



DELIVERABLE

D5.6 – Report on market opening actions V4

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1. Revision history and statement of originality

1.1. Revision history

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Rev	Date	Author	Organization	Description
1	30/11/2017	Mario Conci	HIT	First draft and integration from the newsletters
2	15/12/2017	Mario Conci	HIT	Integration of all contributions
3	18/12/2017	Richard Woodling	OS	Revision
4	21/12/2017	Mario Conci	HIT	Final version
5	21/12/2017	Irene Facchin	TRILOGIS	Quality Check
6	26/03/2018	Bart De Lathouwer	OGCE	Added Conclusion section

1.2. Statement of originality

This deliverable contains original unpublished work except where clearly indicated otherwise. Acknowledgement of previously published material and of the work of others has been made through appropriate citation, quotation or both.



2. List of references

Number	Full Reference
1	Urban Investment Support http://europa.eu/rapid/press-release_IP-17-4941_en.htm
2	Fast track to Innovation https://ec.europa.eu/programmes/horizon2020/en/h2020-section/fast-track-innovation-pilot
3	SME Instrument https://ec.europa.eu/easme/en/sme-instrument
4	Urban Innovative Actions http://www.uia-initiative.eu/en/about-us/what-urban-innovative-actions
5	Vision Fund: the largest tech fund in history http://www.businessinsider.com/softbank-vision-fund-raises-93-billion-2017-5?IR=T / https://techcrunch.com/2017/05/20/softbank-vision-fund-first-close/
6	LC-SC3-SCC-1-2018-2019-2020 http://ec.europa.eu/research/participants/portal/desktop/en/opportunities/h2020/topics/lc-sc3-scc-1-2018-2019-2020.html
7	SMEInst-06-2016-2017 http://ec.europa.eu/research/participants/portal/desktop/en/opportunities/h2020/topics/eic-smeinst-2018-2020.html
8	SU-INFRA02-2019: Security for smart and safe cities, including for public spaces http://ec.europa.eu/research/participants/portal/desktop/en/opportunities/h2020/topics/su-infra02-2019.html
9	Atomico IV new fund for European startups http://uk.businessinsider.com/atomico-niklas-zennstrom-raises-765-million-european-startups-2017-2
10	Prize for researchers and innovators in Big Data Technologies https://ec.europa.eu/digital-single-market/en/news/coming-soon-prize-researchers-and-innovators-big-data-technologies
11	SME Instrument Impact Report 2017 https://ec.europa.eu/easme/sites/easme-site/files/2016_smei_report_updated.pdf
12	European Utility Week http://www.european-utility-week.com/



13	Ending unjustified Geoblocking to boost online shopping in the EU https://ec.europa.eu/digital-single-market/en/news/ending-unjustified-geoblocking-boost-online-shopping-eu
14	The EU SME Instrument and you - SMEs access European funds for your innovation http://www.sirris.be/agenda/eu-sme-instrument-and-you-smes-access-european-funds-your-innovation
15	Empowering smart solutions for better cities http://www.smartcities-infosystem.eu/newsroom/news/empowering-smart-solutions-better-cities-cities-and-business-come-together-budapest-2
16	Eurostars-2 programme: Call for Applications https://www.clustercollaboration.eu/news/eurostars-2-programme-call-applications
17	European Innovation Council https://ec.europa.eu/research/eic/index.cfm



3. Table of Acronyms

Acronym	Description
AI	Artificial Intelligence
CEF	Connecting Europe Facility
CEO	Chief Executive Officer
EAFIG	European Assistance for Innovation Procurement
EIC	European Innovation Council
EFSI	European Fund for Strategic Investments
EIB	European Investment Bank
EIF	European Investment Fund
ERDF	European and Regional Development Fund
ETH	ETH Zurich - Swiss Federal Institute of Technology
FET	Future and Emerging Technologies
FTI	Fast Track to Innovation
LEIT	Leadership in Enabling and Industrial Technologies
ODI	Open Data Institute
PPP	Public Private Partnership
SCIS	Smart Cities Information System
SMACSTAK	Smart City Stakeholders Network
SME	Small Medium Enterprise
SEP	Startup Europe Partnership
SERN	Startup Europe Regions Network
TRL	Technology Readiness Level
UIA	Urban Innovative Actions
VC	Venture Capital



4. Executive Abstract

D5.5 is the fourth version of D5.3. It reflects the activities fulfilled in T5.3 and reports on the actions undertaken in order to increase awareness of business opportunities linked to the usage and introduction of standards in the Smart City domain. D5.3 is intended to be as an incremental document collecting every six months all those opportunities promoted within the SmaCStak via social channels and the tips for market newsletter. The basic idea of this task has been to provide ESPRESSO stakeholders with tips for market including funding opportunities, news and events. Main target of this task are mainly SMEs and cities that may benefit from ESPRESSO's material to increase their business and marketing potential thanks to new opportunities. As for the previous versions, the attention has been focused on the collection of funding opportunities mainly offered by the European Commission, but also from many other sources that provide opportunities for SMEs and startups. The "Tips for Market" newsletter has been the main tool to share updates and create awareness on business opportunities for startups and SMEs. It has been delivered to the SmaCStak on approximately a monthly frequency until June 2017. In the second half of 2017, there was little activity about funding opportunities most likely due to the expectation about the new H2020 work programme (launched in October 2017). Nevertheless, we keep on informing the community via social network about other opportunities such as events, webinars and workshops.

The focus of the current deliverable is on opportunities offered mainly by the H2020 work programme (2018-2020) that has been released in the second half of 2017, namely the period M18-M24.



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6. Highlights

Urban Investment Support

[Link to the webservice](#)

URBIS, for "Urban Investment Support" will help cities plan investments to support their own urban development strategies and get easier access to finance. Cities face particular challenges when it comes to accessing finance. Individual municipal projects, for example in the fields of social inclusion, urban regeneration or energy efficiency, can be too risky or too small for the market. At the same time, funding for integrated urban programmes can also be difficult to access, because they group several small projects across different sectors. Finally, cities can also face borrowing limits.

URBIS intends to help cities tackle these specific issues. It will help them design, plan and implement their investment strategies and projects, with tailor-made technical and financial advice, also on innovative financing options. The objective is to see solid projects get off the ground in the short to medium-term, for example in the field of urban climate actions. URBIS will consist of European Investment Bank (EIB) experts from the institution's different advisory and project services, including EIB staff located across Member States and experts from JASPERS, the independent team specialised in preparing quality EU-funded projects.

