POWERING PUBLIC-SECTOR CHANGE WITH THE DIGITAL INNOVATION HUBS

Interactive webinar – 3 July 2020

Starts at 10.00 AM CET

This is an **interactive session**. There will be time for questions and answers at specific moments in the presentation via **Menti.** We hope you will share your views.

Click on "Connect audio" to hear the presenters but please mute your microphones when you are not speaking

Please note that this webinar will be recorded

European Commission

AGENDA

1 **Introduction**

Our shared vision for a digitally transformed Europe

2 **What we know about you**

We asked, you answered: who do you serve, and how?

3 **Meet our reusable solutions**

Get to know our CEF-ISA[2] reusable digital solutions

4 **What we can do for you**

A brief description

5 **What we can do together**

Let's exchange.

Your hosts today

Maxine Lemm

Host & Moderator

Head of marketing and content for the CEF Digital Stakeholder Management Office (SMO), DG DIGIT.

Joao Rodrigues Frade

Speaker

Head of Sector for the CEF Digital Building Blocks at DG DIGIT.

Maximilian Strottman

Speaker

Deputy Head of Interoperability Unit, DG DIGIT (ISA^2).

Anne-Marie Sassen

Speaker

Deputy Head of the "Technologies and Systems for Digitising Industry" unit in DG CONNECT.

European Commission

Your hosts today

Asta Griciene

Speaker

Interoperability Unit, DG DIGIT (ISA²).

Luis Gallego Vilches

Speaker

Onboarding manager for the CEF eSignature Building Block, DG DIGIT.

Aldo Grech

Speaker

Programme Manager for EU polices (TESTA Services).

Caroline Corneau

Speaker

Project manager for Connecting Europe Facility (CEF) Building Blocks, DG DIGIT.

Kelly Liljemo

Speaker

Project manager for Connecting Europe Facility (CEF) Stakeholder Management Office

European Commission

Why are we here today?

Digital Innovation Hubs in Digital Europe Programme

EU support for one DIH per region as a proxy

Co-investment with Member States and Regions

Focus on industry and public services administrations

Focused on HPC, AI, Cybersecurity, Digital Skills

A strong European network of DIHs

European Commission

01

Our vision

of a connected Europe

The internet and digital technologies are transforming our world.

- **Public administrations**

  are increasingly offering digital services, as they gain the same legal validity as traditional paper processes

- **Businesses and supply chains**

  are growing beyond borders, as the internet facilitates international trade

We have a common goal: **accelerating the digital transformation of Europe**, by **helping businesses** and **public administrations**.
Our shared vision: a **European Digital Single Market**.

Since 2014, the EC has been doing precisely that.

Regulating

to support the adoption of European-wide specifications and standards

The adoption of standards or specifications for digital technology can be promoted by **regulation at the European level**. Trust services (eDelivery, eSeals, eSignature, etc.), the Single Digital Gateway... are the new regulatory frameworks for the Digital Age

Enabling

by providing ready-made reusable digital solutions based on common standards

To facilitate the adoption of those standards, we distribute **compliant solutions** and a **package of facilitating services** (support to build or adopt the solution) called **Building Blocks** or **open & reusable solutions**. Actors of the Single Market become bridges that connect National and European digital infrastructures, automatically complying with EU regulation
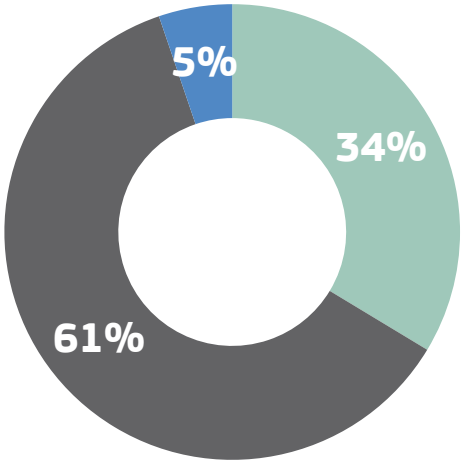
Introducing CEF & ISA²

Two programmes designed to help implement eGovernment, but that, in time, have grown to nurture and benefit an interconnected network between the Public and Private sectors.
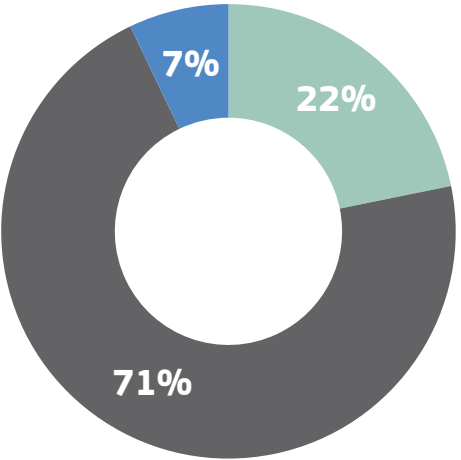
Most of you are unfamiliar with what we do

8. Are you familiar with CEF Digital?

5%

34%

61%

Yes No No Answer

9. Are you familiar with ISA²?

7%

22%

71%

Yes No No Answer

How can CEF Digital help you

Our mission is to increase the interconnection between trans-European networks, by helping public administrations, businesses and citizens fully benefit from what digital has to offer.

We promote the adoption of common digital standards by:

- Providing **technical support** to Public Administrations and businesses in their digital transition;

- Helping them develop **secure, interoperable digital services**;

- Providing funding to projects that can contribute to a more connected Europe;

This support package comes in the form of **Building Blocks**.
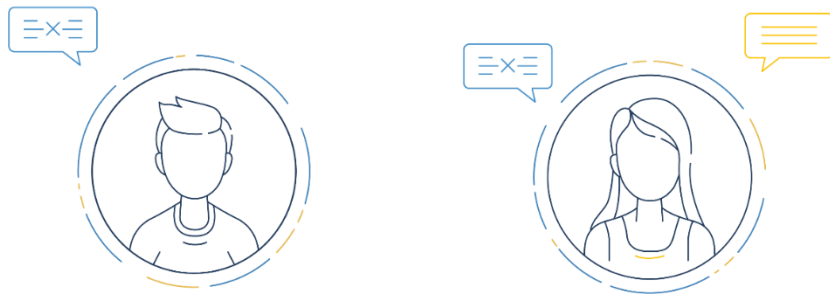
INTEROPERABILITY

IS THE GREASE OF THE DIGITAL ECONOMY

We co-create the essential concepts to make interoperability a reality in Europe

We believe that "Sharing & Reusing" is the way to go

We think the digital topics of the day – sovereignty, inclusion, participation, greening, openness – require a good dose of interoperability.
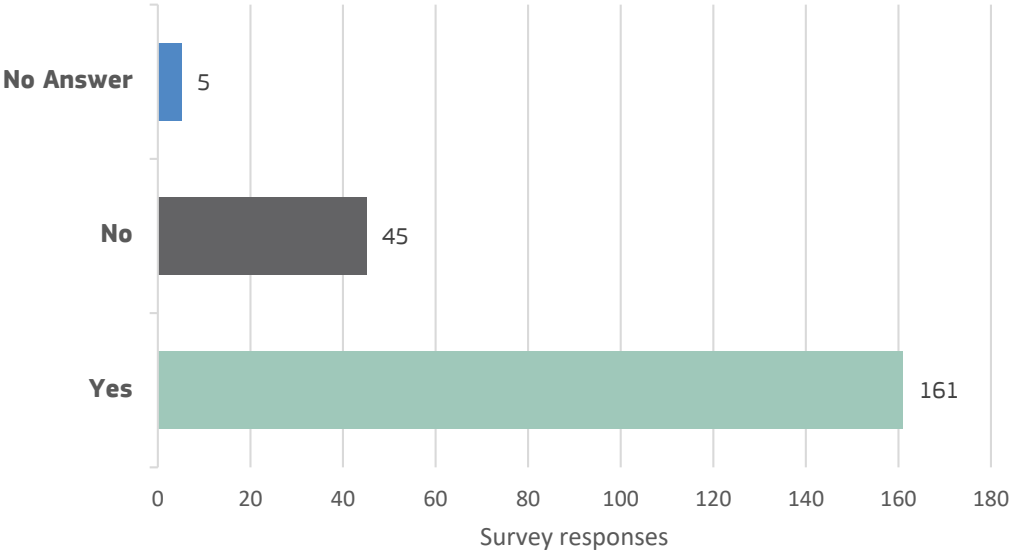
ISA²

You click, we link

European Commission

02

About you

What you told us

Who are you?

76% of you are DIHs

The majority of you serve _both_ the private and public sectors of your country

2. Are you part of a Digital Innovation Hub?

Category	Survey responses
No Answer	5
No	45
Yes	161

Survey responses

3. What sectors do you serve?

Category	Survey responses
No Answer	0
International public sector	71
National public sector	153
Private sector	167

Survey responses

European Commission
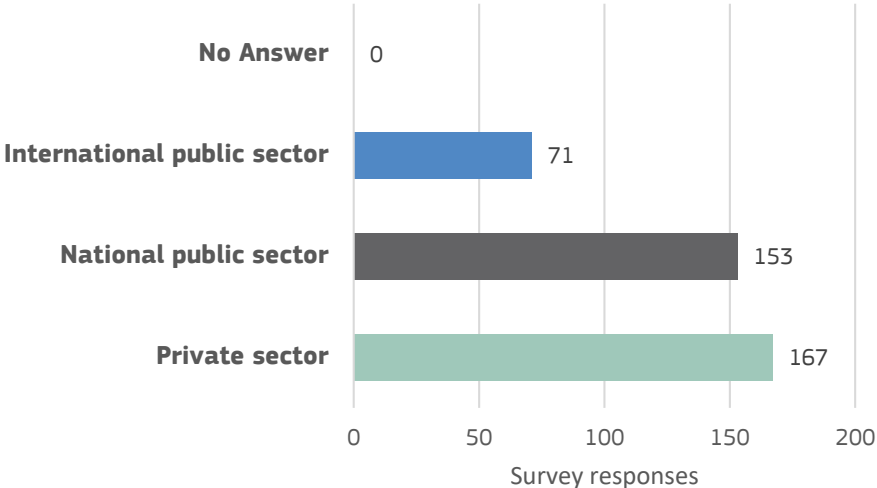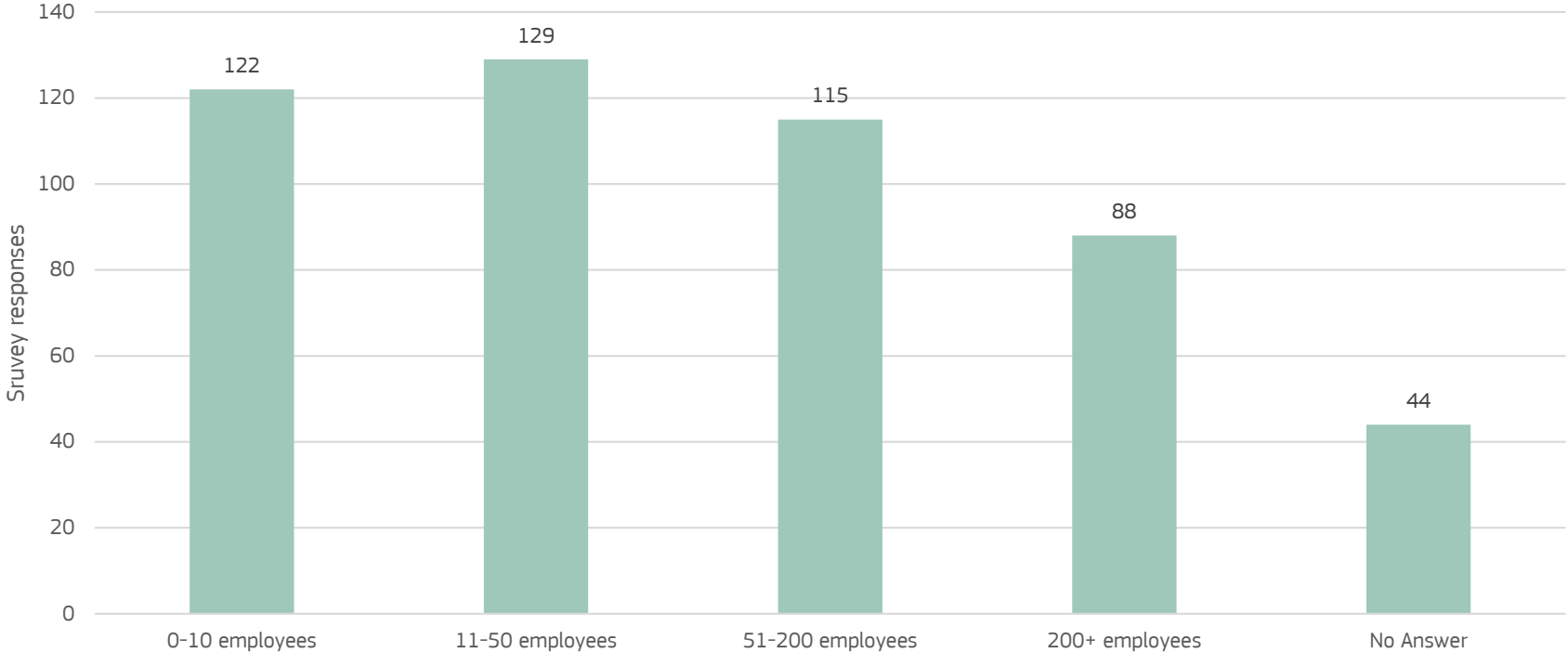
In the private sector...

