



EUROPEAN PIONEERS

Applicants Guide

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1 Overview

The EuropeanPioneers accelerator programme aims to boost the development of digital SMEs and start-ups in Europe's media sectors. The accelerator pursues this goal by providing EU funding to promising businesses and build upon the FIWARE technology, i.e. FIWARE generic enablers, specific enablers and/or domain specific platforms. The programme also provides participants with coaching and mentoring in cutting-edge business methodologies and access to strong venture capital and business networks.

The accelerator targets innovative projects in four media areas:

- ***Social Connected TV***
- ***Pervasive Gaming***
- ***Smart City Services***
- ***E-Learning***

The programme is open to SMEs and start-ups throughout the EU and countries formally associated with the programme and lasts a total of 8 months for each selected project. Participants will be selected via two Open Calls, which close on 31st October 2014 and 30th June 2015 respectively.

The overarching aim of EuropeanPioneers is to foster innovative business models and to strengthen the competitive position of the European content-provider and media industry.

Funding

EuropeanPioneers will provide between €50,000 and €250,000 to a total of 25 selected SMEs and start-ups via the three Open Calls.

Technology

Under the EU FP7 Future Internet-Public Private Partnership (FI-PPP), the European Commission has funded the development of a range of state-of-the-art, open and closed source Future Internet technologies and services to simplify web product developments for EU digital businesses. Specifically, EuropeanPioneers promotes the adoption and utilisation by SMEs and start-ups of FIWARE, i.e. FIWARE generic enablers, specific enablers and/or domain specific platforms.

Coaching and Mentoring

EuropeanPioneers will engage the selected participants in an intensive programme of business coaching and mentoring over the course of 8 months to drive their business forward. These coaching sessions will be held at the location of your business, in Berlin and online with webinars.

Network

The programme will also enable participants to build their networks to business contacts as well as venture capital communities with a view to securing follow-up funding.

EuropeanPioneers will take the following steps to accelerate the uptake of Future Internet technology and support the success of digital businesses in Europe:

- **Organizing training events** (offline and online) regarding the results of FIWARE, creating the framework for exchanging experience, and suggesting solutions. In addition to the EuropeanPioneers website and social media, the accelerator supports a specific platform (TeamworkPM) to enable **knowledge transfer** among the selected entrepreneurs to ensure permeation of Future Internet technologies.
- **Assisting the selected projects in improving their business** prospects, value propositions, business models and funding access opportunities by organising workshops, boot camps and webinars; and by supporting and inviting them to participate in relevant Venture Capitals Events.
- **Setting up a European web entrepreneur's eco-system**, which will include user groups, other innovation accelerators, investors, small and big ICT players and FI-PPP stakeholders, who will shape the Future Internet application landscape and align their contribution to their common benefits.
- **Ensuring the large scale testing** of the products developed by providing 2,500 users in total with Minimum Viable Products based on FIWARE and FI-CONTENT technology.

Supported by the European Union, EuropeanPioneers will fund 25 SMEs and start-ups with a total grant of €4,560,000. The overall financial contribution for each selected project will be between €50,000 and €250,000.

1.1 The FI-PPP Programme

The Future Internet Public-Private Partnership (FI-PPP) is a 500 million European programme (including a €300 million contribution from the European Commission) for Internet-enabled innovation. The FI-PPP accelerates the development and adoption of Future Internet technologies in Europe, advances the European market for smart infrastructures, and increases the effectiveness of business processes through the Internet.

The FI-PPP follows an industry-driven, holistic approach encompassing R&D on network and communication infrastructures, devices, software, services and media technologies. In parallel, it promotes their experimentation and validation in real application contexts, bringing together demand and supply and involving users early in the research lifecycle (Figure 1). Smart Cities, Factories, Logistics, eHealth, Digital Content, Energy are some of the application areas supported by FI-PPP via a number of Use Case projects¹.

