

IMPACT Growth
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Guide for Applicants (GfA)

IMPACT Growth 1st OPEN CALL

(first 2017 edition)

Closing date for proposals:

Tuesday, 09th May 2017 at 13:00 (CET)

Version 24/02/2017

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1. Introduction

IMPACT Growth is the Startup Accelerator made by top accelerators, global brands and VCs.

IMPACT Growth will select 14 startups that **will be financed with up to €250,000 equity free in cash** plus acceleration services. The 14 startups selected will receive €100,000 in cash equity free and services in the first phase. The two best of these startups will receive a prize of up to €150,000 in cash equity free, so in total they can receive up to €250,000 equity free in cash plus services. These two startups will also have **the possibility to be privately funded with around €1.5M** in rounds lead by the two VCs of the consortium: Kibo Ventures and Accelerace. To enter the program, startups must adopt FIWARE technology.

Selected companies would be able to participate in a 6 months online **Premium Acceleration Service**, led by key world class digital ecosystem professionals and entrepreneurs, which will include:

- Specialized **training in Digital entrepreneurship** and in the four sectors addressed to give you the specific tools necessary to manage your Project or business and take it to the next level
- Coaching on how to get the most out of FIWARE technologies.
- **Ongoing mentorship at a high level**, providing them with continued support throughout the whole process.
- **Crowdfunding Campaigns** to support the beneficiaries in raising additional funds.
- Internationalization services.
- **An Investors Day** where selected startups will have direct contact with investors.

IMPACT Growth is a high performance and equity free acceleration program supported by Fundingbox, ISDI.education, Accelerace, Mobile World Capital, FIWARE Foundation, Kibo Ventures, Invesdor, Danone, Ferrovial, Docomo Digital, and MADE, among other big players.

IMPACT Growth is looking for startups in the following verticals: Smart Infrastructures and Cities; Smart Content (Media, AdTech and Content); Smart Manufacturing; and Smart AgriFood. Startups that participate in the program will benefit of being part of the FIWARE Ecosystem

Apply: impact-accelerator.com

2. IMPACT Growth Open Call

This document summarizes the main characteristics of the first Open Call under the IMPACT Growth project, to be launched on **February 27th, 2017** with a closing deadline of **May 9th, 2017 at 13:00** (CET).

Please refer to the IMPACT website for more information about the program and to the 'Frequently Asked Questions' (FAQs) for further information. You can apply here.

3. Eligibility Criteria

All applicants will have to abide to all the general requirements described in Sections from 3.1 to 3.8 below in order to be considered eligible for the IMPACT Growth Accelerator.

3.1. Type of beneficiaries

The first Open Call welcomes applications from: SMEs [legal person] participating on their own, only one SME (see Section 3.1.1).

All applicants shall be located in Eligible countries (see Section 3.2).

3.1.1. Definition of SME

A SME will be considered as such if it complies with the Commission Recommendation 2003/361/EC . As a summary, the criteria which define a SME are:

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

Note that the figures of partner and linked enterprises should also be considered as stated in the SME user guide . Start-ups are included in this category if they are incorporated.

3.2. Eligible countries

Only SMEs legally established in any of the following countries (hereafter collectively identified as the 'Eligible Countries') will be eligible for the IMPACT Growth Acceleration Programme 1, more information of the eligible countries here:

– The Member States of the European Union: Austria, Belgium, Bulgaria, Croatia, Cyprus, Czech Republic, Denmark, Estonia, Finland, France, Germany, Greece, Hungary, Ireland, Italy, Latvia, Lithuania, Luxembourg, Malta, Netherlands, Poland, Portugal, Romania, Slovakia, Slovenia, Spain, Sweden and United Kingdom.

– The Overseas Countries and Territories (OCT) linked to the Member States 1: o Anguilla, Aruba, Bermuda, Bonaire, British Virgin Islands, Cayman Islands, Curaçao, Falkland Islands, French Polynesia, Greenland, Montserrat, New Caledonia, Pitcairn Islands, Saba, Saint Barthélémy, Saint Helena, Saint Pierre and Miquelon, Sint Eustatius, Sint Maarten, Turks and Caicos Islands, Wallis and Futuna..

– The Countries Associated to Horizon 2020 3: the latest information on which countries are associated, or in the process of association to Horizon 2020 can be found in the online manual 4 .

