

D6.4 DAPSI IMPACT ASSESSMENT

26/04/2022



Grant Agreement No.: 871498
Call: H2020-ICT-2018-2020

Topic: ICT-24-2018-2019
Type of action: RIA

D6.4 DAPSI IMPACT ASSESSMENT

Second release

Revision: v.1.0

WORK PACKAGE	WP6
TASK	T6.4. DAPSI IMPACT ASSESSMENT
DUE DATE	30/04/2022
SUBMISSION DATE	30/04/2022
DELIVERABLE LEAD	ZABALA
VERSION	1.0
AUTHORS	Natalia García-Barberena (Zabala)
REVIEWERS	Augustin Radu (IMT)
ABSTRACT	This report measures through 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)
0.1	20/04/2022	First draft	Natalia García-Barberena (Zabala)
0.2	26/04/2022	Review	Augustin Radu (IMT)
0.3	26/04/2022	Review by the coordinator	Sara Mateo (Zabala)
1.0	26/04/2022	Final version	Natalia García-Barberena (Zabala)

DISCLAIMER

The information, documentation and figures available in this deliverable are written by the "Next Generation Internet DAPSI – Data Portability and Services Incubator" (NGI-DAPSI) project's consortium under EC grant agreement 871498 and do not necessarily reflect the views of the European Commission.

The European Commission is not liable for any use that may be made of the information contained herein.

COPYRIGHT NOTICE

© 2022 NGI DAPSI

Project co-funded by the European Commission in the H2020 Programme

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 second 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 second version to be submitted in M30 collects the insights of the projects supported in the OC2 (12 respondents from a total of 15 teams), as it was done for the OC1. Future release in M36 will include similar information for participants in OC3.

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.

TABLE OF CONTENTS

1	METHODOLOGY	8
2	IMPACT INSIGHTS	11
3	SUSTAINABILITY	23
4	SUMMARY AND CONCLUSIONS	24

LIST OF FIGURES

FIGURE 1: DAPSI IMPACT SURVEY - SCREENSHOT.....	10
---	----

LIST OF TABLES

TABLE 1 : IMPACT SUMMARY OF OC1 PARTICIPANTS	25
--	----

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 10th of February 2022 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?
- OPEN SOURCE: Have you delivered open-source results for the community in the context of DAPSI?
- STANDARDS: Have you contributed to standards in the context of DAPSI?
- SKILLS: My team has improved significantly the following skills:
 - Security & Privacy
 - Data Interoperability
 - Service Portability
 - Business Development
 - Marketing and Sales
 - Data Sovereignty

SOCIAL:

- Has your DAPSI project contributed in terms of social impact?

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/SOLUTION: 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/COMMUNITY. 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 have you 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?

EXPLOITATION RELATED QUESTIONS:

- Identify the name of the exploitable assets produced during the DAPSI programme
- Identify the type of asset, e.g. report, scientific paper, tutorial, presentation, software component, brochure, demo, prototype, invention, process, etc.
- Identify the type of Intellectual property right associated with the asses, e.g. open-source, patent, copyright, design right, database right, trademark, utility model, etc
- If applicable, identify the Technology Readiness Level of each exploitable asset.
- Identify the end-users/markets that will benefit from it.
- Identify potential competitors.
- Describe a 12-month exploitation strategy that can include activities such as further research, communication/dissemination, IP protection, licensing, start a company, strategic alliances, participation in an accelerator program, fundraising, joint venture, or non-commercial use (policy, educational, societal, etc.).

FINAL WORDS:

- RECOMMENDATION: Would you recommend DAPSI to other?
- IMPROVEMENTS: How could the DAPSI team do better in supporting your business?
- HIGHLIGHT: What has been the highlight of your participation in DAPSI? You can refer to a session, mentor advice, event, a specific result, anything!
- If DAPSI programme was a project accelerator, what services/aspects would be of most interest to you? Multiple answers available:
 - Computing Infrastructure
 - Tools & software for MVP development

- Business Training
 - Other Specific Tech Training
 - One-on-one mentorship
 - Investment readiness training
 - Investor matchmaking
 - Promotion activities
 - Events
- 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.

