

# **INFODAY 3**

# **AIBC OPEN CALLS**

## AIBC EUROCLUSTERS Consortium

November 27<sup>th</sup>, 2023



# AGENDA

9:30-9:40 – Welcome and info about closed calls

9:40-9:55 – **AIBC Open Call for Digitalisation Services and Product Development**

9:55-10:05 – **AIBC Open Call for participation to events**

10:05-10:20 – **UPDATES: new calls to be launched**

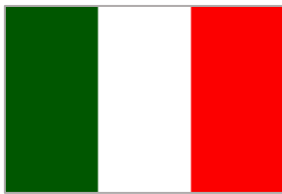
- Training & Skills
- Mission to USA

10:20-10:30 – **Examples of applications**

# AIBC EUROCLUSTERS

Artificial Intelligence (AI) & BlockChain (BC) for a greener and more digital economy supported by EUROpean CLUSTERS

Tackling the cross-fertilisation of AI and BC into different industrial ecosystems (manufacturing, mobility, logistics, energy)



ITALY

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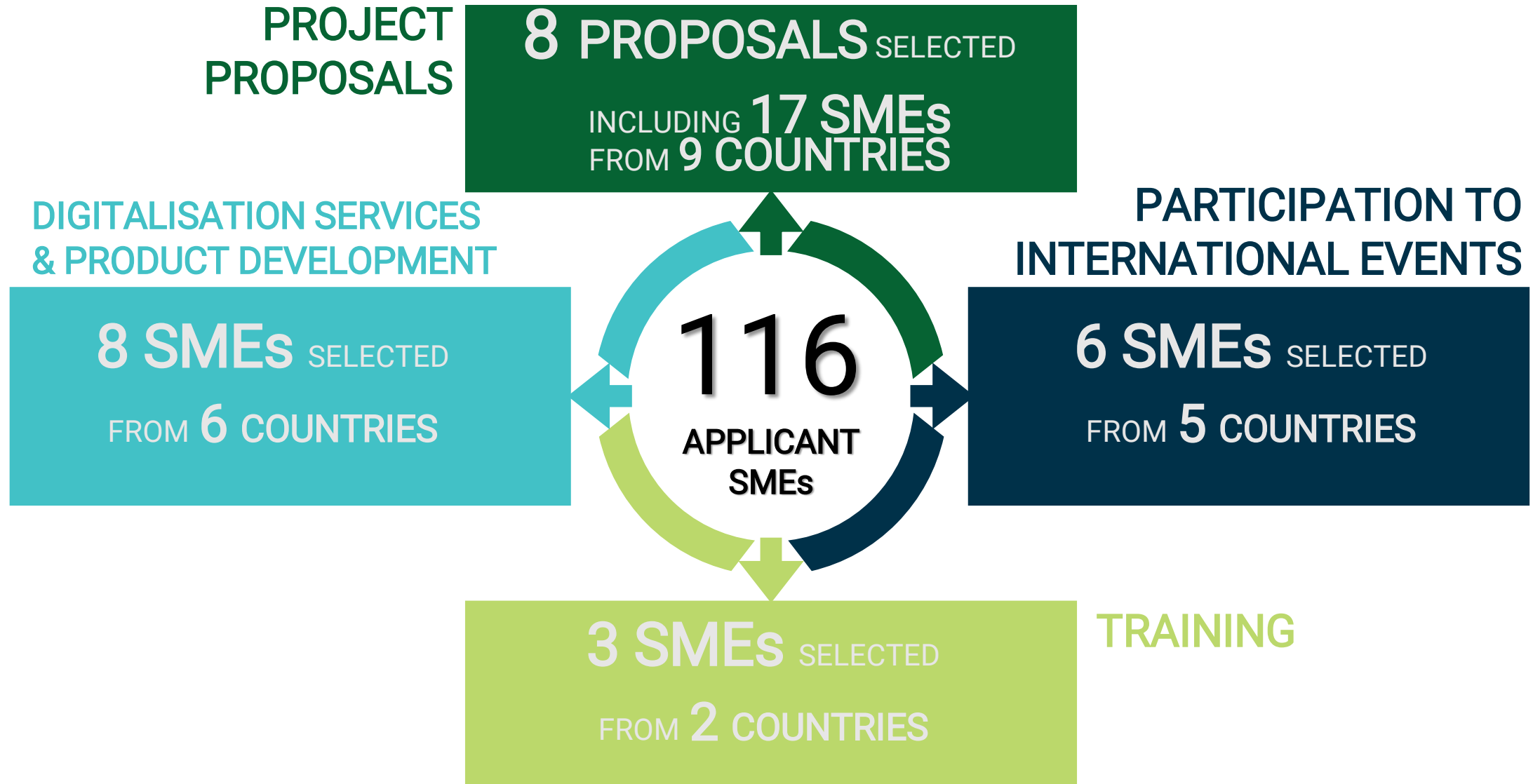
POLAND