– The following countries, except where this is explicitly excluded in the call text

Afghanistan, Albania, Algeria, American Samoa, Angola, Argentina, Armenia, Azerbaijan, Bangladesh, Belarus, Belize, Benin, Bhutan, Bolivia, Bosnia and Herzegovina, Botswana, Burkina Faso, Burundi, Cambodia, Cameroon, Cape Verde, Central African Republic, Chad, Chile, Colombia, Comoros, Congo

(Democratic People's Republic), Congo (Republic), Costa Rica, Côte d'Ivoire, Cuba, Djibouti, Dominica, Dominican Republic, Ecuador, Egypt, El Salvador, Eritrea, Ethiopia, Fiji, Gabon, Gambia, Georgia, Ghana, Grenada, Guatemala, Guinea, Guinea-Buissau, Guyana, Haiti, Honduras, Indonesia, Iran, Iraq, Jamaica, Jordan, Kazakhstan, Kenya, Kiribati, Korea (Democratic Republic), Kosovo*, Kyrgyz Republic, Lao, Lebanon, Lesotho, Liberia, Libya, former Yugoslav Republic of Macedonia, Madagascar, Malawi, Malaysia, Maldives, Mali, Marshall Islands, Mauritania, Mauritius, Micronesia, Moldova, Mongolia, Montenegro, Morocco, Mozambique, Myanmar, Namibia, Nepal, Nicaragua, Niger, Nigeria, Pakistan, Palau, Palestine, Panama, Papua New Guinea, Paraguay, Peru, Philippines, Rwanda, Samoa, Sao Tome and Principe, Senegal, Serbia, Seychelles, Sierra Leone, Solomon Islands, Somalia, South Africa, South Sudan, Sri Lanka, St. Kitts and Nevis, St. Lucia, St. Vincent and the Grenadines, Sudan, Suriname, Swaziland, Syrian Arab Republic, Tajikistan, Tanzania, Thailand, Timor-Leste, Togo, Tonga, Tunisia, Turkey, Turkmenistan, Tuvalu, Uganda, Ukraine, Uzbekistan, Vanuatu, Uruguay, Venezuela, Vietnam, , Yemen, Zambia, Zimbabwe. (* This designation is without prejudice to positions on status and is in line with UNSCR 1244/99 and the ICJ Opinion on the Kosovo declaration of independence).

1http://ec.europa.eu/research/participants/data/ref/h2020/wp/2014_2015/annexes/h2020-wp1415-annex-a-countries-rules_en.pdf

2 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

3 Signed an agreement with the Union as identified in Article 7 of the Horizon 2020 Regulation.

4http://ec.europa.eu/research/participants/docs/h2020-funding-guide/cross-cutting-issues/international cooperation_en.htm

3.3. FIWARE technologies

Any project submitted is required to make a relevant use of FIWARE technologies, therefore qualifying to be listed as a "Powered by FIWARE" smart solution in the FIWARE Marketplace. Alternatively, they may also be focused on the creation of a base software enabler technology or physical device that is designed to work "plug&play" with Smart Solutions "Powered by FIWARE" (specific drivers and documentation for implementing and configuring the required "plug&play" functionality have to be delivered, so the proposed software enablers or devices can be listed as "FIWARE-ready" technologies in the FIWARE Marketplace).

Note that despite FIWARE technologies are open source, Powered by FIWARE Solutions or FIWARE-ready technologies are not required to be open source.

The project must be already using or willing to adopt FIWARE as a core part of their technology roadmap. Lack of clarity on the use of FIWARE technologies, or plug&play compatibility with FIWARE in the case of base software enabler technologies, will make the proposal not eligible.

The main source of information about FIWARE is https://www.fiware.org/.

Guidelines on how to use FIWARE in the development of smart solutions can be found at http://developer.fiware.org.

All the information, documentation and tools needed to start using each of the FIWARE Generic Enablers can be found at https://catalogue.fiware.org/.

Practical information regarding what aspects the evaluators are going to take into account, when evaluating the application forms with respect to usage of FIWARE, are detailed in https://www.fiware.org/fiware-questionnaire/.

IMPACT Growth promotes the use of all FIWARE Generic Enablers, although in this Open Call it is going to prioritize the following ones:

"CORE" ENABLERS

1. Data and Context management
    - Context Broker: Orion

Internet of Things Services Enablement

- Backend Device Management: IDAS (IoT agents)

2. Security
    - Identity Management: KeyRock
    - PEP Proxy: Wilma

"COMPLEMENTARY" ENABLERS

1. Data and Context management
    - Real-time Stream-oriented Processing: Kurento
    - BigData Analysis: Cosmos
    - Complex Event Processing (CEP): Proactive
    - Dataset publications: CKAN
2. Internet of Things Services Enablement
    - IoT Data Edge Consolidation GE: Cepheus
3. Security
    - Authorization PDP: AuthZForce
4. Applications Ecosystems and Delivery Frameworks
    - Application Mashup: Wirecloud
    - Data visualization: SpagoBI
    - Business API ecosystem: Biz

3.4. Investment

Projects which have already got investment from private and/or public sources.

