



*Project funded by the Horizon 2020 Framework Programme of the European Union,
Grant agreement N°: **No. 731343***

Start date: **01/04/2017**

Duration: **30 months**

Frequently Asked Questions (FAQ)

<IMPACT> Connected Car (ICCAR) 2nd OPEN CALL

Closing date for proposals:
18 October 2018 at 17:00 (CET)

Version **06/06/2018**

Welcome to the <IMPACT> Connected Car Frequently Asked Questions. We are grateful that you are interested in applying to the <IMPACT> Connected Car Smartization Programme. The following information is intended to help you through the process of applying to the <IMPACT> Connected Car Open Call. The FAQ will be updated regularly based on the questions we receive. If you cannot find the answer to your question here, please submit your question(s) to info@fundingbox.com

TABLE OF CONTENTS

1. GENERAL QUESTIONS RELATED TO <IMPACT> CONNECTED CAR (ICCAR).....	3
1.1. WHAT IS <IMPACT> CONNECTED CAR?	3
1.2. WHAT IS "CONNECTED CAR". ARE APPLICATIONS LIMITED TO THE "CAR" CONCEPT?	4
1.3. ICCAR ADDRESSES 6 CHALLENGES. ARE APPLICANTS LIMITED TO SUBMIT PROPOSALS IN THESE AREAS?	4
1.4. WHAT IS CONSIDERED WITHIN THE 6 ICCAR CHALLENGES?	5
1.5. WHY SHOULD I PARTICIPATE IN THE <IMPACT> CONNECTED CAR OPEN CALL?	8
2. QUESTIONS BEFORE APPLYING TO <IMPACT> CONNECTED CAR OPEN CALL	9
2.1. WHO CAN APPLY TO THE OPEN CALL?	9
2.2. IF WE HAVE A PARTNERSHIP WITH A LARGE COMPANY FOR PRODUCT DEVELOPMENT, DOES THIS MAKE US INELIGIBLE?	10
2.3. WHAT TYPE OF PROJECTS IS <IMPACT> CONNECTED CAR LOOKING FOR?	10
2.4. CAN I APPLY IF I DON'T HAVE A COMPANY?	10
2.5. DO WE HAVE TO BE ALREADY SELLING OR INVOICING?	11
2.6. HOW CAN I APPLY FOR THE OPEN CALL?	11
2.7. HOW LONG DOES IT TAKE TO FILL IN AN APPLICATION?	11
2.8. WHEN IS THE DEADLINE FOR MY APPLICATION SUBMISSION?	11
3. QUESTIONS DURING APPLICATION TO <IMPACT> CONNECTED CAR OPEN CALL.....	12
3.1. WHY IS IMPORTANT TO SHOW PROJECT MATURITY?	12
3.2. HOW DO YOU EXPECT OUR PRODUCT TO BE PRESENTED IN THE APPLICATION PROCESS?	12
3.3. CAN ONE COMPANY SUBMIT 2 PROJECT IDEAS?	12
3.4. IF WE ARE IN ANOTHER ACCELERATION PROGRAM, CAN WE APPLY TO <IMPACT> CONNECTED CAR? THE MEANING OF OVERLAP WITH ANOTHER PROGRAM	12
3.5. WHAT TYPE OF SUPPORT IS AVAILABLE FOR PREPARING THE PROPOSAL?	13
4. QUESTIONS RELATED TO THE <IMPACT> CONNECTED CAR EVALUATION PROCESS	14
4.1. WHAT ARE THE CRITERIA FOR SELECTING THE FINAL BENEFICIARIES?	14
4.2. WHAT KIND OF REWARDS AND BENEFITS WILL <IMPACT> CONNECTED CAR OFFER TO BENEFICIARIES?	15
5. QUESTIONS RELATED TO <IMPACT> CONNECTED CAR FUNDING	17
5.1. DO SELECTED PROJECTS RECEIVE ANY MONEY IN ADVANCE?	17
5.2. WHEN DO THE SELECTED PROJECTS RECEIVE THE FUNDING?	17
5.3. HOW WILL <IMPACT> CONNECTED CAR MONITOR THE PROGRESS OF THE BENEFICIARIES?	17
6. QUESTIONS RELATED TO THE PARTICIPATION IN THE <IMPACT> CONNECTED CAR SMARTIZATION PROGRAMME	18
6.1. ARE ALL ACTIVITIES INCLUDED IN THE SMARTIZATION PROGRAMME COMPULSORY?	18
6.2. ARE ALL PROJECTS REQUIRED TO GO THROUGH THE TRAINING PROCESS?	18
6.3. IS IT MANDATORY TO MOVE OUR BUSINESS FOR THE SMARTIZATION PROGRAMME?	18
6.4. DOES <IMPACT> CONNECTED CAR OFFER CO-WORKING SPACES FOR BENEFICIARIES?	18
6.5. DOES THE <IMPACT> CONNECTED CAR OFFER TECHNICAL FACILITIES OR ANY OTHER SERVICES?	18
6.6. ARE ALL ACTIVITIES INCLUDED IN THE SMARTIZATION PROGRAMME COVERED BY THE PROGRAMME?	19

