Opportunities arising in future collaborations with the EGI Business Engagement Program

To be explored through a joint analysis of the common elements, both technical (e.g. EGI and XIFI Federated Cloud) and non-technical (e.g. business models and SME support)
PPP - Future Internet Program

Three building blocks

Technology Focus

- FI-WARE technology foundation
- 8 Use-Cases from different domains
- Infrastructure repository XIPI

Innovation Focus

- FI-Lab and Hackathons
- Federation of FIWARE Lab nodes

Infrastructure

- 80 Meuros for SMEs
- 16 Accelerators
- More than 1000 SMEs & web entrepreneurs develop apps
- Sustainability
- Market Visibility

Development

- 60 Software component
- >100 Specific Enablers

Market Take-up

Today
## FIWARE software components (Ges)

<table>
<thead>
<tr>
<th>Component</th>
<th>Features</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Cloud</strong></td>
<td>• Federation of infrastructures (private/public regions)</td>
</tr>
<tr>
<td></td>
<td>• Automated GE deployment</td>
</tr>
<tr>
<td><strong>Data/Services Delivery</strong></td>
<td>• Complete Context Management Platform</td>
</tr>
<tr>
<td></td>
<td>• Integration of Data and Media Content</td>
</tr>
<tr>
<td><strong>IoT</strong></td>
<td>• Easy plug&amp;play of devices using multiple protocols</td>
</tr>
<tr>
<td></td>
<td>• Automated Measurements/Action ↔ Context updates</td>
</tr>
<tr>
<td><strong>Apps</strong></td>
<td>• Visualization of data (operation dashboards)</td>
</tr>
<tr>
<td></td>
<td>• Publication of data sets/services</td>
</tr>
<tr>
<td><strong>Web UI</strong></td>
<td>• Easy incorporation of advanced 3D and AR features</td>
</tr>
<tr>
<td></td>
<td>• Visual representation of context information</td>
</tr>
<tr>
<td><strong>Security</strong></td>
<td>• Security Monitoring</td>
</tr>
<tr>
<td></td>
<td>• Built-in Identity/Access/Privacy Management</td>
</tr>
<tr>
<td><strong>I2ND</strong></td>
<td>• Advanced networking (SDN) and middleware</td>
</tr>
<tr>
<td></td>
<td>• Interface to robots</td>
</tr>
</tbody>
</table>
Open Source. Avoid vendor lock-in. You have the control.
Funded by the European Union

FIWARE ACCELERATOR PROGRAMME
Supporting Web entrepreneurs, startups and SMEs

Up to 150 K€/0% shares (equity-free!)

FIWARE Accelerate
Direct Funding/Grant
Mentoring
Coaching
Support
Networking

New applications and services
New companies
New markets

Excellent people + Excellent ideas

FIWARE OPEN APIs FOR OPEN MINDS
http://lab.fi-ware.org
FIWARE Accelerators

16 New applications and services
16 New companies
16 New markets

16 Different acceleration and financing programs
Accelerators are clustered around sectors
Support and coaching
Providing the FIWARE Lab offering for service providers and developers

- **4,2 M€ promotion campaign**
- **Campus Party events**
- **Startup Weekend events**
- **Chambers of Commerce**
- **870 K€ in prizes**
- **100 M€ of funding devoted to entrepreneurs in phase 3 of the FIWARE program**

- **17 nodes in Europe providing up to 4000+ cores, 16TB+ Ram, 750TB+ HD**
- **Creation of nodes in Mexico (1000+ cores)**
- **Level 1 and Level 2 support for the nodes**
- **Showcases for developers, infrastructures, smart businesses**
XIFI - The current cloud infrastructure supporting FIWARE
Which are the benefits for participating infrastructures? 

→ *The same as EGI!*

- Strengthen their market position and value offering to their existing customers (strengthen user retention)
  - Access to a much richer and more diverse set of resources (not only expanding capacities in volume), to technologies (GEs) not available locally
  - Their customers will also become part of the European Future Internet ecosystem
    - Valuable experiences
    - Know-how
    - Being able to build business relationships across Europe
- Tap on the wide user base of the European Future Internet ecosystem, offering access to the specific solutions and technologies, enlarging their customers’ and users’ base, generating new business opportunities
Benefits for developers and SMEs

→ The same as EGI!

SMEs will benefit through:

• Compare, browse and access in a transparent way the FI-PPP technological offer across different infrastructures

• Leverage on a set of advanced infrastructures that provide access to different advanced experimental services (e.g. sensor networks, smart energy grids)

• Easy access management and monitoring of the Future Internet services through a single account and a single entry point

• Focus on the core task of the application development instead of on the practical aspects of deployment

• Access to Tutorial and Help Desk supporting the deployment and management of their application on FIWARE Lab federation
How to leverage on EGI and FIWARE experiences (1/2)

- To ensure long-term sustainability, FIWARE is proposing a Foundation for creating an open source community to support European SMEs and Web Entrepreneurs.

- The main sector of exploitation of FIWARE solutions is the Smart City area where 40 large Cities in Europe have already subscribed a specific MoU to use FIWARE solutions. In addition, according to H2020 LEIT Workplan for the period 2016 - 2017, SmartCities are the most promising field trials for FIWARE services.

- Many opportunities are arising for collaborations with the EGI community as an existing ecosystem of resource, technology, and data providers coupled with extensive expertise throughout a number of research domains.

- These opportunities plan to be explored through a joint analysis of the common elements, both technical (e.g. EGI Federated Cloud) and non-technical (e.g. business models, SME support and competence centers) to define possible synergies.
How to leverage on EGI and FIWARE experiences (2/2)

The opportunities that have been identified through a FIWARE/XIFI survey exhibit some important trends:

- The federation model is seen as a Unique Selling Point of the European Future Internet ecosystem

- Commercial organisation distinguish very carefully between the value of the ecosystem with the federation approach and the ecosystem based on the generated knowledge but without the federation

- The federation is not always seen as a benefit; for example customer retention might be impacted negatively

- SMEs and start-ups are the main targets from the public stakeholder group point of view

- The smart cities market is the main target market
The economics

- The value proposition for the federation models must be formulated considering cost/revenue figures. For the FIWARE Lab federation case, the results are:

  - *Access to the Future Internet ecosystem* (i.e. without considering the overhead cost of the federation) is sustainable on the basis of a per node subscription level of some 40 to 100 annual subscribers generating 500 to 1,200 months of income

  - *A Federation Membership model* (i.e. including the overhead cost of the federation) is sustainable at similar levels: per node there would need to be 50 to 120 annual subscribers driving 640 to 1,500 months of income

  - Considering the current full federation, this would require 900 to 2,000 annual subscribers.

  - Each “month of income” is defined as a monthly subscription fee at 132 €/calendar-month for basic services or at 263 €/calendar-month for premium services.
Conclusions

- These opportunities could be explored through a joint analysis of the common elements, both technical (e.g. EGI and FIWARE LAb Federated Clouds) and non-technical (e.g. business models, SME support and competence centers) to define possible synergies.

The main questions are:

- How eventual future "joint offers to SMEs" between FIWARE and EGI can ensure long-term sustainability supporting innovation?

- Which common proposal could be elaborated in H2020 to contribute to this sustainability?
Join us!

http://fiware.org

http://lab.fiware.org

Follow @Fiware on Twitter!