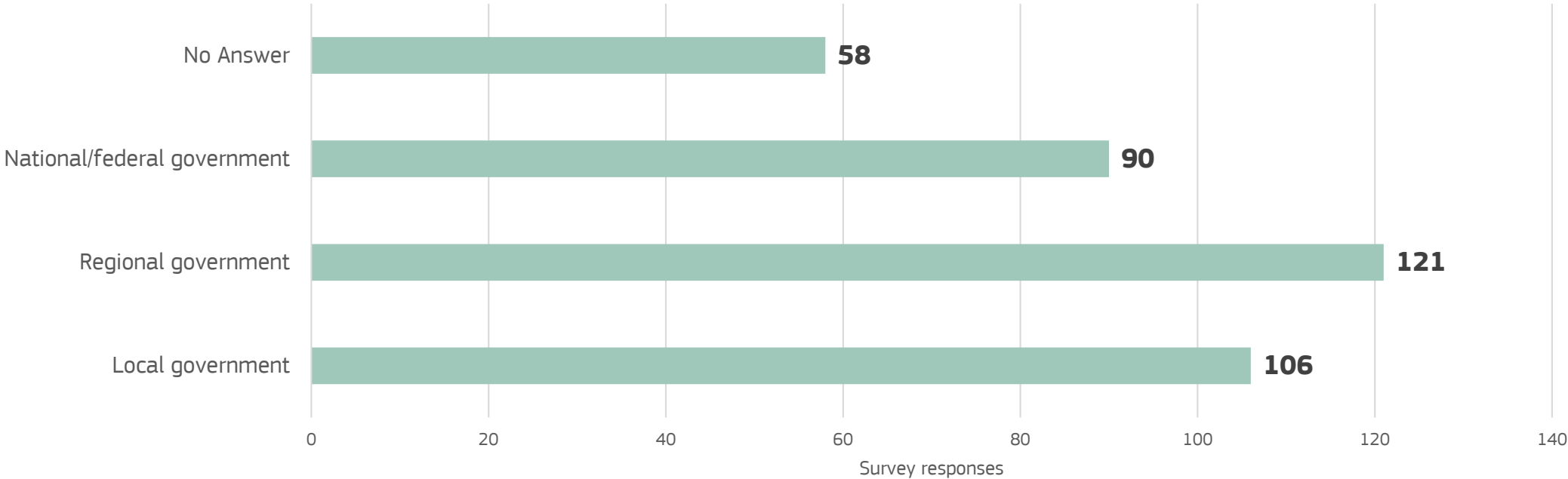The majority of companies are SMEs or medium-size companies

4. What size companies are within your target audience?

In the public sector...

Regional administrations are most served, with local and national not far behind
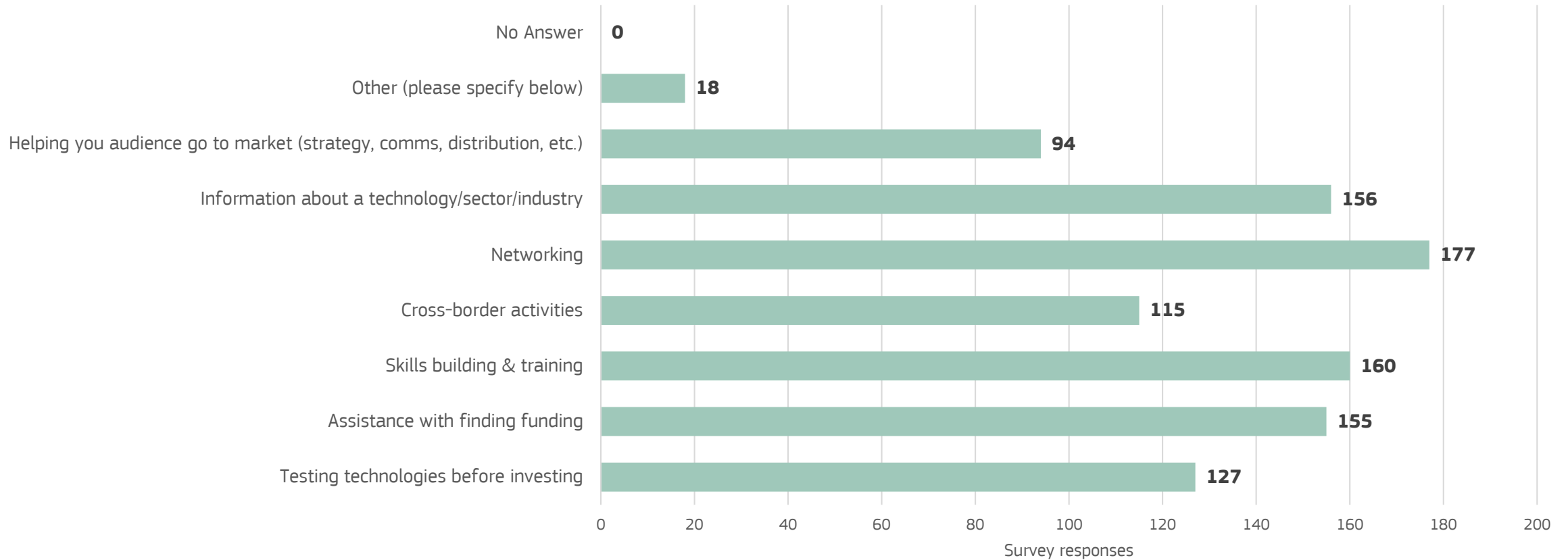
5. What levels of government do you typically provide services to?

Category	Survey responses
No Answer	58
National/federal government	90
Regional government	121
Local government	106

Survey responses

What you do

Networking, skills-building, information sharing and funding in the lead, but test-before-invest and cross-border activities also strongly represented.

6. What kind of services does your audience typically request?

Service	Survey responses
No Answer	0
Other (please specify below)	18
Helping you audience go to market (strategy, comms, distribution, etc.)	94
Information about a technology/sector/industry	156
Networking	177
Cross-border activities	115
Skills building & training	160
Assistance with finding funding	155
Testing technologies before investing	127

Survey responses
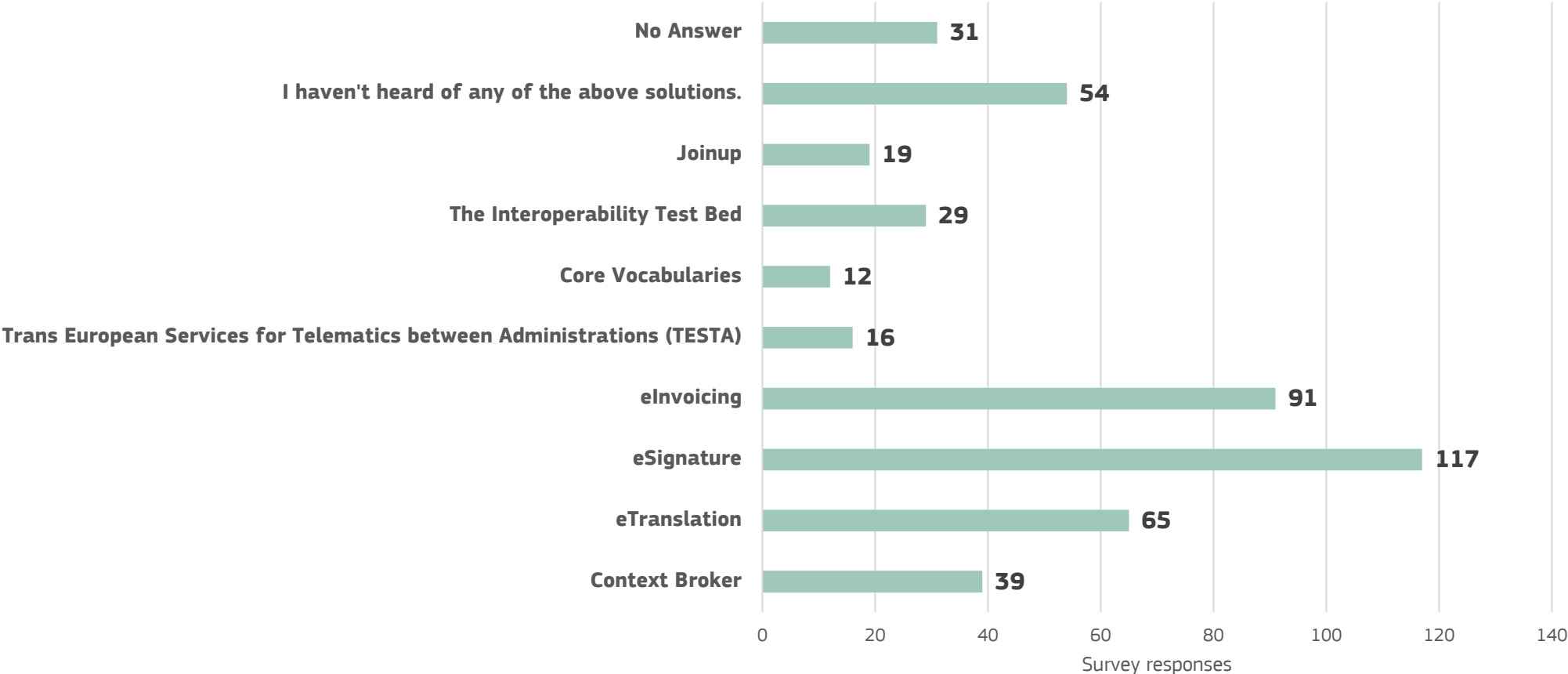
03

Our solutions

Our CEF & ISA² digital solutions

Most of you are unfamiliar with the open & reusable solutions offered by the EC

20% of you have not heard of any of our solutions

10. Have you heard of any of the following open & reusable digital solutions?

Solution	Survey responses
No Answer	31
I haven't heard of any of the above solutions.	54
Joinup	19
The Interoperability Test Bed	29
Core Vocabularies	12
Trans European Services for Telematics between Administrations (TESTA)	16
eInvoicing	91
eSignature	117
eTranslation	65
Context Broker	39

