SecurIT Open Call Webinar before matchmaking session

17 March 2022

Agenda

1. **SecurIT Open Call introduction and requirements**

2. **Selection Process and criteria**

3. **How to apply**

4. **Tips for applicants**

5. **Q&A**

SecurIT project – what is about?

SecurIT partners

SAFE	**France**	Security and aerospace cluster	Coordinator
LSEC	**Belgium**	Cybersecurity cluster	Partner
POLE SCS	**France**	IT Cluster	Partner
L3CE	**Lithuania**	Lithuanian Cybercrime Center of Excellence for Training, Research and Education	Partner
HSD The Hague Security Delta	**Nertherland**	Hague Security Delta – Security Cluster	Partner
Systematic Paris Region Deep Tech Ecosystem	**France**	IT Cluster	Partner
CenSec CENTER FOR DEFENCE, SPACE & SECURITY	**Denmark**	Cluster: security, defence, space, cybersecurity	Partner
FundingBox	**Poland**	Non profit private organisation Innovation Management	Partner

SecurIT
New industrial value chain for Safe, sECure and Resilient cIties and Territories

Main objectives

1. **To support European security SMEs** in the development of innovations for safer and more resilient territories and cities;

2. **To co-finance and support the development of collaborative projects** allowing the prototyping and experimentation of technological solutions in security, taking into account ethical, legal and societal challenges;

3. **To promote cross-border cooperation** between SMEs and other innovation actors.

How ?

- Via the allocation of **funding** according to the principle of **cascade funding (FSTP)**.

When?

- **Two Open Calls** – the 1st of which was launched in January 2022.

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Cascade funding - Interest for SMEs

SecurIT acts as a European project benefiting from European funding for actions to support innovation and redistributes funding tickets to the projects selected at the end of the evaluation:

- Opening of the Call for three months
- Light application form
- Evaluations carried out by independent experts through project consortium
- 12-month projects
- Voucher as "lump sum"
- Contract with SAFE & Regular reporting
- IP management in light consortium agreement
- Double-financing prohibited

European Commission

What we offer?

| Access to market | Funding | Matchmaking | Visibility & Support |

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SecurIT 1st Open Call - introduction

SecurIT open call in brief

- ➢ Up to **21 projects** will be supported (at least 42 SMEs)

- ➢ Consortia composed of **at least 2 SMEs**

- ➢ **2 Funding Intruments**:

    Prototyping Instrument

    Up to **€ 74.000** per 1 project (max. € 60.000 per SME)

    Demonstration Instrument

    Up to **€ 88.000** per 1 project (max. € 60.000 per SME)

- ➢ Up to 12 months support period

Who are we looking for?

Consortia of at least 2 SMEs [registered legal person] established in:

- The Member States of the European Union and its Overseas Countries and Territories (OCT) or
- Associated Countries to H2020

Additional requirements:

- at least one SME should **be a technology/IT solution provider**,

- No capital or personal links among consortium partners,

- **experience in the project domain** (recommended)
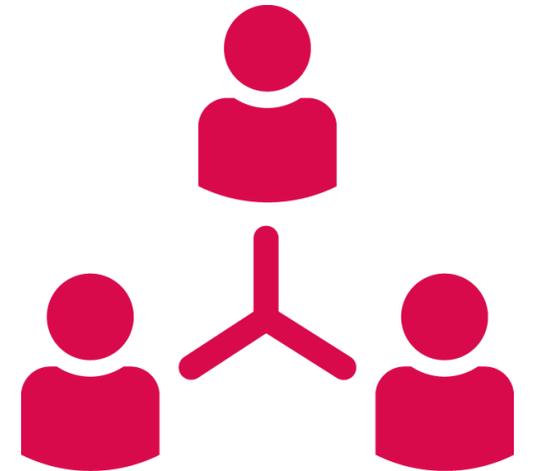
The SecurIT partners or their affiliates or employees, are NOT considered as eligible applicants and can NOT apply for funding.

How can I find the consortium partner?

