D6.4 DAPSI IMPACT ASSESSMENT

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First release

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ABSTRACT	This report measures though a questionnaire, the effect of DAPSI participation for the selected Third Parties in terms of scientific progress, business and growth
KEYWORDS	Patents, Scientific Publications, Clients, Investments, Growth

Document Revision History

Version	Date	Description of change	List of contributor(s)
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0.2	25/07/2021	Review	Augustin Radu
1.0	27/07/2021	Final version	Sara Mateo (Zabala)

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Nature of the deliverable:	**R**	
Dissemination Level		
PU	Public, fully open, e.g. web	✓
CL	Classified, information as referred to in Commission Decision 2001/844/EC	
CO	Confidential to DAPSI project and Commission Services	

* R: Document, report (excluding the periodic and final reports)

DEM: Demonstrator, pilot, prototype, plan designs

DEC: Websites, patents filing, press & media actions, videos, etc.

OTHER: Software, technical diagram, etc.

EXECUTIVE SUMMARY

This document is a first release of D6.4 DAPSI IMPACT ASSESSMENT and it aims to perform an analysis/ report on project activities impact on Third Parties scientific progress, businesses and value creation. This first version to be submitted in M21 collects the insights of the 11 projects supported in the OC1. Future releases in M30 and M36 will include similar information for participants in OC2 and OC3 respectively.

Regarding the alignment of this deliverable with the workplan, this is linked to T6.4. DAPSI IMPACT ASSESSMENT.

The objective of this task is to assess the current and potential value created by DAPSI for target stakeholders;

DAPSI, led by communication, networking and advocacy experts, will dedicate significant effort to maximize the impact of its activities, conduct extensive communication and dissemination, conveying tailored messages to each of the relevant stakeholder groups and fostering their active and sustained engagement. A planned DAPSI impact assessment framework will focus on the DAPSI teams and stakeholders and closely monitor the crucial aspects of their development in order to understand how engagement in DAPSI helped our stakeholders. In particular, we will focus on: i) number of closed business deals for the supported third parties (RTOs, startups, SMEs, ... product innovation performance in this respect will be followed with the special emphasis on business generation potential); ii) number of new stakeholders joining DAPSI activities and events, as well as new policy uptake proposals made by DAPSI representatives on national/ regional/ international levels regarding services and data portability domain/ technologies and iii) number of successful use cases/ demonstrators performed and promoted towards investors/ corporates under which further investments opportunities may arise to further develop the solutions "empowered by DAPSI" programme.

This impact report is structured as follows:

- Section 1 describes the methodology used to measure and assess the impact
- Section 2 provides an analysis of the impact results in detail
- Section 3 provides initial understanding of the DAPSI programme sustainability that will be further analysed in another deliverable.
- Section 4 provides a summary of the main figures and conclusions of the DAPSI Impact assessment.

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ABBREVIATIONS

IP	Intellectual Property
TPs	Third Parties
MVP	Minimum Viable Product

1   METHODOLOGY

The DAPSI consortium strategy pursues the success of the supported third parties. Even if they have a more scientific profile aiming to contribute to the community or a business one to create company or grow an existing one.

The strategy comprises the following goals:

- To ensure the third parties deliver good results contributing to the advance in the state of the art, and they are known by the community (and accessible for them when possible);
- To ensure that the supported third parties have strong business models and traction that allow them to continue growing and gaining further funding/investment;
- To ensure that the DAPSI community serves all its members and provides a fruitful networking between the teams, the mentors and coaches, and other stakeholders;
- To give visibility to the supported third parties to facilitate them gaining a relevant position in the Service and Data Portability field, making them referent solutions.

To measure all these aspects, a survey was launched on 25th of May 2021 to the TPs (including those that completed the participation of the whole programme and also those that only participated in Phase 1). This date was chosen strategically as it was the end of Phase 2.

The survey addressed the following topics:

TECHNICAL:

- IP: Did you register/apply for any patents, trademarks or registered designs since the start of DAPSI?
- SCIENTIFIC PUBLICATIONS: Have you published any scientific paper/poster since joining DAPSI?
- SKILLS: My team has improved significantly the following skills:
  - Security & Privacy
  - Data Interoperability
  - Service Portability
  - Business Development
  - Marketing and Sales

BUSINESS:

- TEAM: Has your team grown since you joined DAPSI?
- GENDER: Has the gender composition of your team changed since joining the programme?
- CLIENTS: Did you gain new clients since joining DAPSI?
- PRODUCT/SERVICE: Have you developed new products or services since joining DAPSI?
- BUSINESS LEADS: Do you have new tangible business leads because of DAPSI? Provide the number. We want to know how relevant the DAPSI community has been to you:
  - Potential clients
  - Potential new partners (including with fellow startups/projects)
  - Mentors/advisors (outside the DAPSI services)

- Potential investors
- COLLABORATIONS: Did you make any new relevant collaborations/partnerships since joining DAPSI?
- EXPLOITATION: How has your team planned to exploit the solution you have been creating during the DAPSI programme? E.g. time to market.

COMPANY INVESTMENTS & GROWTH & COMPANY POSITIONING:

- REVENUE: Has your revenue increased since participating in DAPSI?
- INVESTMENT/FUNDING: Were you able to gain additional (public or private) funding since joining DAPSI?
- EVENTS: In how many events has your startup been present so far thanks to DAPSI? Indicate number. Please consider project events, workshops, webinars, external conferences.
- MEDIA COVERAGE: Has your startup/SME/Project been featured in any mass media since joining the programme? Including: newspaper, magazine, radio, television, podcast, online article.
- COMMUNITY: Are you now more connected with Data Portability communities across Europe?

