

HUBIQUITOUS

First Open Call

GUIDE

FOR APPLICANTS

Submission Deadline:

30th June 2022, 5:00 PM CET



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Executive Summary

This document includes the most important information about the HubiQuitous 1st Open Call and will guide the applicants through the preparation of their proposals.

The HubiQuitous project, co-funded from the European Union's Horizon 2020 research and innovation programme under grant agreement No 101016895, will organise two open call and select a total of 50 innovators (entrepreneurs, startups, SMEs) to foster the creation of new application solutions by providing them technical and business support.

The HubiQuitous 1st Open Call will select the 20 most promising, sustainable and innovative tech ideas in five different industries with high potential for market (agrifood, smart cities, health, industry 4.0 and green economy). The ideas must come from new entrepreneurs, entrepreneurs-to-be, tech start-ups, SMEs, African diaspora and marginal youth community in general from four African countries: Egypt, Ghana, Nigeria and Tanzania. To strengthen a gender balanced approach, we encourage women-led businesses applications and to promote transcontinental collaboration we also encourage Africa-Europe partnerships.

Glossary

Acronym	Term
CET	Central European Time EC
EC	European Commission EU
EU	European Union
AU	Africa Union
MVP	Minimum Viable Product
PoC	Proof of Concept
SME	Small and Medium-sized enterprises (including start-ups)
ESR	Evaluation Summary Report (ESR)
AI	Artificial Intelligence
IoT	Internet-of-Things

1. Introduction

European Digital Innovation Hubs (EDIH) are a core element of the Digital Strategy of the European Commission. Many initiatives following this concept have emerged across Africa almost a decade ago and we can observe a growing trend in the last 4 years. Hence, there is a definite increase of competences and multi-actor networking capacity for those DIHs; however, many of them are struggling for sustainability, due to the lack of financial resources to expand their activities towards the development of new technology-based services, which require an infrastructure for testing, validation and beta deployment.

It is clear that there are numerous successful services that have been incubated in African DIHs, however they remain somewhat “traditional” innovations, as they are usually based on ubiquitous communication facilities (Internet, SMS, USSD, etc.) and mobile applications enabled by smartphones. However, implementation of more disruptive technologies is still under developed. Artificial Intelligence (AI), Internet-of-Things (IoT), and Big Data are scarcely addressed, with the exception of IoT in agriculture, which, however promising, is still in its infancy regarding its implementation. There are many obstacles for entrepreneurs to take up these disruptive technologies in key sectors, not only agriculture, but also health, industry 4.0, green economy and smart cities.

Through Hubiquitous, and especially through its Accelerator Program, we will address the main obstacles to unlock the digital transformation of African main Achilles' heel:

- Provide hands-on skills and competences on disruptive technologies, especially IoT hardware, electronics and communication technologies.
- Access to development & testing infrastructure for those disruptive technologies.
- Access to ready-to-use application and business development kits integrating technology, training and business support.

As main drivers of innovation and economic growth, entrepreneurs, startups and SMEs are key to enable the digital transformation and value-chains disruption. Therefore, Hubiquitous and the European Commission (EC) support the roll out of IoT based services in Africa countries.

2. HubiBiquitous 1st Open Call

HubiBiquitous, in 2022, launches an open call to accelerate 20 innovators in cross-border uptake and deployment of IoT digital solutions in five key sectors such as agrifood, smart cities, health, industry 4.0 and green economy. The objective of this first open call is to support 20 African local entrepreneurs coming from Egypt, Ghana, Nigeria and Tanzania to improve their innovation creation capacities, to increase the investment opportunities for them and to facilitate the development of EU-African joint innovation project and ventures.

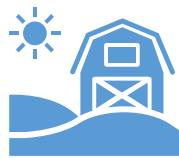
HubiBiquitous is a co-funded project from the European Union's Horizon 2020 research and innovation programme under grant agreement No 101016895. HubiBiquitous will display relevant service implementations through a 6-month Accelerator Program.

