

CROSS FERTILISATION THROUGH ALIGNMENT, SYNCHRONISATION AND EXCHANGES FOR IoT

H2020 – CREATE-IoT Project

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Author(s)	M.D. Ordóñez (ANYSOL), O. Vermesan (SINTEF), R. Bahr (SINTEF), D. Esteban (ATOS), G. Micheletti (IDC), B. Copigneaux (IDATE), T. Suarez (BLU), M. Álvarez Díaz (GRAD), Name (NUIG), G. Miranda (MI), P. Annicchino (AS)					
Editor	M.D. Ordóñez (ANYSOL)					
DoW	The conference event for the coordination and support activities for the alignment of the exchange of information on best practices among various initiatives covered by IoT Focus Area (IoT FA). This event focused on the IoT European Large-Scale Pilots Programme with the objective of following the progress of the programme's activity groups. These including the objectives, focus of the pilots, most challenging tasks (i.e. use cases), implementations (i.e. deployment of infrastructure), pilot architecture concepts/approaches with validated IoT reference architectures, interoperability, standardisation, cross-cutting issues inside and outside the project, cross-cutting use cases, common methodologies, KPIs, collaboration, communication with internal and external stakeholders. The event addressed the contribution of the projects to strategic activity groups to foster coherent implementation of the different IoT large-scale pilots.					
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Table of contents

1.	Executive summary	4
	1.1 Publishable summary	4
	1.2 Non-publishable information	4
2.	Introduction.....	5
3.	AG01 - IoT Focus Area	7
	3.1 Background, agenda and objectives	7
	3.2 Main areas of discussion	7
	3.2.1 KPIs topic	7
	3.2.2 Market papers and business model topics	8
4.	AG02 - IoT Standardisation, Architecture and Interoperability	11
	4.1 Background, agenda and objectives	11
	4.2 General introduction	11
	4.3 Main areas of discussion	11
	4.3.1 A Reference Architecture for LSPs	11
	4.3.2 The IoT-EPI White Paper on “Advancing Platform Interoperability”	12
	4.3.3 Replicability to other sites; Reusable components	13
	4.3.4 Standardisation: SDO Collaboration	13
	4.3.5 Wrap-up and next steps	14
5.	AG04 - IoT Accelerators Ecosystem and Market place	15
	5.1 Background, agenda and objectives	15
	5.2 General introduction	15
	5.3 Main areas of discussion	15
	5.3.1 SMEs participation	15
	5.3.2 Arts	19
	5.3.3 Open calls	20
6.	AG05 - Trusted IoT, Privacy, Security and Legal frameworks	24
	6.1 Background, agenda and objectives	24
	6.2 General introduction	24
	6.3 Main areas of discussion	25
7.	AG08 - Communication, Collaboration strategy and Liaisons	26
	7.1 Background, agenda and objectives	26
	7.2 General introduction	26
	7.3 Main areas of discussion	27
	7.3.1 Material produced.....	27
	7.3.2 Demonstration and Liaison with local communities.....	29
	7.3.3 Events	29
	7.3.4 New partners and initiatives in AG8.....	30
8.	Conclusions.....	32

1. EXECUTIVE SUMMARY

1.1 Publishable summary

The focus of the IoT European Large-Scale Pilots Programme Common Midterm event on 17-18 October 2018 was on following the progress of the programme's Activity Groups (AGs), including the objectives, focus of the pilots, most challenging tasks (i.e. use cases), implementations (i.e. deployment of infrastructure), pilot architecture concepts/approaches with validated IoT reference architectures, interoperability, standardisation, cross-cutting issues inside and outside the project, cross-cutting use cases, common methodologies, key performance indicators (KPIs), collaboration, communication with internal and external stakeholders. The event addressed the contribution of the projects to strategic activity groups to foster coherent implementation of the different IoT large-scale pilots.

The AGs presented the summary of the work done and an overview of the work plan for the upcoming six months. The goal is to establish a common knowledge basis among the different IoT large-scale pilot projects, for clustering their results of horizontal nature (interoperability approach, standards, security and privacy approaches, business validation and sustainability, methodologies, metrics, etc.) to validate advanced IoT solutions across complete value chains with actual users and proving its socio-economic potential. The event is part of the coordination and supporting activities for the alignment of the exchange of information on best practices among various initiatives covered by IoT FA.

The document presents a report of activities of the different technical meetings held by IoT European Large-Scale Pilots Programme activity groups.

1.2 Non-publishable information

This document is public.

2. INTRODUCTION

As one of the two Coordination and Support Actions (CSAs) in the European IoT LSP Programme, CREATE-IoT participates in and leads different Activity Groups (AGs) of this programme. As such, CREATE-IoT plays an important role in fostering the interactions among with the LSPs projects and in the collaboration with the other CSA U4IoT.

The role of the European IoT LSP Programme AGs is to define, implement and monitor appropriate mechanisms to ensure that pilots' impact go beyond involved partners and address external communities and stakeholders.

Between October and November 2018, the different AGs held technical meetings to present the updates, on-going works and discuss about the next steps to be done. CREATE-IoT coordinates AG01, AG02, co-coordinates with U4IoT AG05 and participates and supports AG04 and AG08.

The present document shows the results of the different meetings of these Activity Groups.



Figure 1: LSP projects' partners and EC representatives

An overview of the LSP partners mentioned in this document are summarised in Table 1. Their short names are used further in this document.

Table 1: Partner overview and the short names used in this report

Short	Full name	Country	Project
AAU	AARHUS UNIVERSITY	Denmark	SYNCHRONICITY, IoF2020
AL	ARTHUR'S LEGAL BV	Netherlands	CREATE-IoT
ANYSOL	ANYSOLUTION SARL	Spain	CREATE-IoT
ARTS	ARTSHARE INVESTIGACAO TECNOLOGIA E ARTE LDA	Belgium	CREATE-IoT
AS	ARCHIMEDE SOLUTIONS SARL	Switzerland	CREATE-IoT, U4IoT
ATB	INSTITUT FÜR ANGEWANDTE SYSTEMTECHNIK BREMEN GmBH	Germany	IoF2020
ATOS	ATOS SA, ATOS IT SOLUTIONS AND SERVICES	Spain, Netherlands	CREATE-IoT, MONICA, SYNCHRONICITY

BLU	BLUSPECS INNOVATION SL	Spain	CREATE-IoT
IDATE	INSTITUT DE L'AUDIOVISUEL ET DES TELECOMMUNICATIONS EN EUROPE	France	CREATE-IoT
IDC	IDC ITALIA SRL	Italy	CREATE-IoT
IMEC	IMEC	Belgium	U4IoT
LTU	LULEÅ TEKNISKA UNIVERSITET	Sweden	U4IoT
MARTEL	MARTEL GMBH	Switzerland	U4IoT
MI	MANDAT INTERNATIONAL	Switzerland	CREATE-IoT, U4IoT, SYNCHRONICITY
MYS	MYSOPHERA SL	Spain	ACTIVAGE
SINTEF	SINTEF AS	Norway	CREATE-IoT, AUTOPILOT
SP	SCHUTTELAAR & PARTNERS	Netherlands	IoF2020

The meeting started by an introduction of the European Commission (EC) representative. The stress was put on what remains to be achieved rather than on what has been done so far, and on the need for more external communication rather than on self-referring showcase.

Further strength was given to the need to avoid silos and fragmentation, and make more visible the results to the outside with two priorities:

- Member States
- Regions

There is therefore the need of a bold communication strategy targeted at national and local politicians. It was recommended for every participant to use every links available to reach out to MP, local politicians, community leaders etc. in order to raise awareness.

3. AG01 - IoT FOCUS AREA

3.1 Background, agenda and objectives

The AG01 Meeting was organized on 17th October 2018 at the SMIT Centre of the Vrije Universiteit Brussels within the framework of the IoT European Large-Scale Pilots Programme Workshop on Focus Area Internet of Things.

