



NEXT GENERATION DATA INCUBATOR

## GUIDELINES FOR APPLICANTS

**REACH 3<sup>rd</sup> open call for proposals**

Closing date for proposals:

**21<sup>st</sup> February 2023 at 17:00 CET**



This project has received funding from the European Union's H2020 research and innovation programme under Grant Agreement no 951981

#### CORE PARTNERS



#### DATA PROVIDERS



## Introduction

This document provides a full set of information regarding the third open call for proposals for the EuRopEAn incubator for trusted and secure data value Chain – REACH (<https://www.reach-incubator.eu/>). In addition to these guidelines, the applicants are invited to get acquainted with the following documents that will be requested if they enter the incubation programme:

- o the Sub-Grant Agreement template (available [here](#)).
- o the Memorandum of Understanding (MoU) to be signed between Data Providers involved in Track 3 and the REACH project coordinator. The MoU model is available [here](#).

## Table of Content

1	ABOUT BIG DATA VALUE PPP.....	7
2	OVERVIEW AND SUMMARY OF THE OPEN CALL .....	8
3	REACH GENERAL REQUIREMENTS AND TRACKS .....	9
3.1	DATA VALUE CHAINS.....	9
3.2	REACH PARTICIPATION TRACKS .....	10
3.3	EXTERNAL DATA PROVIDERS.....	11
3.4	REACH INCUBATION PROGRAMME .....	11
3.5	SECURE AND TRUSTED DATA VALUE CHAINS.....	13
3.6	DATA OFFERING .....	15
3.7	SUMMARY OF PARTICIPATION TRACKS AND REQUIREMENTS .....	20
4	ELIGIBILITY CRITERIA .....	21
4.1	BENEFICIARIES .....	21
4.2	ELIGIBLE COUNTRIES.....	21
4.3	REACH, I4TRUST PROJECTS AND OTHERS PROJECTS .....	21
4.4	ABSENCE OF CONFLICT OF INTEREST .....	22
4.5	OTHER.....	22
5	PREPARATION AND SUBMISSION OF PROPOSALS .....	23
5.1	LANGUAGE.....	23
5.2	NUMBER OF PROPOSALS PER APPLICANT. MULTIPLE SUBMISSIONS .....	24
5.3	SUBMISSION SYSTEM.....	24
5.4	DEADLINE .....	24
5.5	DOCUMENTATION FORMATS .....	24
5.6	WHAT HAPPENS AFTER THE PROPOSALS ARE SUBMITTED?.....	24
6	EVALUATION PROCESS .....	25
6.1	PROPOSAL STAGE - EVALUATION OF PROPOSALS AND ACCESS TO REACH PROGRAMME .....	25
6.2	PHASE 1 – EXPLORE .....	28
6.3	PHASE 2 - EXPERIMENT .....	30
6.4	PHASE 3 - EVOLVE .....	31
6.5	PHASE 4 - EXPOSE .....	31
7	FINANCIAL SUPPORT PROVIDED .....	32
7.1	FUNDING PRINCIPLE .....	32
7.2	ORIGIN OF THE FUNDS .....	32
7.3	USE OF THE FINANCIAL CONTRIBUTION AND RECOVERY .....	33
8	TECHNICAL SERVICES, INFRASTRUCTURE AND EVENTS BY REACH .....	34
8.1	INFRASTRUCTURE.....	34
8.2	SERVICE CATALOGUE.....	35
8.3	REACH EVENTS.....	36

9	APPLICANTS COMMUNICATION FLOW .....	37
9.1	GENERAL COMMUNICATION PROCEDURE .....	37
9.2	APPEAL PROCEDURE .....	37
10	INTELLECTUAL PROPERTY RIGHTS (IPR) .....	38
10.1	BACKGROUND .....	38
10.2	FOREGROUND .....	38
10.3	COMMUNICATION OBLIGATIONS.....	38
11	SUPPORT FOR THE APPLICANTS .....	39
12	SCHEDULE .....	40

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## List of figures

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Figure 1: The REACH incubation process	12
Figure 2: Overall funnel approach of REACH during the incubation process of the third call	13
Figure 3: REACH Big Data resources and tools	34
Figure 4: Summary of service offer included in the REACH Service Catalogue	35
Figure 5: Service offer per Incubation Stage (E: event, W: webinar)	35
Figure 6: REACH tentative events calendar	36

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## List of tables

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Table 1: Summary of the tools available at REACH Toolbox	14
Table 2: Datasets available at REACH Data Catalogue	16
Table 3: REACH's ratios for selected proposals	20
Table 4: REACH's programme tentative dates	40

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## Abbreviations

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<b>BDVA PPP</b>	Big Data Value Public Private Partnership
<b>REACH</b>	EuRoPEn incubator for trusted and secure data value Chain
<b>DVC</b>	Data Value Chain
<b>KPI</b>	Key Performance Indicator
<b>SME</b>	Small and Medium Enterprise

## 1 ABOUT BIG DATA VALUE PPP

The [Big Data Value Association](#) AISBL (BDVA) is a fully self-financed non-for-profit organization under Belgian law. The BDVA is the private counterpart to the EU Commission to implement the BDV PPP programme (Big Data Value PPP). BDVA has more than 200 members all over Europe with a well-balanced composition of large and small and medium-sized industries as well as research organizations.

REACH is part of the [Big Data Value PPP](#) within a group of projects known as the [Big Data Value PPP projects](#).

The Big Data Value PPP signature on 13th October 2014 was the first step towards building a thriving data community in the EU. This signature marks the commitment by the European Commission, industry and academia partners to build a data-driven economy across Europe, mastering the generation of value from Big Data and creating a significant competitive advantage for European industry, boosting economic growth and jobs.

The Big Data Value PPP commenced in 2015, starting with first projects in 2016 and it will run until 2020. Covering the multidimensional character of Big Data, the PPP activities will address technology and applications development, business model discovery, ecosystem validation, skills profiling, regulatory and IPR environment and social aspects.

The Big Data Value PPP will lead to a comprehensive innovation ecosystem for achieving and sustaining European leadership on Big Data, and for delivering maximum economic and societal benefit to Europe – its business and its citizens.



## 2 OVERVIEW AND SUMMARY OF THE OPEN CALL

REACH, the “EuRoPEAn incubator for trusted and secure data value Chains”, is an Innovation Action project funded by the European Commission under the European Union’s Horizon 2020 Research and Innovation Programme, under the Grant Agreement No. 951981.

It has been launched in September 2020 and will create a second-generation Big Data incubator, building on the successful efforts of [EDI](#) – European Data Incubator to accelerate data-driven innovation in Europe, towards the vision of the [Common European Data Space](#) and developing the [European Data Market](#). REACH goes one step further from previous Data Incubators by focusing on secured and trusted Data Value Chains and demonstrating that Data Silos can be broken across sectors and stakeholders.

The main objective of REACH is to launch a sustainable European-wide second-generation incubator for data-driven start-ups and SMEs. The incubator aims to stimulate the generation of 100 business ideas from SMEs and select among them 30 solid business cases based on data-driven innovation, born from experimentations on secure and trusted data value chains across several sectors. This, with the aim of launching new data-fuelled products and services to the market and leveraged by the capacities of the best data-driven DIHs in Europe.

A Data Value Chain represents a multi-stakeholder data workflow whereby applying data analytics, both data and solution providers reciprocally benefit through joint exploitation models.

Any project selected by REACH must be implemented by an SME/startup and it is obliged to make use of a set of data assets for experimentation and explore the challenges underlying Data Value Chains (DVC) as defined in any of the tracks of this Open Call for proposals. Trust and security are among the main levers to enable DVC, SMEs must demonstrate that these concepts are taken into account using a set of tools offered by the REACH toolbox.

Along its lifetime, REACH will support +100 business ideas from SMEs and select among them 30 solid business cases through a total of three open calls, distributing a total amount of €3.5M. Each participant could receive as maximum €100,000 for a project. In the case that the company wins the REACH Best Experiment Grant, it will receive a maximum of €120,000.

The 1<sup>st</sup> and 2<sup>nd</sup> Open Call have been successfully launched during 2021 and 2022, respectively, where a total of 64 start-ups and SMEs were supported by the incubation programme. This 3<sup>rd</sup> Open Call will accept around 30 submissions led and executed by SMEs/startups, actively involved in research, development, and application activities.

The selected projects should have potential to entail a substantial advance in the state of the art, delivering new services with potential to improve the European Data Market (i.e. data-oriented solutions that improve the exploitation of data assets) and/or reach the market in the short run.

The call is open for **submission from 22<sup>nd</sup> November 2022 to 21<sup>st</sup> February 2023, 17 p.m. CET.**

## 3 REACH GENERAL REQUIREMENTS AND TRACKS

REACH will support the selected applicants through a 11-month programme where experts in diverse fields will provide a successful working methodology, access to top infrastructure and services, training in business and data related topics, coaching, mentoring, visibility and community building support.

The call will fund the implementation of projects led by SMEs delivering a Data Value Chain (DVC) where the value is created from the sharing or exploitation of data, proposing innovative products and services making use of Big Data tools but also adhering to one of the participation tracks defined below.

### 3.1 Data Value Chains

Organizations struggle with exchanging data between systems internally, but even more so when data must be exchanged with other ecosystem partners (inter-organizational data exchange). REACH Incubation Programme pursues the development of new data value chains while safeguarding shared trust, dealing with the challenges of data sharing and reuse across multi-stakeholder actors.