¹ <http://www.fi-ppp.eu/projects/>

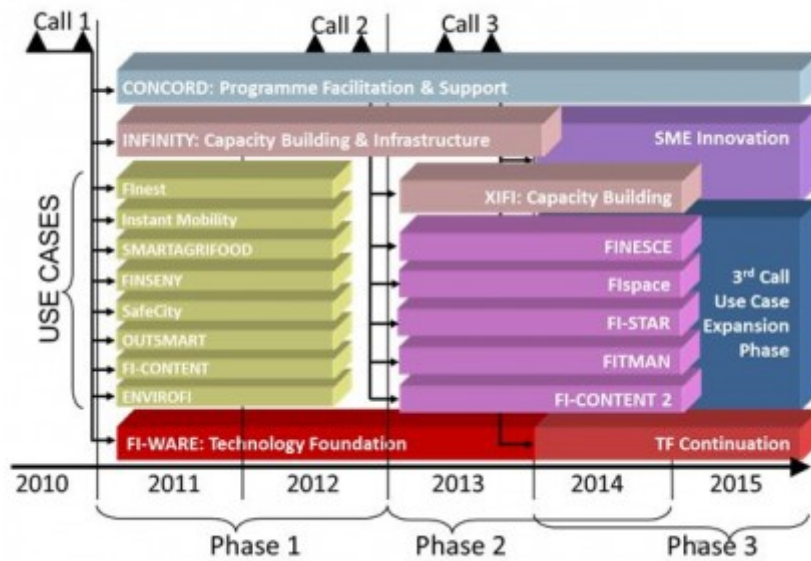


Figure 1: FI-PPP Programme Architecture

The platform that will be used to validate the technologies in the context of smart applications and their ability to support «user driven» innovation schemes is provided by the project FIWARE². FIWARE is an innovative, open cloud-based infrastructure for cost-effective creation and delivery of Future Internet applications and services, at a scale not seen before. FIWARE API specifications are public and royalty-free, driven by the development of an open-source reference implementation which accelerates the availability of commercial products and services based on FIWARE technologies.

Creation of a sustainable innovation ecosystem around FIWARE is materialized through FI-Lab³, a working instance of FIWARE, enabling free experimentation with the technology. FI-Lab is a place where application sponsors (application customers, public administrations, investors) and application developers as well as web entrepreneurs (individuals, SMEs and other companies) can meet each other.

EuropeanPioneers is one of the 16 Accelerator projects that aim to promote the FI-PPP results and more precisely the FIWARE platform. The Accelerator projects together will financially support SMEs and web entrepreneurs with €80 million, enabling them to build innovative and sustainable applications based on the FIWARE and FI-CONTENT technology. EuropeanPioneers will launch three Open Calls and is expected to fund 25 projects.

2 Target areas

EuropeanPioneers will target highly innovative, yet realistic and fast-to-market FI-enabled applications in the following areas:

- **Social connected TV:** multi-screen interaction, personalised TV, user tracking and privacy
- **Smart city services:** contextualisation, live information, live sharing & communication

² <http://www.fi-ware.org/>

³ <https://account.lab.fi-ware.org/>

- **Pervasive gaming:** augmented reality, blending real and virtual worlds, toys, installations and citywide games
- **E-learning and content services:** new technologies and approaches to advance innovative learning methodologies and platforms

3 Applicants Eligibility

The following kinds of applicants will be accepted for the EuropeanPioneers Open Calls:

- SMEs participating on their own (one SME only).
- Start-ups participating with at least two individual founders.
- All participants (legal or private persons) should be located in eligible EU countries (section 3.3).

3.1 Definition of SMEs

An SME will be considered as such if it aligns with the definition in the European Commission Recommendation 2003/361/EC⁴ and the SME user guide⁵. As a summary, the criteria which define an SME are:

- Independent (not linked or owned by another enterprise), in accordance with Recommendation 2003/361/EC5
- Headcount in Annual Work Unit (AWU) less than 250.
- Annual turnover less or equal to €50 million OR annual balance sheet total less or equal to €43 million.