Table 2: AG01 Agenda of the meeting (IoT focus area sustainability)

No	Topic	Lead / Presenters
Plenary session moderators: Ovidiu Vermesan (SINTEF) and Joel Bacquet (EC)		
1	Brief Introduction and meeting goals	CREATE-IoT (SINTEF), EC
2	Update on Common Methodologies and KPIs selection Proposed Horizontal KPIs for feedback and validation	CREATE-IoT (ATOS, IDC)
3	IoT LSP Programme Market e-book: Proposed outline and implementation plan	CREATE-IoT (IDC, IDATE)
4	Feedback and Validation of Horizontal KPIs and Market e-Book plan	CREATE-IoT (IDC, IDATE)
5	Next steps	CREATE-IoT (SINTEF, IDC, IDATE)

Within the overall objectives pursued by the AG01 activities, and specifically in terms of the analysis of LSPs and use cases approaches to sustainability and replicability and the business models used to provide a set of common KPIs, the meeting had as principal objective to:

- Present the initial KPIs list extracted from deliverable D01.04 (Common methodology and KPIs for design, testing and validation) of CREATE-IoT.
- Explain the process and the work carried out over the past six months in terms of common methodologies and KPIs.
- Present the short-list of KPIs providing a first selection of the actual KPIs to be measured at Programme level.
- Outline and agree upon the process to further refine the short-list and arrive at the final choice of KPIs.

3.2 Main areas of discussion

3.2.1 KPIs topic

ATOS and IDC presented a set of slides with the approach for the selection of KPIs so far and the suggested next step with an associated timing.

For each dimension identified by CREATE-IoT for the actual measurement of the KPIs (Technology and Standards; Business Opportunities, economic and social Impact; Ecosystem; General Acceptability and User Validation) a set of slides representing the initial choice of KPIs by CREATE-IoT and the current correspondence with the KPIs measured by the LSPs was presented. An example is provided in the two figures below.

The EC representative made a general remark and recollected that at the AUTOPILOT and ACTIVAGE reviews it was recommended to keep the number of KPIs at a minimum.

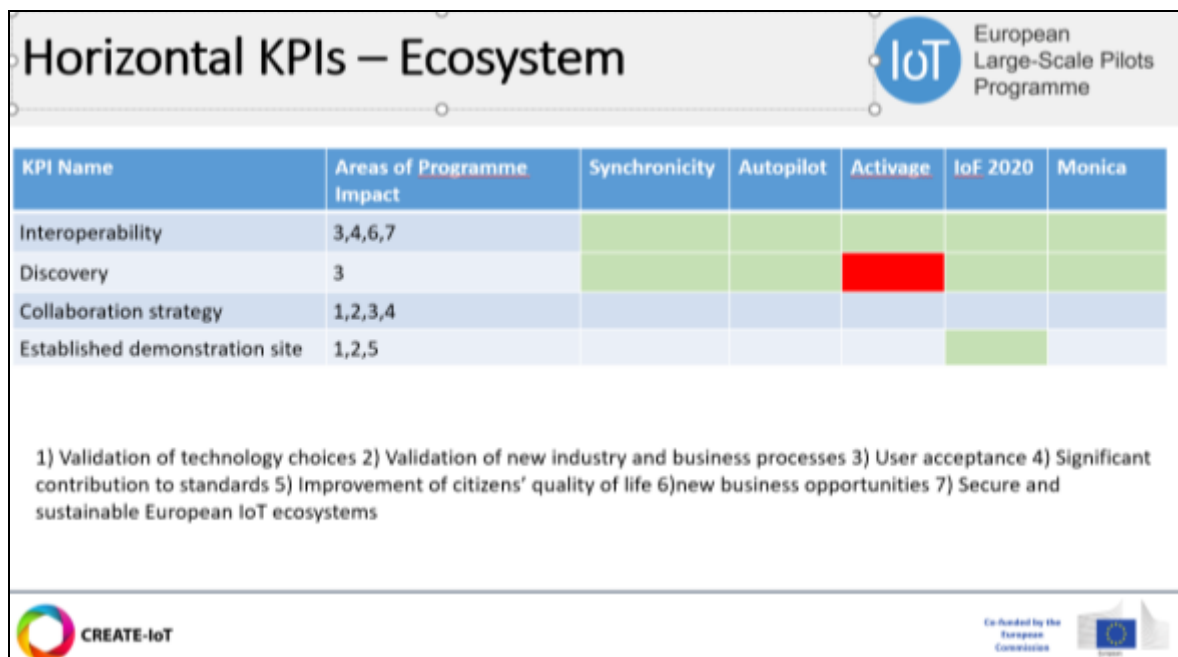


Figure 2: Horizontal KPIs- Ecosystem

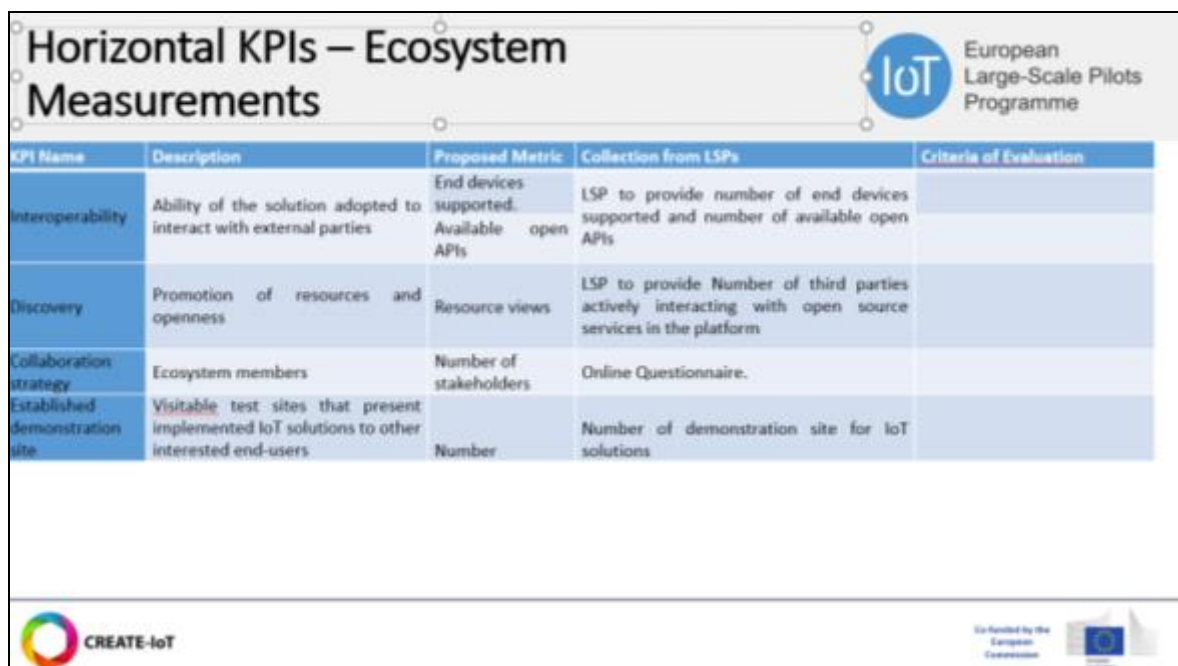


Figure 3: KPIs measurements

The importance of KPIs and platforms was also reiterated: important to measure the uptake of solutions and link it to the platforms. It was also recommended to keep to the timing presented and proceed without further ado with sending the mock-up slides to the LSPs and request their feedback.

3.2.2 Market papers and business model topics

IDC presented CREATE-IoT's work on IoT market trends e-Book focusing on the market aspects of each LSPs focus area. The objectives of the market papers are to:

- Show that the IoT LSP Programme is an adequate answer to the challenges of IoT.
- Present current adoption dynamics and foreseen market development and impact in the main focus areas.

- Highlight the IoT LSPs Programme value added and achievements for Europe.

The proposed story line of the market papers is represented below as well as an example of the format and content.

The proposed storyline

European Large-Scale Pilots Programme

The EC launched a strategic investment in IoT...

- Rationale of the Programme and brief description

...because data show that barriers are preventing adoption and Europe risks missing opportunities...

- IoT take-up in Europe is not where it should be – why? What are the common barriers?
- Looking at demand: current and potential future spending
- Looking at the industry: where is global competition?

