Welcome to the Online Project Idea Pitching Session

25 June 2018
Online Project Idea Pitching Registration is Open

Christiane Reinsch, Celtic Programme Coordinator
reinsch@celticplus.eu
## Pitch Overview

<table>
<thead>
<tr>
<th>Project Pitch</th>
<th>Presenter</th>
<th>Company</th>
<th>Country</th>
<th>Follow-up Telco</th>
</tr>
</thead>
<tbody>
<tr>
<td>Customer Experience Enhancement Automation</td>
<td>Baran Ozturkcu</td>
<td>Turcell Technology</td>
<td>Turkey</td>
<td>27th June 10 CET ID: 32845</td>
</tr>
<tr>
<td>Platform Monitoring Predictive Integrated for Telecommunications</td>
<td>Fernando Iglesias</td>
<td></td>
<td>Spain</td>
<td>27th June 16 CET ID: 37447</td>
</tr>
<tr>
<td>Energy eXchange Communication</td>
<td>Maurice Malka, Zidane Nekmouche</td>
<td>tsi-eco</td>
<td>Canada, Sweden</td>
<td>28 June 15 CET ID: 38899</td>
</tr>
<tr>
<td>5G-SAFE+</td>
<td>Pekka Eloranta</td>
<td>Sitowise Oy</td>
<td>Finland</td>
<td>28 June 10 CET ID: 33291</td>
</tr>
<tr>
<td>Aczident</td>
<td>Emilio Mulet</td>
<td>ACCURO TECHNOLOGY</td>
<td>Spain</td>
<td>26th June 16 CET ID: 30702</td>
</tr>
</tbody>
</table>
Join the follow-up Telco’s

26th -28th of June

For PSTN Access, dial +49-6221-905280
After or during the voice prompt, dial 5-digit conference ID see table (using DTMF or softphone keypad)

Presentations can be found online: tiny.cc/projectidea

For International access numbers http://vc.eurescom.eu/international-info.html
For Voip (SIP) Access, dial ac@eurescom.eu.

www.celticplus.eu office@celticplus.eu

<table>
<thead>
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<th>Event</th>
<th>Date</th>
<th>Time</th>
<th>ID</th>
</tr>
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<tr>
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<td>27th June 16</td>
<td>16 CET</td>
<td>37447</td>
</tr>
<tr>
<td>Power &amp; Energy eXchange</td>
<td>28 June 15</td>
<td>15 CET</td>
<td>38899</td>
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</table>
Celtic-Plus is...

The flexible industry-driven programme for innovation in communications technology and its applications

- **open** to any organization willing to contribute to industry-driven ICT research and innovation collaborative projects
- organising regular project calls *(next Call open until: 15 October 2018)*
- a Cluster for collaborative projects that is financed through public and private funding
- **900 private and public organisations:**
  - large industry players
  - small & medium-sized enterprises
  - academic/research institutions
Celtic-Plus also is...

A Trans-National Program following National Priorities under the umbrella of EUREKA

Since 2004 more than 150 projects and a project volume of more that 1 billon €

- **Bottom-up**
  Proposers are free to define their project proposal according to their own research interests.

- **Close to the market**
  The projects have led to more than 800 new or improved products and services.

- **Success Rate**
  High-quality proposals have an good chance of receiving funding. Average success rate 60%.

- **Flexibility**
  Project focus can be adjusted to new technological developments in the field.
Celtic-Plus Organisation

National Authorities

Celtic-Plus

Core Group

Management Team

Chairman: Jacques Magen

Vice-Chair:
Valerie Blavette, Orange

Vice-Chair:
Jari Lehmousvori, Nokia

Vice-Chair:
Riza Durucasugil, NETAS

Celtic Office Director
Peter Herrmann

Programme support team
Technical IT support team
Office admin support team
PR & Marketing support team
Finance support team

CELTIC-PLUS OFFICE
Labelling Process

1. Proposal submission
2. Evaluation
3. Label decision
4. Evaluation Results to the Submitters

In Parallel: Contact your national authorities: https://www.celticplus.eu/public-authorities/
Step 1: Submission of your Proposal