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# AIBC OPEN CALLS: FIGURES





# AIBC EUROCLUSTERS OPEN CALLS

## ELIGIBLE COMPANIES

### Small and Medium Enterprises (SMEs\*) & Start-ups (in the form of SMEs)

- working on Artificial Intelligence (AI) / Blockchain (BC) technologies
- from the manufacturing, mobility, logistics or energy sectors, interested in adopting AI & BC solutions to be more digital, resilient and green.

**established** in the Member States of the European Union (EU) and Countries participating in the Single Market Programme (SMP)

**\*SME definition** according with the Commission Recommendation 2003/361/EC and the SME user guide:

- < 250 employees
- Annual turnover: less or equal to €50 million or Annual balance sheet total: less or equal to €43 million.



# AIBC EUROCLUSTERS

## FINANCIAL SUPPORT TO THIRD PARTIES (FSTP)

### LUMP SUM MODEL

*"... fixed payment defined up-front and set out in the agreement. It is paid upon completion of activities, link to deliverables and no financial reporting is needed."*

### PAYMENT

Each call has its own conditions for payment.  
Mainly it will be carried out after completion of the funded activity upon acceptance of report and proof of the activities/projects being achieved.

### MAX. AMOUNT FOR SME

Beneficiaries can participate to the different **AIBC EUROCLUSTERS OPEN CALLS** but cannot receive more than 60.000,00 EUR overall.



# AIBC EUROCLUSTERS OPEN CALLS REQUIEREMENTS

- ✓ Applications and proposals must be written in **English**.
- ✓ Only submitted online applications will be eligible to be funded.
- ✓ Applicants must not have any actual and/or potential conflicts of interest with the **AIBC Consortium**, services or training providers, during both the selection process and the whole project development.
- ✓ Applicants cannot be **AIBC Consortium** partners or affiliated entities nor their employees or co-operators under a contractual agreement.

**15K  
EUR**

# SERVICES & PRODUCT DEVELOPMENT

**Opening date:**

6 June 2023

**Deadline 2<sup>nd</sup> cut-off:**

**16 Jan 2024**



## Activities targeted by the call:

- Technology transfer
- Use of infrastructures
- Proof of Concept (PoC)
- Business model development
- Innovation development services
- Resilience continuity plans
- Product/solution development