Survey responses

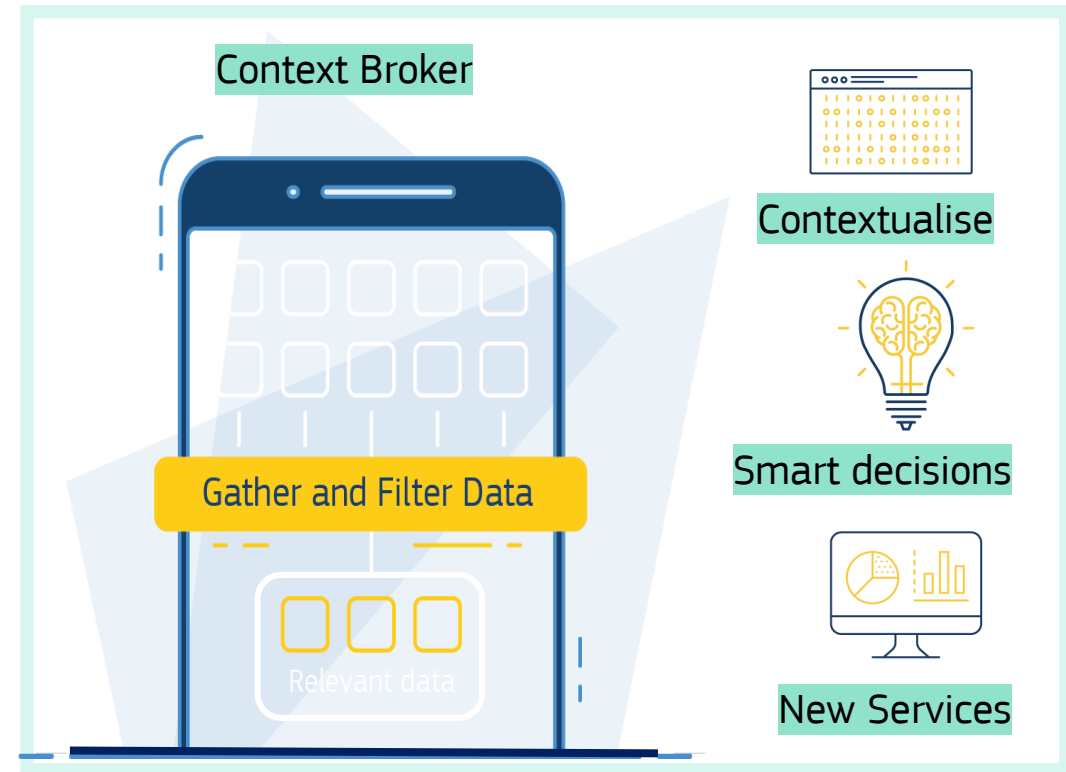# Let's get to know **some of our solutions**

What is the opportunity?

It's all about context: what is going on, where, when, why ...

Context Broker is a **middleware** for
- **collecting** and **analysing** diverse data
- **sharing** it in a useable format in **real-time**
- in order to support data-driven decisions.

Context Broker

Contextualise

Smart decisions

New Services

Gather and Filter Data

Relevant data

A system able to inform in real-time

Context information informs smart decision-making

How does it work?

- Software based on the NGSI-LD standard for context information management: an **interoperable**, **secure** and **free** solution
- Out-of-the-box **specifications**, **compliance testing** and **support** material: optimise development and delivery of smart applications in a shorter time frame without vendor lock-in.
- An expert support team helping to define, scope, implement and follow up the CEF Context Broker in your project, providing **training**, **support** and testing your service for compliance so it's interoperable across sectors and borders

CEF Digital
Connecting Europe

eTranslation

Free, secure and reliable
machine translation –
on our platform or your own.

FRAMEWORK STANDARD SOFTWARE SAAS

European Commission
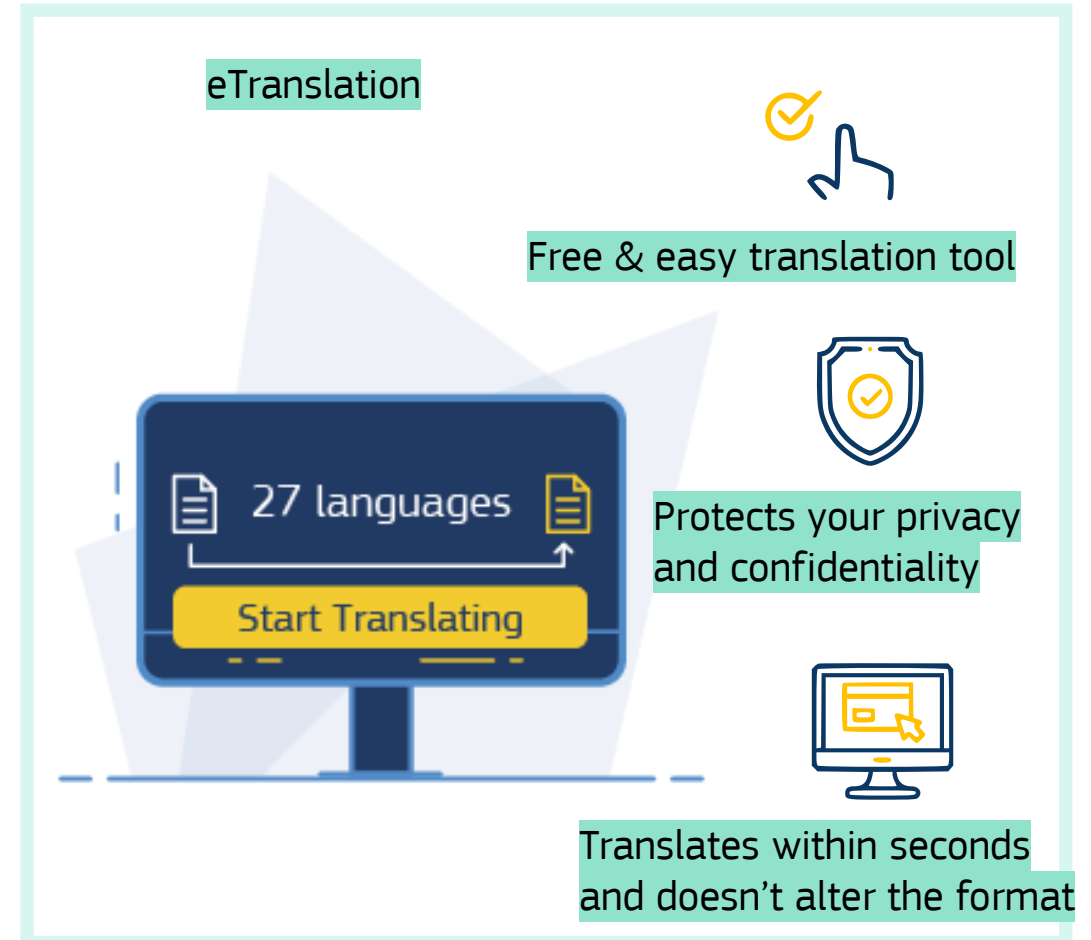
What is the opportunity?

eTranslation is a **free, easy and secure** automated **translation tool** that enables you to translate **into any official EU language** and more, removing **language barriers** across Europe.

eTranslation

Free & easy translation tool

27 languages

Start Translating

Protects your privacy and confidentiality

Translates within seconds and doesn't alter the format

European Commission

How does it work?

CEF eTranslation is a neural
machine translation tool that can
be integrated in your digital system
or used through a web interface.

eTranslation is built on the European Commission's earlier machine translation service , **MT@EC**, which was developed by the Directorate-General for Translation (DGT). It was **based on MOSES**, a Statistical Machine Translation (SMT), while **eTranslation is** following the field's move **into neural machine translation**.

- Both systems are trained using the vast **Euramis translation memories**, comprising **over 1 billion sentences** in the **24 official EU languages produced by the translators of the EU** institutions **over the past decades**. As such, they are particularly suited for the needs of **EU policy documents**.

- CEF eTranslation carries on the MT@EC functionalities and **scales up the existing infrastructure** by **improving quality and performance** and **increasing** the pool of **available language** resources.

What can I do with it?

Install machine translation capabilities for digital services or reuse the web user interface **to overcome language barriers**.

CEF eTranslation **can be used by various parties,** such as Public Service Officials, Public Sector service providers and recently SMEs, all while **respecting the security and confidentiality of the data** translated.

eTranslation **translates** formatted documents and plain text **while preserving the structure and format** of those documents. The tool also enables you to translate one document **into multiple languages in one go**!

You can **translate to and from** more than 24 official EU languages as well as Russian, Norwegian, Icelandic and recently Chinese! The tool also offers a **variety of domain-specific engines** such as eHealth.

European Commission

CEF Digital
Connecting Europe

eInvoicing

Create services and solutions to enable cross-border online trade and the modernisation of public procurement

FRAMEWORK STANDARD SOFTWARE SAAS

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What is the opportunity?

Legal obligation in public procurement (Business to Government – B2G)
Directive 2014/55/EU mandates European contracting authorities to receive and process electronic invoices (eInvoices) that comply with the European standard on electronic invoicing (EN 16391) since April 2019.

Gateway to the EU Digital Single Market
Business opportunity for trading parties (suppliers & buyers) + **IT solution providers** to benefit from **process automation** and partake in **cross-border procurement**.

How does it work?

The CEF eInvoicing team supports public administrations & IT solution providers:

- Using the eInvoicing standard: technical artefacts & documentation, conformance testing
- Information about each EU Member State ("Country Factsheets")
- Supporting your implementation: trainings & workshops, helpdesk
- Onboarding activities: webinars, online discussions with EC policy owners (transport infrastructure, SMEs, tax reporting, etc.)