Where needed, it would bring on board experts who can explain how to blend EU funds with national and local promotional banks financing and with innovative financing opportunities. For example, such opportunities include impact investments, i.e. investments made into companies or funds with the aim to trigger social and environmental impact alongside a financial return.

Cities of all sizes in all Member States can apply for URBIS' support via a web page hosted on the European Investment and Advisory Hub.

URBIS's support:

- Improve a city's investment strategy by giving advice in strategic planning, prioritising and optimising of investment programmes and projects.
- Bring projects and investment programmes to a bankable stage, for example by providing analysis on demand or support in financial structuring and by reviewing draft grant applications.
- Explore opportunities for financing under the European Fund for Strategic Investments (EFSI), Cohesion Policy funds — under which over €100 billion is being invested in urban areas over 2014-2020 — or both combined.
- Support the preparation work for investment platforms and facilities combining funds, liaise with financial intermediaries and set up implementation arrangements for these facilities.
- Develop financing approaches aiming at alleviating the burden on municipal debt and at helping municipal companies and private urban service providers access funding.



URBIS will start by using the existing advisory and project services of the European Investment Bank and will focus on a selected number of assignments. This initial work, as well as the cities' demand for URBIS' support, will be assessed by the EIB and the Commission in the second half of 2018. If URBIS proves successful, additional resources could be considered, with a view of continuing, improving and scaling-up the initiative. URBIS' work and analysis will feed into the ongoing reflection on the next budget framework after 2020, especially as regards the access and management of Cohesion Policy funds by cities.

Fast Track to Innovation

[Link to the webservice](#)

The European Commission through the European Innovation Council (EIC) has articulated four highly competitive programmes (the SME Instrument, Fast Track to Innovation (FTI), FET Open and Innovation Prizes) to meet its objective of boosting the impact and exploitation potential of innovative and high-quality Research and Innovation undertaken in Europe. In the period 2018-2020 of Horizon 2020, FTI will be the central part of the EIC and will focus on strengthening European industrial leadership by funding radically new, breakthrough products, services, processes or business models that open up new markets.

The scheme of the call will be the same as in its pilot phase and will attract consortia with marked industrial character of any sector although the call is open to all kind of participants. The topic is also open but focused on "societal challenges" and supported activities will include piloting, test-beds, systems validation in real-world working conditions, validation of business models, pre-normative research, and standard-setting. As in its previous pilot phase, the call is continuously open, meaning that proposals could be submitted at any time, being the evaluation period no longer than 3 months after the last cut-off date.

The Fast Track to Innovation (FTI) is a fully-bottom-up innovation support programme promoting close-to-the-market innovation activities open to industry-driven consortia that can be composed of all types of participants. It can help partners to co-create and test breakthrough products, services or business processes that have the potential to revolutionise existing or create entirely new markets, under the helm of the new European Innovation Council (EIC) pilot.

The Fast Track to Innovation (FTI) is part of the European Innovation Council pilot (EIC pilot). This was launched on 27th October 2017 as part of the Horizon 2020 Work programme 2018-2020, when the SME Instrument, Fast Track to Innovation (FTI), Future and Emerging Technologies (FET) Open and Horizon Prizes, were brought under the EIC pilot umbrella, to provide a 'one stop shop' for funding of innovators/innovations in the EU.

The Fast Track to Innovation (FTI) provides funding for bottom-up proposals for close-to-market innovation activities in any area of technology or application. This thematic openness – combined with the possibility for all kinds of innovation actors to work together and deliver innovation onto the market and/or into society – is set to nurture trans-disciplinary and cross-sectoral cooperation.



Objectives

- reduce time from idea to market,
- stimulate the participation of first-time applicants to EU research and innovation funding, and
- increase private sector investment in research and innovation.

Beneficiaries

Proposals for funding must be submitted by consortia comprising between three and five legal entities established in at least three different EU Member States or countries associated to Horizon 2020. Actions are to be 'business-driven' because they are intended to give breakthrough innovation ideas the last push before shaking up the market. Substantial industry involvement in FTI actions is mandatory to ensure quick market take-up ('quick' meaning within a three-year period after the start of the FTI-action). This industry involvement implies:

- either the allocation of at least 60% of the budget to industry participants in the consortium,
- or the presence of a minimum number of two industry participants in a consortium of three or four partners, or of three industry participants in a consortium of five partners.

Application

The EIC FTI is implemented as a call for proposals running in 2018-2020 on a total budget of €300 million (€100 million per year); its budget is derived from the Horizon 2020 priority "Societal Challenges" and the specific objective "Leadership in Enabling and Industrial Technologies (LEITs)". The call opens on 7 November 2017 and will be continuously open until 27 October 2020. Proposals are evaluated and ranked and funding decisions taken after three cut-off dates each year. Proposals are built on a business plan, and focus foremost on achieving high impact: a high degree of novelty comes with a high chance of either success or failure. Time-to-grant for participants is targeted to be six months at most. As for other innovation actions, EU funding levels are fixed at 70% of the eligible costs. The maximum EU contribution per action amounts to EUR 3 million.

SME Instrument

[Link to the webservice](#)

The SME Instrument is part of the European Innovation Council (EIC) pilot that supports top-class innovators, entrepreneurs, small companies and scientists with funding opportunities and acceleration services. The main focus of the EIC pilot is on radical, market-creating innovations to improve productivity and international competitiveness and generate new jobs and higher standards of living.

Beneficiaries

The SME Instrument addresses small and medium-sized enterprises (SMES) with a radically new idea underpinned by a business plan for rolling out marketable



innovation solutions and with ambitions to scale up. It supports high-risk, high-potential SMEs to develop and bring to market new products, services and business models that could drive economic growth. The SME Instrument is designed for For-profit SMEs, including young companies and start-ups, from any sector.

