IoT4Industry

Project Deliverable

Results of 2nd call – D3.5

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 (2nd call)
Number of the deliverable	D3.5
Related WP number and name	WP3 – Innovation vouchers
Related task number and name	Task 3.3 – Selection of collaborative projects

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Deliverable dissemination level	Public
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Task leader/Main author	Alessia Menduni, Marialuisa Sanseverino MESAP
Contributing partners	MESAP, mTSW
Reviewer(s)	MBI, SCS

Revisions

Version	Submission date	Comments	Author
V0.1	16/08/2019	Added updated graphs and figures	Guillaume Roux (SCS)
V0.2	10/09/2019	Discrepancies fixing	Marialuisa Sanseverino (MESAP)
V0.3			
V0.4			
V0.5			
V0.6			

Acronyms and definitions

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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

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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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Introduction

This deliverable describes the timing and results of the second call. The process for the management of the call has been described in Deliverable D3.2(a) together with the results of the first call and has not changed for the second call.

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1. Planning of the second call

The second call has been planned in detail according to the following schedule in which we have identified activities timing and responsibilities. Timing has been respected, except one week delay for the ESR transmission due to overlapping with holiday period.

10th April 2019: Opening of the call

11th June 2019: Deadline of the call at 17:00 CET

12th June 2019 - 18TH June 2019 eligibility Check by the Clusters

18th June 2019- 9th July 2019 Expert Selection, contract signature, NDA and NCI signature

10th July 9019- 25th July 2019: evaluation process

25th July – 15th August 2019: Evaluation Summary Reports sent to the project proponents

15th August 2019 – 15th September 2019: Grant Agreement signature

15th September 2019-15th September 2020: Projects Execution

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2. 2nd Call results

2.1. Received proposals and eligibility check

The call has regularly closed on June the 11th 2019 and we have received 96 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) 13 proposals have been discarded mainly because they did not pass the new financial requirements requested in the Guide for Applicants and 2 because the consortium was made of only one partner. The following table reports the 83 eligible proposals:

	Acronym	Resubmission	nationality of coordinator	assigned cluster	Type
1	AI2FF	X	United Kingdom	MTC	P
2	ANCAR		France	SCS	D
3	APC		France	MBI	D
4	ASOP		Italy	MESAP	P
5	BD_ValueChain4.0	X	Italy	MESAP	P
6	BLADES		Belgium (W)	PMT	P
7	BLOCFACT		Germany	mTSW	F
8	BOUMCCI		France	MBI	D
9	BQT-SPA		France	SCS	D
10	CIRCLE	X	Italy	MESAP	D
11	CR10		Spain	MESAP	P
12	Diamond		Italy	MESAP	FS
13	Digimondo IoT Cloud interface to Solvay's MES		Germany	PMT	D
14	DSCapsNet	X	Germany	mTSW	P
15	DVC 2	have been funded in 1st round, this is continuation	Germany	mTSW	D
16	eRobot		Slovakia	mTSW	D
17	ETIOT4I		France	SCS	D
18	FactorySense+		Belgium (F)	DSPV	D
19	FMAGV		Lithuania	SCS	D
20	GRIMM4INDUSTRY		Italy	MESAP	D

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21	Holistic-MES		France	MBI	D
22	Hunnebeck-predictive-maintenance-application		Spain	mTSW	P
23	HuRi	X	Italy	MESAP	P
24	I4Sugar		France	MBI	D
25	IIoT4Energy		Israel	MBI	D
26	IIOT-ZD		Spain	DSPV	D
27	IMPACT		Germany	mTSW	P
28	InterScaleByIoT		Germany	mTSW	D
29	IOCHEESE		Cyprus	MESAP	P
30	IoT Device Management		Slovakia	DSPV	D
31	IOT&C		Italy	MESAP	D
32	IoT2IoG		Italy	MESAP	D
33	IoT4CRAFT		Spain	MESAP	P
34	iot4digitaltwin		Germany	mTSW	D
35	IoT4gas		Germany	mTSW	F
36	IoT4PCBM-PdM		France	SCS	D
37	ITS		Austria	mTSW	P
38	IWBTG		Belgium (W)	PMT	D
39	LaserSieve M2M		Belgium (W)	PMT	D
40	MAETI4.0		Italy	MESAP	P
41	MELODY		Italy	MESAP	D
42	MEMC		France	MBI	D
43	MERAKUALY		France	SCS	P
44	MONSEC		Italy	MESAP	D
45	NOSEY		United Kingdom	MTC	D
46	NXO		United Kingdom	MTC	D
47	OffTech-SSC	x	Germany	PMT	FS
48	OPPA		France	SCS	D
49	OptiWine		Italy	MESAP	D
50	Predictive Maintenance on Auxiliary Industrial Generators with Blockchain		Belgium (W)	PMT	D
51	Premass4tt		Lithuania	DSPV	P
52	RDCM	X	United Kingdom	MTC	D
53	REWIND	X	Italy	MESAP	D
54	S3PS		Germany	mTSW	P
55	SafeWare		Netherlands	DSPV	D
56	Scaletag		France	SCS	D
57	SCM		France	SCS	D
58	SEFAPOCA		Belgium (W)	PMT	D