Join SecurIT Matchmaking sessions:

➤ **This afternoon!**

17 March 2022 13:30 CET

Check the catalogue for solutions on : https://securit-project.eu/public-deliverables/
Or contact us through our contact page https://securit-project.eu/contact/ to beneficiate from our support

Ideal type of projects

SecurIT is looking for projects that address the development and implementation of technology and systems related to the **specific challenges in the following areas:**

- **cybersecurity,**

- **digital applications applying to security solutions.**

The demonstrators that will be implemented should be tested in operational environments. The demonstrations can be considered very near to market exploitation.

TRL – Technology Readiness Level

Application phase: minimum TRL 5

End of Support Program: minimum TRL6/7 (Prototyping Instrument) and minimum TRL 8/9 (Demonstration Instrument)

How to choose the right instrument?

Depending on the maturity of your solution

if you are interested in **building the prototype/MVP** of the solution:

apply to **Prototyping Instrument**

if you already have a prototype/MVP and would like to **pilot** them:

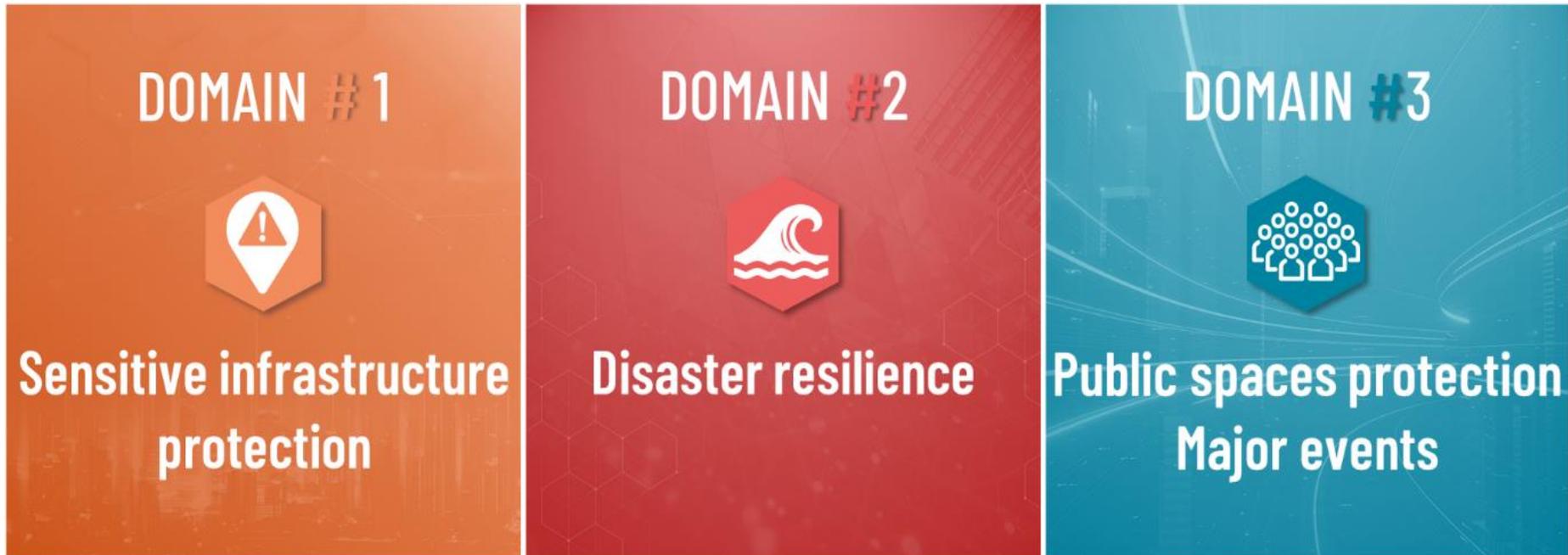apply to **Demonstration Instrument**

Remember that for the demonstration instrument we are expecting you to describe the demonstration process and environment in your application

What are the SecurIT Challenges?

