1ª CONVOCATORIA

INTERNET OF THINGS

09/10/2020

Interreg Atlantic Area
European Regional Development Fund

EUROPEAN UNION

AT VIRTUAL

Acelerar la digitalización de los CFSM mediante la **introducción de tecnologías habilitadoras 4.0** en sistemas simulados de formación, contribuyendo a aumentar la **seguridad en operaciones de emergencia** en condiciones reales en el **Espacio Atlántico**.
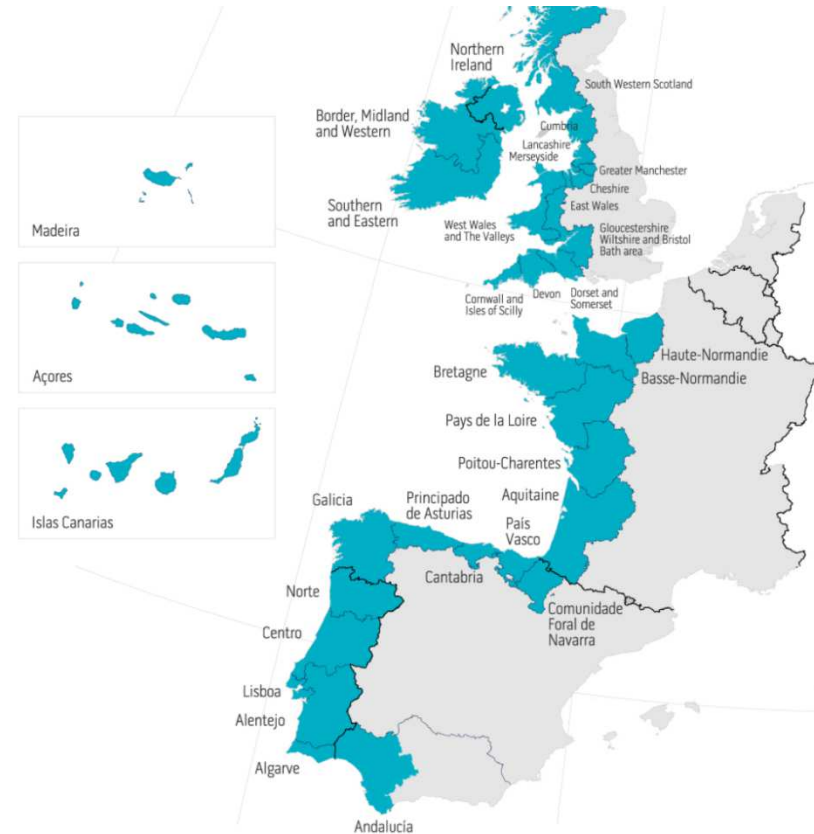
INNOVACIÓN ABIERTA

Centros de Formación de Seguridad Marítima:

- SASEMAR, Sociedad de Salvamento Marítimo (Jovellanos Training Center) (Asturias, Spain)

- CIT, Cork Institute of Technology (National Maritime College of Ireland) (Cork, Ireland)

CEEIs

- Ceei Asturias (Asturias, Spain) **- LEAD PARTNER**

- Laval Mayenne Technopole (Pays de la Loire, France)

- Instituto Pedro Nunes (Centro, Portugal)

- CorkBIC (Cork, Ireland)

CENTRO TECNOLÓGICO

- Fundación TECNALIA (Pais Vasco, Spain)

1. **Diagnóstico.**

    - **Análisis del nivel digitalización de los CFSM. Estudio de necesidades.**

    - **Resultado: Retos tecnológicos**

2. **Selección.**

    - **3 Convocatorias independientes: IOT / BD / TV. Selección de habilitador digital (Startup).**

    - **Resultado: CFSM – startup.**

3. **Prototipado e implementación.**

    - **Metodología ágil. Webinarios (expertos).**

    - **Resultado: Soluciones testadas e implementadas.**

RETOS IOT

Interreg
Atlantic Area
European Regional Development Fund   EUROPEAN UNION

AT
VIRTUAL

AT-VIRTUAL Project   MSTC Diagnosis Tool   Calls   News   Events   Contact Us

https://www.at-virtual.eu/

Open Innovation to improve response in maritime security and safety in the Atlantic Area

Emerging opportunities for startups in the field of digitalization

Learn more

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Calls

Topics and Challenges

Click in a topic to see the available challenges.