DAPSI Impact Survey - Round 2 (2022)

Dear DAPSI innovators,

We would like to assess the impact of the DAPSI programme. Apart from the fact that we are interested in what you have achieved, we are asked by the European Commission to analyse our programme and report on the impact created. Therefore, your input is essential.

We ask for your name just to cross-check who has responded. The information provided will later be anonymized when analyzed. The survey takes 5-7 min to complete. If you are applying as part of a consortium of more than one entity, we will need one answer per entity.

Thank you for your time,


The DAPSI TEAM

*Required

E-mail address *

Texto de respuesta corta

Título d...



PART 2: IMPACT SURVEY

Descripción (opcional)

TECHNICAL

Descripción (opcional)

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

☐ Yes

☐ No

If yes please, provide more details.

Texto de respuesta corta

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

☐ Yes

☐ No

If yes please, provide more details. (e.g. reference/link)

Texto de respuesta corta

FIGURE 1: DAPSI IMPACT SURVEY - SCREENSHOT

2 IMPACT INSIGHTS

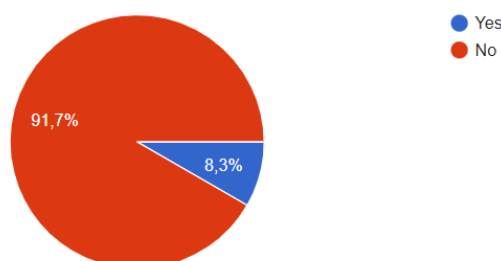
2.1 TECHNICAL

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?

12 answers



A unique participant (8.3%) responded "yes" and specified that the registered property is:

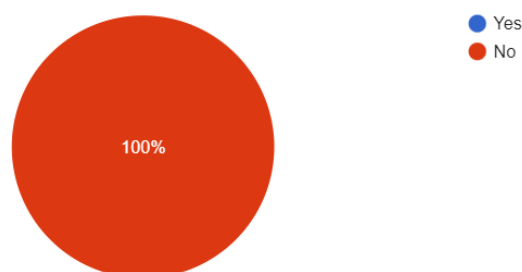
1. PCT/SE2021/050491

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?

12 answers

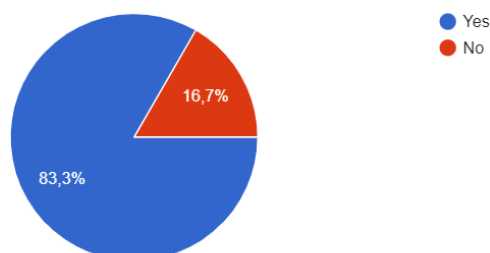


Any of the participants who answer to this survey have published scientific papers/posters.

Open Source

OPEN SOURCE: Have you delivered open-source results for the community in the context of DAPSI?

12 answers



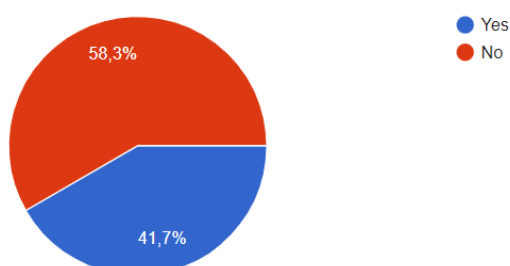
10 out of the 12 applicants confirmed to have delivered open source results, which is something that was encouraged during the project. Some of these results are:

- <https://delta.chat> releases on blog and app stores
- many links, please see tech reports
- <https://github.com/myenergy-ai/myenergy-ai>
- <https://github.com/vaimee/dasi-breaker>
- <https://github.com/orvium/tycho-ui>
- Various repository here: <https://github.com/maemo-leste/>
- <https://gitlab.com/postmarketOS>
- improvements to CryptPad source code <https://github.com/xwiki-labs/cryptpad> and standalone document converter <https://github.com/xwiki-labs/office-converters>
- <https://github.com/DAPSI-IDISS/semantic-crosswalk-editor/>
- <https://github.com/iotlabsLtd/telematiczap>

Standards

STANDARDS: Have you contributed to standards in the context of DAPSI?