1. General Questions related to <IMPACT> Connected Car (ICCAR)

1.1. What is <IMPACT> Connected Car?

<IMPACT> **Connected Car** aims at creating value link-chains for innovation in the **Connected Car** Open Space, with vehicle, infrastructure and device and TelCo interactions and consumer and business services through **one acceleration and Smartization programme**

<IMPACT> **Connected Car** will support **over 64 disruptive SMEs** and startups with up to **60,000€ per SMEs plus acceleration and coaching services**, plus, the best-in-class performers (2 SMEs per call) will have access **up to 200,000€** per SMEs through Crowd-funding Services¹.

Furthermore, **2 world-class SMEs** will be awarded as **Connected Car Super Stars** where **a prize of 15,000€ will be granted**. Last but not least, **4 use Cases**, which are already disrupting the automotive industry, have been **integrated in the consortium** to inspire other potential disruptors.

Through its open calls <IMPACT> **Connected Car** will create a portfolio of **64 disruptors of the CCI** situated between **TRL 7** "System prototype demonstration in operational environment" and **TRL 9** "Actual system proven in operational environment", which will act as beachheads in the creation of new value chains.

Selected companies would be able to participate in a 7-months **Smartization Programme**, led by key world class professionals and entrepreneurs, which will include:

- Specialized on-site training and networking events oriented to help beneficiary SMEs in expanding their business.
- Tailor-made coaching services, providing continued support throughout the whole process.
- Access to technical services, Marketing services, Legal services, Talent Recruitment.
- Crowdfunding Campaigns to support beneficiaries in raising additional funds.

<IMPACT> **Connected Car** is a high performance and equity free acceleration programme supported by FundingBox, Automotive Technology Center of Galicia-CTAG , INSERO E-Mobility A/S, MOV'EO, Moravian-Silesian Automotive Cluster, Lubelski Park Naukowo - Technologiczny S.A, Fundació Barcelona Mobile World Capital , INTERNETSIA S.L., Polish Agency for Enterprise Development, Ferrovial Servicios, S.A., PSA Groupe, FIWARE Foundation, Federation Internationale de l'Automobile, THE SWAMP IOT FACTORY SL, Little Electric Car España, S.L, Eevo IO ApS, Argus Cyber Security, HEVO BV, among other big players.

IMPACT Connect Car is looking for SMEs and startups in the following challenges/verticals:

- Safety and security;

¹ Please note that this is a service to be offered to "best in class" beneficiary SMEs in ICCAR Smartization Programme, and will not be considered as part of the Financial Support to Third Parties, as per defined by H2020 rules. The selection of SMEs will be made at discretion of ICCAR consortium members, since this is not a financial support, but a service. Details provided in Section 8 of the Guide for Applicants.

- Driver assistance;
- Well-being;
- Mobility management;
- Vehicle management;
- Infotainment.

For more information, visit our **website**: <http://www.impact-accelerator.com/connected-car/> and register in the <IMPACT> **Connected Car Community**: <http://impactconnectedcar.fundingbox.com/>.

1.2. What is “Connected Car”. Are applications limited to the “Car” concept?

NO, but CAR is a priority. This means, that concerning the **Connected Car concept** ICCAR is open to receive applications from solutions being applied to **other mobility means, whenever they will explain how they would be APPLICABLE OR TRANSFERABLE TO THE CAR**, as main focus of the solutions to be supported by ICCAR. In those cases, the section “Connected Car Technology” is addressed to explain such a “car-related” solution:

Explain how you will favour the Digitalisation of Car Industry in relation to the 6 verticals defined in the IMPACT Connected Car Open Call or another area that you think that could leverage such digitalisation beyond the challenges defined in ICCar.