3.5. Type of Activity

IMPACT Growth is strategically focused in 4 sectors, that have shown both better take-up of Future Internet outcomes and market scalability, Smart Infrastructures and Cities, Smart Content, Smart Agrifood & Smart Manufacturing. More information in section 2 of the FAQs (http://impact-growth.fundingbox.com/pages/faq).

3.6. English Language

English is the official language for IMPACT Growth open calls. The proposal must be in English in all its mandatory parts in order to be eligible. For videos, English should be used as spoken language, or at least the video must be properly subtitled in English. If the mandatory parts of the proposal are in any other language, the entire proposal will not be eligible. If only non-mandatory parts of a proposal are submitted in a language different from English, those parts will not be evaluated but the proposal is still eligible.

English is also the only official language during the whole length of the acceleration process. This means that any requested deliverables will be admitted only if submitted in English.

3.7. Multiple submissions are forbidden

Only one proposal per applicant can be submitted to IMPACT Growth in this open call. Applicants will be asked to confirm that 'they are not submitting any other proposal to this same Open Call' in the Honour Declaration to be accepted before submitting the Application Form. If more than one proposal per SME is identified by the IMPACT Growth team, only the first proposal which has been submitted in order of time, will be evaluated.

3.8. Absence of conflict of interest

Applicants shall not have any potential conflict of interest with the IMPACT Growth selection process. All cases of potential conflict of interest will be assessed case by case.

4. IMPACT Growth project types

Whilst Section 3 lists the minimum criteria that a project must abide to in order to be eligible, IMPACT Growth partners will aim to select the most ambitious projects that show the highest potential as global businesses.

The ideal project type IMPACT Growth Consortium is looking for, would be high growth projects with an already existing market footprint (TRL 8 or 9). They will have to show market traction expressed in users or profit, as well as some pre-seed investment already raised from private or public investors. The ideal

target projects are looking for additional investment for scaling their business globally, looking to open a new territory in less than 6 months and, overall, . The social impact will be also valuable.

All these elements are recommended, they are not mandatory The more closely the projects match these criteria, the more likely they will be selected. What is mandatory is fullfilling all the eligibility criteria in section 3.

5. Preparation and submission of the proposals

The submission of proposals will be effected online through the FundingBox Platform [http://www.impactgrowth.fundingbox.com/apply] which is linked from both the IMPACT Growth website. Applications submitted by any other means will not be considered.

Proposals will be submitted in a one step process via the online application which will include:

1. Project proposal: divided in 5 main sections:
    a. Contact and legal info
    b. Project
    c. Team
    d. Business (General, Finantials, Strategic Fit and Projection).
    e. Technology
2. Questions for statistical purposes: additional multiple choice questions requested by the European Commission for statistical purposes.
3. Honour declaration on exclusion criteria and absence of conflict of interest: accepted by the SME or by the individuals being part of the project team.

Honour declaration on exclusion criteria and absence of conflict of interest: accepted by the SME or by the individuals being part of the project team.

