed working days does not exceed 6 working days.

5. By signing this appointment letter, you confirm that you will, in relation to each agreed Assignment, work for the IoT4Industry project in a personal capacity as an independent person and that you will not represent any organisation in the performance of your work. This appointment letter is not a contract of employment. The IoT4Industry team is not under an obligation to provide you with a minimum amount of work nor is the IoT4Industry project liable to provide you with any compensation or coverage in the event of injury or illness.

6. You must inform the IoT4Industry team if you become aware of any factors that will materially affect the performance of your services or if you are unable to fulfil your obligations under this appointment letter or any Assignment Agreement for any reason.

7. This agreement will enter into force on the date of the last signature of this appointment letter and shall last for the remainder of the current calendar year. As IoT4Industry team will not provide you with the information needed to carry out your services until it has received the original signed copy of this appointment letter, please ensure that the original signed copy of this appointment letter reaches the IoT4Industry team in good time before the anticipated start date of your work on any Assignment.

TERMS OF PAYMENT

You will be entitled to a payment of EUR 450 for each day of proposal evaluation. 6 proposals should be evaluated in one day. The EUR 450 rate corresponds to a full working day at EUR 56.25 per hour.

Your remuneration will be based on the production of the deliverable(s) agreed with the IoT4Industry team in the Assignment Agreement rather than on working hours.

Payment will be made in euro once the deliverable(s) have been received approved by the IoT4Industry team, to the bank account shown in the relevant Assignment Agreement.

1. Arrangements regarding payment of your fees are between you and the IoT4Industry team. If you are employed by an organisation it will be for you and your employer to reach an agreement as to the final destination of any payments and reimbursements, and the IoT4Industry team will not interfere in these arrangements.

2. You must perform your services with due diligence, skills and care in a professional, timely and workmanlike manner and to the best of your abilities. You must deliver a constant and high quality of work and act in accordance with this appointment letter, the Assignment Agreement, any instructions given to you by the IoT4Industry team and all applicable laws, rules and regulations.

3. The IoT4industry team may withhold any payment in the case of non-performance or poor performance of the work on any Assignment and/or breach of any material obligations contained in the appointment letter and/or in the Assignment Agreement. The Iot4Industry may recover any payment made to you and exclude you from further work if you breach the obligations arising from your appointment letter. The IoT4Industry team will inform you in writing if it has decided to withhold or recover any payments from you. Please see also in term 1 in the supplemental terms and conditions in Annex I.

4. You hereby confirm that you will respect applicable national legislation with regard to taxation or other payments and liabilities in connection with any payment received from the IoT4industry team and you agree to provide the IoT4Industry team with an indemnity on a continuing basis to this effect. This indemnity will survive the termination of this agreement. Upon request by any competent national authorities, the IoT4Industry team may inform them about any payment made to you for the performance of your services.

CONFLICTS OF INTEREST

A conflict of interest may exist if you have a connection with the proposals for collaborative projects that you are to advise the IoT4Industry team upon. Without limitation, a conflict of interest may arise if you:
- Were involved in the preparation of the proposals for collaborative projects
- Stand to benefit from the funding of the project described in the proposals for collaborative projects
- Have a close family relationship with any personnel of the entities involved in the projects described in the proposals
- Are a director, trustee or partner of any entities involved in the projects described in the proposals
- Are employed by one of the entities involved in the projects described in the proposals
- Were employed by any entities involved in the projects described in the proposals within the previous three years.

By signing this appointment letter, you declare that you are not aware if any conflict of interest with the work that you will undertake for the IoT4Industry team. If you are in any situation that would cast doubt on your ability to perform your work for the IoT4Indsutry team impartially, or that could

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reasonably appear to do so in the eyes of an external third party, you must inform the IoT4Industry team immediately, detailing the nature of the potential conflict of interest.

CONFIDENTIALITY

1. You are not allowed to discuss any aspect of your work with any third party, including other experts and proposal applicants without the prior formal written consent of the IoT4Industry team. You are not to disclose the findings of your work to anyone other than the IoT4Industry team without the express written consent of the IoT4Industry team.