A [Data Value Chain \(DVC\)](#) is defined in REACH as a **multi-stakeholder data-driven business model where data is securely exchanged among parties, either persons or organizations, with the aim of creating value for all involved stakeholders**. The data lifecycle occurs thus throughout different parties. Data is generated (recording and capturing data), collected (validating and storing it), analysed (processing and analysing the data to generate new insights and knowledge) and exploited (putting the outputs to use, whether internally or by trading them) by different partners. Multi stakeholder heterogeneous data needs to be correlated to generate insights.

In REACH, **applicants are highly encouraged to propose projects/solutions that combine datasets from different sectors and/or stakeholders** to create a sound Data Value Chain. To implement the MVP and demonstrate the feasibility of the proposed solution (which will be done during the EXPERIMENT stage), the applicants should use datasets available in the REACH Catalogue with others (open access datasets, external data providers, or owned/bought datasets) and a set of tools offered by REACH Toolbox.

Proposals that show potential opportunities of collaboration with others will be better evaluated. **At least 40% of the selected experiments will be cross-sector and/or multi-stakeholder.**

REACH incubation process will be continuously monitored by the core consortium of the project to facilitate experiments matchmaking and thus, give place to meaningful experiments, possibly cross-sector and collaborative ones, as long as they are always led by a SME. Therefore, the REACH experiments will be carried out by SMEs, either individually or in a collaborative approach with other companies.

Interesting article regarding the European Data Spaces could be found in the following link: [What are Data Spaces - REACH \(reach-incubator.eu\)](#).

## 3.2 REACH Participation Tracks

The open call will be divided in **three participation tracks**. Applicants must apply for **one** of them:

- o **THEME-DRIVEN (Track 1):** Applications will deal with one of the proposed Data Value Chain (DVC) themes, which are multi-stakeholder data challenges focused on an industrial/societal sector (e.g. tourism, energy, healthcare & insurance, manufacturing/industry...). DVC Themes are proposed by REACH DIHs to tackle the most pressing issues from key sectors identified in their regions or ecosystem. Applicants will select the theme from the [REACH DVCs Theme page](#) and then, choose a challenge from [REACH Challenge Catalogue](#) (tagged as being Theme-Driven), at application stage.

The datasets to be used in this track can be a combination of the following:

- ❖ Dataset(s) provided by REACH data providers and available at [REACH Data Catalogue](#). The usage of this dataset is compulsory.
- ❖ Dataset(s) external to REACH Data Catalogue (i.e. open data), as long as the applicant has access and processing rights to the data in compliance with data protection regulations, and has legal permission to include them in a commercial solution.
- ❖ Dataset(s) provided by Data Provider(s) that the applicants bring to the project so as to implement the proposed solution properly.

Each DVC Theme includes at least a dataset to be used as starting point (with some samples provided in the REACH Data Catalogue), and also ideas of other open access datasets that could be considered. Applicants must propose projects that involve data from several stakeholders and combine them to bring value from the exploitation of data. Applicants are encouraged to involve other industrial datasets to tackle these Themes and demonstrate how different stakeholders (or their data) can be involved in the DVC.

- o **READY-MADE (Track 2):** Applications will deal with one of the challenges defined by REACH data providers according to the needs detected in their market. Applicants will select the challenge to be solved from the REACH Challenge Catalogue [4] (tagged as Ready-Made), at application stage. The use of datasets from different sectors or fields to create cross-sector or multi-stakeholder DVCs is again encouraged.
- o **FREE CHOICE (Track 3):** Applicants will devise a novel DVC dealing with an identified market or sectorial need, by bringing their own data provider/s(s) and/or their own datasets with those already facilitated within the REACH Data Catalogue [5]. The applicant, a single SME, will apply together with their own Data Provider/s (at least one) proposing a joint challenge to be solved.

Bringing at least one Data Provider (and their data) is a requirement to participate in this track and it cannot be replaced using open data or own data. The datasets to be used in this track must be a combination of the following:

- ❖ Dataset(s) provided by the Data Provider(s) that the applicant will bring for its proposed project.
- ❖ Dataset(s) provided by REACH data providers and available at REACH Data Catalogue [5].
- ❖ Dataset(s) external to REACH Data catalogue (i.e. open data), as long as the applicant has access and processing rights to the data in compliance with data protection regulations, and has legal permission to include them in a commercial solution.

You can check our incubated startups and how their experiments approached various participation tracks in the following link: <https://www.reach-incubator.eu/solution-portfolio/>.

### 3.3 External data providers

Applicants can bring external data providers to build Data Value Chains on which different sectors or stakeholders are involved, as long as the requirements of each Track are met. However, since only SMEs and Startups can be direct beneficiaries of the incubation programme (see section 4.1), external data providers will not receive direct funding. This does not impede applicants to buy access to relevant datasets for the successful implementation of the proposed experiment with the funds that will be received if entering in the EXPERIMENT stage.

If the applicant brings its own data provider, the data provider will have to comply with the country eligibility rules (section 4.2) and follow the same rules of current REACH data providers. To sum up, the requirements/duties applicable to external data providers brought by an applicant are:

- o Complete the Data Providers application form, as indicated in the Application Form to be filled in by the Applicant.
- o Sign a **MoU (Memorandum of Understanding)** with REACH project coordinator, at the time of the application and before 1st April 2023. The MoU model is available [here](#).
- o Sign the Sub-Grant Agreement in case of selection of the Applicant before the beginning of the incubation in April 2023. A Sub-Grant Agreement template is available [here](#).
- o Provide access to the data and assistance to the applicant, if selected.
- o Participate in the meetings with the applicant organised by the project and in the evaluations in the corresponding pitches and events, if selected.
- o Previously anonymize the personal data contained in the dataset(s) to be provided.

### 3.4 REACH Incubation Programme

REACH has been conceived as a 4-phase incubation/acceleration programme: **EXPLORE > EXPERIMENT > EVOLVE > EXPOSE**, in which the selected SMEs will be offered a set of technical and business services to develop an MVP (Minimum Viable Product) and reach a high technology maturity level for their solution but also a high market and investment readiness level (MRL & IRL).

The figure below shows the overall scheme of the incubation process:

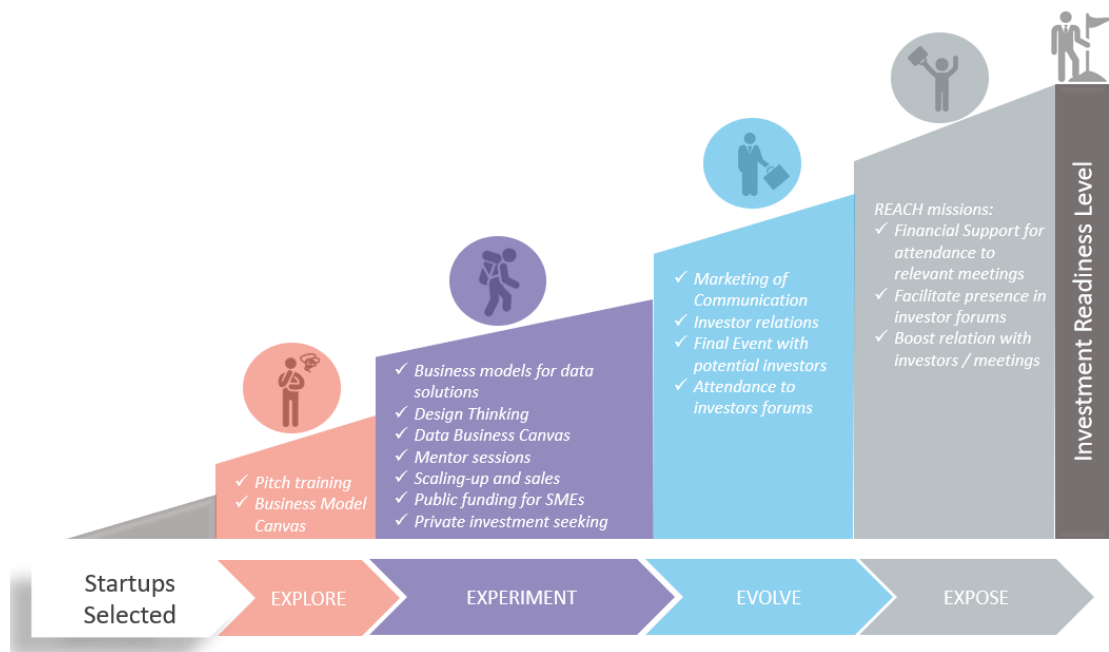


Figure 1 The REACH incubation process

REACH uses a funnel approach for project selection across four stages. Notice that funding is results-driven, depending on specific metrics of success (KPIs and commercial deliverables) described for each incubation phase/stage:

- o **EXPLORE (PHASE 1 – Idea Validation):** Up to 30-40 teams will enter this phase per call. This phase will help SMEs to clearly define the activities to carry out the experiment as well as the needs to be covered during the incubation with the supporting services provided by REACH. Initial trainings on Big Data and Business models related aspects will be organised. At the end of the phase, an event will be organised where the teams will present the first mock-ups of their experiments. During the event, REACH teams will compete in a “demolition pitch”, which will select the top projects progressing to the next phase.
- o **EXPERIMENT (PHASE 2 – Product realization):** Up to 10 teams will take part in this phase per call. During this phase, REACH teams will work on the solution development in collaboration with their Data Provider but also in their plan for the mission to reach the market and find investment. In addition, teams will count with the support of the [project mentors](#). **This phase will end with showcase of the implementation of an MVP (Minimum Viable Product)** with the potential to be introduced into the market in the short-medium term.