First Call - Internet of things (IoT)	OPEN	01/OCT/2020 – 30/OCT/2020	⊕

How to apply

Each application is only for a single challenge.
In order to apply, please select a challenge from the list at the top of the page.

Terms of Reference

Click here to download the Terms of Reference of the call.
Visit also the FAQs (Frequently Asked Questions) section for a summarized version.

Memory template

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NATIONAL MARITIME COLLEGE OF IRELAND

Environmental Sensor Array   MORE INFO →

CENTRO JOVELLANOS

System for monitoring and Sending Personalized   MORE INFO →
Messages

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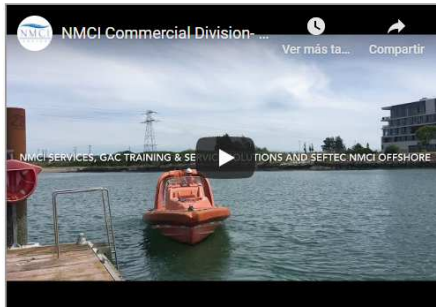System for monitoring and Sending Personalized Messages   MORE INFO →

How to apply

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Environmental Sensor Array

Download challenge as PDF

MSTC

National Maritime College of Ireland

Description of the technological challenge

Challenge definition / Description of need:
The proponent shall give the comprehensive solution (hardware device and software). The IoT challenge is:

- To design and develop a prototype of a 'smart' buoy that will be docked at the jetty / inshore for the measurement of the state of the sea in shallow water with wireless capacity (e.g. LoRa).
- To design and implementation of a mobile (3G/4G) data visualization and monitoring system or platform.

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System for monitoring and Sending Personalized
Messages   MORE INFO →

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System for monitoring and Sending Personalized Messages

MSTC

Centro Jovellanos

Download challenge as PDF

Youtube video link of the Challenge

Description of the technological challenge

The objective of this challenge is focused on designing and implementing a system for monitoring and sending alarms and / or messages of support to mobile devices (smartphone and / or wearables) that students carry during their training practices.

These personalized messages / signals / instructions will be received on the device carried by the student depending on the locations of the devices, assigned roles or specific situations, specifically:

- When the teacher (administrator) considers appropriate to launch them manually during the training session. These messages may be in video, text, photo and or vibration format.
- When the identified device enters a specific area of the campus.
- When defining other types of triggers are defined.

- **SIZE: Applicants must be a SME** and declare their SME status in accordance with the SME definition of the European Union. (**Self-employed, partnerships and associations will not be eligible for participation.**)

Company category	Staff headcount	Turnover	or	Balance sheet total
Medium-sized	< 250	≤ € 50 m		≤ € 43 m
Small	< 50	≤ € 10 m		≤ € 10 m
Micro	< 10	≤ € 2 m		≤ € 2 m

- **ORIGIN: Applicants must be established** or with a "**place of employment**" **with at least one employee** in the territorial scope of the **Atlantic Area** according to the Cooperation Area of this Program.

Country	Regions
France	Haute-Normandie; Basse Normandie; Pays-de-la Loire; Bretagne; Poitou-Charentes; Aquitaine.
Ireland	Border, Midland and Western; Southern and Eastern.
Portugal	Norte; Algarve; Centro; Lisboa; Alentejo; Açores; Madeira.
Spain	Galicia; Principado de Asturias; Cantabria; Navarra; País Vasco; Andalucia (Huelva, Cádiz and Sevilla); Islas Canarias.
United Kingdom	Cumbria; Cheshire; Greater Manchester; Lancashire; Merseyside; Gloucestershire, Wiltshire and Bristol/Bath area; Dorset and Somerset; Cornwall and Isles of Scilly; Devon; West Wales and The Valleys; East Walles; South Western Scotland; Highlands and Islands; Northern Ireland.

- **DATE OF INCORPORATION:** Applicants must prove that the date of incorporation of the company has been set **after January 1st, 2010.**

¿CÓMO ENVIAR UNA PROPUESTA?

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How to apply

Each application is only for a single challenge.

Al final de la descripción del reto...

Apply

Click on the following button to apply for this challenge

Application

Al final de la descripción del reto...