12 answers

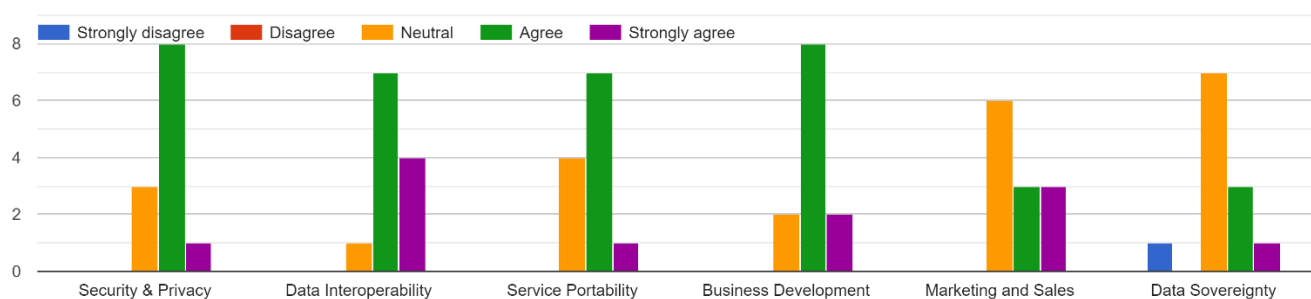


Some of these Standards are:

- further smtp/imap standards and their practical application
- NGSI-LD (ETSI) ; SOLID (W3C)
- <https://datatracker.ietf.org/doc/draft-ietf-teep-architecture/>
- CEN TC 434 WG 3 - https://en.wikipedia.org/wiki/CEN/TC_434

Skills

SKILLS: My team has improved significantly the following skills.



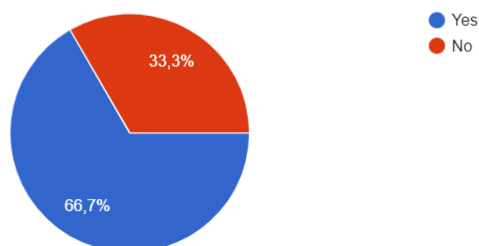
Regarding the skills acquired and/or improved they are well assessed in general, with higher impact on business related skills:

- In terms of security & privacy: all participants gave a 3 to 5 in a scale from 1 to 5. Thus, 75% of participants consider a relevant improvement and 25% neutral.
- In terms of Data Interoperability: all participants gave a 3 to 5 in a scale from 1 to 5. In addition, 92% of participants consider a relevant improvement in their skills.
- In terms of Service Interoperability: all participants gave a 3 to 5 in a scale from 1 to 5. In addition, 67% 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, 83% 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, 50% of participants consider a relevant improvement in their skills.
- In terms of Data Sovereignty: 90% of participants gave a 3 to 5 in a scale from 1 to 5. In addition, 33% of participants consider a relevant improvement in their skills.

Social

Has your DAPSI project contributed in terms of social impact?

12 answers



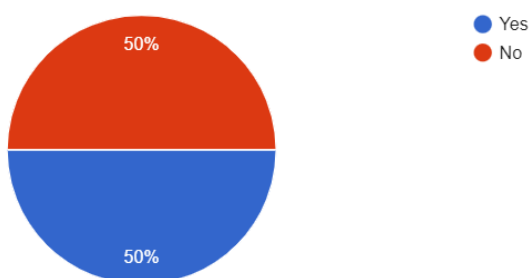
DAPSI has contributed in terms of social impact to the 67% of the applicants creating new job positions, allowing to switch and judge e-mail providers for use with privacy protecting messaging, allowing a more flexible and easier way to maintain standardisation processes, key for a digitalization initiative or just for being an open source project being social impact the main export.