The end of the EXPERIMENT phase will take place in the context of an event where startups will have the opportunity to defend their MPVs in front of external business and technical experts and business angels’ representatives.

- o **EVOLVE (PHASE 3 – Market launch and investment search):** Up to 5 teams with a solid MVP and market potential will access this phase. This phase is dedicated to gain the needed market readiness, promotion, community building, partnerships and to discover real investment opportunities. REACH partners will engage with investors forums in different event locations with the support of major events such as South Summit, Slush or Web Summit. This will be held as part of the final event for the programme and the best experiment will be recognized and awarded.

- EXPPOSE (PHASE 4 – Private funds raising):** This phase will run in parallel to EXPERIMENT (from its 2<sup>nd</sup> half) and EVOLVE phases. The idea is that REACH startups/SMEs, those having reached EXPERIMENT, have the opportunity to reach as far as possible with the products incubated thanks to the project, and have the **opportunity to meet Business Angels, Corporate Investors and VCs attending to events such as South Summit, Slush or Web Summit.** In this case, **about 10 companies per round will have the chance to have a relevant presence in key events across Europe.**

Each company funded will receive **up to €100k** depending on the stage reached in the incubation process under a lump sum scheme, based on the approval of different milestones or KPIs and along the funnel approach. In the case that the company wins the REACH Best Experiment Grant, it will receive a **maximum of €120,000.**

A graph summarizing the process is shown below:

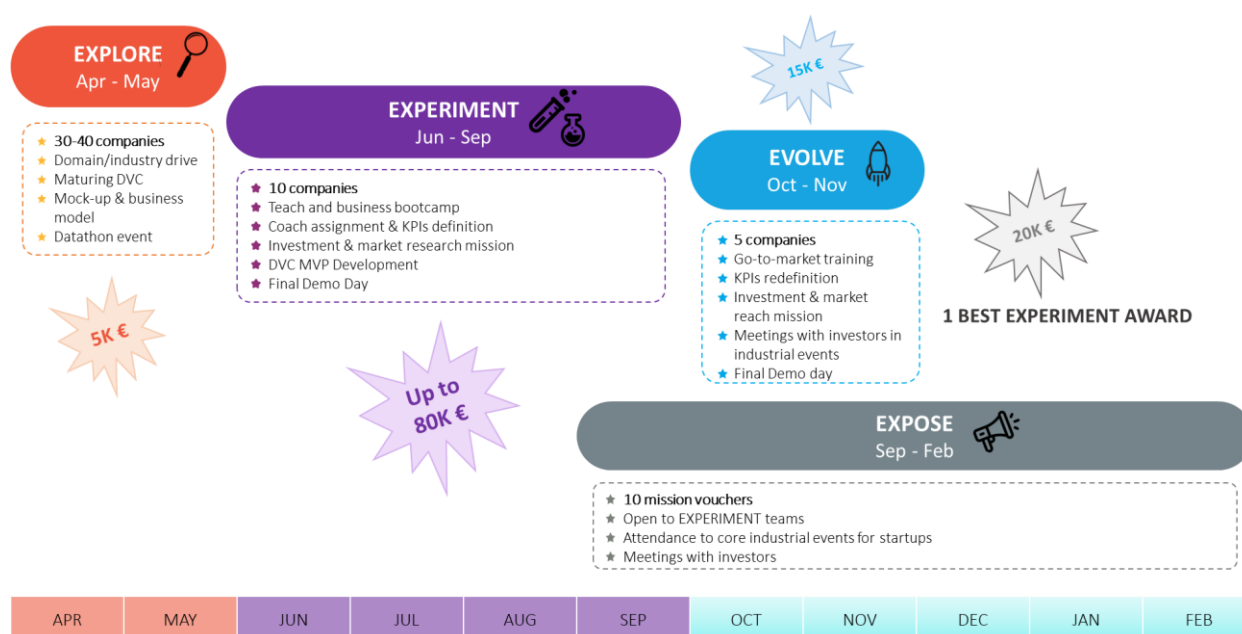


Figure 2 Overall funnel approach of REACH during the incubation process of the third call

Each phase comprises a set of activities that qualify for financial support. All the funds disbursed will be based on concrete results and KPIs assessment. Further detail in Section 7.

### 3.5 Secure and Trusted Data Value Chains

One of the drivers of the data economy is the creation/setting of secure and trusted data value chains among the different stakeholders involved. Security and Trust among data exchange partners must be guaranteed, as *data sovereignty* is a fundamental requirement for the success and sustainability of the business settings. Therefore, Digital Trust is a precondition for building value chains based on data exchange among distributed parties, and this is an **aspect that will be specifically considered when evaluating proposals.**

To support that, REACH provides applicants with a toolbox for building secure and trusted data value chains. This toolbox is composed of a set of state-of-the-art software components that are ready to be deployed by applicants in their proposed experiments. The incubation process will include a series of presentations and usage examples on these components as well as technical support in deploying them.

Applicants must **describe in the proposal which tools** (Open Source, Commercial or from the REACH Toolbox catalogue) **will be used to ensure that the solution is aligned with the requirements of Secure and Trusted Data Value Chains.**

The table below provides an overview of the Tools included in the REACH Toolbox. Further information can be found in the [project website](#) and in the [REACH Technical Documentation](#):

Table 1. Summary of the tools available at REACH Toolbox

Tool	Description	Use case scenario
<b>Privacy-enhancing:</b> Protection of data flows, guaranteeing privacy (if personal data), and confidentiality (if industrial data)		
<a href="https://www.be-studys.com/anonymizer">https://www.be-studys.com/anonymizer</a>	A completely customizable de-identification solution for all types of sensitive data	The user will create a profile which allows to define how his dataset should be anonymized. Then, the software will secure the working dataset by removing all sensitive data from the original dataset.
<b>FRAMA-C</b>	Open-source analysis tool for verifying confidentiality properties at code-level, such as absence of data leakage or enforcement of security policies.	Need to monitor data flows in my solution for detecting leakage of sensitive data on public channels, e.g. the internet, to gain oversight and control of personal data flows, and increase its resilience to cyber-attacks
<b>Trusted data sharing and auditing:</b> Ready-to-use DLT technologies for data integrity and accountability		
<a href="#">Proregister</a>	Unique GDPR-compliant blockchain model that enables cross-organisation storage, sharing and auditability of application logs as well as automation of GDPR rights enforcement	<p>The user connects his tools to ProRegister and provides inside the product his structured log to be sure that all his actions are traced immutably.</p> <p>The blockchain is also compatible with the right to be forgotten.</p>
<b>Blockchain as a Service (BaaS)</b>	Enables the integration of Web / Cloud Platforms in a Blockchain network, providing efficient permission management with regards to the data of their users.	The user of the Web/Cloud Platform requests permissions to access the data of another user, and then the Smart Contracts are checked for data access permissions.
<b>Data Sharing Platform</b>	Solution for data sharing and data permission management	A data provider willing to share its data with data consumers in a secure way, makes use of a



	using a smart contract hierarchy, which also tackles data integrity verification	Blockchain network with deployed Solidity smart contracts to store the fingerprints of its data for integrity verification, as well as a reference to the data so that authenticated users can access them.
<b>Audit Messages Storage tool</b>	Enables the storage of critical healthcare audit messages in an immutable and transparent way	An SME developing a system that allows the exchange of messages between other information systems using SoA, will use a Blockchain network with deployed Solidity smart contracts to store logs for the exchange of the messages including metadata, in a secure and immutable way. Such developer will also be able to search for this log and check its integrity
<b>Data governance and smart contracts:</b> advanced tools to support the development of distributed ledger capabilities		
<b>MAX</b>	Agent-based simulator for blockchain applications building, a tool for rapid prototyping of industrial cases and doing feasibility analysis in a realistic manner. Includes a model library to simulate the behaviour of various blockchain systems	An SME developing a blockchain-based solution which need a simulation tool to evaluate scalability, stability, performance, fairness, etc., as well as testing the adaptability features of my system, e.g. automatic and dynamic load balancing, elasticity and self-healing networks.
<b>Why3</b>	Tool and Language for Smart Contract verification, to ensure safe and correct contracts. It enables developers to use automatic provers in major blockchain programming languages, to easy show compliance of behaviour with code.	An SME developing a blockchain-based solution, using Solidity smart contracts to formalize its business rules for processing transactions. Such company may also ensure correctness and avoid security problems from the beginning

### 3.6 Data offering

The sample data offered by project Data Providers is available at REACH Data Catalogue [5] for those participants applying to "Track 1 – Theme Driven" or "Track 2 – Ready Made". Only applicants progressing to EXPERIMENT will have access to full datasets.

In the case of applicants "bringing their own data provider", either in Track 1 or Track 3, they will be requested to complete a specific form at application stage to evaluate the appropriateness of the data provider/s, the challenge and the dataset/s proposed according to the evaluation process defined in Section 6.



Table 2 shows a summary of datasets available for the third open call.