████████████████████████████████

Apply

Click on the following button to apply for this challenge

[Application]

System for monitoring and Sending Personalized Messages

Application Form

COMPANY NAME

Company Name

EMAIL

Email

PERSON NAME

Person Name

CONTACT

Phone Number

COUNTRY

Select a Country ▼

REGION

Select a Region ▼

INCORPORATION DATE

DD/MM/YYYY

System for monitoring and Sending Personalized Messages

Application Form

MEMORY OF THE SOLUTION PROPOSED

| Seleccionar archivo | Ningún archivo seleccionado |

LEGAL DOCUMENTATION FOR ELIGIBILITY

| Seleccionar archivo | Ningún archivo seleccionado |

Files must be DOC, DOCX, PDF, ZIP or RAR

PRIVACY POLICY

1. Introduction
This Privacy Policy informs about the data we collect, why we collect it, how we treat it, to where it can be transferred and how you can update and delete some of said data. Our services, processes and communication systems aim to ensure the highest possible degree of compliance with the REGULATION (EU) 2016/679 OF THE EUROPEAN

☐ I agree with the privacy policy

Submit

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Memory template

Click here to download the template of the Memory required to apply for a challenge.

1. **General information.**
2. **Description of the solution to the challenge proposed.**
   (Objectives, impact, approach and activities)
3. **Innovative approach according to the current state of art of the technology.**
   (Description of the current stage of development and added value of its innovation as well as an understanding of the competing solutions. Expected performances of the innovation in comparison with others. ***Relation of all the equipment and estimated cost necessary for the implementation of the solution according to its value for money*** *(best quality at minimum investment).*
4. **Planned activities to carry out during the implementation of the project.**
   (Realistic timeframe and comprehensive description of implementation: distribution of phases, calendar, expected deliverables, milestones)
5. **Company technological background: Successful previous experiences related to the challenge / topic.**
   (Technical experience of the company. Complementary expertise and competences, high added value and capability to undertake the project)
6. **Company resources to provide for the implementation stage**
   (Description of the available and relevant resources (personal, facilities, networks,…) to develop the activities in the most suitable conditions)
7. **Budget**
   (Budget for the services, specifying the types of cost foreseen, by the participant for the definition and implementation of the project grouped by phases.)
8. **Other relevant information to be considered for the proposal.**

System for monitoring and Sending Personalized Messages

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- **Legal entity form:** signed and stamped. (**Download template**)

- **Legal existence:**
  - **Company Register** or similar, showing the name of the organization, legal status, the legal address and registration number and, if applicable, a copy of a document proving VAT registration (in case the VAT number does not show on the registration extract or its equivalent).
  - The company also **must show evidence of the date of incorporation**.
  - **In the case of the place of employment**, the applicant must prove **additionally** the existence of it as well as the evidence of having at least one employee working in it with the corresponding legal documentation.

- **SME Condition:** The applicant must prove the **SME condition** via **this link** and also include the **Balance sheet** and the **Profit and Loss Account** of the last financial year available as evidence.

System for monitoring and Sending Personalized Messages

Application Form

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Submit

¡¡¡ DEADLINE: 30/10/2020 at 17:00 CET !!!