2. You have a duty to maintain the confidentiality of all documents whether paper or electronic relating to your work for the IoT4Industry project. Upon completion of your work you must return, erase or destroy all confidential documentation if requested to so do.

3. The obligations in terms 15 and 16 of this letter are in addition and without prejudice to your obligations under any Non-disclosure Agreement you have or are requested to sign in relation to your work as an expert for the IoT4Indsutry project ("an NDA"). In the event of any conflict or inconsistency between this letter and an NDA (as defined), the NDA shall take priority, to the extent of such conflict or inconsistency.

INTELLECTUAL PROPERTY

1. All intellectual property generated by you in the performance of your work for the IoT4Industry project is hereby assigned to the IoT4Indsutry team including but not limited to all data, reports, drawings, handouts or other material produced in the course of your work for the IoT4Industry project. You undertake to do all acts and execute all documents which may be necessary to confirm the title of the IoT4Industry project to such Intellectual Property.

2. Nothing in this agreement shall affect ownership of intellectual property existing prior to this agreement or generated outside the course of your work for the IoT4Indsutry project which you have agreed to make available to the IoT4Indsutry team for the performance of your work. Where your pre-existing intellectual property forms part of the Deliverable(s) you will be deemed to have granted the IoT4Industry team a non-exclusive, perpetual, irrevocable, royalty-free license to use and sublicense this intellectual property as part of such Deliverable(s) (including any modifications or updates thereto or derivation thereof).

DATA PROTECTION

When processing personal data (as defined in the Regulation on General Data Protection) of the expert, IoT4Industry team will at all times comply with data protection legislation from time to time in force. You may, on written request, gain access to their personal data and correct any information that is inaccurate or incomplete.

TERMINATION

This agreement and/or any individual Assignment Agreement may be terminated by the IoT4Industry team for any reason by giving you a minimum of 10 working days' notice. The IoT4Industry team may instruct you to cease work immediately without formal notice in the event of non-performance or poor performance of your services or breach of any of the substantial terms of this appointment letter and/or the Assignment Agreement. The IoT4Industry team may also terminate this agreement immediately upon written notice if you enter into any form of insolvency proceeding.

To indicate your acceptance to the above terms please sign and date the enclosed copy of this letter and return it to the IoT4Industry team without delay.

SIGNED BY Guillaume Roux for and on behalf of the IoT4Industry project

_____

Date: _____

SIGNED by the Expert

_____

Date: _____

ANNEX 3.a
SUPPLEMENTARY TERMS AND CONDITIONS OF APPOINTMENT

1.   IOT4INDUSTRY SUBGRANTING CONSENT TERMS

The IoT4Industry team receives funding for the IoT4Indsutry project by the European Commission. As such, by signing this appointment letter, submitting requests for payment and accepting such payments from the IoT4Industry team, you, as an individual will become a recipient of European Commission funding. By signing this agreement, you acknowledge that some of the obligations imposed on the IoT4Indsutry team by the European Commission are also applicable to you. In particular you acknowledge that:

•   The IoT4Industry team has undertaken to provide any detailed information, including information in electronic format, requested by the European Commission or any other outside body authorised by the European Commission to check that IoT4Industry team members' activities and the provisions of the framework partnership agreement between the IoT4Industry team members[2] and the European Commission and the grant agreements between the IoT4Industry team members and the European Commission are being properly implemented.

•   The IoT4Indsutry team members shall keep at the European Commission's disposal all original documents, especially accounting and tax records, or in exceptional and duly justified cases, certified copies of original documents relating to the agreement between the IoT4Indsutry team members

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[2] IoT4Industry team is composed of the Secured Communicating Solution cluster (Pole SCS), microTEC Südwest (mTSW), DSP Valley (DSP-V), MESAP Innovation cluster (MESAP), Mont-Blanc Industries (MBI), Pôle MecaTech (PMT), Manufacturing Technology Centre (MTC) and inno TSD

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and the European Commission, stored in any appropriate medium that ensures their integrity in accordance with the applicable national and European legislation, for a period of five years from the date of payment of the balance specified in the grant agreement between the IoT4Indsutry team members and the European Commission.