SecurIT Challenges

The challenges have been defined around 3 main domains:

DOMAIN #1	DOMAIN #2	DOMAIN #3
Sensitive infrastructure protection	Disaster resilience	Public spaces protection Major events

1. Sensitive infrastructure protection

- The security of sensitive sites is a major concern, confirmed by recent events, in a context of social unrest, terrorist threats and even a pandemic

- Targeted end users: Seveso-rated and Life-Saving Industrial Facilities; airports; hospital infrastructure; operators, etc. The solutions developed in this area will have to integrate these expectations: maintainability, acceptable price, anticipation of analysis and interoperability with existing solutions.

SecurIT Domains	Sub-domains	N°	Challenges and potential areas of needs
Domain #1: sensitive infrastructure protection	Cybersecurity	1	Development of cybersecurity solutions for sensitive infrastructure protection
	Operations	2	Optimisation of communication networks and alert systems
	Identification and access control	3	Development and optimisation of identification and access control for rapid access in the site all while ensuring that no one and nothing that enters poses a security risk.
	Zone security and perimeter protection	4	Development of solutions to detect and locate any intruders that have managed to penetrate the perimeter protection and all barrier to clock intrusions

2. Disaster resilience

- There is a need for instruments to improve prevention and preparedness, technologies for first and second responders and, where appropriate, for citizens, as well as the overall resilience of society. Innovative technologies can help detect, analyze and treat to prevent major natural events.

- Targeted end users: first responders; cities and territories and their governmental structures.

- The solutions developed in this area will have to take into account the involvement and acceptance of citizens, transparency. All solutions will need to ensure business continuity.

SecurIT Domains	Sub-domains	N°	Challenges and potential areas of needs
Domain #2 - Disaster resilience	Prior to crisis – prediction: Risk knowledge and evaluation	5	Optimisation of prediction of disaster
	During the crisis: Communication and warning systems	6	Optimisation of communication and warning systems in case of disaster
	After the crisis: Post event analysis and recovery	7	Development of solutions for a better recovery

3. Public spaces protection-major events

- The goal is to have a more connected city, integrating artificial intelligence, cloud computing and big data, where the population assumes a more active role in serving the community.

- Targeted end users: Cities and territories (safety of public roads); stations; places open to the public (e.g. stadiums; concert area, etc.).

- Solutions: The solutions developed in this area will have to take into account the legal constraints of protection of personal data.

SecurIT Domains	Sub-domains	N°	Challenges and potential areas of needs
Domain #3 - Public spaces protection – major events	Detection and alert	8	Gather and Manage real time information
	Analysis	9	Analyse and extract pertinent and potentially crucial information as quickly as possible
	Command and control (resource management) and decision- making support	10	Communication networks and post -event analysis
	Data protection and cybersecurity – cybercrime	11	Detection

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Selection process and criteria