2.2 BUSINESS

Team

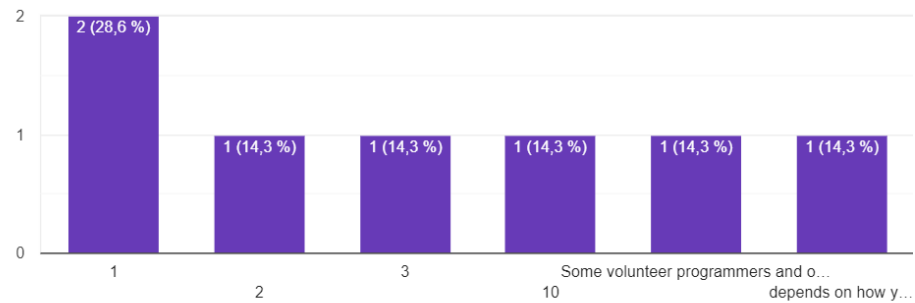
TEAM: Has your team grown since you joined DAPSI?

12 answers



6 participants (50%) responded "yes" and the specified number of positions created:

7 answers

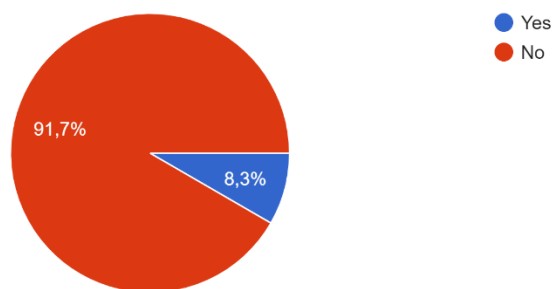


It means that a total of 20 have been created. Thus, DAPSI has contributed to the employment creation allowing 7 teams growing.

Gender

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

12 respuestas



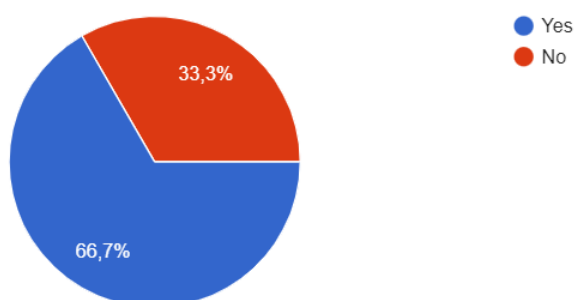
To this regard, no major changes have happened, with changes in one of the participants' teams where the situation is:

- Before 100% male (only). After 67% male and 33% female

Clients

CLIENTS: Did you gain new clients since joining DAPSI?

12 answers



The responses here are really good as 66.7% of the participants indicated a progress in terms of clients after joining DAPSI.

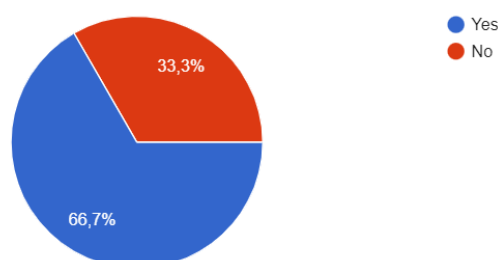
The specific feedback provided by the participants are:

- "In DAPSI we released our MVP and opened channels to our first customers."
- "We got 1 new client"
- "x2 growth in clients"
- "We did not gain new paying clients, but we have several on-going discussions with potential clients"
- "3 new customers in three different countries"
- "We have 2 more contacts and ongoing relationships"

Product/Service

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

12 answers



The responses evidence that 66.7% of the applicants have been able to create new solutions as result of the participation in DAPSI.