Competition is tough - only the most convincing and excellent proposals get funded after a thorough evaluation by multinational panels of technology, business and finance experts. Selected companies receive funding and are offered business coaching to scale up their innovation idea, and can also receive mentoring. They are helped in networking with other EIC SME Instrument clients, with other companies of all sizes, and with potential co-investors and follow-up investors across Europe. Until 2020 around 4000 small companies will be selected for funding. The SME Instrument provides full-cycle business innovation support. It has three phases, including a coaching and mentoring service. There are no set topics - innovative companies across the board are welcome to submit their bright ideas. Companies are recommended to apply for Phase 1 first, but may also apply directly for Phase 2 depending on the maturity of their project.

Feasibility study - Phase 1

Phase 1 helps you get a grip on the R&D, technical feasibility and commercial potential of a ground-breaking, innovative idea and develop it into a credible business plan for scaling it up. Projects will receive a lump sum of €50 000 and should last around 6 months.

From concept to market - Phase 2

Phase 2 helps you develop your business concept further into a market-ready product, service or process aligned with your company's growth strategy. Activities could, for example, include trials, prototyping, validation, demonstration and testing in real-world conditions, and market replication. If the activity concerns a primarily technological innovation, a Technology Readiness Level (TRL) of 6 or above is envisaged. Projects will receive between € 0.5 and € 2.5 million but you can request a higher or lower amount, duly justified, when applying. Projects should normally take 12 to 24 months to complete, but could be longer in exceptional and well-justified cases.

Business acceleration services and coaching - Phase 3

The EIC pilot offers free coaching, business acceleration services and mentoring to help your business scale up and grow. These are open to all small businesses that are EIC clients, simultaneously to their grant. Coaching covers business development, organisational development, cooperation, and financing.

For SME Instrument clients, up to 3 coaching-days are available in Phase 1, and up to 12 coaching-days in Phase 2. SMEs taking part in FTI or FET-Open are offered up to 12 coaching-days. Business acceleration services are offered in the form of training, links to investors, partnering and networking with other SME clients and larger firms and services to help you access international markets, e.g. via participation in overseas trade fairs.

Urban Innovative Actions

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[Link to the webservice](#)

Urban Innovative Actions (UIA) is an Initiative of the European Union that provides urban areas throughout Europe with resources to test new and unproven solutions to address urban challenges. Based on article 8 of ERDF, the Initiative has a total ERDF budget of EUR 372 million for 2014-2020. Approximately 359 million people – 72% of the total EU population – live in cities, towns and suburbs. Urban areas face multiple and interconnected challenges related to employment, migration, demography, water and soil pollution, but they are also engines of new ideas and solutions, dynamic places where changes happen on a larger scale and at a fast pace. To answer the increasingly complex challenges they face, urban authorities need to go beyond traditional policies and services - they need to be bold and innovative.

Although research on urban issues is well developed, potential solutions are not always put into practice because urban authorities are reluctant to use their money to test new, unproven and hence risky ideas. Urban Innovative Actions offers urban authorities with the possibility to take a risk and experiment the most innovative and creative solutions. The main objective of UIA is to provide urban areas throughout Europe with resources to test innovative solutions to the main urban challenges, and see how these work in practice and respond to the complexity of real life.

Beneficiaries

The beneficiaries of the UIA Initiative are urban authorities of more than 50.000 inhabitants, or a grouping of urban authorities with a total population of a least 50.000 inhabitants, located in one of the 28 EU Member States. In order to design and implement effective and innovative solutions, urban authorities need to involve all the key Stakeholders that can bring expertise and knowledge on the specific policy issue to be addressed. These include agencies, organisations, private sector, research institutions, NGOs...

UIA provides two levels of support

Funding for your projects: UIA co-finances 80% of your project's activities. In total, UIA can provide you with up to EUR 5 million ERDF to implement your innovative project.

Sharing the knowledge: UIA wants to see how potential solutions work in practice. As in a scientific experiment, UIA is interested in understanding what worked in the implementation of your project and what did not work. So draw lessons, capture the knowledge and share it with other urban policy-makers and practitioners across Europe.

UIA funds projects that are:

Innovative: be bold, creative and propose a project that has never been implemented anywhere else in Europe. Demonstrate that your idea is experimental and not part of your normal activities.

Participative: involve the key Stakeholders that will bring expertise and knowledge to your project, both during the design and the implementation phase of a project.



Of good quality: define realistic ambitions, coherent activities and effective management. A logically interlinked Work Plan, a coherent and proportionate budget as well as effective management arrangements will make things happen.

Measurable: defining clear results that can be measured and quantified is key.

Transferable: address an urban challenge that can be relevant to other urban authorities in Europe, draw lessons on your experiment and share them with a wider audience of policy makers and practitioners.

UIA Call 3 will be dedicated to four topics:

- Adaptation to climate change
- Air quality
- Housing
- Jobs & skills in the local economy

Vision Fund: the largest tech fund in history

[Link to the webservice: BusinessInsider.com](#)

[Link to the webservice: Techcrunch.com](#)

SoftBank's Vision Fund is officially the world's biggest private equity fund after it announced on Saturday that it had closed \$93 billion. The Japanese telecom giant revealed that its VisionFund has closed an initial commitment of \$93 billion from a bevy of high profile backers. They include Apple, Qualcomm, UAE-based Mubadala Investment Company, Saudi Arabia's PID public fund, Foxconn, and Foxconn-owned Sharp. The plan is for the fund to reach its \$100 billion target within the next six months through commitments from other investors.

SoftBank has long made bold investments in transformative technologies and supported disruptive entrepreneurs. The SoftBank Vision Fund is consistent with this strategy and will help build and grow businesses creating the foundational platforms of the next stage of the Information Revolution. In terms of specific areas, SoftBank said its areas of focus include internet-of-things, AI, robotics, infrastructure, telecoms, bio tech, fintech, mobile apps and more.

The way the fund was publicized suggested that it intended to invest in startups and emerging technologies. Given the credentials of the companies backing it and its sheer size, the Vision Fund is unprecedented in tech venture capital and it'll be truly interesting to watch how it is deployed. The fund has been active, even before this first close. Recent deals include Indian fintech unicorn Paytm, virtual reality Improbable Worlds, China's Uber killer Didi Chuxing, and global connectivity company OneWeb. Beyond that, there's been a steady flow of unconfirmed investments linking the fund to companies like WeWork.



7. Funding Opportunities

Second section of the newsletter is called "Funding Opportunities", where funding schema of relevance for the implementation of solutions and pilots in SCC field are collected. Whenever possible the focus is on opportunities for SMEs and Startups.