...this is even more true for vertical sectors where IoT plays an important role for European economic growth...

- Analysing the supply-demand dynamic for each main focus area addressed by the programme

...the strategic analysis of the EU IoT SWOT shows the relevance of the Programme role – the evidence on current and expected results proves what the benefits will be

Outline

EC Foreword

Introduction

- Intro on the IoT LSP Programme
- Section on Challenges and need for European action
- EU IoT market value and forecasts
- IoT Platforms in the world

Focus Areas Deep-dives

- 1 chapter for each Focus area: state of the market, trends, value chain and ecosystem, value proposition of the LSP

Conclusions

- EU IoT Market and Industry SWOT – Expected horizontal impacts of the IoT LSP Programme

Co-funded by the European Commission

Figure 4: e-Book Storyline

Why an e-book

- Not the usual report
- A good mix of text and visuals
- Suited for both online and offline dissemination and reading

Boosting innovation in the EU Internet Economy

EXAMPLE

Accelerating European Growth

Smart City solutions

25% of the FIWARE Startups and SMEs develop Smart City solutions

Co-funded by the European Commission

Figure 5: e-book need

The LSPs reiterated the need for a clear horizontal element in the Market Papers and the EC insisted on the fact to keep them short and easy to read. The EC also highlighted the need to make sure that the papers will be duly distributed to reach the largest possible audience and to use the LSPs network to this purpose.



Figure 6: Market paper draft

IDATE (CREATE-IoT) presented the next steps on IoT Business Models related to the use cases and the EC appreciated the work and suggested to consider looking at players beyond the project and keep in mind the idea of avoiding lock-in effects. The LSPs reiterated the importance of this piece of research so to understand how the market reacts to our value proposition and gather confirmations outside the project to talk with people outside the project.

4. AG02 - IOT STANDARDISATION, ARCHITECTURE AND INTEROPERABILITY

4.1 Background, agenda and objectives

This AG02 meeting has been held on the 18th of October 2018 in Brussels. This workshop was coming after the three technical workshops held in 2018 by Activity Group 02 Workshops. It has been an opportunity to present the progress of work of AG02 on the “LSP Interoperability Framework”. The agenda was as follows:

Table 3: AG02 Agenda of the meeting (IoT standardisation, architecture and interoperability)

No	Topic	Lead / Presenters
Parallel session moderator: Emmanuel Darmois (ETSI)		
1	Introduction and Status of Activity Group 02	CREATE-IoT (ETSI)
2	A Reference Architecture for LSPs	CREATE-IoT (ETSI)
3	Interoperability White Paper	CREATE-IoT (SINTEF)
4	A view of IoF2020 on <ul style="list-style-type: none"> Replicability to other sites Reusable components 	IoF2020 (ATB)
5	Standardisation: working with SDOs	SYNCHRONICITY (AAU)
6	Update on AG02 and next steps.	CREATE-IoT (ETSI)

The objectives of this workshop were:

- To review the progress in establishing a common view across the IoT Large-Scale Pilots (LSPs) regarding topics such as: reference architectures and their mapping into a common model; interoperability framework and reference implementations based on use cases; analysis of components and standards, existing IoT platforms that may be reused/tested across multiple use cases and enable interoperability across those.
- To analyse potential action regarding the dissemination of results.

4.2 General introduction

The meeting started by a presentation of the overall work approach of AG02 which is essentially dealing with on the identification of major technical approaches and commonalities: identification of the most relevant Use Cases for the LSPs; identification of commonalities in reference architecture models; clarification of the LSPs interoperability frameworks; landscaping of standards; dissemination of reference implementation(s) of promising IoT standards, serving interoperability and openness.

The progress of the work is structured by of a series of technical workshops: three of them already held (Workshop #1 on 10/01/18 in Brussels; Workshop #2 on 26/04/18 in Brussels and Workshop #3 on 06/06/18 in Bilbao during IoT Week) and a fourth to be held in November.

4.3 Main areas of discussion

4.3.1 A Reference Architecture for LSPs

The LSP Interoperability Framework, based on the work developed in the LSPs and the consolidation done in AG02, is dealing with Reference Architectures, Interoperability Points and

Mechanisms, Platforms and technologies and Standards and pre-normative activities. The focus of the presentation was the proposal of a common Reference Architecture model.

This model is based on the identification of aspects that are common to the LSPs. The objectives of this approach are to ensure that the model deals with all the functional aspects required, in particular “cross layers” (such as safety or privacy), but also with other non-functional aspects (such as scalability).

This is leading to a three-dimensional approach model with Layers; Cross-cutting functions and Properties, as shown in the figure below.

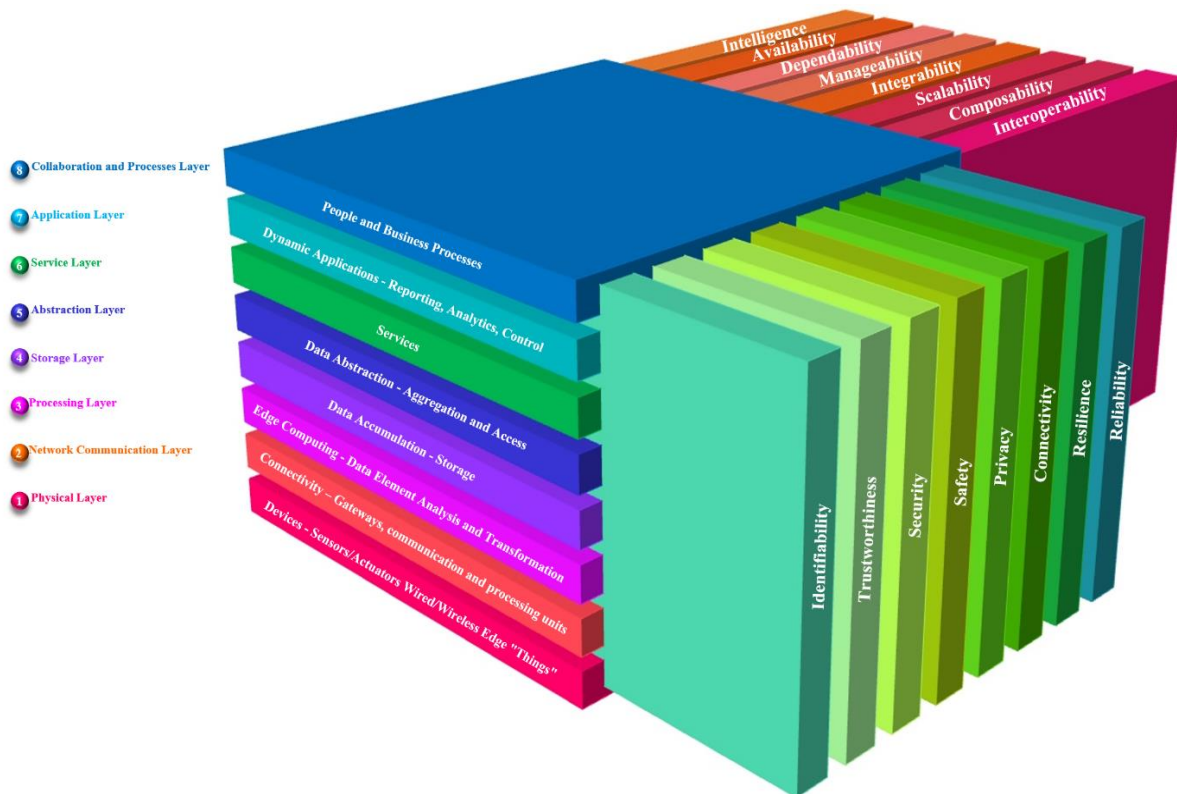


Figure 7: Three-dimensional approach model

The further consolidation of the proposed Reference Architecture Model is including:

- A clarification of Cross-cutting Functions and Properties with the Identification of relevant ones and possible changes in the current list; and an understanding of how to handle APIs, Market Places, Components Catalogues;
- The development of examples of usage in LSPs Use Cases (e.g., IoF2020);
- A dissemination strategy towards the IoT community.