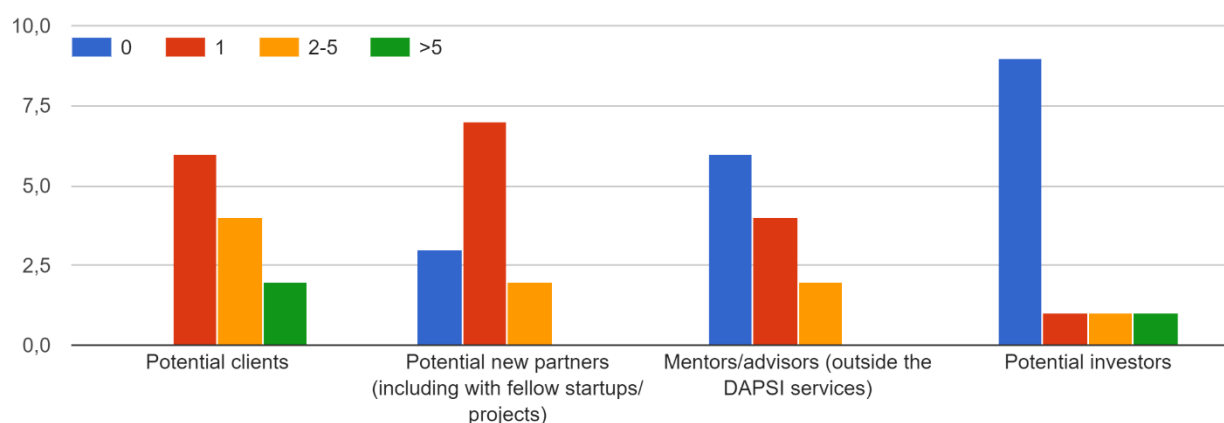
The specific feedback provided by the participants about the results produced are:

- "Tor and VPN integration and conversations/social applications"

- “We have developed a tool to validated standards for software based on XML data. The prototype/MVP was created for the EU Norm of EN16931-3”
- “We develop our Tycho service”
- “Two new applications have been released as part of our suite: Document and Presentation. These are integrations of OnlyOffice clients with our encrypted real time collaboration.”
- “Scope 2 Electricity carbon emissions factor service”
- “Confidential enclave orchestration”

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.



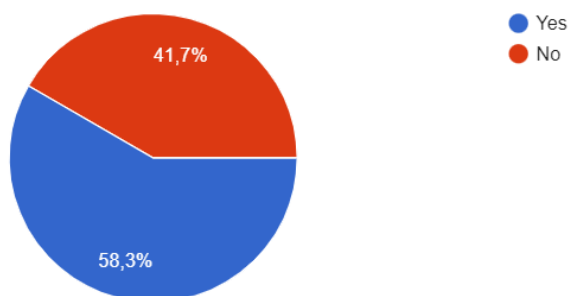
Even if the maturity level of some projects is still low, some of them have progressed on the business side thanks to DAPSI. Specifically, different achievements have been measured:

- 100% of the participants have new potential customers as result of their involvement in DAPSI
- 75% of the participants have grown their community with new partners to collaborate
- 50% have incorporated new mentors & advisors to reinforce their team
- 25% have entered in conversation with potential investors

Collaborations

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

12 answers



In general terms, 58.3% of participants recognise that new interesting collaborations have happened. The specific comments provided are the following:

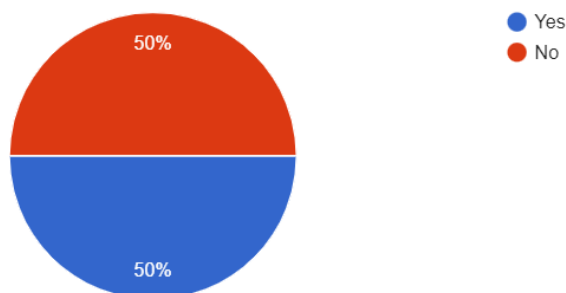
- "It strengthens a partnership with our major partner"
- "A large German system house established in the invoice industry"
- "Potentially a collaboration with the university: TU Delft in The Netherlands"
- "Collaboration with telematics companies"
- "Collaboration with new mailcow/servercow hostser"

2.3 COMPANY INVESTMENTS & GROWTH & COMPANY POSITIONING

Revenue:

REVENUE: Has your revenue increased since participating in DAPSI?

