NGI · DAPSI   ▶▶▶   DATA PORTABILITY & SERVICES INCUBATOR

DAPSI Programme – Round 2

Kick Off Meeting

Evaluation, KPIs session

23/04/21

Table of contents

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

	Phase 1		Phase 2	Total
	First payment (M1)	Second payment (M5)	Third payment (M9-10)	
One natural person	12.500 €	12.500 €	12.500 €	37.500 €
Group of natural persons (team)	25.000 €	25.000 €	25.000 €	75.000 €
Legal Entity(ies) or combination of legal entity(ies)+individual(s)	50.000 €	50.000 €	50.000 €	150.000 €

Evaluation roadmap

M1 – 1st Payment	M5 - 2nd Payment & Pass to Phase 2		M10 – 3rd Payment
Pre-payment	Payment of Phase 1	Pass to Phase 2	Payment for Phase 2
No evaluation, based on grant agreement signature and attendance to the KoM	Continuous evaluation • Technical evaluation • Business evaluation • Participation	Semi-public event with Advisory Board Members and experts • Technical evaluation • Business evaluation • Presentation	Continuous evaluation and event • Technical evaluation • Business evaluation • Participation
	Evaluation weight: • Technical validation (50%) • Business validation (40%) • Participation (10%)	**Evaluation weight:** • Continuous evaluation (50%) • Event presentation (50%)	**Evaluation weight:** • Technical validation (50%) • Business validation (20%) • Participation during the training programme (10%) • Participation in the final event (20%)
	100-50%: green light – full payment **50% - 25%: orange light – partial payment** **25% - 0%: red light – no payment**	**100-50%: green light – pass to Phase 2** **50% - 0%: red light – project stops here** All the teams performimg properly during the programme and showing relevant results in the event will have the opportunity to continue in phase 2!	**100-50%: green light – full payment** **50% - 25%: orange light – partial payment** **25% - 0%: red light – no payment**

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- 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!!

Validation I (September)	Validation II (January)	Result
✔ (green)	✔ (green)	Full payment in September Full payment in January
! (orange)	✔ (green)	Proportional payment in September Full payment in January (including the retained amount in September)
✔ (green)	! (orange)	Full payment in September Proportional payment in January
! (orange)	! (orange)	Proportional payment in September Proportional payment in January
✔ (green)	✘ (red)	Full payment in September The payment in January is cancelled
! (orange)	✘ (red)	Proportional payment in September The payment in January is cancelled
✘ (red)	! (orange)	The payment in September is cancelled Proportional payment in January (the amount from September is lost)
✘ (red)	✘ (red)	The payment in September is cancelled The payment in January is cancelled

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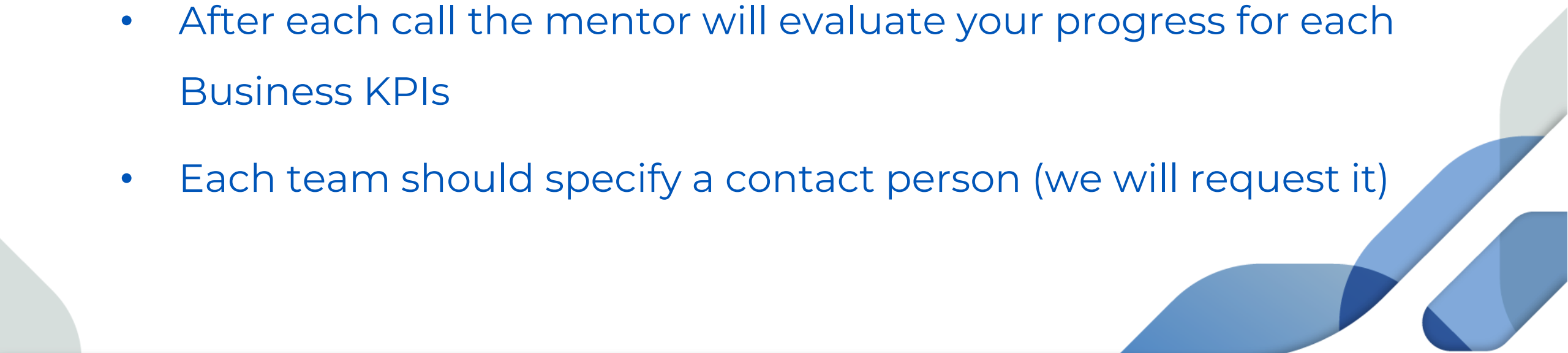
02 Zoom on Business KPIs

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

Find more info

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