FINAL WORDS:

- RECOMMENDATION: Would you recommend DAPSI to other startups?
- IMPROVEMENTS: How could the DAPSI team do better in supporting your Data project?
- HIGHLIGHT: What has been the highlight of your participation in DAPSI? You can refer to a session, mentor advice, event, a specific result, anything!
- SUCCESS STORY: Do you have any success stories that you would like to share with us so we can help give you visibility? Describe any relevant collaborations and achievements.
- TESTIMONIAL: Please provide a short testimonial about DAPSI - this is the only input that may be published. Please make reference to your startup's development during the incubation programme (previous and current status).
- If DAPSI programme was a project accelerator, what services/aspects would be of most interest to you? Multiple answers available:
  - Data Portability Infrastructure
  - Tools & software for MVP development
  - Business Training
  - Other Specific Tech Training
  - One-on-one mentorship
  - Investment readiness training
  - Investor matchmaking
  - Promotion activities
  - Events preparation
- If DAPSI was a commercial accelerator, would you apply, and what is the maximum price your organization would be willing to pay for it? If you select yes, please indicate the maximum price:
  - Yes, we would be interested in such commercial accelerator.
  - 2,000 EUR
  - 4,000 EUR

- 6,000 EUR
- 8,000 EUR
- 10,000 EUR
- No, we wouldn't be interested in commercial accelerator.

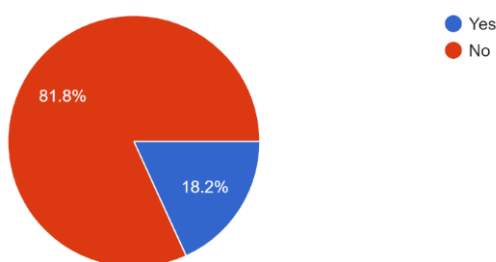FIGURE 1: DAPSI IMPACT SURVEY - SCREENSHOT

2   IMPACT INSIGHTS

2.1   TECHNICAL

The result of questions related to IP, scientific publications and team are the following:

IP

IP:Did you register/apply for any patents, trademarks or registered designs since the start of DAPSI?

11 responses

Two participants (18.2%) responded "yes" and the specified that the registered property is:
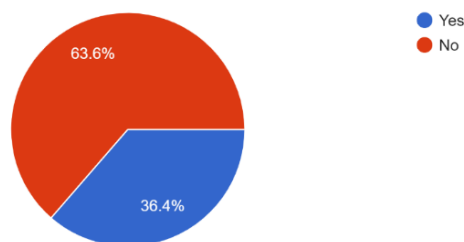
1. PCT Application

2. Patent and trademarks

This is something expected as applicants have been pushed to make results open-source and contribute to the community.

Scientific publications

SCIENTIFIC PUBLICATIONS: Have you published any scientific paper/poster since joining DAPSI?
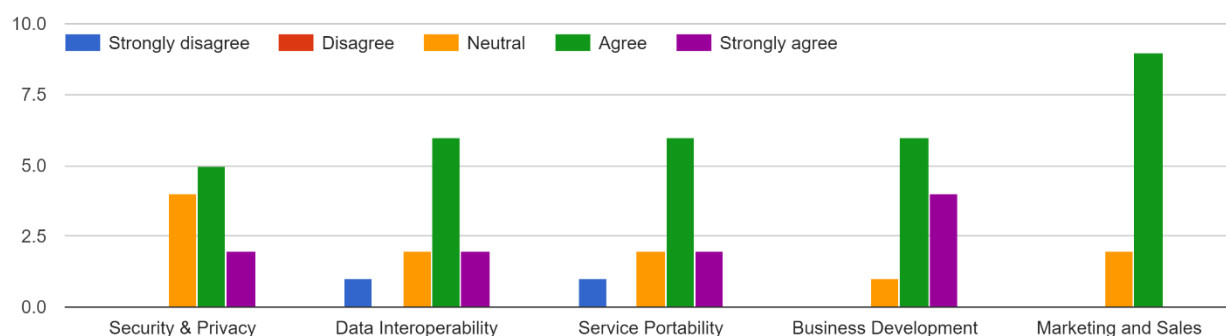
11 responses

Four participants (36.4%) responded "yes" and the specified that the publications available are:

1. De Bot, D., Haegemans, T. (2021). Data Sharing Patterns as a Tool to Tackle Legal Considerations about Data Reuse with Solid: Theory and Applications in Europe. Digita Research Report DGT_1, 1-25

2. TheWeb conference: PROV4ITDaTa: Transparent and direct transfer of personal data to personal stores by Gertjan De Mulder , Ben De Meester , Pieter Heyvaert , Ruben Taelman , Ruben Verborgh, Anastasia Dimou; In WWW2021, the International World Wide Web Conference (2021), to be published under https://doi.org/10.1145/3442442.3458608 Knowledge Graph Conference: PROV4ITDaTa: Flexible KG generation within reach by Ben De Meester, In KGC2021, https://www.knowledgegraph.tech/speakers/ben-de-meester/

3. https://www.alias.dev/report

4. IETF Draft (https://datatracker.ietf.org/doc/draft-baum-jmap-tasks/)

Skills

SKILLS: My team has improved significantly the following skills.