LC-SC3-SCC-1-2018-2019-2020

LC-SC3-SCC-1-2018-2019-2020	
Link	Link to the webservice
Deadline	05/04/2018
Budget	€ 43,000,000
Abstract	
<p>The COP21 Paris Agreement recognises the role of cities and calls on them to rapidly reduce greenhouse gas emissions and adapting to climate change. The EU is committed to implementing the 2030 Agenda for Sustainable Development, including Sustainable Development Goal 11 ("Make cities inclusive, safe, resilient and sustainable"). Many forward-looking cities have set themselves climate goals whose achievement rests on wide scale roll out of highly integrated and highly efficient energy systems. To achieve the necessary energy transition in cities, it is essential to increase energy systems integration and to push energy performance levels significantly beyond the levels of current EU building codes and to realize Europe wide deployment of Positive Energy Districts by 2050.</p>	
Technical	
<p>Integrated innovative solutions for Positive Energy Blocks/Districts will be developed and tested and performance-monitored in the Lighthouse Cities. Projects will consider the interaction and integration between the buildings, the users and the larger energy system as well as implications of increased electro-mobility, its impact on the energy system and its integration in planning.</p> <p>Lighthouse Cities will closely collaborate with the Follower Cities and should act as exemplars helping to plan and initiate the replication of the deployed solutions in the Follower cities, adapted to different local conditions.</p> <p>As a sustainable energy transition will see increased electro-mobility, its impact on the energy system needs to be understood and well integrated in planning.</p> <p>To increase impact beyond the demonstration part of the project, each Lighthouse City and Follower City will develop, together with industry, its own bold city-vision for 2050. The vision should cover urban, technical, financial and social aspects. Each vision should come with its guide for the city on how to move from planning, to implementation, to replication and scaling up of successful solutions.</p> <p>Proposals should:</p>	



Focus on mixed use urban districts and positively contribute to the overall city goals;
Develop solutions that can be replicated/gradually scaled up to city level. The technical, financial, social, and legal feasibility of the proposed solutions should be demonstrated in the actual proposal.

Make local communities and local governments (particularly city planning departments) an active and integral part of the solution, increase their energy awareness and ensure their sense of ownership of the smart solutions. This should ensure sustainability of Positive Energy Blocks/Districts;

Promote decarbonisation, while improving air quality.

Incorporate performance monitoring (ideally for more than 2 years) of deployed solutions from the earliest feasible moment. All relevant performance data must be incorporated into the Smart Cities Information System database (SCIS).

Projects are expected to cooperate with other Smart Cities and Communities projects funded under Horizon 2020 as well as the European Innovation Partnership on Smart Cities and Communities (EIP-SCC).

The Commission considers that proposals requesting a contribution from the EU of between EUR 15 to 20 million would allow this specific challenge to be addressed appropriately. Nonetheless, this does not preclude submission and selection of proposals requesting other amounts.

Typically, projects should have a duration of 48 to 60 months.

SME Instrument 2018-2020

SMEInst-06-2016-2017	
Link	Link to the webservice
Deadline	Several, and different, cut-off dates for phase 1 and phase 2: <ul style="list-style-type: none"> Phase 1: the first next deadline of 08 February 2018 (last deadline 04 November 2020). Phase 2: the first next deadline of 10 January 2018 (last deadline 07 October 2020).
Budget	SME-1 SME instrument phase 1: 2018: 48,218,906 2019: 55,420,856 2020: 60,143,659 SME-2 SME instrument phase 2: 2018: 431,520,154 2019: 496,837,707 2020: 540,842,933
Abstract	



The SME Instrument is very selective. Only the most convincing and excellent proposals can be funded after a thorough evaluation by multinational panels of technology, business and finance experts. Selected companies receive funding and are offered business coaching to scale up their innovation idea, and can also receive mentoring. They are helped in networking with other SME Instrument clients, with other companies of all sizes, and with potential co-investors and follow-up investors across Europe. As an SME Instrument client, you will gain visibility and boost your chances of success in European and international markets.

Technical

The SME Instrument provides full-cycle business innovation support. It has three phases, including a coaching and mentoring service.

Feasibility study: Phase 1

Phase 1 helps you get a grip on the R&D, technical feasibility and commercial potential of a ground-breaking, innovative idea and develop it into a credible business plan for scaling it up. Activities can include, for example, risk assessment, market research, user involvement, analysis of regulatory constraints or standards regimes, intellectual property management, partner search, or feasibility assessment. Your goal in Phase 1 is to formulate a solid, high-potential innovation project with a European or global growth-oriented strategy. Your proposal must be based on an initial business plan and outline the specifications of a more elaborate one, which will be the outcome of the project.

Phase 1 funding is a lump sum of €50 000. Projects should last around 6 months

From concept to market: Phase 2

Phase 2 helps you develop your business concept further into a market-ready product, service or process aligned with your company's growth strategy. Activities could, for example, include trials, prototyping, validation, demonstration and testing in real-world conditions, and market replication. If the activity concerns a primarily technological innovation, a Technology Readiness Level (TRL) of 6 or above is envisaged. You can subcontract work essential for your innovation project.

You can apply to Phase 1 as a means of preparing for Phase 2, or you can apply directly to Phase 2. Your proposal must be based on a strategic business plan that was either developed in Phase 1 or by another means. Your proposal must specify the expected outcome of the project and criteria for success, as well as the expected impacts on your company in both qualitative and quantitative terms (e.g. on turnover, employment, market size, IP management, sales, return on investment, or profitability). You must pay particular attention to IP protection and ownership, and present convincing evidence or measures to ensure the possibility of commercial exploitation (often known as 'freedom to operate'). You should also address regulatory and standardisation issues.

Grant funding is provided (funding rate 70%) of between €0.5 million and €2.5 million. You can request a higher or lower amount, duly justified, when applying. Your project should normally take 12 to 24 months to complete, but could be longer in exceptional and well-justified cases.

