



SMART ANYTHING EVERYWHERE - CLUSTER KICK-OFF

APRIL 2nd 2020

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SMARTTEES - AT A GLANCE

Innovation Action: ICT- 04-2017 (*Smart Anything Everywhere*)

Number of partners: 10 partners from 8 EU countries

Grant: 4.5M€

Duration: 36 months

Expected results: 20 Application Experiments (AEs)
FSTP 1.2 M€ (26% of the grant)

Open call / 5 cut-off dates

<i>1st Cut-off</i>	<i>19th of March 2018</i>
<i>2nd Cut-off</i>	<i>20th of July 2018</i>
<i>3rd Cut-off</i>	<i>16th of November 2018</i>
<i>4th Cut-off</i>	<i>19th of April 2019</i>
<i>5th Cut-off</i>	<i>20th of September 2019</i>



TECHNICAL SERVICES



Access to more than 35 **Organic & Large Area Electronics (OLAE)** solutions for new products design

OE-A Roadmap, 7th edition Clusters



Providers



NON-TECHNICAL SERVICES



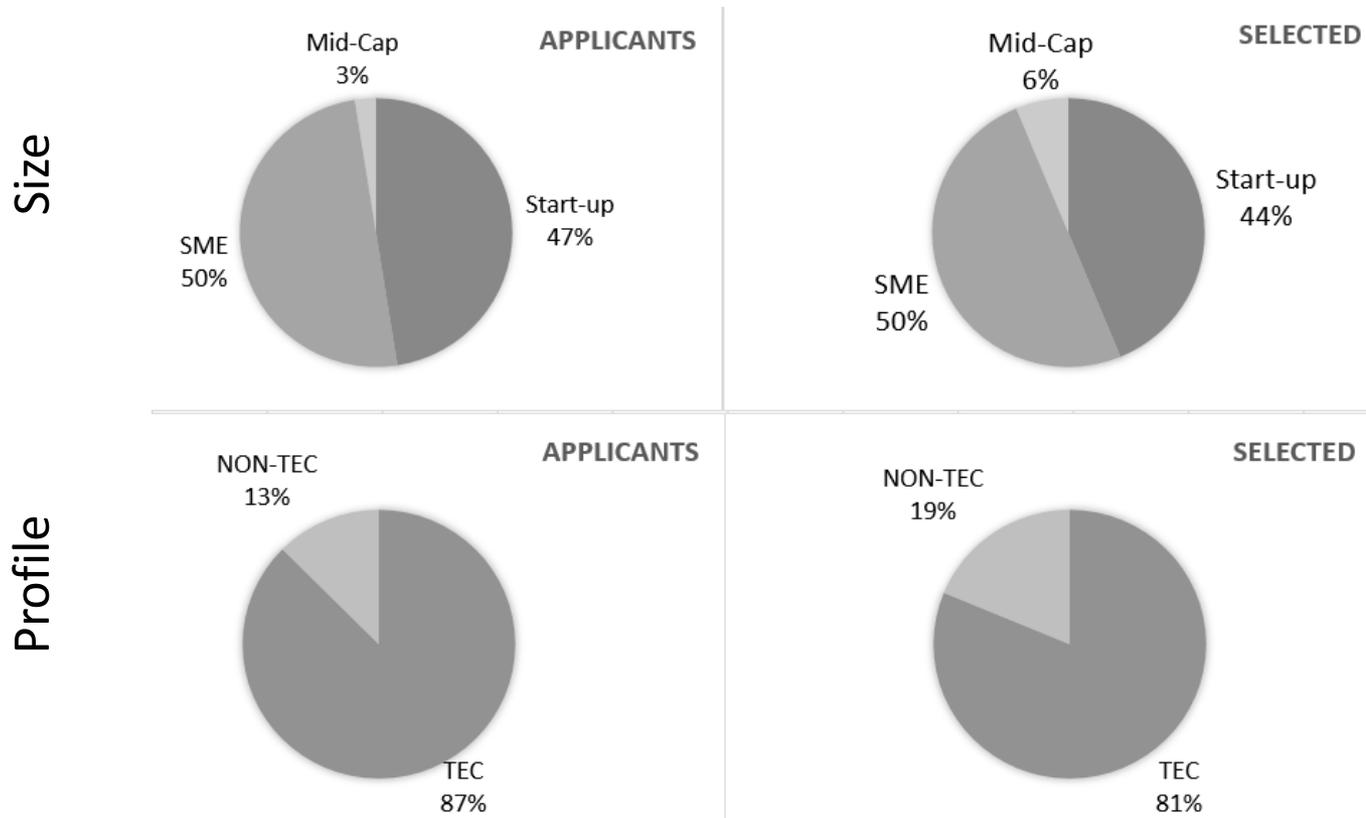
SERVICE		DESCRIPTION
Product trajectory	Ideation	To generate new product ideas
	Management of product development	To support each IC in considering the right design taking into account design to cost, environmental constraints, regulations, and manufacturability
	IP management	To optimize IP management to generate good value and differentiation for the IC. This is especially important to further attract private investment and customers.
	Supply chain development and management	To support each IC in identifying the right suppliers, manufacturers and partners along the entire supply chain.
Business support	Business case validation	To support each IC in validating the relevance of its innovation opportunity for value creation
	Market validation - voice of the customer	To support IC in finding the right approach to gather market feedback early on in its product development phase
	Unique value proposition and business model definition	To support IC in defining its unique value proposition and business model via a mentoring service
	Business model development	To support IC with brokerage activities through SMARTEES network
Access to finance	Validation of business plans	Support IC with good methodology to build and validate business plan
	Sourcing public funds	Advise IC in the best financing strategy and introduction of support and potential financial partners
	Private investment	