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59	SENS4COM		Belgium (W)	PMT	D
60	SENSNODE		Germany	mTSW	P
61	SensorControl	X	France	SCS	D
62	SF-Uno		France	MBI	D
63	SIGAWA		France	SCS	P
64	SIMIOT		Italy	MESAP	P
65	SLIM		Italy	MESAP	D
66	SmartCAM-Factory		France	MBI	D
67	SMARTIFI		Italy	MESAP	P
68	SMITH 4.0		Italy	MESAP	P
69	SOFTY	X	United Kingdom	MTC	P
70	SONACA BdC 4.0		Belgium (W)	PMT	D
71	SOSIA		Italy	MESAP	D
72	SPAM		France	SCS	F
73	SUITKASE		Denmark	mTSW	D
74	SWaMP		Italy	MESAP	D
75	TAPintoSmart	X	France	SCS	D
76	Ted Ergonomics		France	SCS	D
77	TraceRTP		Spain	DSPV	D
78	TRACK		Spain	DSPV	D
79	UIPS		Turkey	MESAP	P
80	URSA	X	United Kingdom	MTC	D
81	Valvigence		Germany	mTSW	D
82	VECTOR		United Kingdom	MTC	D
83	LOTSMAN	X	Italy	MESAP	D

The following are the 13 proposals which are not eligible:

	Acronym	Resubmission	nationality of coordinator	assigned cluster	Type	eligibility pass (Y/N)	Explanation
1	ACTIVE BANKING		Italy	MESAP	P	N	Not in scope and template not adopted
2	AVENTICS SAS	X	France	MBI	D	N	No more a SME, bought by a international group
3	Bee IoT4IES		Italy	MESAP	D	N	Discrepancy TRL type of project /NW missing
4	BLUETRASH		France	MBI	D	N	Each SME request 90 000€
5	Elevate-IoT		France	MBI	D	N	The proposal is not readable
6	FISHIOT		Italy	SCS	P	N	MMT max budget should be lowered to 45k (they put 50k)

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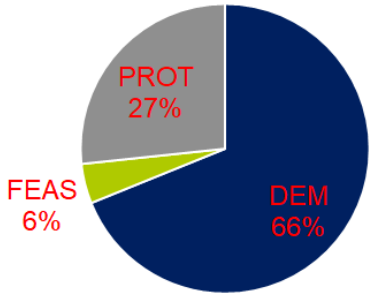
7	HTGTS		Poland	mTSW	F	N	Institut für Angewandte Informatik e.V(Infai) is listed as SME - Its an association; there is still another SME in the consortium
8	IOT4Industry		United Kingdom	MTC	P	N	The project is for the hospitality sector even though they checked food and bev. They are also asking for funding for the large enterprise involved.
9	MOP4CPS		Turkey	MESAP	FS	N	Discrepancy between FS and time (12 months)
10	OEE Optimized IOT		Spain	DSPV	D	N	Net worth of coordinator is 45900, while asking for 60k
11	SOPHY		Netherlands	PMT	D	N	indicated NW is 40 ! 60.000 requested grants
12	TwinswHeel – ARGH LABS		France	SCS	D	N	Only 5390 Net Worth is not sufficient to ask 44 000 euros
13	VARdi		Portugal	MTC	D	N	Two SMEs do not declareNW

In Summary the following diagram shows the percentage of proposals per type:

96 RECEIVED PROPOSALS
83 ELIGIBLE PROPOSALS
16 EXPERTS

Type	
DEM	55
FEAS	5
PROT	23
Total	83



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, a ranking table has been produced.