Regarding the skills acquired and/or improved they are well assessed in general, with higher impact on business related skills:

- In terms of security & privacy: all participants gave a 3 to 5 in a scale from 1 to 5. Thus, 64% of participants consider a relevant improvement and 36% neutral.

- In terms of Data Interoperability: 90% of participants gave a 3 to 5 in a scale from 1 to 5. In addition, 73% of participants consider a relevant improvement in their skills.

- In terms of Service Interoperability: 90% of participants gave a 3 to 5 in a scale from 1 to 5. In addition, 73% of participants consider a relevant improvement in their skills.

- In terms of Business development: All participants gave a 3 to 5 in a scale from 1 to 5. In addition, 91% of participants consider a relevant improvement in their skills.

- In terms of Marketing and sales: All the participants gave a 3 to 4 in a scale from 1 to 5. In addition, 82% of participants consider a relevant improvement in their skills.

2.2   BUSINESS
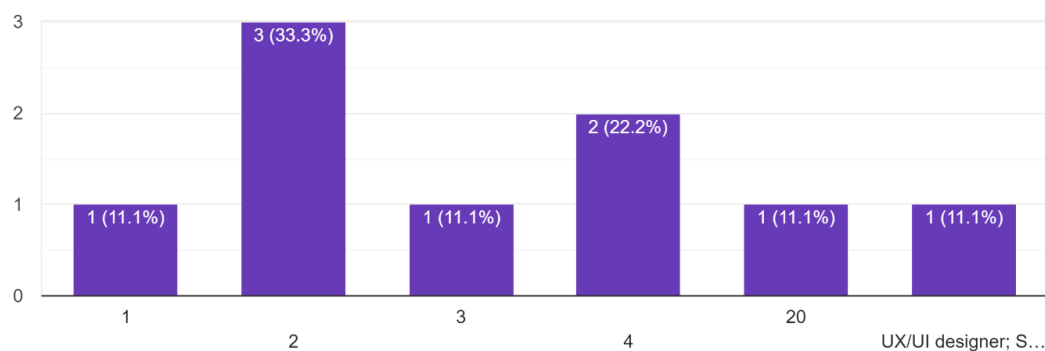
Team

TEAM: Has your team grown since you joined DAPSI?
11 responses

- ● Yes
- ● No

18.2%

81.8%
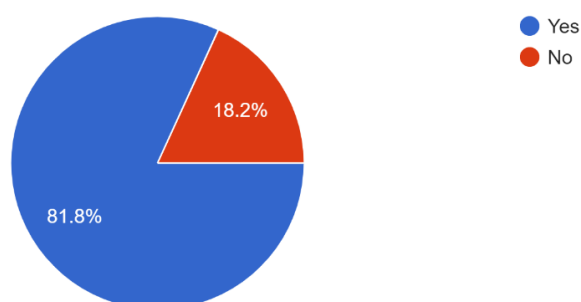
9 participants (81.8%) responded "yes" and the specified the number of positions created:

If yes, indicate number of new positions created since joining the programme.
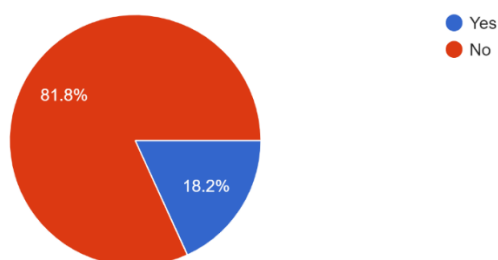9 responses

It means that a total of 41 have been created. Thus, DAPSI has contributed to the employment creation allowing 9 teams growing.

Gender

GENDER: Has the gender composition of your team changed since joining the programme?
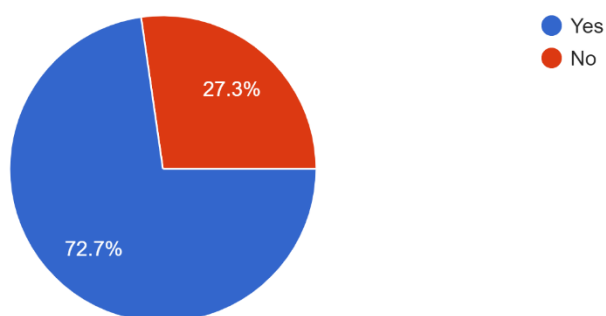11 responses

- Yes
- No

81.8%

18.2%

To this regard, no major changes have happened, with changes in two of the participants' teams where the situation is:

- Before 100% male (only). After 13% female
- Before 100% male. After, 10% female

Clients

CLIENTS: Did you gain new clients since joining DAPSI?
11 responses

- Yes
- No

27.3%

72.7%

The responses here are really good as 72.7% of the participants indicated a progress in terms of clients after joining DAPSI.