CPP (Celtic Project Proposal) template available on Celtic-Plus Web

https://tools.celticplus.eu
Step 2: Evaluation of your Proposal

Evaluation by the Group of Experts* ) (GoE)

List of Evaluation Criteria:

1. Excellence and technological innovation
2. Strategic relevance and impact
3. Potentials for exploitation of the results and for future business
4. Quality and efficiency of the implementation of the project proposal
5. Quality of the proposed consortium

S = Suitable for Labelling
M = Modifications required
N = Not suitable for Labelling

*) Most Experts are from the Celtic Core Group Companies

Example of a typical outcome of GoE Evaluations

<table>
<thead>
<tr>
<th>Acronym</th>
<th>Rating</th>
<th>Recommendation</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>R1</td>
<td>R2</td>
</tr>
<tr>
<td>Proposal 1</td>
<td>2.00</td>
<td>N</td>
</tr>
<tr>
<td>Proposal 2</td>
<td>3.00</td>
<td>M</td>
</tr>
<tr>
<td>Proposal 3</td>
<td>4.00</td>
<td>S</td>
</tr>
<tr>
<td>Proposal 4</td>
<td>4.50</td>
<td>S</td>
</tr>
</tbody>
</table>
## Step 2 Evaluation

### 2. Evaluation by Public Authorities

Example of a typical outcome of PA Evaluations:

<table>
<thead>
<tr>
<th>Acronym</th>
<th>Country</th>
<th>Budget share in %</th>
<th>Comment</th>
<th>Status for funding</th>
<th>Funding Application</th>
</tr>
</thead>
<tbody>
<tr>
<td>Project 1</td>
<td>Finland</td>
<td>15.57</td>
<td>Good project funding likely</td>
<td>ok</td>
<td>Yes</td>
</tr>
<tr>
<td>Project 1</td>
<td>France</td>
<td>42.00</td>
<td>High FR budget share</td>
<td>no decision</td>
<td>Provisional</td>
</tr>
<tr>
<td>Project 1</td>
<td>Turkey</td>
<td>26.18</td>
<td>Project targets too many things without any special focus.</td>
<td>low</td>
<td>No</td>
</tr>
<tr>
<td>Project 2</td>
<td>Belgium</td>
<td>4.00</td>
<td>Partner will be self funded</td>
<td>ok</td>
<td>Yes</td>
</tr>
<tr>
<td>Project 2</td>
<td>Germany</td>
<td>8.57</td>
<td>Project is innovative but too ambitious.</td>
<td>average</td>
<td>No</td>
</tr>
<tr>
<td>Project 2</td>
<td>Netherlands</td>
<td>23.00</td>
<td>Innovation with respect to the SoA not visible</td>
<td>low</td>
<td>Provisional</td>
</tr>
<tr>
<td>Project 2</td>
<td>Spain</td>
<td>7.48</td>
<td>Possibilities of funding by Ministry of Industry</td>
<td>average</td>
<td>Provisional</td>
</tr>
<tr>
<td>Project 2</td>
<td>Sweden</td>
<td>23.23</td>
<td>Good project funding likely</td>
<td>ok</td>
<td>Yes</td>
</tr>
<tr>
<td>Project 2</td>
<td>Denmark</td>
<td>11.61</td>
<td>No funding for Cluster project</td>
<td>no funding</td>
<td>No</td>
</tr>
</tbody>
</table>
The decision on the label of proposals is taken in a common meeting of the Public Authorities and the Celtic Core Group.

In addition to technical quality and business relevance national priorities can also be a criterion.
Project Set Up Process

The Set Up process starts with labelling of the Celtic Project

- In EUREKA projects the funding is granted by ministries of the participating countries.
- Projects usually start when mandatory partners have green light for funding.
- The Celtic Office organises monthly phone contacts to help projects to conclude this critical phase.
- In the last years a success rate for running projects 60% has been achieved.
Join a Labelled Project

Check Projects Overviews at Celtic-Plus website, with status classification of “set-up”:
https://www.celticplus.eu/running-projects/

- In case of interest directly contact the Coordinator
- For information on funding contact the Public Authorities
- For information on the Programme contact the Celtic-Plus Office
Project Live Cycle

The Celtic-Office supports with tools, templates and advice.