In the table 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.

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).

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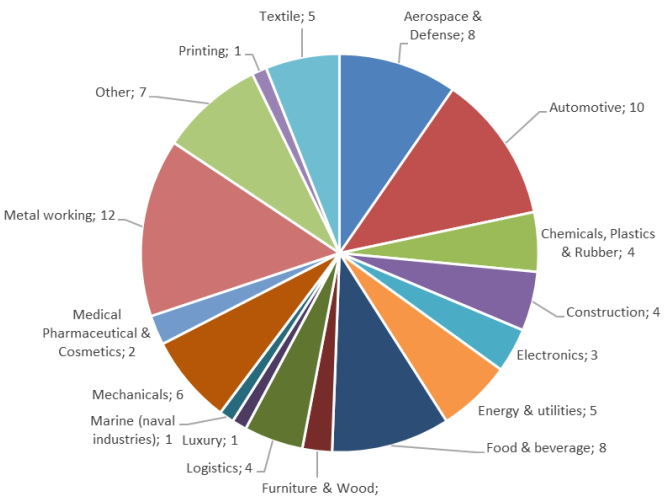
The total amount of money available for the 2nd call after the 1st call is 1 490 800 €.
So we will fund the first 16 proposals

2.3. Statistics on 2nd call

In summary, we have the following table:

IoT4Industry 2nd CALL overview	
Number of received proposals	96
Number of eligible proposals	83
Number of over thresholds proposals	58
Number of funded proposals	16
Number of covered vertical sectors	9



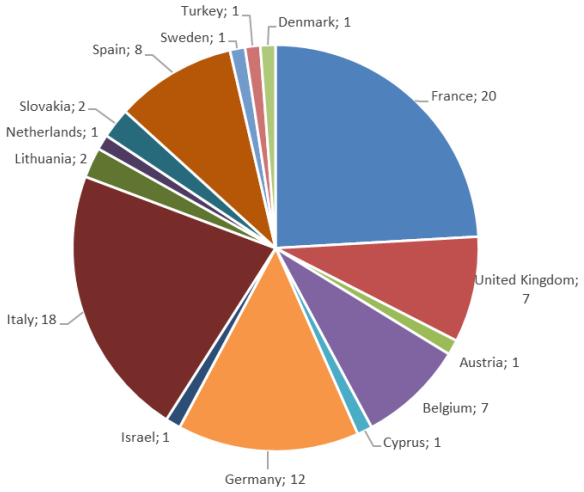


Figure 1&2 - Breakdown of number of eligible proposals per countries and vertical sector

Figure 1 & 2 are related to the 83 eligible proposals.

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

- **96 proposals received**
  - 251 entities, 193 SMEs
- **83 proposals eligible**
  - 218 entities, incl. 170 SMEs
  - 26 countries, 17 sectors
- **16 projects selected**
  - 44 entities, incl. 35 SMEs
  - 12 countries, 9 sectors
  - 12 transnational projects (75%)
- 17% success rate
- **1 479 124 million euros allocated**