The First Open Call

The first open call will be launched on Monday, 30th May, 2022 and will be available until Thursday, 30th June, 2022.

It will be open for 1 month.

Innovators will have to submit a realistic, ambitious and innovative proposal covering one of the following industry sectors:



AGRIFOOD

Agriculture is a driver of growth for any economy. Digitalisation can enhance processes in these sectors involving material flow, information flow or financial capital flow, managed via the supply chain management.



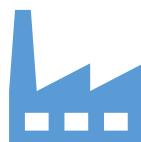
SMART CITIES

Digitalisation has enormous potential to modernize the government and public sector, e.g. by protecting sensitive citizen and government data, increasing trust in government systems or by developing smart city applications.



HEALTH

Digital solutions are necessary to improve primary care assistance, to prevent diseases and disabilities, to cover the



INDUSTRY 4.0

Different smart technologies are helping to speed up the digital transformation of manufacturing and enable a decisive move towards



GREEN ECONOMY

To reach climate goals, the digital sector has to contribute its share and embrace sustainability in all its facets: circular economy models for

specific needs of vulnerable communities, to make the national healthcare systems more efficient and resilient and to improve the patient experience.

industry 4.0. The smart factories of the future will organise themselves and enable production that is collaborative, customer-specific and individualised.

hardware, climate-neutral CPUs and server centres, software advancements to reduce energy consumption, and many more.

The applicants should demonstrate that they will use the tools developed by the HUBiQuitous consortium (Application Business Box, Solution Lab, MeetHub platform, Talent Program, Pool of Experts) to develop proofs of concept and prototypes of new products and services, develop and test new business models, develop collaboration and partnerships to test it, support participation in showcase events at international level.

Selected innovators will be expected to develop services/applications that present a clear societal and economic value in one of these areas. In addition to the multi-value chain focus, we aim for projects having a cross-continent component and effect range. The targeted projects will have to offer a focus on the uptake and/or deployment of one (or more) IoT solution(s) willing to develop and commercialise new products/services or digitally transform its business model/processes.

As a result of the First Open Call, HubiQuitous expects the selection of the top 20 projects out of all submitted proposals.

3. Acceleration Program services and workplan

In the context of HubiQuitous, the consortium will welcome the 20 selected projects to the 1st Accelerator Program and will provide business and technical support to promote the development of innovative applications and products. It will aim at providing counselling and support services to the selected innovators, to help them turning their pilot ideas into viable businesses/products. Innovators will be trained and mentored by specialists, will be supported to make contacts and access technology and will be accompanied throughout the whole process.

As part of the HubiQuitous Accelerator Program, and during a six-month period, we will provide the following services:

- **Application Business Box.**

The "Application Business Box" is a package of services provided by the DIH. The concept of Application Business Box is to provide a "ready-to-use" technical and

business support to entrepreneurs and startups. It is an innovative technological & business package comprising 3 essential support elements:

- hardware prototyping kits & software templates,
- training contents (both technical and business-oriented contents) and
- business support templates.

The objective of the application business box is to provide users with a means to rapidly prototype and bring products to life by combining software and hardware components in a plug and play manner. The ABB is targeted at people looking to explore the field of IoT in a professional capacity. It is also ideal for people with the adequate engineering background or time to learn the skills required for building an IoT product. In particular, it includes development boards with custom ports for easy integration of a wide variety of sensors, and software development kits for organizing, processing and display of data in a user-friendly manner. In addition, it has replicable business mentorship and coaching materials for both in person and virtual training.

- **Access to the solution lab facilities.** According to the application area. The Solution Lab will provide startups with the capacity to develop, test, experiment and pilot innovative products, using IoT, AI and Big Data technologies. The target users are the local technical communities and startups. The Solution Lab will provide a common set of resources and technologies deployed in each African DIHs. Entrepreneurs in their ideation and prototyping phase will get access to state-of-the-art platforms for development & extensive testing. For instance, the startups will be able to perform their MVP prototyping and also get capacity building for their team.