4.3.2 The IoT-EPI White Paper on “Advancing Platform Interoperability”

SINTEF briefly presented the work done by the IoT European Platform Initiative (IoT-EPI). The eight IoT-EPI projects (AGILE, bIoTope, BIG IoT, Inter-IoT, symbIoTe, TagItSmart! and VICINITY) are developing various interoperability solutions addressing different layers in the IoT architecture; and offering mechanisms for providing interoperability between different IoT platforms.

The IoT-EPI defines IoT platforms interoperability concepts (e.g., Patterns of Interoperability) and an approach to Semantic Interoperability. The IoT-EPI projects are in general embedding several platforms, some of them used across several IoT-EPI projects. In total, 34 different platforms are used by the eight IoT-EPI projects.

4.3.3 Replicability to other sites; Reusable components

ATB has introduced the view of IoF2020 on the two topics of Replicability to other sites and Reusable components.

The analysis approach for the development of IoF2020 Use Cases involves: Domain Models, the Deployment view, the Functional view, the Business Process Hierarchy view, the Information Model and the Interoperability End-points. On top of interoperability, two key aspects need to be addressed to maximise the synergies for cross-Use Cases and cross-LSP collaboration:

- Reusability with functional components offering cross-Use Case or Cross-LSP features;
- Replicability for enabling a wider stakeholder community to learn from validated IoT based solutions.

The main elements of the solution developed by IoF2020 relate to:

- The identification of a set of key reusable components that can be mapped on the various layers of the IoT system functional architecture. Example are IoT Broker (in the IoT service layer) or the Data Marketplace (spanning the Application, Information Management and Mediation layers);
- A sustainable IoT Catalogue presenting components as well as the lessons learnt in order to facilitate the realisation of IoT based solutions.

As a conclusion, the IoF2020 Architectural Process was presented as the approach chosen to Ensure replicability, reuse and interoperability of IoT based ‘systems of systems’ as it has been validated in the more than 19 IoF2020 Use Cases.

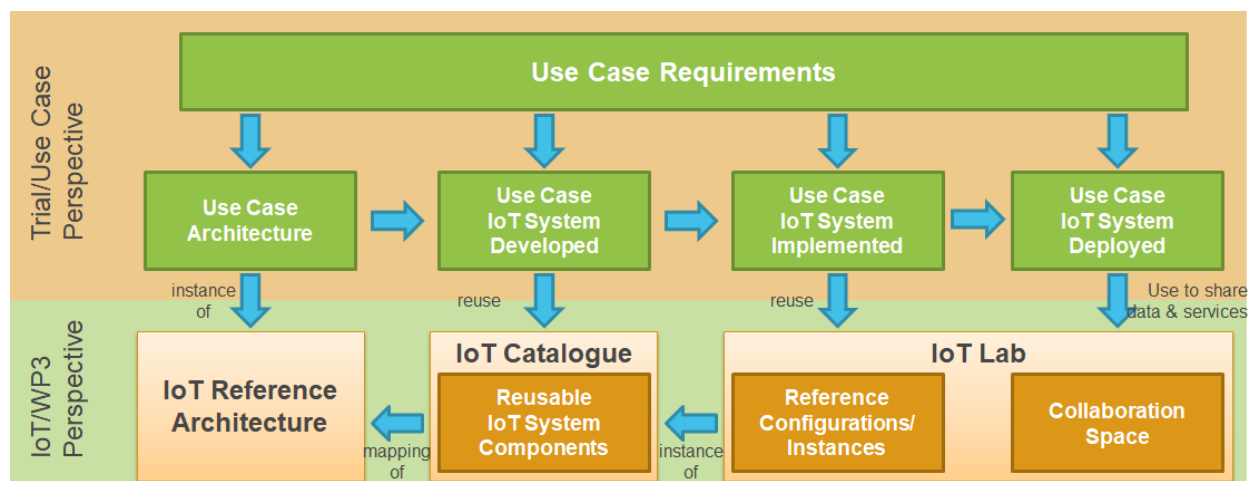


Figure 8: Replicability of use cases and reusable components - example IoF2020

4.3.4 Standardisation: SDO Collaboration

The presentation was prepared by partners from SYNCHRONICITY (AAU, MI) and presented by AAU. The purpose of the presentation was firstly to give a brief overview of contributions to and other interactions with European, Global, Sectorial, National SDOs (Standards Developing Organisations) as well as collaboration with networks and ecosystems around developing standards.

It was also aimed at providing additional information about the use of standards with a detailed review of the collaboration developed by each of the five LSPs.

As a conclusion, the main points have been highlighted:

- The LSPs are very actively using (validating) and contributing to standards development; and they are consequently playing a crucial role in linking innovation and standardisation;
- The LSPs are seen as active contributors to and drivers of sectoral standards development;

- Joint outputs can strengthen the overall internal and external visibility of the standardisation contributions and added-value by the LSPs.

4.3.5 Wrap-up and next steps

The AG02 work will continue with a fourth workshop to be organised in Brussels in November. Its objectives are to extend the participation to a larger set of relevant actors; to present and discuss the consolidated Interoperability Framework; to discuss possible dissemination approaches towards the larger IoT community.

The consolidation of results will be integrated in the CREATE-IoT Deliverable D06.02 (Recommendations for commonalities and interoperability profiles of IoT platforms).

The work will be expanded in 2019 with:

- The AG02 workshop #5 to be organised in February 2019;
- An AG02 event to be organised during the IoT Week 2019 in cooperation with AIOTI WG03
- A final AG02 workshop to be organised in October 2019.

5. AG04 - IOT ACCELERATORS ECOSYSTEM AND MARKET PLACE

5.1 Background, agenda and objectives

The meeting was held in two sessions on the 17th of October 2018 and has as objective to discuss on the following points:

- SMEs Participation
 - Review of SME participation
 - Best practice case-study: SYNCHRONICITY
 - Powering up SME engagement
 - Co-creation for an SME workshop in February 2019
- Arts
- Review of Open Call

Table 4: AG04 Agenda of the meeting (Ecosystems and open calls)

No	Topic	Lead / Presenters
Plenary session moderators: Karl Andersson (LTU) and Olavi Luotonen (EC)		
1	Open call state of play and achievements	SYNCHRONICITY, IoF2020
2	Update on AG04	U4IoT (LTU)
Parallel session moderator: Karl Andersson (LTU)		
3	SME Engagement	SYNCHRONICITY (AAU), CREATE-IoT (BLU)
4	ICT and ARTS	CREATE-IoT (ARTS)
5	Update planning for AG04	U4IoT (LTU)
6	Next steps	U4IoT (LTU)

5.2 General introduction

The aim of this meeting was to:

- Exchange information on SME engagement;
- Identify achievements and lost opportunities;
- Highlight best practices for involving SMEs;
- Start to plan specific actions that can power up SME engagement with the remainder of the LSP deployment periods and beyond;
- Present the Art and IoT activities carried out; and
- (Review the status of the current Open Calls.