2<sup>nd</sup> cut-off → 210.000,00 EUR → up to 15.000,00 EUR



# MACRO CHALLENGES ADDRESSED BY THE CALL

## Macro-challenges - Open Call for Digitalisation Services and Product Development

1 Sustainability and Green manufacturing using AI and Blockchain (linked to environmental impact)

Manufacturing

Energy

Logistics

2 Blockchain applications to support transactions

Manufacturing

Energy

Logistics

Mobility

3 Identify the sources of inefficiency and take corrective actions through Blockchain / AI

Manufacturing

Energy

Logistics

Mobility

4 Renewable energy sources and smart grid management thanks to AI (machine learning) and blockchain applications

Energy

Mobility

5 AI for Optimisation of Logistics paths

Logistics

Mobility

6 AI for Smart Mobility and pollution reduction within cities

Mobility

# TOPICS ADDRESSED BY THE CALL (I)

| Macro-challenge   | Challenge/topic description  |   |
|---|--|---|
| 1 Sustainability and Green manufacturing using AI and Blockchain (linked to environmental impact) | 1.1 How AI/BC can enable / support the demonstration of CO2 consumption/emissions for environment friendly products (i.e. in view of a certification, to be more competitive for clients)  | <div>Manufacturing</div> <div>Energy</div>                      |
|   | 1.2 Data analysis predictive and prescriptive maintenance manufacturing.   | <div>Manufacturing</div>  |
|   | 1.3 Reduce production generated waste and limit the environmental impact of production-processes. i.e. by enhancing of personnel-awareness; improving traceability processes of products; make a constant control of the end-of-life, and a resilient green transition.  | <div>Manufacturing</div> <div>Energy</div> <div>Logistics</div> |
|   | 1.4 Process efficiency to reduce energy consumption, possibly with the introduction of innovative robotisation systems. Among the greatest issues to face are: energy costs, lack of qualified staff, robotisation process of companies, develop tools for processing polymeric materials with new parameters. | <div>Manufacturing</div> <div>Energy</div>                      |
| 2 Blockchain applications to support transactions   | 2.1 Enabling and disintermediating complex payments and/or the exchange of values and services, through the use of blockchain technologies.  | <div>All</div> <div>Manufacturing</div> <div>Energy</div>       |
|   | 2.2 Notarisation of documents and transactions, certifying the time-stamp, in order to favour the service-conversion and the certification. Avoid counterfeiting and ensure the recognition of credits and rewards.  | <div>All</div> <div>Logistics</div> <div>Mobility</div>         |
|   | 2.3 Documentation management: concerning the goods, the driver and the vehicle transporting them, as well as the recipient.  | <div>Logistics</div>  |
|   | 2.4 Intellectual property management: register and protect intellectual property such as patents, trademarks and copyrights.   | <div>Manufacturing</div>  |

# TOPICS ADDRESSED BY THE CALL(II)

| Macro-challenge  | Challenge/topic description  |   |
|--|--|---|
| 3 Identify the sources of inefficiency and take corrective actions through Blockchain / AI                       | 3.1 Blockchain as a tool to record and monitor production activities and products quality in order to support companies to identify problems as quickly as possible and take corrective actions promptly.  | <div>Manufacturing</div> <div>Energy</div>                        |
|  | 3.2 In order to create an immutable and transparent record of logistics and transportation, blockchain can be introduced within company procedures to avoid delays or errors in delivery and take corrective actions promptly when needed.   | <div>Manufacturing</div> <div>Logistics</div> <div>Mobility</div> |
|  | 3.3 Need to improve traceability methods for manufacturers, retailers and customers, for instance adopting PDA, and favouring the integration, communication and coordination between all the actors.  | <div>Manufacturing</div> <div>Logistics</div>                     |
|  | 3.4 AI for automatic suggestion of the set-up parameters referred to the production lines. i.e., algorithms based on the characteristics of the work-order compared to the history of the processes.   | <div>Manufacturing</div>  |
| 4 Renewable energy sources and smart grid management thanks to AI (machine learning) and blockchain applications | 4.1 Integration of electric vehicles in power management platforms for smart grids to progressively include as more subjects and objects as possible in the electric-smart grids.  | <div>Energy</div> <div>Mobility</div>                             |
|  | 4.2 Revision of the paradigm of adaptation of the energy production to the energy consumption, part of the consumption must be now adapted to the production taking into consideration the characteristics of intermittent renewable energy sources. I.e., differing some non-priority uses. | <div>Energy</div>   |

# TOPICS ADDRESSED BY THE CALL(III)

| Macro-challenge   | Challenge/topic description   |                       |
|---|---|-----------------------|
| 5 AI for Optimisation of Logistics paths                      | 5.1 Improving the transport operations, by planning new routes in long-haul international routes, according to ordinary and unplannable delays. Analysis and study of a method able to re-plan a route (when delayed) and minimise the impact of the delay. | Logistics<br>Mobility |
|   |   |                       |
| 6 AI for Smart Mobility and pollution reduction within cities | 6.1 Road network maintenance (roads, pavements and signs): how to extract precise information and large amounts of data from different sources and obtain reliable pavement degradation models to allow accurate estimations of the maintenance actions.    | Mobility              |
|   | 6.2 AI to support pollution forecasting, monitoring and modelling for cities, companies, etc.   | Mobility              |



# ELIGIBILITY CRITERIA

## Beneficiaries

1 SME from ICT (AI or BC), manufacturing, mobility, logistics or energy sectors, officially **founded before 31.12.2021** and registered in an EU Member State or country participating in the SMP.