As part of the Solution Lab deployment, we will provide an online platform called the "Prototyping and Learning Center". It is a platform allowing the startapers to quickly design and create a prototype, while learning on the way. The startuper will be able to graphically build a prototype, including electronics, communications, gateways, applications and software components. Along with the prototype build, a list of courses and documentation will be provided, in order to assist him. The platform will have a list of courses and tutorials on IoT, AI and Big Data technologies. The platform will provide exams and quizzes to assess the level and progression of each learner. The DIH trainers will follow and assist the learner through the platform.

- **Help desk.** We will put at the disposal of the selected participants an open and permanent service to provide assistance and information during their participation in the Accelerator Program.
- **Mentoring and coaching on key topics.** Selected participants will have the chance to connect with a network of Mentors, internal (members of the consortium) and

external (active professionals from African and European countries) and receive support from them on specific issues on aspects upon request.

- Access to the learning area.** As part of the project, Hubiquitous is deploying a Talent Program in order to improve the technical skills of the African tech-communities/professionals in order to increase the innovation capacity of the local ecosystem. Selected participants in the Accelerator Program will have the chance to access to the training materials, courses, webinars, bootcamps and hackatons available in the frame of this program. The learning area will include course covering the following topics: Fundamentals of IoT, Introduction to Basic Electronics, Development Boards and Sensors, Getting started with Waziup technologies, IoT Cloud platform, among others.
- Access to the MeetHub platform.** Meethub is a platform for IoT stakeholders to collaborate in Europe and Africa. The Meethub platform provides a conducive environment to encourage networking and learning between professionals, enthusiasts, individuals and businesses. Participants can build their network with IoT Professionals while learning and sharing innovative tips in the industry. The platform makes it possible for them to search for DIHs, Startups and developers in IoT. They can promote their IoT innovations and solutions as well on this platform.
- Growth and investment readiness.** We will perform 2 interactive online workshops per Open Call cohort. These workshops will present Investor Readiness insights dealing with: Planning for Fundraising, Preparing Fundraising Materials, The Fundraising Process, The Human Element, What to Look for in an Investor, and Startup Valuation. The workshops will be interactive and a lot of attention will be paid to facilitating Q&A and peer-learning.
- Financial award.** During the First Accelerator Program, Hubiquitous will allocate 5.000 euro to distribute it among the best projects in each of the participating countries, taking into account the implementation and progress of the selected participants during the program. At the end of the Accelerator Program, every participant will have to pitch their Minimum Viable Product (deck) in front of a Jury (consortium partners and volunteers from the Board of Experts) in order to be able to get a financial award consisting in:

First Accelerator Program (5.000€)
1st Accelerator Program Winner: 1.000 €
Nigeria – Winner: 1.000 €
Egypt – Winner: 1.000 €
Tanzania – Winner: 1.000 €
Ghana – Winner: 1.000 €

The Jury, during online sessions, will listen to the startups presentations and then will vote on an internal assembly the most innovative project in each of the participating countries and a super winner for the accelerator program. Maximum two prizes are cumulative for one participant. For instance: one participant can win the Nigerian prize but also be the Winner of the 1st Accelerator Program.

The first Accelerator Program will start in September 2022 and will finalise in February 2023.

September 2022	October 2022	November 2022	December 2022	January 2023	February 2023
Welcome to participants and needs identification					
	Display of Solution Lab and Application Business Box				
	Training activities (Talent Program)				
	Continuous Mentoring and Coaching				
			Access to MeetHub Platform		
				Growth and Investment Readiness	
HelpDesk					
Business Model Validation	Canvas	Proof of Concept design and Prototype readiness		Minimum Viable Product and Pitch deck	

4. Important Dates

The first open call will be launched on Monday, 30th May, 2022 and will be available until Thursday, 30th June, 2022.