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CEF Digital
Connecting Europe

eSignature
Sign electronic documents securely and reliably

FRAMEWORK

STANDARD

SOFTWARE

SAAS

European Commission

What is the opportunity?

eSignature enables the creation and testing of electronic signing solutions, and assists its users in the purchase of secure certificates, in order to facilitate the mutual recognition and cross-border interoperability of electronic signatures in Europe.
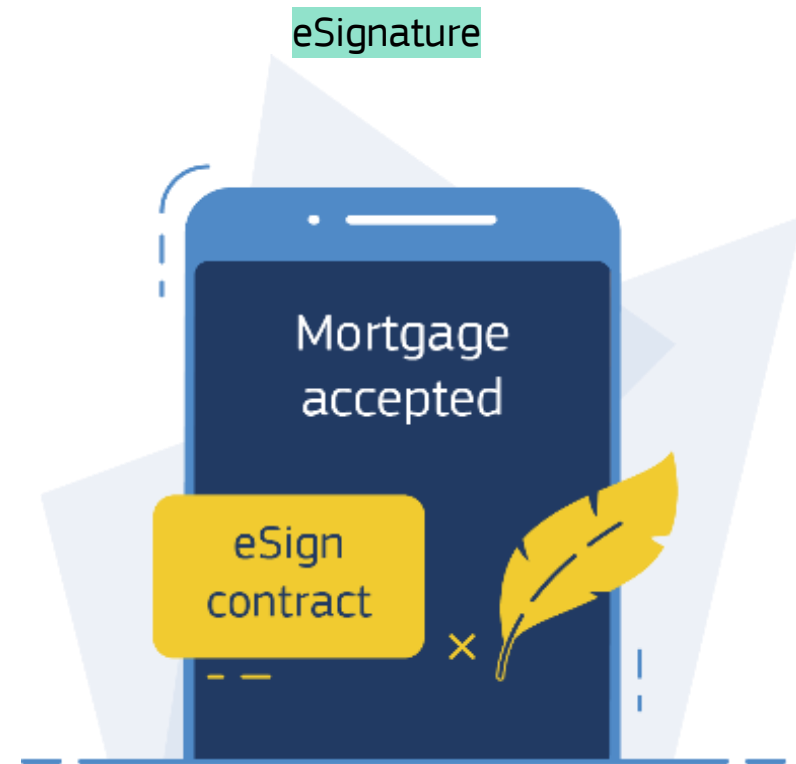
How does it work?

CEF eSignature is composed of a series of reusable software components, standards and libraries that enable out-of-the-box compliance with the eIDAS Regulation.

Signatory → Document to be signed → Open a signing application

Authenticate (e.g. using a PIN) to access a qualified certificate on a qualified signature creation device (e.g. smartcard, remote service) → Electronically signed document

eSignature is composed of three main components:

- **The Digital Signature Software (DSS) Open-Source library** is an open-source software library for electronic signature creation and validation. DSS supports the creation and verification of interoperable and secure electronic signatures in line with European legislation, and it can be re-used in an IT solution for electronic signatures to ensure its alignment with European legislation and standards.
- **The Trusted List Browser** is an online tool provided by the European Commission that lets you search qualified trust service providers in Europe.
- **The TL Manager** is a web application for browsing, editing, and monitoring Trusted Lists used by the Trusted List Operators of each Member State.
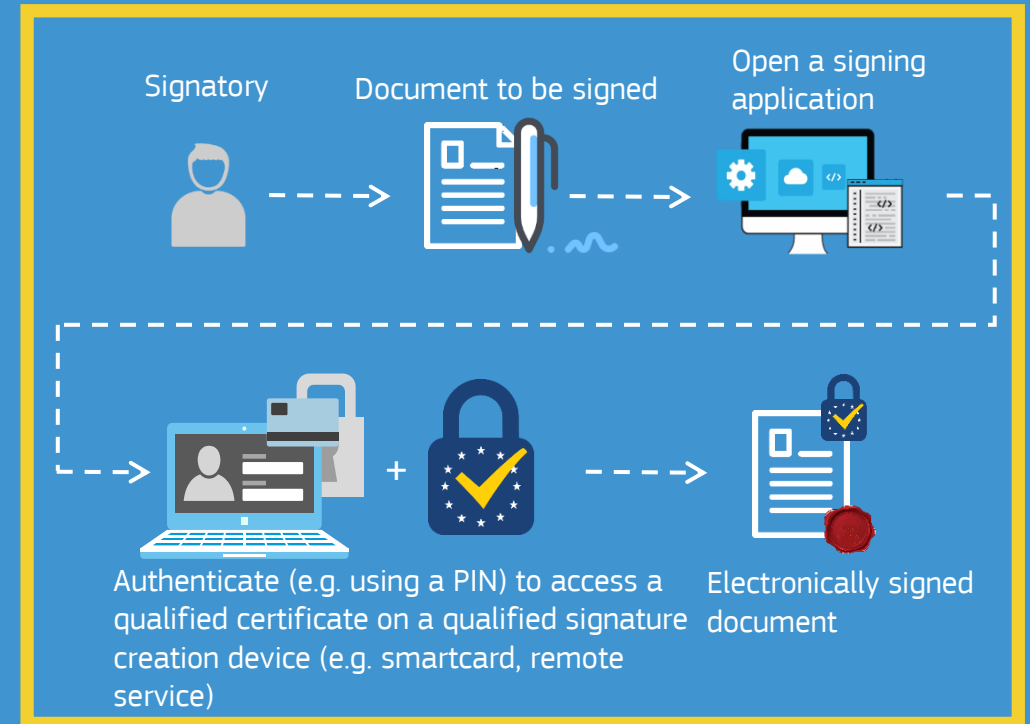
What can I do with it?

Use eSignature to ensure **interoperability.**

You can **build your own signing solution** with CEF's open-source library, **Digital Signature Software (DSS),** and enjoy out-of-the-box compliance with the eIDAS regulation and related standards.

You can **test the interoperability** and conformity of your own e-signature solutions with our **ETSI signature Conformance Checker** and our **Qualified electronic signature validation algorithm.**

As a service provider, you can **obtain a digital certificate for eSignature, eSeal or website authentication** from a Trust Service provider, using our **Trusted List Browser** to choose from over 200+ active TSPs.

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CoreVocs

Simplified and extensible data models

| FRAMEWORK | STANDARD | SOFTWARE | SAAS |

What is the opportunity?

Core Vocabularies are simplified, re-usable and extensible data models that capture the fundamental characteristics of an entity in a context-neutral fashion.
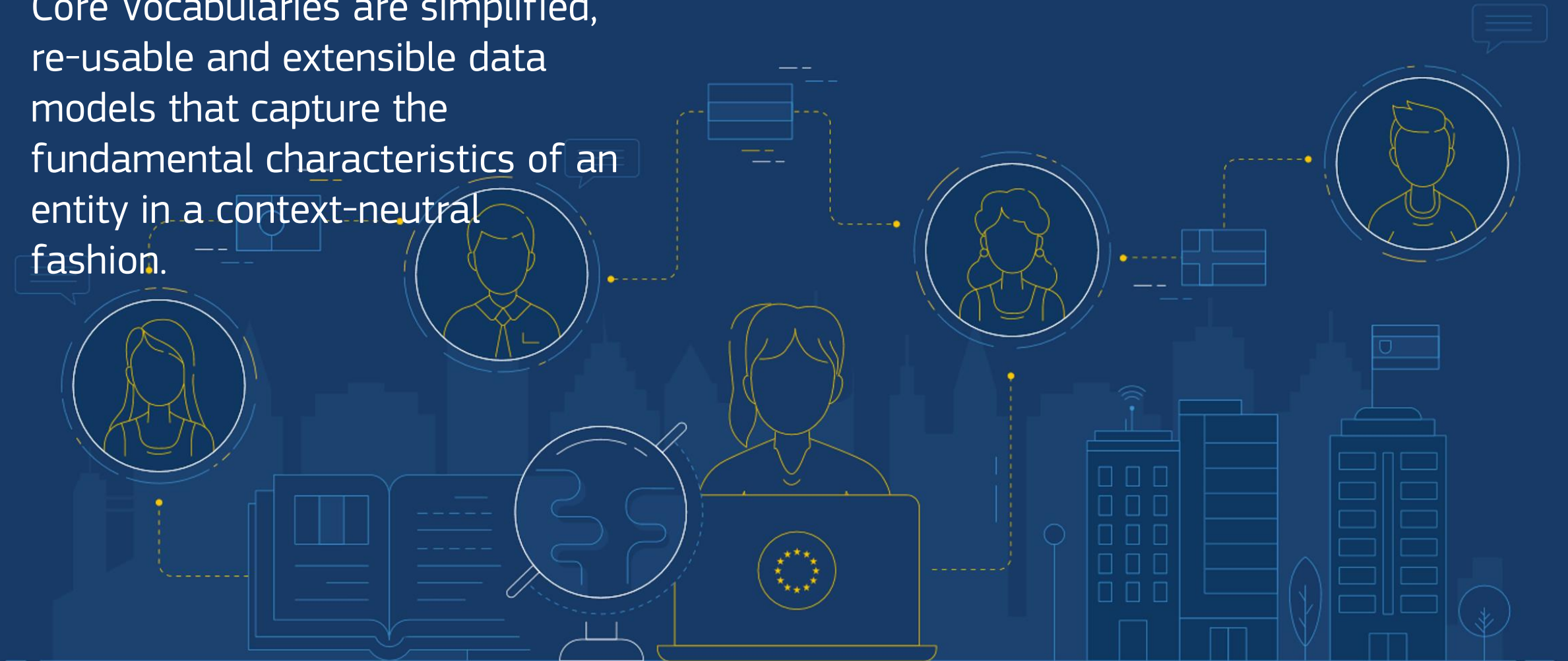
How does it work?

Core Vocabularies can be used and extended in the following contexts:

- **Development of new systems**: the Core Vocabularies can be used as a default starting point for designing the conceptual and logical data models in newly developed information systems.
- **Information exchange between systems**: the Core Vocabularies can become the basis of a context-specific data model used to exchange data between existing information systems.
- **Data integration**: the Core Vocabularies can be used to integrate data that comes from disparate data sources and create a data mesh-up.
- **Open data publishing**: the Core Vocabularies can be used as the foundation of a common export format for data in base registries like cadastres, business registers and public service portals.

What can I do with it?

Design data models for new information systems.	**Facilitate exchange of data** between information systems.	**Enable data integration** from different data sources.
Work closely with public administrations to **create a digital catalogue of services**.	**Model interactions between private and public organisations** working together to provide public services.	**Setup chatbots** on public services based on well-structured data models.

Testbed

Create, group, edit and execute test cases

FRAMEWORK   STANDARD   SOFTWARE   SAAS

What is the opportunity?

The Interoperability Test Bed is a platform providing interoperability and conformance testing.

How does it work?

It is a reusable service for:

- Simulation of a web service for clients to test against;
- Validation of content sent or received through various channels;
- Conformance testing against a message exchange protocol;
- Verification of a complex message exchange as one complete conversation.

"The model allows the programmers to create-group-edit-execute test stories (or more formally test assertions converted to test cases), inspect, and publish reports and logs about the results."

What can I do with it?

Allows users to **execute predefined test cases** on their systems.
Test results are provided in a standardised, machine-readable format.

Offers a **test registry and repository (TRR)** to store test artefacts and compile test services
Free for use & standards-based.

Joinup

A free space to collaborate and share solutions

FRAMEWORK STANDARD SOFTWARE PLATFORM

What is the opportunity?

One-stop shop for eGovernance – more than 3,000 solutions and materials to reuse.

Free and collaborative space for public administrations, SMEs and start-ups with about 16,000 users, with active communities running from 2011.

How does it work?

The platform has three main functions:

Sharing of information, by publishing news, case studies and listing relevant events;

Cataloguing re-usable interoperability solutions such as software, taxonomies, vocabularies, code-lists, licences, organisational assets and guidelines;

Allowing public administrations, businesses and citizens to **collaborate** with each other on development projects.
.

joinup

perability solutions for public
sses and citizens

What can I do with it?

Understand   Inform   Discuss   Share   Reuse   Collaborate

Collaborative platform

Observatory

Reusable Source Code for setup own platform

Reusers of interoperability solutions

Owners of (collections of) interoperability solutions

European public institutions

European public administrations

Federation with other repositories

TESTA

A pan-European, underlying secured communication infrastructure

FRAMEWORK	STANDARD	SOFTWARE	SAAS

What is TESTA?