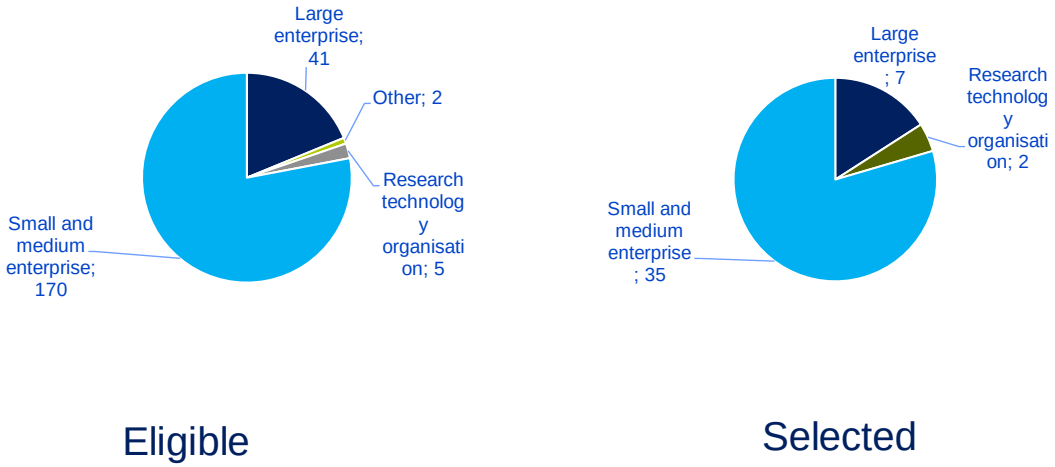

Figure 3 Typology of participant organisations

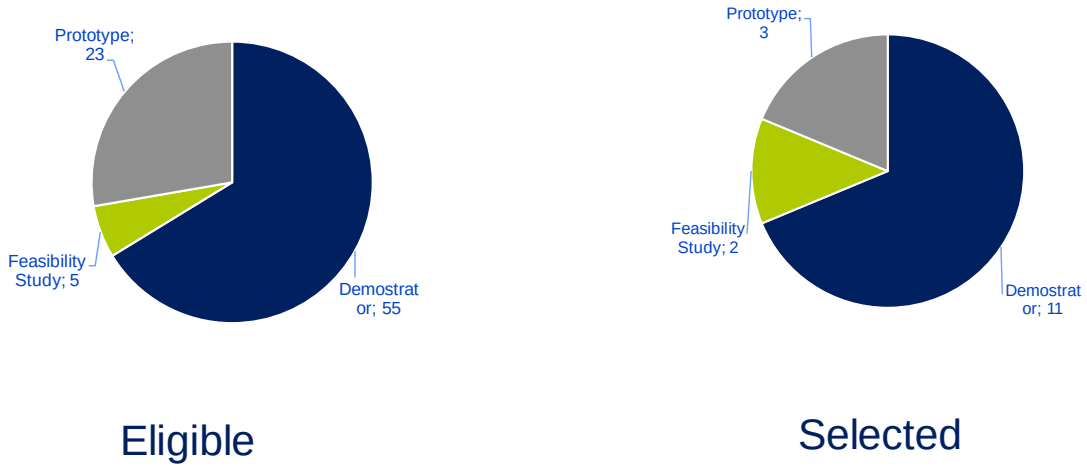

Figure 4 Type of projects

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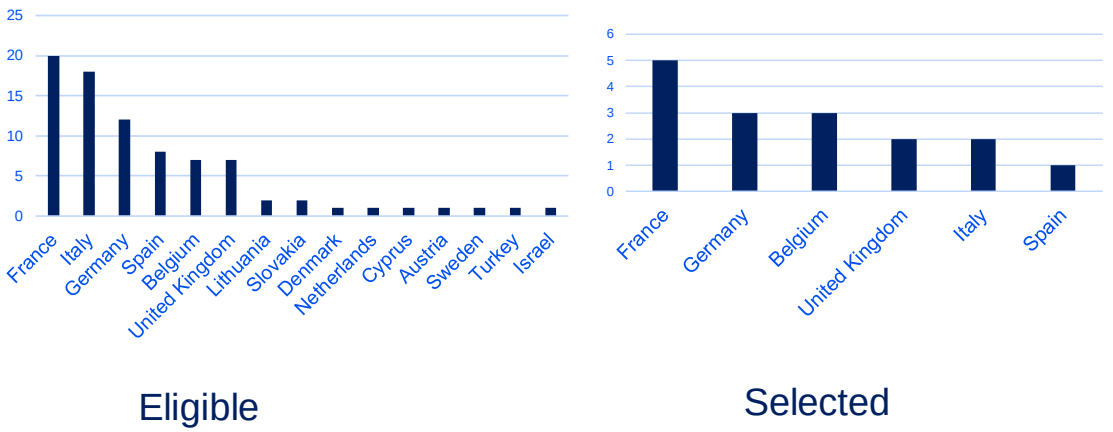

Figure 5 Number of projects per country (Country of the coordinator)