Commercialisation: Phase 3



Phase 3 helps you take advantage of additional EU support extended via a range of business support services offered on the EIC Community Platform, open to SMEs benefiting from the different EIC calls for proposals. This support can take the form of training, links to investors, partnering and networking with other EIC SME clients and larger firms and services to help you access international markets, e.g. via participation in overseas trade fairs. Phase 3 is not necessarily subsequent to Phase 1 or Phase 2; it provides specific support to EIC SME clients, mainly to help them access new markets or customers and link with investors. It does not provide direct funding. In the 2018-2020 period, Phase 3 is open to SMEs receiving grants under the FTI and FET-Open schemes, in addition to SMEs receiving grants from the SME Instrument budget. All Phase 3 support services are accessible through a single, dedicated entry point, which serves as an information portal and networking space.

Coaching

For SME Instrument clients, up to 3 coaching-days are available in Phase 1, and up to 12 coaching-days in Phase 2. SMEs taking part in FTI or FET-Open are offered up to 12 coaching-days. The free-of-charge coaching service is facilitated by the Enterprise Europe Network (EEN). Coaching is delivered by one or more qualified, experienced business coaches recruited from a database managed by the European Commission.

Mentoring

Mentoring aims to develop leadership skills such as resilience, tenacity and strategic insight. The mentoring scheme will involve one-to-one meetings with an experienced entrepreneur, who will share expertise and provide impartial guidance and support. Mentors will be CEOs of firms that have moved beyond the start-up stage. To begin with, mentors will be drawn from a pool of SME Instrument Phase 2 current and former clients willing to act as mentors on a pro bono basis. Mentors and mentees will be matched up via the EIC Community Platform and during EIC Events and other suitable events.

SU-INFRA02-2019: Security for smart and safe cities, including for public spaces

Security for smart and safe cities, including for public spaces	
Link	Link to the webservice
Deadline	22/08/2019 (Planned opening date: 14 March 2019)
Budget	EUR 22.000.000
Abstract	
The security and good operation of a smart and safe city relies on interconnected, complex and interdependent networks and systems: public transportation networks, energy, communication, transactional infrastructure, civil security and law enforcement agencies, road traffic, public interest networks and services. Such networks provide with an efficient infrastructure for detection resources and "big	



data" collection. The screening of such data is being used by security practitioners to enhance their capabilities and performances. For instance, crowd protection and the security of public and government buildings can be improved through the identification of threats or of crime perpetrators, and the early detection of dangerous devices or products; first responders may get quicker on site by calculating in real time the shorter possible route to the scene of disaster.

Technical

Proposals under this topic should develop and integrate experimentally, in situ, the components of an open platform for sharing and managing information between public service operators and security practitioners of a large, smart city. The proposed pilots should consider how to combine, inter alia:

- Methods to detect weapons, explosives, toxic substances
- Systems for video surveillance
- Methods to identify, and neutralize crime perpetrators whilst minimizing intrusion into crowded areas

In designing the platform, proposals should:

- involve actively the security actors of the city area, their coordination and governance;
- solve interoperability issues, and ensure the interconnection and integration of the city smart systems with the systems supporting the security practitioners locally, including through modelling and simulating their interdependence;
- enhance the security of city smart systems, notably in terms of access control (e.g. with digital security measures such as layered authentication and access), secure communication and data storage, and address their possible misuse by criminals;
- consider new concepts of operation resulting from novel monitoring methods, data provided by extensive networks of sensors and social media;
- consider mitigation strategies in the context of a variety of scenarios in order to increase resilience;
- integrate modules to simulate security incidents, and their consequences;
- integrate modules to measure the quantitative and qualitative impact of the platform on security;
- provide for the sharing, consolidation and analysis of multi-sourced data.

The proposals should also address at least one of the following key issues:

- Simulation, detection and analysis of the additional security threats and risks created through the interconnection of smart systems (e.g. Internet of Things (IoT), in particular those IoT objects used by security practitioners) and smart infrastructures (e.g. smart (government) buildings, smart railways, smart ports, smart factories, smart bridges, smart hospitals, large gathering of people in smart infrastructure) within a smart city;
- Delivery of a cyber-security framework to ease collaboration across all smart cities stakeholders, from urban planners to infrastructure operators, security



practitioners, IT supervisors and providers across smart organizations within the city;

- Support and implementation of a common approach to securing and managing in a reliable and untamperable manner the data from all the smart infrastructures and systems hosted in a smart city supporting the citizens, the public authorities, the security practitioners, and the urban economy in creating transparent, efficient, accountable cyber-secure data-handling processes, in line with data protection legislation.
- Digital security awareness should be integrated into the eco-system of humans, competences, services and solutions which should be able to adapt rapidly to the evolutions of cyber-threats or even to surpass them.

The centre of gravity for technology development with actions funded under this topic is expected to be up to TRL 7. Solutions are to be developed in compliance with fundamental rights, privacy and data protection, especially as the development of big data creates specific challenges. Therefore, full compliance with data protection legislations must be ensured in exploiting big data. Societal aspects (e.g. perception of security, possible effects of technological solutions on societal resilience) have to be taken into account in a comprehensive and thorough manner.

Projects should also foresee activities and envisage resources for cooperating with other projects funded under this topic and with other relevant projects in the field funded by Horizon 2020. The Commission considers that proposals requesting a contribution from the EU of about EUR 8 million would allow this specific challenge to be addressed appropriately. Nonetheless, this does not preclude submission and selection of proposals requesting other amounts.

Atomico IV new fund for European startups

[Link to the webservice](#)

Atomico has raised a \$765 million fund to invest in European technology startups. Atomico, founded 10 years ago by ex-Skype CEO Niklas Zennström, claims that the Atomico IV fund is the largest fund of its kind in Europe. The London-based investment firm has now raised a total of \$1.5 billion to back companies across Europe that have the potential to scale into billion dollar businesses.

The new Atomico IV fund will be used to back approximately 25 startups across all stages over the next 3-4 years. Nine companies have already received capital out of the new fund, including Austria-based Lilium Aviation, which is due to test a flying car prototype in the next few months.

Rocket Internet, arguably not a "pure-play" European VC, announced it had raised a \$1 billion (\$800 million) fund in January. Elsewhere, Japanese tech giant SoftBank announced a \$100 billion (£80 billion) tech fund last October but that's set to be invested worldwide and much of it is expected to go towards mergers and acquisitions as opposed to VC deals. Other household VC firms such as Index and Balderton have also raised large startup funds that European companies can access but none of them have been as big as Atomico IV.