- TESTA is the pan-European underlying secured communication infrastructure (governmental network) meant for sensitive information exchange between public authorities requiring guaranteed service levels for network availability, performance and/or security (confidentiality, integrity, authentication, availability).
- TESTA serves the EU institutions & agencies, national, regional or local public administrations located in the MS, EFTA & candidate countries.
- TESTA is EU domain policy independent and improves the efficiency of cross-border inter-administrative operations.
- TESTA is part of the EC Digital Strategy as Digital Infrastructure layer.

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TESTA offering

Get access to

- number of added- value services such as secure video conferencing, secure email, secure SMS, secure FTP, Mail relay, NTP, DNS, web portal, PKI.

Security & Level of confidentiality

- Higher availability, security and reliability
- Information confidentially and integrity through traffic encryption.
- Can handle a level of confidentiality up to EU Restricted.
- Level of security depends on the classification of the end-points behind the gateway.
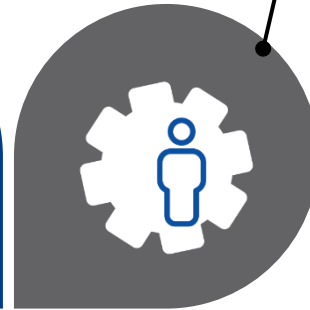
Auditability / QoS / Support

- Relies on the ITIL best practices
- Full compliance with international information security standard ISO 27001.
- 24/7 and 365 days support with personalized communication, handling incident and reporting.
- guaranteed & stringent SLAs.
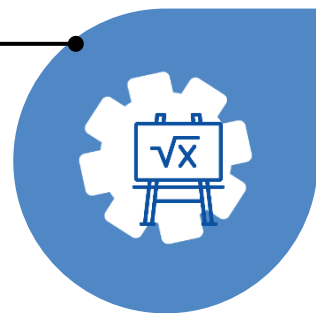
Short time-to-market and Easy connect

- By sharing and reusing you ensure economy of scale, synergy and you reduce the time to market at no cost for the IS owners.
- centrally regulated by the EC which manages the FwC. No further agreements required with TESTA to operate additional data exchange

What can I do with it?

Testomonial, SE "Infostruktūra", Lithuania:
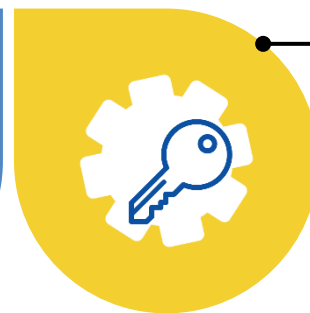
"We have **connected some 19 national administrations, departments and services** to TESTA so far, among others the police department and the social security service. TESTA made our life definitively easier. The **network is causing neither problems nor delays**, with the connected services running correctly. What more can you expect?"

Exchange cross-border data between a wide variety of public administrations across Europe while ensuring high security of the data exchange.

How to use a reusable solution?

There are 3 options: **buy**, **build** or **reuse** and you can always **co-develop** your solution with other parties.

Buy

Buy a compliant, interoperable solution from the market.

Build

Build an EU-compliant solution from scratch based on Building Block standards. We'll help you test it for compliance and interoperability.

Reuse

Reuse a sample software available through The European Commission

Whatever you choose, **the relevant team will support you** in implementing the solution into your project.

Time to **get inspired**

Finding the most effective **treatment** for **COVID-19**

CEF's BDTI will allow researchers in **Valencia**, Spain to **identify patterns** in the medical literature faster using **Machine Learning** and **Natural Language processing**

Photo by National Cancer Institute on Unsplash

Removing administrative burdens in hospitals in Belgium, France, Hungary, Italy, Portugal, Slovakia and Spain

CEF eInvoicing helps the **health sector's** invoicing system to **save time and money**

15 end users
12 hospitals
2 hospital suppliers
1 university

Photo by Martha Dominguez de Gouveia on Unsplash

Accelerate the digital transformation process of local authorities

CoreVocs used in Trentino region to create an OpenAgenda, a single cultural and social events calendar updated in real-time by associations, libraries and museums (170 municipalities)

European Commission

Internal market

- Financial Intelligence Network (**FIUNET**)
- Electronic exchange of social security information (**EESSI**)
- Cross-border exchange of health data via EU-wide **eHealth** Infrastructure (ePrescriptions and Electronic Patients Summaries)

Supporting the information systems which allow for:
- The fight against **money laundering**
- **Free movement** of people
- Cross-border exchange of **health data**

Photo by Frank Vessia on Unsplash

European Commission

Q&A
Go to

www.menti.com

and use the code
51 57 96

04

Our services

What we can do for you

Most of you help your audience go to market

You leverage a range of methods, from attending and organising events to launching communication campaigns.

How do you reach out to, co-create with, and disseminate your offering to your target audience?

Category	Survey responses
No Answer	0
Other (please specify)	12
Design sprints	28
Challenges	66
Hackathons/start-up weekends	89
Bootcamps	46
Co-creation workshops	121
Organising networking events/knowledge sharing sessions	173
Attending events	175
Organising webinars	149
Communication campaigns	142

Survey responses

61

European Commission
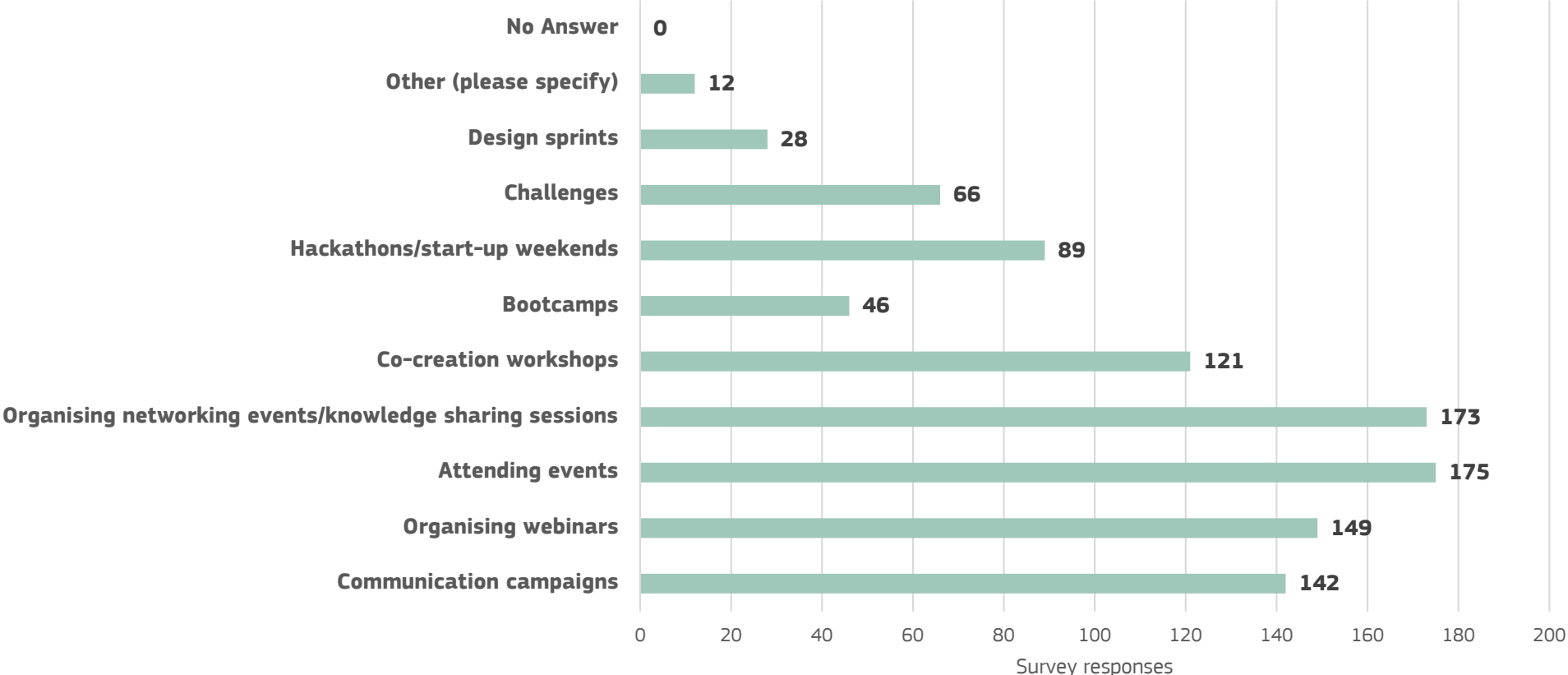
We can help you think of ways to engage with your audience effectively

We help governments, European initiatives and businesses accelerate their digital transformation

Start with users.

Design for reuse.

Build a strong narrative.

Provide support on demand.

We map

Understand **your ecosystem of stakeholders** and their **needs.**

We design

Design new value propositions through **reuse of open standards and solutions.**

We promote

Develop **your story** and engage with stakeholders, growing your **digital footprint** and reaching **new channels.**

We support

Offer **coaching & support** during and after implementation.

We orchestrate

We set up the **processes**, **governance** and **management** to support the delivery.

European Commission

05

Let's talk

Interactive session

Go to **www.menti.com** and use the code **51 57 96**

Where do we go from here?

Spread the word!

We can help you disseminate our open & reusable solutions to your stakeholders. Reach out to us for any material you might need.
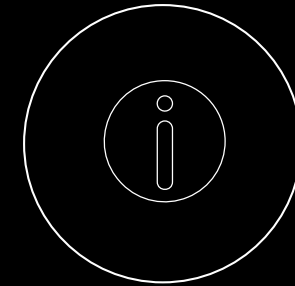
Starting now

Workshop(s)

We'll reach out to invite you to a (series of) workshop(s) to work on priorities identified during our webinar

Q4 2020

Reach out to us for help in promoting the solutions!

CEF Building Blocks:
Cef-building-blocks@ec.europa.eu

ISA^2:
isa2@ec.europa.eu
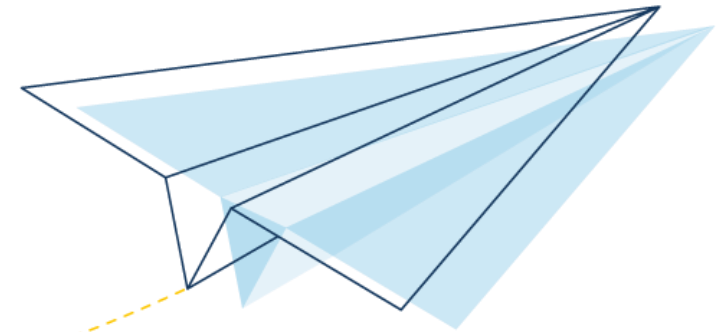
Shaping a Digital Europe, together

appendix

#SMEsConnectingEurope

THINK BIG, PLAY SMART, STAND OUT!

Digital Innovation Challenge
for Europe's SMEs and startups.

WATCH THE VIDEO   APPLY

What is it about?

We invited SMEs and startups across Europe to innovate and grow their business using our open and reusable solutions.