3.2 Eligible countries

Participants, whether SMEs or founders of start-ups, should be legally based and working in one of the EU Member State or an FP7 Associated country, or established in an FP7 International Cooperation Partner Country (ICPC) as defined in FP7 rules for participation⁶. More precisely, applicants from any of the following countries will be eligible:

- **EU-28 countries:** Austria, Belgium, Bulgaria, Croatia, Cyprus, Czech Republic, Denmark, Estonia, Finland, France, Germany, Greece, Hungary, Ireland, Italy, Latvia, Lithuania, Luxembourg, Malta, Netherlands, Poland, Portugal, Romania, Slovakia, Slovenia, Spain, Sweden and United Kingdom.
- **FP7 Associated countries:** Albania, Bosnia and Herzegovina, Faroe Islands, FYR Macedonia, Iceland, Israel, Liechtenstein, Moldova, Montenegro, Norway, Serbia, Switzerland and Turkey.

⁴ European Commission Recommendation 2003/361/EC. <http://eur-lex.europa.eu/LexUriServ/LexUriServ.do?uri=OJ:L:2003:124:0036:0041:en:PDF>

⁵ The new SME definition: http://ec.europa.eu/enterprise/policies/sme/facts-figures-analysis/sme-definition/index_en.htm

⁶ Regulation (EC) No 1906/2006 of the European Parliament and of the Council of 18 December 2006 laying down the rules for the participation of research centres and universities in actions under the Seventh Framework Programme and for the dissemination of research results (2007-2013)

4 Criteria for Applying

EuropeanPioneers will launch two Open Calls: in September 2014 and March 2015. The Open Calls will accept applications from two different kinds of beneficiary:

- SMEs⁷ participating on their own (only one SME)
- Start-ups participating in founder groups of at least two people

In both cases, applicants should be located in one of the EU Member States, in a country formally associated with the FP7 program, or established in an FP7 International Cooperation Partner Country (ICPC) as defined in FP7 rules for participation.

Applicants should consider how they meet the following general selection criteria before applying to become a EuropeanPioneers project:

- **Innovation:** innovative capacity of the proposed product or service (e.g. new to the market or a new combination of existing production features etc.) and high market potential
- **Creativity:** ability to develop creative software applications which enrich the media business landscape and improve media usage for end-customers as well as media suppliers
- **Scalability:** potential of the product to be scaled up, as well as the international scalability of the business as a whole
- **Use of the FIWARE technology:** ability to utilise the FIWARE technology and adoption of the products of the FI-PPP programme. Specific criteria: How will the FIWARE technology be used within the project
- **Technological Excellence:** quality of the proposed solution on a technological level and the ability to implement the proposed application. Specific criteria are: solution innovation; creativity
- **Management Expertise:** quality of the project plan and budget.
- **Market Readiness:** ability of the proposed project to reach a minimum viable product during the 8-month-programme utilizing the funding provided, at least to the level of being in a position to raise further funding from other sources. Specific criteria: definition of the solution as a whole product; anticipated market demand; competitive advantage; scalability and growth potential; justification of the requested resources; understanding of the potential market; makeup and technical experience of the leading team.

The overall financial contribution distributed by EuropeanPioneers will be €4,560,000. The funding for each selected project will be between €50,000 and €250,000.

5 Applicants and Accelerator Activities

EuropeanPioneers' overall goal is to boost European content-based and technology-driven SMEs and web entrepreneurs by enabling innovation in the area of FI-PPP technologies and services. The accelerator programme is designed to make it as easy as possible for you to apply

⁷ The definition of micro, small and medium sized enterprises (SMEs) provided in Commission Recommendation 2003/361/EC will apply for reasons of coherence and transparency. http://ec.europa.eu/enterprise/policies/sme/files/sme_definition/sme_user_guide_en.pdf

and participate in order to help you improve your business. This support starts with helping applicants learn about and test the new technology, and continues throughout the programme.