5.3 Main areas of discussion

5.3.1 SMEs participation

5.3.1.1 Review of SME participation

A review has been done from the three LSPs involved (SYNCHRONICITY, MONICA and ACTIVAGE) regarding the participation of start-ups and SMEs and their classification (whether they are developers of solutions or adopters/deployers of technology), but also on the activities and channels used to involve and recruit SMEs. The results are shown in the table below:

Table 5: Results of LSP's SME Engagement

Topic	ACTIVAGE	MONICA	SYNCHRONICITY
Application Status from Open Call	<ul style="list-style-type: none"> - >500 registration - 3 full proposals submitted so far - But the deadline is Oct. 31st 	-	<ul style="list-style-type: none"> - Target number of applications: 50 -150 - Applications received: 133 (52 applied alone, 81 in a Pilot Group) - 46 New cities applied - Well-spread distribution of pilots across the 8 SYNCHRONICITY Core Pilot Cities: SAN 62, POR 55, MAN 54, ANT 51, EIN 47, HEL 47, MIL 43, CAR 32 - Lead SME applicants in: ES 24, FI 19, UK 19, IT 13, PT 9, BE 8, NL 6, CH 5, DK 4, GR 3, (EE, FR, TR) 2, (DE, HU, IL, LV, NZ, PL, RS, SI) 1.
Start-up and SMEs Participation	<ul style="list-style-type: none"> - Current Open Call: 165 SMEs, 120 start-ups, 11 mid-caps 	<ul style="list-style-type: none"> - 12 as part of the consortium - 4 so far as part of the 1st Hackathon 	<ul style="list-style-type: none"> - Synchronicity Open Call target SMEs TRL\geq 6 - 4 SME (in project Consortium) – 133 (SMEs as lead applicants of the open call) - <u>Observation</u>: being part of the project Consortium sets certain obligations for the partners (e.g. collaboration and sharing of information). Not all SMEs, especially those who have little experience in EU projects, may be aware of the extent of their obligations. This should be clearly explained to SME participants before the Consortium is even created.
Types of SMEs (developer/deployer)	<ul style="list-style-type: none"> - A mix of the two, as we are still in the middle of the Open Call, those that have registered (more than 500 proposals received) 	<ul style="list-style-type: none"> - As of yet, developers and SMEs have been included as potential providers of solutions using the data and technology provided by the MONICA project 	<ul style="list-style-type: none"> - Most of the SMEs selected through the open call will provide solutions to cities, which they will have developed. - Ideally, but not necessarily, they will become adopters of some of the atomic services that our Consortium partners are developing.
Activity Used to Involve SMEs	<ul style="list-style-type: none"> - Open Call (500 participants) – Still open. - Launch events - Conference sessions - Webinars specifically for SMEs to explain 	<ul style="list-style-type: none"> - MONICA Open Air Hackathon, Roskilde, 25th August 2018. 20 sign-ups, 4 teams - Hackingley, Headingley Stadium, Leeds, 26th October 	-

	their proposal	2018. 7 teams registered	
Channels Used to Recruit new SMEs	<ul style="list-style-type: none"> - Webpage, direct emails to project networks, special campaigns through start-ups accelerators and other influencers (MIOTI, EIT-Health, Regional governments...), Social networks (LinkedIn, Twitter, YouTube), Presence in conference (IoT week, AAL forum), Media (press, TV) 	<ul style="list-style-type: none"> - Hackathon events to select solutions and teams to pilot solutions - University Networks, Tech Nordic Advocates, Facebook Campaigns, Innovation Centres and Networks, Partners such as MUSICON, Meetup Groups, etc. 	<ul style="list-style-type: none"> - Through established networks from the project partners; Open call launch events; webinars; city clinics; dissemination materials in EU or international conferences (business cards and flyers); social media channels (twitter and Facebook); 1-2-1 engagements
Type of Support Needed by SMEs	<ul style="list-style-type: none"> - Too early to comment - Planning to put in place a programme of mentoring, a team of local mentors and technical mentors. 	<ul style="list-style-type: none"> - n/a 	<ul style="list-style-type: none"> - SMEs coming through the open call process will already have their technology developed but they will need to make adjustments and upgrades to integrate it with SYNCHRONICITY. This will be happening in the next phase of the project.
Role Played by SMEs to Date	<ul style="list-style-type: none"> - Currently exploring the piloting of solutions developed in the hackathons. 	<ul style="list-style-type: none"> - SMEs have been engaged in the Hackathons, but it is too early to tell. 	<ul style="list-style-type: none"> - SMEs have been engaging mainly through the open call while trying to understand the opportunity, buying into the vision of SYNCHRONICITY and aligning their already existing solution to the objectives of the project and the call.

5.3.1.2 Best practice case-study: SYNCHRONICITY

SYNCHRONICITY, represented by AAU, presented that the project targets SMEs and start-ups that provide technology and applications/services TRL ≥ 6 .

They are users of our results to add value to their solutions, but still are on the supply side of the market. The presentation included the SYNCHRONICITY Open Call and the tools and services available for SME Engagement.



Figure 9: Synchonicity Tools & Services for SME engagement

Preliminary outcomes Open Call. **Ecosystems**

Figure 10: Preliminary Outcomes of the SYNCHRONICITY Open Call

The Open Call is just the beginning for SMEs. Not a leading role but key to innovation. Those SMEs entering the consortium will showcase their solutions and the success of SYNCHRONICITY/OASC approach which will contribute to attract new cities and industrial players. It will also enable them to wide use and reuse of Open Data, monetization of city assets and more & better services for citizens.



Figure 11: SYNCHRONICITY selection process

5.3.1.3 Powering up SME engagement

The three LSPs presented their action plan and learnt best practices to further increase SMEs engagement. Results are shown in the table below:

Table 6: LSP's Action Plan and Learnt Best Practice to Power Up SME Engagement

Topic	ACTIVAGE	MONICA	SYNCHRONICITY
Actions planned to involve SMEs until end of LSP	<ul style="list-style-type: none"> - Prepare 2 Open Call. March 2019 - Sustainability plan definition, identify needs and barriers for SMEs as adopter 	<ul style="list-style-type: none"> - Engage in further hackathons - Provide Growth Acceleration Programme to winners - Co-develop the pilot solutions across the sites of the programme 	<ul style="list-style-type: none"> - Bonding and Customisation workshop between, SMEs and Pilot groups, cities and project support partners - SME Club, in coordination with CREATE-IoT - Supply/demand side events leveraging existing and relevant conferences and events.
Expected impact	<ul style="list-style-type: none"> - Support the pilots to develop and bring their technology closer to the end-user and the market 		
SME Engagement Support across LSPs	<ul style="list-style-type: none"> - Share how others have done it - Gain better learnings for 2nd Open Call - Look to how to generate 		<ul style="list-style-type: none"> - Support creating an SME community and a momentum around it.

	greater impact		
Learnt Best Practices			
Do	- Use good tools (e.g. Zoho HelpDesk) for communications and management with the SMEs	-	- Keep contact with them on a regular basis. Keep the engagement fluid. - Manage expectations of SMEs
Don't	-	-	- Consider all SMEs as a single amorphous organization. They are very distinctive types of SMEs. - Do engagement activities for the sake of doing them. Time is very precious for SMEs. Do them if there is a clear valuable purpose.

5.3.1.4 Co-creation for an SME workshop in February 2019

A discussion has been held to define the following issues:

- Focus on further engagement within the LSP life-span?
- Focus on starting to generate impact on the basis of technology adoption?
- What content would help you achieve your SME engagement objectives?
- Final content to be decided in AG04 SME engagement sub-group calls

5.3.2 Arts

5.3.2.1 Concepts, assumption and goals

ARTS reminded the concept of CREATE-IoT that is to stimulate the business development through the arts by inspiring individuals and groups to create innovative solutions by assembling technologies made available by the LSPs.

As such he explained that CREATE-IoT promotes crosscutting activities through the LSPs; that innovation is done by individuals that then join others becoming a company; that artists are good in shifting perspectives over subjects, objects or processes; and that some artists are good at facilitating interaction between people from different origins.

The goals of CREATE-IoT are:

- To work with regional innovation actors; entrepreneurs, citizens, public authorities and investors mediated by artists.
- Experiment with the emerging open standards and architectures to which the LSPs contribute to.
- To work with companies inside and outside the LSPs.
- To push in the European Parliament for the creation of EU policies around the experiment readiness levels

5.3.2.2 Current status of activities

CREATE-IoT by ARTS then presented the current status of the activities carried out (51% of the project planned activities have already been carried out), such as the liaison with STARTS programme.

The following topics/activities were presented:

- CREATE-IoT methodology: it consists in hackathons, artistic residencies, exhibitions and discussions, enabling improvement, exposure, identification and co-creation.

- The Wiki: it is a cooperation platform that allows to engage innovation actors inside and outside the LSPs, that serves as a knowledge repository and a connecting hub (business/social media platform).
- The Science, Technology and the Arts Initiative of the Digital Single Market (STARTS): it is a gateway for the LSPs to reach companies and members of the European Parliament.



