BLOCK START

D1.7: Beneficiaries dataset - 2nd call

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RE	Restricted to a group specified by the consortium (including the EC Services)	
CO	Confidential, only for members of the consortium (including the EC)	

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1. Introduction

This report compiles the Open Dataset containing the list of beneficiaries, project description and funds of BlockStart's open call #2 (Ideation Kick-off, Prototype and Pilot stages), which took place from November 2020 until June 2021.

All profiles of the 20 DLT Developers who participated in Ideation Kick-off (10 of them also participated in Prototype stage, and 5 of them took part in Pilot stage) are included on this section of BlockStart's website: www.blockstart.eu/our-startups/

All profiles of the 20 SME Adopters who participated in BlockStart open call #2 (10 in the Ideation Kick-off, and 16 took part in Pilot stage - with 6 participating in both the Ideation Kick-off and the Pilot stage: Azzur Portugal, B4Bi, BioDAC, EmergencyHelp, Innova Solutions, Plastic Free Certification) are included on this section of BlockStart's website: www.blockstart.eu/our-adopters/

2. DLT Developers

2.1 BITBLOCKS

We are a team of consultants and experts in the development of blockchain technology and web-based management platforms. We are professionals who share, every day and in all our activities, the following values: -Leadership, understood as the courage to create a better future; – Integrity, because every member of our team must be authentic; – Responsibility: we are all convinced that if we want something to happen, we must make it happen.

Bitblocks will test and validate the following blockchain-based solution in the scope of BlockStart:

ZEUS

Blockchain applied to weather derivatives OTC market as management tool for company rating

Total funding received under BlockStart: €1,000 (for Ideation Kick-off)

This and further information is publicly available on the following webpage on BlockStart's website:

https://www.blockstart.eu/portfolio/bitblocks/

2.2 ComeTogether

2.2.1 Company

ComeTogether (cometogether.network) provides infrastructure for event ticketing, fraud and scalping prevention along with secondary market revenue management. EOSIO blockchain ticketing engine controls the entire lifecycle of a ticket.

Developed BackTogether – COVID-19 Passports (COVID and antibody test status) when the events industry shut down during lockdowns. Functionality has been integrated into ComeTogether, adding a health component to the tickets, to enable safe restart of events.

2.2.2 Prototype solution

ComeTogether has developed the following blockchain-based prototype in the scope of BlockStart:

QR code scanner native app for ComeTogether and updates on BackTogether (COVID-19 health passport app)

cometogether | backtogether

The scanner native app can scan QR codes representing tickets. On every scan it invalidates a ticket on the EOSIO blockchain and provides ticket status validation. The app works under low bandwidth and low battery consumption as well as in offline mode. The company managed to achieve the

aforementioned goals by using MQTT protocol and MongoDB realm sync. The app is also working concurrently for many scanner devices with real time sync among those devices for events with multiple entrances.

For example, as soon as a validator scans a ticket for a specific event on one device an update occurs to all other scanner devices that are connected to this event. The app is intended to be used by the ticket validators in the entrance.

BackTogether is a COVID-19 health passport solution providing archival and status validation for COVID-19 tests (rapid/RT-PCR), antibody tests and vaccinations. The application can be interoperable with any other health passport solution (from the public or private sectors) that is required.

The health status validation is targeted for access control to sensitive or crowded places (eg., nursing homes, hospitals, airports, live events, theaters, etc.).The access control rules are customisable, with the possibility to set which tests or vaccines will be accepted, for how much time tests are considered valid etc. Therefore, making it really adaptable to ever changing government or local regulations.

2.2.3 Technical development during Prototype stage

During the development of ComeTogether and BackTogether, the following technical developments have taken place:

- UI/UX updates on BackTogether app
- Developed new BackTogether features as requested by the clients (e.g., ID scanning, refactor of our model architecture – added superadmin, added photos on QR scanning)
- Launched BackTogether app on iOS – https://apps.apple.com/us/app/emergencyhelp-passports/id1538164399
- Finalised the QR code scanner native app. More specifically:
    - Deployed an MQTT Aedes broker to an AWS EC2 instance. At the broker level of the system, the company developed all the logic around the invalidation of the tickets on the Blockchain and the distribution of the information to all the stakeholders. Using MQTT helped the team satisfy the request made by one of their partners (Eightball) who asked for the scanner to function under low bandwidth circumstances. ComeTogether tested the solution in a relevant environment with bandwidth up to 70Kb/s and all the tests passed.
    - It also implemented the MongoDB realm sync functionality which enables the app to work offline. This feature was requested also by some partners.
- Next 12 month roadmap:
    - Integrate BackTogether into ComeTogether
    - Ticket wallet app
    - Integrate seating into ComeTogether
    - Resales

- Organizer dashboard

2.2.4 Business development during Prototype stage

During the development of ComeTogether and BackTogether, the following business developments have taken place:

- Updates on both ComeTogether and BackTogether decks
- Talks with Attica region in Greece about BackTogether integration
- The company progressed on closing a deal to pilot BackTogether with Iaso Thessalias
- Published three press releases and demonstrated BackTogether solution in the Greek national TV
- Secured a new contract with Tickets For Good
- Attended ILMC virtual event where they met one potential German Business developer and one potential UK partner operating in merchandise as well as made other connections – e.g., in China
- Joined SAFE hackathon where they boosted networking
- Created 'Mazi.live' initiative to bring back live events in Greece – got the approval to pilot a live event with 400 people in Greece (May 2021)
- Got selected by Qatar SportsTech accelerator to provide innovative solutions for major international sports events, such as the FIFA World Cup 2022
- Hired 2 medium level software developers and almost closed a German Business developer
- Also progressed on their fundraising – had talks with investors in Greece, as well as with the Qatar Development Bank
- Within the next 6 months, ComeTogether is planning to hire two more medium level software developers and one business developer. Additionally, the company plans to onboard more health service providers with BackTogether app and event organizers with the ComeTogether app. In addition, they want to pilot more live events throughout Europe and Qatar. Finally, the company wants to close a Qatar Stars League team as a beta user of either BackTogether or ComeTogether and fundraise a minimum of 200.000 euros
- Efforts to validate ComeTogether's market/fit:
    - Reached out to more than 10 event organizers
    - Reached out to more than 4 health service providers
    - One UK ticketing company committed to a contract for both of the company's solutions
    - Some of the biggest event organizers in Greece have shown trust for both of the company's products (Mazi.live)

- They will pilot a live event of 300-400 people in Greece in May 2021

2.2.5 Pilot stage implementation

Pilot nº1 with Tickets For Good:

During the Pilot stage, we released the 'Tickets For Good' Web App where the purchase of the blockchain tickets can take place and the Ticket Wallet App where the tickets are represented by a dynamic QR code. The apps can be used by Tickets For Good's customers for a more advanced ticketing experience.

Main KPIs included the:

- Finalisation of ComeTogether's primary ticketing solution as a whitelabel
- Technical set up of the whitelabel solution and modifications making it applicable for Tickets For Good's requirements
- Release of the 'Tickets For Good' Web and Ticket Wallet App

All KPI's were successfully executed. As a result we have a fully functional product under Tickets For Good's own branding.

Pilot nº2 with Emergency Help:

During the Pilot stage, we made updates on the 'Emergency Help' Health Certificate App on both Android and iOS Platforms. The App was also used for the issuance and storage of Covid-19 test results for Emergency Help's customers. This was a great way to get customer feedback on the product.

Main KPIs included the:

- Update of the App
- Issuance of Covid-19 tests in the App

Of course, constant communications and feedback with Emergency Help were crucial in order to make things work properly and according to their needs.

2.2.6 Testimonial

"We are very excited to have been given the opportunity to collaborate with experienced mentors who provided valuable advice in many aspects of our business. They helped us to pay attention to the things that had the most value for our growth. In addition, we got a lot of support/sponsorship for attending industry events, where we increased further our networking. Last but not least, the funding provided by the programme enabled more team members to come back and work full-time once again."

Efstathios Mitskas, Co-founder & Head of Product, ComeTogether

2.2.7 Funding

Total funding received under BlockStart: €20,000 (€1,000 for Ideation Kick-off, €15,000 for Prototype stage and €4,000 for Pilot stage)

2.2.8 Public profile

This and further information is publicly available on the following webpage on BlockStart's website:

https://www.blockstart.eu/portfolio/come-together/

2.3 Defactory

Defactory is a blockchain-powered digital coupon & voucher issuance platform which provides an opportunity for (European-based) SMEs who partially struggling and/or losing market share during the times of the global pandemic. SMEs using Defactory can access prefinancing opportunities allowing them to overcome short term financing problems. SMEs can issue various types of fan tokens in order to keep in touch with their customer base, and they gain cash-inflows while guaranteeing coupons, discounts and additional services later, when they reopen with full-capacity. The application strengthens connection between customers and SMEs, because it builds trust with full transparency.

Defactory will test and validate the following blockchain-based solution in the scope of BlockStart:

Blockchain-powered digital coupon & voucher issuance platform launched during the times of global pandemic

defactory

Defactory is a blockchain-powered lending platform which provides a novel lending and borrowing opportunity for (European-based) SMEs who partially struggling and/or losing market share during the times of the global pandemic. SMEs using Defactory can access prefinancing opportunities allowing them to overcome short term financing problems. SMEs can issue various types of fan tokens in order to keep in touch with their customer base, and they gain cash-inflows while guaranteeing coupons, discounts and additional services later, when they reopen with full-capacity. Later we also plan to launch a secondary marketplace for these fan tokens.

The solution is scalable and viable even after the global pandemic. The application strengthens connection between customers and SMEs, because it builds trust with full transparency, KYC/AML processes and blockchain technology. The coronavirus pandemic led to widespread lockdowns in the global economy. SMEs (as the backbone of the European economy) from various industries suffered deeply during these times, firstly losing customers, then dealing with liquidity problems and struggling to come up with new business models. Damages from losing market and firing employees turn to be

hardly reversible. Many SMEs came up with the idea of issuing coupons and long-term bond-like solutions to gain revenues, while core customers and fans were looking for new ways to support their favourite venues (restaurants, coffee shops, bars, concert rooms, theatres, etc.). Defactory team aims to support these small businesses not just during the pandemic, but on the longer term as well with a completely transparent blockchain background, with the opportunity to issue utility tokens to make the lending processes more effective, secure and trustworthy.

Total funding received under BlockStart: €1,000 (for Ideation Kick-off)

This and further information is publicly available on the following webpage on BlockStart's website:

https://www.blockstart.eu/portfolio/defactory/

2.4 d-event

D-event offers a completely new kind of ecosystem thanks to the integration of Blockchain technology, which eliminates the need for intermediaries in payment and ticket creation for the global event industry and beyond.

D-event will test and validate the following blockchain-based solution in the scope of BlockStart:

D-event

The belgian startup Be Blockchain SRL launches "d-event", a collaborative and decentralized platform project for cashless and ticketing management. Cashless, mostly known in big festivals, allows a consumer to load a virtual account with tokens, or an ephemeral NFC support, and pay electronically during the event. This system is managed by a supplier.

D-event offers a completely new kind of ecosystem thanks to the integration of Blockchain technology, which eliminates the need for intermediaries in payment and ticket creation.

"Like the monetary system, the traditional cashless system is centralized and vulnerable to corruption. With d-event, we want to tackle this problem by starting with a niche: festivals, because they function as a small economy in itself, with its consumers, managers, businesses and even a central bank, which is none other than the cashless system provider who manipulates the creation and destruction of tokens" Harold Kinet, co-founder and CEO.

With d-event, everything is done transparently and securely on a decentralized peer-to-peer network. This means that everyone can participate in maintaining the network by validating transactions. No more cheating is possible because it has become impossible to change the transaction history without the agreement of all peers in the network. This makes everyone in the ecosystem, from the festival-goer to the organizer and its suppliers, financially independent.

Total funding received under BlockStart: €1,000 (for Ideation Kick-off)

This and further information is publicly available on the following webpage on BlockStart's website:

https://www.blockstart.eu/portfolio/d-event/

2.5 DiplomaBlock

DiplomaBlock is an innovative startup that will change the way diplomas are stored. By leveraging the Blockchain technology, we want to change the way diplomas are stored and verified by companies all in one platform. Companies will be able to verify and find new candidates and universities will be able to store in the safest way possible the diplomas.