Activities for Applicants

- During the 2nd Open Call European Pioneers will most probably host a special edition StartUpWeekend focusing on FIWARE, as well as a startup boot camp weekend and two TechCamp days with the aim of providing a live test on FIWARE technologies and the opportunity to work with the enablers while receiving tech support from FIWARE experts in Berlin (dates tba)
- Tech webinars on FIWARE and FI-CONTENT technologies will be provided by experts of FIWARE and FI-CONTENT
- Information about the Open Calls and specific guides for applicants will be provided on the EuropeanPioneers webpage
- Pitching days will offer the best applicants the opportunity to present their businesses and technologies and to receive feedback from experienced experts

Acceleration Activities during the 8-month programme for SMEs & Web Entrepreneurs

- Seminars, workshops, webinars and other coaching activities will be offered with the goal of building business skills in:
 - Running Lean Startups & Constantly iterating business models
 - Business Model Canvas
 - Design Thinking
 - Identifying and Building Minimum Viable Products (MVPs)
 - Sharing insights (“best practices”) on organizational aspects (e. g. team-building and scaling)
 - Legal aspects (e. g. IPR, terms and conditions)
- Fostering constant exchange of execution knowledge and market insights between the beneficiaries and countries by and providing and using project management tools
- Supporting the SMEs and start-ups with review workshops at their locations to discuss and analyse the results on technical and financial levels
- Supporting the SMEs in building Minimum Viable Products and assessing them through systematic user tests with at least 2,500 users across Europe in total
- Strengthening the SME’s networks to venture capital communities and corporate venture activities
- Optimizing the SME’s business modelling and generation of recommendations for further steps with venture capital companies

Schedule: Open Call & Acceleration Programme

	1 st Round	2 nd Round
Open Call	1 September 2014 31 October 2014 Application Deadline 19 December 2014 Pitch Day	30 March 2015 Application Open 22 June Application Deadline 20-21 July Pitch Day
8-month-acceleration program	8-10 December 2014 Welcome Days in Berlin 10-12 February 2015 Training Days Berlin 4-6 May 2015 Training & Dry Run Berlin 10 August 2015 Final Demo Day	11-13 August 2015 Welcome Days Berlin 13-15 October 2015 Training Days Berlin 12-4 January 2016 Training & Dry Run Berlin 14 April 2016 Final Demo Day

Figure 1: Open Call and Acceleration Programme Schedule

6 General Information/Conditions

6.1 Important Dates

EuropeanPioneers will launch 2 Open Calls. In each case, the submission deadline time will be at 23:59 CET (Central European Time).

	Expected Publishing Date	Submission will be open from	Submission deadline (at 23:59 CET)
Call 1	15 August 2014	1 September 2014	31 October 2014
Call 2	January 2015	30 March 2015	22 June 2015

Table 2: Important dates for each Open Call

For example, Call 1 will be published on 15 August 2014, and submission will be open from 1 September 2014. Any proposal submitted after 31 October 2014 at 23:59 CET (Berlin Time) will automatically be rejected. If the applicant wants his proposal to be considered for evaluation in the next call, he must re-submit the proposal within the timeframe of another Open Call.

6.2 Projects Funding

Supported by the European Union, EuropeanPioneers will give SMEs and start-ups access to a total grant of €4,560,000. The overall financial contribution for each selected project will be between €50,000 and €250,00.

6.3 Duration of Projects

The duration of the projects selected in each Open Call will be 8 months.

6.4 Means of submission

The EuropeanPioneers web platform (<http://www.europeanpioneers.eu/apply>) will be the main entry point for all proposals in Calls 1 and 2. In addition applications can also be submitted via the F6S platform (<http://www.f6s.com/fiware-europeanpioneers>).

6.5 Language

English is the official language for EuropeanPioneers Open Calls. Submissions made in any other language will not be considered.

6.6 Origin of the funds

Any selected applicant will sign a dedicated Sub-Grantee Funding Agreement with the EuropeanPioneers coordinator. The funds attached to the Sub-Grantee Funding Agreement come directly from the funds of the European Project EuropeanPioneers, and are therefore funds owned by the European Commission, whose management has been the lead actor to the project partners in EuropeanPioneers via European Commission Grant Agreement Number 632891.