Figure 12: Presentation of IoT and ARTS, CREATE-IoT

5.3.2.3 Lessons learnt

- Lesson 1: put more effort in concrete action and less in reports and meetings
- Lesson 2: interact more with real-life companies
- Lesson 3: respect LSPs management structures
- Lesson 4: focus on the potential actors of action beyond the end of the LSPs Programme

5.3.2.4 Next steps

- Concrete activities
- IoT list of artists
- Wiki
- ICT2018
- Open Smart Cities Conference
- IoT week 2019
- Policy (ERL/ISO)

5.3.3 Open calls

Three LSPs have launched open calls for SMEs to contribute to the technologies being tested within the pilots, increasing the impact of IoT across Europe and worldwide. These three LSPs are SYNCHRONICITY, IoF2020 and ACTIVAGE.

5.3.3.1 Open call activity

First was presented a summary of the activities undertaken since January 2018:

- Monthly Telco
 - Two high-level telcos involving the EC – February/May 2018
- Landing Page of the Open Calls <https://european-iot-pilots.eu/opencalls/>
- Liaising with AG08 / Supporting programme-level Open Call related promotional activities at the IoT Week 2018:
 - Announcement at the welcoming reception
 - Videos of interviews with Leads of Open Calls <https://european-iot-pilots.eu/opencalls/>
 - Dedicated Sessions of presentations
 - Overview
 - SME targeted session
- Liaising with AG08 / Social media coverage

- SME Handbook

5.3.3.2 Open call achievements

Table 7: Review of Open Calls

Topic	ACTIVAGE	IoF2020	SYNCHRONICITY
Dissemination	<ul style="list-style-type: none"> - Web-page (>6.7k webpage views) - More than >500 registration - Multimedia materials about open call and DS info - Top countries for viewing the page – Spain, Greece, Italy, France, UK, Germany, Finland, Ireland, Switzerland - Mailing (newsletter) - Special campaign through start-ups accelerators and other influencers (MIOTI, EIT-Health, Regional governments.) - > 500 contacts... - Brochure material (digital, paper) and multimedia info about the open call (DS information, webinars) - Social networks (LinkedIn, twitter, youtube) - >65k impressions regarding open call tweets – high performance reaching out to AHA-IoT ecosystem - Presence in conference (IoT week, AAL forum, ...) - Media (press, tv...): >40 – High visibility at EU level, not only attracting SMEs/Start-ups but also end-users - Type of stakeholders: SMEs (36%) Start-Ups (24%), Midcaps (3%), Others (37%, e.g. universities, technical institutes) - 3 webinars: > 80 attendees 	<ul style="list-style-type: none"> - Intensive use of the IoF2020 website, newsletters and social media - IoF2020 (WP5) network was activated: Articles placed in websites and newsletters of IoF2020 partners & network (COPA-COGECA, CEMA, CEJA, IFOAM, EIP-Agri, ERRIN, H2020 Newsroom): more than 20,000 targeted stakeholders - Open call relayed on social networks of IoF2020 and its members: open call tweets were popular (typically +1000 impressions in 48h for our twitter) - Communication materials: Brochure, postcard, 1 video, webpage with online assistance, 200 questions were submitted in June-August (and answered), proposal submission interface developed - Events: materials distributed in at least 10 international events: more than 1,000 persons reached. - Open Call Webinar: 140 participants. - Special direct communication action to reach further including Eastern Europe - Mailing: 83 Digital Innovation Hubs & regional clusters in new regions - total 1,237 openings, of which 740 openings in first 48h! - Top 5 countries by openings: Spain 443, France 161, USA 130, NL 59, Romania 59. 	<ul style="list-style-type: none"> - A list of 122 SMEs' network contacts has been created, including channels from all the SYNCHRONICITY partners, with a specific focus on city channels as well. - 4 webinars with a total of 177 attendees - 27 online and offline city clinics - 18 Open Call launching events (in total 501 people attended these events) - Promotion of the open call in 27 international events (estimated audience of about 6K attendees) - A specific section around the open call has been included in the newsletter with almost 500 recipients - Marketing materials created: 2 flyers, 2 roll-ups, 1 business card, 1 dynamic banner - 50 news posted on the website and on our social media channels around the open call from February to September 2018. Only on twitter in the last week of the SYNCHRONICITY open call, where we focused on promoting the upcoming deadline of the open call, we earned 5.127 impressions for our posts, and during the whole month of September we earned 50.300 impressions. - 9 videos around the open call on the SYNCHRONICITY YouTube channel viewed 761 times - An online forum to support applicants has been set up, along with a helpdesk system

			<ul style="list-style-type: none"> - Type of group: SMEs TRL\geq6, cities, large businesses
Application Status from Open Call	<ul style="list-style-type: none"> - >500 registration - 3 full proposals submitted so far - But the deadline is Oct. 31st 	<ul style="list-style-type: none"> - 250 pre-registrations in August - 99 proposals in September (50-60 expected) - 27 New regions (first challenge), 10 Post-farm stakeholders or other sectors (second challenge), 62 both challenges with lead partners in: AU 1, BE 3, BG 2, CH 3, DE 3, DK 2, ES 18, FI 2, FR 3, GR 10, HU 2, IE 4, IT 12, LT 2, LV 2, NL 7, PL 2, PT 8, RO 5, RS 4, SE 1, SI 1, TR 1, UK 1. - Open Call budget should be sufficient to finance approximately 15 new use cases 	<ul style="list-style-type: none"> - Target number of applications: 50 -150 - Applications received: 133 (52 applied alone, 81 in a Pilot Group) - 46 New cities applied - Well-spread distribution of pilots across the 8 SYNCHRONICITY Core Pilot Cities: SAN 62, POR 55, MAN 54, ANT 51, EIN 47, HEL 47, MIL 43, CAR 32 o Lead SME applicants in: ES 24, FI 19, UK 19, IT 13, PT 9, BE 8, NL 6, CH 5, DK 4, GR 3, (EE, FR, TR) 2, (DE, HU, IL, LV, NZ, PL, RS, SI) 1.
Platform / Channel Efficiency	<ul style="list-style-type: none"> - Submittable <ul style="list-style-type: none"> o Really good option to track all the open call process: <ul style="list-style-type: none"> ▪ Proposals submission process ▪ Evaluation process ▪ Open call management - Helpdesk, Zoho <ul style="list-style-type: none"> o Good tool to manage all the consultations received about the open call. - Easy to use and ideal for multi-users. 	<ul style="list-style-type: none"> - IoF2020 has not used a specific platform for this, but the IoF2020 website and regular project administration working fine and smoothly for the project 	<ul style="list-style-type: none"> - There is no ideal platform, it has its pros and cons. - Cons: it is not straight forward to set-up from an administrator point of view - Pros: from a user and evaluator experience point of view it is very simple to use. - Overall: it is worthwhile investing some initial effort. It makes the process much easier and smoother during the evaluation of hundredths of projects. o Overall satisfaction from the Open Call team: 70%
Lessons Learned and Achievements	<ul style="list-style-type: none"> - <u>Achievements:</u> <ul style="list-style-type: none"> o At this stage we can evaluate the very good results of the registration to collect which institutions were interested and from where (>500 registration) - <u>Lessons Learned and Good Practices:</u> <ul style="list-style-type: none"> o Helpdesk system (Zoho) has helped to provide strong coordination and support to the applicants - As the Open Call is still on going, it is expected to receive the proposals the last 2 weeks before the 	<ul style="list-style-type: none"> - <u>Achievement:</u> <ul style="list-style-type: none"> o Very good results were reached, so far; there was a lot of interest in the IoF2020 Open Call, and we received more proposals than we expected - <u>Good practices:</u> <ul style="list-style-type: none"> o The regular communication in IoF2020 is quite experienced and effective, which was very helpful to reach enough stakeholders with the Open Call 	<ul style="list-style-type: none"> - <u>Achievements:</u> <ul style="list-style-type: none"> o Very good results were achieved regarding target number of applications, target groups and regional spread. - <u>Lessons Learned and Good Practices:</u> <ul style="list-style-type: none"> o Have a very clear idea of your target audience from the very beginning. This will help focus your engagement and communication strategies. o Coordination between the Open Call core team, the partner cities and the