Project Preparation
- Project Idea
- Project Proposal
- Submission to Celtic-Plus
- Celtic-Plus Label
- Get funding in part. countries
- Cooperation Agreement
- Project Kick-Off

Project Active
- Mid-Term Review
- Final Review
- Exploitation of Results

The Celtic-Office supports with tools, templates and advice.
Examples of successful projects

- SIGMONA (13.2 M€): First SDN (Software Defined Network) solutions for 4 and 5G mobile networks. **Celtic Excellence Award 2017**

- SASER - Secure Communications for Europe (80 M€): 3 Start-ups companies and more that 50 new and improved products. **Celtic Excellence Award 2016, Innovation Award 2017**

- CoMoSeF (9.2 M€) - Co-operative Mobility Services of the Future: large-scale pilots in Europe on Road security. **Celtic Innovation Award 2017**

- 4GBB-Gold-G.fast (7.9 M€): Currently BT deploys to 1–million customers, by end of 2020 10 million premises will be connected. **Celtic Excellence Award 2013, Celtic Innovation Award 2014, EUREKA Innovation Award 2015-16**

- TILAS (6.8 M€)- Large scale smart cities deployments: end-to-end security in Sensor Networks **Celtic Excellence Award 2016**

- Hipermed (6.4 M€) - Development of a high-performance low-cost telemedicine platform, **Celtic Excellence Award 2014, EUREKA Innovation Award 2014**
Next Celtic-Plus Call

Submit your project proposal:

• **Call deadline 15th October 2018**

Preparing and submitting a Celtic-Plus project proposal is easy:

• register on the Celtic-Plus Online proposal tool
• fill in the web forms
• upload your proposal

A template for the proposal can be downloaded from our Call information page (“proposal forms and documents”) Information via [www.celticplus.eu](http://www.celticplus.eu)
Follow-up Cluster CELTIC-NEXT (2019 -2027)

Major Objectives

• Continue on the good work and successful projects with great impact
• Continue with industry-driven bottom-up approach
• Continue to be positioned, along with the other Clusters and EUREKA, as a key instrument for European competitiveness
• Make the scope of Celtic evolve to cope with the changing landscape
  • Serving more vertical sectors with 5G and beyond
  • Meeting the needs of the citizens e.g. mobility and privacy/security
• Expand the Celtic community e.g. to involve players from the vertical industry
• Strengthen interaction with public authorities and national/regional initiatives
• Strengthen the support to SMEs to reach the global market, including start-ups and spin-offs created as a result of the projects
Industry Vision Statement:
CELTIC-NEXT White Paper

• CELTIC-NEXT provisional web page: https://www.celticplus.eu/celtic-next/
Updated Technology Roadmap: CELTIC-NEXT Scope & Research Areas

- CELTIC-NEXT Scope & Research Areas:
  https://www.celticplus.eu/celtic-next-scope-and-research/
Organisation

National Authorities
Celtic Authorities Committee (CELTAC)

Industry
16 CELTIC-NEXT Core Group (CG)

Chairman: Jacques Magen

Vice-Chair: Valerie Blavette, Orange

Vice-Chair: Jari Lehmusvuori, Nokia

Vice-Chair: Riza Durucasugil, NETAS

Celtic Office Director
Peter Herrmann

Office admin support team
Technical IT support team
Programme support team
PR & Marketing support team
Finance support team

Elected annually (November) by the CG members
The first CELTIC-NEXT Proposers Day will take place at CDTI in MADRID:

Please register here:
Contact:

+ 49 6221 989 381

reinsch@celticplus.eu

https://twitter.com/CelticPlus

https://www.youtube.com/user/CelticplusVideos

https://www.linkedin.com/groups/3875389
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