This relation between the sub-grantees and the European Commission through the EuropeanPioneers project carries a set of obligations to the sub-grantees with the European Commission. It is the task of the sub-grantees to fulfil these obligations, and of the EuropeanPioneers consortium partners to disseminate information about them.

6.7 EuropeanPioneers and the other FIWARE accelerators

The same proposal can be submitted to up to three different FIWARE accelerators. But the same proposal can only be selected and supported by one single FIWARE accelerator.

6.8 Number of proposals per applicant

As a general rule, only one proposal per SME may be selected for funding. This does not mean only one proposal can be submitted per applicant, but only the proposal that has achieved the highest ranking during the evaluation process may be selected for funding, should the criteria for selection be met.

The same conditions apply also for start-ups. In more detail:

- The same individuals acting as a team may be selected for funding only once.
- In the case that a single person is part of two or more proposals' teams (with or without other team members), he may be the leader of maximum ONE proposal selected for funding.

EuropeanPioneers consortium will be transparent and inform the rest of the team members about the multi-participation of an individual, should different projects be selected for funding.

7 Open Call Submission and Evaluation process

EuropeanPioneers will issue three Open Calls. All Open Calls will address all four application areas of Social Connected TV, Smart City Services, Pervasive Gaming and E-Learning. The open call process will be as follows:

7.1 Open Call Submission

The Open Call submission will follow the steps that are listed in this section:

7.1.1 Open Call publication

Each Open Call will be published on the dates shown in Table 2. Each Open Call will be supported by:

- **Open Call text**, which provides the scope and objectives of the Open Call,
- **Guide for Applicants**, this document.
- **Frequently Asked Questions & Answers** published on the project web site.

Please download the relevant files and / or read the websites carefully before you submit your proposal. For Call 2 the submission deadline for proposals is 22 June 2015 at 23:59 CET.

7.1.2 Applicants Registration

Interested applicants should register on the EuropeanPioneers web platform (<http://www.europeanpioneers.eu/apply>) or on the F6S platform (<http://www.f6s.com/fiware-europeanpioneers>).

7.1.3 Application Form

Please follow the steps:

1. For their application, applicants are requested to use the application form at the EuropeanPioneers project web site or on the F6S platform (<http://www.f6s.com/fiware-europeanpioneers>). Applications submitted in another way cannot and will not be accepted.
2. Be concrete and concise. Fill in all mandatory fields and illustrate your proposal with multimedia content – if possible.
3. Describe your business by focusing especially on these aspects: innovation, creativity, scalability, use of FIWARE and FI-CONTENT technology, technological excellence, management expertise, market readiness and financial need.
4. Indicate the total requested funding using the provided template. Please remember that winning proposals may be funded with grants typically ranging from € 50,000 to €250,000.
5. Provide all attachments with the submission of the application form. Attachments sent separately from the application form submission may not be considered for the evaluation. If the applicant discovers an error in the proposal, and provided the call

deadline has not passed, the applicant may submit a new application form. Only the last version received before the call deadline will be considered in the evaluation.

It is strongly recommended not to wait until the last minute with application submission. Failure of the application to arrive in time for any reason, including network communications delays, is not acceptable as an extenuating circumstance. The time of receipt of the message as recorded by the submission system will be definitive.

7.2 Open Call Selection & Negotiation

7.2.1 Pre-selection procedure/Eligibility checking

Before the evaluation, the consortium will check that SMEs are defined as SMEs according to the EU Directive and will assure that FIWARE and FI-CONTENT technologies to-be-used are specified in the application. Should any proposal fail on these requirements, it will **immediately be considered “ineligible” for evaluation.**

At the same time, the received proposals will be compared to other proposals existing in the Open Calls by the other FIWARE Accelerators. As a general rule, the same proposal may receive funds only from one accelerator.

- If a proposal has been already funded by another accelerator it will be declared ineligible for EuropeanPioneers.
- If a proposal has been submitted, but not funded by another accelerator it will be evaluated.