DiplomaBlock will test and validate the following blockchain-based solution in the scope of BlockStart:

DiplomaBlock

diplomablock.com

DiplomaBlock is a startup that wants to change the way diplomas are stored by leveraging private Blockchain. Using the technology from HyperLedger Fabric, DiplomaBlock will store diplomas and student's credentials on a private Blockchain. Companies and other universities will be able to verify the student's credentials using a unique ID that the student is giving. Our unique approach will also include a Find feature where companies will be able to find the best candidates that agreed to have their diplomas stored. This approach will bring together the best candidates and companies. Our revenue model will be subscription based and will be offered as a Service. There will be no payment for storing the diplomas, therefore the service will be free for students and universities.

Total funding received under BlockStart: €1,000 (for Ideation Kick-off)

This and further information is publicly available on the following webpage on BlockStart's website:

https://www.blockstart.eu/portfolio/diplomablock/

2.6 fakeproof

Feritas supports companies to keep control over their products.

That is why we developed a smart way to fight product piracy and to provide a new communication channel to the customer. Feritas provides a solution which allows trust-less verification of valuable goods, traceable authentication and a new way of brand engagement. We combine the benefits of secure hardware components and the security features of the Blockchain protecting company's revenue, the brand image or the end consumers health.

Fakeproof will test and validate the following blockchain-based solution in the scope of BlockStart:

fakeproof.io

fakeproof aims to create the most secure, scalable and decentralized solution against product piracy. As we observe the rapid adoption of smartphones, reduction in the cost of secure hardware components and the advent of DLT, we leverage them all to build a very unique solution against product piracy, information exchange between producer and consumer across product lifetime, and also analysis of meaningful data.

fakeproof delivers five main advantages:

- Counterfeit Prevention

With fakeproof, products can be securely authenticated. The smart architecture protects the product even against high level attacks.

- Traceable Authentication

Location and time of the authentication can be recorded which opens new possibility to analyze the lifecycle of the product.

- Brand Engagement

fakeproof opens new opportunities to communicate with the customer resulting in a stronger identification with the company's brand.

- Data Sovereignty

Customers can display and review data which is added even after the distribution of the product. This enables the possibility to mark stolen goods or recall a production failure before the product is used.

- Decentralization

By designing an absolute decentralized system fakeproof solution is not dependent on any further provided services. Therefore, there is no single point of failure

Total funding received under BlockStart: €1,000 (for Ideation Kick-off)

This and further information is publicly available on the following webpage on BlockStart's website:

https://www.blockstart.eu/portfolio/fakeproof/

2.7 Files.fm

Files.fm provides secure and customizable cloud storage solutions to business and private users, so that you can easily store, share, backup or sell files worldwide. We build easy to use yet powerful, modern and innovative software products for file storage applications since 2007. Technology, experience working together and knowledge of our target market unites us.

Files.fm will test and validate the following blockchain-based solution in the scope of BlockStart:

Files.fm online content marketplace

files.fm

We empower creators to monetize their original content by helping them sell and market their content – photos, videos, music, books and docs, by offering ready-made customizable file stores that have more and better features (tailored for file-content sales) and lets sellers receive up to 2x more earnings than competition. Zero barriers to start selling and protecting their content.

Main points:

- creators keep 90% of the revenue. Rest: 5% goes to payment fees, 5% to platform.
- have full control over content, pricing and licensing terms
- integrated card and crypto payments
- blockchain micropayments with lower transaction costs
- Can use Files.fm ERC-20 blockchain tokens to have permanent server storage
- content embedding integrations and API provided
- hybrid fog computing model: Peer-to-Peer torrent protocol integration for popular content distribution

Our mission is to create a platform that gives access and preserves useful files for current and future generations. We would like to create a massive, community powered, decentralized platform, where users, websites and communities can store useful files. P2P layer usage in browsers offloads data-center facilities and allows dynamical scaling based on natural user request volume, saving computational resources.

Users can use the platform via any modern internet browser and they will become instant fog edge nodes. Users can select the files they are interested in and open a file's web-view where they can use

the file online, i.e., view/listen/read, download, read descriptions, comments and other metadata, as well as see related content suggestions. If a file is listed as paid content the user can buy it and do these actions afterwards.

Total funding received under BlockStart: €1,000 (for Ideation Kick-off)

This and further information is publicly available on the following webpage on BlockStart's website:

https://www.blockstart.eu/portfolio/files-fm

2.8 IBISA

2.8.1 Company

IBISA is a tech platform for insurance actors to unlock the agriculture microinsurance market worldwide. IBISA designs innovative weather-based index products and provides a platform to distribute and manage them in a cost-efficient and automated way using Earth Observation and blockchain technologies.

2.8.2 Prototype solution

IBISA has developed the following blockchain-based prototype in the scope of BlockStart:

Minorka

Minorka

Despite the investments on satellite infrastructure and ground infrastructure to exploit Earth Observation Satellite data, the access, dataset selection and use reminds highly technical. It requires specific expertise in both, Earth Observation data analysis and software programming. Yet, this data is not immediately actionable.

Nowadays many businesses could benefit from the power of satellite Earth Observation data: smart-farming, agriculture advisory, agricultural production buyers, agricultural sellers (seeds or fertilizer), banks and micro-finance institutions but only big players can afford it and develop the required expertise, knowledge and tools to leverage correctly this technology.

The problem IBISA is solving with Minorka is that SMEs today don't have access to valuable satellite data for their business.

Minorka can leverage IBISA's knowledge and the technology the company has developed for IBISA's loss assessment platform to democratize the use of satellite data and open the access to all actors, even the smallest, to its benefits.

Creating a distributed platform to leverage IBISA's crop failure crowd-sourced assessment tool opens the opportunity to other businesses to use this technology and benefit from the power of the technology and the community the company has built.

2.8.3 Technical development during Prototype stage

During the development of Minorka, the following technical developments have taken place:

- Minorka prototype is an Ethereum Dapp that can trigger the IBISA Earth Observation platform directly. IBISA has selected Ethereum because this is, in their point of view, the standard when it comes to public decentralized application, with a very rich toolbox for developers and users (Truffle, Etherscan, uPort, etc.). By selecting this standard, they hope their solution can be easily integrated or enriched by external users that are able to connect or consult directly IBISA's services.
- IBISA's long-term vision is to transfer all its remote loss assessment platform on Ethereum, where IBISA is just a client of Minorka and the los assessment, but that other services / business can be built on this tool.
- The solution is built around 2 main functionalities: Request an assessment and consult the result of an assessment once it is done. The assessment in itself is also a key element of the solution. But for this, IBISA capitalizes on its existing infrastructure, and reuses it as is.
- Thus, the company developed 4 main features in the context of BlockStart project: Login creation, Assessment request, Status update and Consult assessment status.

2.8.4 Business development during Prototype stage

During the development of Minorka, the following business developments have taken place:

- During prototype stage, IBISA defined its go-to-market strategy, developed and refined a commercial presentation and defined and started socializing a pricing model.
- They target directly crop consultants, advisors and SMEs developing farm management information systems to integrate Minorka into their offering. These are the company's channel for agriculture retailers and farmers. It is a B2B model.
- They engaged with 5 potential SME adopters that brought two different opportunities:
    - Direct work with farmers: two Malaysian SMEs that bring the needs at farmer level and help IBISA understanding farmers needs and priorities. This is helping the company to measure the value of the assessments and other required products additions.
    - Complement of an existing service: introduce Earth Observation actionable data as part of IBISA's SMEs partners portfolio towards their customers.
- The current pricing is based on pay-per-use and the company defined a tiered model.

- To validate the company's market/channel fit:
    - IBISA engaged with 5 potential adopters
    - Out of the 5, 2 are the type of target customers the company is looking for.
- The 5 potential adopters tested the solution for farms in Malaysia, Spain, The Netherlands and Poland.

2.8.5 Pilot stage implementation

In BlockStart, IBISA implemented its "Minorka" product in 2 SME adopters

Pilot nº1 with SmartREM;

SmartREM – fire damage assessment

Minorka was used for the purpose of fire damage as well as recovery assessment on agriculture area by vegetation assessment in specific months. It showed that it is well-designed tool for such an analysis.

Successful use case for Minorka. Assessment completed.

Pilot nº2 with SmartREM:

SmartREM – hailstorm damage assessment

Minorka was used to assess the damage caused by hailstorm in specific area in Spain last year. It shown that in particular months when the harvesting or start of the dry season occurs Minorka can have some difficulties with such an assessment.

Lesson learned – problem with specific assessment, recommendations received.

Pilot nº3 with BioDAC:

BioDAC – potato yield forecasting

Minorka was used to create initial analysis for potato yield forecasting by analysis of current and historical vegetation condition in such places. It shown that it is a good tool to create such a requests for various months and spots and it can used effectively in such a project.

Minorka is suitable for initial analysis requests. Recommendation – more indices possible to request with Minorka.

2.8.6 Testimonial

"BlockStart is a commercial focused program where DLT startups can prototype new ideas, test and improve them hand in hand with the users. It is a great format to do a full product cycle fast from ideation to commercialization."

Maria Mateo Iborra , Co-founder, IBISA

2.8.7 Funding

Total funding received under BlockStart: €20,000 (€1,000 for Ideation Kick-off, €15,000 for Prototype stage and €4,000 for Pilot stage)

2.8.8 Public profile

This and further information is publicly available on the following webpage on BlockStart's website:

https://www.blockstart.eu/portfolio/ibisa/

2.9 Inventori Solutions

Inventori platform is providing an easy-to-use, audit ready inventory management interface where agricultural and food companies can easily monitor their product flow and remain compliant with traceability systems. When an entire value chain is connected to the Inventori platform, the unified system is able to provide full transparency and compliance at any level from farm to table. Participants share a common database built on blockchain technology.

Inventori Solutions will test and validate the following blockchain-based solution in the scope of BlockStart:

Inventori Platform

Traceability certification systems in agriculture monitor sustainable source, quality or handling of products. In order to comply, companies face challenging audits, complicated administration and documentation requirements that lead to mistakes and frauds. The principles are streamlined but he complex ecosystem is fragmented so overall transparency of the value chain is unsatisfactory

Inventori platform is providing an easy-to-use, auditready inventory management interface where companies can easily monitor their product flow. When an entire value chain is connected to the Inventori platform, the unified system is able to provide full transparency and compliance at any level from farm to table. Participants share a common database built on blockchain technology.

In order to provide our solution for the entire agri-food sector, we are proposing the development of the Inventori Mobile application specifically aimed for producers in rural areas where clients work on the fields and fixed broadband coverage is low.

Features will include: inventory management on the go, document scanning, report generations, hardware integration, blockchain verification (Metamask or Coinbase Wallet).

Our main market is 8 selected standardised traceability system compliant companies in Europe (115 000). These companies can range from primary producers, through processing unit all the way to retail chains.

Total funding received under BlockStart: €1,000 (for Ideation Kick-off)

This and further information is publicly available on the following webpage on BlockStart's website:

https://www.blockstart.eu/portfolio/inventori-solutions/

2.10 isLucid

2.10.1 Company

isLucid was born from the need to capture details of verbally created items. Once the solution combining transcription and connectors to existing Project Management software is made, companies understand the traceability of tasks and approvals, which are important once action points are identified. isLucid is addressing this need using Azure Blockchain DLT.

2.10.2 Prototype solution

isLucid has developed the following blockchain-based prototype in the scope of BlockStart:

Lucid Traceability

islucid.com

Companies that need traceability of actionable items made in conference calls can now easily store information in a secure and traceable way with Microsoft Azure Blockchain. In regulated sectors e.g., Automotive, MedTech, FinTech use the ease of mind and focus on conversation, while actionable items (created in real-time from transcription) are stored in your PM software with an evidence of participants, items information and storage location within the Blockchain. Balanced for Account Managers, great for Product Owners, Project Managers and other managers with cross functional teams.

2.10.3 Technical development during Prototype stage

During the development of isLucid Traceability, the following technical developments have taken place:

- isLucid created flexible smart contracts, enabling to store different information independently from the project management software used. These smart contracts are created using the Blockchain Wrapper API service by isLucid. This enabled isLucid team to support multiple different platforms, not locking the solution only to Microsoft ecosystem.
- Updated records creation together with newly introduced project scope enabled to chain records based on meetings, meeting participants (with connection to Azure Active Directory unique and traceable user IDs), retrieve this records and validate against records entered during the original meeting. It is a common thing in industry to update tasks, descriptions after the meeting, while current implementation lets to actually confirm what was discussed during the meeting and what was altered (potentially) without the consent of all stakeholders.