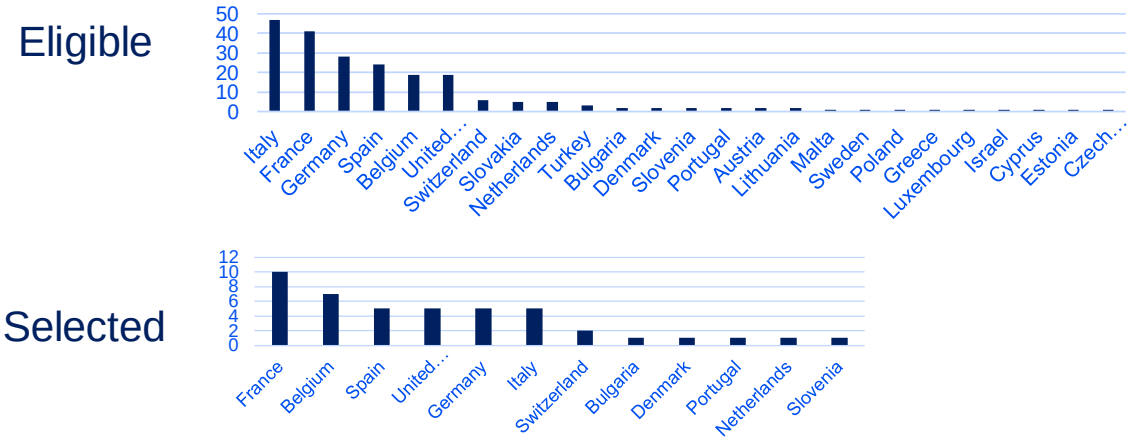

Figure 6 Number of participants per country (coordinators and partners)

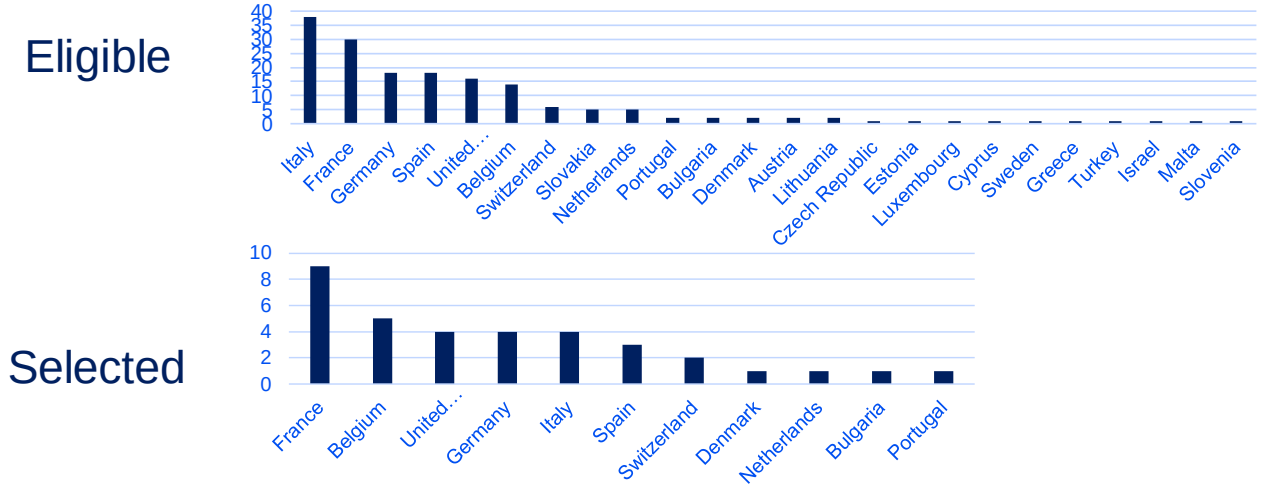

Figure 7 Number of SMEs per country (coordinators and partners)