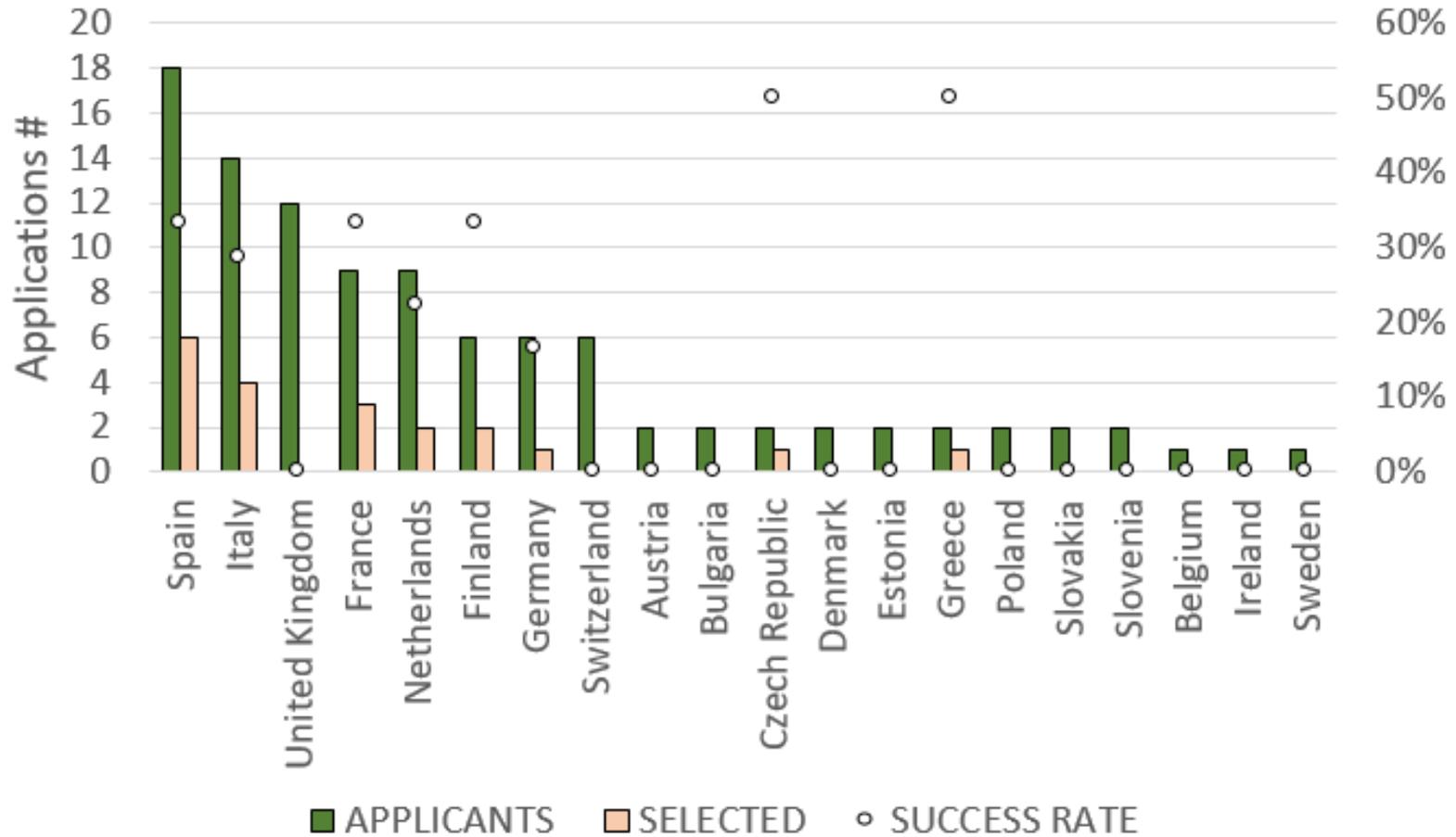
OPEN CALL results (1/3)