European startups have long-struggled to scale to the same size as their US rivals due to a lack of capital, according to Zennström. That's largely because institutional investors in the US (particularly large pension funds) have been more willing to pump their billions into VC than their European counterparts.

Five of the world's top 10 computer science institutions can now be found in Europe (ETH, Oxford, Imperial, EPF, and TU Munich), according to an Atomico report published last November. The same report stated that there are more professional engineers in Europe now than there are in the US (4.7 million vs 4.1 million). There's also an increasing number of business development managers for startups to hire.

Although Europe doesn't yet have an Apple or an Amazon-sized tech company, there are several firms that have grown into substantial technology companies in recent years. Enterprise software company SAP is now worth \$107 billion, while Spotify and Zalando are valued at over \$10 billion. Cambridge chip designer ARM was bought by SoftBank for \$32 billion last year.

Innovative technology companies are being developed across Europe and not just in the traditional tech hubs of London, Berlin, and Stockholm. So far, Atomico has invested in 85 companies, including the likes of "Clash of Clans" creator Supercell, which was acquired by China's Tencent for \$8.6 billion in June 2016, and Swedish payments firm Klarna, which has also grown to become a \$2.25 billion business.

Prize for researchers and innovators in Big Data Technologies

Prize for researchers and innovators in Big Data Technologies	
Link	Link to the websource
Deadline	To be launched in December 2017
Budget	EUR 2 million
Abstract	
<p>Many issues impacting society such as public health, climate change, transportation, energy efficiency will benefit from our ability to examine historical records and predict how developments in these areas will evolve. To further improve forecasting systems in these areas of study in terms of scalability, accuracy, speed and use of computational resources, the European Commission is awarding a total budget of EUR 2 million in a new Horizon Prize.</p>	
Technical	
<p>Winning contestants are expected to develop new solutions to spatiotemporal forecasting. Access to big data will be provided to participants who will attempt to develop new forecasting methods which are able to beat ones currently available. Datasets will include Open Data resources (including satellite imagery of Europe and the Atlantic Ocean, weather forecast data etc.) and private datasets such as electrical grid flows linking power generation to load or usage. Contestants will be asked to develop solutions in the form of fully functioning software implementations against the available datasets according to a publicly specified algorithm. This Prize will</p>	
D5.6 – Report on market opening actions V4	
File: D5.6 Report on market opening actions v4.docx	Page: 20 of 32



complement the activities of the Big Data contractual Public Private Partnership (cPPP) which aims to develop Europe's data driven economy.



8. Events and Other

The last section of the newsletter is "Events and Other". It collects any kind of information and opportunities different from what listed in the previous sections. In particular, the focus is more on events, news and tutorial video highlighting general opportunities in the field of smart cities. Whenever possible particular attention has been given to standards and business opportunities particularly for SMEs and Startups.

Over €138 million available to energy projects

Link to the webservice	
Type	News
<p>Starting from today, you can apply for EU funding under the 2018-2020 Horizon Work Programme to carry out a project focusing on smart cities, smart energy systems or renewable fuels.</p> <p>Deadline: 5 April 2018</p>	

SME Instrument Impact Report 2017

Link to the webservice	
Type	Report
<p>The Horizon 2020's SME Instrument supports market-creating innovation in small and medium-sized businesses (SMEs) with significant growth potential and global ambitions. With more than 31,000 applications received and more than 2,000 small companies funded, in only three years the SME Instrument has proven its appeal for the European innovation ecosystem. First results are starting to kick in – and we are proud to present it all in our yearly Report. The SME Instrument impact report aims to highlight the first insights into the growth trends of selected SMEs, their profile as well as the key features of the programme that have made its unique selling points. It contains cumulative data from 2014 to 2016.</p>	

European Utility Week, Amsterdam, 3-5 October 2017

Title	European Utility Week
Source	Link to the webservice
Type	Event
Description	



European Utility Week is the premier business, innovation and information platform connecting the smart utility community, allowing you to meet with experts from utilities, network operators, vendors, consultants, startups and system integrators covering the entire smart energy value chain.

Ending unjustified Geoblocking

Title	Ending unjustified Geoblocking to boost online shopping in the EU
Source	Link to the webservice
Type	News
Description	
<p>Geoblocking makes it hard for online shoppers to buy from a website based in another EU country. This is why the European Commission proposed in May 2016 as part of the Digital Single Market strategy new rules for ending discrimination on the basis of nationality or place of residence in e-commerce. The new rules – which will enter into force by the end of 2018 will ensure that consumers no longer face unjustified barriers such as being re-routed back to a country-specific website, or asked to pay with a debit or credit card from a certain country.</p>	

The EU SME Instrument and you - SMEs access European funds for your innovation

Title	The EU SME Instrument and you - SMEs access European funds for your innovation
Source	Link to the webservice
Type	Workshop
Description	
<p>How to successfully fund your innovation with the SME Instrument of the European Commission? Discover it during the following workshop, organised by Sirris, in cooperation with Impulse Brussels, the Brussels National Contact Point (NCP), and EEN - Enterprise Europe Network.</p> <p>Part of programme Horizon 2020 (H2020), its peculiarity is that the SME Initiative is meant to benefit a wide audience of SMEs - just like you - and to support your innovation. This workshop will help SMEs (Small and Medium Enterprises) understand:</p> <ul style="list-style-type: none"> • what the SME Instrument is • what it can do to support your research efforts • which partners are there to help you succeed 	



- best practices that maximise your chances of success

Programme

09h00: Registration and welcome coffee

09h30: The Basics of the SME Instrument Phase 1 and Phase 2

Daniela Fazenda, NCP Coordinator at NCP Brussels

10h00: What to prioritize in a SME Instrument proposal on:

Small business innovation research for Transport and Smart Cities Mobility

Elena Angiolini, NCP for Transport at NCP Brussels

Open Disruptive Innovation (ICT)

Elena Matvejeda, NCP for ICT at NCP Brussels and Daniela Fazenda,

NCP Coordinator at NCP Brussels

10h45: Q&A followed by coffee break

11h30: SME Instruments opportunities in other domains and perspectives for FP9

Daniela Fazenda, NCP Coordinator at NCP Brussels

11h45: Best practices from an SME Instrument Coach

12h00: What role can Sirris play alongside companies in SME Instrument?