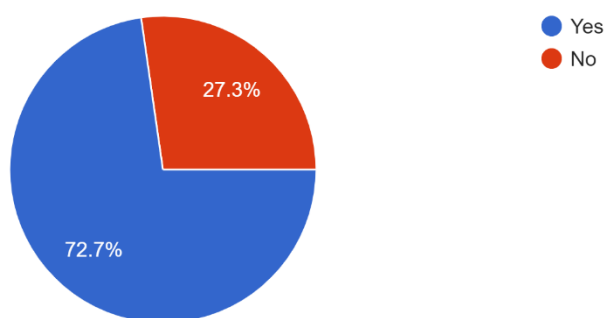The specific feedback provided by the participants are:

- "Helped to get our first PoC"
- "We continuously cooperate with an increasing number of clients - most of the customers we work with require an NDA."
- "2 Letter of Intent, and 1 Proof-of-Concept"
- "No paying clients yet but a few very promising leads"
- "We got 2 new customers"

- "Our consulting business has grown."
- "We have a new agreement with an existing company that have already customers that offer data, and this will enable us to reach a market more directly."
- "Using DAPSI-based technologies for 3 new projects"

Product/Service

PRODUCT/SERVICE: Have you developed new products or services since joining DAPSI?
11 responses

- Yes
- No

27.3%

72.7%

The responses evidence that 72.7% of the have been able to create new solutions as result of the participation in DAPSI.

The specific feedback provided by the participants about the results produced are:

- "OCA for digital immunisation passport"
- "We developed the OpenPKG, a web plugin for enabling trusted and automated DSAR requests."
- "We are looking into synthetic data generation (which before we didn't consider)"
- "The PROV4ITDaTa platform was bootstrapped since joining DAPSI"
- "We have advanced in the privacy preserving analytics part of the prototype, as expected."
- "Extending our self-service platform to be compatible with DAPSI-developed Open Source results"
- "We've further developed our Domi mobile app and platform - focus is development of our MVP. Currently doing market validation of Domi concept to confirm first go to target markets, which will influence go-to-market strategy and MVP development plan. Beginning of this work started as part of our involvement in DAPSI program (commencement of our UX/UI development work to support with prototyping, and initial user research)"

Business Leads

BUSINESS LEADS: Do you have new tangible business leads because of DAPSI? Provide the number. We want to know how relevant the DAPSI community has been to you.
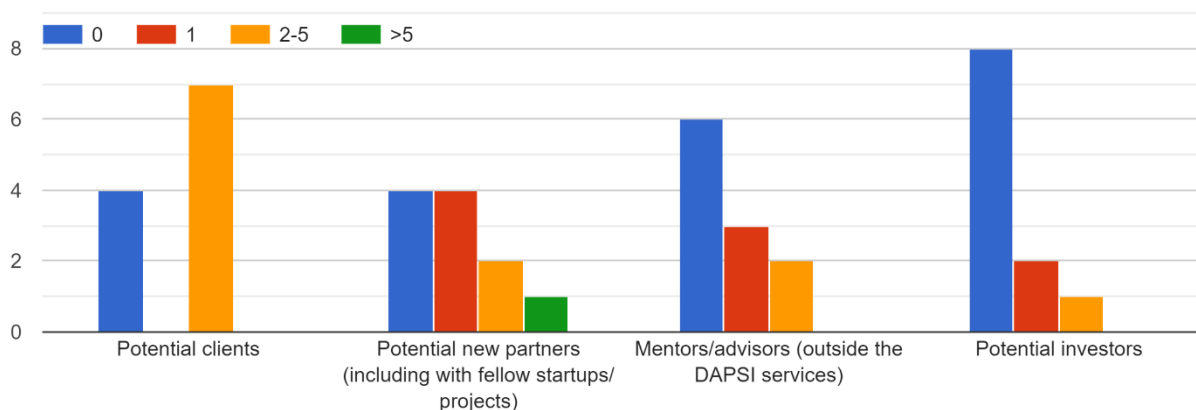

Even if the maturity level of some projects is still low, some of them have progressed on the business side thanks to DAPSI. Specifically, different achievements have been measured:

- 63% of the participants have new potential customers as result of their involvement in DAPSI
- 63% of the participants have grown their community with new partners to collaborate
- 45% have incorporated new mentors & advisors to reinforce their team
- 27% have entered in conversation with potential investors

Collaborations

COLLABORATIONS: Did you make any new relevant collaborations/partnerships since joining DAPSI?

11 responses
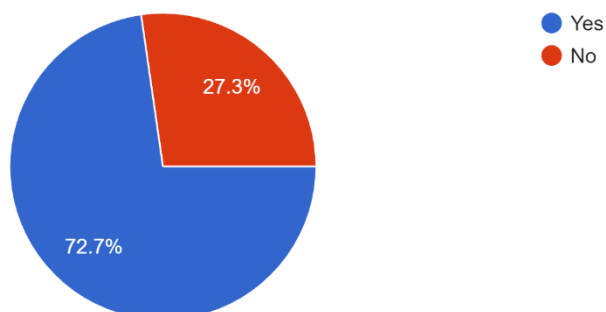
In general terms, 72.7% of participants recognise that new interesting collaborations have happened. The specific comments provided are the following:

- "Strong ties with other DAPSI Third Party"

- "We partnered with a global identity provider. We cannot name the partner yet, as the official announcement is still pending."

- "We join one local incubator in Göteborg. DAPSI helped us for that by giving us recognition."

- "We are setting up several partnerships"

- "We joined and partially lead the W3C Knowledge Graph Construction Community Group to get our underlying technologies (RML) in a standardization track."

- "We delivered one pilot since joining DAPSI."

- "An already existing company that focused a similar market, but lacked the technology."

- "Collaborating with Open Source and Commercial Vendors based on Open Source standards/technologies developed in DAPSI".