Table 2: datasets available at REACH Data Catalogue.

Dataset	Data Provider	Category	URL
Marketing Statistics	JOT	Digital Marketing	<a href="https://data.reach-incubator.eu/dataset/marketing-campaigns-statistics">https://data.reach-incubator.eu/dataset/marketing-campaigns-statistics</a>
Campaign identifiers, names and categories	JOT	Digital Marketing	<a href="https://data.reach-incubator.eu/dataset/campaigns">https://data.reach-incubator.eu/dataset/campaigns</a>
Network	JOT	Digital Marketing	<a href="https://data.reach-incubator.eu/dataset/ad-network">https://data.reach-incubator.eu/dataset/ad-network</a>
Sales and inventory data	MIGROS TICARET A.S.	Retail	<a href="https://data.reach-incubator.eu/dataset/sales-and-inventory-data">https://data.reach-incubator.eu/dataset/sales-and-inventory-data</a>
Availability rates (demand prediction)	MIGROS TICARET A.S.	Retail	<a href="https://data.reach-incubator.eu/dataset/demand-prediction">https://data.reach-incubator.eu/dataset/demand-prediction</a>
Images	MIGROS TICARET A.S.	Retail	<a href="https://data.reach-incubator.eu/dataset/images">https://data.reach-incubator.eu/dataset/images</a>
User	SONAE MC	Retail	<a href="https://data.reach-incubator.eu/dataset/user">https://data.reach-incubator.eu/dataset/user</a>
Auditing process	SONAE MC	Retail	<a href="https://data.reach-incubator.eu/dataset/auditing-process">https://data.reach-incubator.eu/dataset/auditing-process</a>
Cart	SONAE MC	Retail	<a href="https://data.reach-incubator.eu/dataset/cart">https://data.reach-incubator.eu/dataset/cart</a>
Cart Items	SONAE MC	Retail	<a href="https://data.reach-incubator.eu/dataset/cart-items">https://data.reach-incubator.eu/dataset/cart-items</a>
Dutch News Articles	VRT	Media	<a href="https://data.reach-incubator.eu/dataset/dutch-news-articles">https://data.reach-incubator.eu/dataset/dutch-news-articles</a>
Events/Destinations (Ratings)	PLAY&GO	Tourism & Entertainment	<a href="https://data.reach-incubator.eu/dataset/events-destinations-ratings">https://data.reach-incubator.eu/dataset/events-destinations-ratings</a>

Events/Destinations (Objectives)	PLAY&GO	Tourism & Entertainment	<a href="https://data.reach-incubator.eu/dataset/events-destinations-objectives">https://data.reach-incubator.eu/dataset/events-destinations-objectives</a>
Large Scale Firms NPL Detection	YKT	Finance	<a href="https://data.reach-incubator.eu/dataset/large-scale-firms-npl-detection">https://data.reach-incubator.eu/dataset/large-scale-firms-npl-detection</a>
Active Power	IDEA75	Manufacturing/Industry	<a href="https://data.reach-incubator.eu/dataset/active-power">https://data.reach-incubator.eu/dataset/active-power</a>
Average Current	IDEA75	Manufacturing/Industry	<a href="https://data.reach-incubator.eu/dataset/current">https://data.reach-incubator.eu/dataset/current</a>
Active Energy	IDEA75	Manufacturing/Industry	<a href="https://data.reach-incubator.eu/dataset/active-energy">https://data.reach-incubator.eu/dataset/active-energy</a>
Average Voltage	IDEA75	Manufacturing/Industry	<a href="https://data.reach-incubator.eu/dataset/voltage">https://data.reach-incubator.eu/dataset/voltage</a>
Current	IDEA75	Manufacturing/Industry	<a href="https://data.reach-incubator.eu/dataset/current">https://data.reach-incubator.eu/dataset/current</a>
Historical data of reimbursement requests from opticians to insurance companies	ALMERYS	Healthcare & Insurance	<a href="https://data.reach-incubator.eu/dataset/historical-data-of-reimbursement-requests-from-opticians-to-insurance-companies">https://data.reach-incubator.eu/dataset/historical-data-of-reimbursement-requests-from-opticians-to-insurance-companies</a>
ID of proven fraudulent opticians	ALMERYS	Healthcare & Insurance	<a href="https://data.reach-incubator.eu/dataset/id-of-proven-fraudulent-opticians">https://data.reach-incubator.eu/dataset/id-of-proven-fraudulent-opticians</a>
Behavioral description of opticians	ALMERYS	Healthcare & Insurance	<a href="https://data.reach-incubator.eu/dataset/behavioral-description-of-opticians">https://data.reach-incubator.eu/dataset/behavioral-description-of-opticians</a>
Energy market information	EDP	Energy	<a href="https://data.reach-incubator.eu/dataset/energy-market-information">https://data.reach-incubator.eu/dataset/energy-market-information</a>

Sample Data Matrix for image processing and product recognition	COFARES	Pharmaceutical services	<a href="https://data.reach-incubator.eu/dataset/sample-data-matrix">https://data.reach-incubator.eu/dataset/sample-data-matrix</a>
sample_data_buckets.xlsx	COFARES	Pharmaceutical services	<a href="https://data.reach-incubator.eu/dataset/sample-data-buckets">https://data.reach-incubator.eu/dataset/sample-data-buckets</a>
sample_data_datamatrix.xlsx	COFARES	Pharmaceutical services	<a href="https://data.reach-incubator.eu/dataset/sample-cross-selling">https://data.reach-incubator.eu/dataset/sample-cross-selling</a>
Sample Database from AN Group's Sales	AN GROUP	Retail	<a href="https://data.reach-incubator.eu/dataset/an-database">https://data.reach-incubator.eu/dataset/an-database</a>
Static GTFS	BILBAO COUNCIL	Transport	<a href="https://data.reach-incubator.eu/dataset/bilbobus-gtfs">https://data.reach-incubator.eu/dataset/bilbobus-gtfs</a>
Ticketing	BILBAO COUNCIL	Transport	<a href="https://data.reach-incubator.eu/dataset/bilbobus-ticketing-information">https://data.reach-incubator.eu/dataset/bilbobus-ticketing-information</a>
Allocations	BILBAO COUNCIL	Transport	<a href="https://data.reach-incubator.eu/dataset/bus-assignments">https://data.reach-incubator.eu/dataset/bus-assignments</a>
Active Power in electrical motors	CEA	Manufacturing/Industry	<a href="https://data.reach-incubator.eu/dataset/active-power">https://data.reach-incubator.eu/dataset/active-power</a>
Multi-modal indoor data for activity recognition and data security.	CERTH	Health	<a href="https://data.reach-incubator.eu/dataset/health">https://data.reach-incubator.eu/dataset/health</a>
Energy information related to building energy consumption, generation and storage	CERTH	Energy	<a href="https://data.reach-incubator.eu/dataset/certh-energy">https://data.reach-incubator.eu/dataset/certh-energy</a>
Greek Smart House Nanogrid Dataset	CERTH	Energy	<a href="https://data.reach-incubator.eu/dataset/greek-smart-house-nanogrid-dataset">https://data.reach-incubator.eu/dataset/greek-smart-house-nanogrid-dataset</a>
Turisme Comunitat Valenciana – INVAT.TUR: Tourism	INVAT.TUR	Tourism & Entertainment	<a href="https://data.reach-incubator.eu/dataset/tourism-dataset-from-region-of-valencia">https://data.reach-incubator.eu/dataset/tourism-dataset-from-region-of-valencia</a>

Dataset Region of Valencia			
DM Management & Consulting: Machine data	CERR	Manufacturing/Industry	<a href="https://data.reach-incubator.eu/dataset/dm-management-consulting">https://data.reach-incubator.eu/dataset/dm-management-consulting</a>
BI-REX COMPETENCE CENTER	CERR	Manufacturing/Industry	<a href="https://data.reach-incubator.eu/dataset/bi-rex-competence-center">https://data.reach-incubator.eu/dataset/bi-rex-competence-center</a>
Network sensor data	4PDIH	Cybersecurity	<a href="https://data.reach-incubator.eu/dataset/network-sensor-data-historical-logs-and-near-real-time-traffic-dumps">https://data.reach-incubator.eu/dataset/network-sensor-data-historical-logs-and-near-real-time-traffic-dumps</a>
Honeypot data for Multiple Protocols	4PDIH	Cybersecurity	<a href="https://data.reach-incubator.eu/dataset/honeypot-data-for-multiple-protocols">https://data.reach-incubator.eu/dataset/honeypot-data-for-multiple-protocols</a>
Asset	CONNECT5	Emergency Management	<a href="https://data.reach-incubator.eu/dataset/asset">https://data.reach-incubator.eu/dataset/asset</a>
Hazard	CONNECT5	Emergency Management	<a href="https://data.reach-incubator.eu/dataset/hazard">https://data.reach-incubator.eu/dataset/hazard</a>
Measure	CONNECT5	Emergency Management	<a href="https://data.reach-incubator.eu/dataset/measure">https://data.reach-incubator.eu/dataset/measure</a>
Products to send	TERA	Retail, Agriculture, Transport	<a href="https://data.reach-incubator.eu/dataset/products-to-send">https://data.reach-incubator.eu/dataset/products-to-send</a>
Distribution of packages	TERA	Retail, Agriculture, Transport	<a href="https://data.reach-incubator.eu/dataset/distribution-of-packagess">https://data.reach-incubator.eu/dataset/distribution-of-packagess</a>

### 3.7 Summary of participation tracks and requirements

Table 3: REACH's ratios for selected proposals

PARTICIPATION TRACK	Target	Proposed by	Datasets to be used	MIN. RATE OF PROPOSALS
<b>THEME-DRIVEN (track1)</b>	Sectorial challenge	REACH DIHs	Theme Dataset(s) + External datasets (open or private)	40%
<b>READY MADE (track2)</b>	Market-driven challenge	REACH Data Providers	REACH Data Providers	40%
<b>FREE CHOICE (track3)</b>	Propose a novel DVC	Applicant	Data provider brought by Applicant + Other dataset(s)	20%
COMMON for all the tracks	Data-Driven challenge	-	It would be highly recommended to combine at least 2 datasets	40% selected experiments will be cross-sector and/or multi-stakeholder  Secured and Trusted DVCs will be prioritised

## 4 ELIGIBILITY CRITERIA

**All applicants will have to abide to all general requirements described in this section to be considered eligible for REACH.** Therefore, please read this section carefully.