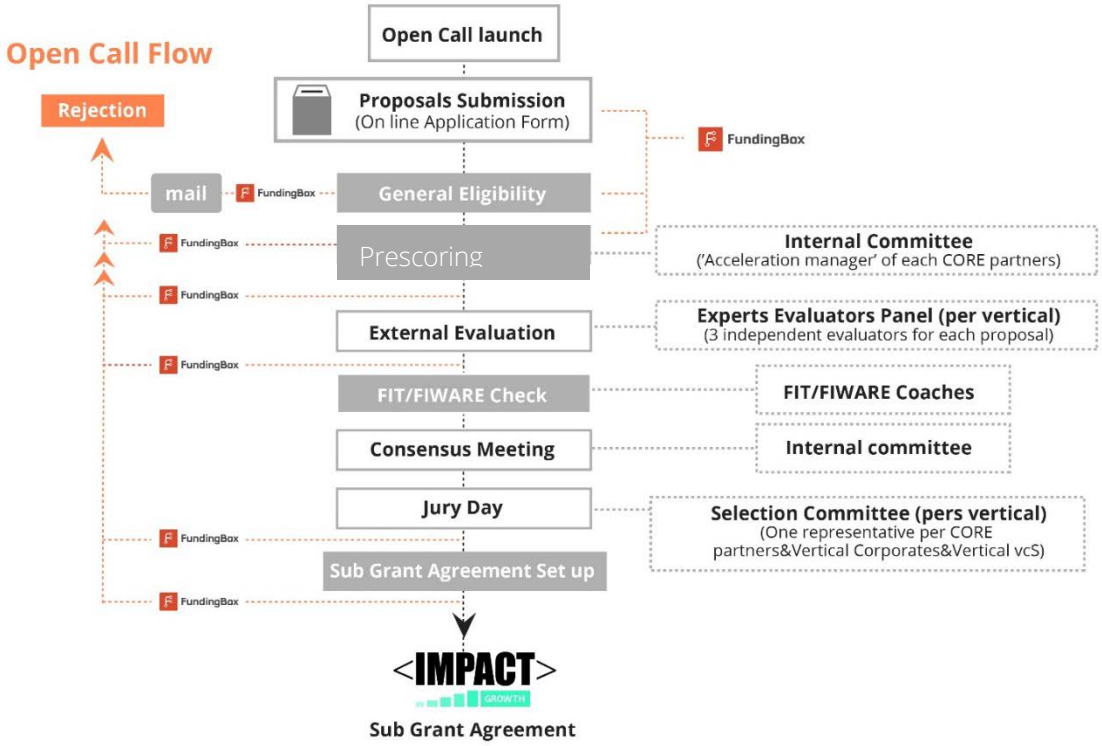
Evaluators will be instructed not to consider additional material which hasn't been specifically requested in the on line evaluation form.

The online application form contains one additional section that will not be evaluated, namely a Statistical Section including questions required by the European Commission for statistical purposes.

Applicants are 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 extenuating circumstances, will result in rejection of the proposal.

6. Selection Process

The evaluation flow is as follows:



250

6.1. Phase 1: Eligibility Check

In order to be eligible for evaluation, applications will be checked for compliance with the following:

- Comply with all the ELIGIBILITY CRITERIA listed in Section 3.
- Be submitted through the Open Call management tool [http://www.impactgrowth.fundingbox.com/ apply]. Proposals submitted by any other means, will not be evaluated.
- Be submitted before Deadline. Applications must be submitted by the closing time and date of the contest round. The time recorded by the FundingBox Platform, as submission time of the proposal, will be the official one. Late proposals will not be evaluated.

Communication to participants: Specific communication will be sent to the applicants eliminated from the process after the eligibility check. An individual communication will be sent to all participants passing the eligibility check.

6.2. Phase 2: Pre-scoring

Eligible proposals will then be AUTOMATICALLY SCORED by the Fundingbox System according to the following criteria:

- Team skills.
- Founders dedication to the project.
- Traction in terms of users, profit and sales.
- Scalability. Growth potential and knowledge of potential market.

- TRL, Technology Readiness Level.
- Investment. Amount of investment received, founders own equity and sources of money.
- On round: looking for money and investment for scaling the business.
- Partnership, having or in advanced stage of commitment with a corporate or any equivalent strategic partner.

For each item different levels will be defined (See detail in the Application Form). Each applicant will select the option that best describes the characteristics of its project in relation to each criterion.

At least 250 of the top ranked applications will form the "Filtered List of Applicants" proposed for external evaluation.

Output: Filtered List of Applicants.

Communication to participants: Specific communication will be sent to the applicants eliminated from the process after the pre-scoring. An individual communication will be sent to all participants passing the pre-scoring with specifics on pre-scoring results.

6.3. Phase 3: External Evaluation

All applications in the Filtered List of Applicants will be assessed and scored by three INDEPENDENT EXPERTS (from the Experts Panel created by the IMPACT Growth consortium for each vertical), on the following criteria:

- Team.
- Business Opportunity.
- Strategic Fit.

More specifically:

TEAM: The entrepreneur and their team 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. The team should be balanced, a cross functional team, fully dedicated to the project and with a strong background and skill base.

BUSINESS OPPORTUNITY will include:

- Traction: The applicants have to demonstrate the level of users, sales and profitability they expect to generate and the level of risk associated. This can be demonstrated using measurable indicators such as - engaged users, revenues, profits.
- Scalability: The applicants have to demonstrate a clear idea of what they want to do and whether the product has market potential, e.g. because it solves a problem for a specific target customer. The opportunity has to be global with high growth rates. The product/service should be scalable with internet-based distribution (search, social, mobile) or with proven ability to scale sales. In terms of internationalization, the project should be looking to open a new territory in the forthcoming months.