## Duration

Up to **six months** from the signature of the agreement and completed **by September 2024**.

## Eligible costs

The funding amount must cover the costs for the services and activities, that will be offered by a service provider activated by the company. The costs are exclusively **meant for performing the services and the activities allowed**.

# EVALUATION

## Selection

At least **14 companies** will receive financial support.

## Evaluation criteria

### Section 1: RELEVANCE (max 35 points)

- Coherence of the proposal with the selected challenge proposed;
- Solutions adequacy of the proposal with the specific and general objectives of the SME

### Section 2: COHERENCE (max 30 points)

- Service provider(s) sustainability and quality (competences and expertise);
- Financial assessment of costs (based on market costs);
- Timeline and organization of work.

### Section 3: IMPACT (max 35 points)

- Contribution to enhance the innovation/digitalisation level of SME;
- Degree of exploitation, transferability of results and replicability.

**TOTAL SCORE achievable: 100 points (threshold: 66)**

# TIMELINE

Opening date:  
6 June 2023  
Deadline:  
16 Jan 2024

Information to  
applicants:  
End of February 2024

Duration of activities:  
From agr.signature to  
2<sup>nd</sup> cut-off selected SMEs:  
30<sup>th</sup> September 2024



## OPENING AND CLOSING DATES

To present your proposal online,  
according to the cut-off date,  
through the EU Survey platform.



## 5 DAYS FROM HERE

(for the accepted applicants in each  
cut-off)  
To accept funding agreement terms  
and conditions via email to  
[aibc@piemonteinnova.it](mailto:aibc@piemonteinnova.it) and then to  
proceede with  
the agreement signature.



## PAYMENT OF THE LUMP-SUM:

20% of total amount (when possible)  
by first 2 months;  
80% of total amount within 60 days  
from the final sending.



**2K  
EUR**

## INTERNATIONAL EVENTS

### Opening date:

6 June 2023

### Deadline 2<sup>nd</sup> cut-off:

16 Jan 2024



### Activities targeted by the call

- Thematic Summits
- International Conventions
- Global Forums
- Conferences
- Congresses
- Exhibitions
- Fairs

2<sup>nd</sup> cut-off → 10.000,00 EUR → up to 2.000,00 EUR x SME





# ELIGIBILITY CRITERIA (2<sup>ND</sup> CUT-OFF)

## Beneficiaries

1 SME or Start-up working on Artificial Intelligence (AI) & Blockchain (BC) technologies.

## Activities eligible for funding

In-person participation of SMEs or Start-up in events

- related to AI & BC technologies,
- in Europe and outside Europe.

## Duration

The event must happen between March 2024 and October 2024, after the signature of the agreement and before the AIBC project ends.

## Eligible costs

The eligible costs are exclusively those related to the participation in the event: travelling costs, accommodation, subsistence, fees for participation in the event, booth costs.

# EVALUATION

## Selection for second cut-off

at least 5 companies will receive financial support.

## Evaluation criteria

### Section 1: COMPANY PROFILE (max 10 points)

- Company profile according to AIBC target;
- Where do you see your company within the next 5 years in terms of AI and/or BC development and internationalisation?

### Section 2: OBJECTIVES AND GOALS TO PARTICIPATE TO THE EVENT (max 40 points)

- Specific objectives of the company in the short term regarding the participation in the selected event;
- Contribution of this event to the development of the company.