### 4.1 Beneficiaries

The accepted applicants for REACH open calls are start-ups in the form of **SMEs** <sup>[1]</sup>. A SME will be considered as such if accomplishing with the [Commission Recommendation 2003/361/EC](#) <sup>[2]</sup> and the [SME user guide](#). As a summary, the criteria which define a SME are:

- o Headcount in Annual Work Unit (AWU) less than 250.
- o Annual turnover less or equal to €50 million or annual balance sheet total, less or equal to €43 million.

The participation of other entities in a single application will be allowed only as **Data Providers, but they will not receive funding.**

### 4.2 Eligible countries

Only applicants (SMEs and DPs) legally established/resident in any of the following countries (hereafter collectively identified as the “Eligible Countries”) are eligible:

- o The Member States (MS) of the European Union (EU), including their outermost regions;
- o The [Overseas Countries and Territories \(OCT\) linked to the Member States](#)<sup>3</sup>;
- o [H2020 associated countries](#) (those which signed an agreement with the Union as identified in Article 7 of the Horizon 2020 Regulation): according to the updated list published by the EC;
- o The UK applicants are eligible under the conditions set by the EC for Horizon 2020 at the time of the deadline of the call.

**Note:** In accordance with the [statement of the European Commission](#), companies established in Russia are not eligible. REACH reserves the right to adjust these conditions according to changes in EU laws/directives/regulations.

### 4.3 REACH, i4TRUST projects and others projects

**Double funding is not acceptable.**

<sup>1</sup> SME definition, [http://ec.europa.eu/growth/content/revised-user-guide-sme-definition0\\_es](http://ec.europa.eu/growth/content/revised-user-guide-sme-definition0_es)

<sup>2</sup> Commission Recommendation 2003/361/EC, [Commission Recommendation 2003/361/EC](#), 2021

<sup>3</sup> Entities from Overseas Countries and Territories (OCT) are eligible for funding under the same conditions as entities from the Member States to which the OCT in question is linked.

Start-ups or SMEs that have previously been beneficiaries in other incubators approved under the same topic (H2020-DT-ICT-05-2019 subtopic 2), namely, i4Trust, will not be funded by REACH and they are not allowed to apply to REACH 3<sup>rd</sup> open call.

The basic information about a proposal (summary and participants) will be shared with the H2020-DT-ICT-05-2019 subtopic 2 ICT i4Trust incubator projects to check compatibility.

In addition, if a company has received some funding, that company is not allowed to submit a new proposal in OC2. *E.g., a start-up that has reached to EXPLORE in OC1 will not be able to apply to OC2.*

Applicants that have previously been beneficiaries in EDI Incubator are allowed to apply to REACH open call. However, double funding for the same proposal is not acceptable. The experiments must be significantly different in REACH.

## 4.4 Absence of conflict of interest

Applicants shall not have any actual or/and potential conflict of interest with the REACH selection process and during the whole programme. All cases of conflict of interest will be assessed case by case. In particular, **applicants cannot be REACH Consortium partners or affiliated entities nor their employees or co-operators under a contractual agreement.**

## 4.5 Other

Each applicant must confirm:

- It is not under liquidation or is not an enterprise under difficulty according to the Commission Regulation No 651/2014, art. 2.18,
- Its project is based on the original works and going forward any foreseen developments are free from third party rights, or they are clearly stated,
- It is not excluded from the possibility of obtaining EU funding under the provisions of both national and EU law, or by a decision of both national or EU authority,
- Applicants that have previously been beneficiaries in EDI Incubator are allowed to apply to REACH open call. However, double funding for the same proposal is not acceptable. The experiments must be significantly different in REACH.

## 5 PREPARATION AND SUBMISSION OF PROPOSALS

The submission will be done through the F6S platform which is directly linked from [REACH website](#). The applicants are required to register a profile at FS6 to be able to submit a proposal.

The documents that will be submitted are:

- o **Application form:** The application form will be different depending on the type of application track you are approaching. The online form will be divided in different sections: (1) Company information, (2) Technical approach and proposed use-case, (3) Team behind the project, (4) Company business, market and growth strategy, (5) the feasibility of a business case under the use case scenario and (6) Ethics self-assessment. The applicant will need to provide some financial information (past and future estimations) at the time of the proposal submission. Properly providing this information is mandatory for evaluation.
- o **Declaration on Honour:** A tick box clicked by the SME or the individuals confirming they have read the conditions and agree with the conditions defined in this document. The model of this declaration is available [here](#).

If the applicant discovers an error in the proposal, and provided the call deadline has not expired, the applicant can submit a new version (for this purpose, the applicant must request it to the F6S team through [opencall@reach-incubator.eu](mailto:opencall@reach-incubator.eu)). Only the last version received before the call deadline will be considered in the evaluation.

The project proposals must strictly adhere to the template provided by REACH consortium via F6S platform, which defines sections and the overall length. Participants are requested to carefully read and follow the instructions in the form. Evaluators will be instructed not to consider extra material in the evaluation.

Additional material, which has not been specifically requested in the online application form, will not be considered for the evaluation of the proposals. Data not included in the proposal will not be considered.

It is strongly recommended not to wait until the last minute to submit the proposal. Failure of the proposal to arrive in time for any reason, including communications delays, automatically leads to rejection of the submission. The time of receipt of the message as recorded by the submission system will be definitive.

REACH offers a dedicated support channel available for proposers at [opencall@reach-incubator.eu](mailto:opencall@reach-incubator.eu). Requests or inquiries about the submission system or the call itself, received AFTER the closure time of the call will neither be considered nor answered.

Also, 2 open call webinars will be organised to support applicants during the application period:

- o 1<sup>st</sup> Open Call Webinar –16 December 2022 10:00 pm CET – [Sign up now](#)
- o 2<sup>nd</sup> Open Call Webinar –20 January 2023 10:00 pm CET – [Sign up now](#)

### 5.1 Language

English is the official language for REACH open calls. Submissions done in any other language will not be evaluated. English is also the only official language during the whole execution of the REACH programme. This means any requested submission of deliverables will be done in English to be eligible.



## 5.2 Number of proposals per applicant. Multiple submissions

Given the fact this call is a competitive one, and the applicants will focus on a specific challenge, only **one proposal per applicant will be evaluated, and accepted for funding**. In the case of multiple submissions, 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.

## 5.3 Submission system

Only proposals submitted through the **Open Call submission tool (F6S platform)** at <https://www.f6s.com/reach-oc3-startups/apply> and within the open call duration will be accepted. Proposals submitted by any other means, will be automatically discarded, and not be evaluated.

Only the documentation included in the application will be considered by evaluators. It will be composed by a form with administrative questions to be completed directly in the platform and the proposal description attached in PDF format.

The information provided should be actual, true and complete and should enable the assessment of the proposal.

The regular operation of the F6S platform limits to one application submission per F6S user in each call. If an F6S user wishes to submit more than one application, for example on behalf of different legal entities, the F6S user should request support from the **F6S support team** ([support@f6s.com](mailto:support@f6s.com)) at least 10 days prior the open call deadline.

Documents required in subsequent phases will be submitted via dedicated channel, which will be indicated by the REACH consortium during the sub-granted projects execution.

## 5.4 Deadline

Only proposals submitted before the deadline will be accepted. After the call closure, no additions, or changes to received proposals will be considered. The deadline for this call is **21<sup>st</sup> February 2023, at 17.00 CET**.

## 5.5 Documentation formats

Any document requested in any of the phases must be submitted electronically in the format indicated, Excel-compatible or PDF, without restrictions for printing.

## 5.6 What happens after the proposals are submitted?

Immediately after the submission deadline (21<sup>st</sup> February 2023 at 17.00 CET) is over, the evaluation process begins (as described in detail in Section 6 of this Guide).

External experts will evaluate proposals submitted through the online system and score them adequately to the quality of the content presented. The goal of the process is to select 30 proposals with the highest scores that will be invited to join the programme.