Supporting documents and useful tips 💡

- Website of the project: https://securit-project.eu/

- Submission of applications: https://securit.fundingbox.com/

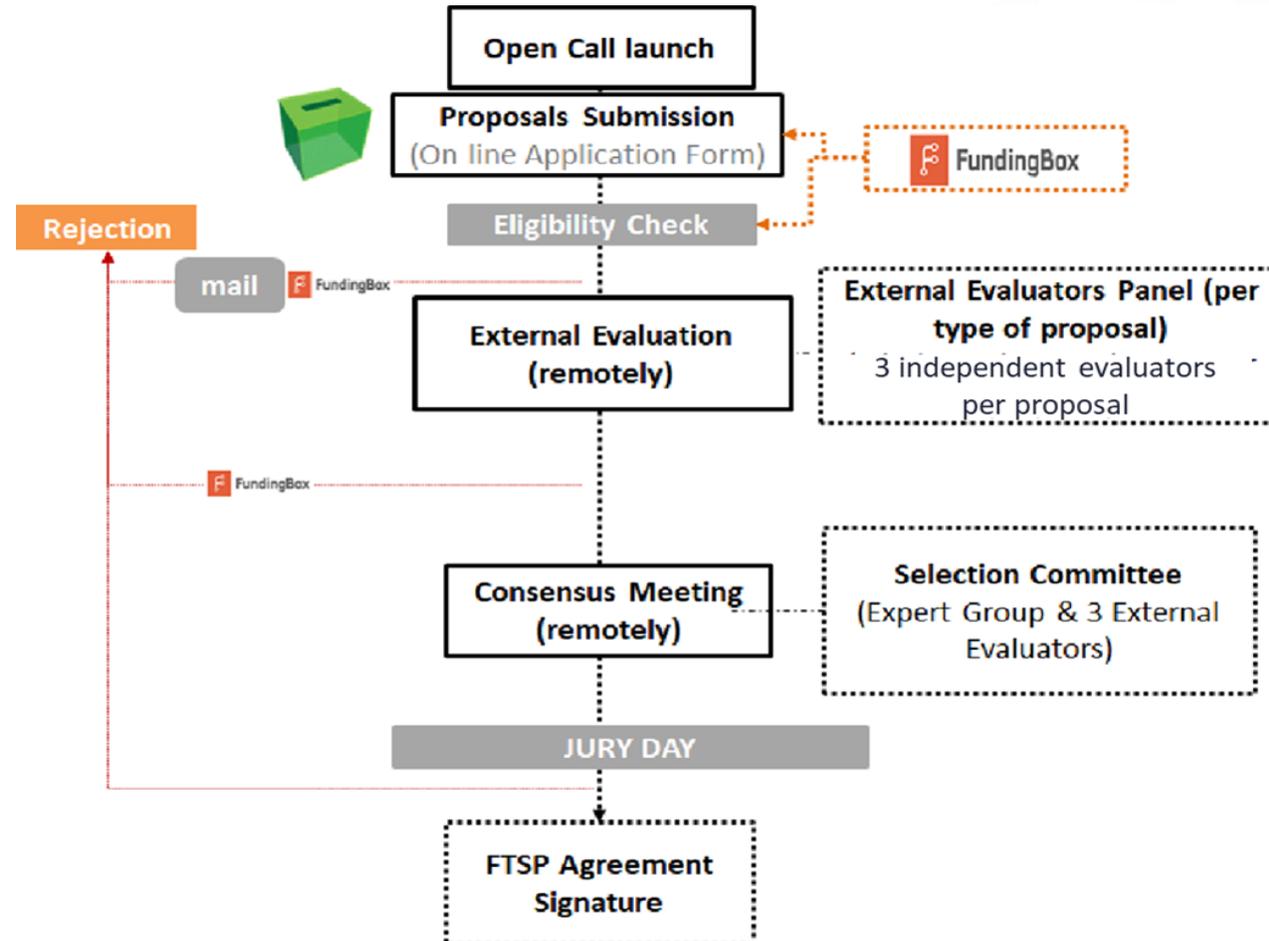- Supporting documentations :

Guide for Applicants

FAQ

How we will evaluate your proposal?

What are the selection criteria?

Eligibility Criteria

The first evaluation step is about verifying some basic requirements based on the statements from your proposal

Pre-scoring Criteria

If we receive more than 60 eligible proposals, a pre-scoring system may be included to make a pre-selection (based on pre-scoring criteria the system assign you scorers automatically).

Awarding Criteria

Evaluated by External Experts in 3 main groups:
- EXCELLENCE
- IMPACT
- IMPLEMENTATION

+ BONUS for « international consortia »

+ Transversal Criteria

Such as 'Environment and low carbon economy contribution', 'Equal Opportunities & Gender balance'' and 'Social Impact' will be also considered

Eligibility Criteria

✓ The European dimension

✓ Submission on time and through the online form (Deadline: 26 April 2022, 17:00 CET)

✓ All questions are answered

✓ Only one proposal per SME and consortium (in both instrument). If more than one proposal is identified, only the last proposal which has been submitted will be evaluated

✓ The application is in English

✓ No conflicts of interest: all cases of potential conflict of interest will be assessed case by case

✓ Healthy finances (we won't accept entities that are under liquidation or enterprises in difficulties)

✓ Project is based on your original work or your right to use the IPR is 100% certain

Pre-scoring – what is it?

If we receive more than 60 eligible proposals (in total for both Instruments), a pre-scoring system may be included to help us make a pre-selection.