Exploitation

Regarding the ways chosen by the respondents to exploit the solution developed in the context of DAPSI, the answers provided reveal that 90% of them have exploitation plans in the near future or have even started it:

- "Components developed as part of our project are expected to lead to product and services by end of 2021."

- "We plan to test it within our existing partner network, as there has been interest, and them move on from there."

- "We are closed to get our first paid pilot -- in the coming weeks. If that happens, it will accelerate our time-to-market significantly."

- "We submitted a national funding proposal (no result yet) and we plan to further explore business opportunities together with another partner in the NGI DAPSI project"

- "We are planning to go to market within 6 months"

- "We have multiple bilateral project proposals to provide professional services, which we'll use to improve the market fit of the platform. Together with the standardization of RML, we aim to bring the platform as product in the market in 2022."

- "Currently the project is on hold, no immediate plans for exploitation."

- "It will be one our products"

- "We expect to be online in 6 months."

- "Exploitation already ongoing in projects; further exploration upcoming by integrating into our self-service solution (upcoming in the next months)"

- "Our solution that we commenced development of during the DAPSI programme is still in development. We're looking to launch our private-beta trial from Sep 2021, with a public launch early 2022"

2.3   COMPANY INVESTMENTS & GROWTH & COMPANY POSITIONING

Revenue:

REVENUE: Has your revenue increased since participating in DAPSI?

11 responses

- Yes
- No

63.6%

36.4%
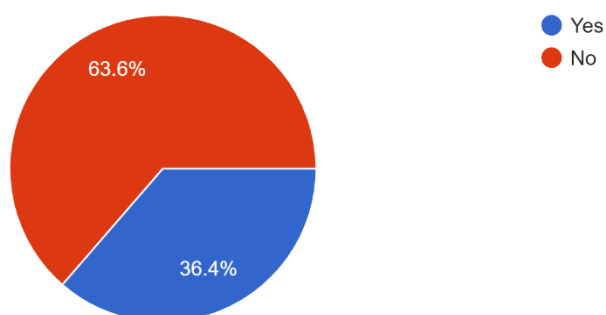
Even, if it is soon to evaluate this aspect as some projects are still in development stage and the exploitation will happen in the coming months, 36.4% of them declare an increase in their revenues (4 out of 11). The four testimonials receive to this regard:

- 5-10% of increase
- 200% of increase
- Consulting revenue has grown
- Roughly 20% - but I do not (yet) have more precise numbers

Investment/Funding

INVESTMENT/FUNDING: Were you able to gain additional (public or private) funding since joining DAPSI?

11 responses


- Yes
- No

63.6%

36.4%
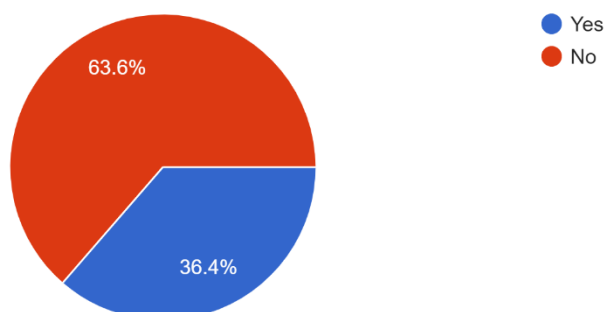
36.4% of participants have gained additional investments since joining DAPSI. An estimation of more than 0.5M€ The details are:

- "Cannot disclose due to NDAs."
- "60k Euros (VINNOVA, local agency in Sweden)"
- "350.000 euro"
- The call foreseen in the plan closes in July, so we expect to have a round of public funding by the end of the year, of about 0.5MEuro

Events

EVENTS: In how many events has your startup been present so far thanks to DAPSI? Indicate number. Please consider project events, workshops, webinars, external conferences.