## 6 EVALUATION PROCESS

### 6.1 PROPOSAL STAGE - Evaluation of proposals and access to REACH programme

1. **Proposals reception:** Submissions will be done ONLY through the F6S platform in the space enabled for REACH project. A full list of applicants will be drafted containing their basic information for statistical purposes and clarity (which will be also shared with EC for transparency).
2. **Eligibility filter:** An automatic filtering to discard non-eligible proposals will follow the short list. Eligibility check will verify:
  - ❖ a) the existence of a legal SME in an eligible country,
  - ❖ b) the uniqueness of the proposal,
  - ❖ c) the correct fulfilment of the submission form on F6S,
  - ❖ d) the usage of Big Data tools to tackle a challenge,
  - ❖ e) not been funded by REACH in previous call(s) or other incubators under the same topic objective (i4TRUST project),
  - ❖ f) the fit with the participation tracks defined,
  - ❖ g) the issues of multiple participation described in section 4.4.
  - ❖ h) Ethics compliance, in accordance with the [Ethical Guidelines for Subgrantees](#).

For those proposals “bringing their own data provider”, either in Track1 or Track3, a prior evaluation to evaluate the eligibility of the data provider will be carried out. For this, your data provider will need to fill in a specific questionnaire as explained in the F6S Application Form. Eligibility criteria will verify:

- ❖ a) Challenge description
- ❖ b) Sample datasets description
- ❖ c) Datasets compliance with GDPR
- ❖ d) Anonymisation of the personal data
- ❖ e) Inferring personal data
- ❖ f) Informed consent
- ❖ g) Ownership of data
- ❖ h) Right of use
- ❖ i) GDPR awareness
- ❖ j) Infrastructure used to store the datasets at Data Provider premises.

Proposals marked as non-eligible will get a rejection letter including the reasons for being declared as non-eligible. No further feedback on the process will be given.

3. **Traction indicators' control:** there will be a set of traction indicators, used as warnings, to automatically discard proposals which do not have the structure or enough resources to commit with the programme. The proposals will be categorised in two groups for this purpose:

- ❖ **Early stage:** SMEs with 3 or less financial years closed.
- ❖ **Established teams:** SMEs with more than 3 financial years closed.

In both cases, the concrete criteria for this automatic sorting will be made public AFTER the three calls for proposals are closed. These criteria will not be public before the calls to avoid proposers sending fit-for-the-call submissions.

Proposals not passing the automatic sorting will be sent a **rejection letter** indicating that the proposal does not reach the internal traction indicators needed for accessing the incubator. No further feedback on the process will be given.

4. **Remote evaluation:** After the tractions indicator's control, one shortlist will be populated where the maximum rate of proposals per track will be the following to incentivise those experiments involving the consortium Data Providers: Theme-driven: 40%, Ready-made: 40% and Free choice: 20%.

The evaluation criteria are the following: **(1) technical approach, (2) business and (3) team. An external Big Data expert and a business expert will review each proposal**, scoring each of the mentioned criterium. In addition, DIHs and Data providers, respectively, under Theme-Driven and Ready-Made tracks will assess the challenge fit of the proposals with the DVCs defined for the call.

## EVALUATORS

Every proposal will be assessed by at least 3 people with different profiles (technical, business). External evaluators will be part of the evaluations and, in any case, will have to sign a declaration that they have no conflict of interest. In the case of the domain specific challenges, feedback will be also gathered from the corresponding data providers.

## SCORING

Reviewers will evaluate the proposals considering the above-mentioned 3 or 4 criteria. Each criterion (except for the challenge fit criterion of Track 1 and Track 2 challenges which is a yes/no flag) will have a score from 0 to 5. Decimal scores may be given. For each criterion under examination, score values will indicate the following assessments:

- ❖ **0 – Fail.** Proposal fails to address the criterion or cannot be assessed due to missing or incomplete information.
- ❖ **1 – Poor.** The criterion is inadequately addressed or there are serious inherent weaknesses.
- ❖ **2 – Fair.** The proposal broadly addresses the criterion, but there are significant weaknesses.
- ❖ **3 – Good.** The proposal addresses the criterion well, but a number of shortcomings are present.
- ❖ **4 – Very good.** The proposal addresses the criterion very well, but a small number of shortcomings are present.
- ❖ **5 – Excellent.** The proposal successfully addresses all relevant aspects of the criterion. Any shortcomings are minor.

**A minimum score of 3 for each criterion and an overall score of 12 for the 3 criteria with a 0 to 5 score** (remember that domain-specific challenges will have a yes/no flag regarding the challenge fit criterion) will be needed as a minimum threshold. Only proposals reaching all the criteria will be eligible for accessing the EXPLORE phase.

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

Around 30 proposals will be shortlisted in this phase and invited to sign a contract (sub-grantee agreement) and access the EXPLORE phase of the incubator, keeping the rest in a reserve list.

### 6.1.1 Draw resolution

In the case of a draw in the final scoring, the following criteria will be used in the following order of priority:

- o Higher score for business potential criterion.
- o Higher score for team composition criterion.
- o Date of submission: earlier submitted proposals go first.

### 6.1.2 Communication

Every applicant will receive via e-mail:

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

### 6.1.3 Preparation and Signature of the Agreement

The following actions must be carried out in order to enter into the Sub-Grant Agreement:

- o Status information of the beneficiaries:
  - ❖ **SMEs/start-ups.** If the applicant has been fully validated as an SME on the Beneficiary Register of the H2020 Participant Portal, the PIC number has to be provided. The following documents will be required to prove the status as an SME if the applicant has not been fully validated as an SME on the Participant Portal:
  - ❖ **SMEs check List:** signed and stamped. In the event they declare being non-autonomous: the balance sheet and profit and loss account (with annexes) for the last period for upstream and downstream organizations.
  - ❖ **Status Information Form.** It includes the headcount (AWU), balance, profit & loss accounts of the latest closed financial year and the relation, upstream and downstream, of any linked or partner company.
  - ❖ **Legal existence.** Company Register, Official Journal and so forth, showing the name of the organization, the legal address and registration number and, if applicable, a copy of a document proving VAT registration (in case the VAT number does not show on the registration extract or its equivalent).

- ❖ **Supporting documents.** In cases where either the number of employees or the ownership is not clearly identified: any other supporting documents which demonstrate headcount and ownership such as payroll details, annual reports, national regional, association records, etc.
- **Bank account information:** The account where the funds will be transferred will be indicated via form signed by the SME and the bank owners. The holder of the account will be the SME.
- **Sub-Grant Agreement:** Signed between the REACH Consortium, the beneficiary/ies and, if applicable, the corresponding Data Provider. Applicants and external Data Providers must accept the Sub-Grant Agreement conditions.

The request, by REACH consortium, of the documentation will be made including deadlines. Failing to meet the deadlines requested will directly end up the negotiation process and projects under the reserve list will substitute the failing applicants.

Access to the first phase of the incubation is officially granted once the Sub-Grant Agreement is signed.

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## 6.2 PHASE 1 – EXPLORE

### 6.2.1 Submission

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At this stage, a Datathon event will be held in Paris<sup>4</sup>, where the participants will have a couple of days to fine-tune their ideas and present the mock-ups of their experiments.

As part of the incubation, teams will be offered different webinars during this phase to help them prepare for the Datathon (e.g. webinars such as “Big Data Ecosystem”, or “Pitch Training” could be offered).

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### 6.2.2 Evaluation

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A “demolition pitch” contest will be used to evaluate the projects that will be scored based on the following evaluation criteria:

- Technical quality of the mock-up
- Pitching skills shown in the demolition pitch contest
- Capacity of the team

The **evaluation panel** will be comprised by Big Data experts, data providers’ and consortium members, who will select the top 10 teams accessing the next phase - EXPERIMENT.

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### 6.2.3 Evaluators

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Each Sub-granted project will be evaluated individually by an evaluation panel comprised by Big Data experts, data providers and consortium members, who will select the top 10 companies accessing the next phase - EXPERIMENT.

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<sup>4</sup> Unless COVID-19 or other major reasons do not allow this, it is the intention of REACH project to have Face 2 Face (F2F) events. Partners will look for alternative options to organise these events if major restrictions prevent F2F events.

Evaluators will score the proposal individually and **complete and add comments to their scores** related to the evaluation criteria. This information will be compiled in a short **Evaluation Summary Report (ESR)**.

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#### 6.2.4 Draw resolution

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In the case of a draw in the final scoring, the following criteria will be used in the following order of priority:

- o Higher score for team's operational capacity criterion.
- o Higher score for pitching skills criterion.
- o Date of submission: earlier submitted proposals go first.

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#### 6.2.5 Communication

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The best SMEs to move on to the EXPERIMENT phase will be first notified at the Datathon event. Afterwards, every Sub-granted project will receive the ESR via email and will be informed about the obtained results. This will lead to one of the following decisions:

- o Invitation to access the next phase if the general thresholds are reached and the position in the ranking list is within the top 10.
- o Informing about ending the process if the thresholds are not reached or the position in the ranking list is not within the top 10.

Also, data providers will be informed about the proposals accessing the next phase. Individual teams will be then requested to start their legal registration as a SME in an eligible country. The legal registration documents will have to be provided for any payment at the EXPERIMENT phase to be issued.

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#### 6.2.6 Payments

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**All teams in the Datathon event will be awarded €5,000** for investing their resources on developing their concept and actively taking part in the EXPLORE phase and the event.

Teams not attending the Datathon will be automatically disqualified from the programme and will not receive the funding.