5. Who can apply and receive Technical and Business Support?

The evaluation process will consider eligibility criteria which will encompass the following:

Eligible applicants:

- **Entrepreneurs:** a person or group of people who sets up a business or businesses.
- **Startup/scaleups:** Startups/scaleups are companies in the first stages of operations.

- **SMEs:** SMEs are legal entities as defined by the EC as Small and Medium Enterprises¹:

Company category	Staff headcount	Turnover	or	Balance sheet total
Medium-sized	< 250	≤ € 50 m		≤ € 43 m
Small	< 50	≤ € 10 m		≤ € 10 m
Micro	< 10	≤ € 2 m		≤ € 2 m

We specially encourage women and young talents led-businesses.

Location:

- Nigeria
- Ghana
- Tanzania
- Egypt (*specific approach due to IoT regulation)

Important Note: in order to increase the chances of being selected, African applicants shall submit a joint application together with a European partner. Interested applicants are able to use the partner search tools offered by the European Commission and the HUBiquitous project will create a partner offer/request tool in the MeetHub platform.

Eligible EU countries: 27 Member States, with specific requirements:

- Always submitting a joint application with an AU partner from the eligible countries.
- Bear in mind that the IoT solutions will be physically deployed in Africa (prototyping and testing activities)

No double participation: bear in mind that if any applicant has been selected in the 1st Open Call, he/she cannot longer apply in the 2nd Open Call in 2023.

6. Important information

For the 1st Open Call, the Hubiquitous project will select the 20 most promising proposals through an independent evaluation procedure.

¹ Please find here more information and support: https://ec.europa.eu/growth/smes/business-friendly-environment/sme-definition_en

Applications submitted by women will receive extra points.

Applications submitted by a joint Africa-Europe partnership will receive extra points.

Each project will run along the 6-month Hubiquitous Acceleration Program.

7. Everything you need to know about the submission

a. How to apply for the Hubiquitous 1st Open Call

A complete submission includes the following parts:

- Part 1: Administrative Data Sheet (integrated in the application form).
- Part 2: Proposal Template (max. 10 pages): the applicant must attach this document in a PDF in the submission system accessible in the MeetHub platform.

Selected startups and SMEs will participate in the Hubiquitous Accelerator Program and will be expected to develop services/applications that present a clear societal and economic value with the support of Hubiquitous enablers, programs and services. SMEs must show within their application that the project outcome will lead to a refinement of the business plan including a clear strategy how the product/service/business model will be launched on the market.

Please follow the structure of the template when preparing the Part 2 of your proposal. It has been designed to ensure that the important aspects of your innovation and planned work are presented in a way that will enable the evaluators to make an effective assessment against the award criteria.

If you upload a Technical Description (Part 2) longer than 6 pages (including cover page and executive summary), excess pages will be made invisible and will not be taken into consideration.

Please, do not consider the page limit as a target! It is in your interest to keep your text as concise as possible, since evaluators rarely view unnecessarily long proposals in a positive light.

Proposals must be submitted in English.

Please respect the following formatting constraints:

Times New Roman, Arial or similar, at least font size 11, page size A4, margins (2.0 cm side and 1.5 cm top and bottom), at least single line spacing.

b. Which types of activities can be covered by the HubiQuitous 1st Open Call

The Accelerator Program will provide business and technical support to the 20 selected innovators to promote the development of innovative applications and products. It will aim at providing counselling and support services to the selected innovators, to turn their pilot ideas into viable businesses/products. Innovators will be trained and mentored by specialists, will be supported to make contacts and access technology and will be accompanied throughout the whole process.