1.3. ICCAR addresses 6 challenges. Are applicants limited to submit proposals in these areas?

NO, <IMPACT> Connected Car is open to receive applications **preferably from the 6 verticals** listed and explained below (point 1.4). These verticals are used as **exemplary solutions** that ICCAR consortium is expected to see as the potentially most relevant for the automotive industry nowadays, but the **projects are not limited to these proposed topics**.

However, applicants have **to demonstrate the impact of their solutions on the Connected Car Space**, namely if their proposed solutions do not fit exactly with the pre-defined list of challenges / verticals. The “Connected Car Technology” field in the application form will be used also to explain this:

Explain how you will favour the Digitalisation of Car Industry in relation to the 6 verticals defined in the IMPACT Connected Car Open Call or another area that you think that could leverage such digitalisation beyond the challenges defined in ICCar.

1.4. What is considered within the 6 ICCAR Challenges?

Safety and security: the challenge is to develop functions that warn the driver of external hazards and internal responses of the vehicles to hazards.

- o Collision avoidance (blind spot monitoring), intersection pilot, lane assistant, autonomous braking, traffic sign violation warning.
- o Hazards warning.
- o Emergency call (eCall).
- o Protection of Vulnerable Road Users.
- o Cybersecurity;
- o Stolen Vehicle Tracking and Recovery.
- o Roadside assistance.
- o Pavement Conditions measurement.
- o Cybersecurity dedicated to Blockchain

Projects are not limited to the proposed topics, but they have to demonstrate their impact on the Connected Car Space. Some examples of ideas/projects/proposals expected are:

- Services to inform drivers about the state of the roads and other external environmental hazards.
- Projects related to the protection of software in the vehicle, to prevent cyberattacks.
- Projects related to the protection of data that the occupant of the vehicle shares with the vehicle.
- Services (C-ITS applications) to connect cars with VRUs and warn them of danger.

Driver assistance: the challenge is to use functions involving partially or fully automatic driving.

- o Operational assistance or autopilot in heavy traffic, in parking or on highways.
- o 3D Cloud Based Navigation.
- o Cruise control.
- o Self-driving.
- o Speed/distance advice.
- o Artificial intelligence (AI) for Autonomous Drive

Projects are not limited to the proposed topics, but they have to demonstrate their impact on the Connected Car Space. Some examples of ideas/projects/proposals expected are:

- Projects related to cooperative adaptive cruise control or autonomous cruise control.
- Services (C-ITS applications) related to control self-driving, speed and distance.

Well-being: the challenge is to identify functions involving the driver's comfort and ability and fitness to drive. Topics which fall under this category are:

- Fatigue detection.
- Alco-lock.
- Seat adjustment
- Services/functions to active ageing or to disable persons
- Driver distraction alert
- Driver health monitoring

Projects are not limited to the proposed topics, but they have to demonstrate their impact on the Connected Car Space. Some examples of ideas/projects/proposals expected are:

- Projects related to the prevention of accidents resulting from driver fatigue, driver distraction, driver health problems.
- Services that provide the elderly with access to the car connected.
- Monitoring services to control driver's abilities and behaviors.

Mobility management: the challenge is to use functions that allow the driver to reach a destination quickly, safely and in a cost-efficient manner. Specifically projects that cover the following topics:

- Current traffic info (floating car data/ITS).
- Maps/street view.
- Journey Planner.
- Parking lot or garage assistance.
- Services to Electric Vehicles: Schedule charging slot, near charging stations and prices, estimate driving range/battery, home charging.
- Optimised Fuel consumption/Eco driving.
- Hazardous climatic conditions warning and driving tips
- Vehicle as part of the IoT

Projects are not limited to the proposed topics, but they have to demonstrate their impact on the Connected Car Space. Some examples of ideas/projects/proposals expected are:

- Services can be offered to the customers to improve their Journey: integrate the car in the journey context, help to the customer to have a relaxing journey, Journey planners, etc.
- Services to plan a pleasant journey with the EV: the shorter trip, the less energy consumption trip, where to recharge and what to do meanwhile, plan the most economic trip, etc.
- Services to plan the journey taking into account possible climatic hazards and offering advice about how to drive in case of ice sheet, animal on the road, unexpected accident, etc.