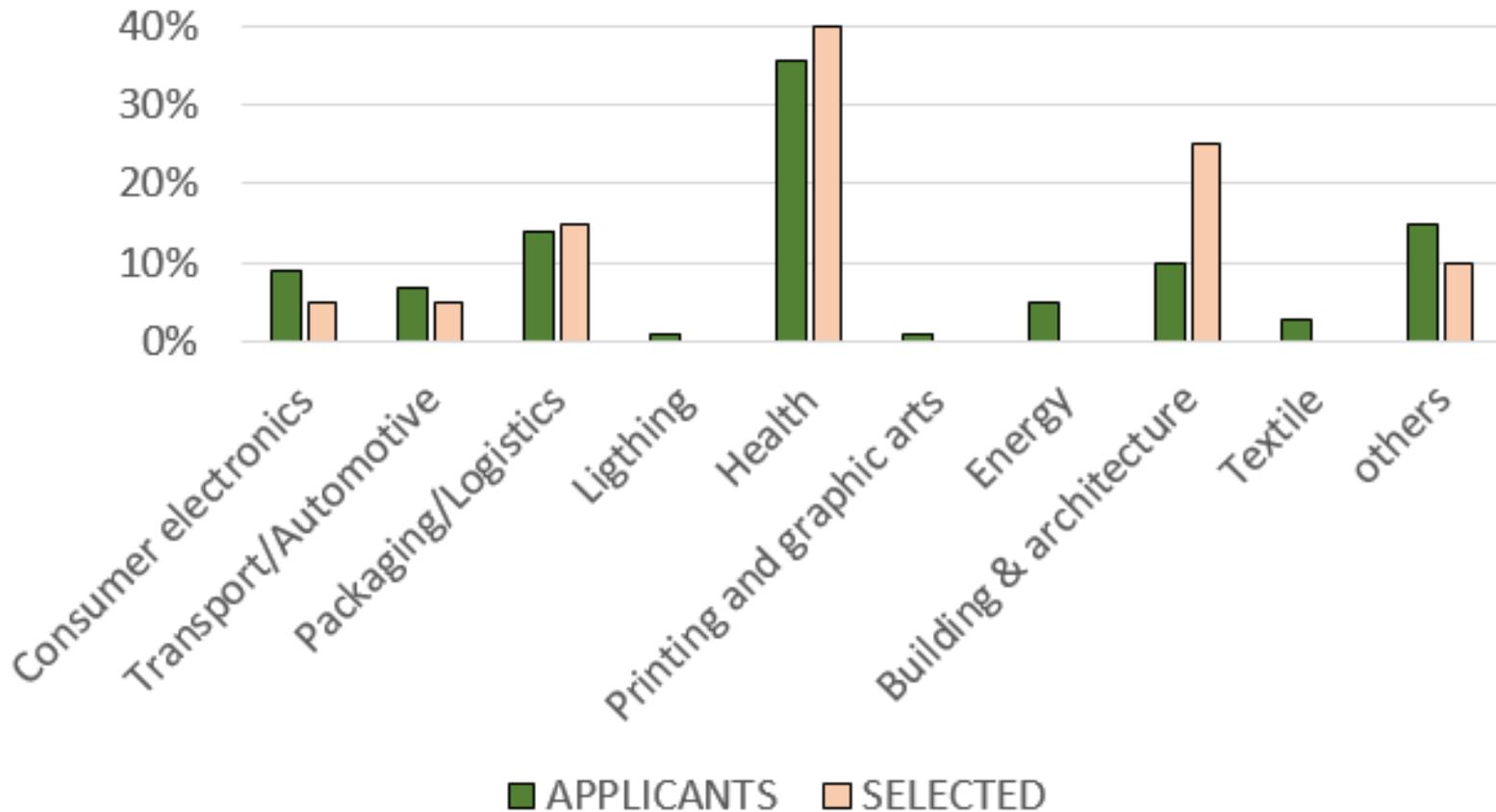
101 applications in total 20 selected companies