HubiQuitous will therefore support the following activities:

<p>What should the proposal already have before applying to the HubiQuitous Open Call?</p>	<p>Project maturity. In that context, companies are expected to have a concrete concept and/or a prototype of the application or solution, underpinned by a strategic business plan proposing how the close-to-market solutions will reach valorisation by the end of the project.</p>
<p>List of the different types of activities that qualify for business and technical support</p>	<p>Services. In consequence, each awardee will be entitled to access to the following activities:</p> <ul style="list-style-type: none"> • Technological development and transfer services • Prototyping, pilot testing, performance improvements, market validation • Comparative assessment or stand-alone analysis for technological deployment as well as (comparative) analyses, usability assessment, and studies on the application level for the targeted business case • Technological testing, piloting with early adopters or clinical trials • Ethical assessment and monitoring • Regulatory compliance and certification • Programming, coding and development • Access to dedicated infrastructure, equipment, database(s) • User Interface and User Experience Development (UI/UX) • Business operationalization services such as market analysis, go-to-market, internationalisation, strategy or business planning • Legal support and analyses such as concerning data privacy, ownership, intellectual property (including freedom to

	<p>operate), or other matters relevant to IoT deployment</p> <ul style="list-style-type: none"> • Coaching for market commercialisation • Support to access to private capital or private funding
<p>What is the expected outcome?</p>	<p>Close-to-market. A product, service or business model that is ready for commercialization. SMEs must show within their application that the project outcome will lead to a refinement of the business plan including a clear strategy on how the product/service/business model will be launched on the market.</p> <p>Only innovative uses will be allowed, which should demonstrate a clear advance compared to the current state-of-the-art as well as real market potential.</p> <p>It is expected that the awardees deliver a new, innovative and marketable Minimum Viable Product (MVP), process or service addressing a clear societal and economic value in one of the Hubiquitous 1st Open Call sectors.</p>

c. How to submit the proposal

Proposals have to be submitted before Thursday, 30th June, 2022, 5:00 PM CET. All proposals submitted after this deadline will not be taken into account.

Proposal submission will be exclusively in electronic form:

- Proposals should be submitted via Hubiquitous project website

Please note, only one proposal will be accepted per applicant, i.e. only one proposal per SME will be evaluated. In the case of a multiple submission by a SME, only the last one received (timestamp of the system) will enter our evaluation process, the rest being declared as non-eligible.

If the last submitted proposal is declared then non-eligible or fails to reach the thresholds of the evaluation, the other proposals submitted earlier will not be considered for evaluation in any case.

8. Evaluation criteria and communication

The Hubiquitous evaluation procedure will guarantee that the selected projects fit Hubiquitous' objectives; and that a board of experts having different (complementary) expertise will evaluate the soundness and impact of the application cases, ensuring the confidentiality, transparency and avoiding any conflict of interest.

It is crucial to ensure that each project and candidate is subject to an open and transparent evaluation. Two steps are therefore foreseen:

1. All applications received will be checked for formalities and completeness. All incomplete submissions or submissions in disregard of the call requirements and necessary (outlined) formalities will be rejected.
2. The submissions that fully comply with the call requirements will be passed on to carefully selected independent evaluation experts. An open call for expression of interest for Hubiquitous evaluators will ensure a wide distribution in order to select high quality evaluators. Experts will be selected according to their impartial assessment background – based on the evaluation criteria as defined in the Open Call. Each submission will be reviewed independently by at least 3 experts.

Evaluators will grade projects along the following five criteria, on a scale from 1 to 5. Each criterion will be scored out of 5 (half marks can be given), with an additional qualitative explanation for the ranking for each criterion.

At least 30% of the selected pilots shall be led by women. Therefore, a proposal submitted by a woman will receive an extra point additionally to the score resulting from the Evaluation Summary Report (ESR) (see table below).