11 responses
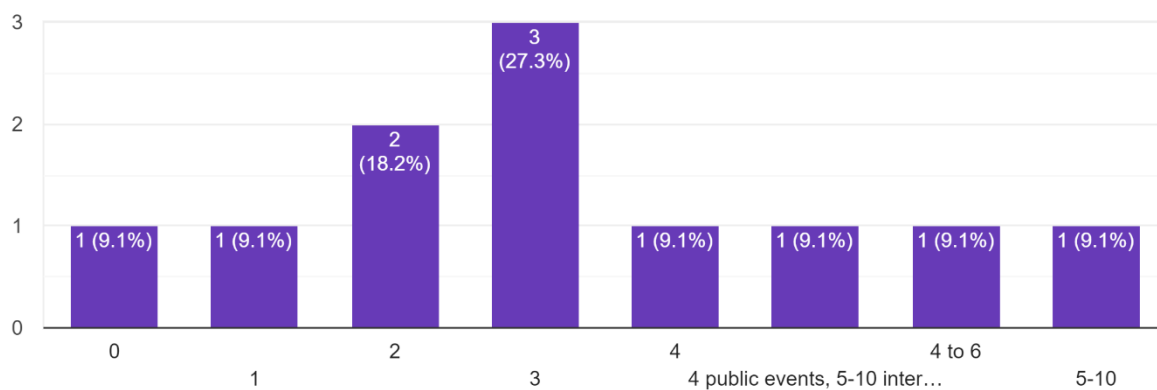
As result of DAPSI, around 30-40 participations in public events and webinars took place with presence of the third parties where 90% of them have been involved.
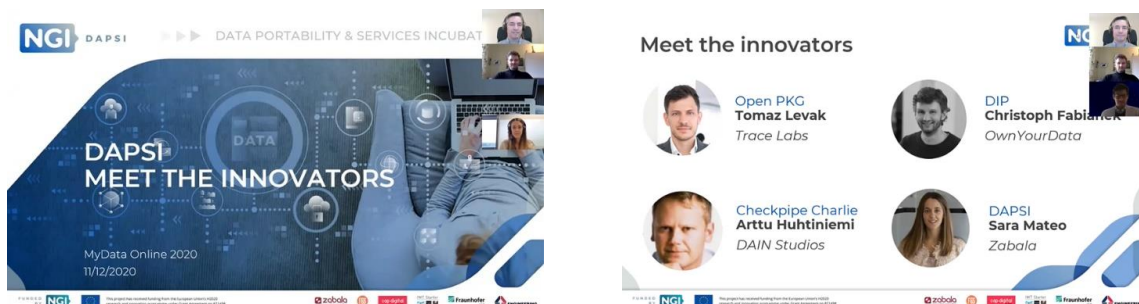
FIGURE 2: SCREENSHOTS FROM THE MYDATA ONLINE CONFERENCE 2020
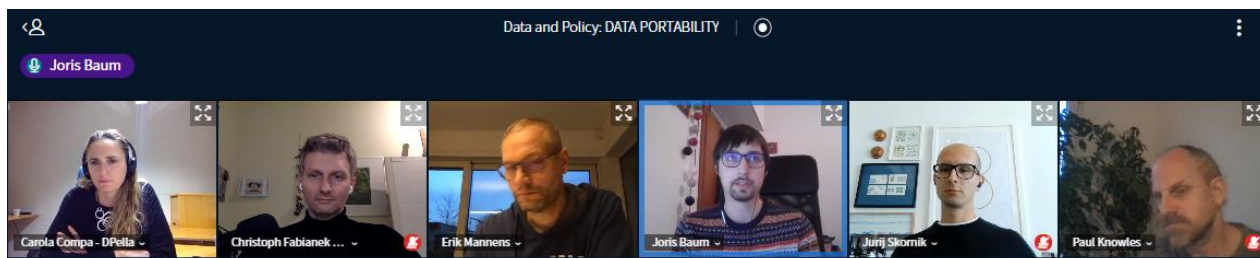
Media Coverage

MEDIA COVERAGE: Has your startup/SME/Project been featured in any mass media since joining the programme? Including: newspaper, magazine, radio, television, podcast, online article.

11 responses
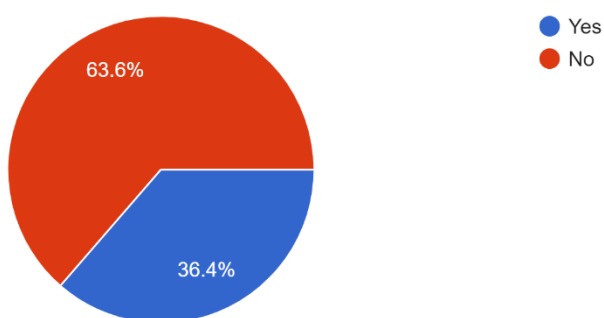
36.4% of them have featured in mass media. They mention the NGI website or relevant articles as some examples.

Community

COMMUNITY: Are you now more connected with Data Portability communities across Europe?

11 responses

As result of DAPSI they have experienced a higher engagement with the ecosystem in the 63.6% of the cases.

2.4   OTHER IMPACTS

The participants also described some other impacts as result of their participation in DAPSI:

- "DAPSI provided an excellent place to turn our ideas into a prototype and also provided the right level of coaching for the business development aspects."
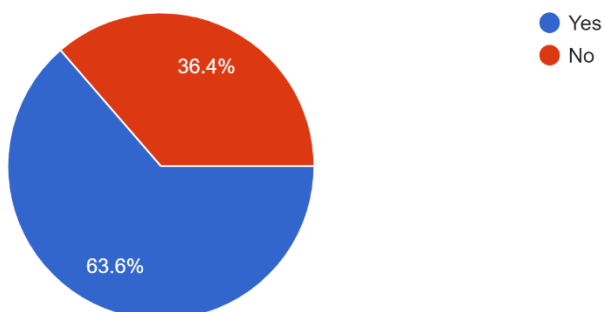
- "The coaches really impacted in our moments of doubts as to where to go next."

- "I joined the MyData Global board and advocate data portability; the weekly newsletter on personal Datenanalysen (https://weekly-digest.OwnYourData.eu) has grown in readership from about 150 readers/week in autumn 2020 to 1.000 readers per week now."

- "Thanks to DAPSI, we were able to investigate a problem and come up with an artefact that benefits not only us, but the Solid community in general."

- "Getting connected with similar data portability companies has vastly increased our network and collaboration possibilities. Strong ties with multiple DAPSI-funded companies already exist, and a better understanding of the industrial data portability playing field will help us to further improve our offering and create impact."

- "Institutional Credibility"

- "We are favourably positioned to obtain the funding from the CDTI Neotec Spanish funding programme, as foreseen."

- "The NGI/DAPSI label alone helped as an argument stressing the seriousness of services and standards developed."