OPEN CALL results (2/3)



OPEN CALL results (3/3)



EXPERIMENTATION PROCESS



Approximately 9 to 12 Months in Duration

Preparing Innovation Ideas & Submission

ICs can discuss their innovation ideas and needs with the consortium



Evaluation & Selection

Selected experts



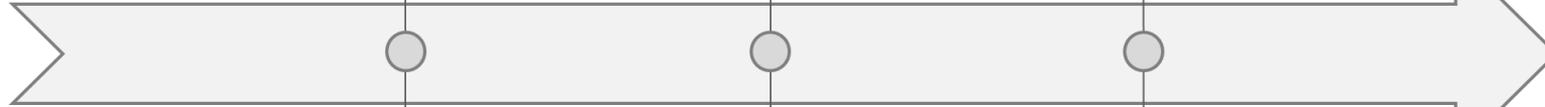
Joint Service Planning

Service Delivery Manager Assigned to IC



Service Delivery

Start Assist within 2 weeks of SDA signing



Download Application Information Pack



helpdesk
Address IC Inquires



Innovation Idea Submitted by IC

1 Month

Following evaluation process, the most promising ICs will be invited to proceed



IC Successfully Passed Evaluation

2 Months

Co-development of Joint Implementation Plan



Service Delivery Agreement (SDA)