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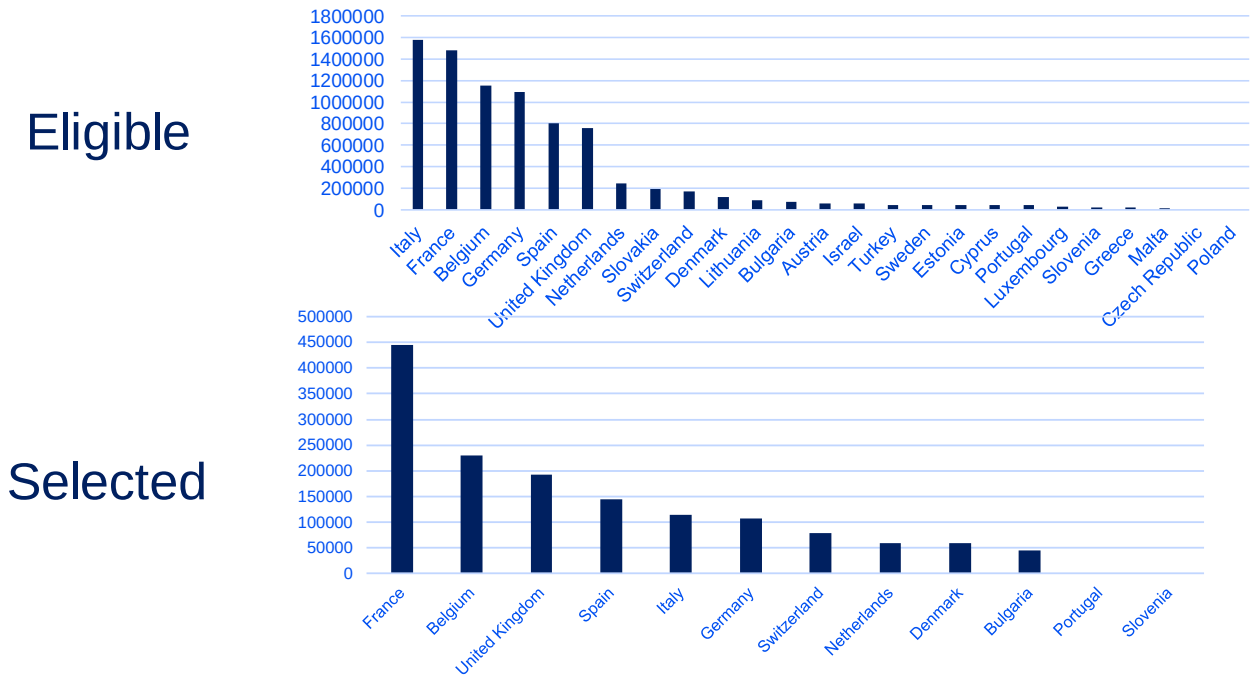