The FundingBox Open Call Management System will automatically assign a score to the eligible proposals according to the following criteria:

- ✓ Dedication to the project (consortium as a whole) (13% weight / up to 13 points)
- ✓ Team skills (14% weight / up to 14 points)
- ✓ Proved experience in the target market (15% weight / up to 15 points)
- ✓ Scalability of the solution (13% weight / up to 13 points)
- ✓ Market opportunity (10% weight / up to 10 points)
- ✓ Status at technological level (10% weight / up to 10 points)
- ✓ Human resources for developing security solution (10% weight / up to 10 points)
- ✓ Consortium composition at the geographical level (15% weight / up to 15 points)

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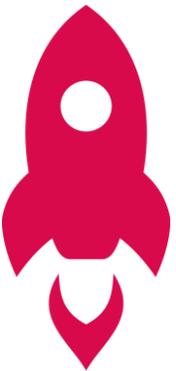
Selection criteria I

Each project will be evaluated by 3 external and independent evaluators, scores: 0-5

Excellence

- **Ambition**. The applicants have to demonstrate to what extent that proposed project is beyond the State of the Art and describe the innovative approach behind it (e.g. ground-breaking objectives, novel concepts and approaches, new products, services or business and organisational models).

- **Innovation**. The applicants should provide information about the level of innovation within their market and about the degree of differentiation that this project will bring.

Selection criteria II

Impact

- **Market opportunity**: The applicants have to demonstrate a clear idea of what they want to do and whether the new/improved product/service has market potential, e.g. because it solves a problem for a specific target customer.

- **Competition**: The applicants have to provide information about the degree of competition for their particular product/service and if the idea is disruptive and breaks the market. i.e. the products/services to be brought to market can be clearly differentiated from the competition.

- **Commercial Strategy and Scalability**: The applicants have to demonstrate the level of scalability of the new/improved product/service, meaning that it doesn't address the solution of a specific problem but it's able to be commercialised to solve a structural problem in a specific sector/process/etc

Selection criteria III

Implementation

- **Team**: The applicants have to demonstrate their management and leadership qualities, their ability to take a concept from ideas to market, their capacity to carry through their ideas and understand the dynamics of the market they are trying to tap into as well as their technical capabilities to reach the defined objectives. The team should be a balanced and cross-functional team, with a strong background and skill base.

- **Resources:** Demonstrate the quality and effectiveness of the resources assigned in order to get the objectives/deliverables proposed.

- **Risk management**: the applicants have to present the risk assessment and propose measures to overcome them, especially the applicant should provide information about the legal constraints related to the project execution.

External Evaluation - scoring

The **threshold**:

- for individual criteria will be 3 points,

- the overall threshold (the sum of the three individual scores), will be 10 points.

All proposals obtaining a score above the threshold will move on to the next stage.

In addition, applications submitted by SME applicants registered in 2 different eligible countries will be given 1 extra point to the overall score.

*In the case of **ties**, the following criteria will be used to rank the projects, in order:*

- *Transversal Criteria,*

- *Impact score,*

- *Implementation score,*

- *Excellence score.*

Jury Day

Up to 31 projects pre-selected

Pitch Competition + Q&A

€ 1.000 per each consortium for preparation and travel costs

Mandatory element of the selection process

Video pitch delivered in advance

Mini-Grant Agreement/basic formal check

How to apply?