2.10.4 Business development during Prototype stage

During the development of isLucid Traceability, the following business developments have taken place:

- During the programme isLucid identified sectors in which lack of traceability hurts the most. The company adjusted the target customer position to Account Manager, Head of Account Management within heavily regulated industries, e.g., Helthcare, MedTech, Automotive, Finances.
- Based on the feedback isLucid received from companies interviewed, messaging was also adjusted to focus more on gains brought by the traceability.
- The company plans to hire 2 more sales people and 2 developers.
- Number of potential adopters reached out: 50+ | number of potential adopters met: 7
- Number of interesting prospects/leads you acquired during Prototype stage: 3 | number of pilots committed: 5+ | number of clients committed: 5+

2.10.5 Testimonial

“We joined this project with a will to bring traceability feature around the blockchain implementation. We leave with an understanding on how to market a product enabling users in regulated industries to have a trusted recorded evidence which meets regulatory requirements. All the learning and navigation from feature to product mindset happened with the help of BlockStart”

Vytenis Pakėnas, CEO, isLucid

2.10.6 Funding

Total funding received under BlockStart: €20,000 (€1,000 for Ideation Kick-off and €15,000 for Prototype stage)

2.10.7 Public profile

This and further information is publicly available on the following webpage on BlockStart's website:

https://www.blockstart.eu/portfolio/lucid-agreements/

2.11 Knowtary

2.11.1 Company

Knowtary digitally supports any entity that examines contractual agreements, signatures, land registry documents, and gives the requestors their public document certification or signature/stamp that such registry/transaction is verified. Knowtary exists to reduce environmental costs and paper waste caused by excess document bureaucracy, and to make the integration of notarial processes in all Europe, promoting SMEs' productivity.

2.11.2 Prototype solution

Knowtary has developed the following blockchain-based prototype in the scope of BlockStart:

Automated Subsidy form Submission

azzur.knowtary

Azzur needed a digital identity authentication solution to connect and validate multiple requestors' documentation and contracts for a State Pandemic Subsidy Form Submission.

Knowtary customized the analogue into digital form, validate the documentation and provided a simple to use mobile interface.

For security and data protection purposes, the platform separates data custodians, GDPR complaint personal data stores (off-chain), and multi-stakeholder metadata.

2.11.3 Technical development during Prototype stage

During the development of Knowtary, the following technical developments have taken place:

- The prototype is a progressive web app (PWA) – deployed using a custom framework based on IONIC. It is responsive, meaning it can work both on mobile and desktop (larger screen). This service is hosted on Google's Firebase. The Backend uses PHP and SQL Server for a database. This is hosted on Microsoft Azure. The current version of the prototype is targeting the first subset of our customers described here. In particular, some SMEs are participating in the BlockStart competition.
- This version features the creation of dynamic document templates that can be filled with information and sent via a link to a receiver and this person can fill in the information, sign it, and then the whole document is notarized on the blockchain. The software has been

developed with multi-language support (Currently it supports Portuguese, Spanish, and English – this last one being the default).

2.11.4 Business development during Prototype stage

During the development of Knowtary, the following business developments have taken place:

- Our basic model is to charge a monthly fee + tiered transactions to our end clients. The pricing model is Freemium. So, the client can test some transactions in exchange for feedback and after 3 transactions the model changes to the first level of paid SaaS. The basic version of the software is free, and the improved version of the software is $9 per month per company. The tiered transaction has an incentive to move up the pricing model to achieve economies of scale. Additionally, Knowtary will charge a monthly subscription from OEM clients and charging fees. At the same time, it should provide free analytics and insights, forecasts, KPIs, and connectors. The company's focus is on stable clients, established companies that have the incentive to pay Knowtary a monthly subscription to achieve higher efficiency of legal and notary services.
- In the past months of the BlockStart programme, we were in contact with the following accelerations/potential investors: ANI – Agência Nacional de Inovação – this is the Portuguese national innovation agency that promotes IP-based businesses. The meeting with a board member was to determine the level of financing these deep tech ventures would attain from public funding. Knowtary is expecting to get more updates in the following months.
- Knowtary has also establishing contacts via LinkedIn with Angel and VC to nurture a relationship to advance into a firm interest based on the results of the pilots. Additionally, it is modeling the solution to have Notaries as owners/investors of the blockchain network where each notary would own a node and would pay setup fees as well as royalties for transaction fees.
- Our business roadmap for the next months is as follows:

	Present (Pilot)	Q4 2021

Marketing	• Azzur Business Use case Brochure • Plastic Free Certification Business Use Case Brochure • OEM Partnership with Unlockit.io • OEM Brochure	• Deloitte (Cuatrecasas) Business Use Case Brochure • Partnership/ MoU with Ordem dos Notarios • Whitelabel Brochure (based on Ordem dos Notarios)
Business development and Sales	• Deals closed with: Azzur, Plastic Free Certification, Deloitte Legal (Cuatre Casas), TSO • Pilot Statement from 4 committed SMEs;	• Deal closed with: Unlockit.io, Twenty-five (25) active users, Leveraging the Notary relation with Ordem dos Notários

- Additionally, Knowtary has engaged with multiple advisors (technical, business, legal, and academic). Guido Santos is one of the team's technical advisors with extensive experience in blockchain implementations. At the same time, Armando Ferreira (with extensive knowledge in notarization) supports legal advice. Prof. Avelino Zorzo (with an extensive technical background in Security, Digital Forensics, Blockchain and Prof. Catarina Ferreira da Silva (with an extensive technical background in Interoperability of IS, Semantic Web, Ontologies, and Service-Oriented Computing) are supporting Knowtary's blockchain development with their knowledge and experience.
- Knowtary is also recruiting another computer programmer to assist in the development of client solutions which should be implemented beyond the Pilot stage
- Presently, they have two SME adopters committed to the Pilot in an advanced stage of development. The team's business development activities are mostly focused on past client references as well as referrals from existing pilot companies (Azzur and Plastic Free Certification). Additionally, the SME adopters it has reached out other than Azzur and PFC, are Volvero, e-swissolar and Global & Local

2.11.5 Pilot stage implementation

In BlockStart, Knowtary implemented its "Knowtary" product in 5 SME adopters

Pilot nº1 with Azzur Portugal:

Custom app where the company could create document templates and digitally sign then on the blockchain.

Full pilot deployed with document signing and blockchain notarization.

Pilot nº2 with Plastic Free Certification:

Custom app that allow the company to create folders where certification documents issued by auditors are signed and notarized on the blockchain.

Basic Pilot deployed with document features.

Pilot nº3 with E Swissolar:

Started the definition of the technical scope for the implementation of a prototype.

Preliminary step. Collecting the documents and deliberating about the SMEs goals.

Pilot nº4 with Volvero:

Started the definition of the technical scope for the implementation of a prototype.

Preliminary step. Collecting the documents and deliberating about the SMEs goals.

Pilot nº5 with Global and Local:

Started the definition of the technical scope for the implementation of a prototype.

Preliminary step. Collecting the documents and deliberating about the SMEs goals.

2.11.6 Testimonial

"Like a professional egg incubator, BlockStart knows what they are doing. From the right room temperature (support process, startup ecosystem and mentoring aid), to the follow up process approach that kept our team aligned with the solution development, all was in place at the right time."

Rui Serapicos, CEO, Knowtary

2.11.7 Funding

Total funding received under BlockStart: €20,000 (€1,000 for Ideation Kick-off, €15,000 for Prototype stage and €4,000 for Pilot stage)

2.11.8 Public profile

This and further information is publicly available on the following webpage on BlockStart's website:

https://www.blockstart.eu/portfolio/knowtary/

2.12 LoanXChain

2.12.1 Company

LoanXchain, the first digital secondary loan marketplace in Europe, answers people's need by tackling the financing gap emerged after the financial crisis. It empowers a cooperative lending ecosystem, where resources smoothly flow from savers and investors to families and corporates thanks to revamped lending capability. This spurs growth in the real economy and generates more resources which flow back to savers and investors.

2.12.2 Prototype solution

LoanXChain has developed the following blockchain-based prototype in the scope of BlockStart:

LoanXChain

loanxchain

LoanXchain is the first multilateral loan marketplace powered by blockchain, AI and API.

It enables dynamic management of loan warehouse integrating originate-and-hold, originate-to-distribute and originate-to-share models and industrialises investment in loans thanks to digitisation of due diligence and sale processes, both direct sales and securitisation.

LoanXchain answers market' needs increasing liquidity, transparency, speed and participation and enriches the marketplace with an entire value-added services ecosystem

2.12.3 Technical development during Prototype stage

During the development of LoanXChain, the following technical developments have taken place:

- LoanXchain is a B2B web-platform with architecture open and easy to integrate.
- The hybrid architecture provides both access to the platform in blockchain as a service for smaller players and the possibility to have full Corda node on promise for bigger institutions.
- The platform can be integrated in the Italian banking blockchain infrastructure ABILabChain.

2.12.4 Business development during Prototype stage

During the development of LoanXChain, the following business developments have taken place:

- Thanks to BlockStart programme, the company met relevant SME adopters having the chance to present its solution and perform platform demos. Out of the SME adopters met, three provided declarations of interest in collaborating with LoanXChain in BlockStart's Pilot stage.
- Therefore, LoanXChain is planning the following pilot:

- Object: exchange of up to € 3 million of loans on platform
- Players involved: two Italian specialized lenders (and one international specialized investor)
- The platform will be used by the SME adopters on behalf of the lenders and the investor
- Metric measured:

✓ easiness to use of the platform
✓ completeness of the process modeled on the platform
✓ capability to convert loan data from legacy system to platform database
✓ capability to manage relevant amount of loans (which are put on Corda DLT)
✓ speed of transactions

- In addition, during the programme, the company refined its company presentation and business plan as well as its fundraising strategy. It also further developed its product to make it ready for the pilot phase.

2.12.5 Pilot stage implementation

In BlockStart, LoanXchain implemented its "LoanXchain" product in 3 SME adopters

Pilot nº1 with B4bi:

A pilot transaction on LoanXchain platform with one of its main customers (a financial institution) as loan seller.

Results achieved:

- Integrate the institutions IT systems
- Onboard the institution
- Sale auction launch
- Loan transaction simulation

Pilot nº2 with Innova Solutions:

A pilot transaction on LoanXchain platform with one of its main partners (an institutional investor) as loan buyer.

Results achieved:

- Onboard the institution
- Sale auctions participation
- Loan transaction simulation

Pilot nº3 with Hoop srl:

A pilot transaction on LoanXchain platform with one of its main partners (a financial institution) as loan seller.

Results achieved:

- Onboard the institution
- Sale auction launch
- Loan transaction simulation

2.12.6 Testimonial

"BlockStart enabled us to leverage a thriving environment of mentors and SMEs to improve our product and pull off a successful pilot. This experience provided us real value for our business, both from a technical and business perspective."

Mattia D'Alessandra, Co-founder & CEO, LoanXChain

2.12.7 Funding

Total funding received under BlockStart: €20,000 (€1,000 for Ideation Kick-off, €15,000 for Prototype stage and €4,000 for Pilot stage)

2.12.8 Public profile

This and further information is publicly available on the following webpage on BlockStart's website:

https://www.blockstart.eu/portfolio/loanxchain/

2.13 Motoblockchain

2.13.1 Company

Motoblockchain provides to motorcycle's owners the infrastructure to create the Motorcycle Digital Identity and to the buyers the possibility to access the history of the motorcycle they want to buy.

Owners can upload the proofs of any investment done in taking care of their motorcycles: invoices, mileage, revisions, tuning, accessories, etc. By accessing this information, the buyers are now willing to pay the right price for the motorcycle, as well as for the modifications, tuning and accessories.

Thanks to the MOBD additional system, the motorcycle can now autonomously upload recorder data into the Digital Identity, while the mechanic can remotely access the motorcycle and warn customers about dangerous failures detected by our system.

2.13.2 Prototype solution

Motoblockchain has developed the following blockchain-based prototype in the scope of BlockStart:

MOBD: Motorcycle On Board Diagnostic Connected system

MOBD: Motorcycle On Board Diagnostic connected system

The MOBD (Moto OBD) is an IOT system connected to the OBD (On Board Diagnostic Port) of the motorcycle.

It is connected directly to the motorcycle OBD and it is able to read information form the OBD, as well as to use internal onboard sensors to register additional data about motorcycle performance and behaviors.

It can provide several functionalities focused on complementing the Digital Identity service provided by the company's application, but also on improving the safety of the motorcycles and their riders.

1. Motorcycle Autonomous Digital Identity Creation

Once connected to the motorcycle and configured by the user, the MOBD is constantly reading information coming from OBD and form his own IOT sensors. This information is sent to the Motoblockchain server and it can be added to the Blockchain certificates.