- Applicants must fulfill and respect **all the eligibility conditions**.
- Applicants must be **readable**, **accessible** and **printable**.
- The memory must be completed in **English** (**Source: Arial 10**) and **not exceed 10 pages**.
- The **memory** must include a budget for their **services**, specifying the types of cost foreseen, by the participant **for the definition and implementation of the project grouped by phases**. **This budget must be less than 15.000 € (VAT excluded).**
- Additionally, the participant must specify the description and the estimated cost of the equipment (HW, sensors, glasses …) necessary for the implementation of the proposed solution bearing in mind its **"value for money"** (best quality at minimum investment). This estimation will be just considered in terms of the assessment of the state of art of the technology and, in any case, the equipment will be made available by the MSTC.
- **An applicant can submit just one proposal to each challenge in every call**.
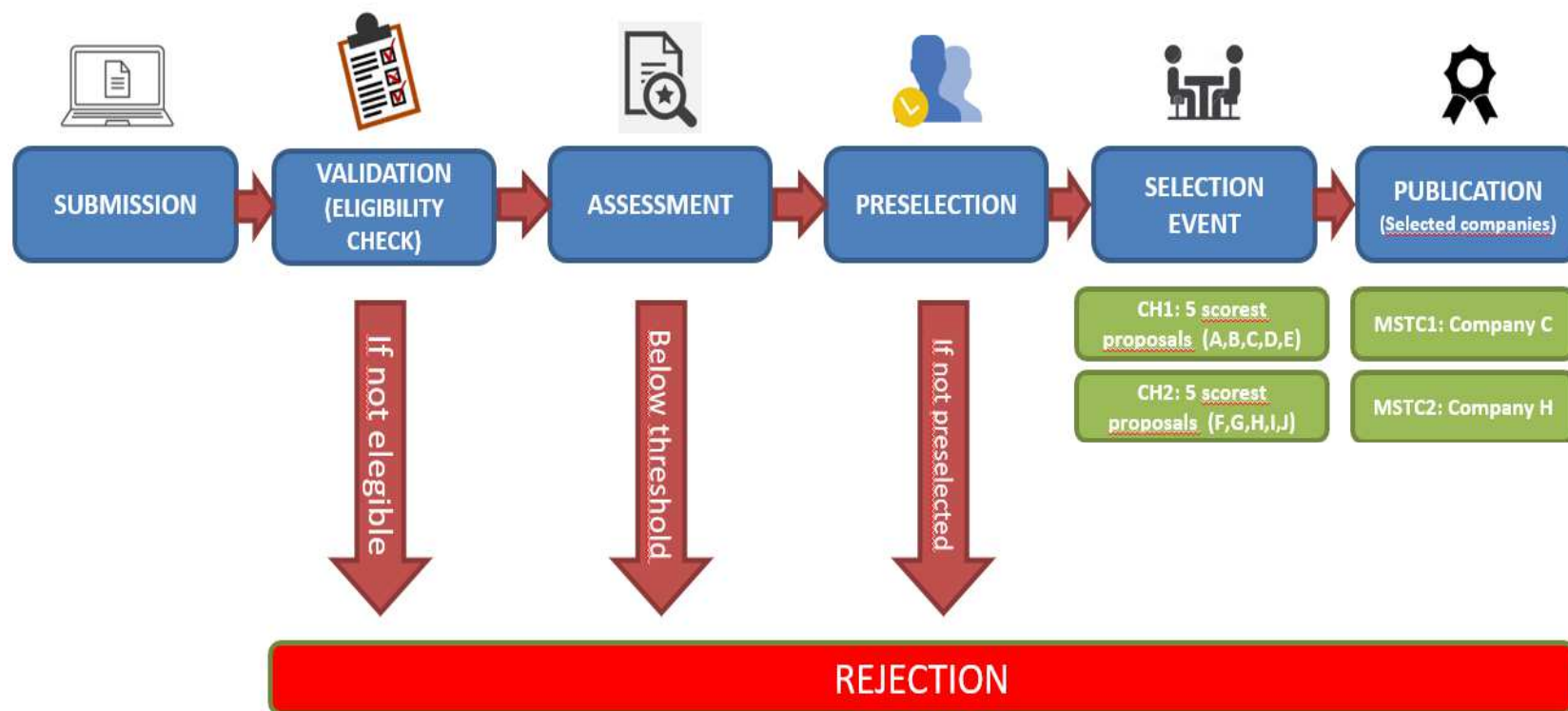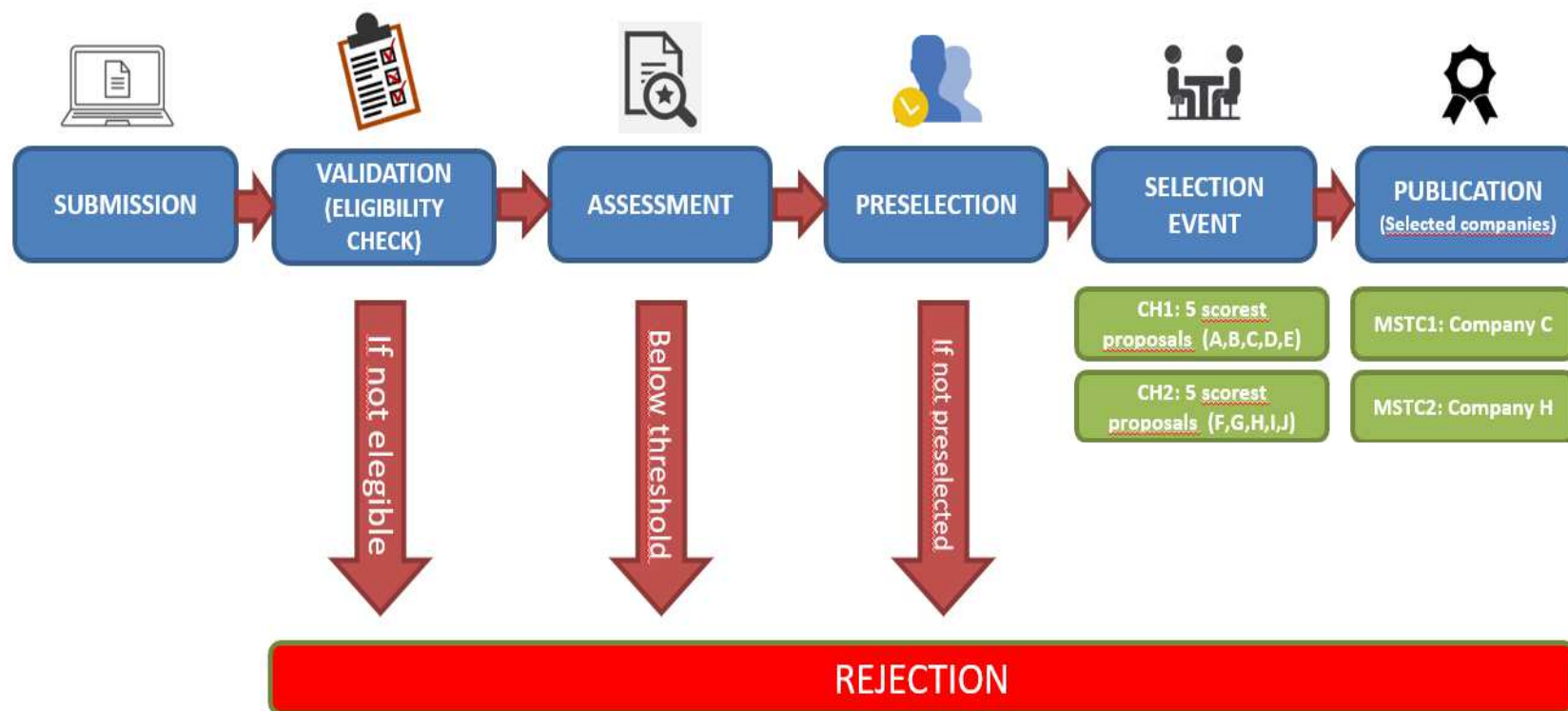
PROCESO DE SELECCIÓN