12 answers



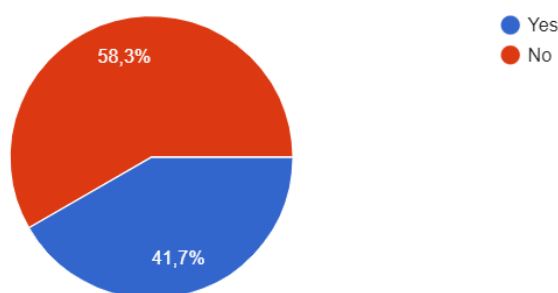
Even, if it is soon to evaluate this aspect as some projects are still in development stage and the exploitation will happen in the coming months, 50% of them declare an increase in their revenues (6 out of 12). Some of the revenue increases in %:

- 200% of increase
- 23% of increase
- 100% of increase
- 40% of increase

Investment/Funding

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

12 answers



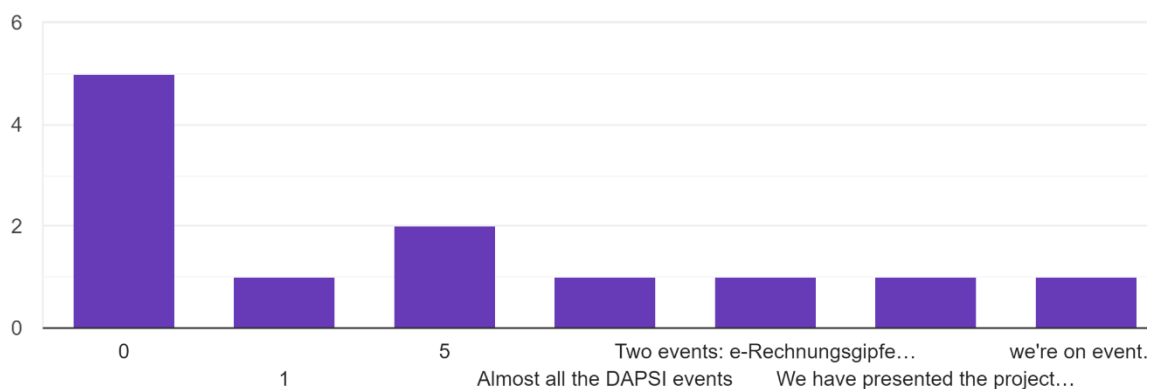
41.7% of participants have gained additional investments since joining DAPSI. An estimation of more than 1M€ The details are::

- "We got another funding from NGI"
- "Public funding from NLNet Foundation (not yet finalised) + ongoing increase in donations"
- "1.000.000 €"
- "50.000€"
- "500K USD (but initial application started before/independent of dapsi)"

Events

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

12 respuestas

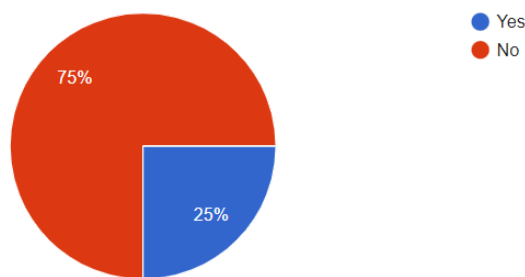


As result of DAPSI, around 20-25 participations in public events and webinars took place with presence of the third parties where almost 60% of them have been involved.

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.