- Competition/Differentiation: 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
- Financial and Metrics: The applicants should provide information about their break even and potential of growth in the short term.

STRATEGIC FIT: IMPACT Growth looks for Start-ups which fit within the areas identified in Section 3.5 . (see Section 4 for more detail on the types of projects).

The ideal project type IMPACT Growth Consortium is looking for, would be high growth projects with an already existing market footprint (TRL 8 or 9). They will have to show market traction expressed in users or profit, as well as some pre-seed investment already raised from private or public investors. The ideal target projects are looking for additional investment for scaling their business globally, looking to open a new territory in less than 6 months and, overall, already using or willing to adopt FIWARE, as a core part of their technology roadmap. The social impact will be also valuable.

Each evaluator will rank the application assigning a score from 0 to 7 for each criterion and produce an Individual Evaluation Report. The final score will be calculated as an average of the individual assessments provided by the Evaluators, after normalising in order to compensate for scoring bias.

At least 50 of the top ranking proposals will be included in the "List of Pre-Selected Applicants" and passed to the next phase. Ties will be solved using the following criteria, in order:

- Business Opportunity score.
- Team score.
- Strategic Fit Score.
- Date of submission: earlier submitted proposals go first.

Output: List of Pre-Selected Applicants.

Note: Technology will be evaluated after this step by FIT/FIWARE Experts.

Communication to participants: Individual online communication will be sent to all eliminated proposals with information about their final score.

6.4. Phase 4: FIT / FIWARE Check

Especially appointed FIWARE Experts – chosen among FIWARE coaches assigned by the European Commission and/or IMPACT Growth own FIWARE coaches – will review the applications in the List of Pre-Selected Applicants to assess the declared use of FIWARE technology in the project.

FIWARE technology is expected to be a significant component of the proposed technical project, the advantages of using FIWARE should be highlighted in the proposals associated to Smart Solutions powered by FIWARE, and the role of FIWARE technologies in the software architecture of the solution should be relevant and clear. Similarly, how integration with FIWARE would be achieved must be clear in

the case of proposed FIWARE-ready technologies. The FIWARE Experts will evaluate whether these three conditions are met, and will provide a yes/no assessment.

Proposals passing the FIWARE check will pass to the following step.

Output: Short List of Pre-Selected Applicants.

6.5. Phase 5: Consensus Meeting

The Short List of Pre-Selected Applicants proposals will pass to the Consensus Meeting. The Consensus meeting will be attended by Internal Committee composed at least by the 'Acceleration Manager' of the CORE partners.

During the Consensus Meeting the 'Internal Committee' will decide the best proposals per vertical based on the external evaluation results and taking into account the selection criteria specified below:

- Team.
- Business.
- Strategic Fit.

Transversal criteria: **'Environment and low carbon economy contribution'**, **'Equal Opportunities'** and **'Social Impact'** will be considered in the final decision for instance: in case of a tie, projects with a female in the position of CEO, CFO or CTO will be prioritised to those without women or having women but not in management positions

A list of at least 30 finalists (hereafter, the "Finalists") will be invited to the final stage. The exact number will be decided by consensus during the meeting.

Output: List of Finalists.

Communication to participants: Individual online communication will be sent to all evaluated proposals. Additional information about next steps will be also sent to the List of Finalists which will be asked to send further information about their projects.

6.6. Phase 6: Jury Day

The SELECTION COMMITTEE, composed of members of the Steering Committee of the CORE partners, or a deputy, plus KIBO Ventures, plus the representative of the Vertical Corporates (optional), a representative of the FIWARE Foundation and the members of the 'Selection Advisory Board '(the members of the "Advisory Board' will have voice but no vote), will undertake the final evaluation of the List of Finalists during a Jury Day.

The Selection Committee by consensus will select the "Provisional List of Beneficiaries" (up to distributing all available grants). A "Reserve List" will be built out of the excluded applications. Formal assignment of the grant is subject to undersigning a Sub-Grant Agreement (SGA). Beneficiaries who refuse to undersign the SGA will be excluded, and substituted by the next in rank in the Reserve List.