All the submissions will be **checked for eligibility**, in accordance with the established criteria and the required documentation.

- **The proposal will be validated provided that**:
  - All the documentation (Memory / Legal docs) have been sent by the applicants.
  - The Memory is completed and understandable adjusting to the specifications required
  - The proposal fulfills all the eligibility conditions for applicants.

- **The deadline for validation is 15 days after the cut-off date of the call. After this deadline, non eligible proposal will be rejected.**

| SUBMISSION | → | VALIDATION (ELIGIBILITY CHECK) | → | ASSESSMENT | → | PRESELECTION | → | SELECTION EVENT | → | PUBLICATION (Selected companies) |

If not elegible ↓

Below threshold ↓

If not preselected ↓

CH1: 5 scorest proposals (A,B,C,D,E)

CH2: 5 scorest proposals (F,G,H,I,J)

MSTC1: Company C
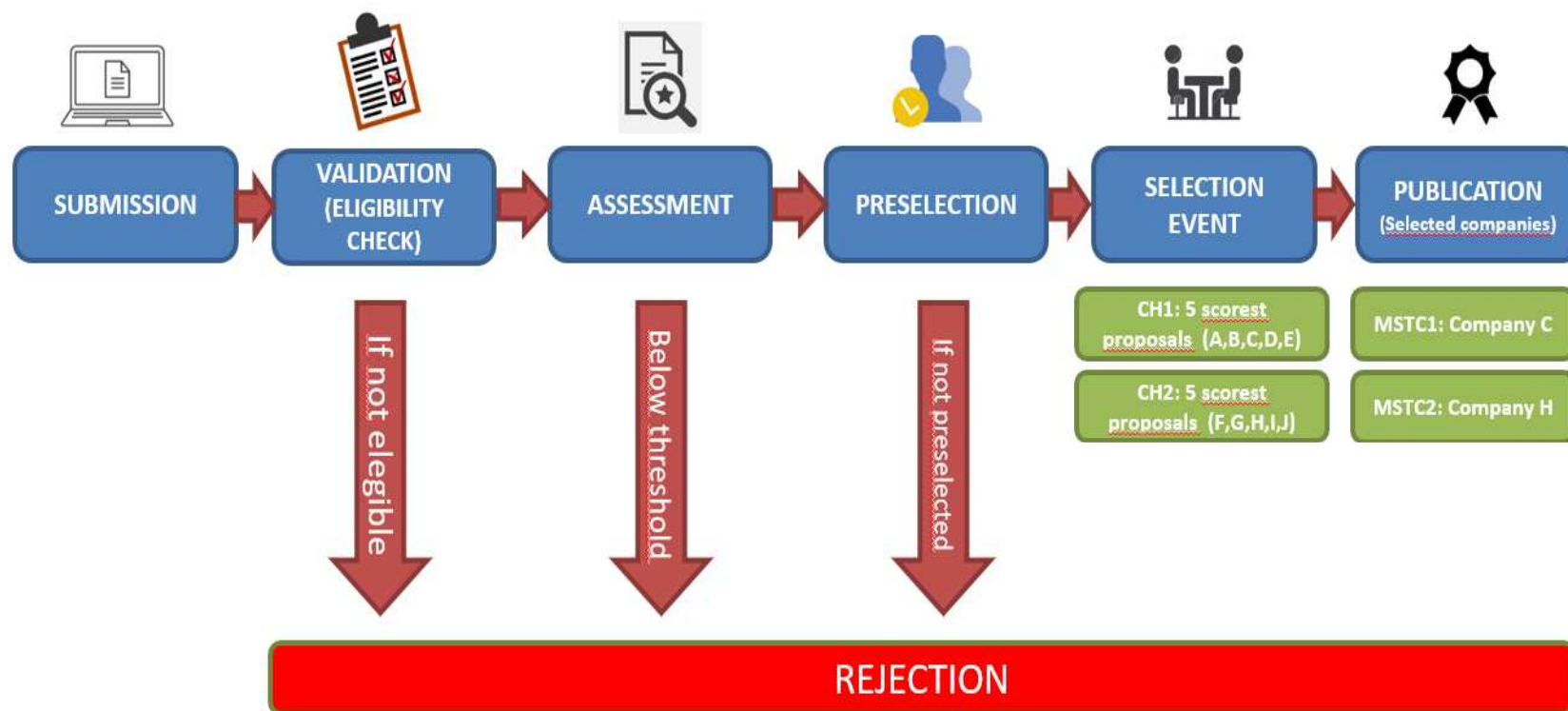
MSTC2: Company H

REJECTION

All the submissions will be **assessed**, in accordance with the following established criteria:

1. **Coherency** of the proposal for the implementation of the project. (**0-10 / Treshold:5**)
2. **Experience / background** of the company related to the challenge / topic addressed. (**0-20 / Treshold:10**)
3. **Evaluation of the technology and innovation** of the proposed solution according to the state of art. (**0-20 / Treshold:10**)
4. **Risk evaluation** that could be introduced in the project. (**0-10 / Treshold:5**)
5. Availability and assessment of **company resources** in relation to the plan proposed. (**0-20 / Treshold:10**)
6. Feasibility of the **budget** for the implementation of the solution and timeframe for the implementation of the solution. (**0-10 / Treshold:5**)
7. Other added value to be assessed. (**0-10**)

Proposals below any of these thresholds will be discarded

| SUBMISSION | → | VALIDATION (ELIGIBILITY CHECK) | → | ASSESSMENT | → | PRESELECTION | → | SELECTION EVENT | → | PUBLICATION (Selected companies) |

If not elegible

Below threshold

If not preselected

CH1: 5 scorest proposals (A,B,C,D,E)