Vehicle management: the challenge is to seek solutions that aid the driver/car owner in reducing operating costs and improving ease of use. The main topics to be covered in this challenge are:

- Vehicle conditions and service reminders.
- Remote operation and SW updated.
- Transfer of usage data.
- Driver Performance Analytics.
- Electronic tolling and road usage.
- Car sharing/Car-pooling Systems, mainly for EV and PHEV use-cases.
- Vehicle-to-Grid capabilities.
- Customer profiling. Promotions.
- For fleets for load identification and characterization, for EV and PHEV use-cases.
- For maintenance of Fleets -> Correspondence of the work order to the tools and protection equipment loaded into the vehicle.
- Vehicle Communication (V2X).
- Artificial Intelligence (AI) for personal assistant

Projects are not limited to the proposed topics, but they have to demonstrate their impact on the Connected Car Space. Some examples of ideas/projects/proposals expected are:

- Projects related to Intelligent route payment.
- Services related to improve customer experience in the car.
- New services based on customer profiles.
- Projects related to load control on the road to avoid accidents, to alert about an accident and the type of load (dangerous, toxic, animal, ect).
- Projects related to load control on the road to avoid accidents, to alert about an accident and the type of load (dangerous, toxic, animal, ect).
- Services to connect the vehicle to any device/car/infrastructure.

Infotainment: with this challenge, it is looked for functions involving entertainment of driver and passengers. The topics identified for this Call as having great potential to impact the CCI, are:

- Smartphone interface, mainly for EV and PHEV use-cases.
- WLAN hot spot.
- Internet services.
- Social media & networking.
- Personal info management.
- Mobile office.
- Advertisement & Points of Interest, trip info.
- Hotel/restaurant easy booking.
- In-vehicle secure open-access service platform.

Projects are not limited to the proposed topics, but they have to demonstrate their impact on the Connected Car Space. Some examples of ideas/projects/proposals expected are:

- Projects related to have a mobile office and keep the car safe.
- Services offered to driver and passengers in autonomous cars.

1.5. Why should I participate in the <IMPACT> Connected Car Open Call?

First of all, because you have the possibility to receive **up to 60,000€** in cash equity free! The companies that enter in the Smartization programme will receive up to 60,000€ plus, the best-in-class performers (2 per call) will have access up to 200,000€ per SMEs through Crowd-funding Services.

But it is **not just for the money!!!**

You would be able to participate in a 6 month **Premium Smartization Programme**, led by key world class professionals and entrepreneurs, which will include:

- Specialized on-site **training** and **networking events** oriented to help beneficiary SMEs in expanding their business.
- **Tailor-made coaching services**, providing continued support throughout the whole process.
- Access to technical services, Marketing services, Legal services, Talent Recruitment.
- **Crowdfunding Campaigns** to support beneficiaries in raising additional funds.

Therefore, if you want to learn from and work with the most recognized professionals within your sector, with first class mentoring support and importantly real financial support, **<IMPACT> Connected Car** is your programme.

2. Questions before applying to <IMPACT> Connected Car Open Call

2.1. Who can apply to the Open Call?

Only SMEs legally established in any of the following countries (hereafter collectively identified as the 'Eligible Countries') will be eligible for the <IMPACT> Connected Car Smartization Programme, more information of the eligible countries [here](#)²:

- 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: o Anguilla, Aruba, Bermuda, Bonaire, British Virgin Islands, Cayman Islands, Curaçao, Falkland Islands, French Polynesia, Greenland, Montserrat, New Caledonia, Pitcairn Islands, Saba, Saint Barthélemy, Saint Helena, Saint Pierre and Miquelon, Sint Eustatius, Sint Maarten, Turks and Caicos Islands, Wallis and Futuna.
- The **Countries Associated to Horizon 2020**: the latest information on which countries are associated, or in the process of association to Horizon 2020 can be found in the in the [online manual](#).
- The **following countries, except exclusion rules that might be applicable by H2020 programme in the deadline date of the open call** (see footnote) and provided that natural or legal persons, groups or non-State entities are not covered by the Council sanctions in force. Please see: the consolidated list of persons, groups and entities subject to EU financial sanctions, available at http://eeas.europa.eu/cfsp/sanctions/consol-list_en.htm:

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).

² Concerning the list of eligible countries, including Associated Countries, it will be considered the updated list in the Horizon 2020 portal in the cut-off date of the Open Call.

(** This designation shall not be construed as recognition of a State of Palestine and is without prejudice to the individual positions of the Member States on this issue).