12 answers

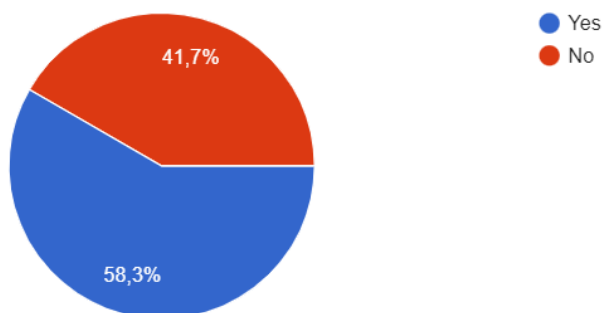


25% of them have featured in mass media. They mention the NGI website or relevant articles as some examples.

Community

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

12 answers



As result of DAPSI they have experienced a higher engagement with the ecosystem in the 58.3% of the cases.

2.4 OTHER IMPACTS

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

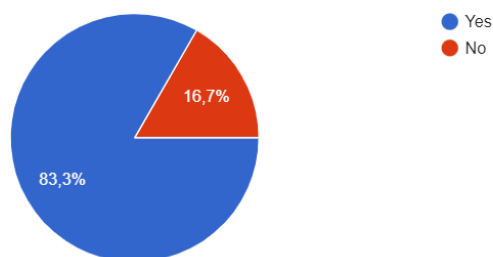
- "we're one of the 4 projects that created this ecosystem."
- "Thanks to DAPSI we get in touch with NGI and this helped us increase our network. Also we started using social media to increase our visibility."
- "DAPSI had a huge impact for our project: 1) During our project with DAPSI we have a much clearer view on our business side driven by the accelerator program and by all webinars being given. 2) By the two DAPSI milestones (last October and January) we also were pushed to provide a solution that we are now adjusting to the potential clients we are talking to. 3) We view the whole project with a much greater clarity as 9 months earlier. Thank you!"
- "We collaborate with other projects in Dapsi that are compatible with our solution like canarybit for example"
- "Our project not only benefits CryptPad but also other open source developers facing similar issues (performing document conversion in the browser). We have released our document converter as a separate open source repository so that it can be re-used by other projects."
- "DAPSI helped CanaryBit develop its confidential enclave orchestrator and file a related patent application. Furthermore, thanks to the business development support, we were able to better structure our offering and evolve the business model."
- "Clearer orientation towards business opportunities"

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 83.3% was received:

RECOMMENDATION: Would you recommend DAPSI to other startups?

12 answers



2.5.1 Improvements

The third parties were asked about how the DAPSI team could do better in supporting the Data projects and these are some of their answers:

- Add less useless seminars with required attendance
- Potentially take into account projects that are mostly voluntarily and community run, with no particular intentions just making a lot of money.
- Mentoring and webinars also on project management (e.g., OpenProject and SCRUM)
- More Business Mentoring especially in the final phase
- Network with industrial leads
- Have in person meetings (I understand it was not possible this year)
- A more concise communication strategy: the number of emails and communications was quite high for our small team and this lead us to miss important messages.
- More specific workshops on GDPR use cases
- Provide additional support to get in touch with stakeholders in the wider ecosystem (cloud providers, data providers, etc.)
- Helping us to find potential partners and customers.

2.5.2 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:

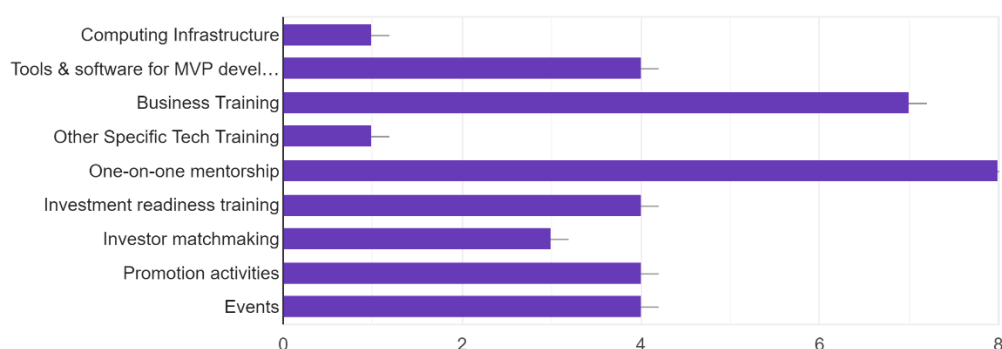
- We found the mentoring sessions very helpful!
- The work I've been able to do
- The business advice from the mentor was quite helpful