Evaluation criteria:

1. Excellence		
Innovation degree: business and industrial relevance <i>(Threshold 3/5)</i>	TOTAL Score:	1-5
The proposal provides a realistic and relevant description of how the IT deployment has the potential to innovate/scale-up the applicant company (or companies).	Score:	1-5
Technical quality: innovative use of technology going beyond a minimum level of functional complexity <i>(Threshold 3/5)</i>	TOTAL Score:	1-5
Realistic description of the current stage of development and clear outline of the steps planned to commercialise the digital solution.	Score:	1-5
2. Impact		
Exploitation strategy as well as societal and economic value of the targeted product/service <i>(Threshold 3/5)</i>	TOTAL Score:	1-5

The targeted users or customers are well described, and their needs have been or will be addressed by the project's objectives.	Score:	1-5
The proposal provides a clear and relevant analysis of market conditions, the total potential market size and growth-rate. Further, main competition and a clear identification of opportunities for market introduction are outlined.	Score:	1-5
An initial commercialisation plan is outlined and includes an outlook on how this will be developed further	Score:	1-5
Very good understanding of both risks and opportunities related to successful market introduction of the digital solution from both technical and commercial points of view.	Score:	1-5
3. Implementation		
Quality of team: committed resources vs. defined output targeted at long term impact (<i>Threshold 3/5</i>)	TOTAL Score:	1-5
The proposal demonstrated the technical/business experience of the team. If relevant, the proposal includes a plan to acquire missing competences.	Score:	1-5
The required resources (personnel, facilities, networks, etc.) to develop project activities in the most suitable conditions are available. If relevant, the partners in a consortium are complementary.	Score:	1-5
Women-led business	Score	5
Joint AU-EU application	Score	5
Work plan: implementation (<i>Threshold 3/5</i>)	Score:	1-5
The timeframe is realistic and the description of implementation (work-packages, major deliverables and milestones, risk management) are comprehensive and in line with the SMEs objectives.	Score	1-5

The information on the evaluation will be compiled into an Evaluation Summary Report (ESR) which will be sent to applicants after being approved by the Hubiquitous consortium and the evaluators.

A maximum of 25 proposals will be shortlisted in this stage out of which 20 are invited to partake in the Accelerator Program. 5 applications will be in a reserve list in case some of the selected applicants rejects their participation after the notification.

The procedure for prioritising proposals which have been awarded the same score within a ranked list is described below. It will be applied successively to every group of proposals requiring prioritization, starting with the highest scored group, and continuing in descending order:

- Proposals will be prioritised based on other appropriate characteristics such as e.g. cross-continental or gender and will be decided by the Evaluation Board.

Every applicant will receive 6-8 weeks after closing the Open Call via e-mail:

- An Evaluation Summary Report (ESR);
- A letter informing of rejection decision or invitation to the Acceleration Program and following steps or being part of the reserve list.

9. Intellectual Property Rights (IPR)

The applying innovators have to ensure and declare that they are the sole creators of the software/hardware they will develop and that it is free from third party rights. Combinations of existing software with open source existing is encouraged.

All IP developed by the selected innovators, within the framework of the Hubiquitous open call, will be entirely owned by them. In the case of a joint applications, the relation between the parties regarding the Intellectually Property Rights (IPR) should be discussed among both partners and established into a private agreement out of the scope of Hubiquitous programme.

10.Contact and support

THE GUIDE FOR APPLICANTS

This document, the Guide for Applicants contains all relevant information guiding the applicants through the submission process.

FAQ SECTION ON HUBIQUITOUS.EU

You can will find a FAQ section on the Hubiquitous website, collecting the questions asked by other applicants.

CONTACT

For every question you have, please write us an email to cserna@insomniaconsulting.es, we will collect most questions and answer them via our FAQ section.

11.Proposal Templates

Annex A. PART 1: Administrative Data Sheet

Annex B. PART 2: Technical Description (proposal template)

HUBIQUITOUS 1ST OPEN CALL

INSTRUCTIONS

A complete submission includes the following documents:

- Part 1: Administrative Data Sheet² (integrated in the submission system)
- Part 2: Technical Description - Proposal Template (max. 6 pages)

This Proposal must describe the activities to be undertaken by the applicant demonstrating that they will use the three innovation enablers (Solution Lab, Application Business Box and MeetHub platform) to develop proofs of concept and prototypes of new products and services, develop and test new business models, develop collaboration and partnerships to test it, support participation in showcase events at international level.