Moreover, to be eligible, your proposals have to fully comply with the **eligibility criteria** indicated in the 'Guide for Applicants', which are:

- Projects have to be in a **TRL 7** "System prototype demonstration in operational environment", **TRL 8** "system complete and qualified" or **TRL9** "Actual system proven in operational environment" development phase.
- Projects will have to show their **potential to build new industrial value link-chains**, as well as any partnership or commitment with a corporate or equivalent strategic partner.
- Projects has to be submitted in **English**.
- **Only one proposal per SME can be submitted**. SMEs having submitted more than one proposal will be excluded from the evaluation process.
- Applicant shall **not have any conflict of interest**.

2.2. If we have a partnership with a large company for product development, does this make us ineligible?

NO, as you can see in the Guide for Applicants, Section 3 a product development partnership, focused on technical or technology collaboration, is a criterion to obtain financial support, and will be considered in the pre-scoring phase (Section 5 of the Guide for Applicants), but is not a pre-requisite.

In any case, other kind of partnership, e.g. business partnership or more specifically crossed share capital participations with a large company should not breach EC RECOMMENDATION of 6 May 2003 concerning the definition of micro, small and medium-sized enterprises (notified under document number C (2003) 1422) (2003/361/EC).

If the large company owns more than 25% of the SME's shareholders capital, this would most probably mean that the small daughter company could NOT be considered an SME.

2.3. What type of projects is <IMPACT> Connected Car looking for?

The <IMPACT> **Connected Car** Consortium is looking for **high growth projects** with an already existing market footprint (TRL 7, 8 or 9) and the ability to generate economic and societal value. Projects will have to show their **potential to build new industrial value link-chains**, as well as any **partnership** or commitment with a corporate or equivalent strategic partner.

Transversal criteria such as '**Environment and low carbon economy contribution**' (e.g. reduction of greenhouse emissions), '**Equal Opportunities**' (e.g. gender balance) and '**Social Impact**' (e.g. job creation) will be taken into account in the final decision.

Transversal elements are recommended, but not mandatory. The more closely the projects match these criteria, the more likely they will be considered for funding. The fulfilment of the eligibility criteria described in section 2 of the Guide for Applicants is mandatory.

2.4. Can I apply if I don't have a company?

YES, BUT...It would be recommended to apply as SMEs in constitution process at this stage because **only SMEs participating on their own are eligible to receive funds**.

For this reason, if you have already incorporated your company and you only need the registration number, you can apply as an SME. We will ask you the documentation to prove that you are an SME, once the evaluation process is finished and before starting the Smartization Programme, so well after the closing date for applications.

In any case, although you can apply as SMEs in constitution process, if you are selected as a beneficiary, <IMPACT> **Connected Car** project will ask you to be **incorporated as an SME before the start** of the <IMPACT> **Connected Car** Smartization Programme.

2.5. Do we have to be already selling or invoicing?

NO, It is **not a requirement**, but it would be **positively evaluated**.

2.6. How can I apply for the Open Call?

You can apply for the call through the following link: <https://iccar-opencall2.fundingbox.com/>

2.7. How long does it take to fill in an application?

It shouldn't take long (**1-2 working days as an average**). You will have to fill in the contest application form. Specific character limits have been established in each section of the online application form.

We encourage you to keep your proposal focused on the requested information keeping in mind the challenges and topics covered object of this 2nd Call.

We recommend you to start the submission process quit before the deadline in order to avoid last minute circumstances.

2.8. When is the deadline for my application submission?

The deadline for the first call is **18 October 2018 at 17:00 (CET)**. No applications will be accepted after this deadline.

3. Questions during application to <IMPACT> Connected Car Open Call

3.1. Why is important to show project maturity?

Because <IMPACT> **Connected Car** is looking for **high potential of growth projects** with an already existing market footprint (TRL 7, 8 or 9). They will have to show market attractiveness demonstrating the **level of users, sales and profitability** they expect to generate. This can be demonstrated using measurable indicators such as engaged users, revenues, profits, expected evolution of the services or product.

3.2. How do you expect our product to be presented in the application process?

Inside the online application form there is a specific field for **attachments** to show your product. Also, you can provide a **Technology Map** to better illustrate your solution.

3.3. Can one company submit 2 project ideas?

NO, according to <IMPACT> **Connected Car** Open Call eligibility criteria: only one proposal per SME or individual can be submitted. If more than one proposal per SME is identified by the <IMPACT> **Connected Car** team, only the first proposal which has been submitted in order of time, will be evaluated.

3.4. If we are in another Acceleration Program, can we apply to <IMPACT> Connected Car? The meaning of OVERLAP with another Program

YES, BUT...as long as the programmes **don't overlap**. Applicants have to be sure that they won't be involved in any Acceleration Program, or other innovation programme that include mentoring and / or access to corporates when they will be selected for <IMPACT> **Connected Car Smartization Programme**. Once selected, you will have to sign the Grant Agreement and you will be invited to the Disruptive Bootcamp.