Monthly Status Reporting



6-9 Months

Lesson #1

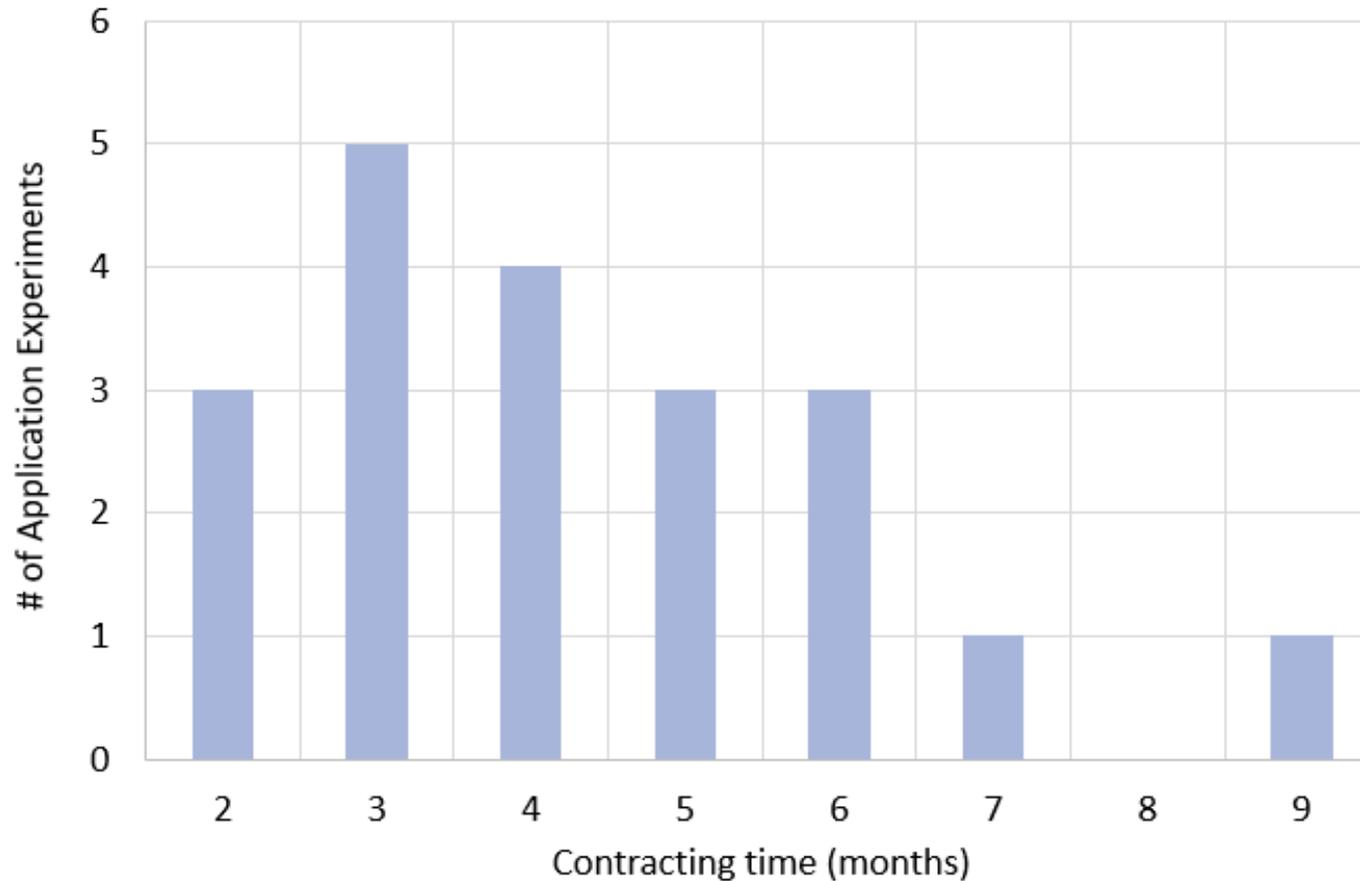
Lesson #2



Lesson #1: Service Delivery Agreement (SDA)