7.2.2 Selection process

The selection will be carried out in two phases:

First selection round

This first selection will be determined based on an overall assessment of the startups. The main selection criteria will be based on:

- The most innovative products (e.g. new to the market or new combination of existing production factors etc.) with high market potential
- Marketability of the product
- Usage of the FIWARE technology
- Clear value added proposition for customers
- Scalability of the product
- The team and the founders as they play a big role on the success of a future company
- Industrial Sector: Content
- The project has to come from and be implemented within the EU region.

After the first selection round is completed, the startups with the highest scores will pass to the second and final round (pitching days), taking place in Berlin.

Second selection round (Pitching Days)

The second selection round will take place in Berlin. All pre-qualified SMEs and start-ups will be invited to take part in a two-day competitive workshop (Pitching Days). During the first half day, each company will take part in the welcome ceremony. Here we will present the purpose of the EU initiative and we will clearly outline the importance of entrepreneurship in Europe for its further development. The SMEs and start-up teams will have 15 minutes to pitch their business idea and convince the independent jury. This selection board will be set up at the beginning of the project. The board members nominated will be well-known and established specialists coming from different relevant stakeholder groups (FI-PPP experts, VC, media business experts etc.), and different European regions. They will be selected based on their experiences in one or several of the EuropeanPioneers market domains (Social Connected TV, Pervasive Gaming, E-Learning and Smart City Services) as well as for their knowledge in the fields of new media or new technologies. The participants will also receive a detailed briefing on state-of-the-art “lean startup management”.

Final selection & Signing of Agreement

After the consolidation of the jury evaluation and final selection of the successful applicants, the winning SMEs and start-ups are given notice of their success. A binding agreement for the realisation of the application technology will be negotiated and the selected SMEs and start-ups will be invited to Berlin to participate in the welcome days.

7.2.3 Communication

Every applicant will receive via e-mail a letter informing them of one of the following: rejection decision, invitation to negotiation and the welcome days, or entry onto the reserve list.

7.2.4 Projects Negotiations

After EuropeanPioneers conclusion of the Open Call evaluation, the EuropeanPioneers coordinator will start negotiations with the applicant’s main spokesperson. Negotiations will take place after an administrative and financial checking (and potentially into technical negotiations) based on evaluators’ comments. Face to face meetings may be needed for clarification – these will be held latest at the welcome days.

The objective of the negotiations is to have a common understanding of the Sub-grant agreement (contract).

The following documents will be required:

1. **SMEs check list** (<ftp.cordis.europa.eu/pub/fp7/docs/sme-check-list.doc>): *signed and stamped.*
2. **Legal existence.** *Company Register, Official Gazette or other official document according to the country showing the name of the organisation, the legal address and registration number and, if applicable, a copy of a document proving VAT registration.*
3. **Bank account information:** *The account where the funds will be transferred will be indicated via a form signed by the SME, the individuals and the bank owners. The*

holder of the account will be the SME or all the individuals (the coordinator of the group on its own if allowed by the other team members).

After successful negotiations, a contract will be signed between the EuropeanPioneers coordinator and the legal representative of the company. The following dates are expected as starting dates:

Open Call	Expected Projects Starting Date	Project Duration
Call 1	8 December 2014	8 Months
Call 2	11 August 2015	8 Months

Table 3: Expected Projects Starting Date and duration per open call

7.3 Project Execution: Reviewing and Financial Funding

The EuropeanPioneers funding schema is based on the project’s milestones and key performance indicators (KPIs). These milestones and KPIs will be established between beneficiaries and EuropeanPioneers during the Welcome Days at the beginning of the programme. These milestones and KPIs will be reviewed and – if necessary – also adjusted at least every two months. All programme participants are obliged to take part in the Training Days after the first two months of the programme. This event will be the 1st official project review. The 2nd official project review will be held after five months and the 3rd review will be conducted at the end of the programme after eight month (Demo Days).