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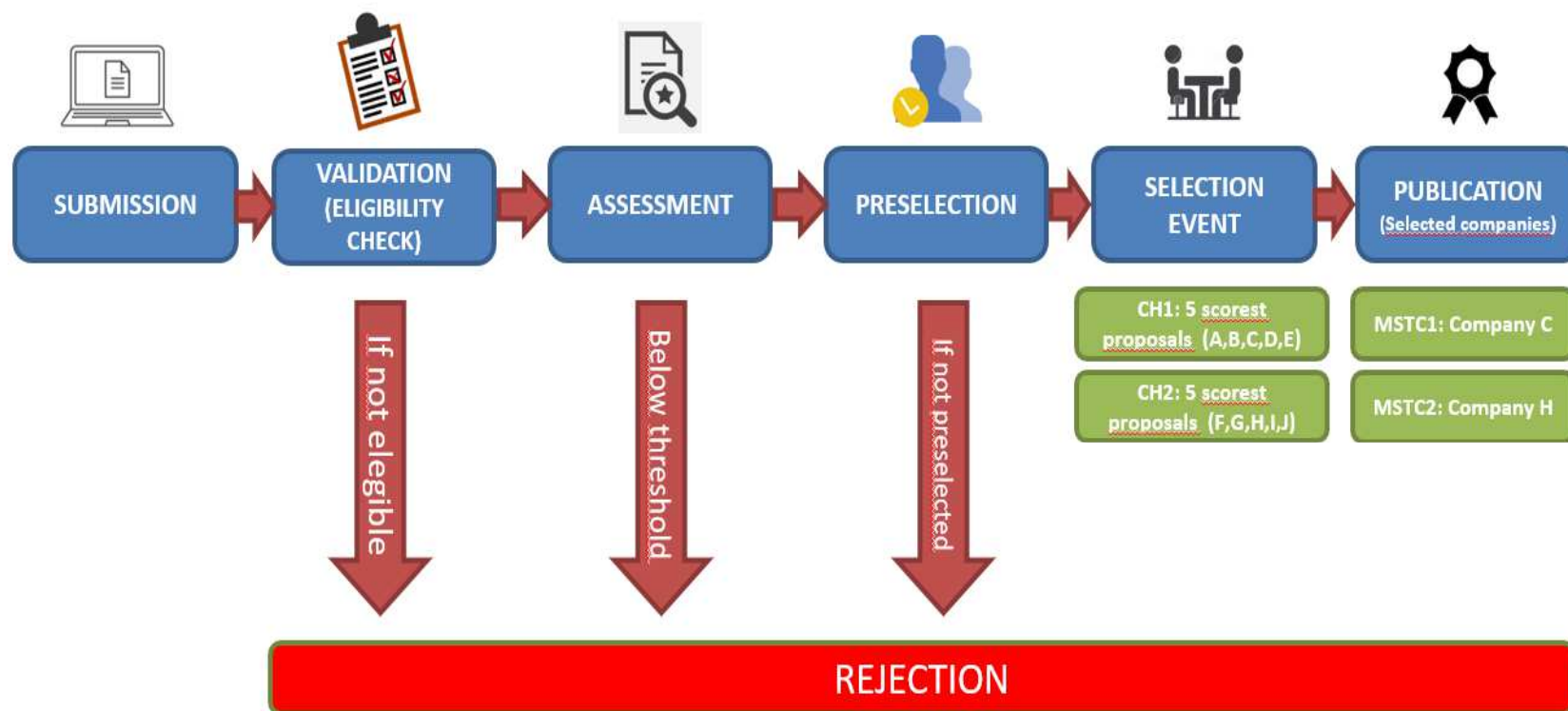
MSTC1: Company C

MSTC2: Company H

REJECTION

SELECTION EVENT / STARTUP COMPETITION

- Fast-track pitch presentations (3 minutes x startup)