Thanks to that, Motoblockchain can improve the range and quality of data saved into the Blockchain Digital Identity: the data choose by the user is now autonomously sent by the motorcycle to the Digital Identity and it is going to complement the data added manually by the user.

2.Remote Failure Detection & Accident Prevention

The MOBD gives to the mechanics the possibility to be always connected to user's motorcycle remotely.

Mechanics are warned in case of any motorcycle failure, they can first diagnose the failure, and later proactively contact the users to warn them, so preventing accidents and avoiding negative consequences for mankind.

3.GPS Alarm & Remote Tracking for stolen Motorcycles

The MOBD is able to detect bumps, vibrations and movements of the motorcycle with engine turn off.

It can warn the user and it can also offer an on-time follow up of the motorcycle position.

4.[Coming soon: Accident detection and automatic Emergency Call: eCALL]

This functionallity will be available later on.

The MOBD will be able to detect any accident and it will be able to automatically call the emergency number to help the rider in receiving medical support as soon as possible.

The Market

- B2C: any single Motorcycle user can directly buy the MOBD and use it in conjunction with our Digital Identity service.
- B2B: At the same time, any company related with motorcycles can take advantage of it by using on their motorcycles or by reselling to their users who owns motorcycles.

2.13.3 Technical development during Prototype stage

During the development of Motoblockchain, the following technical developments have taken place:

- During Blockstart programme, Motoblockchain was able to develop the first version of the MOBD prototype. It offers the below functionalities in an MVP version:
    - 1- Motorcycle Autonomous Digital Identity Creation
    - 2- Remote Failure Detection & Accident Prevention
    - 3- GPS Alarm & Remote Tracking for stolen Motorcycles
- The company's prototype is now ready for the first beta testing phase with the four early adopters that responded to the Blockstart SME Open Call upon Motoblockchain's advice. They are willing to test the company's prototype and to use it in combination with the Motorcycle Digital Identity because the MOBD design was done following lean startup methodology and it comes directly form the needs of Motoblockchain's B2C users (motorcycle owners) and B2B users (mechanics).
  This is only a first step in the development but the company is happy to have reached an MVP that is ready for the beta testing phase with early adopters in only 4 months.
- The company learned few important lessons during the development phase and took advantage of them by designing the MOBD V2: they are actually working on a more advanced prototype that will be the production version of the MOBD. Theur next step is the MOBD technical testing phase in the Dekra Autonomous vehicle testing circuit and laboratory located in the Technological Park of Malaga.
  Thanks to the Adalucía Open Future acceleration programme, Motoblockchain received a free access to Dekra laboratory that guaranteed them a complete CE testing with the aim to have the product ready for the CE certification in the future. They are now evaluating the possibility to accelerate the MOBD V2 development and do the testing directly with the production version.
  In April 2021, they plan to end the Blockchain architecture and to integrate it with the MOBD.
- In May 2021, Motoblockchain plans to develop the front end application for the MOBD configuration (for motorcycle owners) and for the remote failure detection services (for the mechanics). In June, it plans to start the go-to-market with the Digital Identity platform, while in September it will focus on the go-to-market of the first MOBD version.
  They are working with the EU development group to define the eCALL standards: as soon as the document is ready, they will be able to also implement the eCALL fucionality.
- Motoblockchain's long term objective is to develop a Big Data architecture, based on AI and ML, with the aim to discover behavior patterns, singularities, trend calculations and to provide useful recommendations to its -customers.

2.13.4 Business development during Prototype stage

During the development of Motoblockchain, the following business developments have taken place:

- One very important advantage that Motoblockchain received by participating in the BlockStart programme was the push to enter in contact with possible early adopters in a phase were the product was only an idea. This offered them the possibility to present the company's vision of the MOBD and to collect important feedback about the functionalities to be prioritized.

Thanks to that, the company was able to design a short-term development roadmap and to focus their effort in an MVP that could be ready for the testing in only four months development time.

- They had the pleasure to work with Diego Markich form Markich Design: an experienced Electronic Engineer who found the Motoblockchain project really interesting and accepted to be in charge of the development of the MOBD. The company took advantage of his extensive experience and dedication to the project.
  In parallel, CEO Simone Brighina was leading the development of the application including the blockchain layer inside the Blockpool programme, with the aim to integrate the MOBD with the Motoblockchain Application and the Blockchain Architecture and make all the information flow into the Motorcycle Digital Identity.
- Motoblockchain is now ready to test the prototype with four early adopters that cover different types of motorcycle riders' expertise and that are spread in two different countries: Italy and Spain, the first countries the company wants to tackle with its go to market strategy.
- The company also received another important gift from Blockstart: they were contacted by another SME (not presented by them to the programme) focused on electric bicycle renting that was attracted by Motoblockchain's solution. The team analysed their requirements and discovered that a simplified version of they MOBD can be built in order to bring the Digital Identity advantages to this new sector. They are now focusing their efforts in the go to market strategy for the motorcycle sector, but already have in their agenda the possibility to reuse the technology in order to offer a dedicated service to the electric bicycle renting companies.

2.13.5 Pilot stage implementation

In BlockStart, Motoblockchain implemented its "MOBD" product in 4 SME adopters

Pilot nº1 with Co.Mo:

The MOBD V2 was delivered with dismounted battery and installation instructions. It was correctly mounted including the GPS external antenna. They were able to complete the installation and configuration process. It was left connected on the motorcycle for two days: during that time it recorded valuable information from the IOT sensors.

Results achieved:

1. Installation process, Bluetooth and WIFI pairing process completed successfully
2. GPS Routes and motorcycle usage data recorded successfully
3. Data sent to our server by 4G network
4. Data was ready to be added to a Blockchain certificate

Feedback retrieved:

1. Improve internal Battery capacity
2. Add WIFI network key in the manual

3. Add manual input option for VIN number (if not automatically detected)

Pilot nº2 with Anaya MX Moto:

The MOBD V2 was delivered with dismounted battery and installation instructions. It was correctly mounted and connected, it was able to detect some of the required parameters, but not all of them. Our engineer assisted them onsite in order to debug the problem. We agree to repeat the test once the problem will be solved or a new prototype version will be available. We collected valuable feedback about the installation process and possible improvements for the design of the V3 version.

Results achieved:

1. Installation process and Bluetooth pairing completed successfully
2. Motorcycle usage data recording was working, but not all data were recorded and sent to our backend server

Feedback retrieved:

1. add eternal connection for a battery charger
2. add on-off button in order to leave the battery mounted

Pilot nº3 with BMS Racetech:

The MOBD V2 was delivered with dismounted battery and installation instructions. Test was repeated on two different motorcycles. The MOBD was correctly mounted, but the on-site connection process cannot be completed due to a bug. Our engineer assisted them remotely in order to debug the problem. The MOBD was correctly transmitting data, but the mechanic was unable to receive the SMS due to the problems during on-site pairing process. We agree to repeat the test once the problem will be solved or a new prototype version will be available. We collected valuable feedback about the installation process and possible improvements for the design of the V3 version.

Results achieved:

1. Product correctly mounted, BLE paring process cannot be completed, no information was sent to the mechanic.
2. Data was correctly recorded and sent to our backend server.

Feedback retrieved:

1. Improve installation manual by adding missed information
2. Add battery charger option
3. Debug motherboard design needed to solve connection problems

Pilot nº4 with Slick Eixample:

The MOBD V2 was delivered with dismounted battery and installation instructions. It was correctly mounted, but the on-site connection process cannot be completed due to a bug. Our engineer assisted

them remotely in order to debug the problem. The MOBD was correctly transmitting data, but the mechanic was unable to receive the SMS due to the problems during on-site pairing process. We agree to repeat the test once the problem will be solved or a new prototype version will be available. We collected valuable feedback about the installation process and possible improvements for the design of the V3 version.

Results achieved:

1. Product correctly mounted, BLE paring process cannot be completed, no information was sent to the mechanic.
2. Data was correctly recorded and sent to our backend server.

Feedback retrieved:

1. Improve BLE connectivity by providing the BLE function inside our proprietary app to avoid configuration issue with 3rd party app
2. debug motherboard design needed to solve connection problems

2.13.6 Testimonial

"Blockstart acceleration programme offers us a huge support in the development of our MOBD solution. We received training focus on improving our Blockchain and market knowledge, we were supported with amazing mentorship sessions, we gained access to people able to share their experience with us and to help us in taking the right decision. We also found really useful to work with strict deadline: it helped us in reaching the goal as stated in our roadmap in time.

The negative side was that we had to found the funds to cover the development by ourselves because no advance payment was done, but this led to a positive final effect: we are now in the position of receiving the EU funding with the MVP already developed and so we can now invest it in additional development or in a marketing campaign for the product lunch.

It was decisively a great positive experience that supported us during these four months, but it also leaves to us an established networking that we will use to improve our product and our market penetration. A big thank you to all the team behind Blockstart Programme!"

Simone Brighina, CEO & Co-Founder, Motoblockchain

2.13.7 Funding

Total funding received under BlockStart: €20,000 (€1,000 for Ideation Kick-off, €15,000 for Prototype stage and €4,000 for Pilot stage)

2.13.8 Public profile

This and further information is publicly available on the following webpage on BlockStart's website:

https://www.blockstart.eu/portfolio/motoblockchain/

2.14 MyLime

2.14.1 Company

MyLime operates B2B2C in the luxury market, supplying a platform for the registration of product meaningful information, stored in blockchain. The developed platform collects data and related media contents (audio, video, photo,scanned documents)from the value chain, thanks to the integration of a specific sensor in the product. Data visualization and updating, during the product lifecycle are possible through interfaces for supplier, manufacturer, dealer and app for the product owner.

2.14.2 Prototype solution

MyLime has developed the following blockchain-based prototype in the scope of BlockStart:

MyLime

During the Prototype stage, MyLime developed a new and easier web interface for the company's users.

All the UI and UX were redefined and there was the creation of different pages in order to reach in an easier way the most important information: tag associated with the product/asset, list of assets, events connected to each asset, owner associated to assets. In each different page mentioned before, the entire workflow was standardized and made more perceivable.

2.14.3 Technical development during Prototype stage

During the development of MyLime, the following technical developments have taken place:

- The orchestration part, the core activity of MyLime platform, manages the information flow defined according to the following main objects: assets, tags, owners, events, events confirmations defining who writes and who approves each event type, types and quantity of media contents per each event.
- The following steps of the product roadmap will involve:
    - app android development
    - app iOS adjustments

2.14.4 Business development during Prototype stage

During the development of MyLime, the following business developments have taken place:

- Thanks to the many video calls and demos performed during the Prototype stage, MyLime had the opportunity to collect feedbacks regarding the solution and the business model, changing some aspects of the latter.

- During the Prototype stage MyLime achieved the following KPIs:
    - No. of potential adopters reached out to: 13
    - No. of potential adopters met: 4
    - No. of interesting prospects/leads acquired during Prototype stage: 4
    - No. of pilots committed: 1/2
    - No. of clients committed: 1/2

2.14.5 Testimonial

"During the Prototype stage it was very useful to share our technology and business model with external experts in order to assess their validity."

Elena Moglia, CEO, MyLime

2.14.6 Funding

Total funding received under BlockStart: €20,000 (€1,000 for Ideation Kick-off and €15,000 for Prototype stage)

2.14.7 Public profile

This and further information is publicly available on the following webpage on BlockStart's website:

https://www.blockstart.eu/portfolio/mylime/

2.15 RAAY Real Estate

RAAY RE offers DLT-based solutions for the real estate sector, which digitizes real estate properties and associated processes with blockchain technology. The solutions are based on a foundational decentralized system that allows for various B2B and B2C applications capitalizing on the inherent benefits of DLT.

RAAY RE will test and validate the following blockchain-based solution in the scope of BlockStart:

RAAY RE plans to work on a DTL-based incentive scheme, that helps property owners and managers to incentivise their tenants to behave in a desirable way by issuing tokens for certain actions regarded as good behaviour, which may include getting on-time payments, reporting damages, unsavoury behaviour and saving energy. This general concept of rewarding customers is taken from frequent flier miles and it is proven that they work very well and increase customer satisfaction

raay.estate

With the support of the BlockStart program, RAAY RE plans to work on a DTL-based Tenant Incentive Scheme, that helps property owners and managers to incentivise their tenants to behave in a desirable way by issuing tokens for certain actions regarded as good behaviour, which may include getting on-time payments, reporting damages, unsavoury behaviour and saving energy.