	deadline (deadline Oct 31st)	<ul style="list-style-type: none"> - <u>Lessons learned:</u> <ul style="list-style-type: none"> o The period for the external review of the proposals is very short (2 weeks), maybe in a next Open Call it would be better to take one or two weeks extra for this 	<p>supporting partners is essential to guarantee consistency of the open call message (meetings, FAQs page, internal briefing presentations, in-depth documentation, etc.)</p> <ul style="list-style-type: none"> o A rotational helpdesk system (Zoho) has proven to be invaluable in order to provide constant support to applicants o The application period requires an engagement exercise (e.g. city clinics, physical events, availability of partners to answer questions – more customized), not just a dissemination and a communication one. o More than half of the applicants apply in the last 2-3 weeks before the deadline.
Next Steps	<ul style="list-style-type: none"> - Evaluation process will start soon: <ul style="list-style-type: none"> o Webinar with the reviewers prior to the submission deadline (October 24th –tentative) - Mentoring/Coaching team will be defined to support the new SME's & start-ups (1 person from the DS + 1 person from IoT cluster) - Launch of deployment expected in Jan. 2019 - Preparing the 2nd Open Call! To be launched on March 1st 2019 	<ul style="list-style-type: none"> - External evaluations and consensus meetings in October - Negotiations and contracts with winning proposers in November and December - Shortly after 0.01.2019, the new use cases will start 	<ul style="list-style-type: none"> - Currently undergoing evaluation of the proposals. - End Nov 2018: Open Call Winners will be announced. - Dec18-Jan19: period for re-scoping and signing contracts. - Pilots will start in Feb 2019 and will last for 6 months.

5.3.3.3 Open call future planning

Regarding the planning of the Open Call for the future, the following has been defined:

- Monthly telcos on status and support needed
 - o More future-looking discussion
 - o More targeted topics (On top of the standard monthly agenda, defining a theme two weeks before the Call)
 - o Better define the objectives (e.g. Avoid overlap with AG08 – perhaps AG08 to lead all open call communication activities, while can ask AG04 for inputs)
- Support to open calls at future events
- Future of the group activities (esp. once the winning projects start)
 - o Elements of sustainability / Impact to be added to the discussion
 - Combining the discussion on SME Engagement?
 - o Engage MONICA and AUTOPILOT

6. AG05 - TRUSTED IOT, PRIVACY, SECURITY AND LEGAL FRAMEWORKS

6.1 Background, agenda and objectives

The AG5 focuses on privacy and end-user engagement issues which are two key aspects of high relevance for the different LSPs. The aim is to share experiences and discuss common problems in order to improve the technical solutions offered by the different LSPs. The AG05 Meeting was organized in two sessions on 17th October 2018 at the SMIT Centre of the Vrije Universiteit Brussels within the framework of the IoT European Large-Scale Pilots Programme Workshop on Focus Area Internet of Things that was held in the same building on the 17th and 18th October 2018.

The meeting was structured along the following agenda, which was substantially respected.

Table 8: AG05 Agenda of the meeting (Privacy and end-user engagement)

No	Topic	Lead / Presenters
Plenary session moderators: Peter Wintlev-Jensen (EC)		
1	Security Cluster state of play	EC
2	Update on AG5	U4IoT (LTU), CREATE-IoT (AL, AS)
3	Update on CREATE-IoT: IoT Policy and legal framework	CREATE-IoT (AL, AS)
Parallel session moderator: Anna Ståhlbröst (LTU)		
5	User engagement	ACTIVAGE (MYS)
6	Trust - code of conduct	(SIEMENS)
7	Ethics	IoF2020
8	Update planning and coordination on AG05	U4IoT (LTU), CREATE-IoT (AL, AS)
9	Next steps	CREATE-IoT (AL, AS)



Figure 13: AG05 meeting

6.2 General introduction

The panel was introduced by a presentation made by the EC representative on the Security Cluster which involves the new eight projects which are relevant for it and with which the new

CSA will closely cooperate. The work with the new projects which are part of the Security Cluster will also continue later with the new CSA starting in November 2018. After this presentation, CREATE-IoT represented by AS presented the work of the AG05 of privacy and end user engagement, the results achieved so far and future plans.

6.3 Main areas of discussion

CREATE-IoT represented by AS started the presentation by describing the focus and the aims of AG05 which include sharing experiences and discuss common problems among LSPs in order to improve the work processes as well as technical solutions offered. AS mentioned how AG05 was revamped in 2018 and how from May regular meetings and a yearly calendar were established. A yearly calendar of meetings will be established also for 2019. During the discussion, and thanks to the contribution of the different participants, the different priority areas for AG05 were identified. They include:

- Privacy
- Ethics
- End-user engagement
- Trust (indirectly)

AS continued his presentation mentioning the survey conducted on privacy within LSPs, the activity at the IoT week on the privacy and security booth, the work also done in the context of U4IoT on end-user engagement and what has been done so far on ethics within LSPs. It was also mentioned that a questionnaire on this topic will be circulated and inputs will be collected from the different LSPs.

AS mentioned, that people active within the context of AG05 will continue to contribute to the work of the ISO Study group on Societal and Human Factors in IoT based services.

In essence, there was agreement on the fact that AG05 has guaranteed a regular place for LSPs to exchange best-practices and confront ideas on the different topics of relevance for them. As mentioned in the meetings it was remarked that also individual supports call can be organized in the future.

7. AG08 - COMMUNICATION, COLLABORATION STRATEGY AND LIAISONS

7.1 Background, agenda and objectives

The AG08 Meeting was organized on 18th October 2018 at the SMIT Centre of the Vrije Universiteit Brussels within the framework of the IoT European Large-Scale Pilots Programme Workshop on Focus Area Internet of Things that was held in the same building on the 17th and 18th October 2018. The meeting was structured along the following agenda:

Table 9: AG08 Agenda of the meeting (Communication, collaboration strategy and liaisons)

No	Topic	Lead / Presenters
Parallel session moderator: Edwin Hecker (Schuttelaar & Partners)		
1	Booklet with major pilot sites	IoF2020 (SP)
2	Demonstration and liaison with local communities	IoF2020 (SP)
3	Multimedia material - status and needs	IoF2020 (SP)
4	Planning of parliament event	IoF2020 (SP)
5	Future Events: IoT Week	CREATE-IoT (MI)
6	Update on AG08	IoF2020 (SP)
7	New partners and initiatives in AG08	IoF2020 (SP), CREATE-IoT (ANY SOL)
8	Next steps	IoF2020 (SP)

The main objectives of this meeting were:

- Present the dissemination activities carried out
- Coordinate the next events to be organised by the LSPs
- Identified the communication and dissemination needs of the LSPs
- Coordinate the change of leadership in the AG08



Figure 14: AG08 meeting

7.2 General introduction

IoF2020 represented by SP presented the general objectives of this AG08, as well as the activities carried out in the last period.

It was mentioned that SP was in charge of leading this AG until October, but they will keep coordinating the AG until 31st December and in January this role will pass to AAU, lead partner of SYNCHRONICITY until June 2019, so this way the continuity of this AG will be ensured and SYNCHRONICITY will support the activities as was done by IoF2020.

IoT Week 2018 in Bilbao was a great event which gave visibility to the Community.

In December the ICT2018 will be held in Vienna and the LSPs will be present, a coordination action will be important to offer a common message.

Some representatives of the Commission were present during the meeting and asked for a common frame of all projects. It was pointed out that not all LSP individual webs had a link to the LSP programme website

Communication and dissemination are key pillars for the LSP programme, and it is important the effort of all partners to ensure this visibility.

7.3 Main areas of discussion

SP (IoF2020) mentioning the achievements carried out, thanks to a communication strategy based on working together to achieve better and higher impacts.



Figure 15: Achievements

7.3.1 Material produced

The material produced follows the indications of the communication action plan, the communication strategy and the social media strategy set when SP (IoF2020) received the mandate as AG08 responsible.

The communication goals are:

- Strengthening uptake of IoT
- Supporting and serving as an example to the communication actions of all LSPs
- Enhancing the visibility of the LSPs
- Amplifying the communication efforts of the LSPs
- Highlighting the unity between the LSPs
- Showcasing examples of applications of IoT to stakeholders

Preparation and distribution of five editions of a monthly monitoring with the most recent stories in the respective fields of the LSPs.