- The growing of our team and networking, along with the advance in our ICT solution
- The network within DAPSI, the contact to the other teams. It would been much better without covid meeting physical, but despite Covid it was incredible.
- How the project was divided into first two phases and a booster phase was brilliant!
- Through DAPSI we gained access to TETRA and there additional training. We are delighted to be able to receive additional 20 hours of business mentoring after participating the TETRA Bootcamp in December.
- Final presentation event
- Mentor advice
- The business mentorship was very effective, helping us position our project in ways that hadn't been available to us before.
- Forming the MVP and the focus and time pressure given by deadlines
- In depth discussions with business mentors.
- Mentoring with Pierre and sessions with Farid
- Feedback on social media regarding provider comparisons

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:

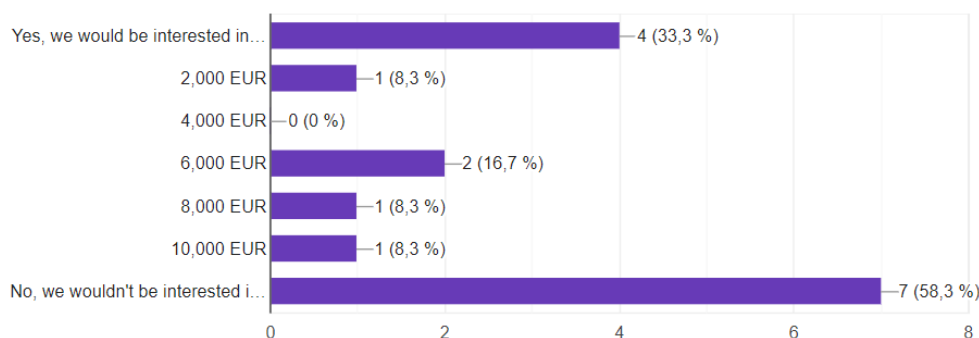
If DAPSI programme was a project accelerator, what services/aspects would be of most interest to you? Multiple answers available
12 respuestas



The **one-to-one mentoring sessions** was the most voted one (66.7%), followed by business training.

Regarding the possibility to pay for a commercial DAPSI version:

12 answers



Based on the answers, it seems that the commercial version may not be very well accepted as only 41.6% of the participants indicated the interest on that.

4 SUMMARY AND CONCLUSIONS

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

Topic	% of participants who answered positively
IP registration/patent	8.3%
Open Source results	83.3%
Contribution to Standards	41.7%
Security & privacy skills improvement	100%
Data Interoperability skills improvement	100%
Service Interoperability skills improvement	100%
Business development skills improvement	100%
Marketing and sales skills improvement	100%
Data Sovereignty skills improvement	90%
Social Impact	66.7%
Team growth	50% (20 new employees)
Team gender composition changes	8.3%
Progress in terms of clients gained	66.7%
New solutions/products created	66.7%
New potential customers	100%
Their community has grown with new partners to collaborate	75%

New mentors & advisors incorporated to reinforce their team	50%
New contacts with potential investors	25%
New interesting collaborations	58.3%
Exploitation plans in the near future	90%
Increase in their revenues	50%
Additional investments gained	41.7%
Participation in events and webinars increased	58.3% (20-25 participations)
Featured in mass media	25%
Experienced a higher engagement with the Data Portability community	58.3%
Willingness to recommend DAPSI	83.3%
Willingness to pay for a DAPSI commercial version	41.6%

TABLE 1 : IMPACT SUMMARY OF OC2 PARTICIPANTS

Thus, based on the key figures obtained, the third parties supported seem to be satisfied with the participation in DAPSI (83.3%) 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, social impact, 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.