Non-French teams may need to provide a Tax Residence Certificate within the meaning of a tax treaty between the country of residence of the team and France (further details will be provided before the incubation starts). This certificate will be only provided upon request of the project coordinator and will be sent to the REACH coordinator via [info@reach-incubator.eu](mailto:info@reach-incubator.eu).

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#### 6.2.7 Next Phase

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The best 10 companies over the thresholds will access phase 2 – EXPERIMENT.

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## 6.3 PHASE 2 - EXPERIMENT

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The following **four months** will be fully dedicated to the creation of a working version of the product/service designed.

The 10 selected teams will be able to officially meet the data providers face-to-face, who will accompany the respective challenge they are participating in. Coaches for all teams will be nominated. Each SME will be assigned one coach who will have regular coaching sessions with the teams regarding their development. Furthermore, they will define the features of the **Minimum Viable Product (MVP)** and coordinate the necessary resources for the MVP development. The teams will define the baseline, against which the MVP will be tested.

On-site technical and business training will be offered also at the beginning of the phase in Bilbao<sup>3</sup> (attendance is compulsory) and different webinars will be offered through this phase on different topics (i.e. sales, public funding).

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### 6.3.1 Evaluation

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To conclude the 2-EXPERIMENT phase of the incubation process, a final evaluation of the technical and business part of each project will be done in a 3-day event in Bilbao with a similar scheme as the earlier EXPLORE phase. The evaluation is intended to shortlist the projects and to select those accessing the EVOLVE phase as well as to validate the final payment of the Experiment phase. The evaluation will follow two criteria:

- o **Technical:** based on the MVP developed by the team and presented to a technical jury in the event.
- o **Business:** based on the pitch done in the event.

A jury comprised by external evaluators, mentors, coaches and data providers will shortlist the projects. From this evaluation, the top 5 companies will access EVOLVE phase. The idea is to select good technical projects with a credible growth strategy.

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### 6.3.2 Communication

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The best SMEs to move on to the EVOLVE phase will be first notified at the Final EXPERIMENT phase event in Bilbao<sup>3</sup>. Afterwards, every sub-granted project will receive the ESR via email and will be informed about the obtained results. This will bring one of the following decisions:

- o Invitation to access the next phase if the general thresholds are reached and the position in the ranking list is within the top 5.
- o Informing about ending the process if the thresholds are not reached or the position in the ranking list is not within the top 5.

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### 6.3.3 Payments

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The payment calendar will be structured as follows in 2 phases:

- o June 2023: Payment of €40k after agreeing the KPIs in the first month of EXPERIMENT phase;
- o September 2023: Final payment of €40k after the evaluation.

Therefore, a project succeeding in the evaluation of the KPI monitoring progress will receive €80k.

### 6.3.4 Next phase

The best 5 companies over the thresholds will access phase 3 – EVOLVE.

## 6.4 PHASE 3 - EVOLVE

This 2-month phase is dedicated to build solid partnerships and to detect real investment opportunities for the top companies in the call. Participation in major events for start-ups for promotion will be a must.

The teams qualifying to this phase will have around 5 minutes pitch on stage where they will present their solutions implemented in front of a jury. The jury will select the best solution that will be awarded with a prize of €20,000 of equity-free funding.

### 6.4.1 Evaluation

At the end of EVOLVE, a final event will be organised. The teams qualifying to this phase will have around 5 minutes to pitch on stage their developed solution and business model in front of data providers, selected investors and the press.

The jury will select the best solution (commercial offer and track records of private investment raising) to choose the recipient of the REACH Best Experiment Grant.

### 6.4.2 Payments

The payment of the last €15k will be done at the end of the phase (November 2023) should the KPIs be completed as required and the participation of the teams in the Final Demo Day is verified. In addition, a team per round will be granted €20,000 extra equity free financing to recognize their excellence during the incubator (Best Experiment Grant).

## 6.5 PHASE 4 - EXPOSE

This phase is dedicated to give REACH startups the opportunity to reach as far as possible with the products incubated thanks to the project, and have the opportunity to meet Business Angels, Corporate Investors and VCs attending events like South Summit, Slush or Web Summit Europe. This phase will run in parallel to EVOLVE phase and even the end of EXPERIMENT.

### 6.5.1 Payments

In this phase there is no direct funding to SMEs. All the teams participating in EXPERIMENT will have access to mission vouchers to have relevant presence in events with access to investors.

Up to three vouchers of €5,250 each will be available for each of the 10 eligible subgrantees (no competition) of EXPERIMENT. In fact, teams only reaching until EXPERIMENT will receive one voucher. Teams arriving to EVOLVE will receive another 2 additional vouchers. A total of maximum €15,750 in vouchers will be granted per participant.



## 7 FINANCIAL SUPPORT PROVIDED

### 7.1 Funding principle

The incubator will be based on a 4-phase process EXPLORE > EXPERIMENT > EVOLVE > EXPOSE. Each phase comprises a set of activities that qualify for financial support. All the funds disbursed will be based on concrete results and KPIs assessment. No costs reporting will be requested by REACH consortium.

- o **Open call:** This is the submission of proposals. No funding attached.
- o **EXPLORE:** €5,000 attached to the participation in a Datathon, elaboration of a mock-up of the future solution making use of big data tools and a pitch of the overall solution. This will be the REACH sprint 1.
- o **EXPERIMENT:** €80,000 attached to the accomplishment of the KPIs defined among each start-up/SME and its coach at the beginning of this phase for each of the two sprints.

According to the nature of each sprint, different goals will be defined:

- ❖ **Sprint 2** (2 months duration): In this sprint, KPIs will be linked to the solution development but also to the plan definition for the mission to reach the market and find investment,
- ❖ **Sprint 3** (3 months duration): In this sprint, the KPIs will be linked to the finalisation of an MVP (Minimum Viable Product) and first actions to seek market and investment approached according to the plan designed in Sprint 2.

KPIs will be revised monthly. Two major reviews of the KPIs will be done at the end of the sprints 2 and 3. If the indicators are in line with the defined objectives, the teams will receive the corresponding payments.

- o **EVOLVE:** €15,000 attached to the accomplishment of the KPIs defined among each start-up/SME and its coach at the beginning of this phase. It will be required to participate in the internal events organised by the consortium.
- o **EXPOSE:** This phase does not consider the direct funding distribution. The budget allocated of 315,000€ will be distributed as mission vouchers. Each third-party reaching EXPERIMENT will be automatically passing to EXPOSE. Each third-party will opt to up to three mission vouchers to have presence in three relevant events. Again, those making it until EXPERIMENT will receive 1 voucher, those making it to EVOLVE, will receive 2 additional vouchers.

Therefore, a participant could receive as maximum €100,000 for a project. In the case that the company wins the REACH Best Experiment Grant, will receive a maximum of €120,000.

Detailed payment schedule and payment conditions will be settled in the Sub-grant Agreement.

### 7.2 Origin of the funds

Any selected proposer will sign a dedicated Sub-Grantee Funding Agreement with the REACH project coordinator (on behalf of REACH Consortium). The funds attached to the Sub-Grantee Funding Agreement come directly from the funds of the European Project REACH, and the REACH consortium is managing the funds according to the Grant Agreement Number 951981 signed with the European Commission.

As will be indicated in the Sub-Grantee Funding Agreement, this relation between the sub-grantees and the European Commission through REACH project carries a set of obligations to the sub-grantees with the European Commission. It is the task of the sub-grantees to accomplish them, and of the REACH consortium partners to inform about them.

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### 7.3 Use of the financial contribution and recovery

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Each team (beneficiary) commits to a proper use of the funding received, for the purposes of carrying out the project in compliance with the KPIs.

While no reporting will be requested within the incubation, teams must ensure that funds are properly spent. See section 4 of the Sub-Grant Agreement for further details.

## 8 TECHNICAL SERVICES, INFRASTRUCTURE AND EVENTS BY REACH

### 8.1 Infrastructure

The Big Data infrastructure provided by REACH leverages on three main components:

- o **Big Data stack:** A multi-tenant Big Data analytics stack will be provided on top of the computing and storage layer to enable the execution of data science tasks of the incubated companies. Each DIH will provide their own toolset, although there will be a set of core tools common to them (e.g., Jupyter Notebook). This Big Data stack will be provided to subgrantees applying to Open Calls during the EXPERIMENT and EVOLVE stages.
- o **Application infrastructure:** To enable the usage of other tools or frameworks, REACH will also offer virtualization management infrastructure (OpenStack) and Docker & Kubernetes as a container deployment and management platform. This application infrastructure will be offered to subgrantees in order to deploy their own solutions and tools not included in REACH Big Data stack.
- o **Computing & Storage infrastructure:** The computing and storage infrastructure in REACH will consist of a series of nodes (clusters) that will be provided to support the development of computationally intensive solutions for multiple users. These solutions are expected to demand consistently high performance and dedicated resources.

The REACH Big Data infrastructure provides resources that can be used by participants on a voluntary basis, being possible to adopt a hybrid development approach (e.g., combine own resources with REACH or third-party ones) for data hosting, analytic tools and computation. The only requirement will be to use a setup compliant with data providers' policies (e.g., obligation to use a secured data lake).