Each single potential overlap will be assessed case by case during the Sub-Grant Agreement set up process (expected in around January 2019), not before, so if the applicant company is still participating in one acceleration programme during the application timeline of ICCAR, it will not be automatically excluded from the selection process. For more details **please check section 2.8 of Guide for applicants where the definition of overlap DURING participation in SMARTIZATION PROGRAMME (i.e. not checked during APPLICATION) is described.**

The non-overlap with other acceleration programme will be specifically **assessed by FundingBox, as coordinator of ICCAR together with each single applicant and analysed case by case but not during application process**, but **during the process of Signature of the Sub-Grant Agreement (SECTION 7)**, concretely, the period between mid-November 2018 (Invitation to sign the Sub-Grant Agreement and participate in the Bootcamp) and Mid-

January 2019 (expected date for signature of the agreement and Disruptive Bootcamp participation).

As described in SECTION 7 the confirmed applicants which will be invited to sign the Sub-Grant Agreement have to **confirm the following** included in the Honour declaration accepted by proposed beneficiaries before submitting the Application Form:

"Beneficiaries will not take part in another Acceleration Program while participating in the <IMPACT> Connected Car Smartization Programme."

Overlap means that programme analysed includes **funding (ie equity free grant)** and / or a set of **services like those described in SECTION 8.2 of the GfA**

Overlap DOES NOT mean that programme analysed outside of ICCAR Smartization Programme includes **investment (ie non-equity free or VC)**, or being within one of the previous cases (funding or services overlap), the applicant involved in such a programme is **not actively participating on it, because is involved in landing off stages**, like submitting final deliverables / KPIs already achieved or attending no more than one event within other acceleration programme (ie typical final pitching or Jury Day in the actually active programme during the ICCAR Smartization programme deployment)

Anyway, as described above, each single **potential overlap will be assessed in the case by case during the Sub-Grant Agreement set up process, not before, so if the applicant company is still participating in one acceleration programme during the application timeline of ICCAR, it will not be automatically excluded** from the selection process (described in SECTION 5)

3.5. What type of support is available for preparing the proposal?

The '**Guide for Applicants**' is the main reference document. It provides detailed information about the requirements of the evaluation and selection process, and the Smartization Programme offered by **<IMPACT> Connected Car**.

Additionally, an **Open Call Helpdesk** service is on hand to clear up any doubts you may have relating to the application process (eligibility rules, application form information requests, etc). It will be available through the Open Call community spaces available for such a purpose at <https://spaces.fundingbox.com/spaces/impactconnectedcar-community-iccar-faq-project-and-open-calls>

Finally, a **Technical Helpdesk** service (info@fundingbox.com) is also available if you encounter any technical problem when filling in the application form.

4. Questions related to the <IMPACT> Connected Car evaluation process

4.1. What are the criteria for selecting the final beneficiaries?

The <IMPACT> Connected Car selection process has been designed to be fair, fun and interesting for you. The selection process will be as follows:

- **Proposals reception:** On receipt of each proposal, the system will send an Acknowledgment of receipt to the proposer. Late submissions won't be accepted
- **Phase 1. General Eligibility Check**
 - Comply with all the ELIGIBILITY CRITERIA listed in Section 2 of the Guide for Applicants.
 - Be submitted through the FundingBox online platform [<https://iccar-opencall2.fundingbox.com/>]. Proposals submitted by any other means, will not be considered for evaluation.
 - Be submitted before the deadline. Applications must be submitted by the closing time and date of the contest round. The time recorded during the submission process of the FundingBox Platform, will be the official time of submission. Late proposals will not be evaluated.
- **Phase 2. Pre-scoring:** Eligible proposals will then be AUTOMATICALLY SCORED by the FundingBox System according to the following criteria, scoring up to 100 percental points as follows:
 - TEAM (30% Weight / 30 points)
 - Team skills. Based on the "more and more varied skills, the best" (up to 15).
 - Founders dedication to the project. Based on "the more committed dedication, the best" (up to 15)
 - BUSINESS (30% Weight / 30 points)
 - Traction in terms of stage of product development. Based on "the more developed, the best" (up to 20)
 - Scalability. Based on the proved experience in the target market (up to 10)
 - STRATEGIC FIT (40% Weight / 40 points)
 - TRL, Technology Readiness Level. As described above, we expect products on TRL7 to TRL9 (up to 20)
 - Partnership, having or in advanced stage of commitment with a corporate or any equivalent strategic partner and the purpose of such agreements, if any (up to 15)
 - Investment. Amount of investment received, founders own equity and sources of money (up to 5)

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.