01
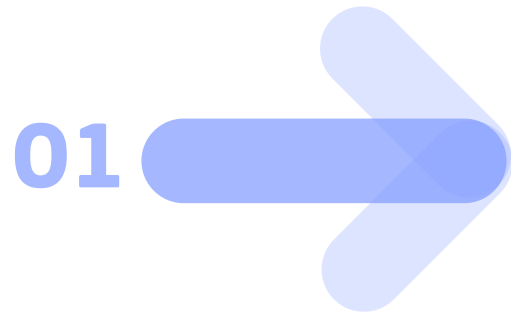
For participants

Imagine

a new service based on open and reusable solutions

- Get inspired by success stories
- Discover the open solutions
- Register and shape your service/ solution
- Get support
- Submit your idea

02
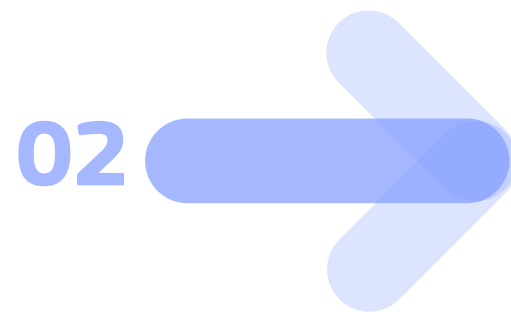
For the (10) best applicants

Co-create

with a set of selected coaches

- Get evaluated by experts
- Attend a co-creation bootcamp (if shortlisted)
- Refine your idea with our coaches
- Pitch your idea to the jury
- Connect with the network

03
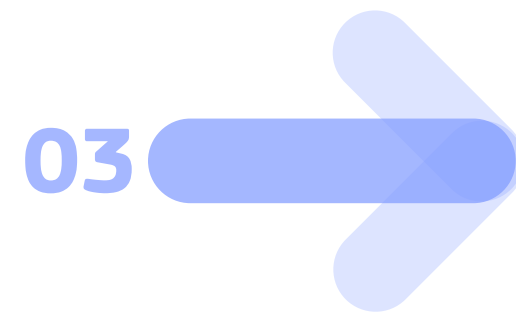
For the (3) best applicants

Pitch

at the award ceremony, win up to EUR 50.000 and stand out

- Get final evaluation by the jury
- Be selected as a winner
- Get invited to the award ceremony
- Pitch your idea and receive your prize
- Stand out at the European level

European Commission

On the 7th of November, we kick-started the Digital Innovation Challenge at the Web Summit in Lisbon.
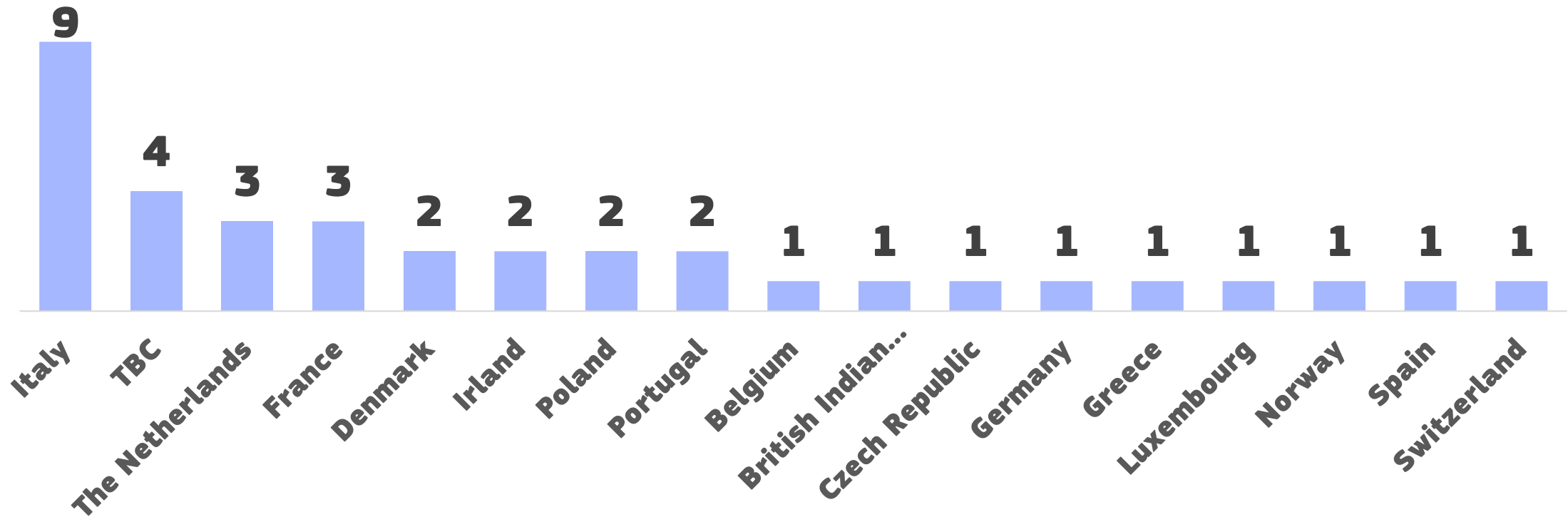
A good conversion rate, overall.

Since the launch, we reached out +1500 organisations and generated individual interactions with +320 SMEs and start-ups across Europe, leading to 105 registrations and 49 applications completed. This represents a conversion rate of respectively 32% and 46%.


Reached	Leads	Registrations	Applications	Shorlisted
1500	320	105	49	10

21%   32%   46%
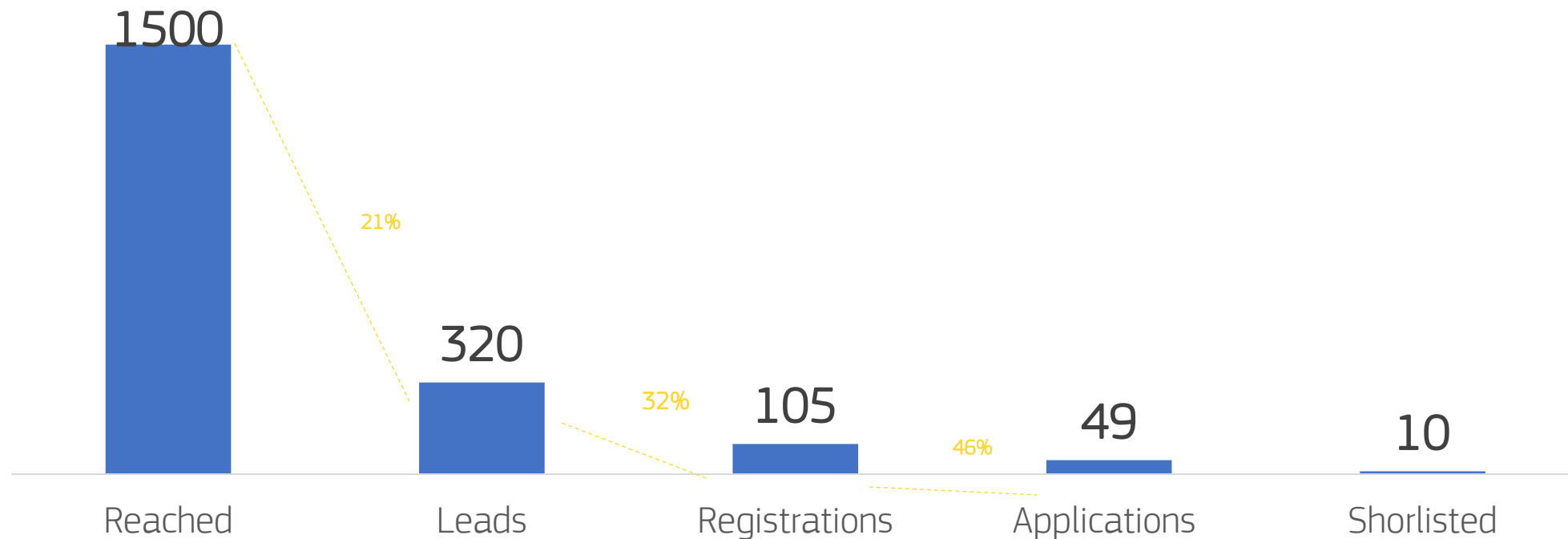
Applications come from all over Europe

Applications come from 17 countries, which represent more than 60% of the EU. 25% of applications come from Italy, for the rest it looks like a long tail.


Bar chart values:
- Italy: 9
- TBC: 4
- The Netherlands: 3
- France: 3
- Denmark: 2
- Irland: 2
- Poland: 2
- Portugal: 2
- Belgium: 1
- British Indian...: 1
- Czech Republic: 1
- Germany: 1
- Greece: 1
- Luxembourg: 1
- Norway: 1
- Spain: 1
- Switzerland: 1

Most applications aim at addressing more than one market

Most applications address a more than one market. B2B and B2G markets are the most popular ones representing respectively 67% and 44% of applications. 24% of applications address SMEs market and 33% of applications address the B2C market.

B2B	B2G	B2C	B2SMEs
24	16	12	10
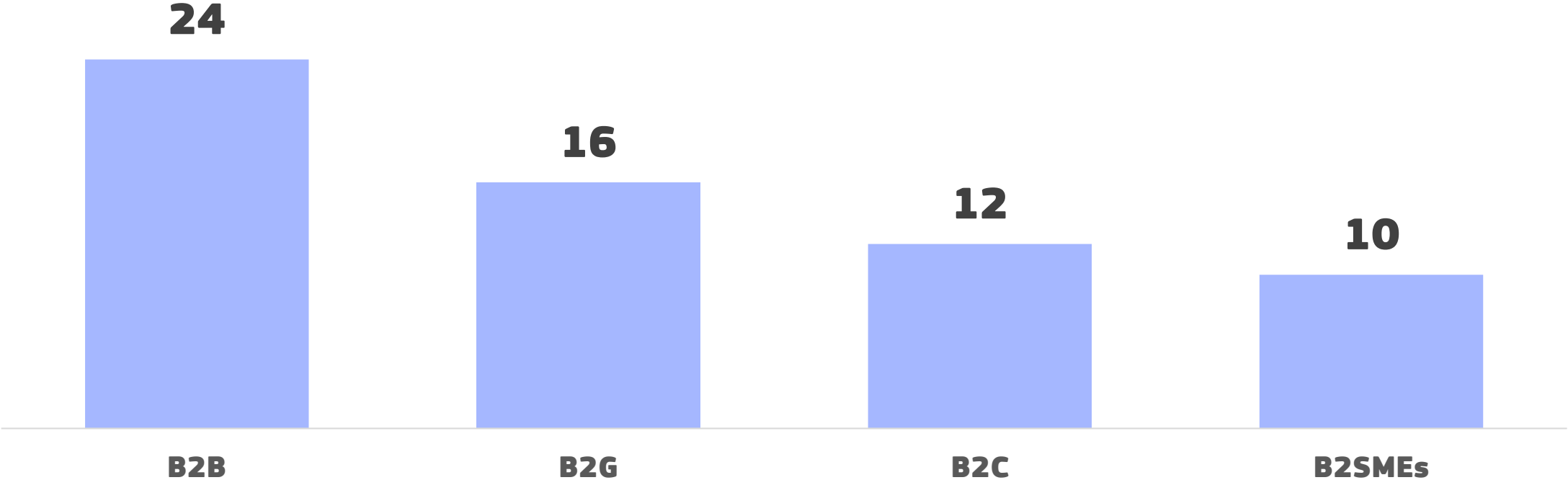
Applications address a broad range of topics / themes