This general concept of rewarding customers is taken from frequent flier miles and it is proven that they work very well and increase customer satisfaction and retention. What we have realised is that these incentives work can be successfully applied to property management as well. Instead of rewarding points, our incentive scheme will be based on ERC-20 tokens branded as coins issued by the property owner, which can be exchanged for benefits related to the property such as a discount on the monthly rents or reduced parking fees.

Total funding received under BlockStart: €1,000 (for Ideation Kick-off)

This and further information is publicly available on the following webpage on BlockStart's website:

https://www.blockstart.eu/portfolio/raay-re/

2.16 Sensefinity

2.16.1 Company

Is your company fully digitalized? Sure, front, and back office probably are. But what about your logistics? Do you know where your products are always? And in which conditions? Temperature, Humidity? Did someone steal it or broke it? Whenever it is vaccines, organic food, or luxury products you need to monitor closely the location and conditions. Sensefinity offers a complete blockchain-based real-time sensor solution. Let's make Logistics visible!

2.16.2 Prototype solution

Sensefinity has developed the following blockchain-based prototype in the scope of BlockStart:

Food provenance certification through technology: control food origin and monitor its distribution from farm to fork with sensors, trackers and blockchain

sensefinity.com/blockchain

This is the century of consumers. They demand that products have quality but also are produced with high standards for ethics and within a sustainable process. To make sure that the food we have on our plate don't come from deforestation farms or from heavy environment exploitation we must monitor

food production and distribution. Sensefinity developed a set of sensors and trackers that allow to register the location and the conditions of transportation of biologic products.

Since there are many stakeholders, there's a need to guarantee that such registration of food transport conditions is immutable and auditable. This is where blockchain shines: all the information is impossible to change and accessed to all authorized partners thus creating a trust and secured information share. All stakeholders in the "food chain": producers, 3PL operators, retailers and even other startups in the agritech space can benefit from Sensefinity's platform.

2.16.3 Technical development during Prototype stage

During the development of Sensefinity, the following technical developments have taken place:

- The prototype had 3 technical dimensions:
  1 – Select and setup a blockchain infrastructure
  2 – Integrate with Sensefinity's platform
  3 – Access blockchain data through a Web GUI
- First Hyperledger was selected as the blockchain infrastructure to use since it's open source and available as a managed service in most cloud computing platforms. This will allow Sensefinity's solution to be vendor agnostic. For the purpose of Sensefinity's prototype in the scope of BlockStart, only 1 Hyperledger instance was installed and with 1 single channel. When used in a commercial scenario each stakeholder should have its own copy of the ledger and it is possible to setup several channels with different access permissions per stakeholder.
- Once Hyperledger was up and running, it was integrated with Sensefinity's platform through a data replication service. This way the company can guarantee that all the data from sensors and trackers stored in Sensefiny's DB is the same that is recorded in blockchain and at the same time.
- Finally, although each stakeholder can have its own copy of the Hyperledger, it still needs a friendly way to access the information. For that purpose, a Web GUI was developed which provides a nice UX access to the Hyperledger's information. Sensefinity also developed an API to read from the ledger.
- In the compan's product roadmap two main features are planned:
  1 – Develop a Data Management System: an administration system with a Web GUI that will allow customers to define themselves which data they want to record in blockchain (blockchain is not to be used as a transactional database but as a source for truth instead; customers should select the key data they want to store in the ledger).
  2 – Triple A (authentication, authorization, and accountability) management system. A service and its GUI to allow customers define which stakeholders can have a local copy of the Hyperledger and setup roles and privileges for data and Hyperledger channel access.

2.16.4 Business development during Prototype stage

During the development of Sensefinity, the following business developments have taken place:

- The biggest outcome of Sensefinity's participation in Blockstart was the update of its value proposition and its impact on the company's business: they got access to new markets and customers.
  Although the company manafuctors Trackers and Sensors, it is not a hardware company. Meaning that they are in the business of producing data that makes supply-chains visible. That data is generated by Sensefinity's devices but is transformed into information and insights by its cloud services. It's only when that information materializes as real-time alarms, analytics reporting and ML predictions that the true value emerges. Adding blokchain to Sensefinity's platform enables to add a new layer of value: it's not just another feature but a new dimension. The source of truth dimension. With this updated value proposition, the company can enter a new world of markets and opportunities such as food provenance, luxury assets as art collections and identify certification for logistics operations.
  Such value proposition update reflects on Sensefinity's business model. The company created a new service offer and its respective price thus generating a new revenue stream. It also increased its target market, growing its total market, which will also impact fundraising opportunities. In fact, the company has updated its pitch deck to reflect it.

- Sensefinity is now promoting its new commercial offer through its website (https://www.sensefinity.com/blockchain).
  Besides the SMEs the company interacted with during Blockstart, they are now performing extensive business development to other companies, pitching their blockchain offer: either updating the commercial offer that they already had (e.g., to their biggest retail partner in Turkey) or by opening new business opportunities (e.g., the recent contract Sensefinity signed with one of the biggest telecom operators in Europe).

- Sensefinity is also expanding its business development in Brazil where they are just landing two pilots with Sensors and Blockchain. The company can safely say that blockchain positively changed its 2021 commercial landscape.

2.16.5 Testimonial

"Blockchain was always on Sensefinity's radar but as a startup there's so much to do that some ideas just sit forever on the "To Do" list. However, for us, blockchain is not just another "feature". It's a revamp of our value proposition that will allow us to enter new markets. Blockstart was key in pushing us into developing a blockchain offer. Not only the grant that funded the development but also the awesome mentoring we had guiding us on value proposition, business model, and GTM. The SMEs were also a ton of value: talking with SMEs you get to know real use cases and adapt your development to market' needs, achieving PMF.

Participating in blockstart took us from zero offer on blockchain, to develop a prototype, engage with SMEs and other startups to the final result: an update on our value proposition that led us to 3 new customers! We started as a logistics monitoring company and evolved to an asset certified provenance business!

Although the program is finishing this is not the end. The strong network of mentors, cohort startups and SMEs will continue to push us forward in our vision to be the number 1 company for asset provenance based on blockchain."

Tiago Andrade, CMO, Sensefinity

2.16.6 Funding

Total funding received under BlockStart: €20,000 (€1,000 for Ideation Kick-off and €15,000 for Prototype stage)

2.16.7 Public profile

This and further information is publicly available on the following webpage on BlockStart's website:

https://www.blockstart.eu/portfolio/sensefinity/

2.17 Sixphere Technologies

2.17.1 Company

Sixphere is a team focused on helping its clients in their ways through the digitalization processes. The compay is specialized in industrial digitalization providing Polaris Tx as a platform to perform that digitalization on production control, quality control and supply chain control contexts.

Best solutions for digitalization projects, aligned with business strategies, is the core Sixphere provides to its clients, using innovation and technology.

2.17.2 Prototype solution

Sixphere has developed the following blockchain-based prototype in the scope of BlockStart:

Polaris Tx

yourtx.polaris.solutions | txpolaris.solutions | polaris.usecases

Polaris Tx tries to solve very simple problems: you need to register, together with partners, your business transactions, providing your own data schemes, and integrating your existing systems for massive operations.

This is done using blockchain and IPFS to build a trustworthy network, using JSON-LD to build your own data schemes and semantic interoperability, and APIs and Kafka to build an integration layer.

These aspects are very common in huge supply chains and manufacturing industries. Sixphere provides it as a service.

2.17.3 Technical development during Prototype stage

During the development of Polaris Tx, the following technical developments have taken place:

Web application

This is the main interface of the system. These are the main features a user has available:

- Users and organizations management. Users can create and manage organizations and their members.
- Schemes management. Users can create a version of their own information schemes. Those schemes can be public and shared with other users.
- Transactions management. Users can exchange information with other users through registering business transactions based on the owned schemes.
- Business transactions can be sent to be signed by more than one user. The transaction is not completed until a signing quorum is reached.

Integration layer

Streaming channels via Apache Kafka are available to connect external systems for a massive operation. There are available bidirectional channels to set subscriptions to integration error logs.

API endpoints

A complete API REST is available as well, not only for the connection among the internal components but also for external systems connections too.

Core services

This is a set of microservices designed to be deployed on Kubernetes clusters. This condition will allow Sixphere to scale the system in the future. This is the layer in which the business logic is developed. One of the most important services in the core is the cache and indexation service. This service will allow Sixphere to implement high-performance features for the public, for example, to verify transactions.

Jobs engine

This is another essential feature that will allow Sixphere to scale the system. Every action in the system is handled by an asynchronous job that is executed in time by several parallel processors.

Ethereum

A business transaction is composed of a header in which owner, type, body hash, and signatures fields are deployed. This header is pushed and stored in an ethereum blockchain using smart contracts.

IPFS

The body of a business transaction, its attached documents, are stored off-chain using IPFS. The hash code of a body is stored in the header of the transaction, on-chain.

2.17.4 Business development during Prototype stage

During the development of Polaris Tx, the following business developments have taken place:

- Sixphere has changed its business focus. The company thought technologies were the important points in its project, and although they are, the team realized that the solution it provides is more important than blockchain. It's the teams' main learned lesson. Thanks to

this, Sixphere's main change has been the pricing model: before it was based on pay per transaction, now it is a subscription based model. This helps to mitigate one of the biggest problems when a company tries to adopt blockchain, the misunderstanding, as they usually do not know about transactions, tokens, decentralization, etc., they just need to pay for a service.

- To implement the business plan, Sixphere plans to hire 4 new developers this current year. With them, the company aims to support its first version and develop the features it has in the backlog.
- For now, Sixphere is focused on validating the first version of its solution. Thanks to the BlockStart programme, the company has met 6 potential adopters, at least 3 of them very interesting for the company's solution. Additionally, Sixphere has just launched a marketing campaign in order to prospect more leads to help them validate the solution during the beta period. Currently, almost 100 leads have been engaged.

2.17.5 Testimonial

"Our drive through BlockStart programme has allowed us to finish the first version of our solution with the invaluable help of awesome mentoring and continuous feedback from programme members and potential adopters. The opportunity to get opinions and help from potential customers is an essential asset provided by this programme. This is something you can use to work out the final details of your solution."

Jesús María Jurado Núñez, Business and Sales Manager, Sixphere

2.17.6 Funding

Total funding received under BlockStart: €20,000 (€1,000 for Ideation Kick-off and €15,000 for Prototype stage)

2.17.7 Public profile

This and further information is publicly available on the following webpage on BlockStart's website:

https://www.blockstart.eu/portfolio/sixphere-technologies/

2.18 Smart Shaped

Smart Shaped Software makes enterprise software development faster, easier and more accessible. Through our low-code platform, AstraKode, we empower companies to develop and manage every phase of a software project's lifecycle, from ideation to release. In 2019, by combining our values with our passion for blockchain technology, we ideated AstraKode Blockchain, an innovative platform that allows companies to design, build and test blockchain solutions in a very easy way, acting both as a playground for fast training and as an environment to build production grade solutions.

Smart Shaped will test and validate the following blockchain-based solution in the scope of BlockStart:

AstraKode Blockchain

astracode.tech

AstraKode Blockchain is an all-in-one low-code platform for network design, smart contract development, and cloud testing and deployment. The aim of the project is to facilitate enterprise blockchain solutions by decisively lower entry barriers and development costs. The platform is highly adaptable to a wide range of use cases, and its low-code approach enables learning by doing and self-documentation and validation.

Key features:

- Network Composer: visual environment (low-code) for the creation of custom blockchain networks;
- Smart Contract IDE: visual development environment (low-code) for smart contracts;
- Cloud Deployment: testing environment and integration with main cloud service providers to deploy and manage the networks and smart contracts created;
- Community: the built-in community provides access to project discussion, peer support, and valuable learning content, both platform and technology related.

Total funding received under BlockStart: €1,000 (for Ideation Kick-off)

This and further information is publicly available on the following webpage on BlockStart's website:

https://www.blockstart.eu/portfolio/smart-shaped/

2.19 Stonize

2.19.1 Company

Stonize is a digital platform making securitisation simple, cost-efficient, and transparent. The platform combines eIDAS digital identities and permissionless blockchain technologies, enabling a fast and reliable workflow. Thanks to the digital securitisation, originators can seamlessly get liquidity from a portfolio of assets on a non-recourse basis, while institutional investors can access a diverse pool of assets with an attractive risk-return profile and make well informed decisions based on extensive and trusted data.