- The maximum points for each criterion, applying corresponding weights, and total sum is:
 - 9 for TEAM = 30 (e.g. Team Skills + Founders dedication to the project) * 30%
 - 9 for BUSINESS = 30 (e.g. Traction + Scalability) * 30%
 - 16 for STRATEGIC FIT = 40 (e.g. TRL + Partnership + Investment) * 40%
 - 34 is the TOTAL MAXIMUM PRE-SCORING = 9 + 9 + 16

The threshold in <IMPACT> Connected Car 1st Open Call was: 23,8 points (70% of 34).

The same threshold will be applied in the 2nd ICCAR Open Call.

- **Phase 3. External Evaluation:** All applications having successfully passed phase 2 will be assessed and scored by three INDEPENDENT EXPERTS (from the Experts Panel created by the <IMPACT> Connected Car consortium for each vertical/challenge), on the following criteria:
 - Team.
 - Business Opportunity.
 - Strategic Fit.

Additionally, Transversal Criteria, will be taken into account in the final decision to rank finalist proposals, in case of score tyings

- **Phase 4. Technical Evaluation and Consensus Meetings:** The Evaluation panel will provide a list of a yes/no assessment of pre-selected applicants. The evaluation will be carried out by experts from CTAG, INSERO, MOVEO and ISDI as responsible partners of the Business + Technical Coaching services, in order to assess if the pre-selected proposals specifically match with the set of services to be provided by involved partners along the Smartization Programme (See SECTION 8.2 GfA).

After this assessment, the internal committee will decide the best proposals per challenge based on the external evaluation results and taking into account the selection criteria specified above. Please note that during this phase transversal criteria such as **Environment and low carbon economy contribution**, **Equal Opportunities** and **Social Impact** will be considered in the final decision.

The **highest 40 ranked proposals**, will participate in the **Disruptive Boot Camp**, a **3-day** workshop where the selected SMEs will discover the challenges and business niches from the large companies. After their participation in the Bootcamp, **the best 22 will be selected to participate in the Stage 2 of the ICCAR Smartization Programme: Ignition Plan.**

For more information about the evaluation process, consult the "**Guide for Applicants**".

4.2. What kind of rewards and benefits will <IMPACT> Connected Car offer to beneficiaries?

If you are selected by the <IMPACT> **Connected Car** Selection Committee, you will have full access to the following resources:

- **Business Coaching:** one-on-one sessions with an assigned business coach that will act as entrepreneur in residence for 6 months (up to 10 sessions of specialised mentoring/SME). The business coach will be responsible for building new value chains from the innovation potential of SMEs.
- **Technical Coaching:** one-on-one sessions with an assigned technical coach that will act as CTO in residence for 6 months (up to 114h/SME). The technical coach will be responsible for maximising the absorption of ICT capabilities and technical improvements in the beneficiary

SMEs along the Smartization Programme. This Technical Coaching will include "*e-driver's privacy and confidentiality protection*"

- **Technical support & lab hours:** Direct access to engineering and validation services including access to technical facilities of the Competence Centres involved in the <IMPACT> Connected Car community network. (Within the 114h/SME devoted to SMEs)
- **Corporate Coaching or Cross-innovation Coaching:** one-on-one sessions with international top-notch mentors and business leaders from Leading Corporates or relevant organizations of the targeted sectors. The Corporate Coach will be responsible for advising SMEs and supervising their process in the value links-chain generation. (Up to 48h/SME)
- **Funding Coaching:** They will help beneficiary SMEs to get additional funds to continue the project execution beyond <IMPACT> Connected Car support. (Up to 16h/SME)
- **Boot-camps:** oriented to help beneficiary SMEs in expanding their business by connecting them with 'rooted companies'.
- **Project monitoring** in order to validate the project performance and to approve the related payment
- **PERKS package** including Technical services, Marketing services, Legal services, Talent Recruitment.
- **Participation in an Investors Day** to raise funds.

5. Questions related to <IMPACT> Connected Car funding

5.1. Do selected projects receive any money in advance?

The <IMPACT> **Connected Car** funding scheme is based on a series of payments against proofing the achieved milestones. Meaning that payments, will only be made upon receiving and validating the beneficiary's previously agreed milestones. Therefore, there is no advanced payment.

