SynchroniCity opens up a global IoT market where cities and businesses develop share digital services to improve the lives of citizen and grow local economies.

Open Call Launch Milan

Milano Smart City: Business Speed Date
19 giugno 2018
Assolombarda, Milano

Chiara BRESCIANI
Comune di Milano
Direzione Sistemi Informativi e Agenda Digitale
Outline

1. EU projects involving Milan
2. Synchronicity project
3. The Open Call
EU Projects involving Milan
Synchronicity opens up a global IoT market where cities and businesses develop share digital services to improve the lives of citizen and grow local economies.

20 m€ (3 m€ Open Call); 39 partners; 13 Countries; 36 months

Horizon 2020 Pillar: Industrial Leadership
Cross-cutting activities
Call: Internet of Things
European Large-Scale Pilots Programme
Pilot cities

- **Pilot cities**: Antwerp (BE), Eindhoven (NL), Helsinki (FI), Manchester (UK), Milan (IT), Porto (PT), Santander (ES), Carouge (CH)

- **Linked cities**: Léon (Mexico), Seongnam (Korea), Bordeaux (France), Portland (USA)

- **Network**: OASC, AIOTI, EIP-SCC, FIWARE, FIRE.
Objectives of the Open Call

- Validate the SynchroniCity vision and technical framework as a model for large scale standards-based innovation and procurement of IoT-enabled services for cities and communities.

- Demonstrate that the Synchronicity framework enables the replicability and scalability of human-centered IoT solutions across cities, proving sustainable business models and thus reducing the risk for investment on this solutions at large scale.

- Attract new players of the city ecosystem to become part of the SynchroniCity digital single market ensuring its expansion and sustainability.

- Inform and influence European and global standard developing organisations to shape and adopt new smart city standards.
Who is it for?

**SMEs**
- **Lead SME**: IoT applications or full-stack solutions
- **Not Lead SME**: complementary to Lead SME, either IoT enabled or expert knowledge on the application
- Solutions that have already been demonstrated in a relevant environment (TRL≥6)

**New cities** wanting to become part of Synchronicity

**Large Businesses** wanting to become part of Synchronicity

- Large Businesses can only apply in a Pilot Group

**Pilot Groups**
- Lead SME + SME and/or City and/or Large Business
Main characteristics?

- **3M€ Open Call**
- **Selection of 10-25 city solutions**
- **Piloting in at least 2 cities simultaneously (but preferably more)**
- **Up to 6 month demonstration period**
ELIGIBILITY CRITERIA

• Application submitted on time (Deadline: 30 Sep 2018, 17:00 CEST)
• Application led by an SME
• The status of SME applicants must be conformant with the EU definition of Small and Medium Enterprises.
• The SME proposal is providing an IoT enabled application or a full stack solution (infrastructure + middleware + application)
• Completeness of the proposals (i.e. fields as well as page limit)
• The language of the applications (i.e. English)
• Letter of support of new cities to the respective Pilot Group
• Non-affiliation with SynchroniCity consortium partners that may lead to a conflict of interest (i.e. Declaration of honour to be signed only if selected)
• Compliance with SynchroniCity Ethics & Privacy guidelines
• Within the scope of the call
• The inclusion of eligible activities for funding.
Scope

**Themes**

- **Sustainable Mobility**
  - Enabling and improving mobility as a service
  - Encouraging more non-motorised transport

- **Environment & Wellbeing**
  - Climate Change mitigation
  - Reducing noise and air pollution

- **Citizen Engagement**
  - Increasing citizen engagement in decision making
  - Increasing a greater level of diversity in political engagement

- **Open Theme**
  - Open challenge
## Scope by cities

### Core Pilot Cities

<table>
<thead>
<tr>
<th>Theme</th>
<th>Challenge</th>
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Funding

Each application can be funded with:

- up to €100,000 if an SME applies alone
- up to €200,000 for a Pilot Group of 2 organisations
- up to €300,000 for a Pilot Group of 3 organisations or more

SMEs, cities and large businesses that are not from EU or H2020 associated countries are welcome to participate in the open call but are not eligible for funding.