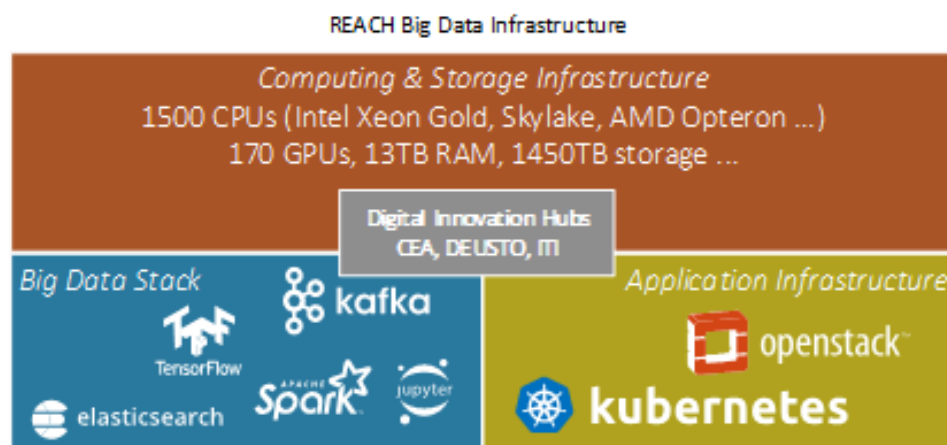


Figure 3: REACH Big Data resources and tools

## 8.2 Service Catalogue

The services will be provided by REACH consortium complemented by the huge catalogue of services provided by the network of DIHs in Europe. Figure 5 shows the services provided by the core consortium with the aim of supporting all kinds of teams, independently of the domain or track.




Type of service		Service offer
	Technology training and support	Big Data technological trends, Big Data ecosystem, Data Science and Machine Learning, Big Data stack tools, Privacy-by design solution development, Data anonymisation and protection, Blockchain applications and solutions design, Continuous Integration & Development.
	Business development, training and mentoring	Idea generation and materialisation, Business plan definition, Business canvas design, Communication and pitching, Business scaling up, Data legislation.
	Access to finance	Training and mentoring on Fundraising strategies, Public funding opportunities, Investor pitch guidance; Matchmaking with investors, Access to investor forums and networks.

Figure 4: Summary of service offer included in the REACH Service Catalogue



Figure 5: Service offer per Incubation Stage (E: event, W: webinar)

### 8.3 REACH Events

In the following Figure, it is presented a schema of those tentative events to which REACH participants will be invited to participate.

NOTE: These events may suffer changes due to the current worldwide COVID-19 crisis.

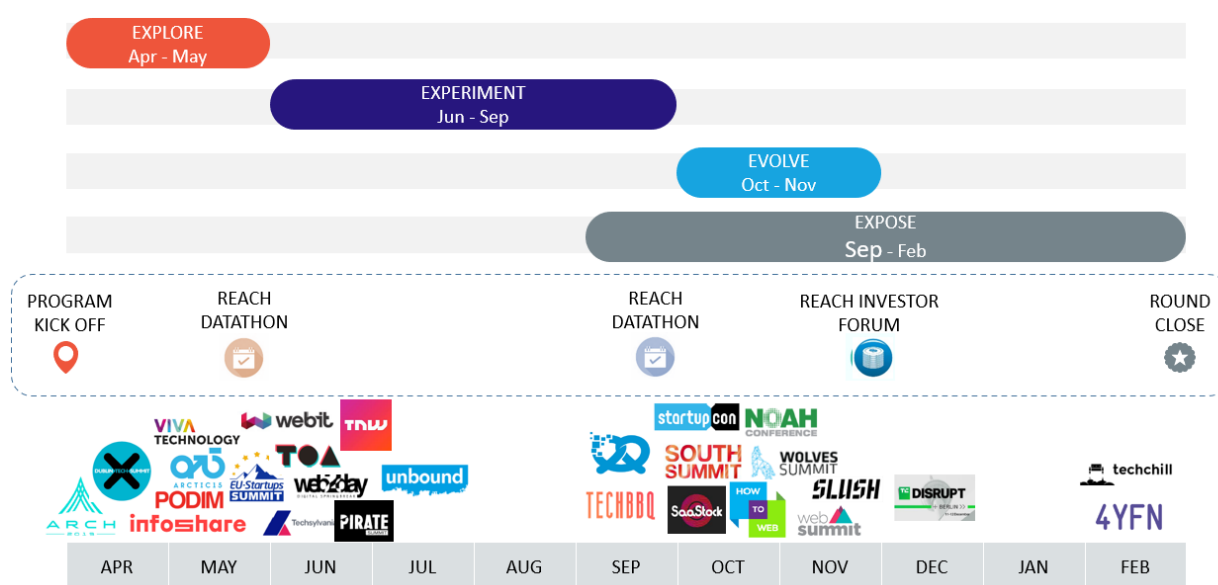


Figure 6 REACH tentative events calendar

## 9 APPLICANTS COMMUNICATION FLOW

### 9.1 General communication procedure

Applicants will receive the communications after each step of the evaluation process indicating if they passed or not. A communication will be sent to applicants rejected, including the reasons for the exclusion.

### 9.2 Appeal procedure

If, at any stage of the evaluation process, the applicant considers that a mistake has been made or that the evaluators have acted unfairly or have failed to comply with the rules of this REACH Open Call, and that her/his interests have been prejudiced as a result, the following appeal procedures are available.

A complaint should be drawn up in English and submitted by email to: [opencall@reach-incubator.eu](mailto:opencall@reach-incubator.eu). Any complaint made should include:

- o contact details,
- o the subject of the complaint,
- o information and evidence regarding the alleged breach.

Anonymous complaints or those not providing the mentioned information will not be considered.

Complaints should also be made within five (calendar) days since the evaluation results are presented to the applicants.

As a general rule, the REACH Team will investigate the complaints with a view to arriving at a decision to issue a formal notice or to close the case within no more than twenty days from the date of reception of the complaint, provided that all required information has been submitted by the complainant. Where this time limit is exceeded, the REACH Team will inform the complainant by email.

## 10 INTELLECTUAL PROPERTY RIGHTS (IPR)

### 10.1 Background

- o All the participants will confirm and declare that they are the sole creators of the software they will develop and that it is free from third party rights. Combinations of their own software plus open-source existing ones will be permitted and fostered (i.e. making available a full-stack of Big Data tools ready to use).
- o The start-up/SMEs will be using data with certain restrictive licenses (data owned by the data providers) combined with Open Data, other sources of data or whatever combination that might be needed. It will be the obligation of the start-up/SMEs to clearly state the kind of agreement that applies to these data. Data included from the providers in the consortium will be identified in the sub-grantee agreement and use access will be granted for SMEs and start-ups.
- o The ownership of the data provided by the data providers will be always from the partner providing the data. Unless otherwise agreed, the transfer of property or extension of the use of the data, needs to be agreed between the data provider and the party(ies) interested in such exploitation through a bilateral agreement.
- o By default, the right to make use of the data provided by Data Providers finalises for the start-up/SME once their participation in the incubation process is finished.

### 10.2 Foreground

The property of the software or products developed by sub-granted SMEs, within the framework of the REACH open calls, will be entirely owned by them. It will be their decision to determine if any part of the software will have an open-source license or not.

Moreover, given the fact that the developments by the start-ups and SMEs will make use of third party data (data providers), the core consortium will create the communication framework to facilitate agreements between the start-ups and the data providers to find a common workaround for the continuity of the sub-granted actions beyond the programme. However, it will be a decision of the Data Provider and the startup to come to a collaboration agreement out of the REACH scope.

### 10.3 Communication obligations

There are no IPR obligations toward the European Commission (EC). However, any communication or publication of the beneficiaries shall clearly indicate that the project has received funding from the European Union and the REACH programme, therefore displaying the EU and logo on all printed and digital material, including websites and press releases. Moreover, beneficiaries will agree that certain information regarding the projects selected for funding can be used by REACH consortium for communication purposes.

Further detail about communication obligations are available in the Sub-grantee model at Article 10.

## 11 SUPPORT FOR THE APPLICANTS

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For more information about the REACH Open Call, please check the Frequently Asked Questions (FAQs) section included at <https://www.reach-incubator.eu/about-reach/fag/>.

For further information on the Open Call, in case of any doubts regarding the eligibility rules, the information that is to be provided in the Application Form, or if you encountered technical issues or problems with the Application Form, please contact REACH Technical Helpdesk email: [opencall@reach-incubator.eu](mailto:opencall@reach-incubator.eu)



## 12 SCHEDULE

The table below presents the indicative dates during which each phase of the evaluation and REACH's programme phases will take place:

Table 4: REACH's programme tentative dates

DESCRIPTION	INDICATIVE DATES
Call Launch	22 <sup>nd</sup> November 2022
Submission Deadline	21 <sup>st</sup> February 2023
Evaluation Period	22 <sup>nd</sup> Feb - mid/end March 2023
Signature of Sub-grant Agreement	During March 2023

The schedule is based on estimations according to the expected number of proposals received and the actual timing of the consecutive phases may vary.

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## References

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<sup>1</sup> SME definition, [https://ec.europa.eu/regional\\_policy/sources/conferences/state-aid/smedefinitionguide\\_en.pdf](https://ec.europa.eu/regional_policy/sources/conferences/state-aid/smedefinitionguide_en.pdf)

<sup>2</sup> Commission Recommendation 2003/361/EC, [Commission Recommendation 2003/361/EC](#), 2013