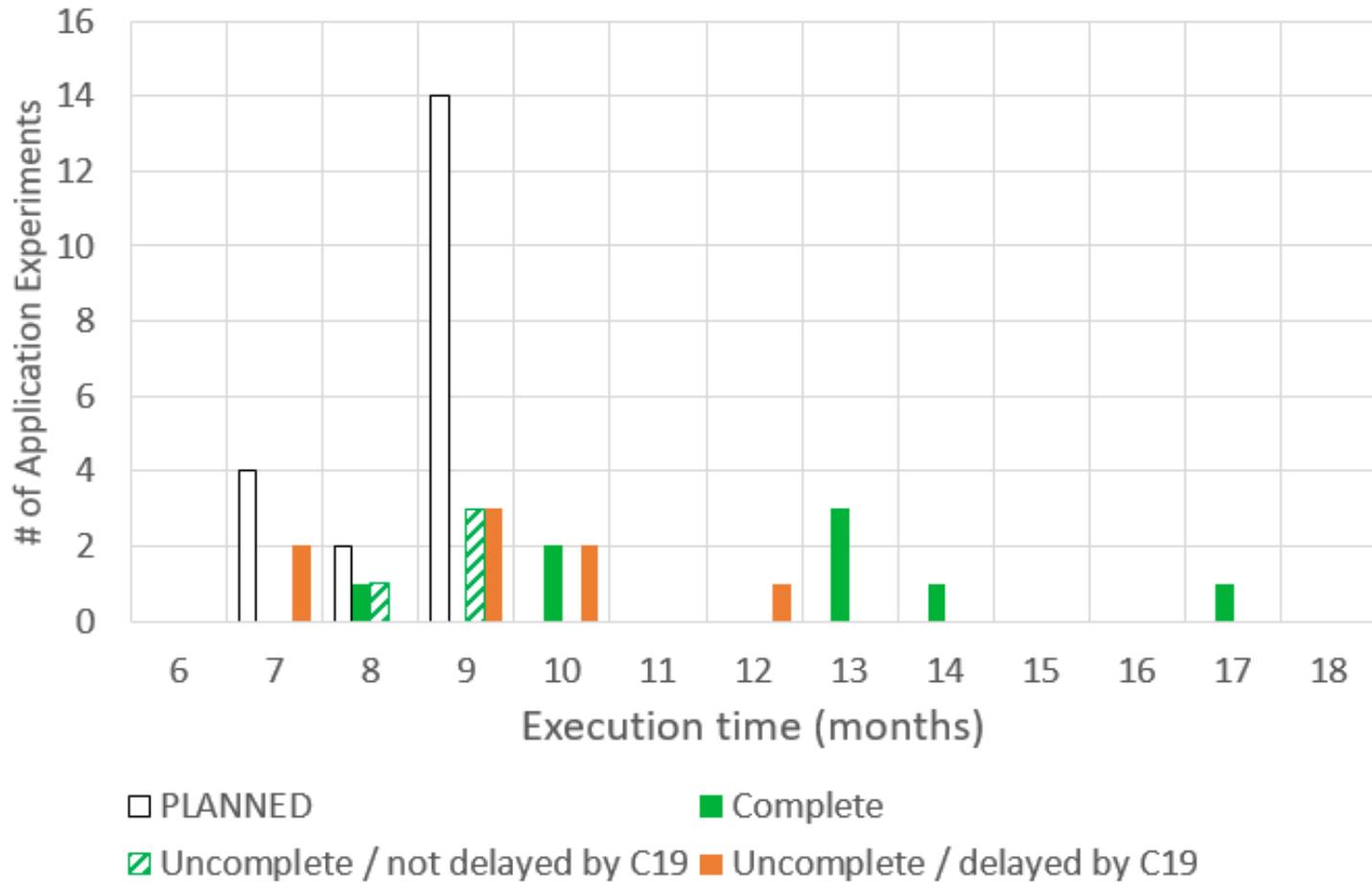
Initial requirement = SDA signature within 2 months