EuropeanPioneers aims to support the rapid execution of projects by the beneficiaries. Therefore 30% of the grants will be associated with the concept of milestones. This KPI will be due one week after the Welcome Days in month 1 (M1) of the project and will include the complete milestone planning. This KPI will be evaluated remotely. Its fulfilment will initiate the project funding and the first 30% of the funding will be paid out to beneficiaries.

Reviews (Months after the project start)	Project Duration (in Months)			
	1	3	6	8
Remote Evaluation of BMC	X			
1st Review		X		
2nd Review			X	
3rd Review				X

Table 4: Reviews during project

8 Intellectual Property Rights (IPR)

The following Intellectual property Rights conditions should be followed:

1. The proposals submitted should be solely based on original works by the applicants and their foreseen developments are free from third party rights, or these should be clearly stated.
2. All IPR created by the applicants using the EuropeanPioneers funding will remain the property of the applicants, who will be the unique owners of the technologies created within the framework of their funded projects.
3. Any communication or publication by the funded applicants shall clearly indicate that the project has received funding from the European Union, the FI-PPP and EuropeanPioneers accelerator, displaying the EU logo and FP7 logo on all printed and digital material, including websites and press releases.
4. Sections of the project documents relating to projects selected for funding will be used for EuropeanPioneers dissemination purposes according to prior agreements.
5. The use of FIWARE/FI-CONTENT technologies may implicitly bring the acceptance of different licensing agreements, which it will be solely the responsibility of the sub-grantees to be aware of.

9 Points of Contact

The main contact point is the EuropeanPioneers Team located in the offices of etventure GmbH:

Email	info@europeanpioneers.eu
Address	etventure GmbH Büro Ackerhöfe, Berlin Ackerstraße 14-15 10115 Berlin Germany
Tel	+49 (0)163 6405317
Web	www.europeanpioneers.eu

9.1 Project Coordinator Contact Details:

Partner	Role	Contact	Email
Etventure GmbH	Project Director (Germany)	Laura Kohler	laura.kohler@europeanpioneers.eu
Etventure GmbH	Project Coordinator (Germany)	Christian Lüdtkke	christian.luedtke@etventure.com
Etventure GmbH	Project Manager (Germany)	Martin Weber	martin.weber@etventure.com
Etventure GmbH	Project Assistant (Germany)	Ayah Halilah	ayah.halilah@europeanpioneers.eu

9.2 Additional Partner Contacts

Partner	Country	Contact	Email
Fraunhofer IAS	Germany	Thomas Winkler	thomas.winkler@iais.fraunhofer.de
Thoughtbox	Ireland	Cristina Luminea	cristina.luminea@europeanpioneers.eu
Weblify	Poland	Łukasz Luczak	lukasz.luczak@europeanpioneers.eu
F-Secure	Finland	Harri Kiljander	harri.kiljander@f-secure.com

10 About EuropeanPioneers

EuropeanPioneers started in June 2014 as one of the 16 accelerator projects in the Future Internet Public Private Partnership Programme. The project will award at total of €4.56 million to SMEs and start-ups to develop Internet-based applications that make use of the FIWARE and FI-CONTENT technologies.

The Project Partners are: etventure (Germany), Fraunhofer IAS (Germany), Weblify (Poland), Thoughtbox (Ireland) and F-Secure (Finland).

11 Annex – Glossary

AWU	Annual Work Unit
BMC	Business Model Canvas
CET	Central European Time i.e. Brussels, Belgium time
DSE	Domain Specific Enabler
EC	European Commission
ESR	Evaluation Summary Report
EU	European Union
FI-PPP	Future Internet-Public Private Partnership
FIWARE	Open cloud-based infrastructure for Future Internet applications and services
FI-CONTENT	ICT platform for applications and services in the areas of social connected TV, smart city services, and pervasive games
FP7	Framework Programme 7
GE	Generic Enabler
ICPC	International Cooperation Partner Country
ICT	Information and Communication Technology
IPR	Intellectual Property Rights
IRP	Investment Readiness Programmes
PDF	Portable Document Format

SE Specific Enabler
SME Small or Medium Enterprise