**TOTAL SCORE achievable: 50 points (threshold: 40)**



| Cost category | Cost description  | Country/region   | Amount in EUR  |
|---------------|---|--|----------------|
| A             | Travel, accommodation, and subsistence for 1 person participating in the event  | Europe<br><br>(different from the country where the SME is located or has an office)   | 700,00         |
| B             | Travel, accommodation, and subsistence for 2 persons participating in the event   | Europe<br><br>(different from the country where the SME is located or has an office)   | 1.000,00       |
| C             | Travel, accommodation, and subsistence for at least 1 person participating in the event. Does not increase with more people participating to the event. | Different region in the same EU Member State or Country participating in the SMP where the company is based or has an office | 500,00         |
| D             | Costs for participating in an event related to registration fee, stands, booth.   | Europe, EU Member States & Countries participating in the SMP.   | Up to 1.000,00 |
| E             | Any cost related to at least 1 person participating in the event: travel, accommodation, subsistence, registration fee, stands, booth.                  | Outside Europe, EU Member States, Countries participating in the SMP.  | 2.000,00       |

# TIMELINE

Opening date:  
6 June 2023  
Deadline:  
16 Jan 2024

Information to  
applicants:  
Mid-February 2024

Period to participate to  
events:  
From agreement  
signatures to October 2024  
(no later than)



## OPENING AND CLOSING DATES

To present your proposal online,  
according to the cut-off date,  
through the EU Survey platform.

## 5 DAYS FROM HERE

(for the accepted applicants)  
To accept funding agreement  
terms and conditions via email  
to [AIBC@bwcon.de](mailto:AIBC@bwcon.de) and then to  
proceed with the  
agreement signature.

## PAYMENT OF THE LUMP-SUM:

Within 60 days after  
receiving the reporting  
documents.

# PREPARATION & SUBMISSION

## AIBC EUROCLUSTERS OPEN CALLS

ONLINE APPLICATION FORM for each call on  
**EU Survey platform**

**Supporting documents:** application form guide,  
activities timeline and budget, DoH

[AIBC Info&Match platform](#) – Infodays' material,  
FAQs, ideas for events and trainings, potential providers

**All in English.**

# EVALUATION

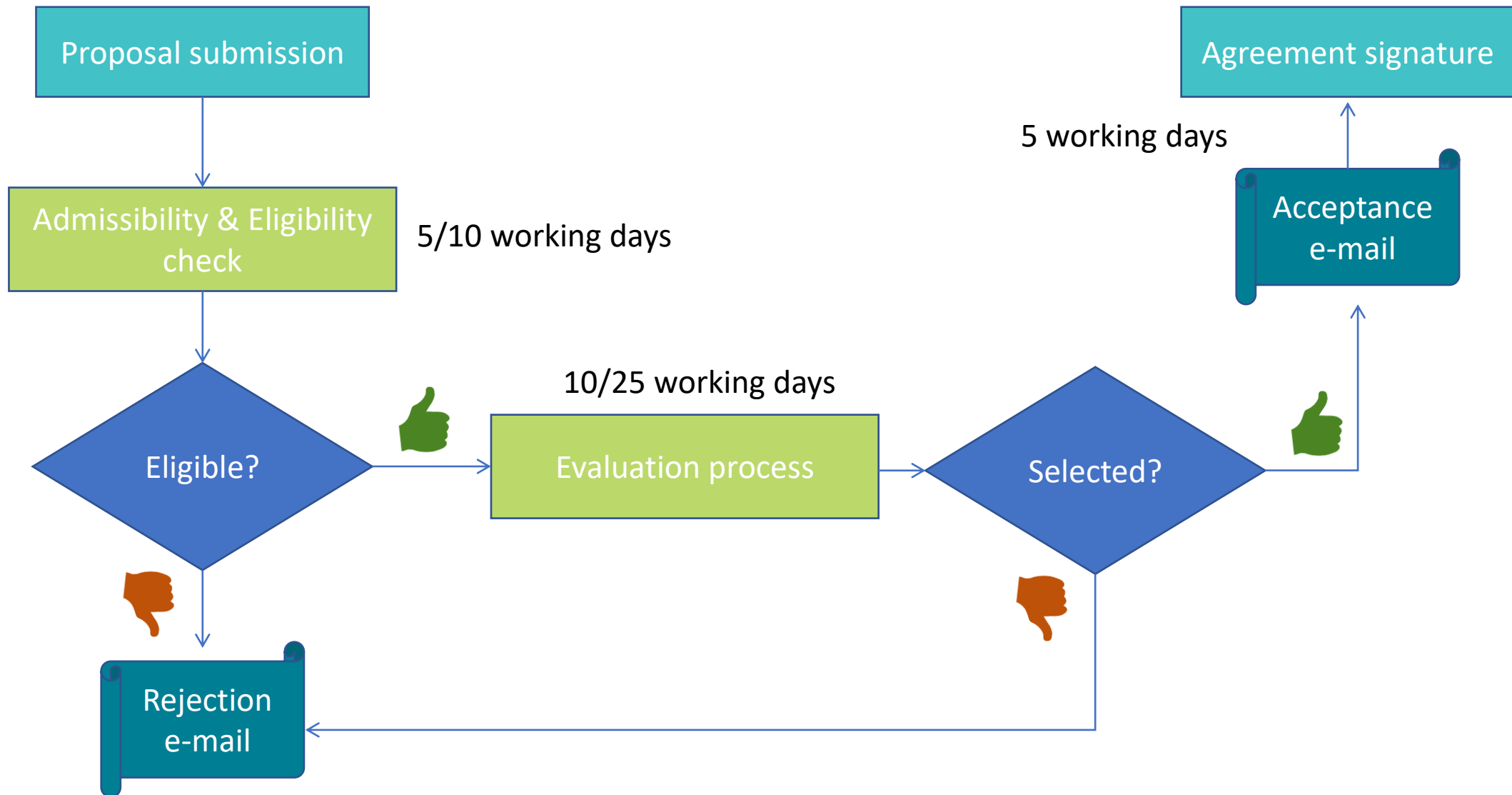
**Eligibility check**  
by the AIBC EUROCLUSTERS project consortium.