2.19.2 Prototype solution

Stonize has developed the following blockchain-based prototype in the scope of BlockStart:

Stonize & Flow

Stonize | Flow

Stonized started the Blockstart programme with a single product and during the prototype phase it also launched a second product called Flow, leveraging the knowledge that it got from Stonize in terms of privacy, security and use of blockchain technology.

Product 1: Stonize has a mission to make securitisation accessible and transparent. It is a digital platform for securitisation workflow management. It guarantees 10 times faster procedures and enhanced data integrity. The platform covers 3 areas: the onboarding of the involved players, the transfer of the assets pool, and the related reporting. It leverages 2 enabling technologies: eIDAS compliant digital identities and the Algorand permissionless PoS blockchain.

Product 2: Flow has a mission to connect people through voice. It is the easiest way to hang out online with friends and new buddies. In particular, it allows users to interact while listening to the same audio content, like if they are in the same room. It's not just a simple audio chatroom, it's an immersive experience where one person (called Flower) picks an audio content (e.g. a music or podcast from YouTube, or something they recorded for themselves) and puts it into the flow so that everybody can listen to it at the same time; then everyone can interact on top of it by talking and reacting through sounds effects. You can see a flow as the online audio version of living rooms, bars or shows.

2.19.3 Technical development during Prototype stage

Technical development during Prototype stage

During the development of Stonize and Flow, the following technical developments have taken place:

Product 1: Stonize

The company worked on the Self-onboarding and Trusted automation features.

The former allows users to onboard on the platform on their own. It integrated the trusted services to enable a legally binding onboarding and started the accreditation procedure to become an authorised service provider for the two Italian eIDAS-compliant digital identities: SPID and CIE. It developed the MFA, the self-onboarding workflow and integrated the SPID standard access framework.

The Trusted automation allows users to generate legal contracts based on templates and custom input data and to easily verify the integrity of the legal contracts. It developed the microservice architecture, the engine to produce XHTMLs files, and implemented the open source standard to produce PDF/A from XHTMLs files. It also integrated the digital signature workflow.

In the medium term, Stonize plans to finish the accreditation procedure to become an authorised SPID and CIE service provider and to go live with a new licensing contract. This requires the integration with the client IT systems.

Product 2: Flow

The company worked on the Interaction and Synchronised audio content features.

The former allows users to talk and react through sounds effects. It developed microservices to manage authentication, authorisation, virtual rooms and real-time communication, and implemented P2P voice communication and emoji sounds. It also developed a Progressive Web App for Android and desktop OS.

The Synchronized audio content allow users to listen to the same audio content at the same time. It developed an individual and synchronised audio streaming service and integrated YouTube for the audio content sourcing.

In the medium term, Stonize plans to enable features to improve the security for the users and the experience for the creators. All the features were defined, designed and developed thanks to the interaction with users and potential adopters.

2.20.4 Business development during Prototype stage

During the development of Stonize and Flow, the following business developments have taken place:

For both products, Stonize outperformed the goal of the market validation area. Specifically:

Product 1: Stonize

Engaged with 21 companies and got 3 declarations of interests

With regards to the business area, the company released a demo and accomplished a good result in terms of definition of the use case, sales process, commercial deck and short demo video.

Product 2: Flow

Got 4 declarations of interests by content creators.

With regards to the business area, it released a demo that helped the team for the user interviews it runs, defined the use case, released an MVP with the new brand and created a pitch deck.

2.19.5 Testimonial

“The Blockstart programme was a great experience! We got a tailored support and advice from the community of mentors about go-to-market, funding and programme execution.”

Alessandro Ranaldi , CEO, Stonize

2.19.6 Funding

Total funding received under BlockStart: €20,000 (€1,000 for Ideation Kick-off and €15,000 for Prototype stage)

2.19.7 Public profile

This and further information is publicly available on the following webpage on BlockStart's website:

https://www.blockstart.eu/portfolio/stonize/

2.20 Traken

TRAKEN is a next-generation data tracking, asset management and exploitation tool for smart electrical grids that provides a distributed ledger to manage unique identities and product passports of smart meters. TRAKEN provides infrastructure to facilitate the encrypted, secure and transparent access to prosumer's smart meters and metering records that would serve as enabler for more flexible reconciliation on physical or financial levels in electricity grids, supporting mobility of user accounts and quicker settlements.

Traken will test and validate the following blockchain-based solution in the scope of BlockStart:

Traken

TRAKEN represents a next-generation asset management and data operation platform for smart electrical grids that provides a distributed ledger to manage unique identities and product passports of smart meters and metering records. System will structure and store metadata and provide access to metering records, ultimately creating protocol for creation of standardized product passport for each unique smart meter that would be hashed and written into Blockchain. Platform represents a DER registry, a form of KYC system for smart meters and other equipment assets, and would serve as enabler for more flexible reconciliation on physical or financial levels. In this way we can provide a flow for reporting of all stages of a contract lifecycle to interested parties (inception, signing process, completion of signing, expiry, renewal) in a selectively transparent manner, providing public access to hash commitments without compromising private information of signatories. TRAKEN aims to streamline and digitalize the entire customer journey by providing known environment with the known participants (matched identities of people and equipment), enabling digital onboarding and support services solutions that can be delivered remotely. Eventually this will simplify existing digital processes by reducing the number of steps or operations involved in order to streamline the entire customer journey: from the identification of the service all the way to the signature and delivery.

Total funding received under BlockStart: €1,000 (for Ideation Kick-off)

This and further information is publicly available on the following webpage on BlockStart's website:

https://www.blockstart.eu/portfolio/traken/

3. SME Adopters

3.1 Anaya MX Motos

We are the perfect partner for all cross lovers, we tune the suspensions based on rider's need, we update and improve motorcycle performance while always being focus in offering a great customer experience.

At the same time, we work with all types of motorcycles and riders, we are always searching for new products and technologies that can improve the quality of our service offering as well as the satisfaction of our customers.

I wasn't aware of the potentiality of Blockchain until Simone Brighina, Motoblockchain CEO and founder, told me about his interesting project. I have customers already asking me about the day that Motoblockchain product and service will be available.

As a mechanic, I saw a lot of motorcycles in bad conditions that was bought by unaware and inexperienced users. They were able to discover the real state of their new motorcycles only after I started checking it, and it was always too late.

Having the possibility to offer the Digital Identity service combined with the autonomous data sending process offered by the MOBD is the only valuable solution I ever saw to solve the hidden defect problem in motorcycle second hand market.

The possibility to upgrade any motorcycle by adding security features all in one unified tool is another great push for the MOBD adoption

We received the MOBD and details instructions.

We were able to mount the battery, assembly the MOBD and mount it on the motorcycle.

We experienced some problems during the configuration of the internal WIFI network.

Motoblockchain team came to help us.

They discovered that there was a bug in the MOBD provided, so they decided to came back another day with additional tools for debugging.

We were not able to complete the configuration and so we were not able to complete all the tests, but our feedback resulted in being really useful to improve the product feature and functionalities.

We agreed to repeat the test once that a new version of the MOBD will be available.

We have also a customer waiting to do the test on his private motorcycle.

"I was really excited for the possibility to participate in Blockstart program and to contribute in the testing of a new prototype. I am used to buy and sell products already developed and this was a completely new experience for me.

I understood the importance of a beta test phase and the value of the feedback I was able to provide to Motoblockchain.

On top of that I really like Motoblockchain innovative solution for the Digital Identity and the MOBD is the perfect complementary product: I am really proud to have been invited in Blockstart program as Motoblockchain early adopter."

Francisco Anaya Fernandez, CEO

Total funding received under BlockStart: €3,000 (for Pilot stage)

This and further information is publicly available on the following webpage on BlockStart's website:

https://www.blockstart.eu/portfolio/anayamxmotos/

3.2 Azzur Portugal

AZZUR PORTUGAL is a management consulting, accounting and advisory company.

With a young, dynamic, experienced and focused team their goal is to provide an efficient service within a concrete and acceptable time horizon, serving the customers with the utmost rigor and confidentiality, keeping them constantly informed of their business situation, respecting the requirements of tax administration in accordance with essential values: ethics, responsibility and competence.

Knowtary has developed an app that can really help us on our working days. They have an application that we have been searching for the last few years

We believe Knowtary solution will bring us added value, by implementing a solution, a new solution to present to our clients. It will allow us to send them documents to be signed without the need of using a computer or even a printer, saving lots of time and therefore, having a huge productivity increase.

During Pilot stage we had periodic meetings with Knowtary team, testing the app, and trying to overtake the problems that were appearing on every step forward we take. We tried to show them our needs and our clients needs in order to reach a solution that can allow us to send the forms to our clients to have them back previously signed by them in a simple mobile phone or tablet.

"For AZZUR PORTUGAL it has been great to be part of this project. We have met several new apps that we believe can be part of the organizational revolution needed to achieve multiple productivity gains in a more and more digital world. At AZZUR PORTUGAL we feel grateful to be able to help build and develop some of these solutions so that we can use them in our working days."

João Marcos Rita, Managing Partner

Total funding received under BlockStart: €4,500 (for Ideation Kick-off 1, Ideation Kick-off 2 and Pilot stage)

This and further information is publicly available on the following webpage on BlockStart's website:

https://www.blockstart.eu/portfolio/azzur-portugal/

3.3 B4Bi

We assist our financial institutions in their transformation, supporting them on implementation processes, committing ourselves to ensure a positive impact for our clients and our people.

Our Competency Areas are IT Advisory, Business Intelligence, Corporate Performance Management and Software Development.

Financial services, the main industry we are serving, is constantly evolving and blockchain based solutions such as LoanXchain are shaping the future of the industry.

For us the collaboration with LoanXchain is a great opportunity to expand our service line, gain technological knowledge and provide our expertise to a new ecosystem.

We performed tests on LXC capability to convert loan data from legacy system to platform database and provided feedback.

We onboarded of one relevant B4Bi customer on LXC platform for a pilot transaction.

Finally, we evaluated together with LXC the pilot transaction, with focus on performance and data quality of uploaded loans on LXC platform.

"Our participation in the Blockstart program as an end-user SME has certainly been very important and fruitful for many reasons. First of all, we had a chance to interact with developers and other users. This comparison has enriched our vision regarding the potential of the BlockChain. Beyond this, the program allowed us to identify a partner who helped us finalize our ideas. Finally, we believe that in this way it has been possible to start a path on which we will continue to work for a long time."

Leonardo Caponetti, Partner

Total funding received under BlockStart: €4,500 (for Ideation Kick-off and Pilot stage)

This and further information is publicly available on the following webpage on BlockStart's website:

https://www.blockstart.eu/portfolio/b4bi/

3.4 BioDAC

BioDAC provides data analysis services for companies and institutions. This encompasses developing data models for supply, storage and processing of raw materials and half products in the food industries. This also includes services for and expertise in the discipline of enterprise asset management. BioDAC services are based on open standards, deployed securely in the hybrid cloud. This is how we work: the client data belongs to the client. Based on analysis of these data we provide services to the client.

Minorka is the solution which makes it very easy to operate with multiple clients that need to request the data on a regular basis. On the other side, it's blockchain component guarantees its traceability and limit the sources of errors. From perspective of BioDAC and its clients the global reach of the Minorka solution provides an important advantage with a good potential for profitable growth.

The Minorka solution will automate the way the requests are performed and responses are received – which will be a crucial aspect while cooperating with multiple clients.

Minorka has been used to create initial analysis for potato yield forecasting by analysis of current and historical vegetation condition in such places. It shows that it is a good tool to create such a requests for various months and spots and it can be used effectively for yield forecasting in farming.

"Thanks to the BlockStart programme BioDAC have started collaborating with the IBISA / Minorka team. Together we have developed a new and shared opportunity for the potato industry. We will deploy image technology and data analysis services for farmers and producers of french fries and other potato products."

Jan Blommaart, Managing Partner

Total funding received under BlockStart: €4,500 (for Ideation Kick-off and Pilot stage)

This and further information is publicly available on the following webpage on BlockStart's website:

https://www.blockstart.eu/portfolio/biodac/

3.5 Blueprint Energy Solutions

At Blueprint, we embrace an entrepreneurial spirit and creativity of those eager to solve meaningful problems. Our project teams are like can-do-anything startups, armed with the wisdom of seasoned IT professionals and Energy Management Consultants. We want to create a culture in which people can thrive. Our cross-cultural, interdisciplinary team loves to engage and drive innovation in business and power consultancy and IT to help create digital services people love.

We are currently working for some of the biggest electricity and gas operators in Europe, helping them keep the lights on, systems safe while transitioning to decarbonized, decentralized and renewable future.