- The IoT4Industry team members have agreed that the European Commission may have an audit of the use made of European Commission grants carried out either by European Commission staff or by any other outside body so authorised to do so on its behalf. Such audits may be carried out throughout the period of implementation of the agreement until the balance is paid and for a period of five years from the date of payment of the balance. Where appropriate, the audit findings may lead to recovery decisions by the European Commission.

- The IoT4Indsutry team has undertaken to allow staff from the European Commission and outside personnel authorised by the European Commission the appropriate right of access to the sites and premises of the IoT4Industry team members and to all information, including information in electronic format, needed in order to conduct such audits.

- In accordance with European Union legislation, the European Commission, the European Anti Fraud Office (OLAF) and the Court of Auditors may carry out on the spot checks and inspections of the documents of the IoT4Industry team members, and of any recipient of European funds, including at the premises of the final recipients, in accordance with the procedures laid down by Union law for the protection of the financial interest of the Union against fraud and other irregularities. When appropriate, the inspection funding may lead to recovery decisions by the European Commission.

2. ASSIGNMENT

The rights and obligations set out in this appointment letter are personal to you. You may not assign, delegate, sub-contract or otherwise transfer any or all of your rights and obligations under this agreement to any other person without the prior written consent of the IoT4Indsutry team.

3. LIABILITY

The IoT4Industry team shall not be liable under any circumstances for any damage that you suffer through the performance of work for the IoT4Indsutry project howsoever caused and the IoT4Industry team is under no obligation to maintain any insurance in relation to your work.

4. FORCE MAJEURE

Neither you nor the IoT4Industry team shall have any liability under or be deemed to be in breach of this agreement for any delays or failures in the performance of this agreement which result from circumstances that are beyond that you or the ioT4Industry team's control as applicable. If you are affected by such circumstances, you must promptly notify the IoT4Industry team in writing. If such circumstances continue for a continuous period of more than three months or such a period as will reasonably make it impossible to

fulfil either party's obligations, you or the IoT4Industry team may terminate this agreement by written notice to the other party.

5. APPLICABLE LAW AND COMPETENT COURT

Your appointment by the IoT4Industry team shall be governed by this appointment letter, the completed Assignment Agreement and the European laws.

The European Commission shall have non-exclusive jurisdiction to hear any dispute between you and the IoT4Industry team concerning the interpretation, application, interpretation, application or validity of this appointment letter or the Assignment Agreement.

6. VARIATION

No amendment or variation of this agreement shall be valid unless it is in writing and signed by both you and the IoT4Industry team.

7. SEVERABILITY

If any provision (or part of a provision) of this agreement is held to be invalid or unenforceable, then such provision (or relevant part, as the case may be) shall (so far as invalid or unenforceable) be given no effect and shall be deemed not to be included in this agreement but without invalidating any of the remaining provisions (or remaining part of any provision) of this agreement.

8. THIRD PARTY RIGHTS

This agreement shall not confer any rights on any third parties.

Full Name _____

Date _____

Signature _____

ANNEX 5 ESR Evaluation Summary Report Template,

CALL 1 IOT4INDUSTRY

EVALUATION SUMMARY REPORT

Name of proposal:

Total score ……..(minimal target 10/15)

1-Excellence   Score …………(minimal target 3/5)

- Comment 1° expert…… (insert only positive or negative comments, not summary of the proposal)
- Comment 2° expert ……..(insert only positive or negative comments, not summary of the proposal

2-Inpact   Score…………(minimal target 3/5)

- Comment 1° expert……(insert only positive or negative comments, not summary of the proposal
- Comment 2° expert ……..(insert only positive or negative comments, not summary of the proposal

3-Implementation   Score…………(minimal target 3/5)

- Comment 1° expert……(insert only positive or negative comments, not summary of the proposal
- Comment 2° expert ……..(insert only positive or negative comments, not summary of the proposal

Final result:

 if rejected: **the proposals is rejected because it fails to reach the target in criteria ……**

If overthreashold: **the proposal is overthreashold but in a low ranking position so it cannot be funded under this call**
Or
The proposal will be funded