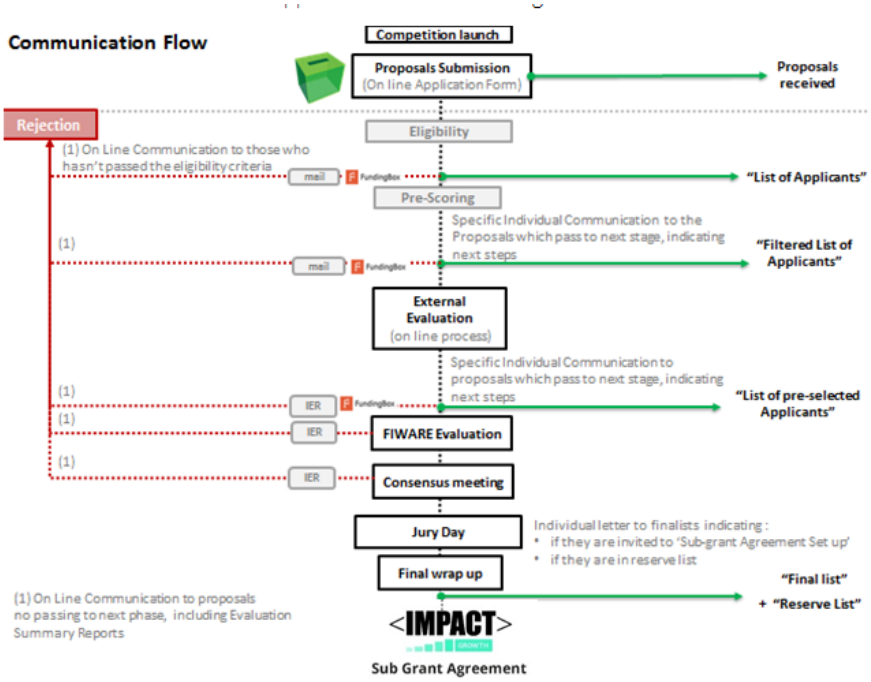
The applicants who undersign the SGA will be declared beneficiaries of the 1st IMPACT Growth Call.

Output: Provisional List of Beneficiaries, and Reserve List.

Communication to participants: Individual online communication a formal communication letter will be sent to all proposals participating in this final step, with information on their inclusion in the Provisional List of Beneficiaries or in the Reserve List.

7. Applicants Communication Flow

The applicants will receive the communications after each step of the evaluation process, a communication will be sent to applicants eliminated including the reasons for the exclusion.



8. Sub Grant Agreement Setup Process

The objective of this phase is to fulfil the legal requirements between the IMPACT Growth consortium and every beneficiary of the call. The SMEs included in the Provisional List of Beneficiaries will have to provide all documentation required to prove their compliance with the Eligibility Criteria described in Section 3. More specifically, the following documentation will have to be provided:

1. Status information of the beneficiaries:
   i. Legal Entity form: signed and stamped.
   ii. SMEs check list: signed and stamped. Following a simplified version of the EC SMEs check list. 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.

iii. Financial information. 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.

iv. Legal existence. Company Register, Official Journal or similar, showing the name of the organisation, 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).

v. 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.

2. Confirming the following aspects included in the Honour declaration accepted by proposed beneficiaries before submitting the Application Form:

a. Beneficiaries are not submitting any other proposal to this same Open Call (internal check), as provided for in Section 3.7.

b. Beneficiaries will not take part in another Acceleration Program while participating in the IMPACT Accelerator Program.

3. Bank account information: The account where the funds will be transferred shall be indicated via a Financial Identification form signed by the SME and their bank. The account holder will have to be the SME.

The documentation will have to be provided within deadlines communicated when enlisted in the "Provisional List of beneficiaries" (whether immediately or after the waiting list). In case the requested information is not provided in time without clear and reasonable justification, this will directly end the 'Sub-grant Agreement' setup process and projects inside the 'Reserve List' will substitute the failing applicants inside the "Provisional List of beneficiaries" in order of ranking.

Once all these formalities are covered the Consortium (represented by its coordinator Fundingbox) will sign the 'IMPACT Growth Sub-grant Agreement' with the final beneficiaries.