Please follow the structure of the template when preparing your proposal. It has been designed to ensure that the important aspects of your innovation and planned work are presented in a way that will enable the evaluators to make an effective assessment against the award criteria.

If you upload a proposal longer than 6 pages (including cover page and executive summary), excess pages will be made invisible and will not be taken into consideration.

Please, do not consider the page limit as a target! It is in your interest to keep your text as concise as possible, since evaluators rarely view unnecessarily long proposals in a positive light.

Please respect the following formatting constraints:

Times New Roman, Arial or similar, at least font size 11, page size A4, margins (2.0 cm side and 1.5 cm top and bottom), at least single line spacing.

Further guidance is available in the Guidelines for Applicants³ [web]

² This template will be provided within D4.2 – Open Call documents

³ The Guide for Applicant is part of D4.2 – Open Call documents

Annex A. PART 1: Administrative Data Sheet

Administrative Data Sheet

General Information

Proposal ID:	(YY/MM/DD-ACRONYM)	
Acronym:		
Proposal Title:		
Keyword 1: (Sector)	Keyword 2: (technology)	Keyword 3: (other)

Abstract:

<i>Brief summary of your Project idea (a maximum of 2.000 characters, including spaces):</i>

Applicant Administrative Data:

Legal Name	
Short Name	
Address of the organisation	
Town	
Postcode	
Street	
Country	
Webpage	
Year of foundation	
VAT	

Legal Status ⁴ SME	YES/NO
Legal Status Startup	YES/NO
Entrepreneur	YES/NO

Person in charge of the proposal

Title (Mr, Mrs, Dr.)	
Name	
Surname	
Position in the company	
Full Address	
Country	
Email Address	
Telephone	

Motivation to participate in the Hubiquitous Accelerator Program

Explain your motivation (a maximum of 2.000 characters, including spaces):

Are you submitting a proposal in partnership with an European startup or SME?

Yes/No

If you replied 'yes', you must answer the following questions, and bear in mind to include this information in the Part 2 of the application form (Technical Description).

EU Partner Administrative Data:

4 If your number of employees is equal or superior to 250 persons (AWU) and your annual turnover is equal or exceeds EUR 50 million and/or your annual balance sheet total is equal or exceeds EUR 43 million, you are not an SME. For more details please refer to: <https://eur-lex.europa.eu/legal-content/EN/TXT/PDF/?uri=CELEX:32003H0361&from=EN>

Legal Name	
Short Name	
Address of the organisation	
Town	
Postcode	
Street	
Country	
Webpage	
Year of foundation	
VAT	

Contact person:

Title (Mr, Mrs, Dr.)	
Name	
Surname	
Position in the company	
Full Address	
Country	
Email Address	
Telephone	

Choose the African Innovation Hub closest to you:

- Innovation Growth Hub (Abba, Nigeria)
- Dev's District Nigeria (Lagos, Nigeria)
- Bongo Tech (Dar es Salaam, Tanzania)
- Buni Hub (Dar es Salaam, Tanzania)
- Kumasi Hive (Kumasi, Ghana)
- Eden Labs (Accra, Ghana)
- Ho Node Hub (Ho, Ghana)
- FabLab Egypt (Cairo, Egypt)

Attach to the Proposal Template – Part 2, the CV of the persons, including their gender, who will be primarily responsible for carrying out the proposed activities

The applicant is only responsible for the correctness of the information relating to his/her own organisation. Each applicant remains responsible for the correctness of the information related to him and declared above.

I/my organisation acknowledge the **Personal data protection**

The assessment of your proposal will involve the collection and processing of personal data (such as your name, address and CV), which will be performed pursuant to Regulation (EU) 2016/679 GDPR.