- Co-fund 80% of the individual total budget. The remaining 20% must be provided by the applicants either as in-kind support or by bringing in funding to the project.
- Cities and large businesses eligible for funding can claim a maximum of €60,000 of the total allocated budget for fundable activities.
Timeline

**WHAT ACTIVITY**

- Pre-market consultation
- Open Call announcement
- Official Open Call launch
- Applications period
- Submission

**WHEN DATE**

- **2017**: JUN - NOV 2017
- **2018**: JAN 2018
- **2018**: 1st JUN 2018
- **2018**: JUN-SEPT 2018
- **2018**: SEPT 2018

**HOW ACTIONS/TASKS**

- Complete online survey and help us shaping the Open Call
- Online official communications with dates and main timeline
- Download Open Call documentation, including Open Call toolkits for applicants and start preparing your application.
- Become familiar with the online application platform
- Ask any questions to Synchronicity Team via our portal.
- Attend clinics in the 8 cities across Europe learn more about the Open Call, ask questions and identify potential partners
- Join the webinar and ask questions
- Submit your final application via webportal
Timeline

OCT-NOV 2018

END OF NOV 2018

mid-DEC 2018

2018

DEC 2018 - JAN 2019

FEB 2019

SEP 2019

2019

FEB-SEP 2019

Note that the pilot period will be 6 months only.
(Delivered Feb - Sep 2019)

Wait for your application results

Via email

Project rescopying period (In case of changes)

Submit financial and legal documentation and sign pilot agreement

2-day workshop in London with the cities where you will deploy your solutions

Implementation of pilot projects and submission of financial and technical progress reports

Submission of final report
Common Technical Ground

1. Neutral branding (OASC –based on standards and consensus specifications)

2. Minimal Interoperability Mechanisms (MIMs)
   - Open APIs
   - Common data models
   - Objective: interoperability, replicability, reuse

3. Reference implementation (standards-based)

4. Hosted cloud option
The Cities & the Technical Framework

Interoperability Points represent the main interfaces that allow a city and IoT solutions to interact with SynchroniCity platform.

Cities are currently becoming compliant with the SynchroniCity framework.

You will need to regularly check the website for live updates.

https://synchronicity-iot.eu/open/iot.eu/open/pilot-cities
How am I going to be evaluated?

**Excellence** (0-5 points)

- What is the vision, ambition and value proposition of your solution? Is your project proposition clear in meeting the objectives of the call?

**Impact** (0-5 points)

- Does your project address a challenge recognised or prioritised by the cities? Who will benefit from the implementation of your solution or service and how? How will your solution impact the life of citizens and communities?

**Feasibility** (0-5 points)

- Can you demonstrate that the project is feasible within the budget? If it is not, can you demonstrate that you have the additional necessary resources to make it feasible? Is the budget clearly described?

**Sustainability** (0-5 points)

- How credible is your methodology in proving the scalability of product/service? What’s your exploitation/commercialisation plan for this solution? How clear is your revenue model and monetisation strategy? Will your solution support the goal of creating more jobs across Europe?
How to apply?
How to apply?

7. Make sure that the city will adopt the necessary requirements to become a pilot city.

8. Complete the online application form.

9. Provide budget, workplan, resource plan, Ethical statement and GDPR readiness questionnaire. Templates are available here.

10. Submit your application and wait for the results.
What next?

- Download the **Open Call Toolkit for Applicants** package
  - For SME and Large Business Applicants
  - For New City Applicants

1-pager on how to read the documentation? -> Open Call at a Glance ->
- Open Call Guidelines
- SynchroniCity Framework
- Templates and Visuals

Only read if you want to apply for the open call
Support during the application

- **OPEN FORUM**: Ask questions or review answers to previous questions. This repository will be the quickest way to find answers.

- **HELPDESK**: helpdesk@synchronecy-iot.eu
  For private questions.

- **CLINICS**: Launch Event and Clinic where applicants will receive support in person during the open call application period.

- **WEBINARS**: There will be two webinars for those applicants that cannot physically attend some of the Launch Events and Clinics.

- **CONNECT**: Section on the website to facilitate the encounter of other SMEs and partners which want to participate in the open call. It is though the responsibility of each applicant to find the right partner if they wish to form a Pilot Group.