Figure 8 Budget per Country

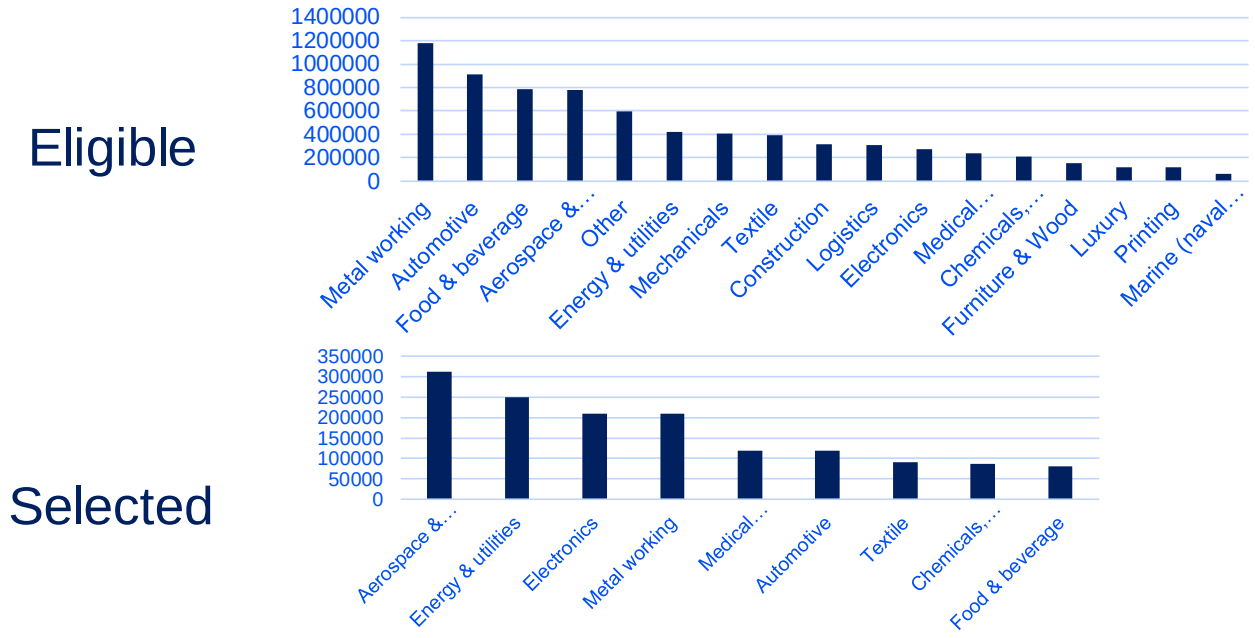

Figure 8 Vertical Sectors

2.5 Conclusions

The second call has doubled the numbers of the first call.

We received almost two times the proposals, but given the remaining budget the percentage of funded proposals dropped to 17%.

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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 INNOSUP 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

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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 inno 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
10th July 2019: Experts will receive the proposals assigned to them for evaluations
25th 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.

[1] According to European rewards for Experts (SME instrument as a reference)

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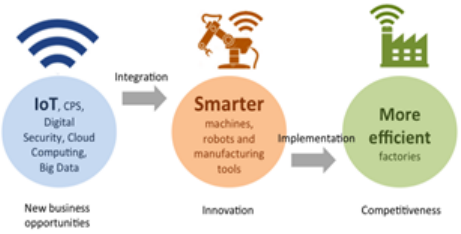
Annex 1.a: IoT4Industry in a nutshell

IoT4Industry

Context

The IoT4Industry project seeks to support EU growth and competitiveness through the development of a new cross-sectoral industrial value chain based on the **integration and use of IoT and related components (Digital Security, Cloud Computing, Big Data, Artificial Intelligence…) into manufacturing tools, machines and robots**, through the cross-border collaboration between SMEs and other RDI actors of the ICT and advanced manufacturing sectors.

New cross-sectorial value chain



for European SMEs

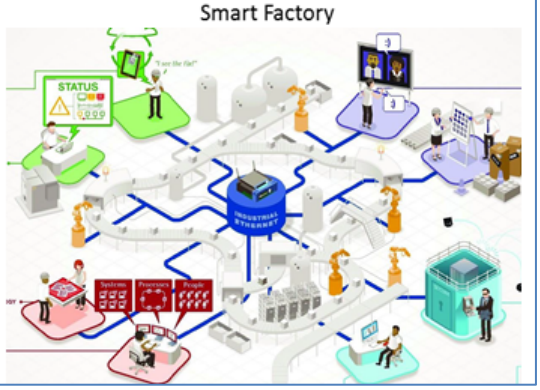
Objective

The goal is to connect and encourage collaboration between relevant innovation actors from the industrial and IoT sectors to:

•Modernize the production capabilities in European industry, specifically in SMEs

•Increase the competitiveness

Smart Factory



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Annex 2 PROCESS for experts to perform evaluations

What the expert is expected to do from 10th to 25th of July:

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.

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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…

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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.

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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.

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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.

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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 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.

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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

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_____

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 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

[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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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.

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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 _____

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Annex 5 Evaluation Sheet (in a digital form on Funding Box)

PROPOSAL ACRONYM:

Evaluator name:

1) **Excellence: Score (1 to 5 including half points**): …..

Justification of the score according to the following items: (up to 10 lines):

……

- Soundness and pertinence of Objectives with the scope of the call
- Credibility of the technological KPIs to measure the results
- Concreteness of the technical approach
- Coherence of the TRLs and scope with the type of proposal applied for (feasibility,prototype or demonstrator)
- Innovativeness of the proposed solution

2) Impact: Score (1 to 5 including half points): …..

Justification of the score according to the following items: (up to 10 lines):

……

- Industrial and individual relevance
- Credibility of targets for business KPIs
- Quality of the exploitation, IPR and knowledge protection strategy

3) Implementation Score (1 to 5 including half points): …..

Justification of the score according to the following items: (up to 10 lines):

……

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

(7) 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)

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

(9) Cost-effectiveness of the workplan

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

Final result: **The proposal will be funded**

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ANNEX 6 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

This project has received funding from the European Union's Horizon 2020 research and innovation program under grant agreement No 777455