**Evaluation Panel**  
2 or 3 representatives of the  
AIBC EUROCLUSTERS project consortium.

From **different countries** from the applicant SMEs.

**Experts** activated in case of specific technical  
competences needs.

# EVALUATION PROCESS



# NEW CALLS COMING SOON!

5K  
EUR

## TRAINING & SKILLS

Trainings, courses, coaching, mentoring, etc. related to AI/BC/twin transition.

CALL WILL OPEN SOON | **deadline:**  
**31/01/2024 (TBC)**

2K  
EUR

## INTERNATIONAL EVENTS: MISSION TO USA

EU SMEs and start-ups working on AI & BC technologies or with competences on these techs.

• **Mission organised** by the project to Austin, TX (USA) - summer 2024



5K  
EUR

# TRAINING & SKILLS

## Opening date:

End of November 2023

## Deadline:

31 January 2024 (TBC)

Training Activities in presence or online,  
Coaching, Mentoring, on-the-job training, Courses

- ☐ **Digitalisation planning** related to Artificial Intelligence and/or Blockchain adoption;
- ☐ Specific **implementation of AI and BC**;
- ☐ **Updates** on Artificial Intelligence and Blockchain technologies;
- ☐ How AI/BC support the **twin transition, sustainability, resilience**;
- ☐ New skills related to **AI/BC technologies**;
- ☐ **Knowledge transfer** mechanism in the fields of AI, BC, Green, Sustainability and Resilience;
- ☐ Development of **business models** implementing/adopting AI, BC, Green, Sustainability and Resilience