Applications address a broad range of diverse topics. The top themes are finances, gov / citizen engagement, personal admin, security, construction, professional services and mobility.
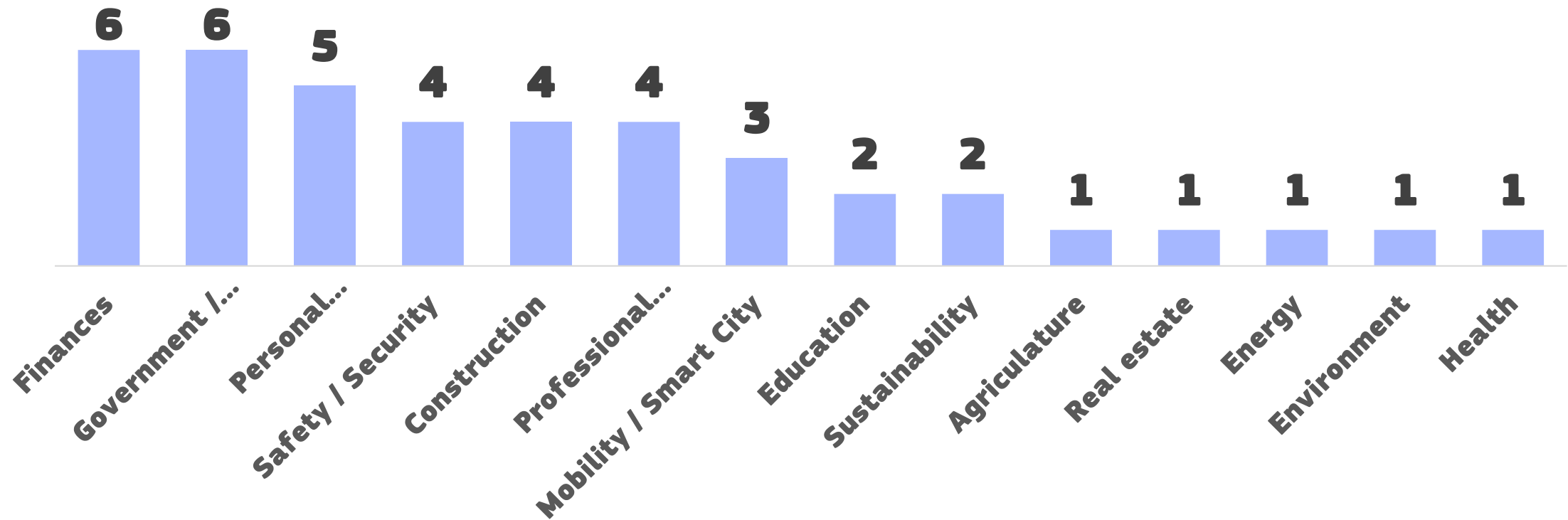
Applications address relevant design questions

Applications often address relevant and complex design questions such as:

1. How to shape **digital education** through **augmented reality**?
2. How to **manage STEM (science, technology, engineering and mathematics) education credentials** though **blockchain**?
3. How to build **participatory societies** through **gamification**?
4. How to accelerate the **development of Smart City digital services** through **mobility data**?
5. How to **support everyday decisions** by **turning satellite imagery into geospatial information** through **data analytics and visualization**?
6. How to create smart IoT lamppost using wind and solar power?
7. How to **help automated construction modeling** through **unified referential**?
8. How to **promote investments in sustainable projects**?
9. How to create **permanent database for people's ideas, values, and memories** through **blockchain**?
10. How to change the house purchasing process to **overcome barriers to home ownership** through **blockchain**?
11. How to create a secure, seamless and social wallet through blockchain?
12. How to help SMEs **notarise, store and sign transactions as well as secure their contracts and deals** through **blockchain**?
13. How to **democratize shareholdings** for citizens and SMEs through **blockchain?**
14. How to **safely manage citizens' applications and documents** through **blockchain**?
15. How to **fight production / selling of counterfeit good** and **promote the "Made in EU" brand** through **blockchain**?

Applications target a good set of use cases

Applications address a broad range of use cases. The top use cases are notarization, survey management education management invoice management and personal data management.


Use case	Count
Nototisation	18
Survey management	13
Database /...	9
Education...	8
Invoice management	8
Profile / personal...	7
Citizen engagement...	2
Legislation...	2
Customs...	2
Shareholdings...	1
Map management	1
Framework...	1
Risk profile...	1
Transactions...	1
IoT Device...	1
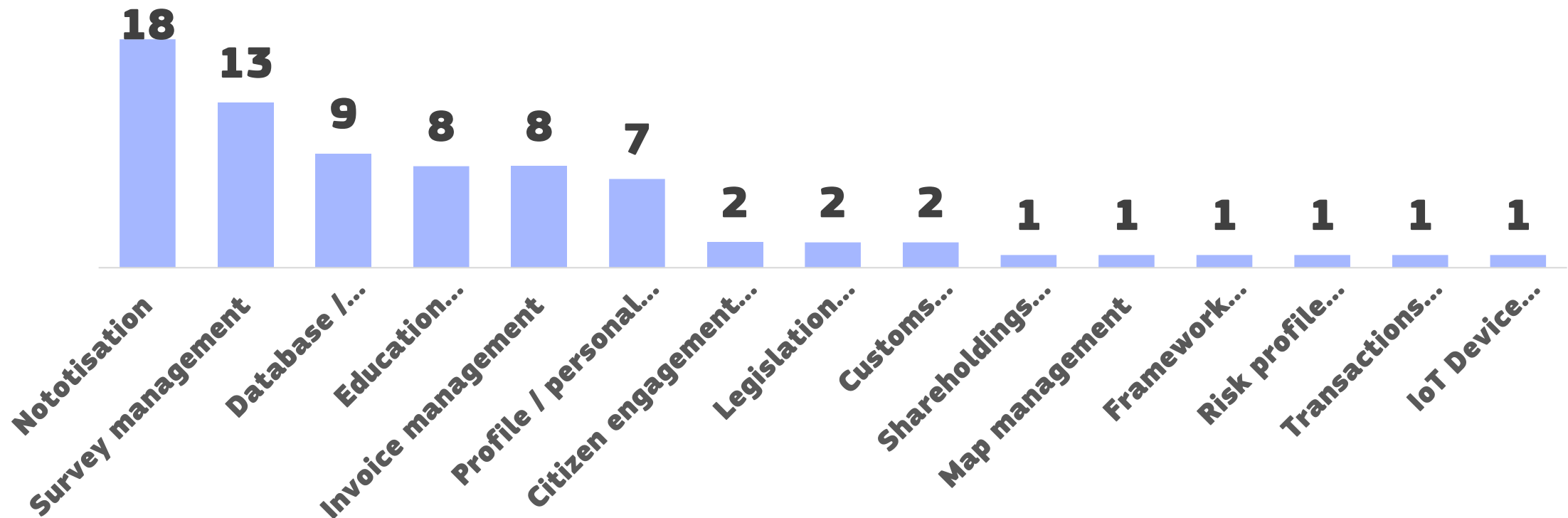
Applications are often based on disruptive technologies / trends

The applications are very often based on disruptive technologies / trends. The top disruptive technologies / trends are Blockchain, Data analytics and AI.
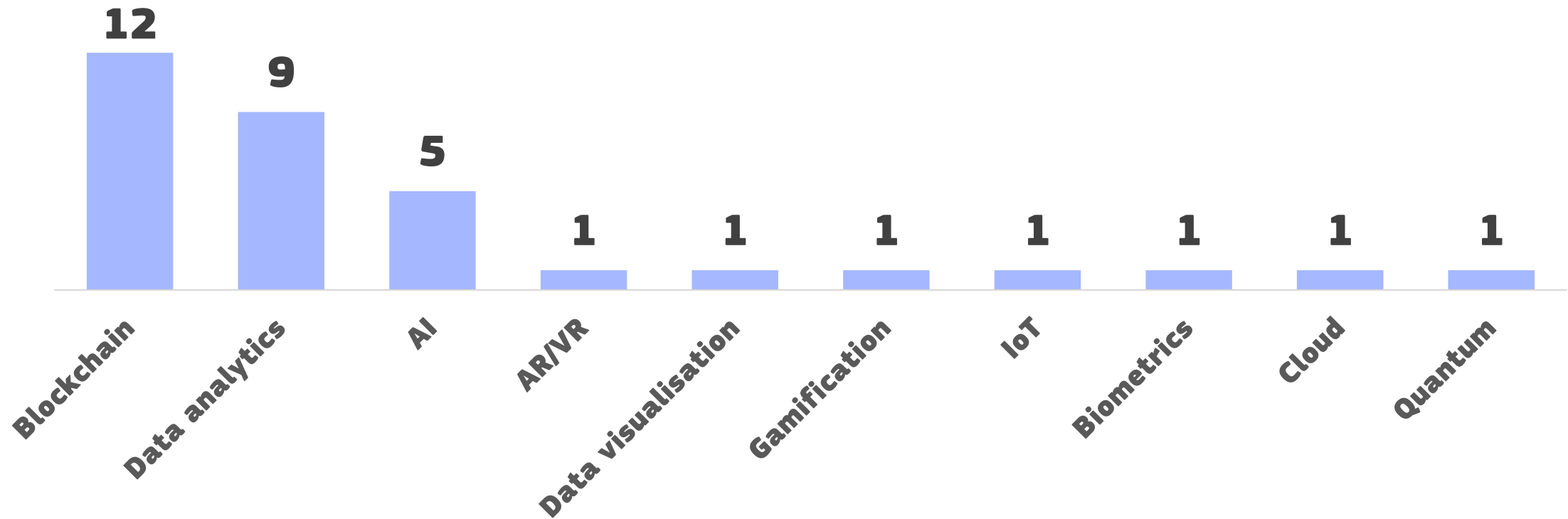
Applications aim at reusing more than one reusable solution

In almost all cases, applications aim at reusing more than one open and reusable solution. The average number of solutions planned to be reused per application is 3. The top open and reusable solution are blockchain, eID, eSignature, EU Survey, eInvoicing, eDelivery and ContextBroker.
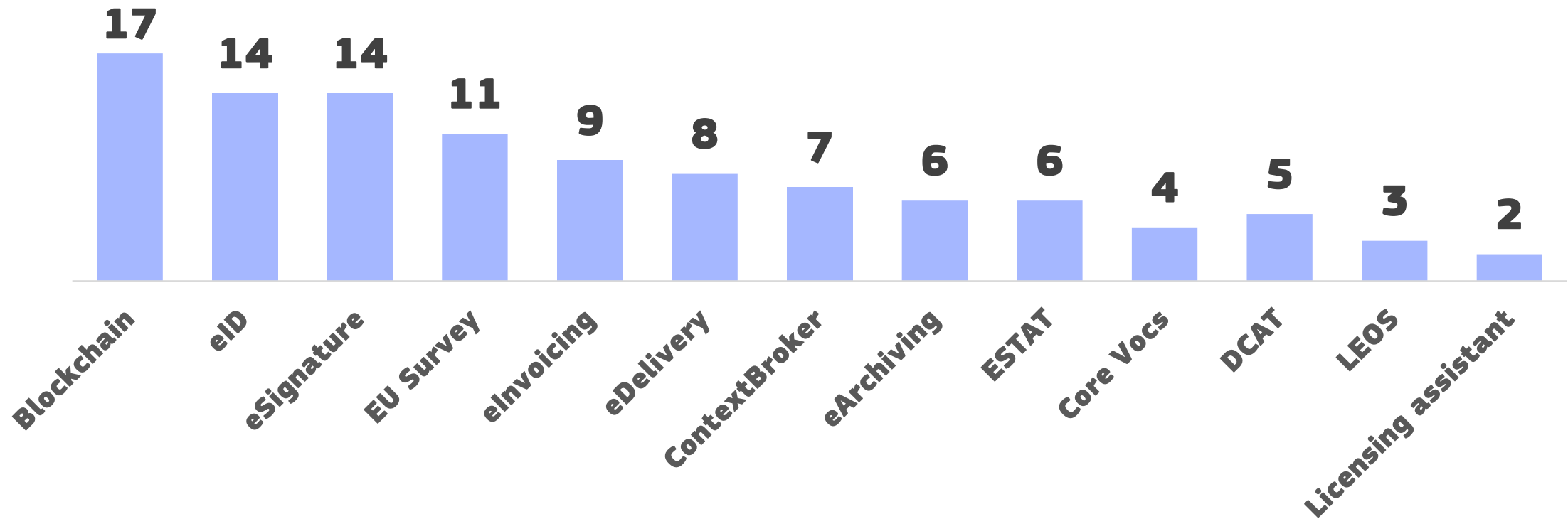
Applications aim at reusing them in different ways

The open and reusable solutions are planned to be reused in different ways with different level of contribution

As **capability** to develop their own services / processes and client experience.