Total funding received under BlockStart: €1,500 (for Ideation Kick-off)

This and further information is publicly available on the following webpage on BlockStart's website:

https://www.blockstart.eu/portfolio/blueprint/

3.6 BMS Racetech

Competition is our DNA. We are focused into motorsport and specialized into racing motorcycles, working together with BMW Motorrad Motorsport to develop their Racing bikes.

Being involved in all European Superbike Championships the goal is to build up our own Race Team.

Simone introduced us the MotoBlockChain project and we found it really useful and interesting.

We are motorcycle enthusiasts and we are always willing to improve and create new ways to support our customers. With MotoBlockChain we will be able to be connected to our customer bikes remotely being able to help them when a problem comes to their bikes even when it happens far away from our workplace.

Because we will be able to read the motorcycle errors remotely being able to solve or delete them with no need from the customer to come to our workplace.

As well, when an error comes up we will be able to see what error is it, when it happened and much more interesting details. It would make us easier to find the problem and solve it.

We have been constantly in touch with the MotoBlockChain Team to help them to develop the first prototype giving them our experience as a motorcycle workshop and also giving new ideas coming from our experience on Motorcycle Racing, especially for the electronic side of the device.

"It has been a very nice and positive experience to be part of this project adding our value and points of view as well as learning so much from the MotoBlockChain Team on their development process.

Being part of a very professional and hard-working team pushing forward and believing on this great project gave us also more energy to help them giving our best to improve."

Luis Fuentes Caparrós, Owner

Total funding received under BlockStart: €3,000 (for Pilot stage)

This and further information is publicly available on the following webpage on BlockStart's website:

https://www.blockstart.eu/portfolio/bms-racetech/

3.7 Bolt Markets

Bolt Markets started in 2011 as annite rdealer broker of correlation swaps as well as dividend and volatility hedges. The company has been one of the main actors helping banks manage their complex trading risks through its privileged market access and specific derivatives knowledge. This activity established Bolt Markets as a privileged participant in the trading space for equity derivatives and hybrid products in the market. Being a regulated broker and asset manager in the UK, Bolt Markets expanded into offering structured products as well as wealth management and securitisation solutions directly to its clients (Asset Managers, Family Offices, High Net Worth Individuals) in more than 35 countries.

Total funding received under BlockStart: €1,500 (for Ideation Kick-off)

This and further information is publicly available on the following webpage on BlockStart's website:

https://www.blockstart.eu/portfolio/bolt-markets/

3.8 Co.Mo

Co.Mo. has been operating in the motorcycle sector since 1981. We are currently official BMW Motorrad dealers for the province of Frosinone. Our assistance service is clearly appreciated throughout central Italy.

We are interested in an independent system, not developed by a motorcycle manufacturer, which is able to:

- track the GPS position of the vehicle;
- provide assistance in the event of theft of the vehicle;
- recognize an accident and make an emergency call;
- monitor in real time any errors reported by the ECU and transmit them to our workshop to provide immediate assistance to our customers;
- create and manage a digital identity for each motorcycle to guarantee potential buyers about the vehicle's maintenance history.

We are a small company, if we compare ourselves with the large dealerships present in large Italian cities.

Despite this, we have been on the market for over 40 years.

We are able to retain our customers by ensuring them accurate maintenance.

Our willingness to solve the problems of our motorcyclist friends has guaranteed us over time a large number of customers who find a familiar and reassuring environment in our workshop.

The trust of our customers is the cornerstone of our business.

Our contacts with Motoblockchain date back to last year.

We received the first prototype on June 4, 2021.

The first installation took place on June 15th.

For the experimentation we used a BMW R 1250 GS motorcycle.

The hardware installation process was straightforward.

Throughout the process we kept in contact with Simone Brighina of Motoblockchain by telephone and more often with Whatsapp video calls.

We shared the installation strategy and were guided through the setup process.

We did not fail to provide our feedback on the prototype creation and the contents of the installation manual.

“By participating in the Blockstart programme we had the opportunity to meet different startups and to broaden our knowledge of innovative technologies.

In particular, we learned how Blockchain technology can add value to our business, given that we operate in the motorcycle market.

Motoblockchain's proposals have piqued our interest.

The possibility of certifying all maintenance interventions for our customers' motorbikes adds great value to our professionalism, already recognized by the market and offers our customers the possibility to trade safely on the second-hand market.

The opportunity to monitor in real time the breakdowns of our customers' motorcycles allows us to offer a unique service of its kind and extremely loyal to our customers.”

Stefano Cucciardi, Owner

Total funding received under BlockStart: €3,000 (for Pilot stage)

This and further information is publicly available on the following webpage on BlockStart’s website:

https://www.blockstart.eu/portfolio/co.mo-bmw/

3.9 E-swissolar

We exist to make renewable energy accessible and affordable to everyone. We want to change the way people perceive, deal with and experience energy. We want to contribute to the creation of “regenerative” local economies based on renewable energies. To achieve this, we need a new way of collaboration and disrupt the energy ecosystem. Our mission is to provide the energy sector with innovative solutions, that enables radical collaboration that in turn will accelerate integration of renewable energy.

The impact of blockchain technology is undebated. We are convinced from the transformative potential of the technology. The ability to create or adopt blockchain-based solutions is an important pillar of our positioning strategy that is helping us to gain competitive advantage and position ourselves as innovative and competent service provider.

We are convinced that innovative SMAs and start-ups must take many small steps when it comes to challenge the existing ecosystems and try to change the structure of existing markets. This cooperative project is such a small step where we can demonstrate competence, expertise, commitment and create awareness about possible solutions to potential clients. The experience gained from such a project will help us to focus on our differentiation strategy and improve our solution in respect to the needs and wants of the market and our clients.

Initially the start-up explained us the solution technically and functionally. On a brainstorming session we initially explored different options for a possible pilot project. After the analysis of the possible use-cases and their potential, e-swissolar AG defined a preferable use-case and drawn a sketch of the possible value flows and defined the KPIs.

“BlockStart supported us to get in touch with a talented DLT/blockchain start-up. Thus, it has helped us to accelerate our internal development process and improved our knowledge base. During our common pilot project, we strengthen our collaboration, we shared resources and created synergies. Consequently, now we are in the position to introduce a new service for our potential clients. This way of collaborating is essential for hindering the barriers for blockchain adaption.”

Vasileios Panagiotidis, Founder, Member of the Board of Directors of e-swissolar AG, Co-Founder of e-greeksolar Ldt initiator of solaris++

Total funding received under BlockStart: €3,000 (for Pilot stage)

This and further information is publicly available on the following webpage on BlockStart’s website:

https://www.blockstart.eu/portfolio/e-swissolar/

3.10 Emergency Help

Emergency Help has created a powerful network that provides high quality Health Services. We have invested on the development of our team, our facilities and our innovative technology. Through professionalism and team work we promote all those values that are necessary for a modern, complete and advanced Health Services Network.

We believe that blockchain solutions bring extra security for the medical data of our patients.

We needed an app where we can store the Covid-19 test results of our users. The app benefits the end user, as they can have a digital archive of all the medical tests they have conducted. Also, the QR code scanning functionality can be used as a health access control to enter any crowded places.

We had many virtual meetings were we discussed the features and requirements from our side. Which then, ComeTogether team implemented so as we have the app ready for our clients.

"We are very happy to have participated into the BlockStart program as we were able to pilot ComeTogether's soluton under our own branding. The solution includes the Health Certificate App which can store the Covid-19 tests that we issue for our customers."

Nikas Christos, Co Gounder - CEO

Total funding received under BlockStart: €4,500 (for Ideation Kick-off and Pilot stage)

This and further information is publicly available on the following webpage on BlockStart's website:

https://www.blockstart.eu/portfolio/emergency-help/

3.11 Global & Local

GLOBAL & LOCAL s.r.l. associates professionals with different profiles such as lawyers, engineers, graduates in political science and economics to promote the use of tools, actions and methods in the context of EU policies and Project Cycle Management and transfer these skills to operators and local networks. The company offers programming, design, implementation, monitoring and evaluation of socio-economic development operations financed by European funds.

The notarization of the documents will allow Global to understand in the event of a control by the Managing Authority of the European Fund, the level of validity that will be recognized in the document. In addition, it will allow our company to understand how to approach reporting processes more efficiently. The test will help Knowtary to understand how much it is possible to offer its product to the beneficiaries of European projects in order to be able to standardize the reporting processes.

European projects work with report forms in pdf and word that must be signed and whose official status is a requirement for the acceptance of the technical and financial report.

We are therefore be pleased to deep and experiment how to use knowtary and the blockchain in order to automate these work processes.

We propose to Knowtary the notarization of documents that form part of the reports that European projects must submit to the Commission after each intervention. Specifically, to tackle the testing phase, in consideration of the fact that it would be advisable to concentrate efforts on a few well-identified documents in order to understand the process and the different functionalities, the following workflow is proposed:

1. The testing will be carried out for the reporting documents of an existing project already reported, the reporting documents have been validated with the handwritten signature and the identity card of the signatory.

2. The objective will be to notarize the documents already signed with these characteristics.

3. The facsimiles to be signed by the various signatories and the relative identity cards will be delivered to Knowtary.

4. Then, the signatories will be offered to sign the online forms with the same signature as the identity document.

5. Documents signed in this way will be notarized and stored in a database.

The documents that will be transmitted contain sensitive data for which it will be necessary to comply with the mandatory protocols of privacy and data protection. With this email we send one of the forms as an example of the documents that must be notarized.

"The PA, the distribution of public aid and the management of the welfare system are sectors in which blockchains can contribute to simplifying aid delivery procedures and guaranteeing better public governance of initiatives. Our project, as end user of Knowtary, is testing a method a to report the use of European funds by certifying and notarizing the documents of the report, by giving legal validity to the signatures, using blockchain technology."

Maria Dolores Perez, Administrator

Total funding received under BlockStart: €3,000 (for Pilot stage)

This and further information is publicly available on the following webpage on BlockStart's website:

https://www.blockstart.eu/portfolio/global&local/

3.12 Hoop

We favour the meeting between private capitals and entrepreneurial skills capable of generating sustainable value in order to guide Italy towards a new Renaissance, helping multi-stage companies to achieve their mission to innovate the future.

Hoop Capital has the mission to provide value to SMEs, and we see blockchain technology as a potential pillar of future growth. Rather than researching and implementing on our own, a partnership with LoanXchain enables us to leverage both their knowledge and our business network swiftly and efficiently.

The pilot transaction with LoanXchain brings in new technological knowledge and a new solution we can offer to our customers in the financial services space. This kind of pilot is really useful for us given that LoanXChain uses the CORDA, a special blockchain which enables businesses in Banking, Capital

Markets, Trade Finance, Insurance to transact directly reducing transaction and record-keeping costs and streamlining their business operations.

We performed tests on easiness to use of the platform, with particular attention to business needs of Hoop customers interested in LXC platform. We onboarded one relevant Hoop customer on LXC platform. Finally, we evaluated with LXC the pilot transaction, with focus speed of transactions and fulfilment of first institutions onboarded business needs.

"Block Start's experience has been fulfilling for us given that it perfectly matches our vision. Hoop Capital aims to guide Italy through the new technological renaissance acting directly on the economy foundation, companies. We helped LoanXchain in understanding and testing their target market and their technological platform. They are now readier than ever to overtake the credit market!"

Antongiulio Marti, CEO & Founder

Total funding received under BlockStart: €3,000 (for Pilot stage)

This and further information is publicly available on the following webpage on BlockStart's website:

https://www.blockstart.eu/portfolio/hoop/

3.13 Innova Solutions

Innova Solutions has already adopted a blockchain solution for its MyArtBlock project that allows the tracing of the transfer of artworks ownership.

MyArtBlock provides the artists and the collectors a simple but powerful tool that allows to:

- generate a digital certificate of authenticity for the artwork.
- verify the authenticity of the certificate through the blockchain.
- manage artwork transfers and trace it.

Innova already offers blockchain based solutions to its customers, so for us it is natural to explore new possibilities in terms of different DLT technologies potentially relevant for our business.

Innova benefits from LoanXchain solution because it provides an alternative market segment where Innova can expand its non-core business by leveraging its knowledge of DLT technology.

We analysed the process modelled on LXC platform, with a particular focus on the usage of Corda DLT technology.

We provided help with the onboarding of one relevant customer on LXC platform.

Finally, we evaluated with LXC the pilot transaction, with focus on capability to manage a relevant amount of loans using Corda technology.