The brochure has been very welcome and achieved a large audience. An Open Call Info Card has been created to give information of the Open Calls of the different LSPs. In this line, great support has been given to the LSPs launching open calls.

SP (IoF2020) explained that an animation is the best way to simplify technical concepts such as IoT and explain them in a highly visual way.

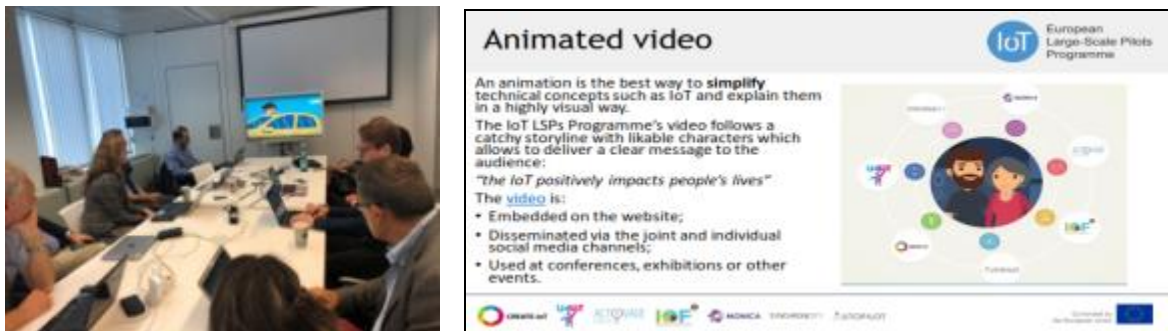


Figure 16: Presentation of AUTOPILOT animated video

A promotional video of AUTOPILOT was presented.

The web site is an important point to disseminate the LSP programme achievements. CREATE-IoT represented by IDC was presenting the changes carried out.

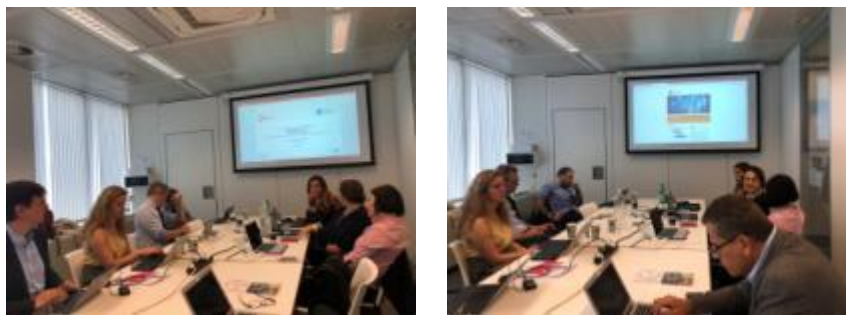


Figure 17: Presentation of the website changes

The impact in social media was presented. There are differences between the LSP programmes in terms of number of followers and visibility. The fact of that some projects have launched Open Calls has helped a lot to increase their visibility.



Figure 18: Social media results presentation



Figure 19: Social networks comparison among the LSPs

7.3.2 Demonstration and Liaison with local communities

All LSPs mention that the fact of having launched Open Call have greatly increased the contact with local communities. Some comments from three LSPs:

- ACTIVAGE, represented by MYS: they have many users, since they communicate at local level, involving local communities and using their own channels.
- IoF2020, represented by SP works directly with local farmers, and people working in the agriculture sector. The messages are very clear and visual information is used. They have created strong local networks to communicate the project
- ACTIVAGE, represented by MYS is also working a lot at local level. The language uses to be a barrier, so the fact of working at local level eliminates this problem

7.3.3 Events

Explanation of the participation in the IoT Week 2018 in Bilbao. SP (IoF2020) underlined the importance of this event and the visibility achieved.

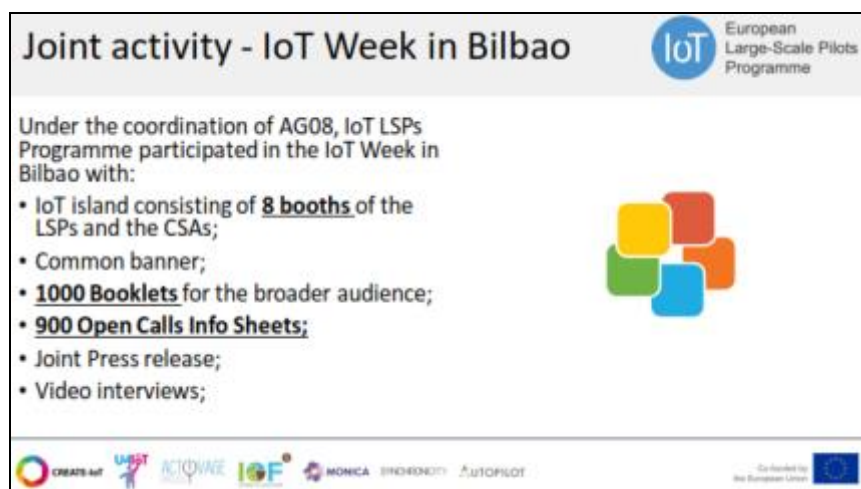


Figure 20: IoT Week 2018 figures

Planning of Parliament Event. The target groups for this event:

- Decision-makers
- Politicians
- Experts from the European Commission and Members States Permanent Representations



Figure 21: IoT LSPs event at the European Parliament proposal

Finally, this event was not organised. This pen-drive containing the animated video together with other documents/visuals highlighting the joint and individual efforts towards the uptake of IoT in Europe. This pen-drive will be handed out at joint LSP events.



Figure 22: LSP Program Pen-drive

Future Events: IoT Week 2019 Aarhus.

CREATE-IoT/U4IoT represented by MI presents the idea of the IoT Week. The registrations for the event have already opened. It will give a high visibility to the LSPs.



Figure 23: Presentation of the IoT Week 2019 location

IoTWeek 2019 aligned with the ODS - UN with industrial partners as Microsoft have also request an alignment with the ODS.

IoT Week 2019 in Aarhus

European Large-Scale Pilots Programme

The LSPs would have the possibility to:

- organize some of the sessions;
- join a shared exhibition area;
- set up large-scale outdoor demonstrations in the public area;
- submit papers to the Global IoT Summit.

Each LSP designated a lead representative to coordinate the participation and contribution of the LSPs.

Figure 24: Preparation of the IoT Week Aarhus

7.3.4 New partners and initiatives in AG8

All partners welcome ANYSOL (AnySolution SARL) as new partner in CREATE-IoT. ANYSOL will be the lead partner of the dissemination and communication in the project.

CREATE-IoT, represented by ANYSOL who introduces the company and the expertise in the field of communication and dissemination.

Generate a common hashtag will be important to give an overall visibility of the programme.

Until the end of the year:

- Ensure smooth transition until the end of the year.
- Finalise the animated video and its dissemination.
- The AG08 should make sure that the established synergy between the projects is kept and that trust is unbroken.

8. CONCLUSIONS

The present documents summarize the results of the 2 days event focused on the IoT European Large-Scale Pilots Programme with the objective of following the progress of the programme's activity groups. The AGs technical meetings covered the on-going and future planned activities.

The current report shows that considerable works and efforts have been made between the different LSPs and AGs. It shows not only the work done but presents the next steps and action plans to further increase the impact of the results obtained.

As a direct result, the work performed has contributed to:

- Increase the IoT community, not only among the IoT European Large-Scale Pilots Programme projects by consolidating their cooperation, but on a wider scale through all the dissemination, communication and engagement activities with a larger community of stakeholder.
- Improve the coordination of joint activities between IoT European Large-Scale Pilots Programme projects, increasing as such the efficiency and impact of these activities.
- Improve the quality of the IoT European Large-Scale Pilots Programme projects work through fluid communication and exchange of knowledge, experience and best practices, and using common methodology and tools.

For the future, the AGs agreed to continue with the good work, maintaining and increasing the level of cooperation and communication.