- "Perhaps the most significant impact for us having been a part of DAPSI is that it has raised our profile in the SSI tech community and has significantly increased our credibility when speaking with industry and potential customers. With the real estate sector, there unfortunately is a long lead time to establishing potential customer confidence in the sort of process and technology innovation we're proposing. Having been part of the NGI DAPSI program has been a huge door opener and since the program we've had a lot more relevant reach outs from companies and investors interested in speaking with us about what we're working on".

2.5 GENERAL SATISFACTION

One of the main questions to the participants was about the possibility to recommend DAPSI to other Third parties and a great figure of 100% was received:

RECOMMENDATION: Would you recommend DAPSI to other startups?

11 responses

- Yes
- No
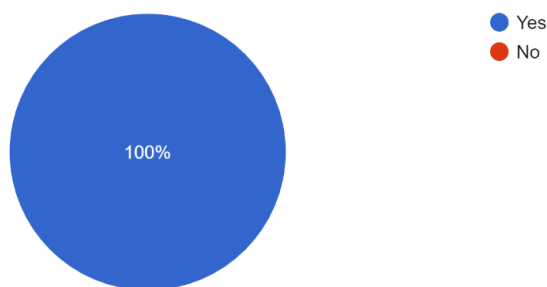
2.5.1 Highlights

Some respondents provided extra insights about their highlights of the participation in DAPSI. They could refer to a session, mentor advice, event, a specific result, anything:

- Business mentoring and preparation of Phase 1 selection event.
- The highlight was the completion and testing of our prototype.
- Augustin, and Pierre were amazing. Farid did a great job in the business coaching.
- Great presentation and discussion at the end of phase 1 (and of course being selected for phase 2).
- The individual coaching of Farid Singh was very useful.
- The mid-event where we pitched our status to an external jury. The feedback was very interesting, as well as seeing how the other companies progressed and link together.
- Organizations ability to learn from product management and development.
- Mentor advice from Augustin Radu
- DAPSI has positioned us as the more advanced company in our particular application segment.
- Panel Discussion at NGI Forum + Discussions with DAPSI mentor
- Highlight has to be the business sessions with Farid Singh. The content of these sessions was very on point as to the sort of things we really needed to focus on as a startup, and we found it a great opportunity to explore many of our concerns, fears and uncertainties around the development of our startup and startup idea. The structure of the sessions also was valuable in being able to also hear and learn from other startups as they also progressed with their projects

2.5.2   Success stories

Success stories that TPs would like to share regarding relevant collaborations and achievements:

- "We expanded the initial scope of our project without changing our foundational ideas. Thus, I am very pleased that by the end we managed to received support and interest from organisations of very different nature. We have letter of support from both the humanitarian sector as well as from one of the largest pharmaceutical companies."

- "DAPSI did not only help us with our research, but also made a positive impact on our marketing and go-to-market. We improved our messaging, launched a new website and started several initiatives."

- "Our existing public presentations has given us a lot of visibility and industry attention. Nothing materialized yet, but we feel a strong increase of interest, something that would not have been feasible without the DAPSI grant to bootstrap the implementation."

- "We published a report on Data portability based on our work in DAPSI that has been downloaded 40,000 times".

- We have an ongoing collaboration, but it is currently under NDA disclosure, we plan to have it public in some months."

- "Cooperating with FastMail (IETF JMAP WG Chairs) and Ltt.rs developer (NGI Pointer project) to advance JMAP specs + implementations"

2.5.3   Testimonials

In reference to the startup's development during the programme (previous and current status):

- "DAPSI provided the right structure for hungry innovator. The right balance between rigour and freedom to work. Also provided a set of valuable contacts"

- "Our participation in the DAPSI program provided us with a well-rounded support environment, significantly contributing to the successful development of the OpenPKG prototype. Takeaways from both business and technical trainings served as valuable input throughout our development journey."

- "DAPSI gives us a unique opportunity to develop our ideas and ambitions. Our coaches (Pierre and Augustin) were there for us when we needed them in our moments of doubts; they always pointed us in the right direction. The recognition we got from DAPSI pushed us forward in many aspects; specially on the business part, which was inexistent when we entered the incubator. Thanks a lot DAPSI team!"

- "DAPSI enabled us to make a huge step in the maturity and interoperability of our products: the OwnYourData Data Vault and Semantic Containers. Together with our partner Human Colossus Foundation, we created the blueprint for services beyond the pharma domain and we look forward to the new possibilities in the upcoming data economy."

- "The DAPSI programme contributed greatly to the success of Digita and even Solid. This is because it gave us the resources to design and develop a component for the Solid ecosystem which has proven to be essential for the ecosystem's adoption: a legal framework for applications in Europe."

- "Participation in DAPSI has been really valuable to us. On the one hand, the grant helped us to bootstrap the PROV4ITDaTa platform and improve the TRL of the core technical modules. On the other hand, the concurrent race with the other contestants provided a constant feedback loop and allowed us to more consciously create a product from state-of-the-art technology. Our network

expanded and we were able to improve our product-market fit and shorten time-to-market. DAPSI allowed us to zoom out and take the bigger picture into account, whilst also providing the means to technically advance our product."

- "Our project benefited from the DAPSI program by giving us structure, guidance and funding that pushed us to another level."

- "Really useful program for entrepreneurs to go from idea to tech maturation to MVP validation in the Data portability space."