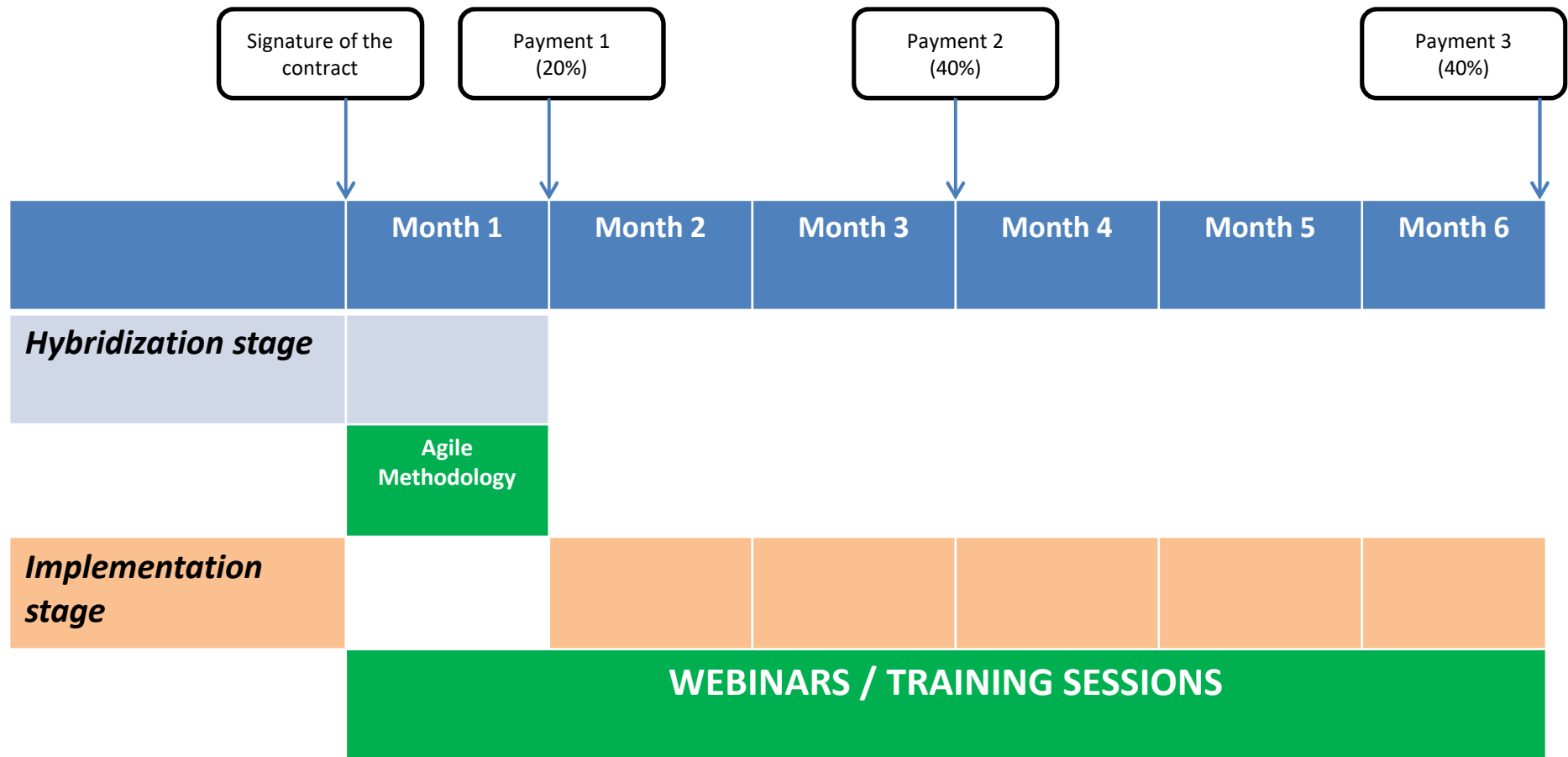- B2B meetings among startups – MSTCs (30 minutes each one)

FINAL SCORE FOR THE SELECTION:

Final Score = 30 % (Assessment score) + 20 % (Pitch Score*10) + 50 % (Interview Score*10)

- **The company that finally gets the highest score will be selected one** to accompany the MSTC in the next stage which implies the establishment of the binomial (MSTC-company) for the definition and implementation of the solution.

- Every participant will be informed by email about the result of this selection phase **within a week after the celebration of the selection event**

IMPLEMENTATION

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Signature of the contract	Payment 1 (20%)		Payment 2 (40%)			Payment 3 (40%)

	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6
Hybridization stage						
	Agile Methodology					
Implementation stage						
	WEBINARS / TRAINING SESSIONS					

Por qué participar??

- **Prestación servicio:** Retorno facturable no sujeto a subvención.
- **Notoriedad:** Ámbito de aplicación de la tecnología.
- **Proyección internacional:** Visibilidad a través del proyecto.
- **Herramientas:** Metodologías ágiles / Webinarios / Mentoring.
- **#RETOASTURIAS:** Potencial tecnológico como región innovadora.

MUCHAS GRACIAS
POR VUESTRA ATENCIÓN
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RPARRONDO@CEEI.ES

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