Name	Place, Date	Signature

Annex B. PART 2: Technical Description (proposal template)

Technical Description

1. Cover Page

- Applicant:
- Title of the proposal:
- Acronym of the proposal:
- Sector covered:

2. Executive Summary

3. Content

Excellence

Business and industrial relevance

- *Explain the industrial/economic/social problem to overcome, or the business opportunity to be taken advantage of, that has not yet been solved / offered and can be solved / offered through your IoT innovation business project*
- *Explain also how your IoT solution solves the stated problem or avails of the business opportunity*
- *Describe the objectives and expected outcome of your IoT deployment project*

Innovative use of technology

- *Why now? Explain the historical evolution of your project and define recent trends that make your solution possible*
- *Explain the current stage of development of the IoT deployment project and the key milestones that have led to it (e.g. prototype, early field trials, pilot studies)? Refer to Technology Readiness Levels where relevant:
(http://ec.europa.eu/research/participants/data/ref/h2020/other/wp/2018-2020/annexes/h2020-wp1820-annex-g-trl_en.pdf)*
- *Describe how your tech project intends to develop something new that addresses AU wide challenges*
- *Explain the novelty of your tech deployment project*
- *Describe the expected key market application(s) extracted from the results already achieved, that differentiates your project and provides the highest added value for potential customers*
- *What are the further stages and activities needed to commercialise your IoT application/solution?*

Impact

Societal and Economic value

- *Who are the targeted users and/or customers and why will they take advantage from you IoT deployment project (unique selling point)? Are they new or already part of your user/customer base? What is your relation with them (e.g. market survey, testing/feedback, letters of intent)?*
- *What is the market in terms of type (e.g. niche/high volume, new/mature, growth rate), size (e.g. volume, value, geographical scope) and growth? What is your envisaged market share?*
- *Who are your main direct and indirect competitors? (Competitors, substitutes and alternatives).*

Exploitation strategy

- *Describe the most important market barriers to be overcome to realise the commercialization strategy*
- *Describe the targeted users of the final solution; in which market segment/geographical areas do you see these potential users, and how do you intend to reach them?*
- *Explain which stakeholders are key to get involved for making a successful commercial exploitation*
- *Describe the legal and regulatory requirements to be fulfilled for the commercialisation of your IoT project and whether it is incorporated in or compliant with standards relevant to the technology.*
- *What is your strategy for knowledge management and protection?*
- *What will be your business model, including the revenue model?*
- *Describe the strategy plan for commercialisation of your business innovation project, including own commercialisation means or/and cooperation(s) needed with key third parties. Approximate time to market/deployment.*

Implementation

Team

- *Describe your team and their achievements and experience in relation to the approach you will be taking. (Note: CVs and more detailed descriptions will be included in Part 1)*
- *Describe the roles of the team within your project. What is the role of the company's owner(s)? What are the main strengths and weaknesses of the team?*
- *If your project is to be implemented by a joint EU entity, describe how the partners complement each other.*

Work plan – Objectives and milestones

- Present a detailed project plan comprising:
 - Objectives
 - IoT Deployment: from PoC > Prototype > MVP
 - Major milestones and action plan to reach them
 - One deliverable: Final report, including the benefits from participating in the HubiQuitous Accelerator Program
- Bear in mind that the duration of the Accelerator Program is 6 months and do not forget to adapt your project to this duration.

Objectives

Description of work (where appropriate, broken down into tasks), lead partner and role of participants

- Months 1 and 2: programme presentation (objectives, processes, responsibilities and engagements), definition of Proof of Concept (PoC) by innovators and start of the mentoring services.

- Months 3 and 4: innovators will focus on the development of their projects, continue gaining additional knowledge and advice from the value-adding mentoring services and participate in project activities.

- Months 5 and 6: development of Minimum Viable Product (MVP) and market testing.

Milestones:

M1...

M2...

Deliverable:

Final report, including the benefits from participating in the HubiQuitous Accelerator Program