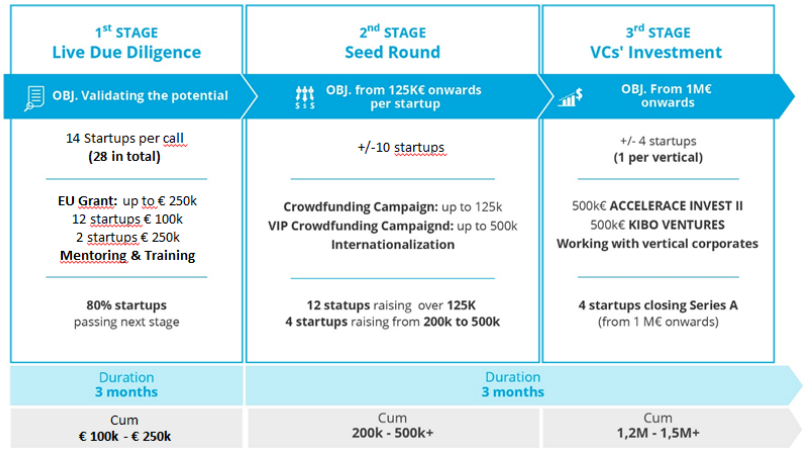
9. IMPACT Growth Accelerator Package for Beneficiaries

The selected applicants will participate in an online Acceleration Program of training and mentoring, with a duration of 6 months. Beneficiaries will have to travel to Madrid, Barcelona or Copenhagen for the training week and then the acceleration program will be online. The payments will be done in 3 instalments subject to achievement of certain milestones. Participants will receive:

- 14 beneficiaries up to € 100,000 equity free in cash to be delivered in 3 instalments.
- Services vouchers (Acceleration Suite) and perks.
- 2 beneficiaries will receive 2 prizes of up to €150,000, so in total they will receive up to €250,000 equity free in cash.

The Acceleration Suite includes three stages:

1. Live Due diligence
2. Seed Round
3. VC's Investment



All benefits are further detailed in the following sections.

1st stage: Live Due diligence

The objective of this stage is to validate the potential of the Startups selected, while passing through a highly demanding process of training and mentoring that is designed to strictly validate their products, business models and teams. It will be done by applying an 'extended Lean Startup acceleration model' adapted to the maturity level of the beneficiaries, composed of a full range of tailored services described below. In order to properly monitor the Startups performance at this stage, an "Individual Mentoring Plan" per startup will be defined at the beginning of the Program. The services in this phase will be articulated according with the project verticals

(1) Welcoming event – organised as opening of the Acceleration Programme. In this event, the Startups, mentors and IMPACT Growth Team, will meet and share their expectations.

(2) Training Camp – high quality one-week face to face training Programme organised as continuation of the Welcome Event..

(3) Online training – available for startups to provide them a continuity of learning, specialised in digital skills as it is one of the most demanded profile in startups.The on-line training includes virtual classes with well recognised professionals responsible for guiding each student in the acquisition and implementation of the knowledge and skills that will make them experts in the topic of the course they have enrolled.

(4) Mentoring - a totally customised service, where high level mentors and top professionals are specifically selected to fit Startups needs and to help them to advance, from their current growth stage, to a higher one. It is the cornerstone of the acceleration Programme and one of its most vital parts. . A 3x3 matrix approach is applied, where three complementary profiles are engaged in the process of fostering the growth of each Startup.

(5) Perks –access to the PERKS package offered by IMPACT Growth including Technical services, Marketing services, Legal services, Talent Recruitment among others (Perks Package detail https://drive.google.com/a/isdi.es/file/d/0Bxc2IV77k1KEUGhfQ2dKU2VKMnM/view?usp=sharing). All perks are coming from top digital brands such as:

(6) Project Monitoring

A 'Project Review Meeting' will be done at the end of the 3 months, in order to validate the project performance and to approve the next payment. The Review Meeting will be applied in 3 steps to better understand the Startup performance and progress.

The projects passing the threshold established, will have successfully pass the 'Live Due Diligence'. Therefore they will pass to the next phase of the acceleration Programme and will receive the corresponding tranche of money.

2nd Stage: Seed Round

Once the potential of the selected Startups has been validated, in this stage startups will be helped to raise money so as to become a European Super Star within a few years. The main service in this stage will be the Crowdfunding services. Additionally IMPACT Growth will support them in internationalisation if needed

(1) 'Crowdfunding Campaign' – the main objective in this phase is to support Startups in raising additional funds through equity-based 'Crowdfunding Campaigns' with a minimum goal of raising 125.000€ per campaign from the Crowd.

(2) Internationalisation Services – customised and integrated services will be provided to the selected startups.

3rd Stage: VC's Investment

Accelerace Invest II Fund, by ACC and KIBO Ventures will offer €500.000 tickets for the Startups with enough potential to become European Superstars.