Philippe Thiran, Sirris

12h20: Sirris and Impulse community of companies in SME Instrument

Daniela Fazenda and Philippe Thiran

12h30: Consortium Building: how to find the right partners

Benjamin CARNEC, ICT and Innovation Advisor at Enterprise Europe Brussels

12h45 : Q&A followed by wrap up and conclusions and by networking lunch

Empowering smart solutions for better cities, Budapest, 2-3 October

Title	Empowering smart solutions for better cities
Source	Link to the webservice
Type	Event
Description	
The conference Empowering smart solutions for better cities, taking place in Budapest on 2 & 3 October 2017, will bring together creative thinkers and decision-makers in urban planning, sustainable energy, mobility, ICT, smart business models and user-centric innovation. High level city representatives will debate the transformation of	



European cities, while smart cities projects will showcase innovative solutions and discuss crucial steps on the path to a smarter city.

This smart cities conference, organised by the Smart Cities Information System (SCIS) and the European Commission, is seeking to encourage the replication of technological solutions, good practices and lesson learning among cities and businesses. It will contribute to the ambition of accelerating Europe’s transition towards a low-carbon, resource-efficient, competitive and inclusive economy. Interactively designed, the event will engage the audience in full participation and collective story-telling.

The first day of the conference, 2 October (Monday), kicks off with an inspirational talk from Usman Haque, Founding Partner of Umbrellium - collective of architects, designers, tactical urbanists and creative technologists based in London. Umbrellium’s team designs technological tools to support citizen empowerment and high-impact engagement in cities. Usman will set the scene for two days of vibrant discussions and interactive sessions demonstrating how innovation building, technological transfer and knowledge sharing helps the transformation of our cities.

Speakers include Gotzone Sagardui, Deputy Mayor of Bilbao, Balázs Szeneczey, Deputy Mayor of Urban development of Budapest; Ulf Kamne, Deputy Mayor of Gothenburg; Dominique Ristori, Director General of DG Energy at the European Commission and Tomasz Pactwa, Director of the Welfare & Social Projects Department of Warsaw.

The second day, 3 October (Tuesday) is dedicated to the telling of success stories originating from smart cities businesses and projects. These projects will present best practice case studies illustrating the blend of technology, finance, society, communication and governance; demonstrating tools and innovative solutions and introducing exciting points of view. The call for presentations is now closed, the selected sessions will be announced shortly.

For those interested in the smart cities features of the Hungarian capital, the organisers have prepared a Smart walking tour of Budapest, which includes the state-of-the art Central European University building; the large-scale traffic reduction and mobility measures of the ‘Heart of Budapest’ programme; the first underground line in continental Europe; and a geothermal energy project, where waste heat from a thermal spring is fed into the heating network of an adjacent zoo.

If you are a creative minded individual and interested in contributing to the smart future our cities, you can register for this event here. Registration closes on 10 September.

Eurostars-2 programme: Call for Applications

Title	Eurostars-2 programme: Call for Applications
Source	Link to the webservice
Type	News



Description

For Clusters with R&D-performing SME members! The next cut-off deadline for Eurostars funding applications is 01 March 2018 at 20:00 CET

Eurostars is a joint programme between EUREKA and the European Commission, co-funded from the national budgets of 36 Eurostars Participating States and Partner Countries and by the European Union through Horizon 2020. In the 2014-2020 period, it has a total public budget of €1.14 billion.

Eurostars supports international innovative projects led by R&D-performing SMEs. With its bottom-up approach, Eurostars supports the development of rapidly marketable innovative products, processes and services that help improve the daily lives of people around the world. Eurostars has been carefully developed to meet the specific needs of SMEs. It is an ideal first step in international cooperation, enabling small businesses to combine and share expertise and benefit from working beyond national borders.

To help prepare your project submission before the next Eurostars cut-off opening here are the main eligibility criteria you will need to follow:

Research-performing SMEs can apply for funding under Eurostars. Other SMEs, research institutes, universities and large enterprises may also participate but the project leader must be an R&D-performing SME from a Eurostars country.

Eurostars is open to all projects in all technology areas and market fields, but projects must have a civilian purpose.

The consortium must include at least two partners independent from each other and established in at least two different Eurostars countries. Organisations from any other country may participate (as a third country), but only if two Eurostars countries are already in the project. Subcontractors are not considered as project partners.

The project must be completed in 36 months or less. The Eurostars project market introduction of the project results should be within 24 months of the completion of the project.

Eurostars is organizing roadshows in member countries and webinars to help future project participants in their submission process. Next Eurostars Webinar - Helping SMEs to innovate will take place Thursday, December 14, 2017 - 11:00 to 12:00. Also, the Infoday EUROSTARS organized Friday, December 15, 2017 - 08:30 to 15:00 will further provide insight about the Eurostars-2 funding and support programme for SMEs.

8.1. Tools

European Innovation Council

[Link to the webservice](#)

The European Innovation Council (EIC) supports breakthrough innovation for the benefit of all, meeting the needs of high potential innovators from across the EU from start-up to scale-up. The EIC pilot supports top-class innovators, entrepreneurs, small companies and scientists with bright ideas and the ambition to scale up



internationally. It brings together the parts of Horizon 2020 that provide funding, advice and networking opportunities for those at cutting edge of innovation.

It is a 'one-stop-shop' for innovation financing bringing all relevant EU funding schemes into a single place and combining grant financing with venture capital investments. It offers in a single place:

- €2.7 billion in funding for the period 2018-2020
- Opportunities for networking, mentoring and coaching
- Strategic advice to upgrade the innovation ecosystem in Europe

<p>Funding</p> <p>The EIC pilot brings together funding opportunities for innovators. Discover what is available.</p>	<p>Coaching</p> <p>The EIC pilot offers coaching and mentoring services to SMEs. The right coaching can be the key to the growth of a business.</p>	<p>Networking</p> <p>Networking services are available to SMEs through the EIC pilot. Find the right network to help your business grow.</p>
<p>Prizes</p> <p>EIC Horizon Prizes offer money to those who can solve some of society's most difficult challenges. Details of open prizes can be found here.</p>	<p>Jury members</p> <p>The EIC pilot needs entrepreneurs and innovators to help evaluate proposals that could develop the next game-changing innovation. Find out how to become a jury member.</p>	<p>About</p> <p>What is the EIC pilot and who is it for?</p>

The EIC pilot focuses funding and opportunities on innovators, startups and companies with ideas and innovations which are radically different from existing products, services or business models; highly risky; and have the potential to scale up internationally.