72.000,00 EUR → up to 5.000,00 EUR x SME

# DIGITALISATION SERVICES AND PRODUCT DEVELOPMENT EXAMPLES

| Applicant information/Type of service  | Macro-challenge / Challenge-topic   | Activities description   | Service Provider  |
|--|---|--|---|
| <p><b>ICT company -</b><br/>offers solutions for SME manufacturing companies, consisting of MES/CMMS and Energy Manager.</p> <p>Product/solution development</p>   | <p><b>1 Sustainability and Green manufacturing using AI and Blockchain</b></p> <p>1.2 Data analysis predictive/prescriptive maintenance manufacturing.<br/>1.4 Process efficiency to reduce energy consumption</p>  | <p>The project aim is to create a solution that allows to combine production, maintenance, and consumption data to generate trend forecasts using A.I. tools.</p>  | <p>The service provider will develop the architecture, libraries and code that will support the implementation of:</p> <ul style="list-style-type: none"> <li>• Energy efficiency through control, analysis and optimization</li> <li>• Real-Time and Historical Analysis</li> <li>• Trend Analytics</li> <li>• Tariff management, energy cost calculation, trend and analysis.</li> </ul> <p>2 case studies: predictive maintenance and energy management.</p> |
| <p><b>Energy sector company</b><br/>SME engaged in designing, developing, manufacturing, and selling solar modules and energy storage systems compatible with any vehicle. The company turns any vehicle into solar solar-powered one, reducing fuel consumption, cost, and CO2 emissions.</p> <p>Proof of concept (PoC)</p> | <p>1 Sustainability and Green manufacturing using AI and Blockchain</p> <p>1.1 How AI/BC can enable / support the demonstration of CO2 consumption/emissions for environment friendly products (i.e. in view of a certification, to be more competitive for clients).</p> | <p>The Company intends to source the PoC development service from an IT company, known for blockchain expertise in energy, carbon credits, and subsidies, which is pivotal for its sustainable manufacturing goals.</p> <p>This collaboration integrates a tailored blockchain module into the solar solutions of the Company.</p> | <p>Software engineering company specializing in blockchain, AI, and machine learning solutions. They have a strong presence in the industry with large experience in the blockchain field and a team of more than 50 professionals.</p>   |



## DIGITALISATION SERVICES AND PRODUCT DEVELOPMENT EXAMPLES

| Applicant information/Type of service   | Macro-challenge / Challenge-topic   | Activities description   | Service Provider  |
|---|---|--|---|
| <b>.Manufacturing sector Company</b><br><br> | <p>3. Identify the sources of inefficiency and take corrective actions through Blockchain / AI</p> <p>3.4 AI for automatic suggestion of the set-up parameters referred to the production lines. i.e. algorithms based on the characteristics of the work-order compared to the history of the processes.</p> | <p>AI for automatic suggestion of the set-up parameters referred to the production line, for example, algorithms based on the characteristics of the work order compared to the history of the processes.</p> <p>It will be introduced a simulation environment, which will be enhanced with AI.<br/>The simulator will be introduced as a digital twin.</p> | <p>Is a company active in the development of digital twins (DT); from the construction of DT and the creation of simulations of production processes, which can be used to predict what will happen in the future and plan events in production with the help of the added value of AI.</p> |

# AIBC EUROCLUSTERS OPEN CALLS FOR SMEs

(LUMP-SUM)



5K  
EUR

## TRAINING & SKILLS

Trainings, courses, coaching, mentoring, etc. related to AI/BC/twin transition.

CALL WILL OPEN SOON | **deadline:**  
31/01/2024 (TBC)

15K  
EUR

## DIGITALISATION SERVICES & PRODUCT DEVELOPMENT

Tech transfer, IT specialist, use of infrastructures, PoCs, Feasibility studies, business model development.

Duration: up to 6 months | **deadline:** 16/01/2024

2K  
EUR

## INTERNATIONAL EVENTS

EU SMEs and start-ups working on AI & BC technologies or with competences on these techs.

• **Open Call for Participation to events** related to the project topics |

**deadline:** 16/01/2024

• **Mission organised by the project to Austin, TX (USA) - summer 2024**

Contact:  
[aibc@piemonteinnova.it](mailto:aibc@piemonteinnova.it)



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Project: 101074645 – AIBC EUROCLUSTERS – SMP-COSME-2021-  
CLUSTER



## Prioritisation in case of equal scores

Prioritisation follows specific criteria according to the overall AIBC scope and each call.

- AIBC EUROCLUSTERS challenges addressed by proposals.
- SMEs (or Start-ups) from EU regions different from the countries of individual AIBC EUROCLUSTERS' partners.
- Specific score criteria.
- First submitted proposals.

## Signature of the agreement

5 working days after receiving communication on being SELECTED via email, with the agreement proposed by the AIBC EUROCLUSTERS.

The agreement will contain:

- the total lump sum to be received and the reporting and payments timeline.
- all relevant information related to the signatories: SME(s) and AIBC Consortium partner
- principles and obligations to be fulfilled by the beneficiaries SMEs: ethics, data protection, conflict of interest, confidentiality, communication obligations, etc.