1. 'VIP Crowdfunding Campaigns'. At this stage the Startups that show a potential to become an European Superstar will be invited to a 'VIP Crowdfunding campaign'. These Startups will be invested by Accelerace Invest II Fund, by ACC and KIBO Ventures. The minimum amount to be committed by each of these investors will amount to €500.000 per campaign.

2. Investors Day –organised to support all the startups that have successfully passed the 'live due diligence', to raise additional funding. (Illustrative example of previous IMPACT Investors' Days https://www.youtube.com/watch?v=YZE3oETVCG0)

10. Obligations of Beneficiaries

Each selected Beneficiary will sign the 'IMPACT Growth Sub-Grant Agreement' with the consortium (as indicated in Section 8). The funds awarded under the Sub-Grant Agreement are provided directly from the funds of the European Project IMPACT Growth, and are therefore, funds owned by the European Commission: Management of the IMPACT Growth funds has been transferred to the project partners in IMPACT via a European Commission Grant Agreement Number 732480.

The 'IMPACT Growth Sub-Grant Agreement' will include a set of obligations the Beneficiaries have towards the European Commission. It is the task of the Beneficiaries to satisfy these obligations and of the IMPACT Growth consortium partners to inform the beneficiaries about them.

11. Intellectual property rights

11.1. Originality of the sub-granted projects

The applicants base their proposals on original works and going forward any foreseen developments are free from third party rights, or they are clearly stated.

The IMPACT Growth consortium is not obliged to verify the authenticity of the ownership of the future products and services and any issues arising from third party claims regarding ownership are the solely responsibility of the sub-granted parties.

11.2. Ownership of the sub-granted projects results

The ownership of all IPR created by the Beneficiaries, via the IMPACT Growth funding, will remain with the beneficiaries, who will be the unique owners of the technologies created within the framework of their sub-granted projects.

11.3. IPR and obligations of the Beneficiaries

There are no IPR obligations toward the European Commission (EC). Yet, any communication or publication of the Beneficiaries shall clearly indicate that the project has received funding from the European Union and the IMPACT Growth accelerator within the FIWARE Accelerator program, therefore displaying the EU, FIWARE and IMPACT 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 IMPACT Growth for communication purposes.

Beneficiaries should provide the necessary information to be listed as Smart Solution powered by FIWARE or FIWARE-ready technology within the FIWARE Marketplace and they will commit to keep it up to date.

11.4. Obligations of the Beneficiaries towards FIWARE

FIWARE technology is open source software. No access rights or license fees will be requested for utilising the FIWARE technology throughout the duration of the project. Smart Solutions powered by FIWARE or FIWARE-ready technologies will not be required to be open sourced. However, the use of FIWARE technologies may involve the acceptance and use of different open source technologies with licensing agreements and it will be the sole responsibility of the sub-grantees to be aware of these licenses.

12. Support to Applicants

For more information about the IMPACT Growth Open Call, please check the FAQ section included in IMPACT website impact-accelerator.com and http://www.impactgrowth.fundingbox.com.

For further information on the call or if you have any doubts relating to the eligibility rules or the information that is to be provided in the Application Form, please contact the Open Call Helpdesk email: impactgrowth@fundingbox.com.

If you encounter technical issues or problems with the Application Form, please contact the Technical Helpdesk email: info@fundingbox.com or through the Spaces http://spaces.fundingbox.com/ #TECH_HELPDESK.

When contacting the Technical Helpdesk, please include the following information in your email message:

- Your telephone number and your email address
- Details of the specific problem (error messages you encountered, if there is a bug in the form. i.e. if a dropdown list isn't working, etc)
- Screenshots of the problem.

13. Schedule

In the table below are included the approximate dates in which each of the evaluation phases will end and the number of applicants that go through to the next phase.

	Phase	Description	Time	Approximate Day	Pass to the next phase
Evaluation	Phase 1 & 2	Elegibility & Prescoring	1 day	09/05/2017	250+
	Phase 3	External Evaluation	2 weeks	22/05/2017	50+
	Phase 4	FIWARE Check	1 week	29/05/2017	50+
	Phase 5	Consensus Meeting	1 day	02/06/2017	30+
		Finalist communications	1 day	03/06/2017	
	Phase 6	Jury Day	2 days	21/06/2017	14
				22/06/2017	
Acceleration	Phase 1	Live Due Diligence	3 months	September 2017	10-11
	Phase 2	Seed Round	3 months	December 2017	
	Phase 3	VCs Investment		2018	At most 2