The EIC pilot is able to support ideas from any area of technology or business sector, including novel combinations of technologies and business models. Support is available from feasibility to development to scale-up stages. EIC pilot support is available to innovators from all EU Member States, from other countries associated to the EU Horizon 2020 programme, and to innovators from all parts of the world who establish their activities in Europe.

8.2. Videos

The European Innovation Council

The EIC pilot aims to support top-class innovators, entrepreneurs, small companies and researchers with bright ideas and the ambition to scale-up internationally.



[Link to the webservice](#)



9. Tips for Market – Example



ESPRESSO

systEmic Standardisation apPRoach to
Empower Smart citieS and cOmmunities!



This project has received funding from the European Union's
Horizon 2020 programme for research, technological develop-
ment and demonstration under grant agreement No 691720

TIPS FOR MARKET

Through our "Tips for market" newsletter, we aim to recommend and promote the latest Smart Cities and Communities funding opportunities and market highlights.

HIGHLIGHTS

Urban Innovative Actions

Urban Innovative Actions (UIA) is an Initiative of the European Union that provides urban areas throughout Europe with resources to test new and unproven solutions to address urban challenges. Based on article 8 of ERDF, the Initiative has a total ERDF budget of EUR 372 million for 2014-2020. Although research on urban issues is well developed, potential solutions are not always put into practice because urban authorities are reluctant to use their money to test new, unproven and hence risky ideas. Urban Innovative Actions offers urban authorities with the possibility to take a risk and experiment the most innovative and creative solutions. The main objective of UIA is to provide urban areas throughout Europe with resources to test innovative solutions to the main urban challenges, and see how these work in practice and respond to the complexity of real life.

Beneficiaries

The beneficiaries of the UIA Initiative are urban authorities of more than 50.000 inhabitants, or a grouping of urban authorities with a total population of a least 50.000 inhabitants, located in one of the 28 EU Member States. In order to design and implement effective and innovative solutions, urban authorities need to involve all the key Stakeholders that can bring expertise and knowledge on the specific policy issue to be addressed. These include agencies, organisations, private sector, research institutions, NGOs...

(Source: urban-innovative-actions)



[Read more](#)

FUNDING OPPORTUNITIES

LC-SC3-SCC-1-2018-2019-2020

The COP21 Paris Agreement recognises the role of cities and calls on them to rapidly reduce greenhouse gas emissions and adapting to climate change. The EU is committed to implementing the 2030 Agenda for Sustainable Development, including Sustainable Development Goal 11 ("Make cities inclusive, safe, resilient and sustainable"). Many forward-looking cities have set themselves climate goals whose achievement rests on wide scale roll out of highly integrated and highly efficient energy systems. To achieve the necessary energy transition in cities, it is essential to increase energy systems integration and to push energy performance levels significantly beyond the levels of current EU building codes and to realize Europe wide deployment of Positive Energy Districts by 2050.

Deadline: 05/04/2018

(Source: ec.europa.eu)

[More information](#)

SME Instrument 2018-2020

The SME Instrument is very selective. Only the most convincing and excellent proposals can be funded after a thorough evaluation by multinational panels of technology, business and finance experts. Selected companies receive funding and are offered business coaching to scale up their innovation idea, and can also receive mentoring. They are helped in networking with other SME Instrument clients, with other companies of all sizes, and with potential co-investors and follow-up investors across Europe. As an SME Instrument client, you will gain visibility and boost your chances of success in European and international markets.

Deadline: Several, and different, cut-off dates for phase 1 and phase 2:

- Phase 1: the first next deadline of 08 February 2018 (last deadline 04 November 2020).
- Phase 2: the first next deadline of 10 January 2018 (last deadline 07 October 2020).

(Source: ec.europa.eu)



[More information](#)

Open call for SMEs to get innovation services in the field of the biobased economy

SuperBIO is an innovation project that supports the development of promising industrial value chains in the biobased economy. SuperBIO has an open call for proposals for SMEs that want to innovate in the biobased economy. An application form can be submitted at any time until **22nd of June 2018** or until the maximal capacity of the project is reached. SuperBIO offers different services to SMEs:

- Networking and advice to SMEs on innovation opportunities
- Value chain building
- Innovation services.

Advice and value chain building are free of charge. Innovation services are 75% funded by SuperBIO and are provided by professional and leading service providers/consultants from Belgium, UK and Germany. The SME can select multiple services with a maximal total value of € 60 000.

(Source: www.h2020-superbio.eu/)

[Information and application](#)

European Innovation Council

The European Innovation Council (EIC) supports breakthrough innovation for the benefit of all, meeting the needs of high potential innovators from across the EU from start-up to scale-up. The EIC pilot supports top-class innovators, entrepreneurs, small companies and scientists with bright ideas and the ambition to scale up internationally. It brings together the parts of Horizon 2020 that provide funding, advice and networking opportunities for those at cutting edge of innovation. It is a 'one-stop-shop' for innovation financing bringing all relevant EU funding schemes into a single place and combining grant financing with venture capital investments. It offers in a single place:

- €2.7 billion in funding for the period 2018-2020
- Opportunities for networking, mentoring and coaching
- Strategic advice to upgrade the innovation ecosystem in Europe

The EIC pilot focuses funding and opportunities on innovators, startups and companies with ideas and innovations which are radically different from existing products, services or business models; highly risky; and have the potential to scale up internationally. (Source: ec.europa.eu)

[More information](#)



European Innovation Council

The EIC pilot aims to support top-class innovators, entrepreneurs, small companies and researchers with bright ideas and the ambition to scale-up internationally.



10. Conclusion

The EIP-SCC survey in 2015 indicated that cities are sitting 'on the fence' – not knowing when and what to invest in and that industry also need guidance what to make that can be commercialized.

New "Tips for market" (send through the ESPRESSO newsletter) have been developed and has been published after V3 of this document, highlighting Urban Innovation Actions, SME Instruments and the European Innovation Counsel.

ESPRESSO is not the only initiative and a lot of project have similar action. An orchestrated effort through the EIP-SCC could streamline the opening actions.