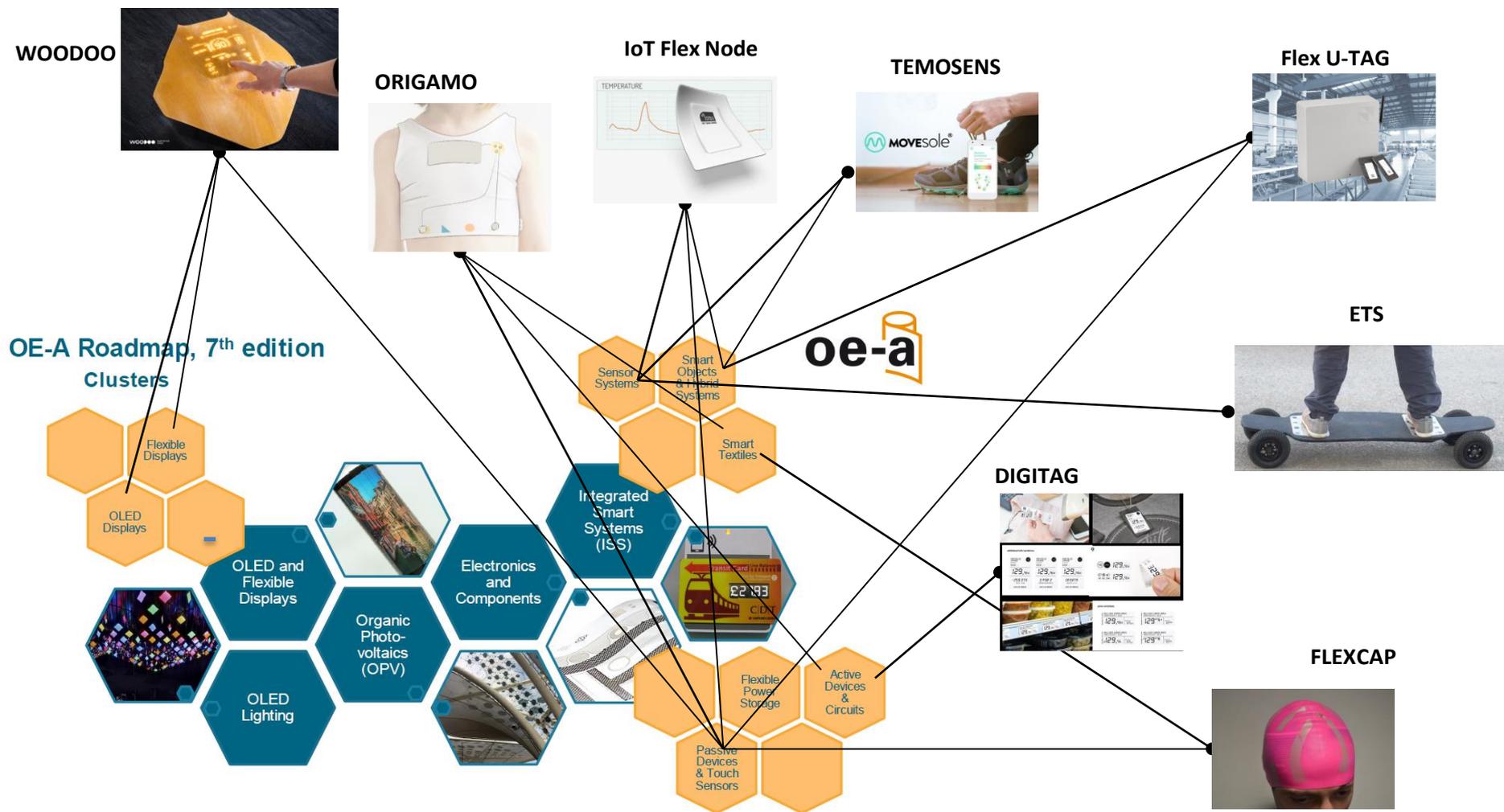
Lesson #2: Application Experiments timing



Initial requirement = Execution time window of 6-9 months



SmartEEs products prototypes (8/20 completed ones)



THANK YOU