3   SUSTAINABILITY

In order to make the first check about the possibility to make DAPSI sustainable beyond the end of the project without the funding support of the EC, the participants answered about their willingness to pay for a commercial version of DAPSI programme and they indicated which are the most interesting services:

If DAPSI programme was a project accelerator, what services/aspects would be of most interest to you? Multiple answers available
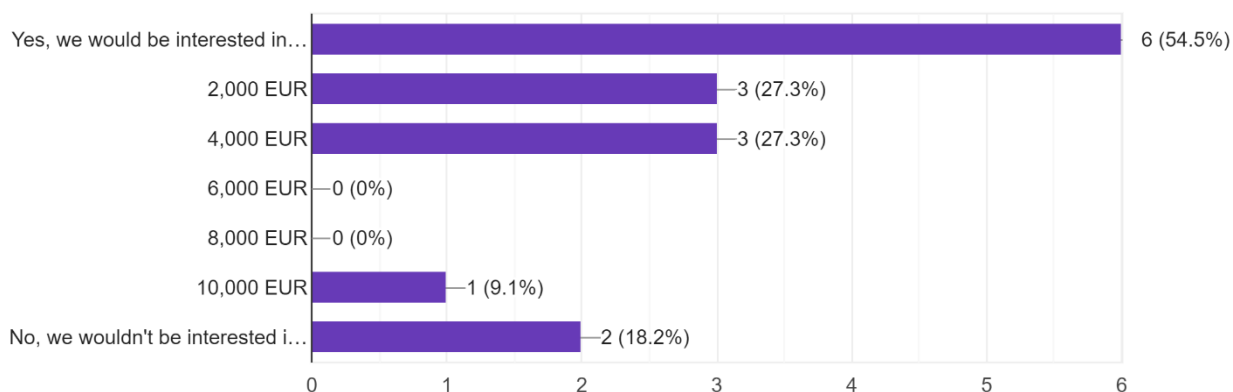
11 responses
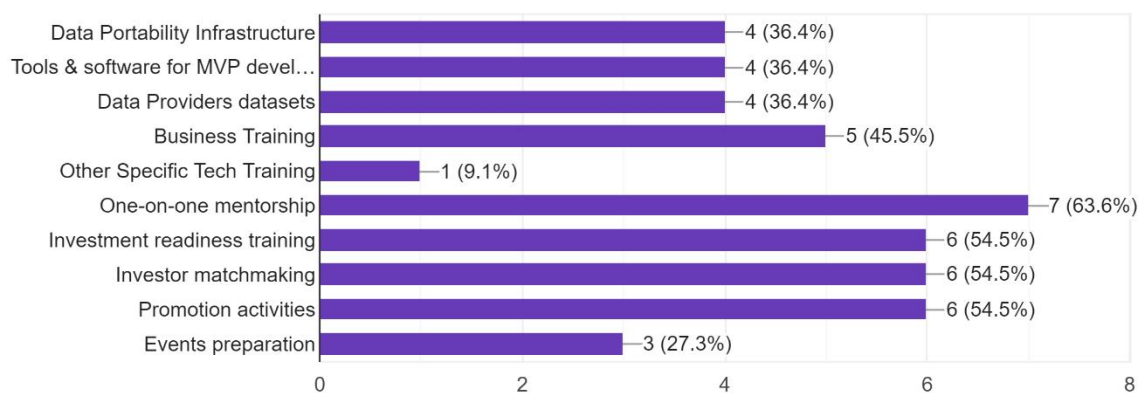
The **one-to-one mentoring sessions was the most voted one (63.6%),** followed by investment and promotion related activities.

Regarding the possibility to pay for a commercial DAPSI version:

11 responses

Based on the answers, it seems that the commercial version could have a good acceptance as 81.8% of the participants indicated the interest on that. Half of them indicated that a range of 2.000€-4.000€ could be reasonable.

4   SUMMARY AND CONLUSIONS

To summarise the key figures resulting from the assessment, the following table is provided:

Topic	% of participants who answered positively
IP registration/patent	18.2%
Scientific publications	36.4%
Security & privacy skills improvement	100%
Data Interoperability skills improvement	90%
Service Interoperability skills improvement	90%
Business development skills improvement	100%
Marketing and sales skills improvement	100%
Team growth	81.8% (41 new employees)
Team gender composition changes	18.2%
Progress in terms of clients gained	72.7%
New solutions/products created	72.7%
New potential customers	63.6%
Their community has grown with new partners to collaborate	63.6%
New mentors & advisors incorporated to reinforce their team	45%
New contacts with potential investors	27%
New interesting collaborations	72.7%
Exploitation plans in the near future	90%
Increase in their revenues	36.4%
Additional investments gained	36.4% (0.5M€)
Participation in events and webinars increased	90% (30-40 participations)
Featured in mass media	36.4%
Experienced a higher engagement with the Data Portability community	63.6%
Willingness to recommend DAPSI	100%
Willingness to pay for a DAPSI commercial version	81.8%

TABLE 1 : IMPACT SUMMARY OF OC1 PARTICIPANTS

Thus, based on the key figures obtained, the third parties supported seem to be satisfied with the participation in DAPSI (100%) and the obtained impact is quite relevant. Also, most of them plan to exploit their results in the short run.

The aspects where more impact has been identified is regarding skills improvement, team growth, collaborations and relationships created with peers, investors or customers and presence and visibility obtained in events.

Other aspects that will be assessed again in the future and where it is expected to have more effect in the coming months are related to their increase in their revenues, additional investments gained or contacts and agreements with stakeholders. It is soon to have a relevant effect on this as the third parties recently finished the programme.