Total funding received under BlockStart: €4,500 (for Ideation Kick-off and Pilot stage)

This and further information is publicly available on the following webpage on BlockStart's website:

https://www.blockstart.eu/portfolio/innova-solutions/

3.14 Plastic Free Certification

Plastic Free Certification is an innovative startup that supports the companies in the reduction of disposable plastic until its complete elimination.

Plastic Free Certification has written a revolutionary certification standard, the Plastic Free Standard, and it is the sole owner and the certifying body of the Standard.

It helps the companies in the process of elimination of disposable plastic by involving gradually the entire production chain.

The certification process requires sensitive information about the production processes of our clients, and we thought it was very important for them to be sure that their data are completely safe and reliable.

Furthermore, with regard to the data of the certification process, which continues over several years, the consistency and immutability of some of them is essential for the core business of Plastic Free Certification.

During the covid emergency we worked remotely, and also the auditors. So it is important for us to ensure also to the auditors safety, authenticity and accuracy of the customers' monitoring files, documents and pictures necessary for auditing.

We were also looking for an easy way to allow our customers to sign the necessary documents for certification.

The Certification Plastic Free is implemented on a well-defined sequence of phases and continues over several years. Each phase is in fact a particular photograph of the customer's status with regard to plastic materials and the reduction work.

This complex process requires a system that ensures the consistency of the data to guarantee reliability towards the customer.

The customer must be sure that his data are kept securely and that they are not manipulated improperly with respect to the Plastic Free Standard that is the basis of the certification process. Knowtary's solution responds to our needs through an interface that is easy to access and easy to use. In addition, the assessment files are subjected to constant changes. A system is therefore required that keeps track of changes and versions to these files.

During the Pilot stage first of all we analized with Knowtary the whole process of the Plastic Free Certification.

So, we had several discussions about the requirements of the solution we could need for the Certification.

After, we focused on the KPIs and the objectives of the prototype and Knowtary went on on the development.
We thought it was necessary for the flow of the Certification to create multiple profiles for the solution, because in the certification process are involved not only the customer but also the auditor and the Certification Committee. For sure, each user has different needs and specific authorization to access to the documentation.
Next step was to test the webapp proposed by Knowtary, so we had the opportunity to access to the customized webapp and to see how it work the document creation.
Finally, we defined what kind of documents will be notarized and which documents could be signed as smart contract.

"The participation in the BlockStart program has been an amazing experience for Plastic Free Certification. We had the opportunity to know more about blockchain, to meet startups/PMI with wonderful ideas and to show everyone our project too.As an end-user SME, Plastic Free Certification really appreciated the great work and attention that SME Developers have reserved us.It has been a great sharing of experience with the SME Developers who work with us to provide the best blockchain solution for the services that we provide to our clients."

Francesco Di Perna, CEO

Total funding received under BlockStart: €4,500 (for Ideation Kick-off and Pilot stage)

This and further information is publicly available on the following webpage on BlockStart's website:

https://www.blockstart.eu/portfolio/plastic-free-certification/

3.15 Slick Eixample

Barcelona is a large and historical motorcycles community, our mission is, furthermore than repairing motorcycles, to provide customers full information on what are the new tendences in motorcycles world and what can my company do for their motorbikes and themselfs, at the time for choosing one brand or another.

The future is here and we want to be in the top of the list of companies prepared for it, providing a complete personal and personalized assestment and services. Service is our priority.

I hardly believe that Blockchain is a short term technological solution that can be implemented in any business. It allows total clearance and transparency in economyc exchanges. And i wanted to test the MOBD dispositive for motorbikes of Motoblockchain as I think it's a great solution.

Because being the first one implementing that solution will make my company grows in terms of innovation and technological companys.

We have been connected to share some specifications and possible doubts. The sooner i received the Beta prototype, I installed it in my motorbike.

As we had some connectivity problems, it took us a lot of hours at the phone with videos, calls, and messages, with the provider and the developer of the technologic solution, trying different ways to connect the prototype.

"Participating in an acceleration programme has been an exciting experience due to the acknowledge achieved during the process. Getting better comprehension of what Blockchain is and what possibilities has itseslf in the near future. I also had the chance to be a part of the technologic evolution of a company involved in motorcycle technologies."

Francisco Javier Visa, General Manager

Total funding received under BlockStart: €3,000 (for Pilot stage)

This and further information is publicly available on the following webpage on BlockStart's website:

https://www.blockstart.eu/portfolio/slick-eixample/

3.16 Smart REM

Smart Engineering! High technology applied to solve Risk, Energy and enviroMental problems, developing the best Solutions.

Blockchain based solution makes it possible to perform necessary request via automated ways, which is very useful for the companies which are not directly focus on satellite imagery analysis and are just In need to receive such a results on the simple manner. Blockchain component guarantees that the whole process is transparent which has crucial impact on its reliability.

It will open the possibilities to receive information about the assessed area entirely remotely, which would limit both the costs and necessary involvement from the company.

For the purpose of Pilot stage several requests were created with Minorka in order to perform analysis of area damaged by the fire. The initial conclusion was that Minorka is very suitable tool for such an analysis (results from Minorka were comparable to results acquired on-ground), therefore it was concluded that it can be a good start for further cooperation.1500 characters

"Amazing! Thanks to BlockStart we have been able to acces to the blockchain and satellite technology developed by The Startup Ibisia and develop with them real solutions that solve real problems and needs of our customers.

The help that this program gave us and the high human quality of the Blockstart team has been instrumental to make the best out of it, to achieve our objectives and has been an enabling environment where multiple ideas for future projects have emerged.

BlockStart its just the beginning of a great frienship and future partnership."

Félix Gonzalo Alonso, CEO & Founder

Total funding received under BlockStart: €3,000 (for Pilot stage)

This and further information is publicly available on the following webpage on BlockStart's website:

https://www.blockstart.eu/portfolio/smartrem/

3.17 Tickets for Good

Our mission is to help improve access to events for people in need and those that help them (people doing good) to make them feel healthier and happier.

Our vision is to create a world where some tickets from every live event are given away to make the world a better place.

The solution we tested and implemented was to white label the ComeTogether (CT) platform.

The CT platform is an existing platform built specifically for selling tickets using the blockchain technology. We are repurposing for our own usage and customising for our branding + for giving away free tickets.

We think that blockchain can help us to increase the levels of safety and security in our activities. In particular helping to reduce the risk of ticket scalping (reselling for profit) which is one of the biggest problems of the industry.

We think that by using blockchain this will bring added value to our offering. In particular with our offering to ticket partners (venues) who give us tickets as we can show them we have a safe and secure way to distribute the tickets. We can also be confident the tickets are not being used for ticket scalping.

In our pilot stage we have firstly held a number of discussion workshops with the team at Come Together. We focused on how the technology could work from our perspective and how it would meet our needs. Secondly we looked at - once built - what would be the key features that would be needed to drive additional value to our ticket partners, ticket receivers and other stakeholders. Furthermore, we have released along with ComeTogether the 'Tickets For Good' Web App and Ticket Wallet App. Finally we discussed in detail what a future partnership could look like on a commercial basis if we were to use their technology.

"We started with the BlockStart program as a technology provider with a classic ticketing solution. More recently we have pivoted our focus to a more socially impactful program of using our ticketing experience to distribute spare / leftover / unused tickets to people in need and people doing good so as to help them experience events. We know that events help people feel healthier and happier which is a key objective of ours. BlockStart enabled us to work with ComeTogether to expand our knowledge of the blockchain industry and - more importantly - to help us to understand how we could use blockchain to reach our goals. Through this program we have been exploring how we can use the blockchain to create a more secure and safer solution by which to distribute tickets and ensure that the correct user is the only one who can access the tickets. Finally we have been exploring how we can evaluate the benefits of the program for the service users, and other stakeholders."

Stephen Rimmer, Founder and CEO

Total funding received under BlockStart: €4,500 (for Ideation Kick-off and Pilot stage)

This and further information is publicly available on the following webpage on BlockStart's website:

https://www.blockstart.eu/portfolio/tickets4good/

3.18 Volvero

Volvero is a drive sharing app where owners can share their vehicles with drivers. Our app creates a system in which one can have access to a car, a motorcycle, or commercial vehicle in a most efficient and sustainable way saving time and money. By registering on our platform owners can set the sharing time, distance, price, and other terms, being able to accept or decline drivers' request. At the same time, drivers are able to choose any vehicle and terms of sharing that best suit their needs. With the help of AI and advanced technologies, Volvero guarantees maximum security and transparency providing necessary information such as the performance of owners, drivers, and vehicles.

Volvero empowers people with a different and better alternative to current transportation solutions. Indeed, the current ones come each with relevant cons that prevent people to have a one-stop only efficient and satisfactory service. Car sharing is ..., car rental is ..., public transport is (you can find these sentences in our deck!). On the other hand, there is a relevant problem for owners: they do have vehicles that for 96% of the time are not used, occupying areas in the cities and the current model produces a lot of pollution. Moreover, the problem is much more evident for businesses like car dealers or car rentals that have to buy an increasing number of vehicles but are not able to sell them anymore, since millennials are absolutely not interested in buying them.

At Volvero we believe that keeping a distributed and decentralized system, when it comes to mobile assets such as vehicles, is the right solution for providing users with a reliable and trustable platform. Indeed we retain that DLT can solve the problem of the lack of trust among users and the excessive asymmetric information the parties involved experience: drivers do not know how the condition of the vehicles rented are and owners do not have access to data about how their vehicles were driven by the renters. In particular, we have developed the "5 layers Blockchain approach" called C.I.N.C.O.

Volvero is a game-changer of the market thanks to the technology innovation leaps. Volvero is the first startup that is leveraging advanced technologies matched with a car-sharing service. First of all, it offers an insurance policy that covers various types of vehicles (cars, motorcycles, recreational vehicles, vans, etc.) of private and commercial owners. Moreover, it uses technology for data analytics of drivers' behaviours. The software embedded in the app is based on data produced by the sensors of the mobile phones of drivers (GPS, gyroscope and accelerometer). It collects data while driving and performs data analytics (AI) to give scores to users and third parties reducing hazardous conducts of users through gamification by rewarding them with credits that can be spent in the partnership program. All data, contracts and insurances are stored in a distributed ledger (blockchain) allowing for improved data transparency, reliability and maximum security.

We have tested a solution for notarizing several docs valid as a reference for users and authorities. Firstly we defined the players involved in the pilot and the technology used, then the technical functional requirements and finally, we thought about the customer journey for understanding in details when and how we should have triggered Knowtary's technology. During the first meeting with Knowtary's team we have finally reviewed the whole process and designed a very user-centric solution. When a user is using Volvero, we are hashing some data related to drivers and owners information, to the vehicle and to the details of the sharing of it like date time and location of both the pick-up and drop off and also other key aspects like the pictures of the vehicles and the driving data collected while a user is driving someone's else vehicle on Volvero. This process is then used as a reference for future uses of the service, rewarding great users and well-maintained vehicles and penalizing under the average ones.

"Blockstart offered a straightforward way to test and adopt some features of the blockchain technology we were really looking for in Volvero as they can provide a better user experience to our customers. Volvero indeed is an app for sharing vehicles that connects owners with people who need one, saving time and money. Through AI and advanced technologies, we improve quality and security with crystal-clear full insurance coverage. Volvero is easier, safer and more reliable than any other app. Through Blockstart we added some very useful tools like the process of notarization of certain documents and data involved with the car sharing process, using the data produced by the mobile phones of users as oracle for then creating smart contracts that offered a fully comprehensive coverage to vehicles and drivers."

Marco Filippi, CEO & Founder

Total funding received under BlockStart: €3,000 (for Pilot stage)

This and further information is publicly available on the following webpage on BlockStart's website:

https://www.blockstart.eu/portfolio/volvero/

3.19 WeCovr

WeCovr aims at disrupting insurance distribution. It builds an insurance as a service offering providing access to great insurance products via mobile and web apps and APIs via partners.

Total funding received under BlockStart: €1,500 (for Ideation Kick-off)

This and further information is publicly available on the following webpage on BlockStart's website:

https://www.blockstart.eu/portfolio/wecovr/

3.20 Wifly Mobility

Wifly is a concept of e-bike subscription for careless e-bikers: Insured, with maintenance services and reparations, all 100% online and delivered at home. This solution allows for 100% availability, safe vehicles and economic price while freeing the user from any inconvenience like thefts or crashes, in the Spanish electric micromobility sector.

Total funding received under BlockStart: €1,500 (for Ideation Kick-off)

This and further information is publicly available on the following webpage on BlockStart's website:

https://www.blockstart.eu/portfolio/wifly/