5.2. When do the selected projects receive the funding?

Payments will be done in different instalments subject to the achievement of certain milestones. Participants will receive € 60,000 equity free in cash with the following milestones:

- **40** beneficiaries up to **3,000€**: month 0 to participate in the Disruptive Boot-camp (1st stage).
- **22** beneficiaries up to **7,000€**: month 2-3 to launch the Ignition Plan (2nd stage).
- **18** beneficiaries up to **50,000€**: month 6-7 to put in place the 3rd stage, Product Development.
- The **most promising** beneficiary, the best-in-class performer, will receive up to **200,000€** through Crowd-funding Services at the end of the 3rd phase process.

Dates are estimated and might change depending on the final payment from the EC. A 15% of Funding will be linked to the last EC payment to Project Coordinator, foreseen 6 months after <IMPACT> **Connected Car** ends (September 2019).

5.3. How will <IMPACT> Connected Car monitor the progress of the beneficiaries?

In order to properly monitor the Startups and SMEs performance, beneficiaries will go through a 'Projects Review Meeting' in order to validate the project development and to approve the related payment. An **Interim Review** will be done two months after the beginning of the Smartization programme (end of Ignition Phase) to all beneficiaries taking part in the 2nd phase of the Smartization programme (Ignition phase). After this review the **18** beneficiaries with the highest scores will pass to the 3rd stage of the Smartization programme. Beneficiaries participating in the Product development phase (3rd phase) will be evaluated during the **Final review** at the end of the Smartization programme.

Review Meetings will be applied in 3 steps to better understand the SMEs' performance and progress following the below mentioned criteria:

- **Business performance**: it will be evaluated in terms of deliverable compliance (30%), Business/Technical Performance Indicator (30%), SMEs Performance Indicator (25%), deadlines compliance (15%). All these criteria will be established in the Individual Mentoring Plan.
- **Technical potentiality**: It will be evaluated by CTAG and technical partners based on the real potentiality of the project to influence the value chains of existing industries.
- **Coaching Meeting**: will ratify project performance and will take the final decision regarding beneficiaries who haven't reached the threshold.

6. Questions related to the participation in the <IMPACT> Connected Car Smartization Programme

6.1. Are all activities included in the Smartization Programme compulsory?

YES, All activities included in the 'Smartization Programme' are compulsory.

6.2. Are all projects required to go through the training process?

YES, your project is UNIQUE and so are your training needs. The <IMPACT> Connected Car team will help you identify your needs and those of your team, providing the necessary tools and training to ensure the experience is of maximum benefit for your project.

6.3. Is it mandatory to move our business for the Smartization Programme?

NO, it isn't. Every beneficiary can operate in their home country.

The project monitoring, both financial and technical, is done remotely *via* the logbook. However, as beneficiary you will have to take part in different events which will require your relocation for short periods of time, namely:

- For the Disruptive Boot-camps (the Jury Day will take place the last day of the Boot-camp).
- For the "Investors' Day", during the Smartization Programme.
- For the on-site technical training offered by <IMPACT> Connected Cars partners.

6.4. Does <IMPACT> Connected Car offer co-working spaces for beneficiaries?

NO, BUT...If you are interested, <IMPACT> Connected Car can offer beneficiaries office spaces at attractive rates through agreements with partner entities. Just ask the <IMPACT> Connected Car team if you need more information regarding this service.

6.5. Does the <IMPACT> Connected Car offer technical facilities or any other services?

YES, Beneficiaries will have direct access to engineering and validation services including access to technical facilities of the Competence Centres involved in the <IMPACT> Connected Car community network, with a limit of 114h/SME/6months.

6.6. Are all activities included in the Smartization programme covered by the programme?

YES, all the activities included in the Smartization programme are free of charge for beneficiaries. Selected projects will receive 3,000€ to take part in the 3 days on site Disruptive Boot camp, including the Jury Day. Travel and accommodation for meetings attendance are to be borne by the selected participants. The grants will help cover those expenses.

Projects passing to the next phases, 2nd and 3rd, participating in the Digital, Technical and Funding Bootcamps, will be able to cover travel and accommodation expenditure with the grant.

Beneficiaries will also have the chance to benefit from technical support delivered by the project members and access to their facilities during phase 2 and 3 without any costs, except the travel and accommodation expenditure to go to the Competence Centres involved in the project, which expenditure should be covered with the grant too.