As **business model** to develop a unique selling value proposition.

As a **technology infrastructure** on which they can set-up or accelerate their business

As **platform** on which they can plug, reuse and contribute with their own use cases, continuously.

In November 2019, The EC launched the Digital Innovation Challenge for Europe's SMEs and startups. This is our story so far.

DOWNLOAD THE PDF DOCUMENT

Read the story

https://ec.europa.eu/cefdigital/wiki/display/CEFDIGITAL/report+digital+innovation+challenge

Since the launch, we have reached out to +1500 organisations and engaged with +320 SMEs and start-ups across Europe, leading to 105 registrations and 49 applications completed. This represents a very solid conversion rate of 32% and 46% respectively.

If you would have liked to participate, but couldn't, we would like to hear from you. What is your take on the open reusable solutions?

LEGEND

Number of organisations and SMEs we have interacted with

Reached
1500

Leads
320

Registrations
105

Applications
49

Shortlisted
10

European
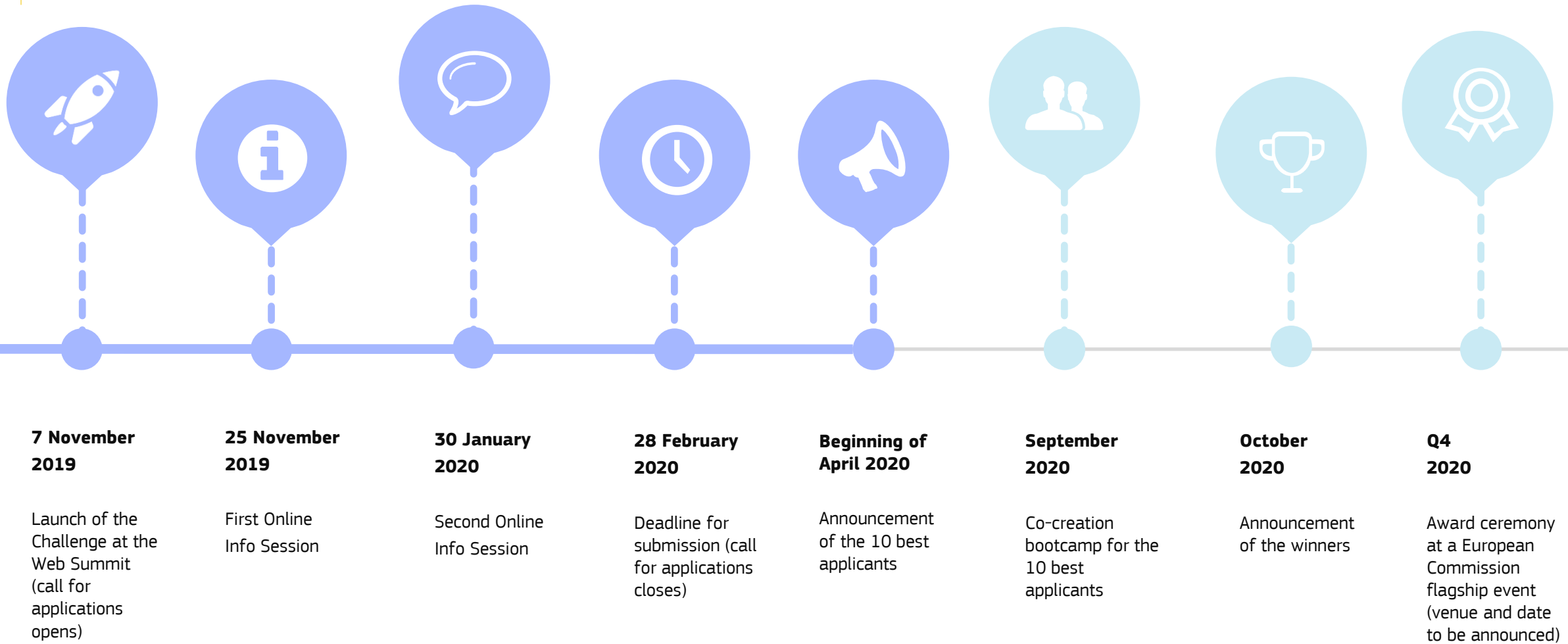Commission

THINK BIG, PLAY SMART, STAND OUT !

Digital Innovation Challenge for Europe's SMEs and startups.

The 10 shortlisted teams !

#SMEsConnectingEurope

→ **Business Reporting-Advisory Group**
Atome Connected
DCAT Profile, CoreVocs

→ **OpenContent**
OpenCityPlus
eID, eArchiving, Blockchain, CoreVocs, DCAT Profile, CPSV, EUSurvey

→ **CleverBooks**
Sustainable Digital Education
eID, eDelivery, eSignature, Context Broker, eArchiving, Blockchain, EUSurvey

→ **Compellio**
Accelerating the adoption of blockchain innovations
Blockchain

→ **Crowdpolicy**
CrowdDTL
eID, eSignature, Blockchain

→ **Bit4id**
Signing Today
eSignature, eArchiving, Blockchain

→ **Latitudo40**
Earth Analytics
eID, eDelivery, Context Broker, Blockchain

→ **T-mining**
Secure Container Release
Blockchain, eID

→ **Orangebooks – Orangebooks.co**
AI for modern digital entrepreneurs
eDelivey, eArchiving, eInvoicing

→ **Parity**
LOADER: EV Charging station management pl
eID, ContextBroker

European Commission

What are the next steps?

7 November 2019

Launch of the Challenge at the Web Summit (call for applications opens)

25 November 2019

First Online Info Session

30 January 2020

Second Online Info Session

28 February 2020

Deadline for submission (call for applications closes)

Beginning of April 2020

Announcement of the 10 best applicants

September 2020

Co-creation bootcamp for the 10 best applicants

October 2020

Announcement of the winners

Q4 2020

Award ceremony at a European Commission flagship event (venue and date to be announced)

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The objectives of the co-creation and final evaluation of the Digital Innovation Challenge stage are threefold:

Co-create

TOP 10 APPLICANTS
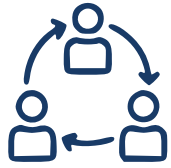
Work with **business and tech coaches and get guidance** to develop their idea / business.

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Make sure that the ideas proposed are **viable, desirable and feasible**. **Test new ways** to engage with SMEs and start-ups.

Pitch

Pitch your idea (application submitted on 28/02/2020) to a **Jury of EC officials / experts**.

Finalize the evaluation process and **collect the latest insights** in order to **select and announce the 3 best applications**.

Connect

Connect with a community, identify synergies and **increase their visibility.**

Create a community of SMEs and start-ups that will be willing to disseminate and work with us in the future.

European Commission

The objective of the co-creation session (Bootcamp) is to further shape each application and transform their idea into:

A relevant pilot scenario.

A relevant scenario that is proven to be desirable, viable and feasible.

A clear roadmap.

A clear roadmap that will serve as good basis to start the implementation.

A resonating story.

A resonating story that will be presented in front of the Jury & at the award ceremony.

Each applicant will go through a number of exercises following a Toolkit and by getting support from our coaches.

01
45 MIN.
Opportunity
Crystallise market, needs and business objectives.

01.1 | Crystallise **target market**

01.2 | Crystallise **end-users and their needs.**

01.3 | Crystallise **features (existing / future)**

01.4 | Crystallise **business objectives**

Ecosystem mapping

Persona

User journey mapping

Business objective template

02
30 MIN.
Reuse Case
Provide insights on how to best use the open solution(s).

02.1 | **Clarify which and how open solutions are going to be reused**

02.2 | **Map capabilities of each open solution that can serve you to build features**

Solution mapping

(Capabilities mapping)

03
45 MIN.
Roadmap
Build roadmap as a good basis for implementation.

03.1 | **Assess the value (expected contribution to customer needs and business objectives)**

03.2 | **Assess the feasibility (time and resources required to execute the initiative)**

03.3 | **Prioritize based on feasibility and value.**

03.4 | **Define version and work packages**

03.5 | **Roadmap**

Prioritization matrix

Versioning template

Roadmap template

04
30 MIN.
Services
Present services & define how to further help.

04.1 | **Present our service offering and check what they are interested in**

04.2 | **Define services needed in their implementation journey**

SoC?

05
30 MIN.
Pitch
Format pitch and help deliver story with impact.

05.1 | **Create and sequence the message (storyline)**

05.2 | **Visualise the story**

05.3 | **Prepare for delivery**

Slide(s) template

Storyboard

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What's in it for SMEs and start-up? Learn, Connect and Boost their business !

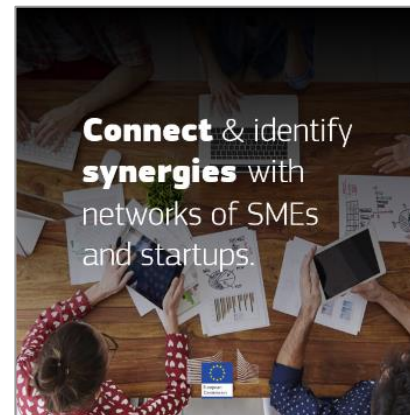**Experiment** new open solutions to create value for your business.

Pitch your idea to a Jury and get feedback from business and tech experts.

Work with coaches and get guidance to develop your business.

Connect & identify **synergies** with networks of SMEs and startups.

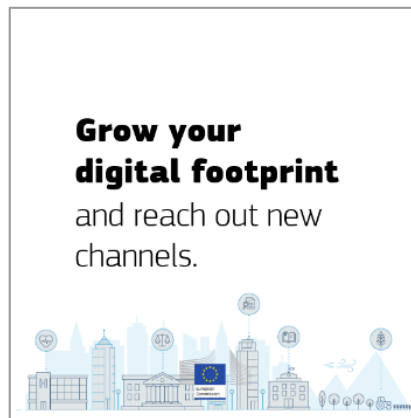**Win up to EUR 50.000** and stand out at European level.

Develop an inspiring story to be spread across Europe.

Tap into **a large network of valuable resources.**

Grow your digital footprint and reach out new channels.

Get a valuable reference as part of your portfolio of achievements.

And?

Share your story and start your campaign at European level.

MITMYNID

YOU?

UBIWHERE

BRANDDOCS