DAPSI Programme – Round 2

Kick Off Meeting Evaluation, KPIs session
23/04/21
Table of contents

01 Payments scheme & overview of the evaluation roadmap
02 Zoom on Business KPIs
03 Zoom on Technical KPIs
01 Payments scheme & overview of the evaluation roadmap
The payment scheme

- Payments will be done in 3 instalments based on concrete results.
- Applicants will get a maximum of 150k€.
- Each beneficiary has the grant breakdown in the sub-grant agreement.
- In collaborative projects, each consortium should separately agree on the distribution of funds.
# DAPSI Programme & Payment amounts

<table>
<thead>
<tr>
<th></th>
<th>Phase 1</th>
<th>Phase 2</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>One natural person</strong></td>
<td>First payment (M1)</td>
<td>Second payment (M5)</td>
<td>Third payment (M9-10)</td>
</tr>
<tr>
<td>12.500 €</td>
<td>12.500 €</td>
<td>12.500 €</td>
<td>37.500 €</td>
</tr>
<tr>
<td><strong>Group of natural persons (team)</strong></td>
<td>25.000 €</td>
<td>25.000 €</td>
<td>25.000 €</td>
</tr>
<tr>
<td><strong>Legal Entity(ies) or combination of legal entity(ies)+individual(s)</strong></td>
<td>50.000 €</td>
<td>50.000 €</td>
<td>50.000 €</td>
</tr>
</tbody>
</table>
## Evaluation roadmap

<table>
<thead>
<tr>
<th>M1 – 1st Payment</th>
<th>M5 - 2nd Payment &amp; Pass to Phase 2</th>
<th>M10 – 3rd Payment</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pre-payment</td>
<td>Payment of Phase 1</td>
<td>Pass to Phase 2</td>
</tr>
<tr>
<td>No evaluation, based on grant agreement signature and attendance to the KoM</td>
<td>Continuous evaluation</td>
<td>Continuous evaluation and event</td>
</tr>
<tr>
<td></td>
<td>• Technical evaluation</td>
<td>• Technical evaluation</td>
</tr>
<tr>
<td></td>
<td>• Business evaluation</td>
<td>• Business evaluation</td>
</tr>
<tr>
<td></td>
<td>• Participation</td>
<td>• Presentation</td>
</tr>
<tr>
<td><strong>Evaluation weight:</strong></td>
<td>• Continuous evaluation (50%)</td>
<td>• Technical validation (50%)</td>
</tr>
<tr>
<td></td>
<td>• Business validation (40%)</td>
<td>• Business validation (20%)</td>
</tr>
<tr>
<td></td>
<td>• Participation (10%)</td>
<td>• Participation during the training programme (10%)</td>
</tr>
<tr>
<td>Evalulation weight:</td>
<td></td>
<td>• Participation in the final event (20%)</td>
</tr>
<tr>
<td>100-50%: green light – full payment</td>
<td>100-50%: green light – pass to Phase 2</td>
<td>100-50%: green light – full payment</td>
</tr>
<tr>
<td>50% - 25%: orange light – partial payment</td>
<td>50% - 0%: red light – project stops here</td>
<td>50% - 25%: orange light – partial payment</td>
</tr>
<tr>
<td>25% - 0%: red light – no payment</td>
<td>All the teams performing properly during the programme and showing relevant results in the event will have the opportunity to continue in phase 2!</td>
<td>25% - 0%: red light – no payment</td>
</tr>
</tbody>
</table>
• Obtaining orange lights reduces the amount proportionally.
• The retained amount can be recovered in the next validation, provided you obtain green light for the given criterium.
• Obtaining at least 1 red traffic light cancels the payment

100-50%: green light
50%-25%: orange light
25%-0%: red light

We do not want these scenarios!!

<table>
<thead>
<tr>
<th>Validation I (September)</th>
<th>Validation II (January)</th>
<th>Result</th>
</tr>
</thead>
<tbody>
<tr>
<td>✔</td>
<td>✔</td>
<td>Full payment in September Full payment in January</td>
</tr>
<tr>
<td>!</td>
<td>✔</td>
<td>Proportional payment in September Full payment in January (including the retained amount in September)</td>
</tr>
<tr>
<td>✔</td>
<td>!</td>
<td>Full payment in September Proportional payment in January</td>
</tr>
<tr>
<td>!</td>
<td>!</td>
<td>Proportional payment in September Proportional payment in January</td>
</tr>
<tr>
<td>✔</td>
<td>✗</td>
<td>Full payment in September The payment in January is cancelled</td>
</tr>
<tr>
<td>!</td>
<td>✗</td>
<td>Proportional payment in September The payment in January is cancelled</td>
</tr>
<tr>
<td>!</td>
<td>✗</td>
<td>The payment in September is cancelled Proportional payment in January (the amount from September is lost)</td>
</tr>
<tr>
<td>✗</td>
<td>✗</td>
<td>The payment in September is cancelled The payment in January is cancelled</td>
</tr>
</tbody>
</table>
02 Zoom on Business KPIs
## Business KPIs

| 1 | Problem and solution | The solution is trying to solve an identified problem  
Description of the solution  
Global overview  
Why you? |
|---|----------------------|--------------------------------------------------|
| 2 | Market               | The market size and the precise addressed market  
Targets  
Presentation of your business in a well identified and analyzed network (suppliers, clients, partners, legal framework) |
| 3 | Competition          | Presentation of your competitive environment  
Main actors description  
Deep description of 3 principal actors: size, offer, strategy, development stage. Did they raise any funds? |
| 4 | Sales                | Presentation and explanation of the Business Model  
Presentation and explanation of the price  
Details on the commercial release  
Number of Letter of Intent/Pilots signed after Phase 1 |
| 5 | Execution            | Global team’s progress  
Team Motivation |
The Evaluation Methods

• Your deliverables prepared during and after the training sessions will be evaluated by the trainer.

• After each call the mentor will evaluate your progress for each Business KPIs.

• Each team should specify a contact person (we will request it).
03 Zoom on Technical KPIs
Technical Evaluation for the Payments

• Based on the type and promised milestones/deliverable some of the following categories will be considered:
  • Document deliverable
    • Well documented
    • Respecting GDPR compliance requirement
  • Use Case Document
    • Scenarios
    • How it matches with the system requirements
  • Architecture Document
    • Does the architecture include functions that support the chosen sub-domain?
    • Does the architecture answer the requirements set by the customer?
Evaluation for the 2nd Payment

- Functional & Technical Requirement / Software Development Roadmap
  - Are the required functionalities for the chosen sub-domain considered?
  - If applicable:
    - Quality of data after the transformation – how it is measured and checked?
    - Syntactic interoperability: a pre-requisite to semantic, e.g., common data format and common protocol to structure the data
    - Semantic interoperability: interpret the meaning of the exchanged data unambiguously
    - Structural interoperability: the format of the data exchange (RDF, JSON, ...)

The Evaluation Methods

- The evaluation of document-based deliverables will be communicated by email
- Prototype/APIs/demos
  - Recorded video
  - If necessary, video calls will be organized with the team
  - Accessible (via website)
  - Opensource (Github)
- Each team should specify a contact person
Thank you

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