FundingBox

https://securit.fundingbox.com/

1 LOGIN OR SIGNUP

2 CLICK THE APPLY BUTTON

3 START A NEW APPLICATION

4 FILL OUT THE APPLICATION
Complete all the sections that are marked with A RED STAR.
Fill out the required fields.

5 SUBMIT YOUR APPLICATION

6 GOOD LUCK!

Open Call Webinar – 17 February 2022

The Open Call Calendar

Open Call for Proposals — **25 January 2022**

Selection Process — **26 April 2022**

SME/legal check & Ethical check — **JURY DAY June 2022**

FSTP Agreement signature — **July 2022**

Support Programme — **September 2022**

12 months

Support Program Overview
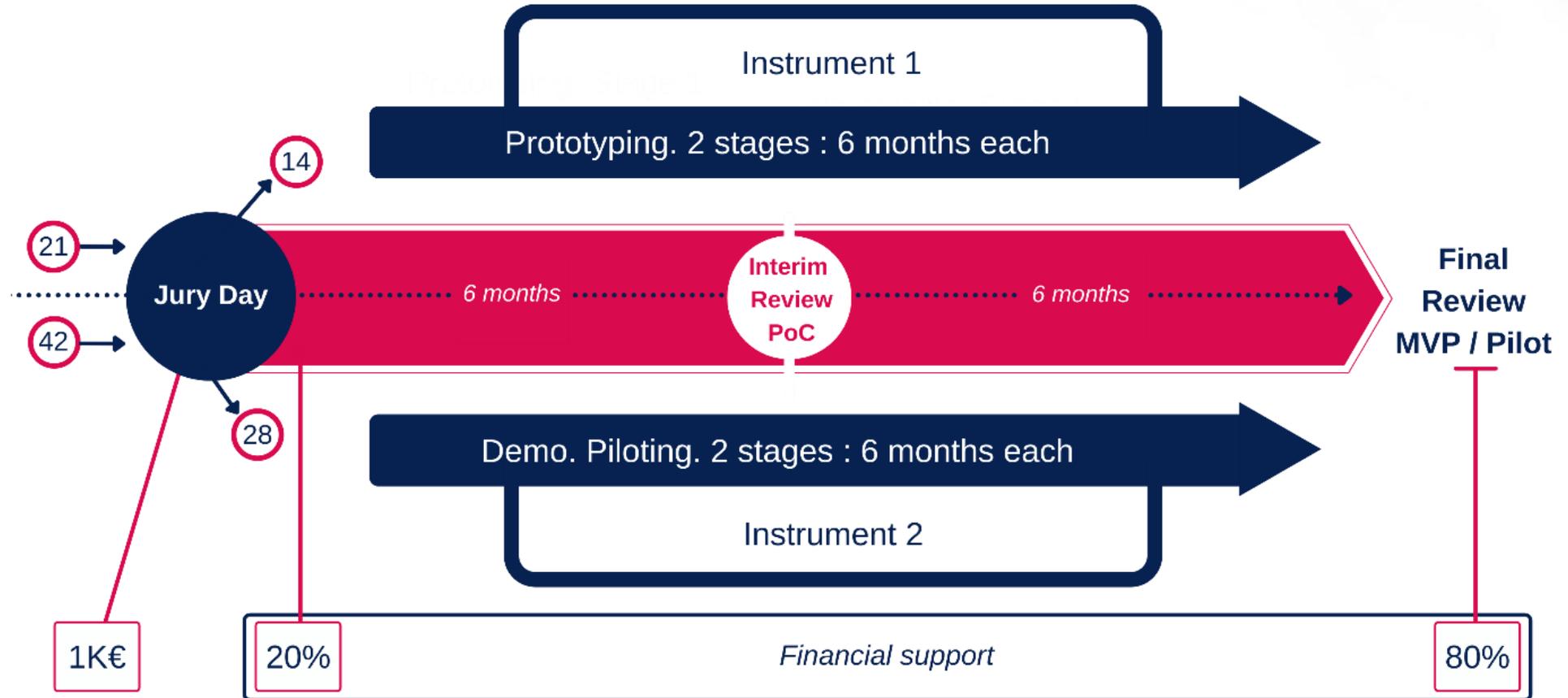
Tips for Applicant
What every applicant needs to know

01

Invest your time to prepare a good application, check if your project fits!

02

Choose the right Funding Instrument, remember that you can apply only to one instrument in this call.

03

Check the eligibility requirements first, are you the consortium of at least 2 SME? Do you have any COI?

04

Read the Sub Grant Agreement template – available soon.

05

Be convincing for evaluators, check the selection criteria.

06

Check the payments procedure and timeline, agree the grant distribution with you consortium partner(s).

07

Build your consortium and your team! Plan your demonstration (Demonstration Instrument).

08

Address one of the challenges (innovation is key)!

09

Remember about the European dimension.

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Contact us!

Where can you find information about the Open Call?

SecurIT website: **https://securit-project.eu/**

or **https://securit.fundingbox.com**

Website for the submission of applications:

https://securit.fundingbox.com

Questions: info.securit@fundingbox.com